

IYANZ BOOKSHOP REPORT 2018 AGM

Stock levels as at 23 August 2018:

	Ideal Stock Level	Total as at 31/08/17	Sold	Total as at 08/05/18	Ordered 08/05/18	Total as at 23/08/18
01. Basic Guidelines	20	12	3	9	16	25
02. Preliminary Course	35	11	11	0	50	50
03. Intermediate Course	20	15	7	8	17	25
04. The Art of Yoga	15	8	1	7	8	15
05. Iyengar His Life & Works	10	14	0	14	0	14
06. Yoga Rahasya	15	19	3	16	0	16
07. Yogadhara	5	2	0	2	3	5
08. Yoga & the New Millennium	5	4	0	4	1	5
09. Understanding Yoga	5	5	1	4	1	5
10. Archive Project	0	0	0	0	0	0
11. Astadala Yogamala 1	5	5	0	5	0	5
12. Astadala Yogamala 2	5	11	0	11	0	11
13. Astadala Yogamala 3	5	5	0	5	0	5
14. Astadala Yogamala 4	5	5	0	5	0	5
15. Astadala Yogamala 5	5	7	0	7	0	7
16. Astadala Yogamala 6	5	4	0	4	1	5
17. Astadala Yogamala 7	5	3	2	1	4	5
18. Astadala Yogamala 8	10	7	0	7	3	10
19. Yaugika Manas	5	5	0	5	0	5
20. Organology	5	4	0	4	1	5
21. Light on Yoga	0				4	4
22. Yoga for Sports	0				1	1
24. Preliminaries of Pranayama	25				25	25

Ordering and Stock:

The most recent order just received from India is bigger than usual as it includes pre-orders for a large number of books which will soon be going out. Also I have ordered enough so that there will not need to be another order prior to the Association Workshop, which invariably will see a significant number of books sold. That will bring our stock levels back to closer to my ideal levels.

Pricing:

I have calculated from the last Yog invoice that there have been some changes in the pricing from India. Some prices have decreased and some increased, I summarise those figures in the following table (blank spaces mean those books weren't in the order so I have no current pricing for them:

	\$US	\$NZ incl duty	NZ Del	\$NZ Cost	Current price	Sell Price?	
Basic Guidelines	\$7.56	\$13.76	\$5.00	\$18.76	\$25.00	\$20.00	Decrease
Prelim Course	\$8.76	\$15.95	\$5.00	\$20.95	\$20.00	\$20.00	
Intermediate Course	\$9.15	\$16.66	\$5.00	\$21.66	\$25.00	\$22.50	Decrease
Art of Yoga	\$12.36	\$22.50	\$5.00	\$27.50	\$40.00	\$27.50	Decrease
Life and Work					\$30.00	\$30.00	
Yoga Rahasya					\$20.00	\$20.00	
Yogadhara	\$14.51	\$26.41	\$5.00	\$31.41	\$40.00	\$32.50	Decrease
New Millenium	\$6.19	\$11.27	\$5.00	\$16.27	\$15.00	\$17.50	Increase
Body Knowledge	\$10.63	\$19.35	\$5.00	\$24.35	\$25.00	\$25.00	
AY1					\$29.00	\$40.00	Increase
AY2					\$29.00	\$40.00	Increase
AY3					\$29.00	\$40.00	Increase
AY4					\$29.00	\$40.00	Increase
AY5					\$29.00	\$40.00	Increase
AY6	\$17.51	\$31.88	\$5.00	\$36.88	\$29.00	\$40.00	Increase
AY7	\$20.12	\$36.63	\$5.00	\$41.63	\$29.00	\$40.00	Increase
AY8	\$21.51	\$39.16	\$5.00	\$44.16	\$35.00	\$45.00	Increase
Yaugika Manas					\$20.00	\$20.00	
Organology	\$6.06	\$11.03	\$5.00	\$16.03	\$10.00	\$17.50	Increase
Prelim of Prana	\$1.59	\$2.89	\$0.00	\$2.89		\$3.00	NEW

The main price increase is in the Astadala Yogamala, which is now significantly higher it would seem. It would make sense to keep Volumes 1-7 the same price like previously despite small differences in their cost prices. Volume 8 was always a bit more expensive as it contains the index for the entire series.

I am conscious of the need to retain pricing at a level that makes these books as available to our members as possible (effectively cost price) however it has not been policy to subsidise the cost of the books so I recommend we change our retail prices to reflect these new levels.

If approved the new prices could be effective as of the date of the next Link publication and the website updated which would advertise the new prices, or an email could be sent to all members prior to that.

Glenn McBeth
IYANZ Bookshop
23/08/18