



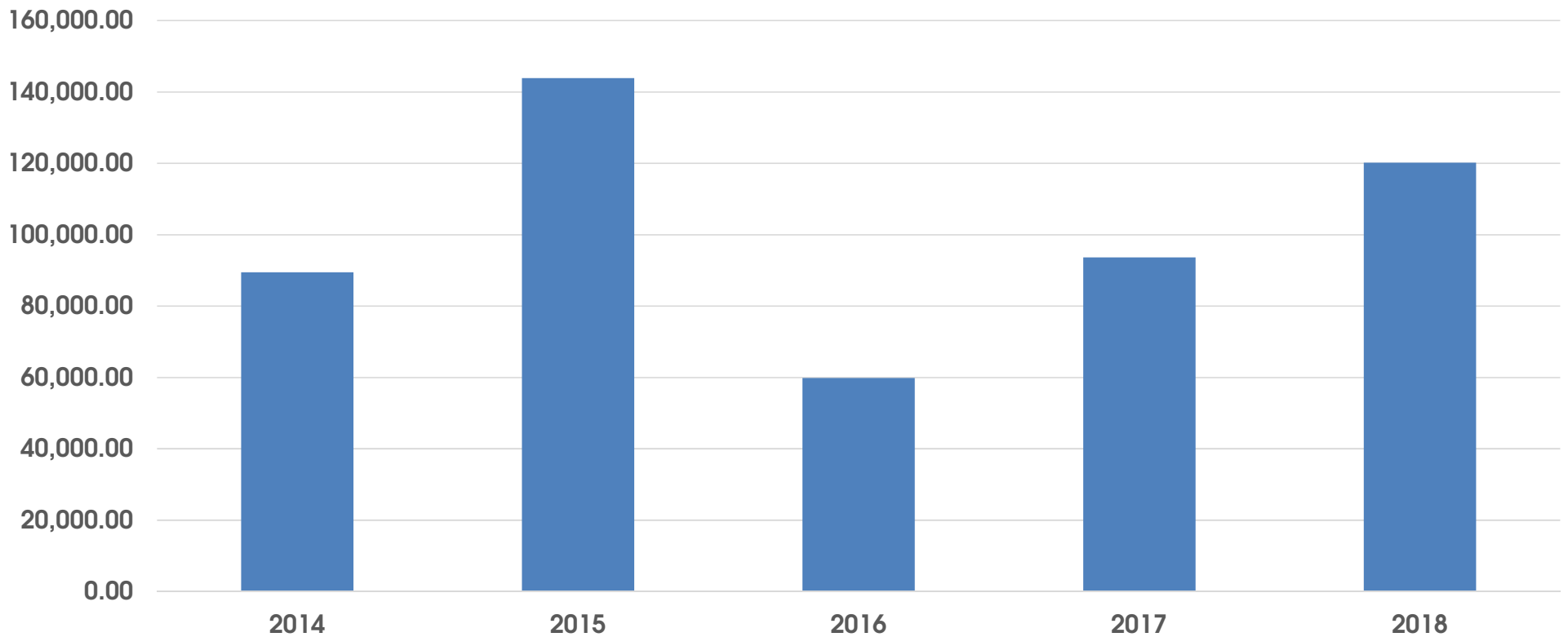
Publications Sales & Royalties



BHMA Standard Sales 2014 - 2018



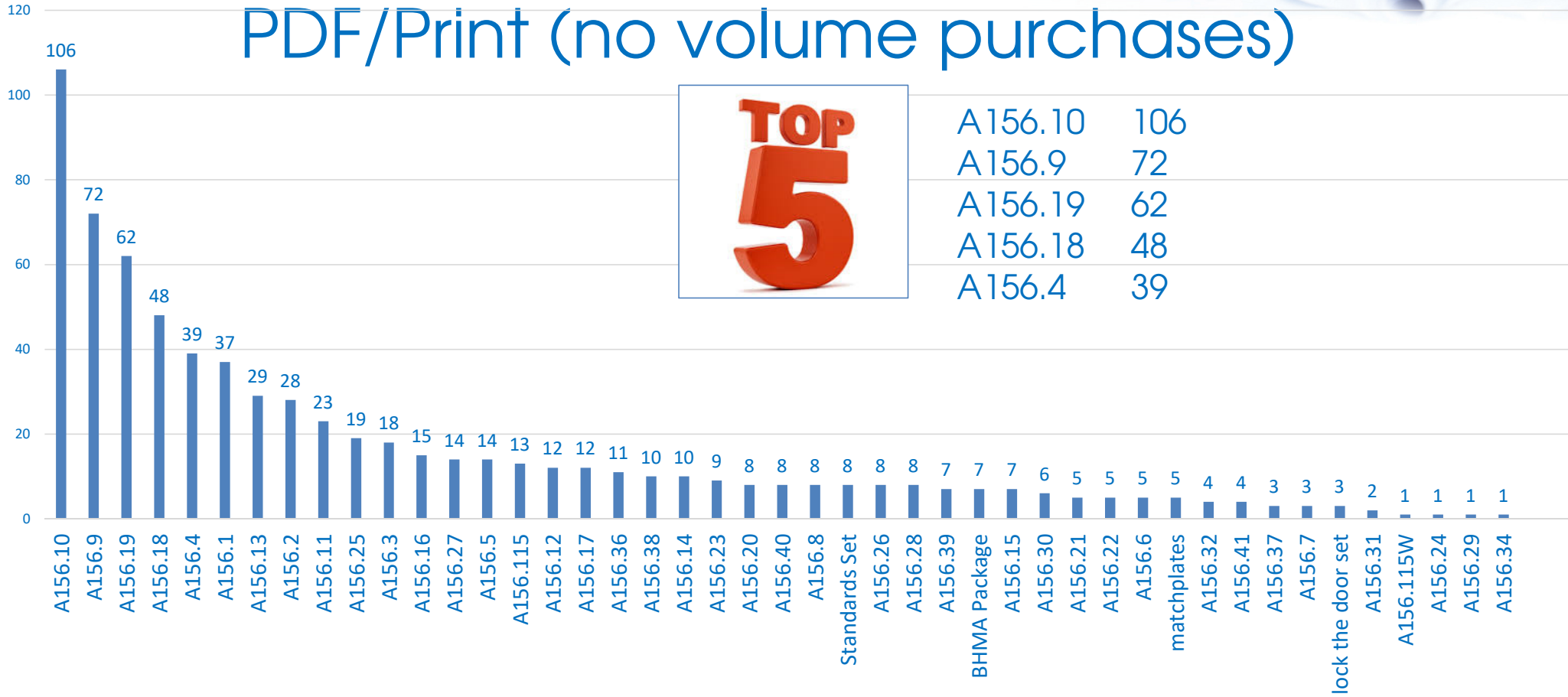
Year to Year Standard Sales



Standard Sales 2018

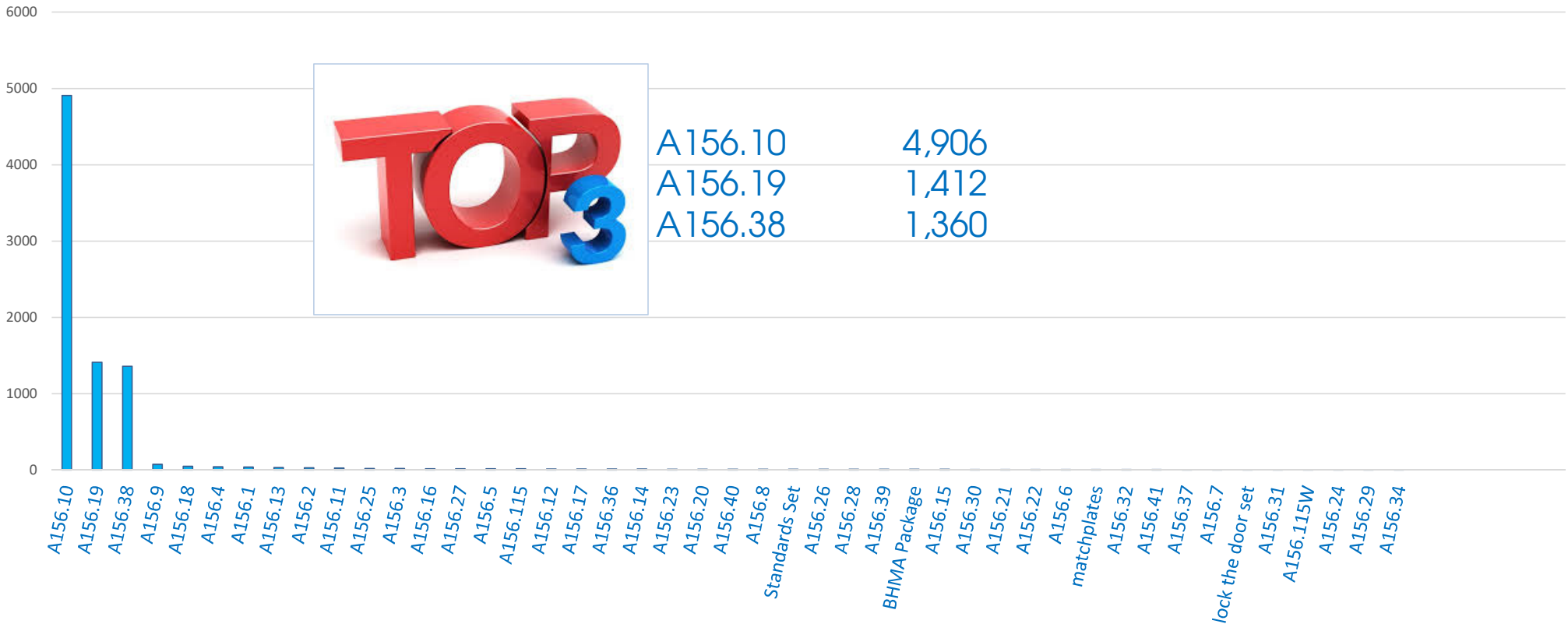


PDF/Print (no volume purchases)



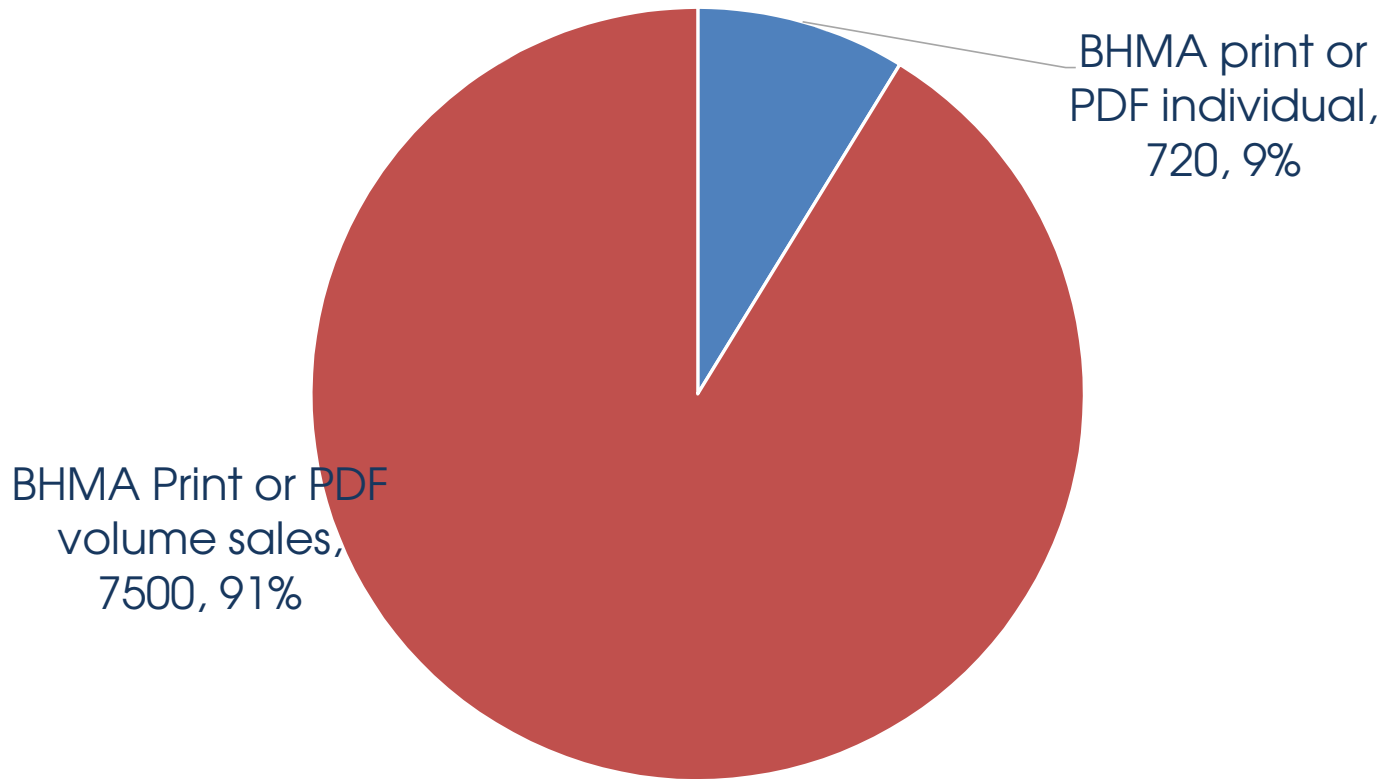
Standard Sales 2018

PDF/Print (volume purchases)





Print and PDF sales volume vs. individual

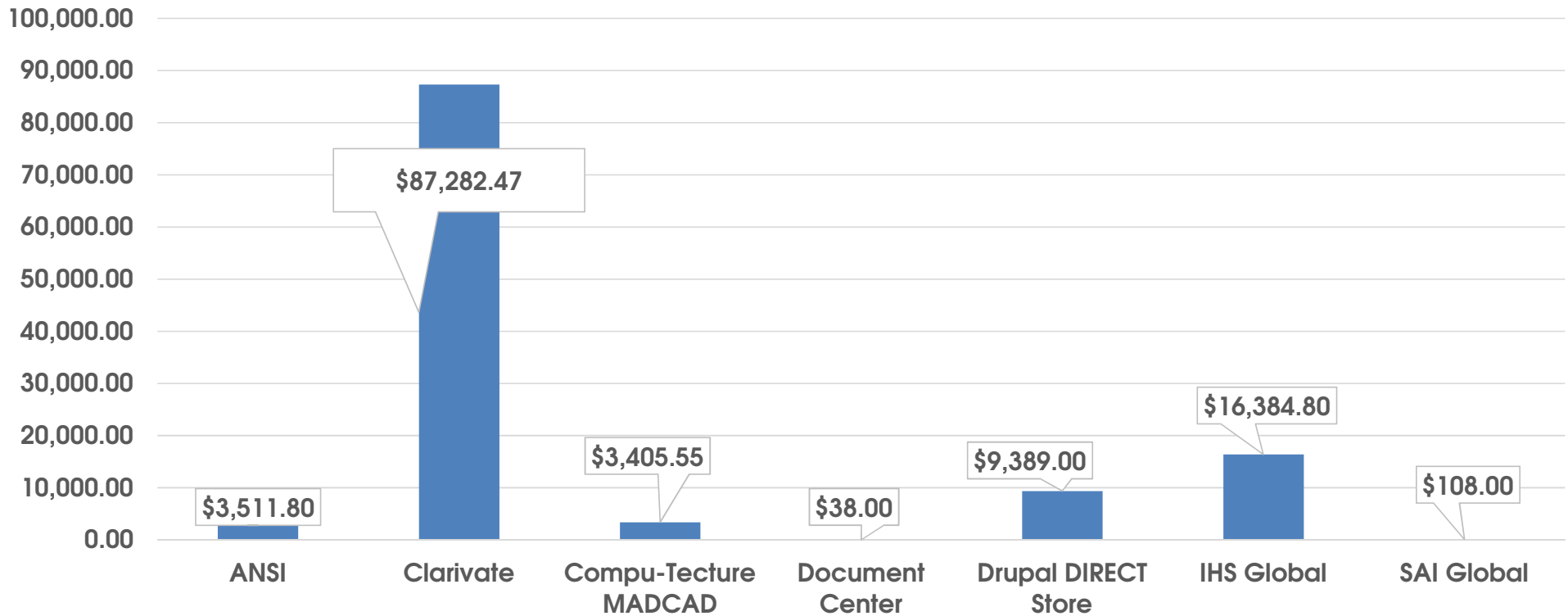




BHMA 2018 publications revenue by vendor

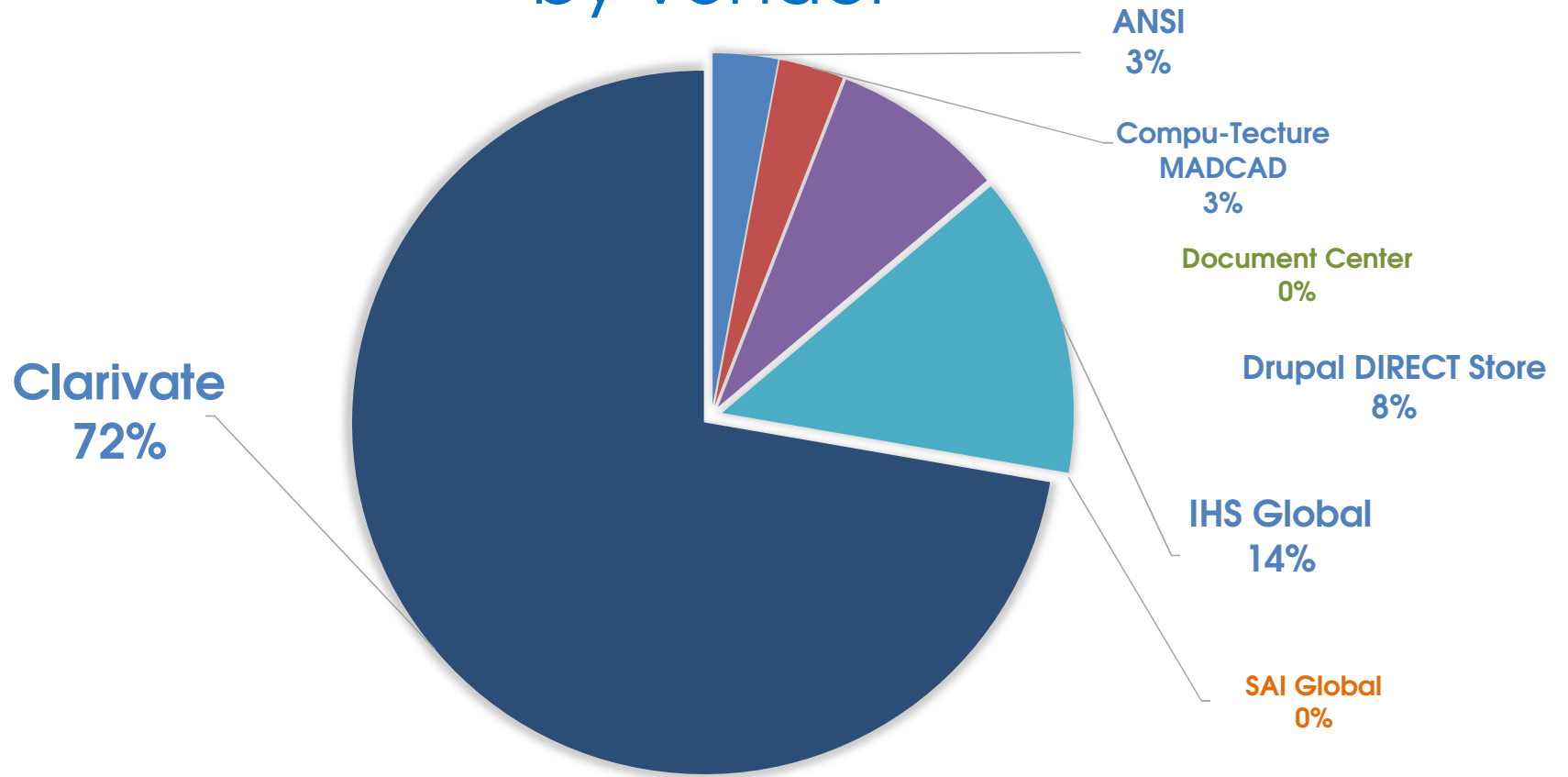


2018 Royalties



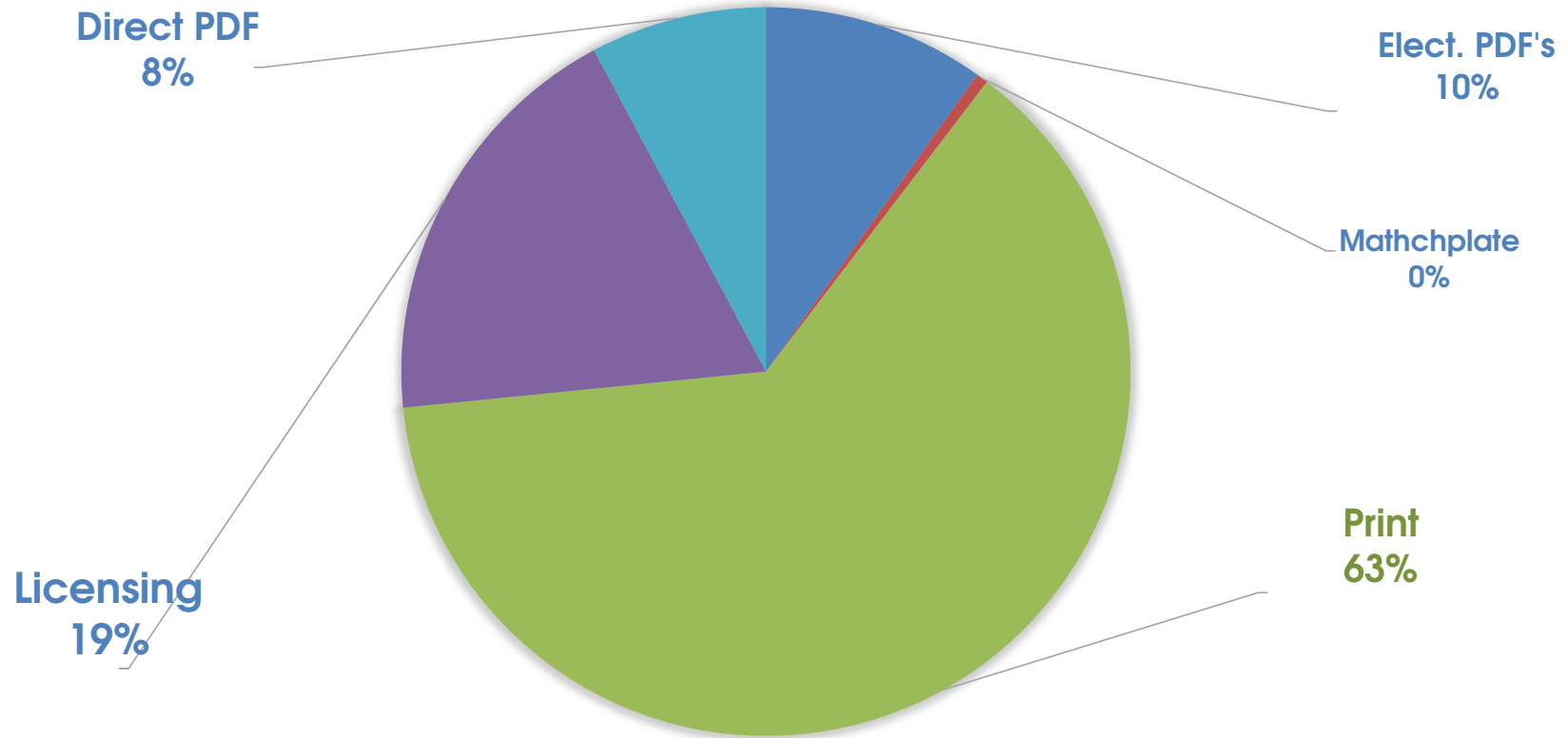


BHMA 2018 publications revenue by vendor



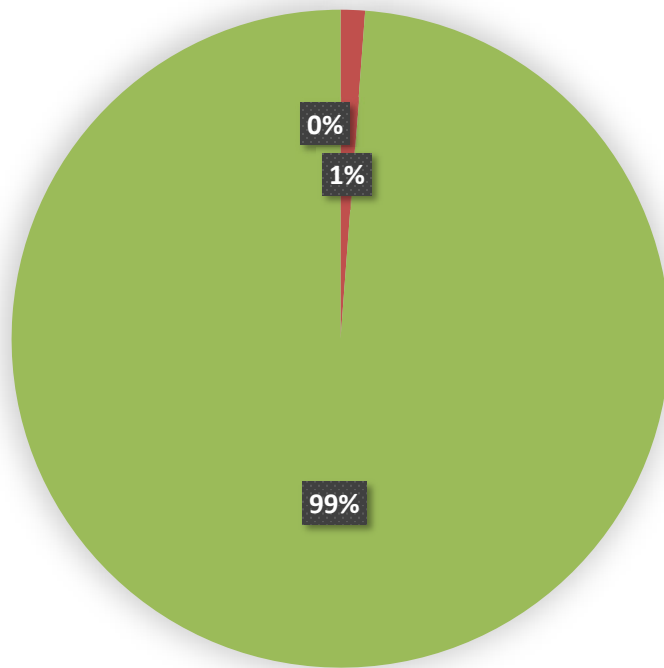


BHMA 2018 publications revenue by delivery method



Print sales by vendor

2018 Print Sales: \$75,737.80



■ Document Center - \$38.00

■ SAI Global - \$884.40

■ Clarivate - \$74,815.40



BHMA Standard Revenue 2014 – 2018 by delivery method

