BUSINESS & ECONOMICS

August 2010 publisheralley

Category Reporting Preview

Five-Year Category Trend

18-Month Periods	Units	Change	Top-Selling Title
January 2005–June 30, 2006	3,422,673		Freakonomics: A Rogue Economist Explores the Hidden (William Morrow, cloth; 64,255 copies)
January 2006–June 30, 2007	4,012,549	17%	Good to Great: Why Some Companies Make the Leap (Harperbusiness, cloth; 81,183 copies)
January 2007–June 30, 2008	4,403,923	10%	Good to Great: Why Some Companies Make the Leap (Harperbusiness, cloth; 99,555 copies)
January 2008–June 30, 2009	3,419,398	-22%	A Guide to the Project Management Body of Knowledge (Project Mgt Inst, paper; 48,679 copies)
January 2009–June 30, 2010	3,014,676	-12%	The Big Short: Inside the Doomsday Machine (W.W. Norton, cloth; 71,547 copies)

Market Channel Trends

18-Month Periods	Top Channel	% of Total	Observations
January 2005–June 30, 2006	Retail/Internet	45%	From January 2008–June 2010, as the Retail/Internet share of the market dropped, the Library and International shares increased. Note: A Guide to the Project Management Body of Knowledge (2004) is revised every four years.
January 2006–June 30, 2007	Retail/Internet	49%	
January 2007–June 30, 2008	Retail/Internet	49%	
January 2008–June 30, 2009	Retail/Internet	40%	
January 2009–June 30, 2010	Retail/Internet	38%	

ENHANCE THE VALUE OF YOUR NEXT SALES MEETING, EDITORIAL SUMMIT, ETC.

Purchase quarterly or bi-annual trend reporting from Publisher Alley (\$999 quarterly; \$499 bi-annually). Regular reporting answers key competitive questions:

How does my press rank within this category at Baker & Taylor? Which subject areas drive the highest sales in this category?

For information, contact Marin Foster at (908) 541-7392; email: marin.foster@baker-taylor.com.

Five-Year Trend Reporting Schedule: Upcoming						
April 2010	Self-Help	August 2010	Business & Economics			
May 2010	Science Fiction	September 2010	Comics & Graphic Novels			
June 2010	Fantasy	October 2010	Body, Mind & Spirit			
July 2010	Reference	November 2010	Bibles			