

## **SALES REPORT FORMAT**

### **Version 1.0, 10 March 2009**

The EDItX Sales Report format is intended to be used by a retailer, distributor or other intermediary (hereafter simply “seller”), or by an agent reporting on their behalf, to report sales to a publisher or content owner (hereafter simply “publisher”). Such sales reports are the basis on which payments are made to the publisher, either by the seller or, if the seller is a branch of a larger organization that purchases centrally, by the central “buyer”. The format was originally developed<sup>1</sup> for use in the ebook supply chain in North America, but minor adaptations have made it suitable for use in both digital and non-digital book product supply chains. It is intended that the format be implemented in digital, non-digital or mixed book product supply chains, depending upon local market requirements.

The format allows these reporting options:

1. Each report line may list an individual transaction, or it may provide a total of all transactions for a given (identified) tradeable product under a given class of sale during the reporting period specified in the message header.
2. Classes of sale may be defined by trading partners to reflect the details of the arrangements which they have negotiated. Additionally, a few standard classes of sale are defined: *publisher internal, review copies, wholesale, retail, export, agency*. However, some classes of sale other than *wholesale* and *retail* may need added content that is not available in Version 1.0. Such added content will be included in a future release.
3. The monetary amounts due to the publisher may be calculated on the basis of an agreed net unit cost, or on the basis of a discount from either the publisher’s list price or the seller’s actual sale price. In addition a seller’s fee may be deducted from the price. Where there is both a discount on price and a seller’s fee, the discounted price must be calculated *before* the fee is deducted.
4. It is also possible to use the format to identify sales by retail outlet, either as individual transactions or by aggregating all transactions for a given format of a given title through each retail outlet.

It is fundamental that reports should tally precisely with related payments, to make reconciliation as simple as possible. Depending on trading partner agreement, calculation of the amounts due to the publisher may be carried out and stated explicitly at line level, with a message total representing the sum of the line item amounts; or calculation may be carried out only at message level. If line level sub-totals are stated in the message, they must be shown with sufficient decimal places to ensure that, when added, they match the message total, without rounding discrepancies.

The XML schema for Version 1.0 of the EDItX Sales Report format will be found at [www.editeur.org](http://www.editeur.org).

---

<sup>1</sup> Published by BISG, BIC and EDITEUR in 2003 as the EDItX Digital Sales Report format Version 1.0.

## Changes from EDItX Digital Sales Report Version 1.0

GeneralTitle and introductory text modified to explain main changes in intended use for reporting both digital and non-digital sales.

Page 3 Top-level element changed from 'DigitalSalesReport' to 'SalesReport', to reflect change in intended application of the format.

Header line 2: element IssueDate replaced by IssueDateTime for consistency with other EDItX formats.

Header line 4: element CurrencyCode made non-mandatory for consistency with other EDItX formats.

Header line 5: new element CountryCode added for consistency with other EDItX formats.

Header lines 6 and 7: elements FromDate and ToDate made non-mandatory and descriptions changed to indicate that these elements are deprecated in favour of the element DateCoded in Header line 8.

Header line 8: new element DateCoded added for consistency with other EDItX formats, to be used in preference to FromDate and ToDate, and to enable a single sales date to be specified instead of a range.

Page 4 Header line 10: changes made for consistency with other EDItX formats.

Header lines 11 and 12: new composite elements BuyerParty and ReportingParty added (to meet requirements for implementation of the format in Germany).

Page 5 Item detail line 2: element ProductID made repeatable, documentation of subordinate elements added, with new code values for ProductIDType.

Item detail line 4: element ProductForm now deprecated.

Item detail line 6: element ReferenceCoded made repeatable and subelement ReferenceDate added for consistency with other EDItX formats.

Page 6 Item detail line 9: description revised to specify that the element PricingDetail is not repeatable, and only one price type should be used throughout a report.

Item detail lines 9, 11 and 12: new elements CurrencyCode and CountryCode added for consistency with other EDItX formats.

Item detail line 9: new code values added for consistency with other EDItX formats.

Page 7 Trailer line 3: new element CountryCode added for consistency with other EDItX formats.

Page 8 Table 1 (format code values) added for use with digital sales reporting only.

## SALES REPORT

### Document name and version

	Sales Report Version 1.0		<SalesReport version="1.0">	
--	--------------------------	--	-----------------------------	--

### Header

	Element	M <sup>2</sup>	SalesReport.Header.	R
1	Sales report number	M	SalesReportNumber	
2	The date or date and time at which the report was generated. Not necessarily the sales date to which the report relates – see line 8.	M	IssueDateTime	
3	Message function Values: <i>original, duplicate, test</i>	M	PurposeCode	
4	Currency: default currency for all monetary amounts in the message. Values: ISO 4217 currency codes.	D	CurrencyCode	
5	Country code. If the currency is legal tender in more than one country, used to indicate that the price details are specific to that country, unless indicated otherwise in specific cases. May be required in some countries for tax purposes. Values ISO 3166-1 country codes.	D	CountryCode	
6	Reporting period from specified date. Format CCYYMMDD or CCYYMMDDHHMMSS. Use of this element is now deprecated, but it is retained to maintain backwards-compatibility with previous releases of the format.	D	FromDate	
7	Reporting period to specified date. Format CCYYMMDD or CCYYMMDDHHMMSS. Use of this element is now deprecated, but it is retained to maintain backwards-compatibility with previous releases of the format.	D	ToDate	
8	Sales report date. Unless all individual transaction lines are dated, the header must contain either a report date or both report period start and end dates or all of these. Date YYYYMMDD or YYYYMMDDTHHMMSS Date qualifier code Start date of reporting period End date of reporting period Date for which sales are reported	D M M	DateCoded  Date DateQualifierCode SalesPeriodStart SalesPeriodEnd SalesDate	R
9	Trading zone: the country or region where the reported sales were recorded, thus indicating the timezone in which dates/times are defined. Values: <i>US</i> , others to be defined	D	TradingZone	

<sup>2</sup> In the column headed "M", "M" means mandatory, and "D" means dependent.



## Line item detail

	Element	M	SalesReport.ItemDetail.	R
1	Line item number: a sequence number starting at 1 in each message.	M	LineNumber	
2	Product code (repeatable, if there is more than one identifier for the same item) Product ID type – values <i>EAN13</i> (use for a 13-digit ISBN), <i>GTIN14</i> , <i>ISBN</i> (use only for a 10-character ISBN), <i>ISMN</i> , <i>SKU</i> , <i>UPC</i> , <i>Seller</i> (use for a supplier-defined product ID), <i>Buyer</i> (use for a customer-defined product ID), <i>Proprietary</i> (use for a third-party proprietary scheme, which must be named in the element IDTypeName). Name of proprietary product ID scheme. Mandatory if the scheme is 'Proprietary'. Product number	M M D M	ProductID ProductIDType IDTypeName Identifier	R
3	Product description (author, title)	D	ItemDescription.TitleDetail	
4	Format. Code values are based on ONIX epublication type codes, extended to provide a value for Print On Demand – see Table 1. Mandatory only if a single product code applies to multiple digital formats (NOTE – This is a deprecated usage, but retained for backwards compatibility).	D	FormatCode	
5	Quantity sold	M	Quantity	
6	Line item reference number (repeatable). Each reference must include a number, a date or both. Reference type Unique reference number assigned by the sender Reference number Reference date YYYYMMDD	D M D D	ReferenceCoded ReferenceType <i>ReportItemReferenceNumber</i> ReferenceNumber ReferenceDate	R
7	Transaction date: Required only if no report period is specified in the header. Date YYYYMMDD or date-time YYYYMMDDTHHMMSS Date qualifier code Transaction date: Transaction date/time	D M M	DateCoded Date DateQualifierCode <i>TransactionDate</i> <i>TransactionDateTime</i>	
8	Class of sale Values: 01 to 99, of which 01 to 19 are reserved for industry standard codes, with 20 to 99 available to be defined by trading partner agreement.	D	PricingDetail.ClassOfSaleCode	

Line item detail (*continued*)

	Element	M	SalesReport.ItemDetail.	
9	Price: Only one type of price can be included, and should be consistent for all report lines. Price amount Currency code, if different from default specified in the header or by trading partner agreement Country code. See header line 5 Price type Fixed retail price including tax if any: use fixed or suggested retail price (SRP) when the supplier price is calculated by discounting from a retail price Fixed retail price excluding tax SRP per unit including tax where applicable SRP per unit excluding tax Actual sale price per unit including tax where applicable Actual sale price per unit excluding tax Net cost price per unit including tax where applicable Net cost price per unit excluding tax	M M D D M	PricingDetail.Price.  MonetaryAmount CurrencyCode  CountryCode PriceQualifierCode <i>FixedRPIncludingTax</i>  <i>FixedRPExcludingTax</i> <i>SRPIncludingTax</i> <i>SRPExcludingTax</i> <i>SoldAtPriceIncludingTax</i>  <i>SoldAtPriceExcludingTax</i> <i>UnitCostIncludingTax</i>  <i>UnitCostExcludingTax</i>	
10	Terms: either 11 or 12 (or both) must be present unless the transaction is based on a net unit cost price. If both are present, discount is taken <i>before</i> fees are charged.	D	PricingDetail.DiscountPercentage	
11	Fees charged by seller Charge amount Currency code, if different from default specified in the header or by trading partner agreement Country code. See header line 5 Charge type Unit charge including tax where applicable Unit charge excluding tax	D M D D M	PricingDetail.SellerCharge.  MonetaryAmount CurrencyCode  CountryCode ChargeQualifierCode <i>UnitChargeIncludingTax</i> <i>UnitChargeExcludingTax</i>	
12	Revenue due to publisher: if included, line subtotals must be shown with sufficient decimal places to ensure that when totalled they match the figure in the message Summary (TotalDueToPublisher). Revenue amount Currency code, if different from default specified in the header or by trading partner agreement Country code. See header line 5	D M D D	Pricing Detail.LineAmountDueToPublisher  MonetaryAmount CurrencyCode  CountryCode	
13	Retail outlet: name to be included only where the report lists individual transactions or aggregates sales made through different retail outlets.	D	RetailerParty.PartyName	

**Trailer**

	Element	M	SalesReport.Summary.	
1	Number of line items	M	NumberOfLines	
2	Sum of reported quantities – all lines	D	NumberOfUnits	
3	Total revenue due to publisher: must match up with payment. If line item amounts (LineAmountDueToPublisher) are stated in the message, this total must match the sum of those amounts without rounding discrepancies.	M	TotalDueToPublisher	
	Revenue amount	M	MonetaryAmount	
	Currency code, if different from default specified in the header or by trading partner agreement	D	CurrencyCode	
	Country code. See header line 5	D	CountryCode	

**Table 1 – List of format code values  
based upon ONIX for Books Epublication Type codes (Code List 10)**

ONIX List 10 Code Value	EDItX Format Code	Comments
n/a	PrintOnDemand	Added for this format
001	HTML	
025	TXT	ONIX code list 10 Issue 1
002	PDF	
003	PDFMerchant	
004	AdobeEbookReader	
005	MicrosftReaderLevel1-3	
006	MicrosoftReaderLevel5	
007	NetLibrary	
008	MetaText	
009	MightyWords	
010	PalmReader	
011	Softbook	
012	RocketBook	
013	GemstarREB1100	
014	GemstarREB1200	
015	FranklinBookman	
016	Books24x7	
017	DigitalOwl	
018	Handheldmed	
019	WizeUp	
020	TK3	
021	Llraweb	
022	MobiPocket	
023	OpenEbook	
024	GoReader	
???	Ebrary	Not in ONIX code list 10
024	TownCompassDataViewer	
026	Exebook	ONIX code list 10 Issue 1
027	SonyBBEB	ONIX code list 10 Issue 6
028	VitaSourceBookshelf	ONIX code list 10 Issue 8
029	AdobeDigitalEditions	ONIX code list 10 Issue 8
030	MyLibrary	ONIX code list 10 Issue 8
031	Kindle	ONIX code list 10 Issue 8
098	MultipleFormats	ONIX code list 10 Issue 8
099	Other	ONIX code list 10 Issue 7 – Unspecified – other format