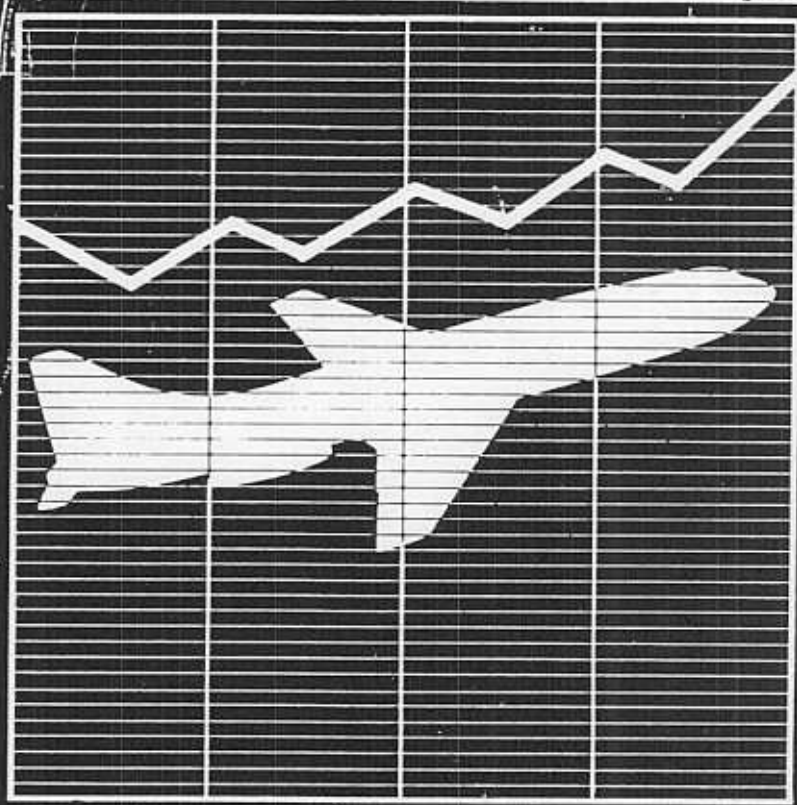
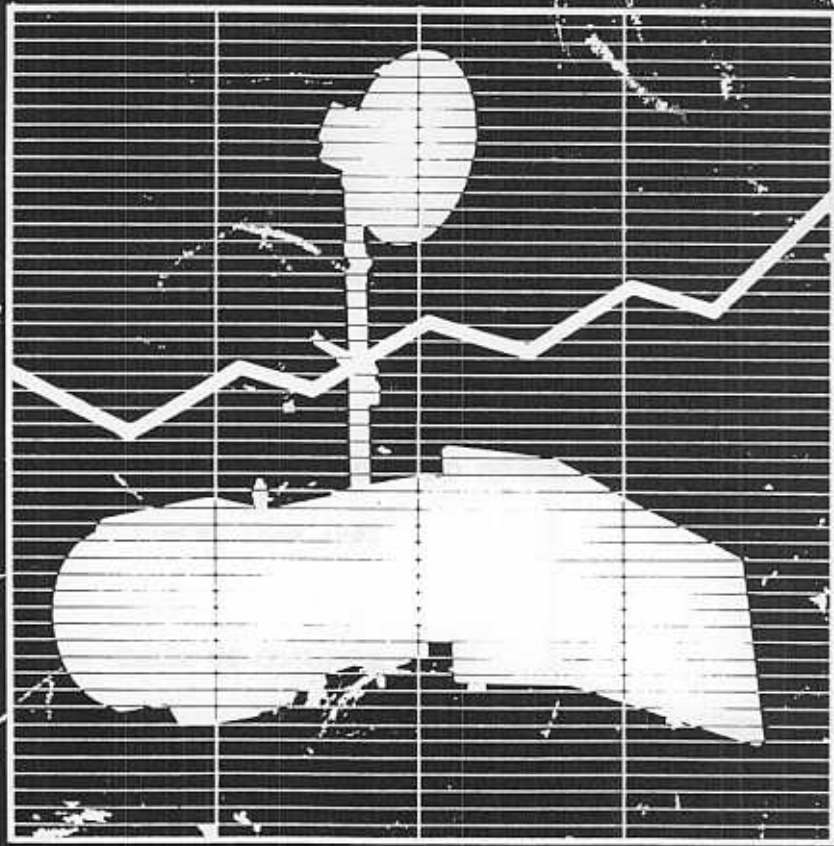


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ANNUAL REPORT OF  
DATA SALES  
FOR FISCAL YEAR 1987

By: Data Production and Distribution Branch  
EROS Data Center  
Sioux Falls, SD 57198



## Preface

These reports summarize the EROS Data Center's (EDC's) sales for FY 1987. Included are comparisons with FY 1986 sales, along with information on sales trends, customer profiles, archive contents, turnaround times, etc. The report also contains sections on sales for the last month and quarter of FY 1987.

During FY 1987, about 44,000 user inquiries, including requests for general information packets and computer searches, were processed. Some 18,000 orders for various types of images and digital data were filled. Gross receipts and revenues were over 10 million dollars.

G. Austin  
W. Draeger  
R. Pohl

ANNUAL REPORT OF DATA DELIVERIES AND REVENUES  
FOR  
FISCAL YEAR 1987

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Section I

FY 1987 and FY 1986 Sales Comparisons

## FY 1987 and FY 1986 SALES/REVENUE COMPARISONS

Total EDC sales, including Landsat activities, in FY 1987 amounted to \$10,532,858, a 2% increase over FY 1986. Reimbursable sales (not including Landsat) in FY 1987 were \$1,501,985, which included \$1,077,379 in aircraft images, \$243,095 of NDCDB data, and \$181,511 of other sales. This was an increase of 13% over FY 1986 sales of \$1,331,413. Non-reimbursable sales (to other USGS offices) in FY 1987 were \$946,582, including \$461,300 of aircraft images, \$256,638 of Custom Image Processing, and \$228,644 of other products and services. This is a 14% increase over FY 1986. Landsat sales at EDC in FY 1987 were \$8,084,291, only 1% behind FY 1986 sales of \$8,179,596.

### Aircraft Sales

Total aircraft sales, including reimbursable and non-reimbursable receipts in FY 1987 were \$1,538,679, a 7% increase over FY 1986. Of the total aircraft data sales, industrial customers and the USGS each accounted for 30% of the dollar amount, while other Federal government agencies accounted for 16%, individuals for 11%, academia for 7%, State/local government for 5%, and non-U.S. for 1%. (Industry receipts dropped by \$69,000 in 1987 while USGS non-reimbursable sales increased by \$118,000.)

The total number of aircraft images sold in FY 1987 increased by 14,676 -- from 123,518 in FY 1986 to 138,194 in FY 1987. In terms of image count, USGS was the largest customer with 45% (an increase of 17,000 over 1986), followed by industrial customers at 20% (a decrease of 12,000), other Federal government 15%, academia 8%, individuals 7%, State/local government 4%, and non-U.S. 1%.

National High Altitude Photography (NHAP) gross sales, including both reimbursable and non-reimbursable sales in 1987, were \$946,728, just slightly lower than the FY 1986 total of \$984,630. The number of NHAP images produced in FY 1987 was 78,955, as compared to 81,606 in FY 1986. Black-and-white image production in FY 1987 increased 12% over FY 1986, while color production decreased 26%. In FY 1987 about 21,000 diapositives were produced, an increase of 31% over FY 1986. This increase was primarily due to additional requirements by the Mapping Centers for the Bureau of Census project.

### National Digital Cartographic Data Base (NDCDB) Sales

Revenue from NDCDB DLG's and DEM's produced at EDC during FY 1987 amounted to \$247,910, while sales of LU/LC products at EMC were \$506,155.

### Side-Looking Airborne Radar (SLAR) Sales

Gross SLAR sales in FY 1987 were \$80,165, a 34% increase over FY 1986. The increase was due almost entirely to an increase in purchases by the U.S. Geological Survey. In FY 1987, 311 SLAR strips were sold for a value of \$11,455, and sales of SLAR mosaics and other SLAR products amounted to \$68,710. The largest user of EDC SLAR products (based on dollars) during FY 1987 was the USGS with 42%, followed by industrial customers (36%), academia (11%), State/local government (6%), individuals (4%), and other Federal government (1%).

### National Uranium Resource Evaluation (NURE) Sales

NURE sales for FY 1987 were \$7,600, compared with \$17,600 in 1986. Industrial customers were the biggest users of NURE data with 89% of the total dollars, followed by other Federal government (8%), USGS (2%), and academia (1%). State/local government, individual, and non-U.S. customers did not purchase any NURE data in FY 1987.

### Shuttle and LFC Sales

FY 1987 Shuttle sales were \$6,405, a decrease of 54% from FY 1986, and LFC sales in FY 1987 were \$21,538, compared with \$61,981 in FY 1986.

### Landsat Data Sales and Service Charges

Total Landsat image and digital product sales in FY 1987 were \$7,270,792, a 5% increase over FY 1986. Image sales were \$1,750,120 (\$1,073,720 MSS and \$676,400 TM), a 13% decrease from FY 1986. Digital product sales increased 13%, from \$4,876,300 in FY 1986 to \$5,520,672 (\$2,460,330 MSS and \$3,060,342 TM) in FY 1987. Accession aid sales in FY 1987 were \$41,772, a decrease of 29% from FY 1986. Landsat cloud cover surcharges for FY 1987 amounted to \$443,125, but there were no acquisition charges in 1987.

The largest purchaser of Landsat images from EDC in FY 1987 was the Federal government (excluding USGS) with 55% of total dollars, followed by the non-U.S. sector with 19%, industry with 15%, academia with 4%, State/local government with 3%, and USGS and individuals with 2% each. The Federal and State/local government were the only two categories of customers that had large increases over 1986, while industrial and non-U.S. customers had significant decreases in purchases.

The Federal government (excluding USGS) was also the largest purchaser of digital products in FY 1987 with 51% of the total dollar amount, industrial and non-U.S. customers were next with 20% each, academia with 4%, USGS with 3%, and State/local government with 2%. Individuals purchased less than 1%.

In FY 1987, a total of 20,230 photographic and digital Landsat products were produced, a decrease of 23% from FY 1986. In FY 1987, 12,388 image products were sold (9,213 MSS and 3,175 TM), down 35% from the 19,061 produced in FY 1986. Digital products produced during FY 1987 totalled 7,842 (4,287 MSS and 3,555 TM), a 10% increase over FY 1986.

The largest purchaser in FY 1987 based on image count was the Federal government (again excluding USGS) with 55% of the total, followed by non-U.S. customers with 19%, industry with 14%, academia with 4%, State/local government and USGS with 3% each, and individuals with 2%. In FY 1987, the largest purchaser of Landsat digital products was the Federal government (excluding USGS) with 54% of the total, industry was next with 20%, then non-U.S. 18%, academia 4%, and USGS and State/local government with 2% each. Individuals purchased less than 1% of the total digital products sold through EDC.

Section II

Yearly Statistics



## Yearly Statistics

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# EDC DATA DELIVERIES & SERVICES FY1987



AIRCRAFT AND OTHER <sup>1</sup>			LANDSAT		
Category	Items	Dollars	Category	Items	Dollars
Aircraft Imagery	138,194	1,538,679	Imagery products	12,388	1,750,120
Aircraft Accession Aids	N/A	5,364	Digital products <sup>3</sup>	7,842	5,520,672
Other Satellite Imagery	1,314	31,893	Accession Aids	N/A	41,772
Miscellaneous Products <sup>2</sup>	17,030	598,521	Miscellaneous Products	72	328,602
NDCDB Digital Products	2,153	236,915	<b>Total Landsat Products</b>	<b>20,302</b>	<b>\$7,641,166</b>
NDCDB Digital Charges	436	10,995	Cloud Cover Surcharges	6,325	443,125
Miscellaneous Services	124	18,600	<b>TOTAL LANDSAT REVENUE</b>	<b>26,627</b>	<b>\$8,084,291</b>
Miscellaneous Services	124	18,600			
NURE Data	91	7,600			
<b>TOTAL</b>	<b>159,342</b>	<b>\$2,448,567</b>			

**GRAND TOTAL \$10,532,858**

<sup>1</sup>Includes \$946,728 NHAP sales and \$80,165 SLAR sales.

<sup>2</sup>Includes Digitizing, Geometric Registration, Topographic Processing, Color FIRE Runs, and CIPS Miscellaneous.

<sup>3</sup>Includes 2,749 HDT-A's for \$1,649,400

# EDC ARCHIVES/DATA DEMAND - FY87

(Excludes Landsat Revenue)

**ARCHIVES**  
**6,062,000 FRAMES**  
(98% Aircraft data / 2% Other data)

**PRODUCTS & SERVICES  
SUPPLIED TO THE USGS**

Items	Dollars
62,448	459,184
N/A	243
376	3,269
14,522	445,166
51	4,440
15	375
0	0
518	33,745
2	160
<b>77,932</b>	<b>\$946,582</b>

**REIMBURSABLE PRODUCTS**

Items	Dollars
75,435	1,068,040
N/A	5,121
938	28,624
1,417	84,645
2,102	232,475
421	10,620
124	18,600
884	46,420
89	7,440
<b>81,410</b>	<b>\$1,501,985</b>

CATEGORY
Aircraft Imagery (incl.NHAP)
Aircraft Accession Aids
Other Satelite
Miscellaneous Products*
NDCDB Digital Products
NDCDB Digital Charges
Miscellaneous Services
SLAR Data
NURE Data

**TOTAL**

\*Includes Digitizing, Geometric Registration, Topographic Processing, Color FIRE Runs, and CIPS Miscellaneous.

**FY 87 Aircraft Imagery Customer Profile\***

Customer Type	Item %	Dollar %
Federal Government	60%	46%
State/Local Government	4%	5%
Academia	8%	7%
Industry	20%	30%
Individuals	7%	11%
Non-U.S.	1%	1%
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>

\*Includes NHAP and SLAR data

EROS DATA CENTER  
YEARLY CONSOLIDATED BUSINESS REPORT  
FY 1986 - FY 1987

I REIMBURSABLE RECEIPTS (Other Fed. & Non-Fed.)	FY 1986 ITEMS	FY 1986 DOLLARS	FY 1987 ITEMS	FY 1987 DOLLARS
Aircraft Imagery	79,340	\$1,094,505	75,682	\$1,077,379
(Includes SLAR Strips)	(161)	(5,475)	(247)	(9,339)
Aircraft Accession Aids	--	3,945	--	5,121
Other Satellite Imagery	2,164	59,508	938	28,624
Miscellaneous Products	1,712	120,144	2,014	109,862
(Includes SLAR Mosaics)	(500)	(39,735)	(637)	(37,081)
Digitizing	17	6,425**	0	0
Geometric Registration	0	0**	3	2,384
Topographic Processing	0	0**	0	0
Color FIRE Runs	4	1,650**	21	4,575
CIPS Miscellaneous	12	17,406**	16	4,905
NDCDB Digital Products	4	600	2,102	232,475
NDCDB Digital Charges	2	50	421	10,620
Miscellaneous Services	66	9,900	124	18,600
NURE Data	210	17,280	89	7,440
<b>REIMBURSABLE TOTAL</b>	<b>83,531</b>	<b>\$1,331,413</b>	<b>81,410</b>	<b>\$1,501,985</b>

II. PRODUCTS AND SERVICES SUPPLIED TO THE USGS	FY 1986 ITEMS	FY 1986 DOLLARS*	FY 1987 ITEMS	FY 1987 DOLLARS*
Aircraft Imagery	44,178	\$339,818	62,512	\$461,300
(Includes SLAR Strips)	(139)	(3,515)	(64)	(2,116)
Aircraft Accession Aids	--	480	--	240
Other Satellite Imagery	475	13,190	376	3,269
Miscellaneous Products	12,760	410,179	13,472	220,157
(Includes SLAR Mosaics)	(110)	(10,896)	(454)	(31,629)
Digitizing	8	36,201**	16	96,418
Geometric Registration	5	5,489**	27	26,751
Topographic Processing	67	2,465**	19	2,840
Color FIRE Runs	206	15,450**	1,270	95,475
CIPS Miscellaneous	101	10,050**	172	35,154
NDCDB Digital Products	0	0	51	4,440
NDCDB Digital Charges	0	0	15	375
Miscellaneous Services	0	0	0	0
NURE Data	3	320	2	160
<b>SURVEY TOTAL</b>	<b>57,803</b>	<b>\$833,642</b>	<b>77,932</b>	<b>\$946,582</b>

\*Calculated at equivalent EDC prices.

\*\*Excludes year-to-date sales counted in Miscellaneous Products

category for October 1985 through June 1986.

(cont'd.)

EROS DATA CENTER  
 YEARLY CONSOLIDATED BUSINESS REPORT  
 FY 1986 - FY 1987

	FY 1986 ITEMS	FY 1986 DOLLARS	FY 1987 ITEMS	FY 1987 DOLLARS
III TOTAL REIMB. RECEIPTS & USGS PRODUCTS/SERVICES	141,334	\$2,165,055	159,342	\$2,448,567
IV LANDSAT SHIPPED SALES				
-----	-----	-----	-----	-----
Imagery Products	19,061	\$2,015,788	12,388	\$1,750,120
Digital Products	7,100	4,876,300	7,842	5,520,672
Accession Aids	--	59,072	N/A	41,772
Misc. Products/Chges./Tax	12	170,801	72	328,602
-----	-----	-----	-----	-----
LANDSAT PRODUCTS TOTAL	26,173	\$7,121,961	20,302	\$7,641,166
Acquisition Charges/Cloud Cover Surcharges	6,387	1,057,635	6,325	443,125
-----	-----	-----	-----	-----
LANDSAT TOTAL	32,560	\$8,179,596	26,627	\$8,084,291
V GRAND TOTAL	173,894	\$10,344,651	185,969	\$10,532,858

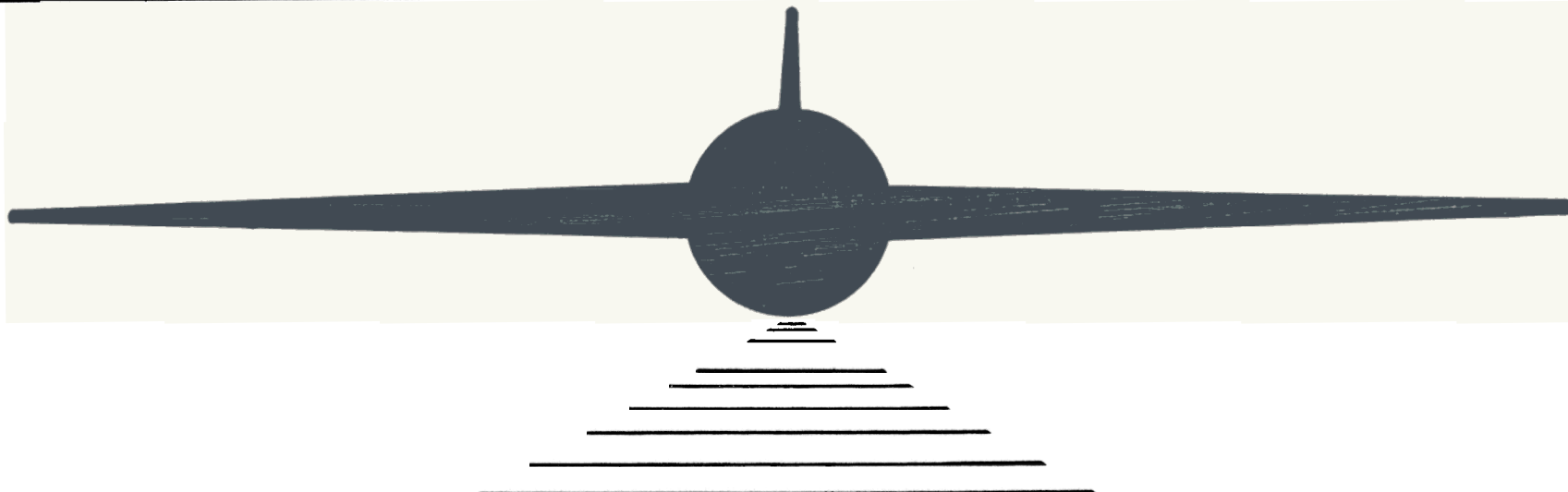
NOTE: "Digital Products" for FY 1986 includes 2,485 HDT-A's for \$1,491,000  
 (February-September only).  
 "Digital Products" for FY 1987 includes 2,749 HDT-A's for \$1,649,400

EROS DATA CENTER  
 AIRCRAFT IMAGERY CUSTOMER PROFILE  
 FY 1987

Category (Excludes Survey)	Frames	Frame Percent	Dollars	Dollar Percent
Other Federal Government	20,977	28%	246,573	23%
State/Local Government	5,545	7%	81,457	8%
Academia	11,270	15%	113,052	10%
Industrial	26,929	36%	457,368	42%
Individual	10,108	13%	170,686	16%
Non-U.S.	853	1%	8,243	1%
<b>TOTAL</b>	<b>75,682</b>	<b>100%</b>	<b>\$1,077,379</b>	<b>100%</b>

Category (Includes Survey)	Frames	Frame Percent	Dollars	Dollar Percent
Federal Government	83,489	60%	707,873	46%
U.S.G.S.	(62,512)	(45)%	(461,300)	(30)%
Other Federal	(20,977)	(15)%	(246,573)	(16)%
State/Local Government	5,545	4%	81,457	5%
Academia	11,270	8%	113,052	7%
Industrial	26,929	20%	457,368	30%
Individual	10,108	7%	170,686	11%
Non-U.S.	853	1%	8,243	1%
<b>TOTAL</b>	<b>138,194</b>	<b>100%</b>	<b>\$1,538,679</b>	<b>100%</b>

**NATIONAL HIGH ALTITUDE PHOTOGRAPHY (NHAP)  
ARCHIVES/DATA DEMAND  
FY 1987**



ARCHIVES	
<b>B&amp;W FRAMES:</b>	<b>194,589 (40%)</b>
<b>COLOR FRAMES:</b>	<b>292,557 (60%)</b>
<b>TOTAL</b>	<b>487,146</b>

NHAP DATA SALES		
<u>YEAR</u>	<u>FRAMES</u>	<u>DOLLARS</u>
FY81	37,036	\$ 189,195
FY82	42,229	381,650
FY83	53,130	503,317
FY84	127,335	1,231,335
FY85	91,540	1,090,678
FY86	81,606	984,630
FY87	78,955	946,728
<b>TOTAL</b>	<b>511,831</b>	<b>\$5,327,533</b>

NHAP SALE OF B&W vs. COLOR FRAMES	
<u>YEAR</u>	<u>PERCENT B&amp;W/COLOR</u>
FY81	70%/30%
FY82	72%/28%
FY83	64%/36%
FY84	70%/30%
FY85	72%/28%
FY86	59%/41%
FY87	69%/31%

# NATIONAL HIGH ALTITUDE PHOTOGRAPHY (NHAP) EDC MONTHLY ACTIVITY REPORT

FY 1986, September 1987, FY 1987

ACTIVITY	FY 1986 THROUGH SEPTEMBER	TOTAL CURRENT MONTH SEPTEMBER	FY 1987 THROUGH SEPTEMBER
NUMBER OF FRAMES RECEIVED			
Black and White	19,038	1,047	16,298
Color Infrared	28,488	1,910	23,267
TOTAL	<u>47,526</u>	<u>2,957</u>	<u>39,565</u>
NUMBER OF MASTER FRAMES DUPLICATED			
Black and White	22,396	2,376	17,844
Color Infrared	38,299	1,719	22,068
TOTAL	<u>60,695</u>	<u>4,095</u>	<u>39,912</u>
COSTS TO EDC FOR DUPLICATION	\$296,982	\$17,442	\$185,960
NUMBER OF FRAMES SOLD			
Black and White	48,311	2,347	54,316
Color Infrared	33,295	814	24,639
TOTAL	<u>81,606</u>	<u>3,161</u>	<u>78,955</u>
NHAP PARTICIPANT PURCHASES			
BIA	252	0	4,571
BLM	20,910	0	6,014
CENSUS BUREAU	12,213	0	615
COE	140	0	140
DMA	6,150	0	4,134
FS	53,708	0	35,939
F&WS	26,784	0	12,151
NOAA	365	0	76
NPS	554	0	463
OSM	0	0	268
SCS	4,352	0	6,498
SRS	1,893	448	11,028
TVA	2,902	92	4,026
USGS	210,797	18,378	231,610
TOTAL PARTICIPANT PURCHASES	\$341,020	\$ 18,918	\$317,533
PURCHASES BY ALL OTHERS	\$643,610	\$ 9,653	\$629,195
REVENUE FROM FRAMES SOLD			
Black and White	Not Avail.	\$ 15,899	\$398,049
Color Infrared	Not Avail.	12,672	548,679
TOTAL	<u>\$984,630</u>	<u>\$ 28,571</u>	<u>\$946,728</u>



# NATIONAL DIGITAL CARTOGRAPHIC DATA SALES SUMMARY

FISCAL YEAR 1987

## EROS Data Center

	<u>USGS</u>	<u>Other Federal</u>	<u>Industry</u>	<u>Other</u>	<u>Total Monthly Sales</u>	<u>TOTAL FY 87 Sales</u>
Digital Line Graphs (DLG's) 1:2,000,000	2,500.00 ;	17,000.00 ;	59,825.00 ;	12,475.00 ;	NA	91,800.00 ;
DMA/Digital Elevation Model (DEM) 1:250,000	1,940.00 ;	13,725.00 ;	120,350.00 ;	9,100.00 ;	NA	145,115.00 ;
Land Use/Land Cover (LU/LC)	0.00 ;	0.00 ;	0.00 ;	0.00 ;	NA	0.00 ;
Tape Cost and Handling Charge	375.00 ;	800.00 ;	8,350.00 ;	1,470.00 ;	NA	10,995.00 ;
<b>TOTAL:</b>	<b>4,815.00 ;</b>	<b>31,525.00 ;</b>	<b>188,525.00 ;</b>	<b>23,045.00 ;</b>	<b>NA</b>	<b>247,910.00 ;</b>

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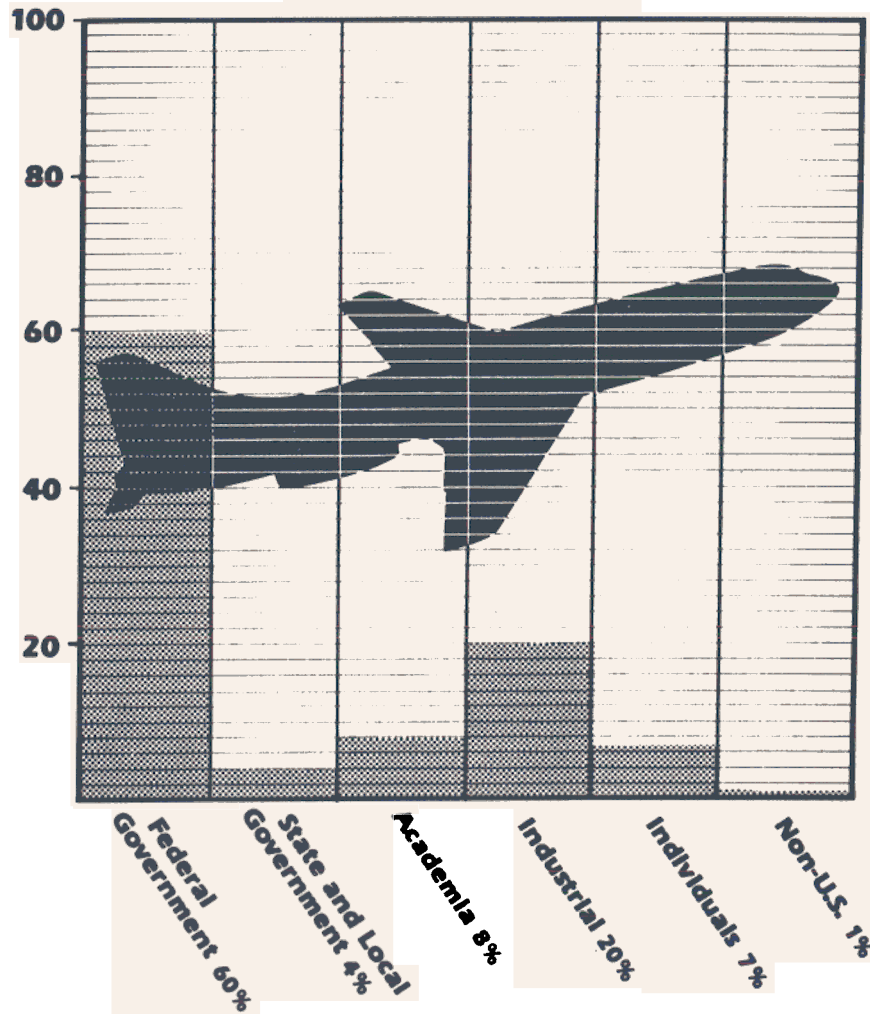
## Eastern Mapping Center

	<u>USGS</u>	<u>Other Federal</u>	<u>Industry</u>	<u>Other</u>	<u>Total Monthly Sales</u>	<u>Total FY 87 Sales</u>
Digital Line Graphs (DLG's) 1:2,000,000	0.00 ;	0.00 ;	0.00 ;	400.00 ;	NA	400.00 ;
(DLG's) 1:100,000	26,115.00 ;	17,525.00 ;	78,775.00 ;	27,375.00 ;	NA	149,790.00 ;
(DLG's) 1:24,000	13,690.00 ;	8,330.00 ;	7,375.00 ;	8,220.00 ;	NA	37,615.00 ;
Total DLG's	39,805.00	25,855.00	86,150.00	35,195.00		187,005.00
DMA/Digital Elevation Model (DEM) 1:250,000	270.00 ;	900.00 ;	19,425.00 ;	4,525.00 ;	NA	25,120.00 ;
(DEM) 1:24,000	26,460.00 ;	121,490.00 ;	48,575.00 ;	21,150.00 ;	NA	217,675.00 ;
Total DEM's	26,730.00	122,390.00	68,000.00	25,675.00		242,795.00
Land Use/Land Cover (LU/LC)	2,125.00 ;	1,900.00 ;	37,395.00	2,985.00 ;	NA	44,405.00 ;
Digital Terrain Tapes (DTT) 1:250,000	450.00 ;	375.00 ;	5,550.00 ;	5,050.00 ;	NA	11,425.00 ;
Tape Cost and Handling Charge	2,975.00 ;	3,125.00 ;	10,475.39 ;	3,950.00 ;	NA	20,525.39 ;
<b>TOTAL:</b>	<b>72,085.00 ;</b>	<b>153,645.00 ;</b>	<b>207,570.39 ;</b>	<b>72,855.00 ;</b>	<b>NA</b>	<b>506,155.39 ;</b>

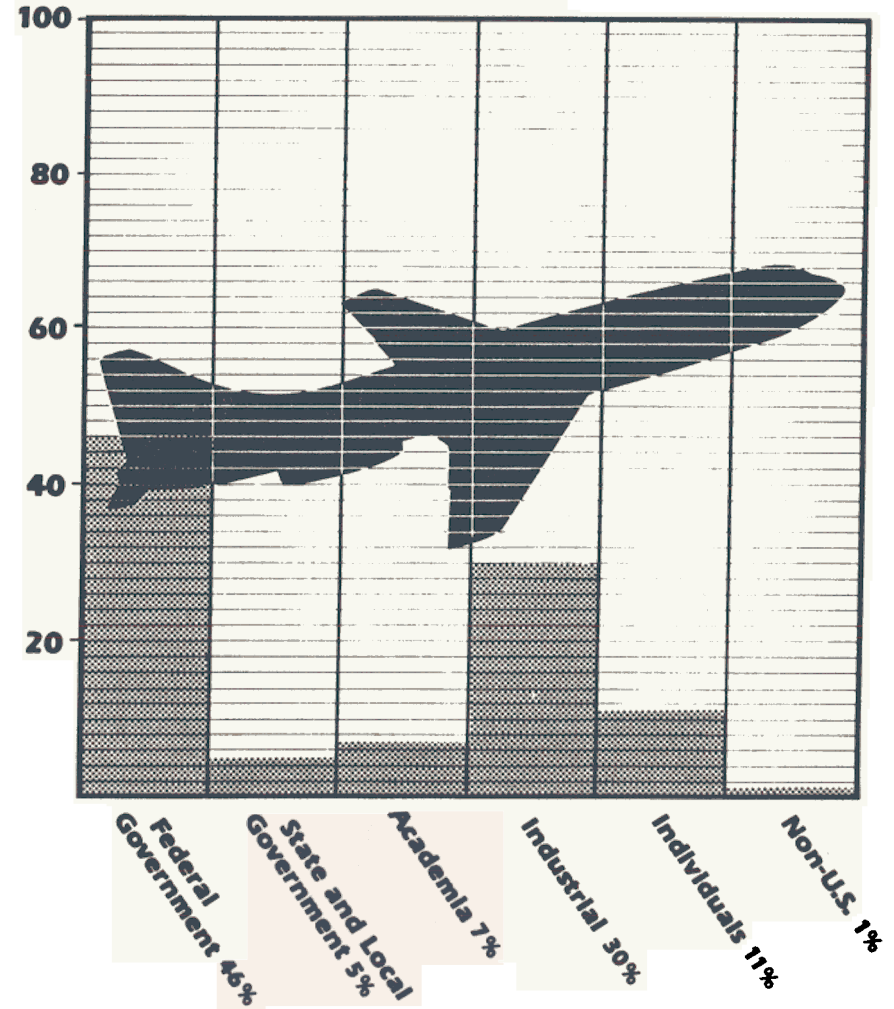
EROS Data Center NDCDB Sales	\$247,910.00
Eastern Mapping Center NDCDB Sales	506,155.39
<b>TOTAL NDCDB SALES FY 1987</b>	<b>\$754,065.39</b>

# EDC/USGS Customer Profile of Aircraft Imagery FY 1987\*

**138,194 Frames**



**\$1,538,679**



12

\*Includes NHAP Data

CUSTOMER PROFILE OF AIRCRAFT IMAGERY

Category	FY 87			
	Frames	Frame %	Dollars	Dollar %
Federal Government	83,489	60%	707,873	46%
(USGS)	(62,512)	(45%)	(461,300)	(30%)
(Other Federal)	(20,977)	(15%)	(246,573)	(16%)
State/Local Government	5,545	4%	81,457	5%
Academia	11,270	8%	113,052	7%
Industry	26,929	20%	457,368	30%
Individual	10,108	7%	170,686	11%
Non-U.S.	853	1%	8,243	1%
<b>TOTAL</b>	<b>138,194</b>	<b>100%</b>	<b>\$1,538,679</b>	<b>100%</b>

CUSTOMER PROFILE OF AIRCRAFT IMAGERY

Category	FY 84			
	Frames	Frame %	Dollars	Dollar %
Federal Government	104,912	51%	815,485	45%
(USGS)	(78,526)	(38%)	(601,702)	(33%)
(Other Federal)	(26,386)	(13%)	(213,783)	(12%)
State/Local Government	7,992	4%	157,336	9%
Academia	11,517	5%	102,772	5%
Industry	67,327	33%	560,185	31%
Individual	12,728	6%	163,716	9%
Non-U.S.	1,769	1%	12,891	1%
<b>TOTAL</b>	<b>206,245</b>	<b>100%</b>	<b>\$1,812,385</b>	<b>100%</b>

Category	FY 85			
	Frames	Frame %	Dollars	Dollar %
Federal Government	91,483	57%	790,702	46%
(USGS)	(65,311)	(41%)	(466,099)	(27%)
(Other Federal)	(26,172)	(16%)	(324,603)	(19%)
State/Local Government	5,500	3%	87,348	5%
Academia	10,126	6%	98,878	6%
Industry	39,444	25%	537,464	32%
Individual	12,646	8%	174,386	10%
Non-U.S.	1,816	1%	11,087	1%
<b>TOTAL</b>	<b>161,015</b>	<b>100%</b>	<b>\$1,699,865</b>	<b>100%</b>

Category	FY 86			
	Frames	Frame %	Dollars	Dollar %
Federal Government	60,665	49%	561,890	40%
(USGS)	(44,178)	(36%)	(339,818)	(24%)
(Other Federal)	(16,487)	(13%)	(222,072)	(16%)
State/Local Government	5,197	4%	102,840	7%
Academia	9,278	8%	84,200	6%
Industry	39,081	32%	532,502	37%
Individual	9,015	7%	149,631	10%
Non-U.S.	282	0%	3,260	0%
<b>TOTAL</b>	<b>123,518</b>	<b>100%</b>	<b>\$1,434,323</b>	<b>100%</b>

CUSTOMER PROFILE OF AIRCRAFT IMAGERY

CATEGORY	FY 78				FY 79				FY 80			
	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %
Federal Government (Less N.I.'s)	97,355	50%	446,387	46%	76,731	48%	358,866	42%	55,217	33%	286,055	31%
NASA Investigators	792	0%	2,611	0%	0	0%	0	0%	0	0%	0	0%
State/Local Gov't.	3,840	2%	23,854	3%	5,450	3%	33,949	4%	6,208	4%	38,091	4%
Academic	17,176	9%	81,049	8%	15,451	10%	74,305	8%	28,676	17%	118,700	13%
Industrial	61,752	31%	317,644	33%	49,976	31%	300,376	35%	56,067	34%	340,509	37%
Individual	13,179	7%	91,198	9%	13,298	8%	96,885	11%	19,383	11%	133,347	14%
Non-U.S.	2,781	1%	11,098	1%	415	0%	1,963	0%	1,088	1%	5,567	1%
<b>TOTAL</b>	<b>196,875</b>	<b>100%</b>	<b>\$973,841</b>	<b>100%</b>	<b>161,321</b>	<b>100%</b>	<b>\$866,344</b>	<b>100%</b>	<b>166,639</b>	<b>100%</b>	<b>\$922,269</b>	<b>100%</b>

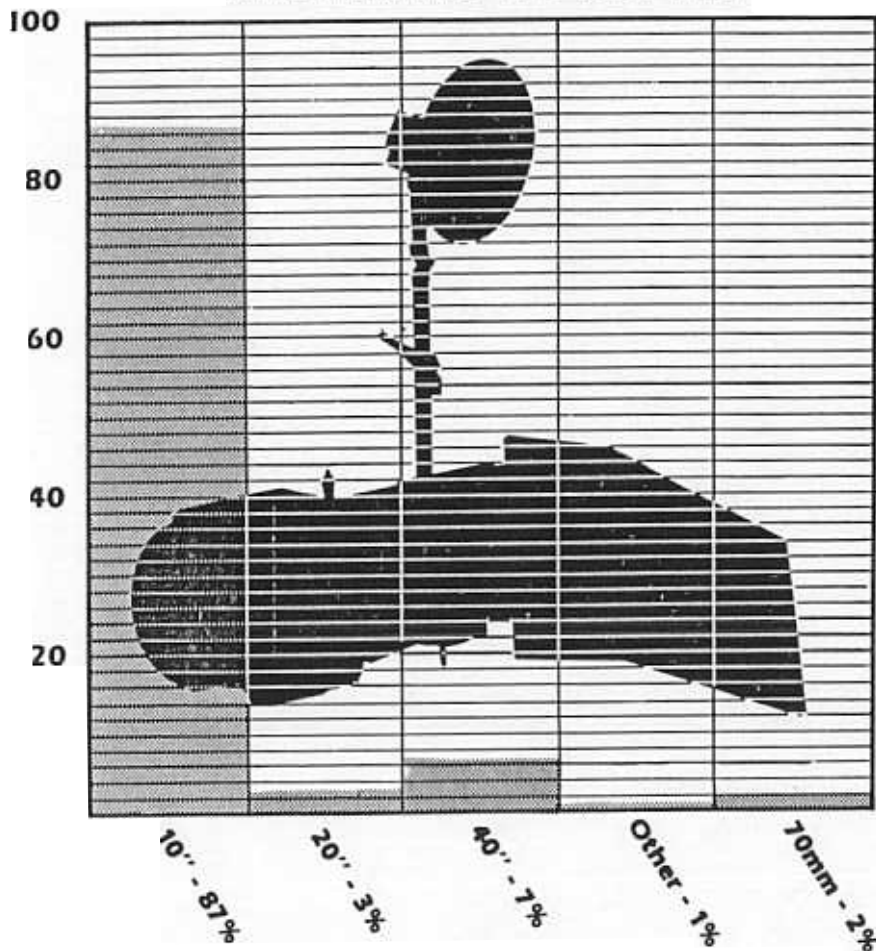
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CATEGORY	FY 81				FY 82				FY 83			
	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %
Federal Government	125,533	48%	587,373	41%	82,360	51%	528,020	42%	73,664	56%	517,153	45%
State/Local Gov't.	8,735	3%	54,140	4%	6,728	4%	41,799	3%	3,718	3%	49,505	4%
Academic	20,270	8%	113,880	8%	11,622	7%	100,712	8%	10,003	8%	84,094	7%
Industrial	78,568	30%	487,839	34%	45,837	28%	424,905	34%	32,806	25%	359,879	31%
Individual	22,979	9%	172,825	12%	14,639	9%	147,509	12%	10,949	8%	131,244	12%
Non-U.S.	3,739	2%	13,937	1%	1,635	1%	14,058	1%	682	0%	5,791	1%
<b>TOTAL</b>	<b>259,824</b>	<b>100%</b>	<b>\$1,429,994</b>	<b>100%</b>	<b>162,821</b>	<b>100%</b>	<b>\$1,257,003</b>	<b>100%</b>	<b>131,822</b>	<b>100%</b>	<b>\$1,147,666</b>	<b>100%</b>

# Product Size/Type Profile of Landsat Imagery Frames

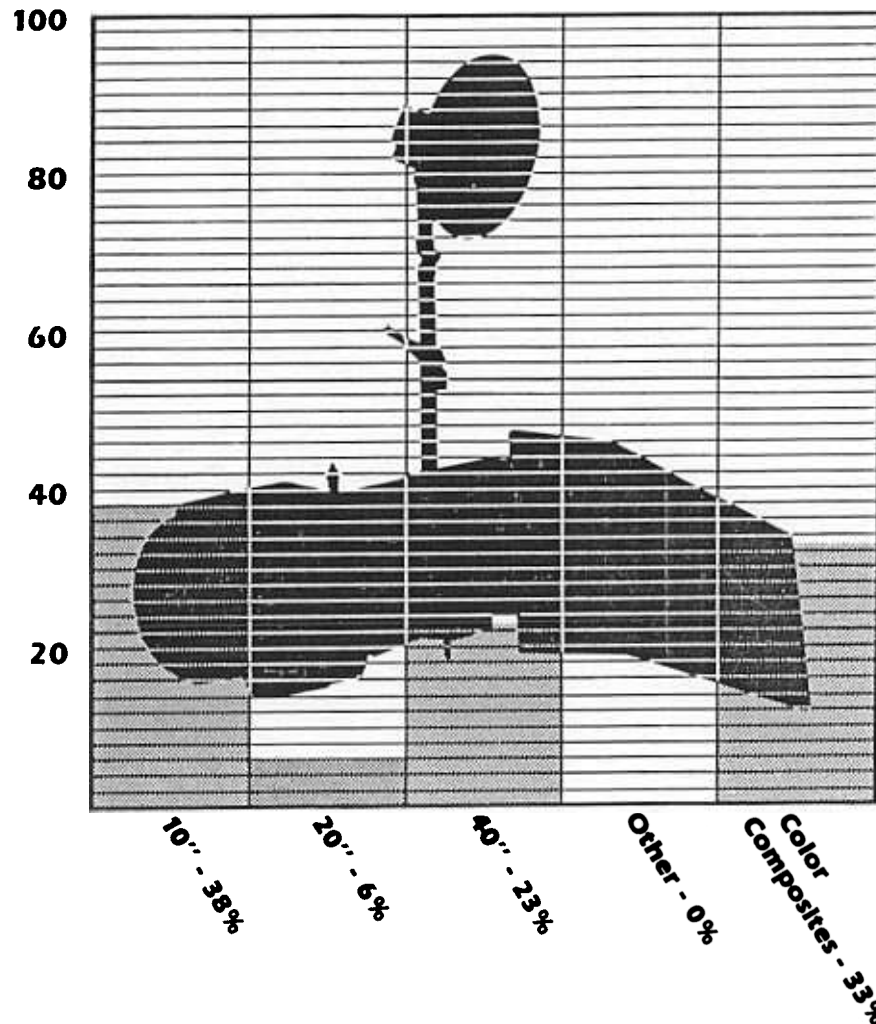
FY 1988

**B/W FRAME PERCENT**



**Frames: 6,354**  
**Total Frames: 9,088**

**COLOR FRAME PERCENT**



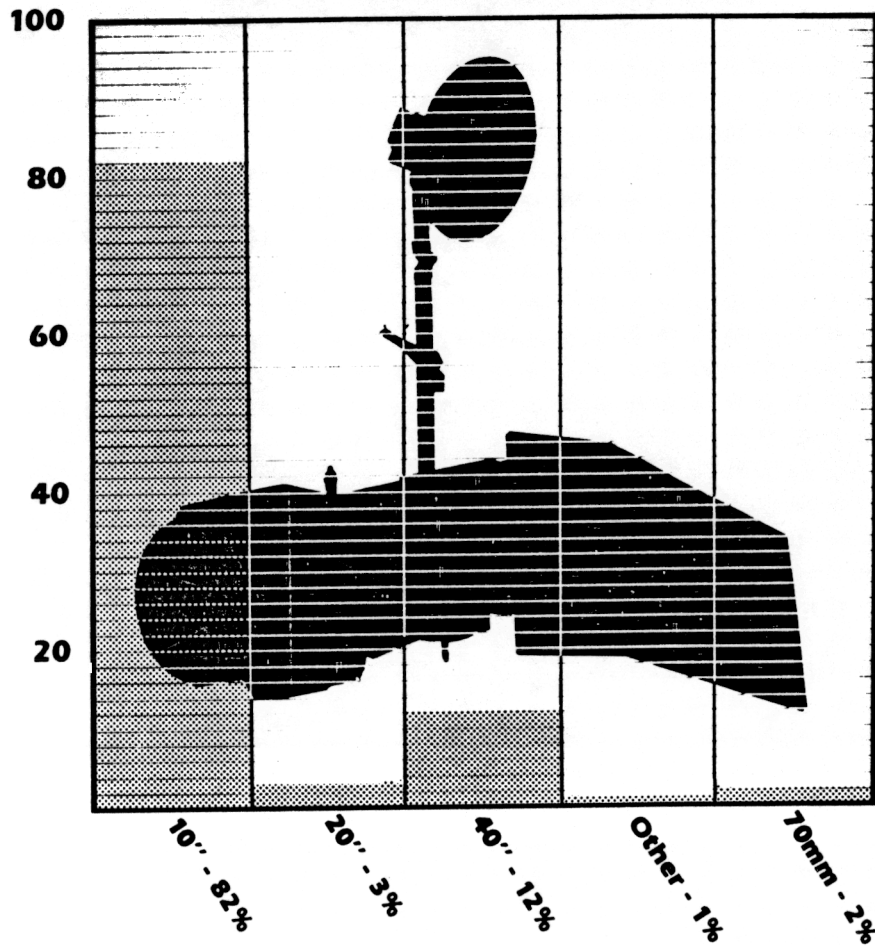
**Frames: 2,734**  
**B/W: 70%    Color: 30%**

# Product Size/Type

## Profile of Landsat Imagery Dollars

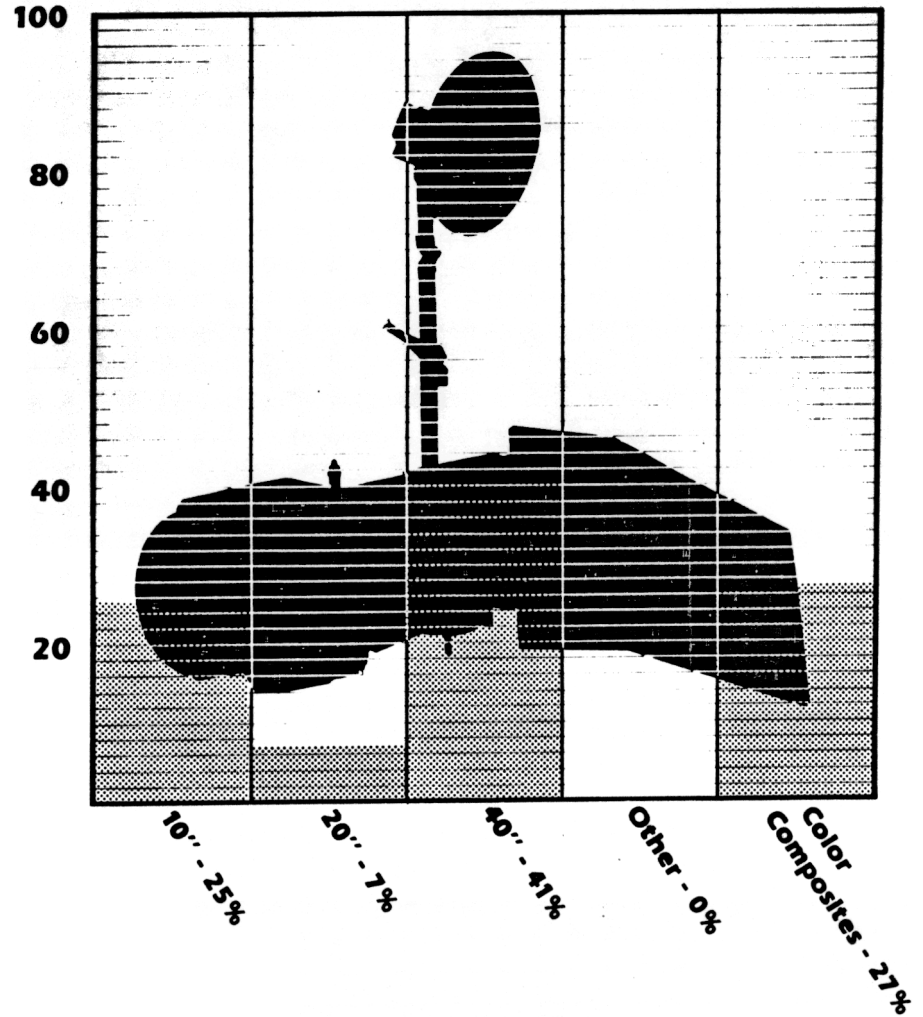
FY 1988

**B/W DOLLAR PERCENT**



Dollars: \$782,394  
Total Dollars: \$1,397,012

**COLOR DOLLAR PERCENT**



Dollars: \$614,618  
B/W: 56%    Color: 44%

Landsat Shipped Sales Profile - FY 86, FY 87, and FY 88

September 1988

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Total
<hr/>													
Total Landsat Shipped Products (Imag., Dig., Acc. Aids & Misc.)													
<hr/>													
FY 86 - (Monthly)	\$645,311	438,168	435,920	449,074	415,376	475,915	497,303	829,657	759,925	744,931	754,971	675,410	\$7,121,961
(cumulative)	\$645,311	1,083,479	1,519,399	1,968,473	2,383,849	2,859,764	3,357,067	4,186,724	4,946,649	5,691,580	6,446,551	7,121,961	-----
FY 87 - (Monthly)	\$944,210	533,409	451,818	548,181	461,106	473,822	610,842	678,390	761,628	1,035,232	724,986	417,542	\$7,641,166
(cumulative)	\$944,210	1,477,619	1,929,437	2,477,618	2,938,724	3,412,546	4,023,388	4,701,778	5,463,406	6,498,638	7,223,624	7,641,166	-----
FY 88 - (Monthly)	\$1,116,551	660,355	460,237	373,234	349,029	360,564	635,337	797,637	635,370	682,787	737,221	814,847	\$7,623,149
(cumulative)	\$1,116,551	1,776,886	2,237,123	2,610,357	2,959,386	3,319,950	3,955,287	4,752,924	5,388,294	6,071,081	6,808,302	7,623,149	-----
<hr/>													
Acquisition Charges/Cloud Cover Surcharges													
<hr/>													
FY 86 - (Monthly)	\$437,730	72,765	-91,970	33,315	33,050	24,260	62,600	105,175	142,915	107,370	80,925	49,500	\$1,057,635
(cumulative)	\$437,730	510,495	418,525	451,840	484,890	509,150	571,750	676,925	819,840	927,210	1,008,135	1,057,635	-----
FY 87 - (Monthly)	\$31,625	3,625	2,800	3,025	18,700	22,825	23,925	62,150	80,850	97,900	70,400	25,300	\$443,125
(cumulative)	\$31,625	35,250	38,050	41,075	59,775	82,600	106,525	168,675	249,525	347,425	417,825	443,125	-----
FY 88 - (Monthly)	\$41,525	4,125	2,750	3,850	9,075	9,625	16,500	6,600	14,025	17,875	23,925	17,600	\$167,475
(cumulative)	\$41,525	45,650	48,400	52,250	61,325	70,950	87,450	94,050	108,075	125,950	149,875	167,475	-----
<hr/>													
Total Landsat Products & Services													
<hr/>													
FY 86 - (Monthly)	\$1,083,041	510,933	343,950	482,389	448,426	500,175	559,903	934,832	902,840	852,301	835,896	724,910	\$8,179,596
(cumulative)	\$1,083,041	1,593,974	1,937,924	2,420,313	2,868,739	3,368,914	3,928,817	4,863,649	5,766,489	6,618,790	7,454,686	8,179,596	-----
FY 87 - (Monthly)	\$975,835	537,034	454,618	551,206	479,806	496,647	634,767	740,540	842,478	1,133,132	795,386	442,842	\$8,084,291
(cumulative)	\$975,835	1,512,869	1,967,487	2,518,693	2,998,499	3,495,146	4,129,913	4,870,453	5,712,931	6,846,063	7,641,449	8,084,291	-----
FY 88 - (Monthly)	\$1,158,076	664,460	462,987	377,084	358,104	370,189	651,837	804,237	649,395	700,662	761,146	832,447	\$7,790,624
(cumulative)	\$1,158,076	1,822,536	2,285,523	2,662,607	3,020,711	3,390,900	4,042,737	4,846,974	5,496,369	6,197,031	6,958,177	7,790,624	-----

NOTE: December FY 1986 negative number due to adjustment for duplicate acquisitions. Total Landsat Shipped Products for FY 1986 includes HDT-A's for \$1,491,000 for February-September 1986. FY 1987 includes HDT-A's for \$1,649,400 and FY 1988 includes HDT-A's for \$1,621,200. The HDT-A's were previously included with Acquisition Charges/Cloud Cover Surcharges prior to February 1, 1986. The acquisition fee was dropped as of July 1, 1986.



Landsat Digital Shipped Sales Profile - FY 86, FY 87, and FY 88

September 1988

		Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	
<u>Dollars</u>														
FY 86	(Monthly)	\$439,710	336,245	291,490	314,750	304,500	365,960	370,330	628,615	543,400	501,170	490,810	289,320	\$4,876,300
	(cumulative)	\$439,710	775,955	1,067,445	1,382,195	1,686,695	2,052,655	2,422,985	3,051,600	3,595,000	4,096,170	4,586,980	4,876,300	-----
FY 87	(Monthly)	\$661,250	426,920	327,850	426,370	356,685	274,755	486,240	498,957	584,370	668,795	516,890	291,590	\$5,520,672
	(cumulative)	\$661,250	1,088,170	1,416,020	1,842,390	2,199,075	2,473,830	2,960,070	3,459,027	4,043,397	4,712,192	5,229,082	5,520,672	-----
FY 88 -	(Monthly)	\$869,210	557,070	218,850	192,840	240,650	256,700	470,500	622,750	535,660	532,830	603,870	686,740	5,787,670
	(cumulative)	\$869,210	1,426,280	1,645,130	1,837,970	2,078,620	2,335,320	2,805,820	3,428,570	3,964,230	4,497,060	5,100,930	5,787,670	-----
<u>Items (Scenes, Quads &amp; Floppy Disks)</u>														
	FY 86 - (Monthly)	696	456	467	456	406	477	533	953	820	743	728	425	
	(cumulative)	696	1,152	1,559	2,015	2,421	2,898	3,431	4,384	5,204	5,947	6,675	7,100	
40	FY 87 - (Monthly)	944	542	437	562	475	322	699	715	821	1,141	755	429	
	(cumulative)	944	1,486	1,923	2,485	2,960	3,282	3,981	4,696	5,517	6,658	7,413	7,842	
	FY 88 - (Monthly)	1,178	716	327	262	312	353	676	880	717	782	860	929	
	(cumulative)	1,178	1,894	2,221	2,483	2,795	3,148	3,824	4,704	5,421	6,203	7,063	7,992	

NOTE: FY 1986 includes 2,485 HDT-A's for \$1,491,000 for February-September 1986. FY 1987 includes 2,749 HDT-A's for \$1,649,400.  
 FY 1988 includes 2,702 HDT-A's for \$1,621,200.

Landsat Imagery Shipped Sales Profile - FY 86, FY 87, and FY 88

September 1988

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Total
<b>Dollars</b>													
FY 86 - (Monthly)	\$205,042	99,436	124,956	97,794	106,356	104,324	120,880	173,140	195,190	171,150	248,130	369,390	\$2,015,788
(Cumulative)	\$205,042	304,478	429,434	527,228	633,584	737,908	858,788	1,031,928	1,227,118	1,398,268	1,646,398	2,015,788	-----
FY 87 - (Monthly)	\$243,810	97,070	111,630	93,280	92,800	140,300	100,390	143,280	167,920	290,030	174,570	95,040	\$1,750,120
(Cumulative)	\$243,810	340,880	452,510	545,790	638,590	778,890	879,280	1,022,560	1,190,480	1,480,510	1,655,080	1,750,120	-----
FY 88 - (Monthly)	\$229,360	81,630	141,460	104,870	95,770	94,700	134,678	116,820	84,250	117,210	96,050	100,214	\$1,397,012
(Cumulative)	\$229,360	310,990	452,450	557,320	653,090	747,790	882,468	999,288	1,083,538	1,200,748	1,296,798	1,397,012	-----
<b>Frames</b>													
FY 86 - (Monthly)	3,666	1,341	1,265	752	894	883	734	1,216	1,529	1,394	2,269	3,118	19,061
(Cumulative)	3,666	5,007	6,272	7,024	7,918	8,801	9,535	10,751	12,280	13,674	15,943	19,061	-----
FY 87 - (Monthly)	1,712	649	873	701	708	939	712	1,023	1,262	1,889	1,360	640	12,388
(Cumulative)	1,712	2,361	3,234	3,935	4,643	5,582	6,294	7,317	8,579	10,388	11,748	12,388	-----
FY 88 - (Monthly)		515	959	510	658	663	839	845	704	668	573	644	
(Cumulative)		2,025	2,984	3,494	4,152	4,815	5,654	6,499	7,203	7,871	8,444	9,088	

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CUSTOMER PROFILE OF LANDSAT DIGITAL PRODUCTS

Category	FY 1987			
	Items	Item %	Dollars	Dollar %
Federal Government	4,398	56%	2,956,600	54%
(USGS)	(182)	(2%)	(153,360)	(3%)
(Other Federal)	(4,216)	(54%)	(2,803,240)	(51%)
State/Local Government	162	2%	128,670	2%
Academia	340	4%	243,332	4%
Industry	1,524	20%	1,082,350	20%
Individual	27	0%	24,140	0%
Non-U.S.	1,391	18%	1,085,580	20%
<b>TOTAL</b>	<b>7,842</b>	<b>100%</b>	<b>\$5,520,672</b>	<b>100%</b>

Category	FY 1988			
	Items	Item %	Dollars	Dollar %
Federal Government	4,913	61%	3,340,910	58%
(USGS)	(281)	(3%)	(199,970)	(4%)
(Other Federal)	(4,632)	(58%)	(3,140,940)	(54%)
State/Local Government	68	1%	51,580	1%
Academia	379	5%	276,500	5%
Industry	1,585	20%	1,283,440	22%
Individual	18	0%	17,000	0%
Non-U.S.	1,029	13%	818,240	14%
<b>TOTAL</b>	<b>7,992</b>	<b>100%</b>	<b>\$5,787,670</b>	<b>100%</b>

CUSTOMER PROFILE OF LANDSAT DIGITAL PRODUCTS

(Includes Thematic Mapper Products)

Category	FY 84			
	Items	Item %	Dollars	Dollar %
Federal Government	1,474	48%	553,240	35%
State/Local Government	73	2%	50,950	3%
Academia	291	10%	80,125	5%
Industry	601	20%	493,075	31%
Individual	28	1%	15,180	1%
Non-U.S.	575	19%	398,305	25%
<b>TOTAL</b>	<b>3,042</b>	<b>100%</b>	<b>\$1,590,875</b>	<b>100%</b>

Category	FY 85			
	Items	Item %	Dollars	Dollar %
Federal Government	4,135	62%	1,300,390	39%
State/Local Government	120	2%	105,560	3%
Academia	209	3%	142,085	4%
Industry	1,484	22%	1,227,680	36%
Individual	22	0%	16,960	1%
Non-U.S.	734	11%	579,760	17%
<b>TOTAL</b>	<b>6,704</b>	<b>100%</b>	<b>\$3,372,435</b>	<b>100%</b>

Category	FY 86			
	Items	Item %	Dollars	Dollar %
Federal Government	4,235	60%	2,682,420	55%
(USGS)	(166)	(3%)	(133,110)	(3%)
(Other Federal)	(4,069)	(57%)	(2,549,310)	(52%)
State/Local Government	61	1%	37,890	1%
Academia	216	3%	136,810	3%
Industry	1,416	20%	1,154,685	24%
Individual	84	1%	31,030	0%
Non-U.S.	1,088	15%	833,465	17%
<b>TOTAL</b>	<b>7,100</b>	<b>100%</b>	<b>\$4,876,300</b>	<b>100%</b>

CUSTOMER PROFILE OF LANDSAT DIGITAL PRODUCTS

CATEGORY	FY 80				FY 81			
	Items	It. %	Dollars	\$ %	Items	It. %	Dollars	\$ %
Federal Government	622	15%	114,960	14%	822	19%	146,700	17%
State/Local Govern.	91	2%	18,450	2%	293	7%	58,600	7%
Academic	275	7%	52,900	6%	278	6%	54,250	6%
Industrial	1,256	30%	249,170	31%	1,602	37%	318,700	38%
Individuals	26	1%	5,050	1%	19	0%	3,800	1%
Non-U.S.	1,869	45%	368,700	46%	1,337	31%	264,050	31%
TOTAL	4,139	100%	\$809,230	100%	4,351	100%	\$846,100	100%

CATEGORY	FY 82				FY 83*			
	Items	It. %	Dollars	\$ %	Items	It. %	Dollars	\$ %
Federal Government	1,259	25%	294,510	24%	995	30%	375,265	28%
State/Local Govern.	328	7%	71,600	6%	154	5%	61,510	5%
Academic	293	6%	76,750	6%	286	9%	108,020	8%
Industrial	1,770	36%	451,700	36%	952	29%	407,810	30%
Individuals	53	1%	14,800	1%	9	0%	6,230	0%
Non-U.S.	1,271	25%	340,800	27%	883	27%	400,350	29%
TOTAL	4,974	100%	\$1,250,160	100%	3,279	100%	\$1,359,185	100%

\*Includes carryover from FY 82; excludes Scrounge Thematic Mapper products (320 items, \$242,800).

**CUSTOMER PROFILE OF LANDSAT DIGITAL PRODUCTS\***

CATEGORY	FY '75				FY '76				TQ '76			
	Scenes	Sc. %	Dollars	\$ %	Scenes	Sc. %	Dollars	\$ %	Scenes	Sc. %	Dollars	\$ %
Federal Govern. (Less N.I.'s)	162	22%	32,400	22%	563	24%	58,331	14%	214	21%	18,842	11%
NASA Investigators	19	3%	3,800	3%	483	21%	96,600	24%	128	13%	25,600	14%
State/Local Govern.	48	7%	9,600	7%	3	0%	600	0%	1	0%	200	0%
Academic	182	25%	35,680	25%	272	12%	54,400	14%	59	6%	11,800	7%
Industrial	195	27%	38,880	27%	522	23%	104,400	26%	235	23%	47,000	26%
Individuals	11	1%	2,200	1%	38	2%	7,600	2%	9	1%	1,800	1%
Non U.S.	108	15%	20,760	14%	403	18%	80,600	20%	363	36%	72,600	41%
Non Identified	4	0%	800	1%	5	0%	1,000	0%	1	0%	200	0%
<b>TOTALS</b>	<b>729</b>	<b>100%</b>	<b>\$144,120</b>	<b>100%</b>	<b>2,289</b>	<b>100%</b>	<b>\$403,531</b>	<b>100%</b>	<b>1,010</b>	<b>100%</b>	<b>\$178,042</b>	<b>100%</b>

CATEGORY	FY '77				FY '78				FY '79			
	Scenes	Sc. %	Dollars	\$ %	Scenes	Sc. %	Dollars	\$ %	Scenes	Sc. %	Dollars	\$ %
Federal Govern. (Less N.I.'s)	383	20%	70,609	19%	1,025	36%	169,000	32%	719	24%	117,250	21%
NASA Investigators	177	9%	35,400	9%	40	1%	8,000	1%	0	0%	0	0%
State/Local Govern.	29	2%	5,800	2%	50	2%	10,000	2%	25	1%	3,900	1%
Academic	182	10%	36,400	10%	256	9%	51,200	10%	406	14%	75,800	14%
Industrial	611	32%	122,200	33%	826	29%	165,300	31%	752	25%	142,600	26%
Individuals	16	1%	3,200	1%	13	0%	2,600	0%	49	2%	9,200	2%
Non-U.S.	489	26%	97,800	26%	643	23%	128,600	24%	1,031	34%	194,950	36%
Non Identified	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
<b>TOTALS</b>	<b>1,887</b>	<b>100%</b>	<b>\$371,409</b>	<b>100%</b>	<b>2,853</b>	<b>100%</b>	<b>\$534,700</b>	<b>100%</b>	<b>2,982</b>	<b>100%</b>	<b>\$543,700</b>	<b>100%</b>

\* FY '73 and FY '74 profiles not available.

FY 73: 10 items, \$ 1,600

FY 74: 228 items, \$36,480

CUSTOMER PROFILE OF LANDSAT IMAGERY

Category	FY 1987			
	Frames	Frame %	Dollars	Dollar %
Federal Government	7,215	58%	998,870	57%
(USGS)	(386)	(3%)	(34,800)	(2%)
(Other Federal)	(6,829)	(55%)	(964,070)	(55%)
State/Local Government	389	3%	55,250	3%
Academia	507	4%	67,750	4%
Industry	1,757	14%	252,060	15%
Individual	216	2%	35,560	2%
Non-U.S.	2,304	19%	340,630	19%
<b>TOTAL</b>	<b>12,388</b>	<b>100%</b>	<b>\$1,750,120</b>	<b>100%</b>

Category	FY 1988			
	Frames	Frame %	Dollars	Dollar %
Federal Government	3,242	36%	495,530	36%
(USGS)	(281)	(3%)	(40,020)	(3%)
(Other Federal)	(2,961)	(33%)	(455,510)	(33%)
State/Local Government	25	0%	5,390	0%
Academia	408	5%	55,428	4%
Industry	2,378	26%	377,490	27%
Individual	213	2%	35,040	2%
Non-U.S.	2,822	31%	428,134	31%
<b>TOTAL</b>	<b>9,088</b>	<b>100%</b>	<b>\$1,397,012</b>	<b>100%</b>

CUSTOMER PROFILE OF LANDSAT IMAGERY

(Includes Thematic Mapper Products)

Category	FY 84			
	Frames	Frame %	Dollars	Dollar %
Federal Government	14,543	42%	1,143,470	52%
State/Local Government	1,149	3%	71,213	3%
Academia	2,287	6%	101,308	5%
Industry	7,612	22%	492,287	22%
Individual	1,820	5%	69,318	3%
Non-U.S.	7,553	22%	343,657	15%
<b>TOTAL</b>	<b>34,964</b>	<b>100%</b>	<b>\$2,221,253</b>	<b>100%</b>

Category	FY 85			
	Frames	Frame %	Dollars	Dollar %
Federal Government	20,844	53%	1,185,757	53%
State/Local Government	1,105	3%	104,312	5%
Academia	2,336	6%	112,252	5%
Industry	6,924	18%	478,393	21%
Individual	1,200	3%	53,032	2%
Non-U.S.	6,670	17%	326,979	14%
<b>TOTAL</b>	<b>39,079</b>	<b>100%</b>	<b>\$2,260,725</b>	<b>100%</b>

Category	FY 86			
	Frames	Frame %	Dollars	Dollar %
Federal Government	7,577	40%	823,852	40%
(USGS)	(348)	(2%)	(49,889)	(2%)
(Other Federal)	(7,229)	(38%)	(773,963)	(38%)
State/Local Government	397	2%	28,730	1%
Academia	568	3%	72,568	4%
Industry	4,232	22%	456,607	23%
Individual	333	2%	34,441	2%
Non-U.S.	5,954	31%	599,590	30%
<b>TOTAL</b>	<b>19,061</b>	<b>100%</b>	<b>\$2,015,788</b>	<b>100%</b>



CUSTOMER PROFILE OF LANDSAT IMAGERY

CATEGORY	FY 78				FY 79				FY 80			
	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %
Federal Government (Less N.I.'s)	26,995	24%	428,269	30%	31,973	24%	383,964	24%	25,297	20%	277,631	18%
NASA Investigators	512	1%	5,431	0%	0	0%	0	0%	0	0%	0	0%
State/Local Gov't.	1,465	1%	21,557	1%	943	1%	15,381	1%	4,134	3%	59,877	4%
Academic	9,966	9%	108,179	8%	14,336	10%	159,431	10%	12,702	10%	149,501	9%
Industrial	20,495	19%	304,624	21%	25,151	19%	366,192	23%	23,467	18%	365,230	23%
Individual	5,524	5%	71,208	5%	9,198	7%	93,654	6%	8,121	6%	91,932	6%
Non-U.S.	45,766	41%	502,100	35%	52,881	39%	569,491	26%	54,712	43%	635,166	40%
Non-Identified	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
<b>TOTAL</b>	<b>110,723</b>	<b>100%</b>	<b>\$1,441,368</b>	<b>100%</b>	<b>134,482</b>	<b>100%</b>	<b>\$1,588,113</b>	<b>100%</b>	<b>128,433</b>	<b>100%</b>	<b>\$1,579,337</b>	<b>100%</b>

CATEGORY	FY 81				FY 82				FY 83*			
	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %
Federal Government	28,355	22%	334,367	20%	22,741	20%	277,297	17%	16,907	24%	887,784	40%
State/Local Gov't.	3,177	2%	49,067	3%	4,923	4%	75,297	4%	3,415	5%	95,163	4%
Academic	11,123	9%	144,361	9%	7,460	6%	124,827	7%	4,987	7%	123,375	5%
Industrial	28,219	22%	439,545	27%	21,308	19%	472,840	28%	14,620	20%	510,532	23%
Individual	9,273	7%	113,842	7%	5,900	5%	111,765	7%	3,562	5%	99,230	4%
Non-U.S.	48,628	38%	567,986	34%	52,693	46%	629,093	37%	27,746	39%	530,510	24%
<b>TOTAL</b>	<b>128,775</b>	<b>100%</b>	<b>\$1,649,168</b>	<b>100%</b>	<b>115,025</b>	<b>100%</b>	<b>\$1,691,119</b>	<b>100%</b>	<b>71,237</b>	<b>100%</b>	<b>\$2,246,594</b>	<b>100%</b>

\*Includes carryover from FY 82; excludes Scrounge Thematic Mapper products (5,384 frames, \$176,289).

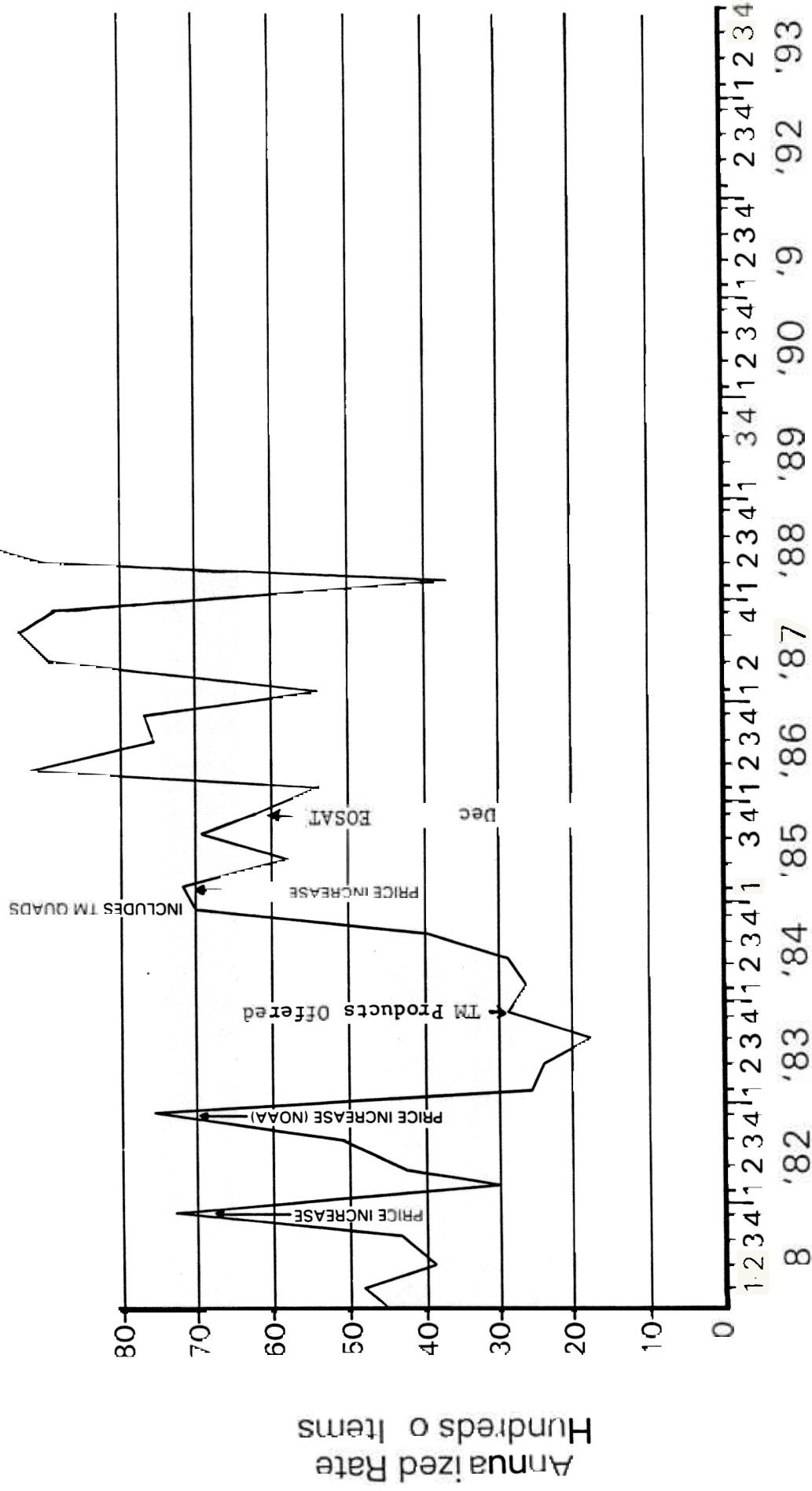
**CUSTOMER PROFILE OF LANDSAT IMAGERY**

CATEGORY	FY '73				FY '74				FY '75			
	Frames	Fr. %	Dollars	\$ %	Frames	Fr. %	Dollars	\$ %	Frames	Fr. %	Dollars	\$ %
Federal Government (Less N.I.'s)	21,780	27%	62,756	27%	28,493	18%	87,156	16%	34,184	17%	136,883	18%
NASA Investigators	—	—	—	—	—	—	—	—	5,437	3%	12,192	1%
State/Local Gov't.	2,995	4%	10,639	5%	2,534	2%	10,920	2%	1,921	1%	7,388	1%
Academic	13,071	16%	28,679	13%	18,611	12%	63,964	12%	27,545	14%	106,374	14%
Industrial	24,430	30%	67,360	30%	35,890	23%	114,140	22%	45,476	23%	180,824	24%
Individual	5,109	6%	17,143	7%	17,266	11%	67,127	13%	18,632	9%	98,753	13%
Non-U.S.	8,497	11%	28,154	12%	37,038	23%	120,499	23%	47,066	24%	153,899	20%
Non-Identified	5,189	6%	13,311	6%	17,346	11%	64,708	12%	17,393	9%	68,576	9%
<b>TOTAL IMAGERY</b>	<b>81,071</b>	<b>100%</b>	<b>228,042</b>	<b>100%</b>	<b>157,178</b>	<b>100%</b>	<b>528,514</b>	<b>100%</b>	<b>197,654</b>	<b>100%</b>	<b>764,889</b>	<b>100%</b>

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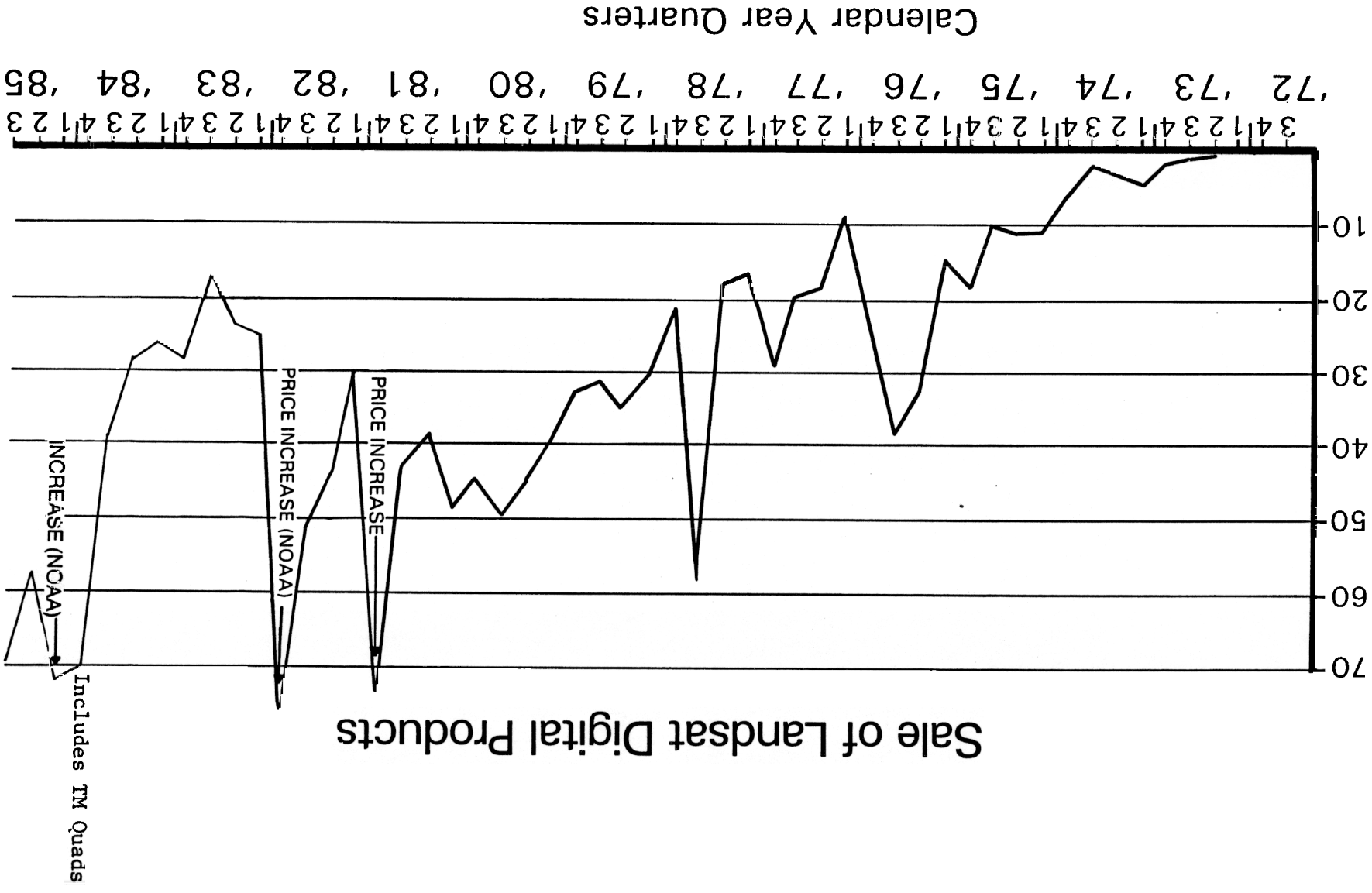
CATEGORY	FY '76				TQ '76				FY '77			
	Frames	Fr. %	Dollars	\$ %	Frames	Fr. %	Dollars	\$ %	Frames	Fr. %	Dollars	\$ %
Federal Government (Less N.I.'s)	31,082	13%	194,835	15%	7,557	15%	54,594	20%	20,691	16%	199,216	18%
NASA Investigators	62,846	25%	244,456	20%	5,602	11%	22,511	8%	9,650	7%	60,632	6%
State/Local Gov't.	1,211	1%	7,591	1%	148	0%	968	0%	1,331	1%	14,368	1%
Academic	25,805	11%	123,760	10%	8,430	17%	28,329	11%	13,881	11%	104,677	10%
Industrial	42,311	17%	218,299	18%	11,887	24%	74,025	27%	36,368	28%	289,983	27%
Individual	18,014	7%	133,956	11%	3,746	7%	26,883	10%	7,987	6%	68,929	6%
Non-U.S.	64,697	26%	311,073	25%	13,339	26%	66,032	24%	40,143	31%	344,279	32%
Non-Identified	483	0%	3,892	0%	95	0%	887	0%	49	0%	344	0%
<b>TOTAL IMAGERY</b>	<b>246,449</b>	<b>100%</b>	<b>1,237,862</b>	<b>100%</b>	<b>50,804</b>	<b>100%</b>	<b>274,229</b>	<b>100%</b>	<b>130,100</b>	<b>100%</b>	<b>1,082,428</b>	<b>100%</b>

# Sale of Landsat Digital Products

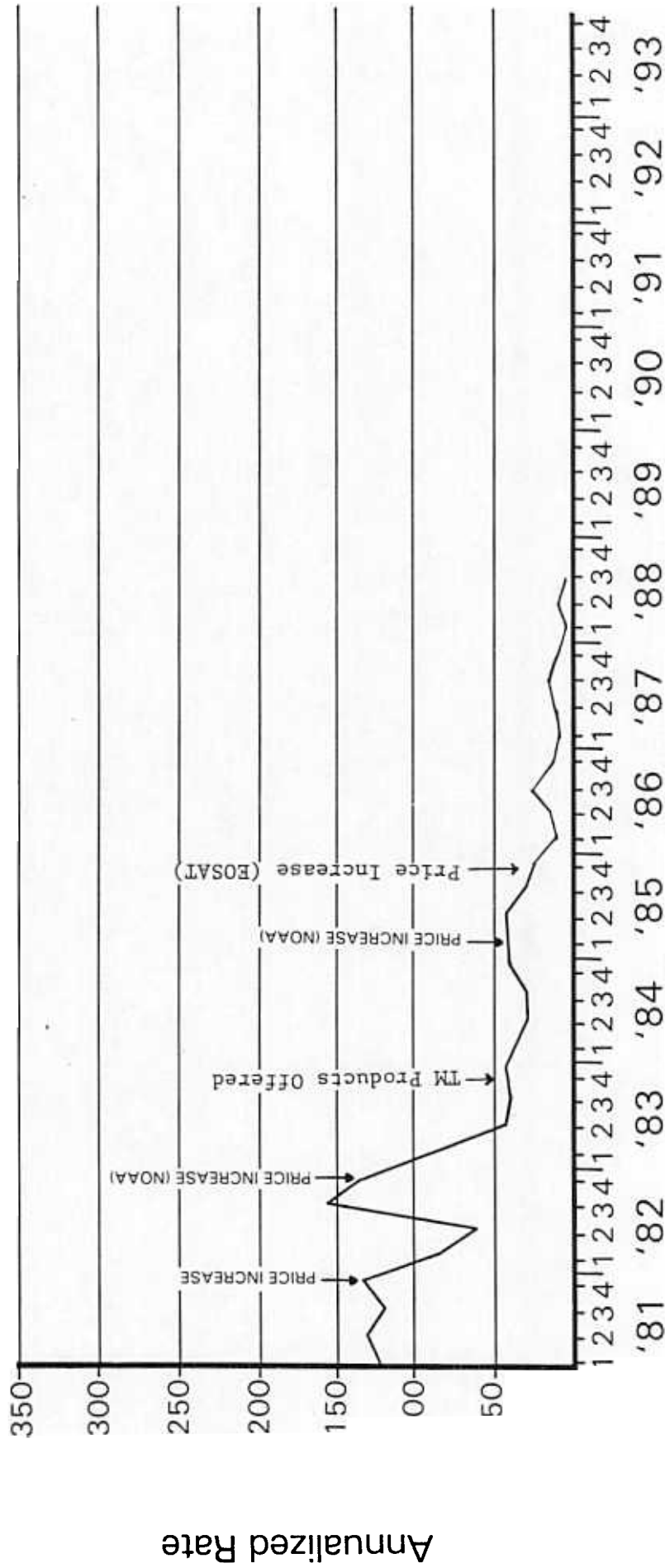


Calendar Year Quarters

Annualized Rate  
Hundreds of Items



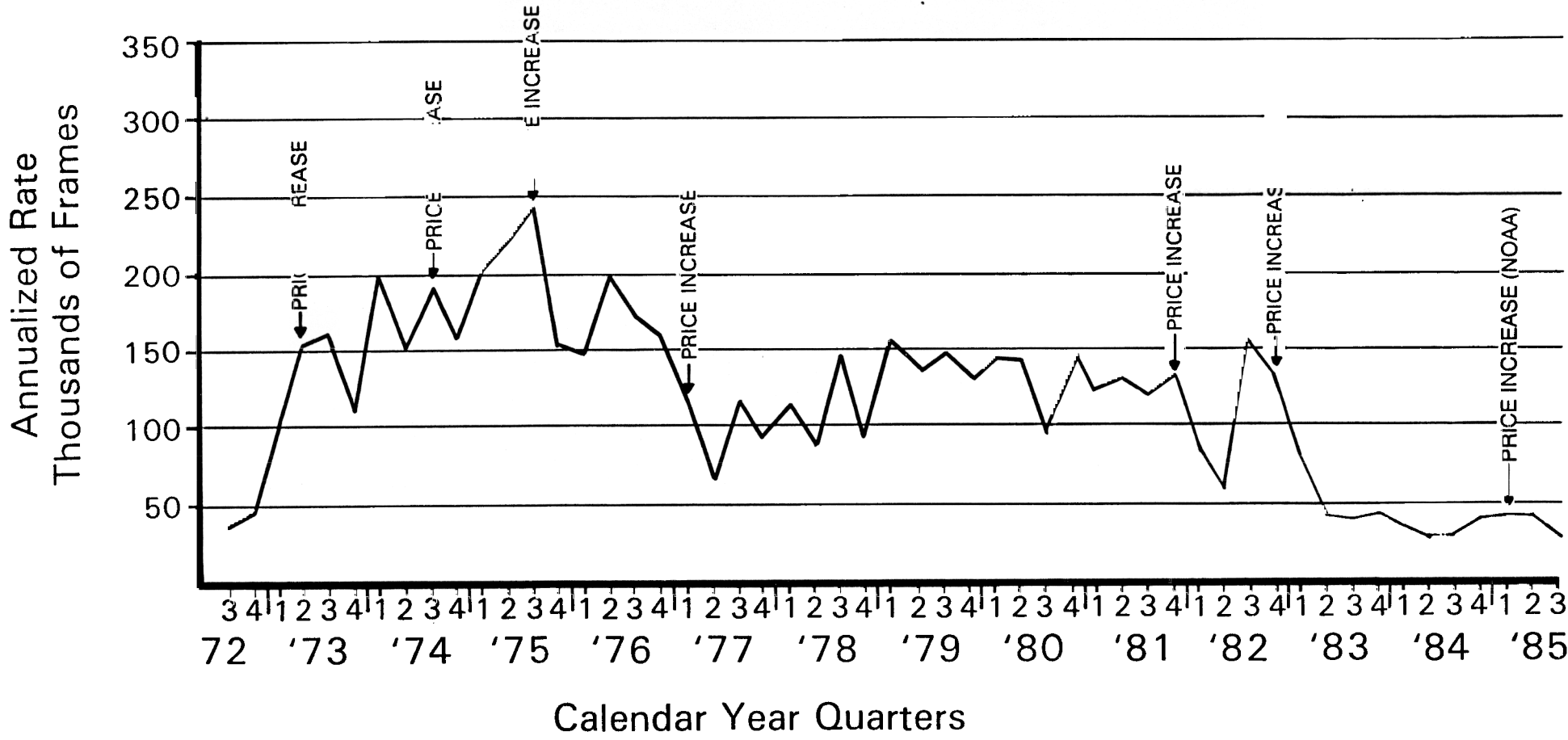
# Sale of Landsat Imagery Frames



Calendar Year Quarters

# Sale of Landsat Imagery Frames

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EROS DATA CENTER  
LANDSAT STATISTICAL SUMMARY

	FY 86 TOTAL	FY 87 TOTAL	FY 88 TOTAL
Frames in EDC Data Base	2,402,849	2,589,793	2,682,746
Revenue	\$8,179,596	\$8,084,291	\$7,790,624
Imagery	\$2,015,788	\$1,750,120	\$1,397,012
Digital	\$4,876,300	\$5,520,672	\$5,787,670
Accession Aids	\$ 59,072	\$ 41,722	\$ 18,493
Miscellaneous	\$ 170,801	\$ 328,602	\$ 419,974
Acquisition Charges/ Cloud Cover Surcharges	\$1,057,635	\$ 443,125	\$ 167,475
Items Shipped/Acquisitions	32,560	26,627	21,922
Imagery Frames	19,061	12,388	9,088
Digital Items	7,100	7,842	7,992
Miscellaneous	12	72	176
Acquisitions	6,387	6,325	4,666
Customer Contacts*	39,601	39,038	42,917
Orders Processed*	16,969	18,347	24,651

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Profile of Landsat Products  
(Based on Dollars)

Category	Imagery	Digital
Federal Government	36%	58%
State/Local Government	0%	1%
Academia	4%	5%
Industrial	27%	22%
Individual	2%	0%
Non-U.S.**	31%	14%

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Landsat Imagery Ratios - FY 1988

Imagery B/W Frames	70%
Imagery Color Frames	30%
Imagery B/W Dollars	56%
Imagery Color Dollars	44%

\*Includes Aircraft and Other Data

\*\*Based on billing, not geographic coverage

NOTE: Acquisition fee was discontinued in July 1986.  
Orders Processed for FY 86 & 87 include standard orders only.

Section V

Miscellaneous Information



Section V  
Miscellaneous Information

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LFC/Shuttle Sales - FY 1988 (Table)  
EDC Statistical Summary

MAIN IMAGE FILE STATISTICS REPORT  
 DATA MANAGEMENT  
 August 19, 1988 - Sept. 16, 1988

AERIAL PHOTOGRAPHY HOLDINGS

DEPARTMENT OF INTERIOR (USDI)	<u>ROLLS</u>	<u>FRAMES</u>	<u>ACCESSIONS</u>	<u>MICROFILM</u>
*1 USGS	17,338	2,578,880	71,187	81
*1 NHAP/NAPP	3,309	570,233	1,308	--
4 BLM	625	124,932	763	--
2 BR	301	60,173	722	--
L NPS	75	12,462	1,318	--
3 BIA	37	7,421	59	--
TOTALS:	<u>21,685</u>	<u>3,354,101</u>	<u>75,357</u>	<u>81</u>

DEPARTMENT OF DEFENSE (DOD)

A AMS	1,680	213,873	538	--
B USAF	3,370	326,618	13,556	--
C USN	6,262	429,316	3,352	--
N COE	81	22,915	4,247	--
TOTALS:	<u>11,393</u>	<u>992,722</u>	<u>21,693</u>	<u>--</u>

NASA

5 AMES	3,574	482,374	95,586	237
6 JSC	7,622	1,009,791	67,570	560
9 ERIM	280	35,245	--	--
D WI	867	69,212	--	--
F KSC	225	13,247	--	--
R MSFC	41	7,723	1,274	4
TOTALS:	<u>12,609</u>	<u>1,617,592</u>	<u>164,430</u>	<u>801</u>

OTHER AGENCIES

E SDSU	13	536	--	--
P EDC	13	1,889	290	3
H MISC	596	59,726	1,267	50
T EPA	532	92,260	12,173	--
TOTALS:	<u>1,154</u>	<u>154,411</u>	<u>13,730</u>	<u>53</u>

AERIAL PHOTOGRAPHY TOTALS:	46,841	6,118,826	275,210	935
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\*DI033/COUNTUSGS reports 19,914 USGS/NHAP rolls held at EDC and 815 non-EDC held rolls.

MAIN IMAGE FILE STATISTICS REPORT  
DATA MANAGEMENT  
August 19, 1988 - Sept. 16, 1988

<u>LANDSAT DATA HOLDINGS</u>	<u>FILM ROLLS</u>	<u>FRAMES</u>
8:NASA-LANDSAT (70mm FILM)	7,708	1,342,187
Y:NASA-TM LNDST (TIPS 9x9 chips)	2,834	172,477
8:NASA-LANDSAT (9x9 chips-LS1,2,3)	4,457	579,988
8:NASA-LANDSAT (9x9 chips-LS4,5)	4,127	584,580
8:NASA-LANDSAT (9" Band 8 Film)	97	3,514
TOTAL:	<u>19,223</u>	<u>2,682,746</u>

	<u>MSS/RBV SCENES</u>	<u>TM SCENES</u>
Landsat 1	145,857	
Landsat 2	185,114	
Landsat 3	236,643	
Landsat 4	41,679	13,471*
Landsat 5	136,022	115,407**
TOTAL EDC SCENES (ACCESSIONS):	<u>745,315</u>	<u>128,878</u>

	<u>LGSOWG SCENES</u>
8B Landsat/Brazil	79,360
8D Landsat/Italy	387,068
8C Landsat/Canada	435,956
8F Landsat/So. Africa	48,824
8E Landsat/Earthnet	414,720
8G Landsat/Australia	136,712
8H Landsat/Argentina	10,790
8J Landsat/Japan	132,271
8M Landsat/Maspalomas	16,893
TOTAL LGSOWG SCENES (ACCESSIONS):	<u>1,662,594</u>

	<u>Color Composites</u>	<u>TM Color Composites</u>	<u>Full Scene CCT's at EDC</u>	<u>Quadrant TM CCT's</u>
Landsat 1	5,507		27,388	
Landsat 2	7,315		14,615	
Landsat 3	2,752		1,689	
Landsat 4	505	118	--	1,904
Landsat 5	1,401	1,524	--	21,384
TOTAL:	<u>17,480</u>	<u>1,642</u>	<u>43,692</u>	<u>23,288</u>

	<u>CASSETTES</u>	<u>MICROFRAMES</u>
8:NASA-LANDSAT (CB microfilm)	551	577,039
VARIABLE (CD MICROFICHE) MSS & TM	112	2,240***

(TM) = AGENCY Y - TM IMAGE PROCESSING SYSTEM (TIPS)

- \* Number of TM Landsat 4 scenes archived at EDC = 2,402
- \*\* Number of TM Landsat 5 scenes archived at EDC = 19,302
- \*\*\* Number of fiche, not frames within fiche.

MAIN IMAGE FILE STATISTICS REPORT  
 DATA MANAGEMENT  
 August 16, 1988 - Sept. 16, 1988

<u>SPACE DATA HOLDINGS</u>	<u>ROLLS</u>	<u>FRAMES</u>	<u>ACCESSIONS</u>	<u>MICROFILM</u>
SKYLAB II, III, IV:	634	44,845	38,765	31
APOLLO/GEMINI/ APOLLO-SOYUZ	127	18,362	478	7
SHUTTLE (LFC 8 Rolls)	417	41,997	0	35
<hr/>				
TOTAL SPACE DATA HOLDINGS:	1,178	105,204	39,243	73
*TOTAL LANDSAT DATA HOLDINGS:	19,223	2,682,746	2,536,787	663
TOTAL AERIAL PHOTO HOLDINGS:	<u>46,841</u>	<u>6,118,826</u>	<u>275,210</u>	<u>935</u>
**EDC HOLDINGS GRAND TOTAL:	67,242	8,906,776	2,851,240	1,671

\*The "ACCESSIONS" category includes "MSS/RBV SCENES", "TM SCENES", and "LGSOWG SCENES".

\*\*EDC HOLDINGS GRAND TOTAL is a combined total of AERIAL PHOTOGRAPHY, LANDSAT and SPACE DATA.

NATIONAL DIGITAL CARTOGRAPHIC DATA BASE SALES

PRODUCT TYPE	NUMBER OF UNITS SHIPPED	CURRENT MONTH SEPTEMBER (9/1-9/22) DOLLAR AMOUNT BILLED	FINAL FY 1988 CUMULATIVE TOTAL		REMARKS
			UNITS	DOLLAR AMOUNT BILLED	
TOTALS	438	\$20,873.00	4,065	\$255,197.04	
A. DEMS					
1) 1:250,000 DMA	332	14,037.00	2,947	169,009.50	
B. DLGS					
1) 1:2,000,000 OPTIONAL	1	300.00	220	28,799.54	
2) GRAPHIC	49	4,681.00	123	17,659.00	
3) STRUCTURAL	0	0.00	1	21.00	
4) STANDARD	0	0.00	140	22,692.00	
C. MAGNETIC TAPES	56	1,855.00	634	17,016.00	

NATIONAL DIGITAL CARTOGRAPHIC DATA BASE SALES

PRODUCT TYPE	CURRENT MONTH SEPTEMBER (9/1-9/22)		FINAL FY 1988 CUMULATIVE TOTAL		REMARKS
	NUMBER OF UNITS SHIPPED	DOLLAR AMOUNT BILLED	UNITS	DOLLAR AMOUNT BILLED	
TOTALS	69	682.00	467	19,844.00	
A. DEMS					
1) 1:250,000 DMA	66	462.00	342	5,127.50	
B. DLGS					
1) 1:2,000,000 OPTIONAL	0	0.00	41	6,535.50	
2) GRAPHIC	1	40.00	18	206.00	
3) STRUCTURAL	0	0.00	0	0.00	
4) STANDARD	0	0.00	22	6,400.00	
C. MAGNETIC TAPES	2	180.00	44	1,575.00	

NATIONAL DIGITAL CARTOGRAPHIC DATA BASE SALES

PRODUCT TYPE	NUMBER OF UNITS SHIPPED	DOLLAR AMOUNT BILLED	CURRENT MONTH SEPTEMBER (9/1-9/22)		FINAL FY 1988 CUMULATIVE TOTAL		REMARKS
			UNITS	DOLLAR AMOUNT BILLED	UNITS	DOLLAR AMOUNT BILLED	
TOTALS	7	132.00	319	24,477.00			
A. DEMS							
1) 1:250,000 DMA	6	42.00	226	13,589.00			
B. DLGS							
1:2,000,000							
1) OPTIONAL	0	0.00	35	7,875.00			
2) GRAPHIC	0	0.00	3	1,397.00			
3) STRUCTURAL	0	0.00	0	0.00			
4) STANDARD	0	0.00	21	441.00			
C. MAGNETIC TAPES	1	90.00	34	1,175.00			

NATIONAL DIGITAL CARTOGRAPHIC DATA BASE SALES

PRODUCT TYPE	NUMBER OF UNITS SHIPPED	CURRENT MONTH SEPTEMBER (9/1-9/22)		FINAL FY 1988 CUMULATIVE TOTAL		REMARKS
		DOLLAR AMOUNT BILLED	UNITS	DOLLAR AMOUNT BILLED	UNITS	
TOTALS	0	0.00	48	2,210.00		
A. DEMS						
1) 1:250,000 DMA	0	0.00	34	646.00		
B. DLGS						
1) 1:2,000,000 OPTIONAL	0	0.00	2	321.00		
2) GRAPHIC	0	0.00	0	0.00		
3) STRUCTURAL	0	0.00	0	0.00		
4) STANDARD	0	0.00	6	963.00		
C. MAGNETIC TAPES	0	0.00	6	280.00		



NATIONAL DIGITAL CARTOGRAPHIC DATA BASE SALES

PRODUCT TYPE	CURRENT MONTH SEPTEMBER (9/1-9/22)		FINAL FY 1988 CUMULATIVE TOTAL		REMARKS
	NUMBER OF UNITS SHIPPED	DOLLAR AMOUNT BILLED	UNITS	DOLLAR AMOUNT BILLED	
TOTALS	-1	-40.00	160	6,460.00	
A. DEMS					
1) 1:250,000 DMA	-1	-40.00	131	5,580.00	
B. DLGS					
1:2,000,000					
1) OPTIONAL	0	0.00	1	100.00	
2) GRAPHIC	0	0.00	0	0.00	
3) STRUCTURAL	0	0.00	0	0.00	
4) STANDARD	0	0.00	0	0.00	
C. MAGNETIC TAPES	0	0.00	28	780.00	

INDUSTRIAL  
USER GROUP

NATIONAL DIGITAL CARTOGRAPHIC DATA BASE SALES

PRODUCT TYPE	NUMBER OF UNITS SHIPPED	CURRENT MONTH SEPTEMBER (9/1-9/22)	DOLLAR AMOUNT BILLED	UNITS	FINAL FY 1988 CUMULATIVE TOTAL	DOLLAR AMOUNT BILLED	REMARKS
TOTALS	363		20,099.00	2,841		192,332.04	
A. DEMS							
1) 1:250,000 DMA	261		13,573.00	2,015		140,508.00	
B. DLGS							
1:2,000,000							
1) OPTIONAL	1		300.00	140		13,668.04	
2) GRAPHIC	48		4,641.00	100		11,031.00	
3) STRUCTURAL	0		0.00	1		21.00	
4) STANDARD	0		0.00	88		14,588.00	
C. MAGNETIC TAPES	53		1,585.00	497		12,516.00	

INDIVIDUAL  
USER GROUP

NATIONAL DIGITAL CARTOGRAPHIC DATA BASE SALES

PRODUCT TYPE	CURRENT MONTH SEPTEMBER (9/1-9/22)		FINAL FY 1988 CUMULATIVE TOTAL		REMARKS
	NUMBER OF UNITS SHIPPED	DOLLAR AMOUNT BILLED	UNITS	DOLLAR AMOUNT BILLED	
TOTALS	0	0.00	212	4,374.00	
A. DEMS					
1) 1:250,000 DMA	0	0.00	189	2,959.00	
B. DLGS					
1) 1:2,000,000 OPTIONAL	0	0.00	1	300.00	
2) GRAPHIC	0	0.00	1	300.00	
3) STRUCTURAL	0	0.00	0	0.00	
4) STANDARD	0	0.00	3	300.00	
C. MAGNETIC TAPES	0	0.00	18	515.00	

NATIONAL DIGITAL CARTOGRAPHIC DATA BASE SALES

PRODUCT TYPE	CURRENT MONTH SEPTEMBER (9/1-9/22)		FINAL FY 1988 CUMULATIVE TOTAL		REMARKS
	NUMBER OF UNITS SHIPPED	DOLLAR AMOUNT BILLED	UNITS	DOLLAR AMOUNT BILLED	
TOTALS	0	0.00	18	5,500.00	
A. DEMS					
1) 1:250,000 DMA	0	0.00	10	600.00	
B. DLGS					
1:2,000,000					
1) OPTIONAL	0	0.00	0	0.00	
2) GRAPHIC	0	0.00	1	4,725.00	
3) STRUCTURAL	0	0.00	0	0.00	
4) STANDARD	0	0.00	0	0.00	
C. MAGNETIC TAPES	0	0.00	7	175.00	

LFC Shipped Sales

FY 1988

Customer -----	Items -----	Item % -----	Dollars -----	Dollar % -----
USGS	8	3%	50	1%
Other Federal Government	29	11%	491	7%
State/Local Government	0	0%	0	0%
Academia	19	7%	369	5%
Industry	12	4%	259	4%
Individual	17	6%	154	2%
Non-U.S.	187	69%	5,594	81%
	---	---	-----	-----
Total	272	100%	\$6,917	100%

Shuttle Shipped Sales

FY 1988

Customer -----	Items -----	Item % -----	Dollars -----	Dollar % -----
USGS	54	2%	597	2%
Other Federal Government	312	11%	2,418	9%
State/Local Government	21	1%	262	1%
Academia	276	10%	3,019	11%
Industry	278	10%	4,153	15%
Individual	1,436	52%	12,717	47%
Non-U.S.	393	14%	3,926	15%
	-----	-----	-----	-----
Total	2,770	100%	\$27,092	100%

EROS DATA CENTER  
STATISTICAL SUMMARY

	FY 86 TOTAL	FY 87 TOTAL	FY 88 TOTAL
Frames in EDC Data Base	5,968,751	6,061,995	6,224,030
Aircraft	5,864,518	5,957,118	6,118,826
Other Data	104,233	104,877	105,204
Reimbursable Receipts	\$1,331,413	\$1,501,985	\$1,611,272
Aircraft	\$1,094,505	\$1,077,379	\$1,184,882
Other Data	\$ 236,908	\$ 424,606	\$ 426,390
Items Shipped	83,531	81,410	92,847
Aircraft Frames	79,340	75,682	83,818
Other Data Items	4,191	5,728	9,029
Customer Contacts*	39,601	39,038	42,917
Orders Processed*	16,969	18,347	24,651
EDC Visitors	6,327	7,994	6,938
Total EDC Staff	330	325	315

-----  
Profile of Aircraft Imagery Shipped Sales  
FY 1988  
(Based on Dollars)  
-----

USGS	27%
Other Federal Government	18%
State/Local Government	5%
Academia	6%
Industrial	31%
Individuals	13%
Non-U.S.**	0%

\*Includes Landsat

\*\*Based on billing address, not geographic coverage

NOTE: Orders Processed for FY 86 & 87 include standard orders only.

**CUSTOMER PROFILE OF LANDSAT IMAGERY AND DIGITAL PRODUCTS**  
**(Includes Thematic Mapper Products and**  
**excludes Accession Aids and Service Charges)**

CUSTOMER CATEGORY	FY 78				FY 79				FY 80			
	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %
Federal Government	28,020	25%	597,269	30%	32,692	24%	501,214	23%	25,919	19%	392,591	16%
NASA Investigators	552	0%	13,431	1%	0	0%	0	0%	0	0%	0	0%
State/Local Gov't.	1,515	1%	31,557	1%	968	0%	19,281	1%	4,225	3%	78,327	3%
Academic	10,222	9%	159,379	8%	14,742	11%	235,231	11%	12,977	10%	202,401	9%
Industrial	21,321	19%	469,924	24%	25,903	19%	508,792	24%	24,723	19%	614,400	26%
Individuals	5,537	5%	73,808	4%	9,247	7%	102,854	5%	8,147	6%	96,982	4%
Non-U.S.	46,409	41%	630,700	32%	53,912	39%	764,441	36%	56,581	43%	1,003,866	42%
<b>TOTAL</b>	<b>113,576</b>	<b>100%</b>	<b>\$1,976,068</b>	<b>100%</b>	<b>137,464</b>	<b>100%</b>	<b>\$2,131,813</b>	<b>100%</b>	<b>132,572</b>	<b>100%</b>	<b>\$2,388,567</b>	<b>100%</b>

CUSTOMER CATEGORY	FY 81				FY 82				FY 83*			
	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %
Federal Government	29,177	22%	481,067	19%	24,000	20%	571,807	20%	21,170	26%	1,460,230	36%
State/Local Gov't.	3,470	3%	107,667	4%	5,251	4%	146,897	5%	3,611	5%	161,742	4%
Academic	11,401	9%	198,611	8%	7,753	7%	201,577	7%	5,688	7%	262,518	6%
Industrial	29,821	22%	758,245	31%	23,078	19%	924,540	31%	16,661	21%	1,031,045	26%
Individual	9,292	7%	117,642	5%	5,953	5%	126,565	4%	3,832	5%	112,323	3%
Non-U.S.	49,965	37%	832,036	33%	53,964	45%	969,893	33%	29,258	36%	997,010	25%
<b>TOTAL</b>	<b>133,126</b>	<b>100%</b>	<b>\$2,495,268</b>	<b>100%</b>	<b>119,999</b>	<b>100%</b>	<b>\$2,941,279</b>	<b>100%</b>	<b>80,220</b>	<b>100%</b>	<b>\$4,024,868</b>	<b>100%</b>

\*Includes WIP Carryover from FY 82.

CUSTOMER PROFILE OF LANDSAT IMAGERY AND DIGITAL PRODUCTS

CUSTOMER CATEGORY	FY '73*				FY '74*				FY '75				FY '76			
	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %
Federal Government (Less N.I.'s)	21,780	27%	62,756	27%	28,493	18%	87,156	16%	34,346	17%	169,283	19%	31,645	13%	253,166	15%
NASA Investigators	--	--	--	--	--	--	--	--	5,456	3%	15,992	2%	63,329	25%	341,056	21%
State/Local Government	2,995	4%	10,639	5%	2,534	2%	10,920	2%	1,969	1%	16,988	2%	1,214	1%	8,191	0%
Academic	13,071	16%	28,679	13%	18,611	12%	63,964	12%	27,727	14%	142,054	16%	26,077	11%	178,160	11%
Industrial	24,430	30%	67,360	30%	35,890	23%	114,140	22%	45,671	23%	219,704	24%	42,833	17%	322,699	20%
Individuals	5,109	6%	17,143	7%	17,266	11%	67,127	13%	18,643	9%	100,953	11%	18,052	7%	141,556	9%
Non-U.S.	8,497	11%	28,154	12%	37,038	23%	120,499	23%	47,174	24%	174,659	19%	65,100	26%	391,673	24%
Non-Identified	5,189	6%	13,311	6%	17,346	11%	64,708	12%	17,397	9%	69,376	7%	488	0%	4,892	0%
TOTAL IMAGERY	81,071	100%	228,042	100%	157,178	100%	528,514	100%	198,383	100%	909,009	100%	248,738	100%	1,641,393	100%

CUSTOMER CATEGORY	TQ '76				FY '77				FY '78				FY '79			
	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %	Items	Item %	Dollars	\$ %
Federal Government (Less N.I.'s)	7,771	15%	73,436	16%	21,074	16%	269,825	19%	28,020	25%	597,269	30%	32,692	24%	501,214	23%
NASA Investigators	5,730	11%	48,111	11%	9,827	7%	96,032	7%	522	0%	13,431	1%	0	0%	0	0%
State/Local Government	149	0%	1,168	0%	1,360	1%	20,168	1%	1,515	1%	31,557	1%	968	0%	19,281	1%
Academic	8,489	16%	40,129	9%	14,063	11%	141,077	10%	10,222	9%	159,379	8%	14,742	11%	235,231	11%
Industrial	12,122	24%	121,025	27%	36,979	28%	412,183	28%	21,321	19%	469,924	24%	25,903	19%	508,792	24%
Individuals	3,755	7%	28,683	6%	8,003	6%	72,129	5%	5,537	5%	73,808	4%	9,247	7%	102,854	5%
Non-U.S.	13,702	27%	138,632	31%	40,632	31%	442,079	30%	46,409	41%	630,700	32%	53,912	39%	764,441	36%
Non-Identified	96	0%	1,087	0%	49	0%	344	0%	0	0%	0	0%	0	0%	0	0%
TOTAL IMAGERY	51,814	100%	452,271	100%	131,987	100%	1,453,837	100%	113,576	100%	1,976,068	100%	137,464	100%	2,131,813	100%

\*Landsat imagery only -- no CCT customer profiles available for '73 and '74 (minimal data).



CUSTOMER PROFILE OF LANDSAT DIGITAL PRODUCTS

Category	FY 87			
	Items	Item %	Dollars	Dollar %
Federal Government	4,398	56%	2,956,600	54%
(USGS)	(182)	(2%)	(153,360)	(3%)
(Other Federal)	(4,216)	(54%)	(2,803,240)	(51%)
State/Local Government	162	2%	128,670	2%
Academia	340	4%	243,332	4%
Industry	1,524	20%	1,082,350	20%
Individual	27	0%	24,140	0%
Non-U.S.	1,391	18%	1,085,580	20%
<b>TOTAL</b>	<b>7,842</b>	<b>100%</b>	<b>\$5,520,672</b>	<b>100%</b>

CUSTOMER PROFILE OF LANDSAT DIGITAL PRODUCTS

(Includes Thematic Mapper Products)

Category	FY 84			
	Items	Item %	Dollars	Dollar %
Federal Government	1,474	48%	553,240	35%
State/Local Government	73	2%	50,950	3%
Academia	291	10%	80,125	5%
Industry	601	20%	493,075	31%
Individual	28	1%	15,180	1%
Non-U.S.	575	19%	398,305	25%
<b>TOTAL</b>	<b>3,042</b>	<b>100%</b>	<b>\$1,590,875</b>	<b>100%</b>

Category	FY 85			
	Items	Item %	Dollars	Dollar %
Federal Government	4,135	62%	1,300,390	39%
State/Local Government	120	2%	105,560	3%
Academia	209	3%	142,085	4%
Industry	1,484	22%	1,227,680	36%
Individual	22	0%	16,960	1%
Non-U.S.	734	11%	579,760	17%
<b>TOTAL</b>	<b>6,704</b>	<b>100%</b>	<b>\$3,372,435</b>	<b>100%</b>

Category	FY 86			
	Items	Item %	Dollars	Dollar %
Federal Government	4,235	60%	2,682,420	55%
(USGS)	(166)	(3%)	(133,110)	(3%)
(Other Federal)	(4,069)	(57%)	(2,549,310)	(52%)
State/Local Government	61	1%	37,890	1%
Academia	216	3%	136,810	3%
Industry	1,416	20%	1,154,685	24%
Individual	84	1%	31,030	0%
Non-U.S.	1,088	15%	833,465	17%
<b>TOTAL</b>	<b>7,100</b>	<b>100%</b>	<b>\$4,876,300</b>	<b>100%</b>

CUSTOMER PROFILE OF LANDSAT DIGITAL PRODUCTS

CATEGORY	FY 80				FY 81			
	Items	It.%	Dollars	\$ %	Items	It.%	Dollars	\$ %
Federal Government	622	15%	114,960	14%	822	19%	146,700	17%
State/Local Govern.	91	2%	18,450	2%	293	7%	58,600	7%
Academic	275	7%	52,900	6%	278	6%	54,250	6%
Industrial	1,256	30%	249,170	31%	1,602	37%	318,700	38%
Individuals	26	1%	5,050	1%	19	0%	3,800	1%
Non-U.S.	1,869	45%	368,700	46%	1,337	31%	264,050	31%
TOTAL	4,139	100%	\$809,230	100%	4,351	100%	\$846,100	100%

CATEGORY	FY 82				FY 83*			
	Items	It.%	Dollars	\$ %	Items	It.%	Dollars	\$ %
Federal Government	1,259	25%	294,510	24%	995	30%	375,265	28%
State/Local Govern.	328	7%	71,600	6%	154	5%	61,510	5%
Academic	293	6%	76,750	6%	286	9%	108,020	8%
Industrial	1,770	36%	451,700	36%	952	29%	407,810	30%
Individuals	53	1%	14,800	1%	9	0%	6,230	0%
Non-U.S.	1,271	25%	340,800	27%	883	27%	400,350	29%
TOTAL	4,974	100%	\$1,250,160	100%	3,279	100%	\$1,359,185	100%

\*Includes carryover from FY 82; excludes Scrounge Thematic Mapper products (320 items, \$242,800).

CUSTOMER PROFILE OF LANDSAT DIGITAL PRODUCTS\*

CATEGORY	FY '75				FY '76				TQ '76			
	Scenes	Sc. %	Dollars	\$ %	Scenes	Sc. %	Dollars	\$ %	Scenes	Sc. %	Dollars	\$ %
Federal Govern. (Less N.I.'s)	162	22%	32,400	22%	563	24%	58,331	14%	214	21%	18,842	11%
NASA Investigators	19	3%	3,800	3%	483	21%	96,600	24%	128	13%	25,600	14%
State/Local Govern.	48	7%	9,600	7%	3	0%	600	0%	1	0%	200	0%
Academic	182	25%	35,680	25%	272	12%	54,400	14%	59	6%	11,800	7%
Industrial	195	27%	38,880	27%	522	23%	104,400	26%	235	23%	47,000	26%
Individuals	11	1%	2,200	1%	38	2%	7,600	2%	9	1%	1,800	1%
Non U.S.	108	15%	20,760	14%	403	18%	80,600	20%	363	36%	72,600	41%
Non Identified	4	0%	800	1%	5	0%	1,000	0%	1	0%	200	0%
<b>TOTALS</b>	<b>729</b>	<b>100%</b>	<b>\$144,120</b>	<b>100%</b>	<b>2,289</b>	<b>100%</b>	<b>\$403,531</b>	<b>100%</b>	<b>1,010</b>	<b>100%</b>	<b>\$178,042</b>	<b>100%</b>

CATEGORY	FY '77				FY '78				FY '79			
	Scenes	Sc. %	Dollars	\$ %	Scenes	Sc. %	Dollars	\$ %	Scenes	Sc. %	Dollars	\$ %
Federal Govern. (Less N.I.'s)	383	20%	70,609	19%	1,025	36%	169,000	32%	719	24%	117,250	21%
NASA Investigators	177	9%	35,400	9%	40	1%	8,000	1%	0	0%	0	0%
State/Local Govern.	29	2%	5,800	2%	50	2%	10,000	2%	25	1%	3,900	1%
Academic	182	10%	36,400	10%	256	9%	51,200	10%	406	14%	75,800	14%
Industrial	611	32%	122,200	33%	826	29%	165,300	31%	752	25%	142,600	26%
Individuals	16	1%	3,200	1%	13	0%	2,600	0%	49	2%	9,200	2%
Non-U.S.	489	26%	97,800	26%	643	23%	128,600	24%	1,031	34%	194,950	36%
Non Identified	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
<b>TOTALS</b>	<b>1,887</b>	<b>100%</b>	<b>\$371,409</b>	<b>100%</b>	<b>2,853</b>	<b>100%</b>	<b>\$534,700</b>	<b>100%</b>	<b>2,982</b>	<b>100%</b>	<b>\$543,700</b>	<b>100%</b>

\* FY '73 and FY '74 profiles not available.

FY 73: 10 items, \$ 1,600

FY 74: 228 items, \$36,480

CUSTOMER PROFILE OF LANDSAT IMAGERY

Category	FY 87			
	Frames	Frame %	Dollars	Dollar %
Federal Government	7,215	58%	998,870	57%
(USGS)	(386)	(3%)	(34,800)	(2%)
(Other Federal)	(6,829)	(55%)	(964,070)	(55%)
State/Local Government	389	3%	55,250	3%
Academia	507	4%	67,750	4%
Industry	1,757	14%	252,060	15%
Individual	216	2%	35,560	2%
Non-U.S.	2,304	19%	340,630	19%
<b>TOTAL</b>	<b>12,388</b>	<b>100%</b>	<b>\$1,750,120</b>	<b>100%</b>

CUSTOMER PROFILE OF LANDSAT IMAGERY

(Includes Thematic Mapper Products)

Category	FY 84			
	Frames	Frame %	Dollars	Dollar %
Federal Government	14,543	42%	1,143,470	52%
State/Local Government	1,149	3%	71,213	3%
Academia	2,287	6%	101,308	5%
Industry	7,612	22%	492,287	22%
Individual	1,820	5%	69,318	3%
Non-U.S.	7,553	22%	343,657	15%
<b>TOTAL</b>	<b>34,964</b>	<b>100%</b>	<b>\$2,221,253</b>	<b>100%</b>

Category	FY 85			
	Frames	Frame %	Dollars	Dollar %
Federal Government	20,844	53%	1,185,757	53%
State/Local Government	1,105	3%	104,312	5%
Academia	2,336	6%	112,252	5%
Industry	6,924	18%	478,393	21%
Individual	1,200	3%	53,032	2%
Non-U.S.	6,670	17%	326,979	14%
<b>TOTAL</b>	<b>39,079</b>	<b>100%</b>	<b>\$2,260,725</b>	<b>100%</b>

Category	FY 86			
	Frames	Frame %	Dollars	Dollar %
Federal Government	7,577	40%	823,852	40%
(USGS)	(348)	(2%)	(49,889)	(2%)
(Other Federal)	(7,229)	(38%)	(773,963)	(38%)
State/Local Government	397	2%	28,730	1%
Academia	568	3%	72,568	4%
Industry	4,232	22%	456,607	23%
Individual	333	2%	34,441	2%
Non-U.S.	5,954	31%	599,590	30%
<b>TOTAL</b>	<b>19,061</b>	<b>100%</b>	<b>\$2,015,788</b>	<b>100%</b>

CUSTOMER PROFILE OF LANDSAT IMAGERY

CATEGORY	FY 78				FY 79				FY 80			
	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %
Federal Government (Less N.I.'s)	26,995	24%	428,269	30%	31,973	24%	383,964	24%	25,297	20%	277,631	18%
NASA Investigators	512	1%	5,431	0%	0	0%	0	0%	0	0%	0	0%
State/Local Gov't.	1,465	1%	21,557	1%	943	1%	15,381	1%	4,134	3%	59,877	4%
Academic	9,966	9%	108,179	8%	14,336	10%	159,431	10%	12,702	10%	149,501	9%
Industrial	20,495	19%	304,624	21%	25,151	19%	366,192	23%	23,467	18%	365,230	23%
Individual	5,524	5%	71,208	5%	9,198	7%	93,654	6%	8,121	6%	91,932	6%
Non-U.S.	45,766	41%	502,100	35%	52,881	39%	569,491	26%	54,712	43%	635,166	40%
Non-Identified	0	0%	0	0%	0	0%	0	0%	0	0%	0	0%
<b>TOTAL</b>	<b>110,723</b>	<b>100%</b>	<b>\$1,441,368</b>	<b>100%</b>	<b>134,482</b>	<b>100%</b>	<b>\$1,588,113</b>	<b>100%</b>	<b>128,433</b>	<b>100%</b>	<b>\$1,579,337</b>	<b>100%</b>

CATEGORY	FY 81				FY 82				FY 83*			
	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %
Federal Government	28,355	22%	334,367	20%	22,741	20%	277,297	17%	16,907	24%	887,784	40%
State/Local Gov't.	3,177	2%	49,067	3%	4,923	4%	75,297	4%	3,415	5%	95,163	4%
Academic	11,123	9%	144,361	9%	7,460	6%	124,827	7%	4,987	7%	123,375	5%
Industrial	28,219	22%	439,545	27%	21,308	19%	472,840	28%	14,620	20%	510,532	23%
Individual	9,273	7%	113,842	7%	5,900	5%	111,765	7%	3,562	5%	99,230	4%
Non-U.S.	48,628	38%	567,986	34%	52,693	46%	629,093	37%	27,746	39%	530,510	24%
<b>TOTAL</b>	<b>128,775</b>	<b>100%</b>	<b>\$1,649,168</b>	<b>100%</b>	<b>115,025</b>	<b>100%</b>	<b>\$1,691,119</b>	<b>100%</b>	<b>71,237</b>	<b>100%</b>	<b>\$2,246,594</b>	<b>100%</b>

\*Includes carryover from FY 82; excludes Scrounge Thematic Mapper products (5,384 frames, \$176,289).

CUSTOMER PROFILE OF LANDSAT IMAGERY

CATEGORY	FY '73				FY '74				FY '75			
	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %
Federal Government (Less N.I.'s)	21,780	27%	62,756	27%	28,493	18%	87,156	16%	34,184	17%	136,883	18%
NASA Investigators	—	—	—	—	—	—	—	—	5,437	3%	12,192	1%
State/Local Gov't.	2,995	4%	10,639	5%	2,534	2%	10,920	2%	1,921	1%	7,388	1%
Academic	13,071	16%	28,679	13%	18,611	12%	63,964	12%	27,545	14%	106,374	14%
Industrial	24,430	30%	67,360	30%	35,890	23%	114,140	22%	45,476	23%	180,824	24%
Individual	5,109	6%	17,143	7%	17,266	11%	67,127	13%	18,632	9%	98,753	13%
Non-U.S.	8,497	11%	28,154	12%	37,038	23%	120,499	23%	47,066	24%	153,899	20%
Non-Identified	5,189	6%	13,311	6%	17,346	11%	64,708	12%	17,393	9%	68,576	9%
<b>TOTAL IMAGERY</b>	<b>81,071</b>	<b>100%</b>	<b>228,042</b>	<b>100%</b>	<b>157,178</b>	<b>100%</b>	<b>528,514</b>	<b>100%</b>	<b>197,654</b>	<b>100%</b>	<b>764,889</b>	<b>100%</b>

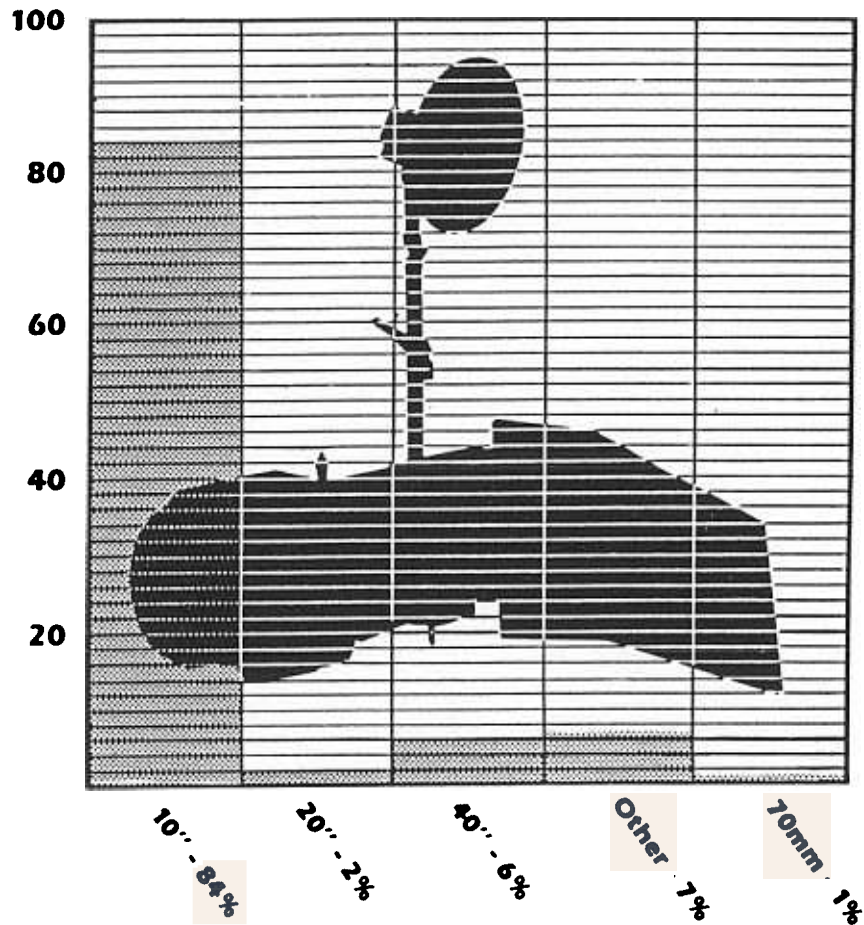
CATEGORY	FY '76				TQ '76				FY '77			
	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %	Frames	Fr.%	Dollars	\$ %
Federal Government (Less N.I.'s)	31,082	13%	194,835	15%	7,557	15%	54,594	20%	20,691	16%	199,216	18%
NASA Investigators	62,846	25%	244,456	20%	5,602	11%	22,511	8%	9,650	7%	60,632	6%
State/Local Gov't.	1,211	1%	7,591	1%	148	0%	968	0%	1,331	1%	14,368	1%
Academic	25,805	11%	123,760	10%	8,430	17%	28,329	11%	13,881	11%	104,677	10%
Industrial	42,311	17%	218,299	18%	11,887	24%	74,025	27%	36,368	28%	289,983	27%
Individual	18,014	7%	133,956	11%	3,746	7%	26,883	10%	7,987	6%	68,929	6%
Non-U.S.	64,697	26%	311,073	25%	13,339	26%	66,032	24%	40,143	31%	344,279	32%
Non-Identified	483	0%	3,892	0%	95	0%	887	0%	49	0%	344	0%
<b>TOTAL IMAGERY</b>	<b>246,449</b>	<b>100%</b>	<b>1,237,862</b>	<b>100%</b>	<b>50,804</b>	<b>100%</b>	<b>274,229</b>	<b>100%</b>	<b>130,100</b>	<b>100%</b>	<b>1,082,428</b>	<b>100%</b>



# Product Size/Type Profile of Landsat Imagery Frames\*

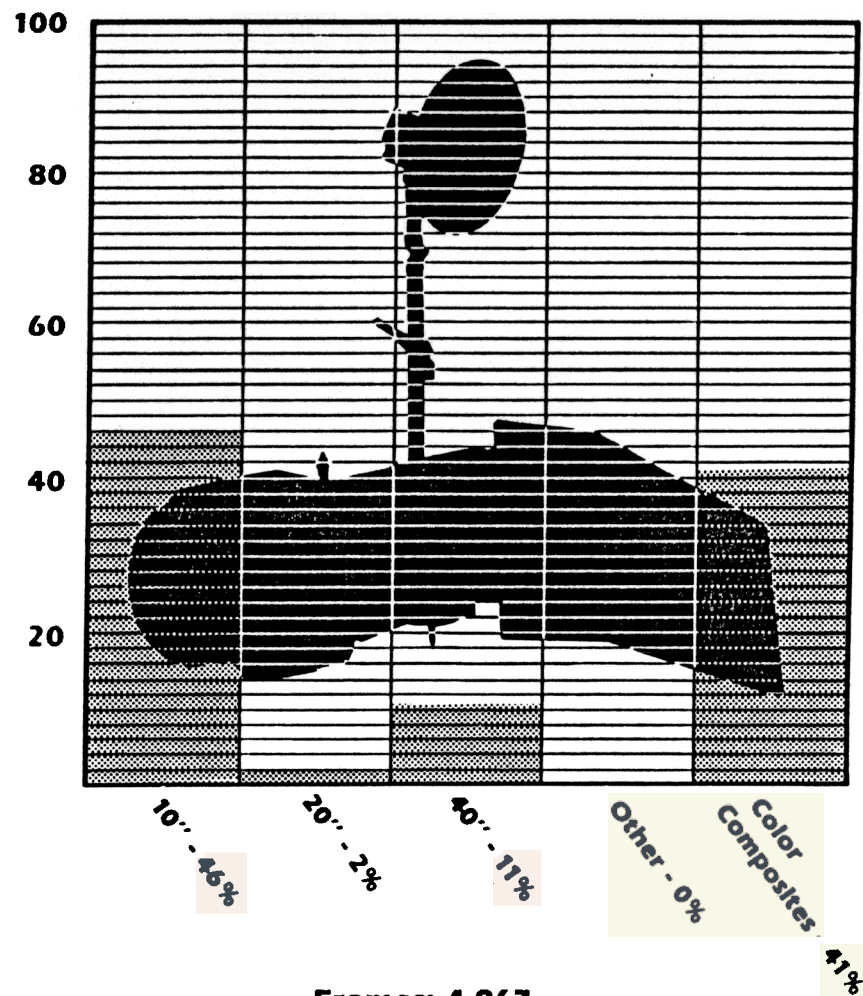
FY 1987

## B/W FRAME PERCENT



Frames: 7,414  
Total Frames: 12,381

## COLOR FRAME PERCENT



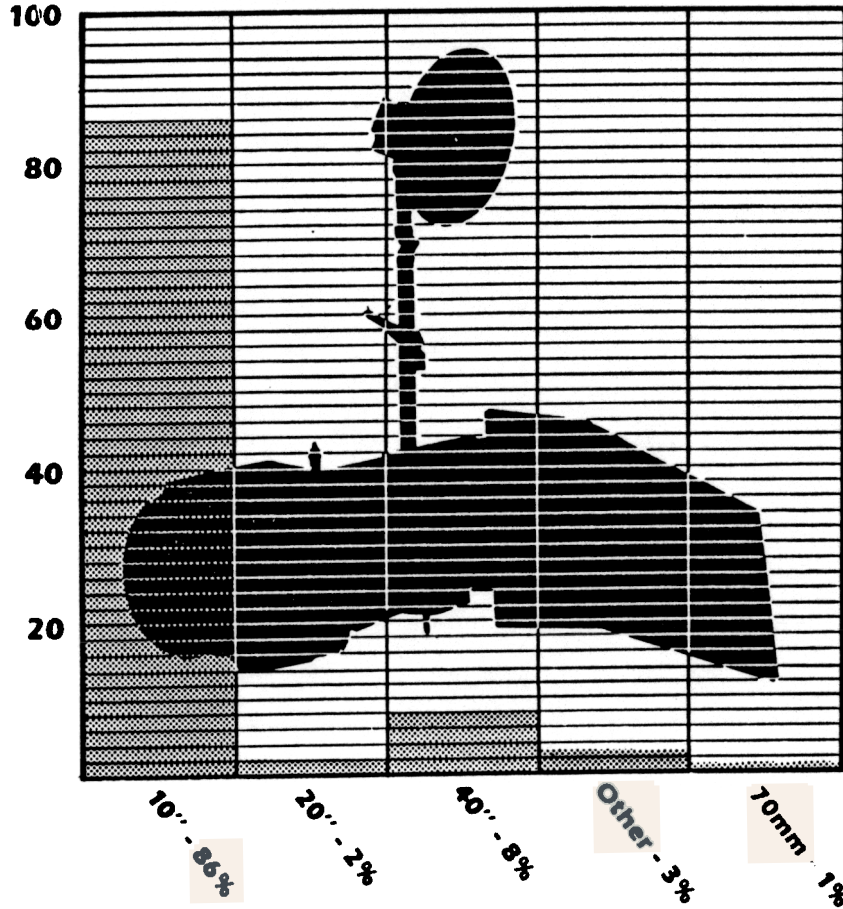
Frames: 4,967  
B/W: 60%    Color: 40%

\* Excludes TM Scrounge Imagery

# Product Size/Type Profile of Landsat Imagery Dollars\*

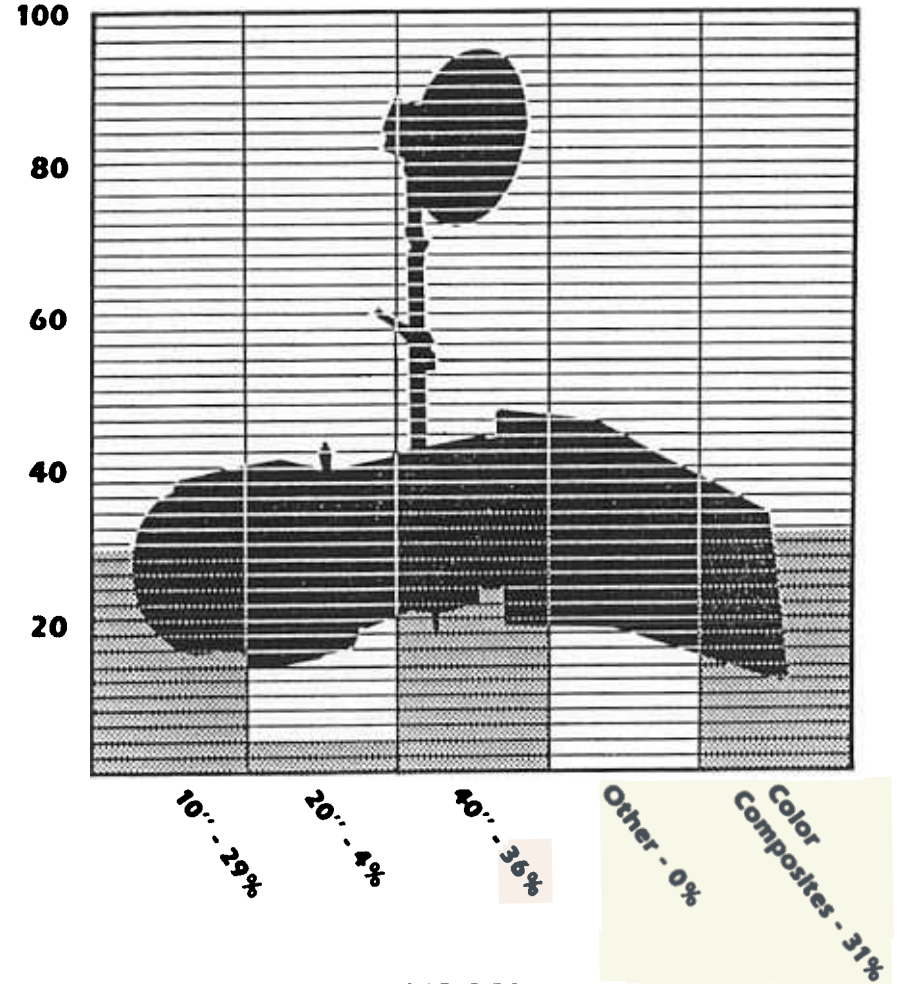
FY 1987

## B/W DOLLAR PERCENT



Dollars: \$1,076,450  
Total Dollars: \$1,748,700

## COLOR DOLLAR PERCENT



Dollars: \$672,250  
B/W: 62%    Color: 38%

\*Excludes TM Scrounge Imagery

Section III

1985      1987 Sales Tables

Reimbursable Receipts - FY 85, FY 86, and FY 87  
(Excludes Survey)

September 1987

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Total
<b>Aircraft Imagery</b>													
FY 85 - (Monthly)	\$159,500	119,780	97,331	87,644	97,126	133,828	97,739	102,294	111,199	97,157	83,243	46,925	\$1,233,766
(cumulative)	\$159,500	279,280	376,611	464,255	561,381	695,209	792,948	895,242	1,006,441	1,103,598	1,186,841	1,233,766	-----
FY 86 - (Monthly)	\$177,914	105,051	112,279	82,324	68,416	48,417	84,690	97,017	90,669	111,745	80,117	35,866	\$1,094,505
(cumulative)	\$177,914	282,965	395,244	477,568	545,984	594,401	679,091	776,108	866,777	978,522	1,058,639	1,094,505	-----
FY 87 - (Monthly)	\$220,348	103,689	91,514	99,680	70,444	58,110	85,597	73,209	91,202	102,400	64,435	16,751	\$1,077,379
(cumulative)	\$220,348	324,037	415,551	515,231	585,675	643,785	729,382	802,591	893,793	996,193	1,060,628	1,077,379	-----
<b>Other Data (Other Sat., Acc.Aids, Misc.Prods., NURE, CIPS, etc.)</b>													
FY 85 - (Monthly)	\$11,554	14,418	7,802	13,889	6,403	9,044	24,175	28,319	15,906	29,597	42,340	14,166	\$217,613
(cumulative)	\$11,554	25,972	33,774	47,663	54,066	63,110	87,285	115,604	131,510	161,107	203,447	217,613	-----
FY 86 - (Monthly)	\$27,207	4,165	24,236	17,398	39,439	13,954	22,541	9,243	31,095	15,136	-1,843	34,337	\$236,908
(cumulative)	\$27,207	31,372	55,608	73,006	112,445	126,399	148,940	158,183	189,278	204,414	202,571	236,908	-----
FY 87 - (Monthly)	\$43,258	19,645	12,552	31,242	23,824	32,784	98,903	52,618	31,643	36,285	35,017	6,835	\$424,606
(cumulative)	\$43,258	62,903	75,455	106,697	130,521	163,305	262,208	314,826	346,469	382,754	417,771	424,606	-----
<b>Total Reimbursable Receipts</b>													
FY 85 - (Monthly)	\$171,054	\$134,198	\$105,133	\$101,533	\$103,529	\$142,872	\$121,914	\$130,613	\$127,105	\$126,754	\$125,583	\$61,091	\$1,451,379
(cumulative)	\$171,054	305,252	410,385	511,918	615,447	758,319	880,233	1,010,846	1,137,951	1,264,705	1,390,288	1,451,379	-----
FY 86 - (Monthly)	\$205,121	109,216	136,515	99,722	107,855	62,371	107,231	106,260	121,764	126,801	78,274	70,203	\$1,331,413
(cumulative)	\$205,121	314,337	450,852	550,574	658,429	720,800	828,031	934,291	1,056,055	1,182,936	1,261,210	1,331,413	-----
FY 87 - (Monthly)	\$263,606	123,334	104,066	130,922	94,268	90,894	184,500	125,827	122,845	138,685	99,452	23,586	\$1,501,985
(cumulative)	\$263,606	386,940	491,006	621,928	716,196	807,090	991,590	1,117,417	1,240,262	1,378,947	1,478,399	1,501,985	-----

Aircraft Imagery Sales Profile - FY 85, FY 86, and FY 87

September 1987

		Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Total
Dollars														
-----														
FY 85														
-----														
Including USGS - (Monthly)		\$190,835	184,570	132,371	118,595	128,282	195,155	148,827	135,832	146,562	136,614	119,949	62,273	\$1,699,865
	(cumulative)	\$190,835	375,405	507,776	626,371	754,653	949,808	1,098,635	1,234,467	1,381,029	1,517,643	1,637,592	1,699,865	-----
Excluding USGS - (Monthly)		\$159,500	119,780	97,331	87,644	97,126	133,828	97,739	102,294	111,199	97,157	83,243	46,925	\$1,233,766
	(cumulative)	\$159,500	279,280	376,611	464,255	561,381	695,209	792,948	895,242	1,006,441	1,103,598	1,186,841	1,233,766	-----
FY 86														
-----														
Including USGS - (Monthly)		\$205,109	133,963	138,693	98,908	86,538	73,358	113,849	114,564	133,615	140,268	101,666	93,792	\$1,434,323
	(cumulative)	\$205,109	339,872	477,765	576,673	663,211	736,569	850,418	964,982	1,098,597	1,238,865	1,340,531	1,434,323	-----
Excluding USGS - (Monthly)		\$177,914	105,051	112,279	82,324	68,416	48,417	84,690	97,017	90,669	111,745	80,117	35,866	\$1,094,505
	(cumulative)	\$177,914	282,965	395,244	477,568	545,984	594,401	679,091	776,108	866,777	978,522	1,058,639	1,094,505	-----
FY 87														
-----														
Including USGS - (Monthly)		\$275,559	126,620	119,217	144,659	119,978	105,158	152,656	113,861	126,656	119,193	99,502	35,620	\$1,538,679
	(cumulative)	\$275,559	402,179	521,396	666,055	786,033	891,191	1,043,847	1,157,708	1,284,364	1,403,557	1,503,059	1,538,679	-----
Excluding USGS - (Monthly)		\$220,348	103,689	91,514	99,680	70,444	58,110	85,597	73,209	91,202	102,400	64,435	16,751	\$1,077,379
	(cumulative)	\$220,348	324,037	415,551	515,231	585,675	643,785	729,382	802,591	893,793	996,193	1,060,628	1,077,379	-----
Frames														
-----														
FY 85														
-----														
Including USGS - (Monthly)		15,562	21,236	12,036	11,823	12,659	17,171	12,460	13,610	13,266	13,192	12,209	5,791	161,015
	(cumulative)	15,562	36,798	48,834	60,657	73,316	90,487	102,947	116,557	129,823	143,015	155,224	161,015	-----
Excluding USGS - (Monthly)		11,368	12,609	6,893	7,797	7,018	9,177	6,770	8,233	7,725	8,117	6,863	3,134	95,704
	(cumulative)	11,368	23,977	30,870	38,667	45,685	54,862	61,632	69,865	77,590	85,707	92,570	95,704	-----
FY 86														
-----														
Including USGS - (Monthly)		19,093	10,965	9,720	7,449	8,624	7,852	11,332	8,983	13,506	10,839	8,464	6,691	123,518
	(cumulative)	19,093	30,058	39,778	47,227	55,851	63,703	75,035	84,018	97,524	108,363	116,827	123,518	-----
Excluding USGS - (Monthly)		14,880	7,259	7,140	5,247	5,525	3,852	7,009	6,574	7,174	6,585	5,424	2,671	79,340
	(cumulative)	14,880	22,139	29,279	34,526	40,051	43,903	50,912	57,486	64,660	71,245	76,669	79,340	-----
FY 87														
-----														
Including USGS - (Monthly)		26,073	9,207	9,787	11,534	10,187	11,025	12,093	10,689	13,558	9,668	10,125	3,448	
	(cumulative)	26,073	35,280	45,067	56,601	66,788	77,813	90,706	101,395	114,953	124,621	134,746	138,194	
Excluding USGS - (Monthly)				7,016	6,081		4,519	5,616	4,673	6,759		4,848	776	
	(cumulative)			31,259	37,340		45,933	51,549	56,222	62,981		74,906	75,682	

NHAP Shipped Sales Profile - FY 85, FY 86, and FY 87  
(Includes USGS)

September 1987

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Total
<b>Dollars</b>													
FY 85 - (Monthly)	\$123,673	142,472	81,680	84,646	81,768	91,103	72,380	104,678	100,086	95,712	79,642	32,838	\$1,090,678
(cumulative)	\$123,673	266,145	347,825	432,471	514,239	605,342	677,722	782,400	882,486	978,198	1,057,840	1,090,678	-----
FY 86 - (Monthly)	\$146,346	109,689	95,983	88,230	63,598	52,822	77,081	75,702	100,757	94,157	57,914	22,351	\$984,630
(cumulative)	\$146,346	256,035	352,018	440,248	503,846	556,668	633,749	709,451	810,208	904,365	962,279	984,630	-----
FY 87 - (Monthly)	\$172,768	83,373	75,873	103,516	73,523	54,006	58,464	65,914	74,904	76,892	78,924	28,571	\$946,728
(cumulative)	\$172,768	256,141	332,014	435,530	509,053	563,059	621,523	687,437	762,341	839,233	918,157	946,728	-----
<b>Frames</b>													
FY 85 - (Monthly)	8,763	15,656	6,434	7,727	5,996	7,010	5,190	9,253	8,500	8,605	6,604	1,802	91,540
(cumulative)	8,763	24,419	30,853	38,580	44,576	51,586	56,776	66,029	74,529	83,134	89,738	91,540	-----
FY 86 - (Monthly)	11,897	8,114	6,043	5,773	5,635	5,706	8,035	5,634	10,516	8,163	4,580	1,510	81,606
(cumulative)	11,897	20,011	26,054	31,827	37,462	43,168	51,203	56,837	67,353	75,516	80,096	81,606	-----
FY 87 - (Monthly)	16,258	6,306	5,858	8,923	5,995	5,117	3,343	4,366	5,848	5,726	8,054	3,161	78,955
(cumulative)	16,258	22,564	28,422	37,345	43,340	48,457	51,800	56,166	62,014	67,740	75,794	78,955	-----

Total Diapositive Profile - FY 85, FY 86, and FY 87

September 1987

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Total
<b>Dollars</b>													
FY 85 - (Monthly)	\$20,252	52,388	17,052	12,920	14,282	20,464	14,696	16,040	22,524	25,430	13,095	9,207	\$238,350
(cumulative)	\$20,252	72,640	89,692	102,612	116,894	137,358	152,054	168,094	190,618	216,048	229,143	238,350	-----
FY 86 - (Monthly)	\$16,767	18,276	11,064	5,456	8,720	15,872	14,045	3,792	16,190	12,360	9,384	-4,968	\$126,958
(cumulative)	\$16,767	35,043	46,107	51,563	60,283	76,155	90,200	93,992	110,182	122,542	131,926	126,958	-----
FY 87 - (Monthly)	\$22,966	7,792	15,512	37,568	16,752	14,646	4,787	4,232	10,560	6,387	23,074	11,847	\$176,123
(cumulative)	\$22,966	30,758	46,270	83,838	100,590	115,236	120,023	124,255	134,815	141,202	164,276	176,123	-----
<b>Frames</b>													
FY 85 - (Monthly)	2,240	6,548	2,179	1,615	1,791	2,558	1,912	2,005	2,828	3,154	1,641	1,149	29,620
(cumulative)	2,240	8,788	10,967	12,582	14,373	16,931	18,843	20,848	23,676	26,830	28,471	29,620	-----
FY 86 - (Monthly)	2,008	2,281	1,383	682	1,090	1,968	1,753	474	2,029	1,527	1,165	-621	15,739
(cumulative)	2,008	4,289	5,672	6,354	7,444	9,412	11,165	11,639	13,668	15,195	16,360	15,739	-----
FY 87 - (Monthly)	2,839	940	1,925	4,696	2,060	1,811	604	529	1,320	745	2,342	1,174	20,985
(cumulative)	2,839	3,779	5,704	10,400	12,460	14,271	14,875	15,404	16,724	17,469	19,811	20,985	-----

Landsat Shipped Sales Profile - FY 85, FY 86, and FY 87

September 1987

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Total
<b>Total Landsat Shipped Products</b> (Imag., Dig., Acc. Aids & Misc.)													
FY 85 - (Monthly)	\$716,090	333,097	290,273	488,894	383,809	538,153	417,073	451,035	463,387	614,807	518,308	447,694	\$5,662,620
(cumulative)	\$716,090	1,049,187	1,339,460	1,828,354	2,212,163	2,750,316	3,167,389	3,618,424	4,081,811	4,696,618	5,214,926	5,662,620	-----
FY 86 - (Monthly)	\$645,311	438,168	435,920	449,074	415,376	475,915	497,303	829,657	759,925	744,931	754,971	675,410	\$7,121,961
(cumulative)	\$645,311	1,083,479	1,519,399	1,968,473	2,383,849	2,859,764	3,357,067	4,186,724	4,946,649	5,691,580	6,446,551	7,121,961	-----
FY 87 - (Monthly)	\$944,210	533,409	451,810	548,181	461,106	473,822	610,842	678,390	761,628	1,035,232	724,986	417,542	\$7,641,166
(cumulative)	\$944,210	1,477,619	1,929,437	2,477,618	2,938,724	3,412,546	4,023,388	4,701,778	5,463,406	6,498,638	7,223,624	7,641,166	-----
<b>Acquisition Charges/Cloud Cover Surcharges</b>													
FY 85 - (Monthly)	\$1,061,170	427,225	400,700	261,510	48,395	69,910	90,995	602,885	769,525	730,355	746,830	104,405*	\$5,313,905
(cumulative)	\$1,061,170	1,488,395	1,889,095	2,150,605	2,199,000	2,268,910	2,359,905	2,962,790	3,732,315	4,462,670	5,209,500	5,313,905	-----
FY 86 - (Monthly)	\$437,730	72,765	-91,970	33,315	33,850	24,260	62,600	105,175	142,915	107,370	80,925	49,500	\$1,057,635
(cumulative)	\$437,730	510,495	418,525	451,840	484,890	509,150	571,750	676,925	819,840	927,210	1,008,135	1,057,635	-----
FY 87 - (Monthly)	\$31,625	3,625	2,800	3,025	18,700	22,825	23,925	62,150	80,850	97,900	70,400	25,300	\$443,125
(cumulative)	\$31,625	35,250	38,050	41,075	59,775	82,600	106,525	168,675	249,525	347,425	417,825	443,125	-----
<b>Total Landsat Products &amp; Services</b>													
FY 85 - (Monthly)	\$1,777,260	760,322	690,973	750,404	432,204	608,063	508,068	1,053,920	1,232,912	1,345,162	1,265,138	552,099	\$10,976,525
(cumulative)	\$1,777,260	2,537,582	3,228,555	3,978,959	4,411,163	5,019,226	5,527,294	6,581,214	7,814,126	9,159,288	10,424,426	10,976,525	-----
FY 86 - (Monthly)	\$1,083,041	510,933	343,950	482,389	448,426	500,175	559,903	934,832	902,840	852,301	835,896	724,910	\$8,179,596
(cumulative)	\$1,083,041	1,593,974	1,937,924	2,420,313	2,868,739	3,368,914	3,928,817	4,863,649	5,766,489	6,618,790	7,454,686	8,179,596	-----
FY 87 - (Monthly)	\$975,835	537,034	454,618	551,206	479,806	496,647	634,767	740,540	842,478	1,133,132	795,386	442,842	\$8,084,291
(cumulative)	\$975,835	1,512,869	1,967,487	2,518,693	2,998,499	3,495,146	4,129,913	4,870,453	5,712,931	6,846,063	7,641,449	8,084,291	-----

\*Low numbers due to sales returns/allowances processed for a number of months.

NOTE: December FY 1986 negative number due to adjustment for duplicate acquisitions. Total Landsat Shipped Products for FY 1986 includes HDT-A's for \$1,491,000 for February-September 1986. FY 1987 includes HDT-A's for \$1,649,400. The HDT-A's were previously included with Acquisition Charges/Cloud Cover Surcharges prior to February 1, 1986. The acquisition fee was dropped as of July 1, 1986.



Landsat Digital Shipped Sales Profile - FY 85, FY 86, and FY 87

September 1987

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Total
<b>Dollars</b>													
FY 85 - (Monthly)	\$405,535	177,685	178,860	305,315	270,955	276,195	209,585	244,885	253,905	428,790	290,835	329,890	\$3,372,435
(cumulative)	\$405,535	583,220	762,080	1,067,395	1,338,350	1,614,545	1,824,130	2,069,015	2,322,920	2,751,710	3,042,545	3,372,435	-----
FY 86 - (Monthly)	\$439,710	336,245	291,490	314,750	304,500	365,960	370,330	628,615	543,400	501,170	490,810	289,320	\$4,876,300
(cumulative)	\$439,710	775,955	1,067,445	1,382,195	1,686,695	2,052,655	2,422,985	3,051,600	3,595,000	4,096,170	4,586,980	4,876,300	-----
FY 87 - (Monthly)	\$661,250	426,920	327,850	426,370	356,685	274,755	486,240	498,957	584,370	668,795	516,890	291,590	\$5,520,672
(cumulative)	\$661,250	1,088,170	1,416,020	1,842,390	2,199,075	2,473,830	2,960,070	3,459,027	4,043,397	4,712,192	5,229,082	5,520,672	-----
<b>Items (Scenes, Quads &amp; Floppy Disks)</b>													
FY 85 - (Monthly)	665	682	399	669	650	471	559	547	337	678	697	350	6,704
(cumulative)	665	1,347	1,746	2,415	3,065	3,536	4,095	4,642	4,979	5,657	6,354	6,704	-----
FY 86 - (Monthly)	696	456	407	456	406	477	533	953	820	743	728	425	7,100
(cumulative)	696	1,152	1,559	2,015	2,421	2,898	3,431	4,384	5,204	5,947	6,675	7,100	-----
FY 87 - (Monthly)	944	542	437	562	475	322	699	715	821	1,141	755	429	7,842
(cumulative)	944	1,486	1,923	2,485	2,960	3,282	3,981	4,696	5,517	6,658	7,413	7,842	-----

NOTE: FY 1985 excludes HDT-A's. FY 1986 includes 2,485 HDT-A's for \$1,491,000 for February-September 1986. FY 1987 includes 2,749 HDT-A's for \$1,649,400.

EROS DATA CENTER  
 AIRCRAFT IMAGERY CUSTOMER PROFILE  
 JULY-SEPTEMBER 1987

Category (Excludes Survey)	Frames	Frame Percent	Dollars	Dollar Percent
Other Federal Government	3,021	24%	41,462	23%
State/local Government	1,581	13%	18,329	10%
Academia	2,026	16%	18,955	10%
Industry	4,215	33%	75,123	41%
Individual	1,811	14%	29,349	16%
Non-U.S.	47	0%	368	0%
<b>TOTAL</b>	<b>12,701</b>	<b>100%</b>	<b>\$183,586</b>	<b>100%</b>

Category (Includes Survey)	Frames	Frame Percent	Dollars	Dollar Percent
Federal Government	13,561	58%	112,191	44%
USGS	(10,540)	(45)%	(70,729)	(28)%
Other Federal	(3,021)	(13)%	(41,462)	(16)%
State/Local Government	1,581	7%	18,329	7%
Academia	2,026	9%	18,955	7%
Industry	4,215	18%	75,123	30%
Individual	1,811	8%	29,349	12%
Non-U.S.	47	0%	368	0%
<b>TOTAL</b>	<b>23,241</b>	<b>100%</b>	<b>254,315</b>	<b>100%</b>

Section IV

Quarterly Statistics

## Quarterly Statistics

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September 1987

		Oct.	Nov.				Apr.	May	Jun.	Jul.	Aug.	Sep.	Total	
<b>Dollars</b>														
FY 85	(Monthly)	\$307,866	153,931	109,170	183,142	111,446	250,280	206,331	205,917	207,681	184,489	227,124	113,348	\$2,260,725
	(Cumulative)	\$307,866	461,797	570,967	754,109	865,555	1,115,835	1,322,166	1,528,083	1,735,764	1,920,253	2,147,377	2,260,725	
FY 86	(Monthly)	\$285,042	99,436	124,956	97,794	106,356	104,324	120,000	173,140	195,190	171,150	248,130	369,390	\$2,015,
	(Cumulative)	\$285,042	384,478	429,434	527,228	633,584	737,908	858,788	1,031,928	1,227,118	1,398,268	1,646,398	2,015,788	
FY 87	(Monthly)	\$243,810	97,070	111,630	93,280	92,000	140,300	100,390	143,280	167,920	290,030	174,570	95,040	\$1,750,120
	(Cumulative)	\$243,810	340,880	452,510	545,790	638,590	778,890	879,280	1,022,560	1,190,480	1,480,510	1,655,080	1,750,120	
<b>Frames</b>														
FY 85	(Monthly)	5,034	3,002	2,250	3,459	2,481	4,035	3,324	4,039	3,122	2,596	3,106	1,831	39,079
	(Cumulative)	5,034	8,036	10,286	13,745	16,226	21,061	24,385	28,424	31,546	34,142	37,248	39,079	
FY 86	(Monthly)	3,666	1,341	1,265	1,024	,918	8,001	9,535	1,216	1,529	1,394	2,269	3,118	19,061
	(Cumulative)	3,666	5,007	6,272	7,024	,918	8,001	9,535	10,751	12,280	13,674	15,943	19,061	
FY 87	(Monthly)	1,712	2,361	3,234	1,935	4,643	1,582	6,294	1,023	1,262	1,809	1,360		12,300
	(Cumulative)	1,712	2,361	3,234	1,935	4,643	1,582	6,294	7,317	8,579	10,388	11,748	12,300	

EROS DATA CENTER  
CONSOLIDATED QUARTERLY BUSINESS REPORT

I	REIMBURSABLE RECEIPTS (Other Federal & Non-Fed)	CURRENT QUARTER JULY-SEPT 1987		PREVIOUS QUARTER APRIL-JUNE 1987		QUARTER LAST YEAR JULY-SEPT 1986	
		ITEMS	DOLLARS	ITEMS	DOLLARS	ITEMS	DOLLARS
	Aircraft Imagery	12,701	\$183,586	17,048	\$250,008	14,680	\$227,728
	(Includes SLAR strips)	(36)	(1,424)	(63)	(2,065)	(13)	(420)
	Aircraft Accession Aids	--	875	--	240	--	1,050
	Other Satellite Imagery	50	1,397	90	2,197	161	4,271
	Miscellaneous Products	265	20,794	795	46,000	101	4,918
	(Includes SLAR mosaics)	(52)	(4,608)	(84)	(5,275)	(103)	(5,650)
	Digitizing	0	0	0	0	17	6,425
	Geometric Registration	1	880	1	363	0	0
	Topographic Processing	0	0	0	0	0	0
	Color FIRE Runs	11	1,650	7	2,700	4	1,650
	CIPS Miscellaneous	3	511	10	3,249	12	17,406
	NDCDB Digital Products	425	47,375	1,256	120,400	4	600
	NDCDB Digital Charges	124	3,075	167	4,295	2	50
	Miscellaneous Services	10	1,500	12	1,800	66	9,900
	NURE Data	1	80	26	1,920	17	1,360
	<b>REIMBURSABLE TOTAL</b>	<b>13,591</b>	<b>\$261,723</b>	<b>19,412</b>	<b>\$433,172</b>	<b>15,064</b>	<b>\$275,358</b>
	<b>PRODUCTS AND SERVICES SUPPLIED TO THE USGS</b>	<b>JULY-SEPT 1987</b>	<b>DOLLARS*</b>	<b>APRIL-JUNE 1987</b>	<b>DOLLARS*</b>	<b>JULY-SEPT 1986</b>	<b>DOLLARS*</b>
II	Aircraft Imagery	10,540	\$70,729	20,092	\$143,165	11,314	\$107,998
	(Includes SLAR strips)	(31)	(1,026)	(33)	(1,090)	(112)	(2,390)
	Aircraft Accession Aids	--	170	--	0	--	164
	Other Satellite Imagery	4	70	55	184	28	992
	Miscellaneous Products	3,010	65,706	3,584	55,398	2,065	45,621
	(Includes SLAR mosaics)	(23)	(1,819)	(114)	(5,691)	(44)	(4,350)
	Digitizing	2	2,353	6	29,312	8	36,201
	Geometric Registration	6	8,311	15	9,746	5	5,489
	Topographic Processing	1	104	4	195	67	2,465
	Color FIRE Runs	461	34,575	387	29,100	206	15,450
	CIPS Miscellaneous	29	7,662	59	13,238	101	10,050
	NDCDB Digital Products	5	340	25	2,155	0	0
	NDCDB Digital Charges	3	75	6	150	0	0
	Miscellaneous Services	0	0	0	0	0	0
	NURE Data	0	0	0	0	0	0
	<b>SURVEY TOTAL</b>	<b>14,061</b>	<b>\$190,095</b>	<b>24,233</b>	<b>\$282,643</b>	<b>13,794</b>	<b>\$224,430</b>

\*Calculated at equivalent EDC prices

(cont'd.)

EROS DATA CENTER  
CONSOLIDATED QUARTERLY BUSINESS REPORT (cont'd.)

III	LANDSAT SHIPPED SALES	JULY-SEPT 1987		APRIL-JUNE 1987		JULY-SEPT 1986	
		ITEMS	DOLLARS	ITEMS	DOLLARS	ITEMS	DOLLARS
	Imagery Products	3,809	\$559,640	2,997	\$411,590	6,781	\$788,670
	Digital Products	2,325	1,477,275	2,235	1,569,567	1,896	1,281,300
	Accession Aids	-	850	--	1,111	--	11,727
	Miscellaneous Products	25	139,995	18	68,592	0	93,615
	<b>LANDSAT PRODUCTS TOTAL</b>	<b>6,159</b>	<b>\$2,177,760</b>	<b>5,250</b>	<b>\$2,050,860</b>	<b>8,677</b>	<b>\$2,175,312</b>
	Acquisition Charges/Cloud Cover Surchages	2,699	\$193,600	2,366	\$166,925	2,809	\$237,795
46	<b>LANDSAT TOTAL</b>	<b>8,858</b>	<b>\$2,371,360</b>	<b>7,616</b>	<b>\$2,217,785</b>	<b>11,486</b>	<b>\$2,413,107</b>
IV	<b>GRAND TOTAL</b>	<b>36,510</b>	<b>\$2,823,178</b>	<b>51,261</b>	<b>\$2,933,600</b>	<b>40,344</b>	<b>\$2,912,895</b>

NOTE: "Digital Products" category for July-September 1987 includes 1,143 MSS HDT-A's for \$685,800;  
"Digital Products" category for April-June 1987 includes 1,091 MSS HDT-A's for \$654,600;  
"Digital Products" category for July-September 1986 includes 1,238 MSS HDT-A's for \$742,800.

EROS DATA CENTER  
STATISTICAL SUMMARY

	<u>FY 86</u> <u>1ST QTR.</u>	<u>FY 86</u> <u>2ND QTR.</u>	<u>FY 86</u> <u>3RD QTR.</u>	<u>FY 86</u> <u>4TH QTR.</u>	<u>FY 86</u> <u>TOTAL</u>	<u>FY 87</u> <u>1ST QTR.</u>	<u>FY 87</u> <u>2ND QTR.</u>	<u>FY 87</u> <u>3RD QTR.</u>	<u>FY 87</u> <u>4TH QTR.</u>	<u>FY 87</u> <u>TOTAL</u>
Frames in EDC Data Base <sup>1</sup>	5,881,773	5,912,926	5,939,554	5,968,751	5,968,751	5,998,716	6,025,476	6,032,324	6,061,995	6,061,995
Aircraft	5,782,280	5,809,482	5,835,323	5,864,518	5,864,518	5,894,484	5,921,244	5,928,092	5,957,118	5,957,118
Other Data	99,493	103,444	104,231	104,233	104,233	104,232	104,232	104,232	104,877	104,877
Reimbursable Receipts <sup>1,2</sup>	\$450,852	\$269,948	\$335,255	\$275,358	\$1,331,413	\$491,006	\$316,084	\$433,172	\$261,723	\$1,501,985
Aircraft	\$395,244	\$199,157	\$272,376	\$227,728	\$1,094,505	\$415,551	\$228,234	\$250,008	\$183,586	\$1,077,379
Other Data	\$ 55,608	\$ 70,791	\$ 62,879	\$ 47,630	236,908	\$ 75,455	\$ 87,850	\$183,164	\$ 78,137	\$ 424,606
Items Shipped <sup>1,2</sup>	30,875	15,523	22,069	15,064	83,531	32,481	15,926	19,412	13,591	81,410
Aircraft Frames	29,279	14,624	20,757	14,680	79,340	31,259	14,674	17,048	12,701	75,682
Other Data Items	1,596	899	1,312	384	4,191	1,222	1,252	2,364	890	5,728
Customer Contacts <sup>3</sup>	10,260	10,384	9,626	9,331	39,601	10,521	9,280	10,040	9,197	39,038
Orders Processed <sup>3</sup>	4,179	3,539	4,548	4,703	16,969	5,341	3,773	4,850	4,383	18,347
EDC Visitors	770	645	2,356	2,556	6,327	857	957	2,997	3,183	7,994
Total EDC Staff	346	345	346 <sup>4</sup>	330	330	328	329	337 <sup>5</sup>	325	325

Profile of Aircraft Imagery Shipped Sales<sup>2</sup>

FY 1987  
(Based on Dollars)

Other Federal Government	23%
State/Local Government	8%
Academia	10%
Industrial	42%
Individuals	16%
Non-U.S. <sup>6</sup>	1%

<sup>1</sup> Excludes Landsat

<sup>2</sup> Excludes Survey Products/Services

<sup>3</sup> Includes Landsat

<sup>4</sup> Includes 10 summer hires

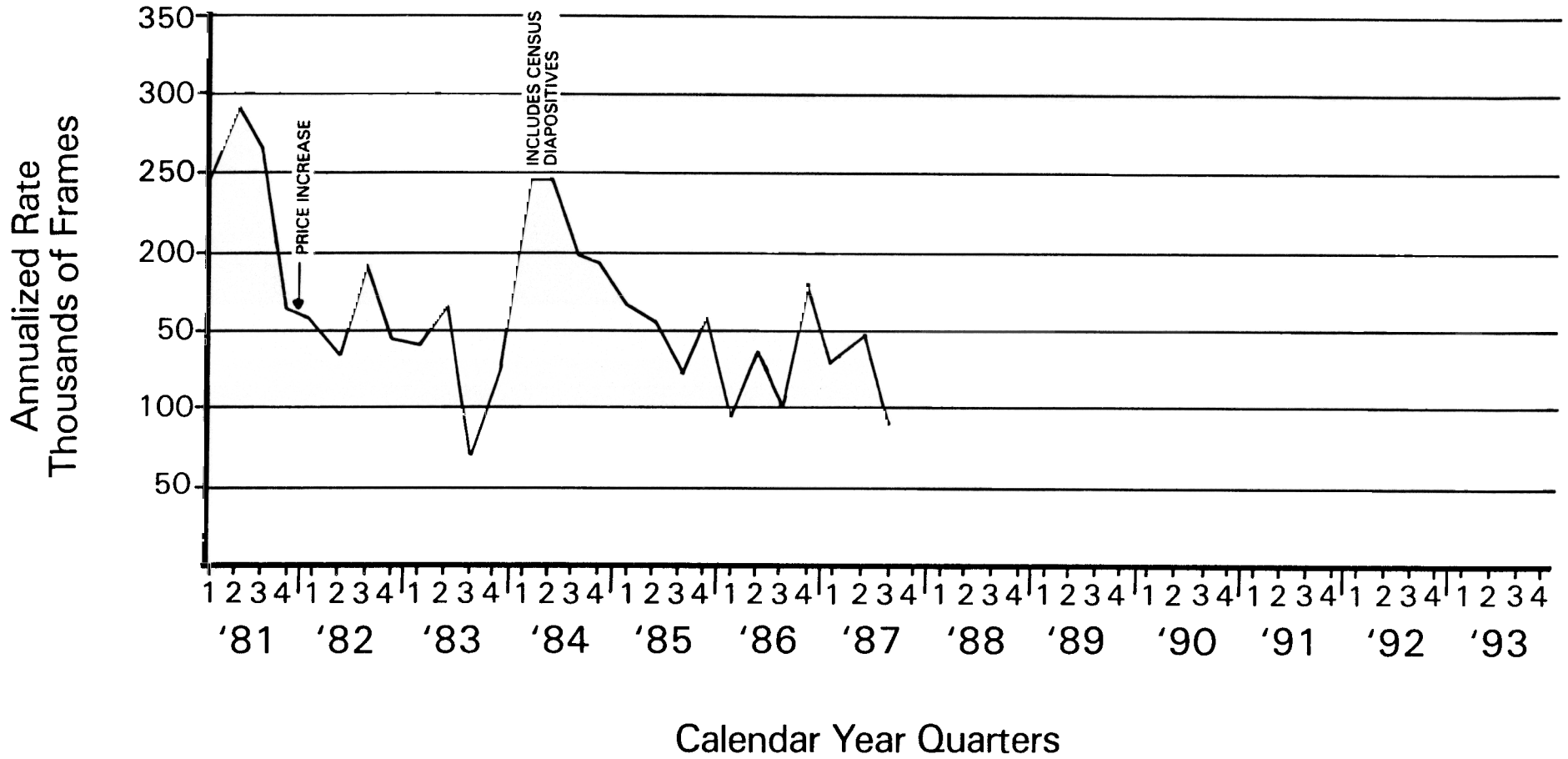
<sup>5</sup> Includes 12 summer hires

<sup>6</sup> Based on address, not geographic coverage



# Sale of Aircraft Imagery Frames

67

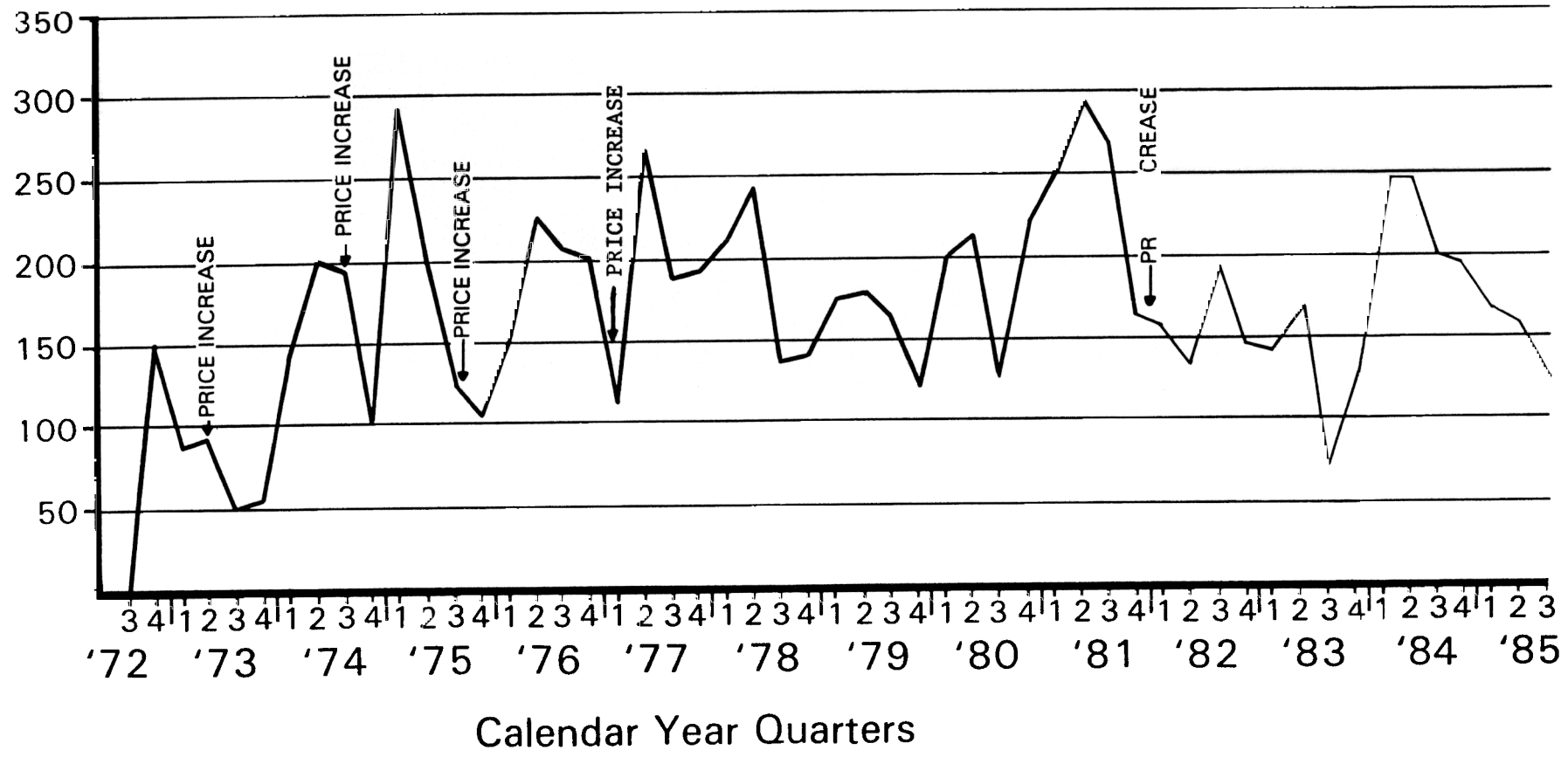


NOTE: 4th Qtr. '83 and on includes Survey Products/Services

# Sale of Aircraft Imagery Frames

05

Annualized Rate  
Thousands of Frames



NOTE: 4th Qtr. 83 and on includes Survey Products/Services

EROS DATA CENTER  
LANDSAT PRODUCT SUMMARY

DATE COMPLETED: September 30, 1987

QUARTER: July-September 1987

PRODUCTS/SERVICES/CHARGES	CURRENT QUARTER		LAST QUARTER		QUARTER	LAST YEAR
	Items	Dollars	Items	Dollars	Items	Dollars
1. Imagery Products	<u>3,809</u>	<u>559,640</u>	<u>2,997</u>	<u>411,590</u>	<u>6,781</u>	<u>788,670</u>
a. MSS/RBV	<u>(2,968)</u>	<u>(363,390)</u>	<u>(2,325)</u>	<u>(276,980)</u>	<u>(6,045)</u>	<u>(628,280)</u>
b. TM TIPS	<u>(840)</u>	<u>(196,150)</u>	<u>(668)</u>	<u>(133,950)</u>	<u>(736)</u>	<u>(160,390)</u>
c. TM Soroungue	<u>(1)</u>	<u>(100)</u>	<u>(4)</u>	<u>(660)</u>	<u>0</u>	<u>0</u>
2. Digital Products	<u>2,325</u>	<u>1,477,275</u>	<u>2,235</u>	<u>1,569,567</u>	<u>1,896</u>	<u>1,281,300</u>
a. MSS/RBV Scenes	<u>(1,398)</u>	<u>(853,440)</u>	<u>(1,252)</u>	<u>(758,400)</u>	<u>(1,364)</u>	<u>(826,100)</u>
b. Add'l. MSS Copies	<u>0</u>	<u>0</u>	<u>(20)</u>	<u>(1,200)</u>	<u>0</u>	<u>0</u>
c. MSS Sample CCT's	<u>(2)</u>	<u>(100)</u>	<u>(2)</u>	<u>(100)</u>	<u>(1)</u>	<u>(50)</u>
d. TM TIPS Quads	<u>(694)</u>	<u>(614,415)</u>	<u>(891)</u>	<u>(805,937)</u>	<u>(515)</u>	<u>(453,350)</u>
e. Add'l. TM TIPS Copies	<u>(44)</u>	<u>(2,640)</u>	<u>(32)</u>	<u>(1,920)</u>	<u>0</u>	<u>0</u>
f. TM Soroungue Scenes	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
g. TM Sample CCT's	<u>(3)</u>	<u>(600)</u>	<u>(1)</u>	<u>(200)</u>	<u>(2)</u>	<u>(400)</u>
h. Floppy Disks	<u>(184)</u>	<u>(6,080)</u>	<u>(37)</u>	<u>(1,810)</u>	<u>(14)</u>	<u>(1,400)</u>
3. Miscellaneous	<u>25</u>	<u>115,620</u>	<u>18</u>	<u>43,866</u>	<u>0</u>	<u>85,190</u>
4. Accession Aids		<u>850</u>		<u>1,111</u>		<u>11,727</u>
5. Postage Charges (Non-US)		<u>10,859</u>		<u>9,088</u>		<u>5,539</u>
6. Sales Tax		<u>13,516</u>		<u>15,638</u>		<u>2,886</u>
7. Subtotal (#1-#6)	<u>6,159</u>	<u>2,177,760</u>	<u>5,250</u>	<u>2,050,860</u>	<u>8,677</u>	<u>2,175,312</u>
8. Acquisition Charges and Cloud Cover Surcharges	<u>2,699</u>	<u>193,600</u>	<u>2,366</u>	<u>166,925</u>	<u>2,809</u>	<u>237,795</u>
9. TOTAL LANDSAT SHPD. SALES	<u>8,858</u>	<u>2,371,360</u>	<u>7,616</u>	<u>2,217,785</u>	<u>11,486</u>	<u>2,413,107</u>
10. Sales Returns/Allowances		<u>\$ 72,721</u>		<u>\$ 85,392</u>		<u>\$ 38,137</u>
11. Reimbursable Work-In- Process (End-of-Quarter)		<u>\$ 332,989</u>		<u>\$ 246,964</u>		<u>\$ 213,390</u>
12. Average Order Turnaround Time for Std. Photo. and Digital Products		<u>8 days</u>		<u>7 days</u>		<u>9 days</u>

**REMARKS:**

Item #2.a. for "Current Quarter" includes 1,143 HDT-A's for \$685,800; "Last Quarter" includes 1,091 HDT-A's for \$654,600, and "Quarter Last Year" includes 1,238 HDT-A's for \$742,800.  
 Item #10 are product returns/allowances only.  
 Item #11 for "Current Quarter" includes \$160,210 for retrospective CCTs/shipping charges and excludes service charges.

EROS DATA CENTER  
 LANDSAT CUSTOMER PROFILES  
 JULY-SEPTEMBER 1987

IMAGERY PRODUCTS

CATEGORY	Items	Item Percent	Dollars	Dollar Percent
Federal Government	2,763	72%	371,770	66%
U.S.G.S.	(321)	(8)%	(20,200)	(3)%
Other Federal	(2,442)	(64)%	(351,570)	(63)%
State/Local Government	19	1%	4,010	1%
Academia	80	2%	14,790	3%
Industrial	379	10%	66,330	12%
Individual	29	1%	5,660	1%
Non-U.S.	539	14%	97,080	17%
<b>TOTAL</b>	<b>3,809</b>	<b>100%</b>	<b>\$559,640</b>	<b>100%</b>

DIGITAL PRODUCTS

CATEGORY	Items	Item Percent	Dollars	Dollar Percent
Federal Government	1,566	68%	1,013,865	69%
U.S.G.S.	(41)	(2)%	(38,610)	(3)%
Other Federal	(1,525)	(66)%	(975,255)	(66)%
State/Local Government	54	2%	44,730	3%
Academia	79	3%	61,300	4%
Industrial	436	19%	206,480	14%
Individual	-3	0%	-990	0%
Non-U.S.	193	8%	151,890	10%
<b>TOTAL</b>	<b>2,325</b>	<b>100%</b>	<b>\$1,477,275</b>	<b>100%</b>

LANDSAT STATISTICAL SUMMARY

	FY 86 1ST QTR.	FY 86 2ND QTR.	FY 86 3RD QTR.	FY 86 4TH QTR.	FY 86 TOTAL	FY 87 1ST QTR.	FY 87 2ND QTR.	FY 87 3RD QTR.	FY 87 4TH QTR.	FY 87 TOTAL
Frames in EDC Data Base <sup>1</sup>	2,343,794	2,294,579 <sup>3</sup>	2,341,271	2,402,849	2,402,849	2,442,555	2,485,824	2,537,441	2,589,793	2,589,793
Revenue <sup>1</sup>	\$1,937,924	\$1,430,990	\$2,397,575	\$2,413,107	\$8,179,596	\$1,967,487	\$1,527,659	\$2,217,785	\$2,371,360	\$8,084,291
Imagery	\$ 429,434	\$ 308,474	\$ 489,210	\$ 788,670	\$2,015,788	\$ 452,510	\$ 326,380	\$ 411,590	\$ 559,640	\$1,750,120
Digital	\$1,067,445	\$ 985,210	\$1,542,345	\$1,281,300	\$4,876,300	\$1,416,020	\$1,057,810	\$1,569,567	\$1,477,275	\$5,520,672
Accession Aids	\$ 3,143	\$ 36,176	\$ 8,026	\$ 11,727	\$ 59,072	\$ 29,132	\$ 10,679	\$ 1,111	\$ 850	\$ 41,772
Miscellaneous	\$ 19,377	\$ 10,505	\$ 47,304	\$ 93,615	\$ 170,801	\$ 31,775	\$ 88,240	\$ 68,592	\$ 139,995	\$ 328,602
Acquisition Charges/ Cloud Cover Surcharges	\$ 418,525	\$ 90,625	\$ 310,690	\$ 237,795	\$1,057,635	\$ 38,050	\$ 44,550	\$ 166,925	\$ 193,600	\$ 443,125
Items Shipped/Acquisitions <sup>1</sup>	8,779	4,107	8,188	11,486	32,560	5,978	4,175	7,616	8,858	26,627
Imagery Frames	6,272	2,529	3,479	6,781	19,061	3,234	2,348	2,997	3,809	12,388
Digital Items	1,559	1,339	2,306	1,896	7,100	1,923	1,359	2,235	2,325	7,842
Miscellaneous	4	0	8	0	12	-4	33	18	25	72
Acquisitions	944	239	2,395	2,809	6,387	825	435	2,366	2,699	6,325
Customer Contacts <sup>2</sup>	10,260	10,384	9,626	9,331	39,601	10,521	9,280	10,040	9,197	39,038
Orders Processed <sup>2</sup>	4,179	3,539	4,548	4,703	16,969	5,341	3,773	4,850	4,383	18,347

FY 1987

Profile of Landsat Imagery Products  
(Based on Dollars)

Federal Government	57%
State/Local Government	3%
Academia	4%
Industrial	15%
Individuals	2%
Non-U.S. <sup>6</sup>	19%

Type of Landsat Business<sup>4</sup>

Imagery B/W Frames	60%
Imagery Color Frames	40%
Imagery B/W Dollars	62%
Imagery Color Dollars	38%

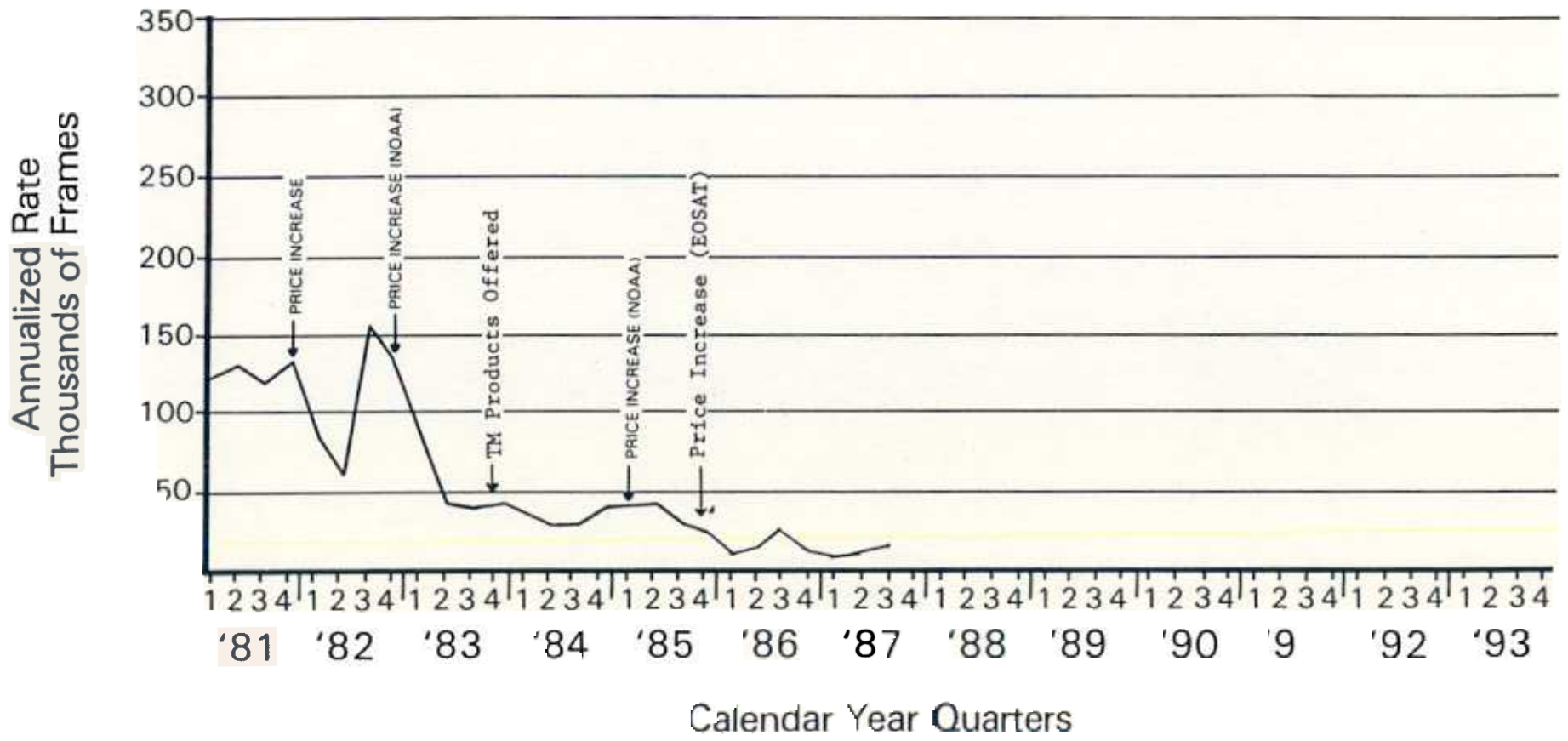
Profile of Landsat Digital Products  
(Based on Dollars)

Federal Government	54%
State/Local Government	2%
Academia	4%
Industrial	20%
Individual	0%
Non-U.S. <sup>6</sup>	20%

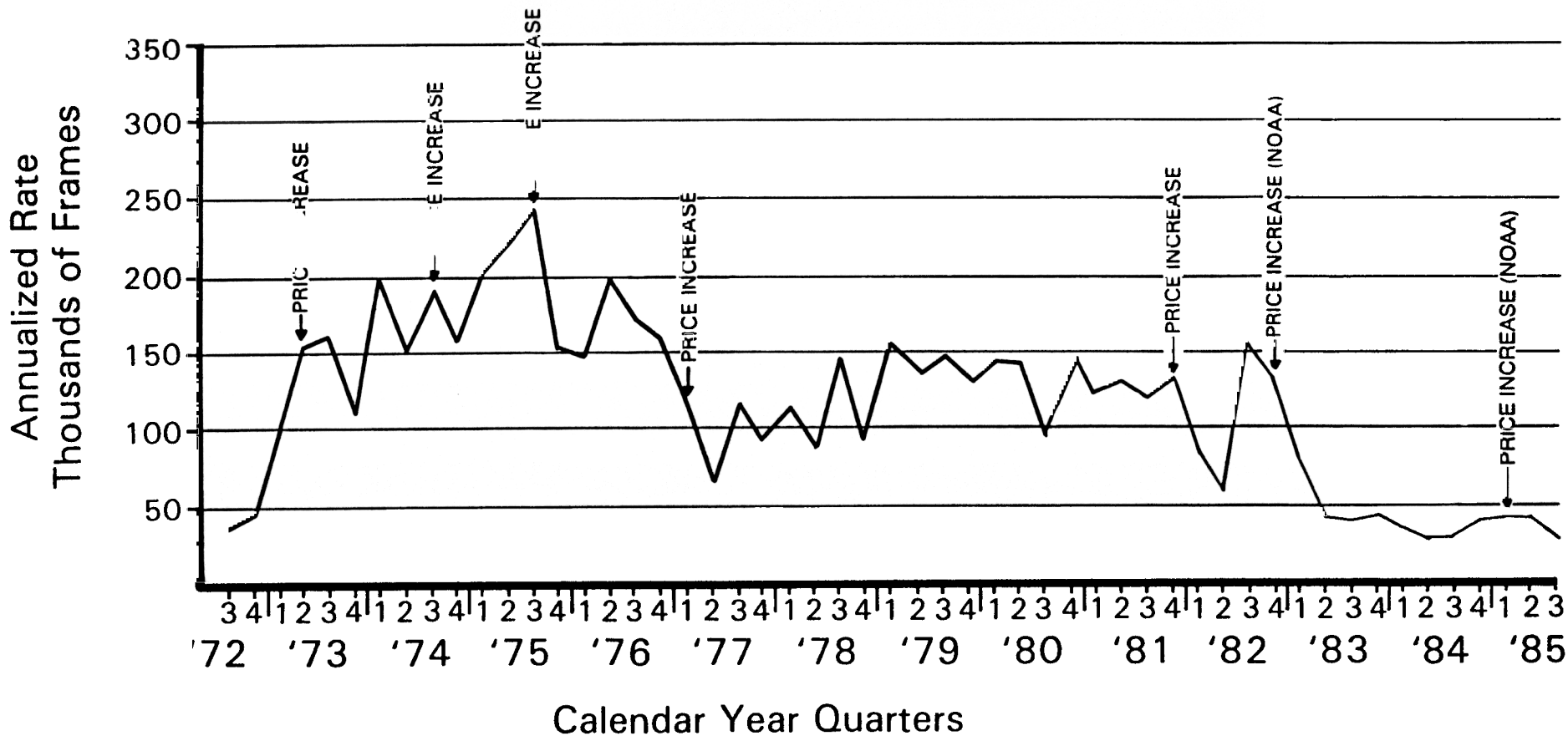
- <sup>1</sup> Landsat only  
<sup>2</sup> Includes Aircraft and Other Data  
<sup>3</sup> Reduction due to duplicate set of numbers reported previously

- <sup>4</sup> Excludes TM Scrounge imagery  
<sup>5</sup> Based on billing address, not geographic coverage

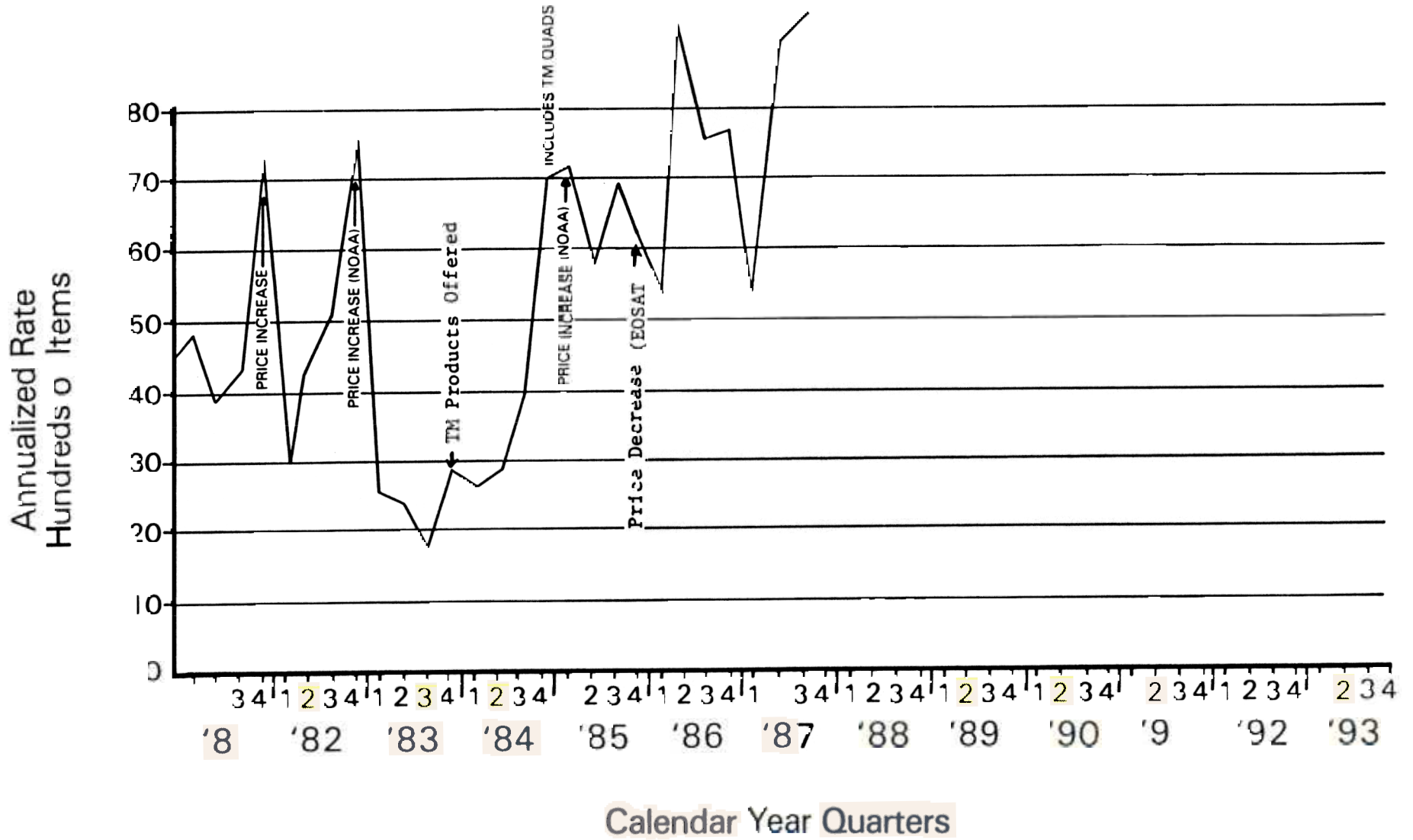
# Sale of Landsat Imagery Frames



# Sale of Landsat Imagery Frames

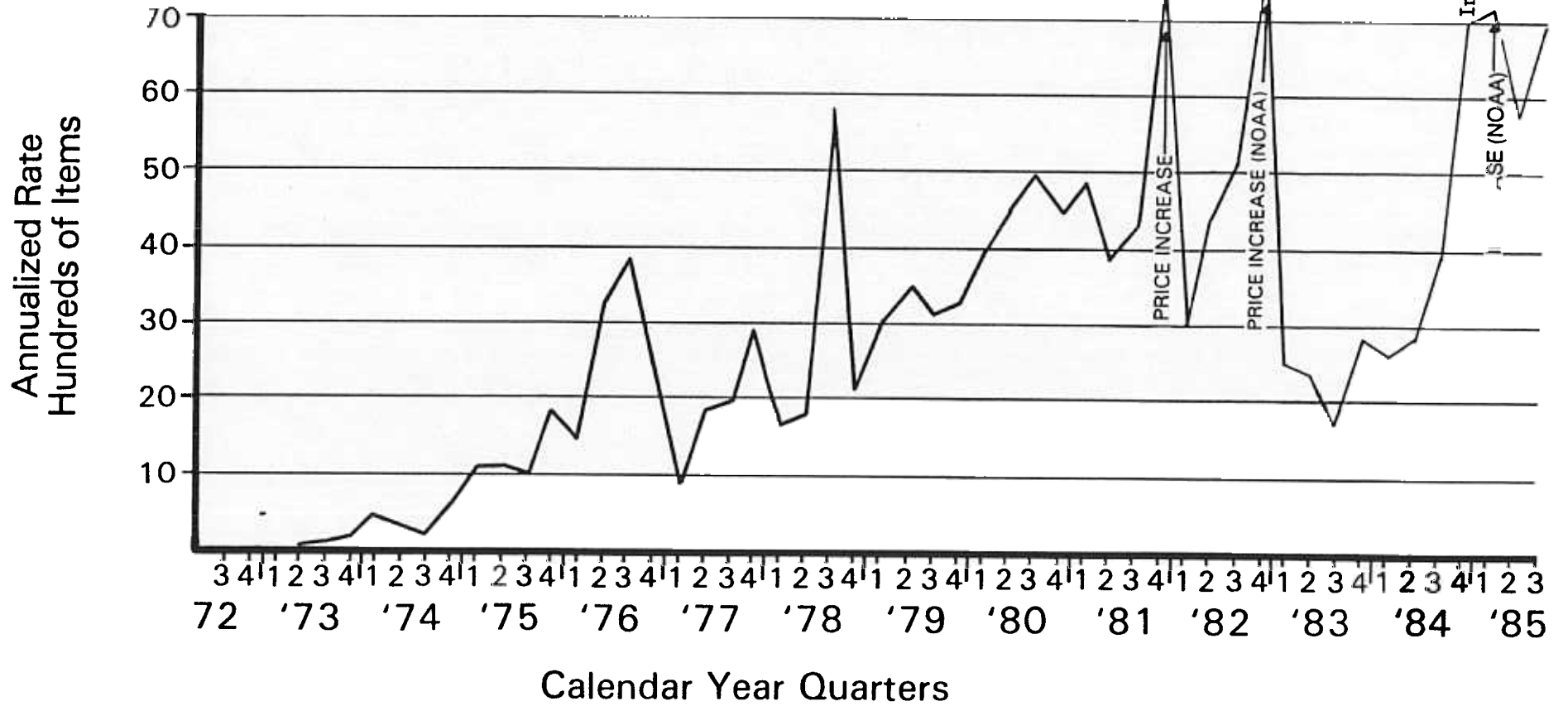


# Sale of Landsat Digital Products





### Sale of Landsat Digital Products



Section V

Monthly Statistics

## Monthly Statistics

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EROS DATA CENTER  
 CONSOLIDATED MONTHLY BUSINESS REPORT  
 SEPTEMBER 1987- FY87 YEAREND

I REIMBURSABLE RECEIPTS (Other Federal & Non-Fed)	SEPT ITEMS	SEPT DOLLARS	FY 87 YEAREND ITEMS	FY 87 YEAREND DOLLARS
Aircraft Imagery	776	\$16,751	75,682	\$1,077,379
(Includes SLAR Strips)	(8)	(265)	(247)	(9,339)
Aircraft Accession Aids	-	450	-	5,121
Other Satellite Imagery	-1	-24	938	28,624
Miscellaneous Products	6	265	2,014	109,862
(Includes SLAR Mosaics)	(14)	(1,295)	(637)	(37,081)
Digitizing	0	0	0	0
Geometric Registration	1	880	3	2,384
Topographic Processing	0	0	0	0
Color FIRE Runs	7	675	21	4,575
CIPS Miscellaneous	2	489	16	4,905
NDCDB Digital Products	53	3,800	2,102	232,475
NDCDB Digital Charges	12	300	421	10,620
Miscellaneous Services	0	0	124	18,600
NURE Data	0	0	89	7,440
REIMBURSABLE TOTAL	856	\$23,586	81,410	\$1,501,985
II PRODUCTS AND SERVICES SUPPLIED TO THE USGS	SEPT ITEMS	SEPT DOLLARS*	FY 87 ITEMS	FY 87 DOLLARS*
Aircraft Imagery	2,672	\$18,869	62,512	\$461,300
(Includes SLAR Strips)	(0)	(0)	(64)	(2,116)
Aircraft Accession Aids	-	0	--	243
Other Satellite Imagery	0	0	376	3,269
Miscellaneous Products	797	13,953	13,472	220,157
(Includes SLAR Mosaics)	(0)	(0)	(454)	(31,629)
Digitizing	2	2,353	16	96,418
Geometric Registration	6	8,311	27	26,751
Topographic Processing	1	104	19	2,840
Color FIRE Runs	461	34,575	1,270	95,475
CIPS Miscellaneous	29	7,662	172	35,154
NDCDB Digital Products	0	0	51	4,440
NDCDB Digital Charges	0	0	15	375
Miscellaneous Services	0	0	0	0
NURE Data	0	0	2	160
SURVEY TOTAL	3,968	\$85,827	77,932	\$946,582

\*Calculated at equivalent EDC prices

(cont'd.)

EROS DATA CENTER  
 CONSOLIDATED MONTHLY BUSINESS REPORT (cont'd.)  
 SEPTEMBER 1987 - FY 1987 YEAREND

III. LANDSAT SHIPPED SALES	SEPT ITEMS	SEPT DOLLARS	FY 87 YEAREND ITEMS	FY 87 YEAREND DOLLARS
-----	-----	-----	-----	-----
Imagery Products	640	\$95,040	12,388	\$1,750,120
Digital Products	429	291,590	7,842	5,520,672
Accession Aids	N/A	300	N/A	41,772
Misc. Products	12	30,612	72	328,602
	-----	-----	-----	-----
LANDSAT PRODUCTS TOTAL	1,081	\$417,542	20,302	\$7,641,166
Acquisition Charges/Cloud Cover Surcharges	492	25,300	6,325	443,125
	-----	-----	-----	-----
LANDSAT TOTAL	1,573	\$442,842	26,627	\$8,084,291
 GRAND TOTAL	 6,397	 \$552,255	 185,969	 \$10,532,858

NOTE "Digital Products" for September includes 262 HDT-A's for \$157,200  
 "Digital Products" for FY 87 includes 2,749 HDT-A's for \$1,649,400

EROS DATA CENTER  
 AIRCRAFT IMAGERY CUSTOMER PROFILE  
 SEPTEMBER 1987

Category (Excludes Survey) -----	Frames -----	Frames Percent -----	Dollars -----	Dollars Percent -----
Other Federal Government	219	28%	3,714	22%
State/Local Government	80	11%	863	5%
Academia	47	6%	987	6%
Industry	336	43%	9,403	56%
Individual	86	11%	1,720	10%
Non-U.S	8	1%	64	1%
Total	----- 776	----- 100%	----- 16,751	----- 100%

Category (Includes Survey) -----	Frames -----	Frames Percent -----	Dollars -----	Dollars Percent -----
Federal Government	2,891	84%	22,583	64%
USGS	(2,672)	(78%)	(18,869)	(53%)
Other Federal	(219)	(6%)	(3,714)	(11%)
State/Local Government	80	2%	863	2%
Academia	47	1%	987	3%
Industry	336	10%	9,403	26%
Individual	86	3%	1,720	5%
Non-U.S	8	0%	64	0%
Total	----- 3,448	----- 100%	----- 35,620	----- 100%

-----

AME

27,144

EN

5,608,979

EMS

CHG

EMS

509

42,160

TO

EROS DATA CENTER  
LANDSAT PRODUCT SUMMARY

DATE COMPLETED: September 28, 1987

MONTH: SEPTEMBER 1987

PRODUCTS/SERVICES/CHARGES	CURRENT MONTH		MONTH LAST YEAR	
	Items	Dollars	Items	Dollars
1. Imagery Products	<u>640</u>	<u>95,040</u>	<u>3,118</u>	<u>369,390</u>
a. MSS/RBV	<u>(442)</u>	<u>(45,560)</u>	<u>(2,769)</u>	<u>(289,270)</u>
b. TM TIPS	<u>(197)</u>	<u>(49,380)</u>	<u>(349)</u>	<u>(80,120)</u>
c. TM Scrounge	<u>(1)</u>	<u>(100)</u>	<u>0</u>	<u>0</u>
2. Digital Products	<u>429</u>	<u>291,590</u>	<u>425</u>	<u>289,320</u>
a. MSS/RBV Scenes	<u>(312)</u>	<u>(190,200)</u>	<u>(311)</u>	<u>(187,020)</u>
b. Add'l. MSS Copies	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
c. MSS Sample CCT's	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
d. TM TIPS Quads	<u>(101)</u>	<u>(100,650)</u>	<u>(114)</u>	<u>(102,300)</u>
e. Add'l. TM TIPS Copies	<u>(4)</u>	<u>(240)</u>	<u>0</u>	<u>0</u>
f. TM Scrounge Scenes	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
g. TM Sample CCT's	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
h. Floppy Disks	<u>(12)</u>	<u>(500)</u>	<u>0</u>	<u>0</u>
3. Miscellaneous	<u>12</u>	<u>27,441</u>	<u>0</u>	<u>5,553</u>
4. Accession Aids		<u>300</u>		<u>9,767</u>
5. Postage Charges (Non-US)		<u>1,052</u>		<u>1,168</u>
6. Sales Tax		<u>2,119</u>		<u>212</u>
7. Subtotal (#1-#6)	<u>1,081</u>	<u>417,542</u>	<u>3,543</u>	<u>675,410</u>
8. Acquisition Charges and Cloud Cover Surcharges	<u>492</u>	<u>25,300</u>	<u>676</u>	<u>49,500</u>
9. TOTAL LANDSAT SHPD. SALES	<u>1,573</u>	<u>442,842</u>	<u>4,219</u>	<u>724,910</u>
10. Sales Returns/Allowances		<u>\$ 14,192</u>		<u>\$ 41,790</u>
11. Reimbursable Work-In- Process (End-of-Month)		<u>\$ 332,989</u>		<u>\$ 213,390</u>
12. Average Order Turnaround Time for Std. Photo. and Digital Products		<u>9 days</u>		<u>10 days</u>

REMARKS:

Item 1.a. for "Month Last Year" includes several very large orders.  
 Item 2.a. for "Current Month" includes 262 HDT-A's for \$157,200.  
 Item 2.a. for "Month Last Year" includes 304 HDT-A's for \$182,400.  
 Item #10 for "Current Month" are product returns/allowances only.  
 Item #11 for "Current Month" includes \$160,210 for retrospective CCT's/  
 shipping charges and taxes and excludes service charges.



EROS DATA CENTER  
 LANDSAT CUSTOMER PROFILE  
 SEPTEMBER 1987

IMAGERY PRODUCTS

CATEGORY	Items	Items Percent	Dollars	Dollars Percent
-----	-----	-----	-----	-----
Federal Government	395	61%	57,130	60%
U.S.G.S.	(73)	(11%)	(3,720)	(4%)
Other Federal	(322)	(50%)	(53,410)	(56%)
State/Local Government	2	0%	800	1%
Academia	16	3%	1,550	2%
Industrial	83	13%	11,010	
Individual	4	1%	1,350	1%
Non-U.S	140	22%	23,200	24%
<b>TOTAL</b>	----- 640	----- 100%	----- \$95,040	----- 100%

DIGITAL PRODUCTS

CATEGORY	Items	Items Percent	Dollars	Dollars Percent
-----	-----	-----	-----	-----
Federal Government	342	80%	31,360	80%
U.S.G.S.	(11)	(3%)	(10,560)	(4%)
Other Federal	(331)	(77%)	(220,800)	(76%)
State/Local Government	7	2%	4,620	1%
Academia	10	2%	8,250	3%
Industrial	30	7%	25,080	9%
Individual	1	0%	1,650	
Non-U.S	39	9%	20,630	7%
<b>TOTAL</b>	----- 429	----- 100%	----- \$291,590	----- 100%

EOSAT LANDSAT SHIPPED SALES  
OCTOBER 1985 THROUGH SEPTEMBER 1987

-----

IMAGERY PRODUCTS	31,449 ITEMS	\$3,765,908	(23)%
DIGITAL PRODUCTS	14,942 ITEMS	10,396,972	(64)%
ACCESSION AIDS	N.A.	100,844	(1)%
MISCELLANEOUS	84 ITEMS	499,403	(3)%
ACQUISITION CHARGES & CLOUD COVER SURCHARGES	12,712 ITEMS -----	1,500,760 -----	(9)% -----
GRAND TOTAL	59,187 ITEMS	\$16,263,887	(100)%

Miscellaneous includes postage charges & sales tax.

NOAA LANDSAT SHIPPED SALES  
OCTOBER 1982 THROUGH SEPTEMBER 1985

-----

IMAGERY PRODUCTS	119,730 ITEMS	\$6,284,279	(22)%
DIGITAL PRODUCTS	11,647 ITEMS	6,073,638	(22)%
ACCESSION AIDS	N.A.	72,297	(0)%
ACQUISITION CHARGES & CLOUD COVER SURCHARGES	62,486 ITEMS -----	15,535,855 -----	(56)% -----
GRAND TOTAL	193,863 ITEMS	\$27,966,069	(100)%

# NATIONAL HIGH ALTITUDE PHOTOGRAPHY (NHAP) EDC MONTHLY ACTIVITY REPORT

SEPTEMBER 1987

ACTIVITY	FY 1986 THROUGH SEPTEMBER	TOTAL CURRENT MONTH SEPTEMBER	FY 1987 THROUGH SEPTEMBER
NUMBER OF FRAMES RECEIVED			
Black and White	19,038	1,047	16,298
Color Infrared	28,488	1,910	23,267
TOTAL	<u>47,526</u>	<u>2,957</u>	<u>39,565</u>
NUMBER OF MASTER FRAMES DUPLICATED			
Black and White	22,396	2,376	17,844
Color Infrared	38,299	1,719	22,068
TOTAL	<u>60,695</u>	<u>4,095</u>	<u>39,912</u>
COSTS TO EDC FOR DUPLICATION	\$296,982	\$17,442	\$185,960
NUMBER OF FRAMES SOLD			
Black and White	48,311	2,347	54,316
Color Infrared	33,295	814	24,639
TOTAL	<u>81,606</u>	<u>3,161</u>	<u>78,955</u>
NHAP PARTICIPANT PURCHASES			
BIA	252	0	4,571
BLM	20,910	0	6,014
CENSUS BUREAU	12,213	0	615
COE	140	0	140
DMA	6,150	0	4,134
FS	53,708	0	35,939
F&WS	26,784	0	12,151
NOAA	365	0	76
NPS	554	0	463
OSM	0	0	268
SCS	4,352	0	6,498
TVA	1,893	448	11,028
USGS	2,902	92	4,026
TOTAL	<u>210,797</u>	<u>18,378</u>	<u>231,610</u>
TOTAL PARTICIPANT PURCHASES	\$341,020	\$ 18,918	\$317,533
PURCHASES BY ALL OTHERS	\$643,610	\$ 9,653	\$629,195
REVENUE FROM FRAMES SOLD			
Black and White	Not Avail.	\$ 15,899	\$398,049
Color Infrared	Not Avail.	12,672	548,679
TOTAL	<u>\$984,630</u>	<u>\$ 28,571</u>	<u>\$946,728</u>

SLAR Orders

Month SEPTEMBER

Sept. 23, 1987

USER CATEGORY	NO. OF ORDERS	CONTERMINOUS U.S.				
		TYPE ITEM	NO. OF ITEMS	LOCATION OF DATA	DOLLAR VALUE	
GOVERNMENT	0					
EDUCATIONAL	2	Mosaic	1	PDPA	\$ 100.00	
		Strip	4	PDPA	135.00	
		"	2	RFPA	70.00	
PERSONAL	1	Diazo	2	CAPA	14.00	
		"	4	SAPA	28.00	
INDUSTRY	5	Mosaic	1	FWPA	85.00	
		"	1	MAPA	85.00	
		"	1	NECPA	85.00	
		"	2	SSPA	170.00	
			Strip	3	APPAS	90.00
			"	2	SSPA	70.00
TOTALS FOR MONTH	8		23		\$ 932.00	
Prepared by Rose Tyrrell						

MAIN IMAGE FILE STATISTICS REPORT  
DATA MANAGEMENT  
As of September 29, 1987

AERIAL PHOTOGRAPHY HOLDINGS

DEPARTMENT OF INTERIOR  
(USDI)

	<u>ROLLS</u>	<u>FRAMES</u>	<u>ACCESSIONS</u>	<u>MICROFILM</u>
*1 USGS	16,859	2,516,011	70,835	81
*1 NHAP	2,773	487,146	1,265	--
4 BLM	625	124,932	763	--
2 BR	301	60,232	722	--
L NPS	59	8,635	1,318	--
3 BIA	37	7,421	59	--
TOTALS:	<u>20,654</u>	<u>3,204,377</u>	<u>74,962</u>	<u>81</u>

DEPARTMENT OF DEFENSE (DOD)

A AMS	1,680	213,873	538	--
B USAF	3,370	326,555	13,556	--
C USN	6,244	426,652	3,349	--
N COE	81	22,915	4,247	--
TOTALS:	<u>11,375</u>	<u>989,995</u>	<u>21,690</u>	

NASA

5 AMES	3,498	473,219	95,549	237
6 JSC	7,622	1,009,807	67,570	560
9 ERIM	280	35,245	--	--
D WI	867	69,212	--	--
F KSC	225	13,247	--	--
R MSFC	41	7,723	1,274	4
TOTALS:	<u>12,533</u>	<u>1,608,453</u>	<u>164,393</u>	<u>801</u>

OTHER AGENCIES

E SDSU	13	536	--	--
P EDC	13	1,889	290	3
H MISC	595	59,608	1,267	50
T EPA	532	92,260	12,173	--
TOTALS:	<u>1,153</u>	<u>154,293</u>	<u>13,730</u>	<u>53</u>

AERIAL PHOTOGRAPHY

TOTALS:	45,715	5,957,118	274,775	935
---------	--------	-----------	---------	-----

\*DI033/COUNTUSGS reports 19,022 USGS/NHAP rolls held at EDC and 610 non-EDC held rolls.

MAIN IMAGE FILE STATISTICS REPORT  
DATA MANAGEMENT  
As of September 29, 1987

<u>LANDSAT DATA HOLDINGS</u>	<u>FILM ROLLS</u>	<u>FRAMES</u>
8:NASA-LANDSAT (70mm FILM)	7,708	1,342,187
Y:NASA-TM LNDST (TIPS 9x9 chips)	2,424	151,932
8:NASA-LANDSAT (9x9 chips-LS1,2,3)	4,457	579,971
8:NASA-LANDSAT (9x9 chips-LS4,5)	3,628	512,189
8:NASA-LANDSAT (9" Band 8 Film)	97	3,514
TOTAL:	<u>18,314</u>	<u>2,589,793</u>

	<u>MSS/RBV SCENES</u>	<u>TM SCENES</u>
Landsat 1	145,857	
Landsat 2	185,114	
Landsat 3	236,644	
Landsat 4	38,819	1,770*
Landsat 5	121,293	104,899**
TOTAL EDC SCENES (ACCESSIONS):	<u>727,727</u>	<u>106,669</u>

	<u>LGSOWG SCENES</u>
8B Landsat/Brazil	79,266
8D Landsat/Italy	357,727
8C Landsat/Canada	415,708
8F Landsat/So. Africa	45,723
8E Landsat/Earthnet	366,334
8G Landsat/Australia	136,712
8H Landsat/Argentina	10,790
8J Landsat/Japan	108,991
8M Landsat/Maspalomas	16,893
TOTAL LGSOWG SCENES (ACCESSIONS):	<u>1,538,144</u>

	<u>Color Composites</u>	<u>TM Color Composites</u>	<u>Full Scene CCT's at EDC</u>	<u>Quadrant TM CCT's</u>
Landsat 1	5,486		27,388	
Landsat 2	7,276		14,310	
Landsat 3	2,737		1,668	
Landsat 4	471	97	--	1,358
Landsat 5	1,317	1,141	--	17,493
TOTAL:	<u>17,287</u>	<u>1,238</u>	<u>43,366</u>	<u>18,851</u>

	<u>CASSETTES</u>	<u>MICROFRAMES</u>
8:NASA-LANDSAT (CB microfilm)	551	577,039
VARIABLE (CD MICROFICHE) MSS & TM	96	1,920

(TM) = AGENCY Y - TM IMAGE PROCESSING SYSTEM (TIPS)

\* Number of TM Landsat 4 scenes archived at EDC = 1,269  
\*\* Number of TM Landsat 5 scenes archived at EDC = 17,962

MAIN IMAGE FILE STATISTICS REPORT  
 DATA MANAGEMENT  
 As of September 29, 1987

<u>SPACE DATA HOLDINGS</u>	<u>ROLLS</u>	<u>FRAMES</u>	<u>ACCESSIONS</u>	<u>MICROFILM</u>
SKYLAB II, III, IV:	634	44,845	38,765	31
APOLLO/GEMINI/ APOLLO-SOYUZ	127	18,362	478	7
SHUTTLE	415	41,670	0	29
<hr/>				
TOTAL SPACE DATA HOLDINGS:	1,176	104,877	39,243	67
*TOTAL LANDSAT DATA HOLDINGS:	18,314	2,589,793	2,372,540	647
TOTAL AERIAL PHOTO HOLDINGS:	<u>45,715</u>	<u>5,957,118</u>	<u>274,775</u>	<u>935</u>
**EDC HOLDINGS GRAND TOTAL:	65,205	8,651,788	2,686,558	1,646

\*The "ACCESSIONS" category includes "MSS/RBV SCENES", "TM SCENES", and "LGSOWG SCENES".

\*\*EDC HOLDINGS GRAND TOTAL is a combined total of AERIAL PHOTOGRAPHY, LANDSAT and SPACE DATA.



CHEMICAL MANAGEMENT SYSTEM COST SAVINGS CHART

September 1987

CHEMICAL	EFFICIENCY %	GALLONS REGENERATED	GALLONS FRESH MIXED	GALLONS DESILVERED & DUMPED	CHEMICAL COST SAVINGS	ESTIMATED SILVER RECOVERED		COMBINED DOLLAR SAVINGS
						TROY OZ	VAL. @ \$7.63	
RAPID FIX	48	75	80	0	\$ 116	27.3	\$ 208	\$ 324
EK 885 FIX HOUSTON	100	240	0	0	307	37.8	289	596
EK 885 FIX 11CM's	92	225	20	0	342	127.8	975	1,317
EK EA-5 FIX	N/A	N/A	240	150	N/A	26.7	204	204
EK R-3 BLEACH/FIX	N/A	N/A	275	200	N/A	50.1	382	382
EK EA-5 BLEACH	81	220	50	N/A	1,386	N/A	N/A	1,386
EK EP-2 BLEACH/FIX	N/A	N/A	25	0	N/A	0	0	0
WASTE FIX	N/A	N/A	N/A	160	N/A	16	122	122
TOTAL	84	760	690	510	\$2,151	285.7	\$2,180	4,331
								GRAND TOTAL

PROCESSING CHEMICAL COSTS

MONTH OF September 1987

PROCESS	TOTAL COST OF MIXED CHEMICALS, DOLLARS	TOTAL AMOUNT OF FILM OR PAPER PROCESSED, FT. <sup>2</sup>	PROCESSING COST \$/FT <sup>2</sup>
EASTMAN KODAK 885 11CM's	639.27	7,362	.087
B/W Microfilm	-0-	-0-	-0-
HOUSTON	824.77	16,066	.051
B/W HOPE	246.36	10,280	.024
EA-5	2,647.22	4,988	.531
C-22	1,079.49	1,900	.568
R-3	1,932.80	17,641	.110
HOPE 222	143.47	1,429	.100
E-6	125.40	543	.231
CRONAFLEX	183.66	2,086	.088
TOTAL	\$ 7,822.44	62,295 FT <sup>2</sup>	AVG. COST PER FT. <sup>2</sup> \$ .126

Section VI

Turnaround Summaries for FY 1987

UNITED STATES GOVERNMENT

# Memorandum

**TO :** Chief, Data Production and  
Distribution Branch

**DATE:** October 9, 1987

**FROM :** Quality Assurance Manager

**SUBJECT:** Aerial Photography Turnaround Summary for FY 1987

The following is a summary of turnaround times for aerial photogaphy standard products ordered and completed during FY 1987 accompanied by FY 1986 figures for comparison purposes. The data source for this report is the monthly MRO 62-1, "Standard Aircraft Turnaround Time" listing. This report does not include orders or turnaround time totals for diapositive products.

	FY 1987		FY 1986	
	# of Cust. Orders	Avg. T/A Time	# Cust. Orders	Avg. T/A Time
Oct.	1,427	21	1,388	14
Nov.	998	20	644	11
Dec.	906	13	930	14
Jan.	605	10	587	9
Feb.	609	9	556	8
Mar.	682	8	441	13
Apr.	692	13	662	18
May	907	11	680	18
Jun.	906	11	626	18
Jul.	1,067	11	728	15
Aug.	688	11	571	14
Sep.	221	15	269	19

	FY 1987	FY 1986
Total Number of Orders	4,772	3,208
Monthly Average Orders	398	267
Avg. Turnaround Time	12 days	16 days
Avg. Turnaround Time for Major Product Lines:		
9-inch B/W Paper	12 days	14 days
9-inch Color Paper	13 days	23 days
20-inch Color Paper	9 days	15 days
40-inch Color Paper	10 days	15 days

*Terry Pfannenstien*  
Terry Pfannenstien

Distribution:

W. Draeger      R. Meyer      M. Benson  
T. Holm          G. Austin      T. Smith



Buy U.S. Savings Bonds Regularly on the Payroll Savings Plan

UNITED STATES GOVERNMENT

# Memorandum

**TO :** Distribution

**FROM :** Quality Assurance Manager

**SUBJECT:** Landsat Product Turnaround Summary for FY 1987

**DATE:** September 28, 1987

The following is a summary of turnaround times for Landsat products ordered and completed during FY 1987 with FY 1986 figures listed for comparison purposes. A Landsat order turnaround time analysis report is included as Attachment A.

	FY 1987		FY 1986	
	# of Cust. Orders	Avg. T/A Time	# Cust. Orders	Avg. T/A Time
Oct.	507	7.40	177	14.32
Nov.	246	8.22	257	7.82
Dec.	213	9.48	245	6.51
Jan.	243	6.47	188	5.75
Feb.	188	5.28	200	4.93
Mar.	287	7.26	224	5.59
Apr.	257	7.08	279	5.62
May	480	7.20	377	7.53
Jun.	658	6.59	581	7.44
Jul.	751	7.74	526	8.14
Aug.	520	7.04	456	10.27
Sep.	257	9.38	319	9.82

	FY 1987	FY 1986
Total Number of Orders	4,607	3,829
Monthly Average Orders	384	319
Avg. Turnaround Time	7.37 days	7.91 days
Standard Deviation	6.05 days	6.31 days
No. of Days to 80th% Shipped	11	11
No. of Days to 95th% Shipped	17	19
No. of Days to 98th% Shipped	22	25
% Shipped within Goal (12) Days	84%	82%

The increase in the number of orders from FY 1986 to FY 1987 was due to an increase in customer orders for digital products and a high amount of single-scene orders for the Langley project.

  
Terry Pfannenstern

Distribution:

G. Metz            R. Meyer            M. Benson            G. Austin            R. Byrnes  
R. Pohl            T. Holm            T. Smith            H. Warrnier



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EROS Data Center  
 Data Production and Distribution Branch  
 Landsat Order Turnaround Time Analysis  
 (September 19, 1986 to September 17, 1987)

<u>Number of Orders</u>	<u>Number of Days to Complete</u>	<u>Cumulative Order Total</u>	<u>Remarks</u>
739	1	739	Average turnaround - 7.37 days.
302	2	1041	
315	3	1356	Standard Deviation - 6.05 days.
256	4	1612	
316	5	1928	11 raw days to 80th percentile shipped.
392	6	2320	
457	7	2777	17 raw days to 95th percentile shipped.
320	8	3097	
192	9	3289	22 raw days to 98th percentile shipped.
240	10	3529	
160	11	3689	84% shipped in goal days.
164	12	3853	
180	13	4033	Derived from MRO61.
158	14	4191	
80	15	4271	
63	16	4334	
40	17	4374	
46	18	4420	
15	19	4435	
24	20	4459	
36	21	4495	
23	22	4518	
6	23	4524	
13	24	4537	
10	25	4547	
4	26	4551	
15	27	4566	
10	28	4576	
3	29	4579	
1	30	4580	
3	31	4583	
2	32	4585	
1	33	4586	
3	34	4589	
1	35	4590	
1	36	4591	
2	37	4593	
1	39	4594	
1	40	4595	
1	42	4596	
1	43	4597	
2	44	4599	
1	47	4600	
1	48	4601	
2	50	4603	
1	53	4604	
1	74	4605	
2	82	4607	