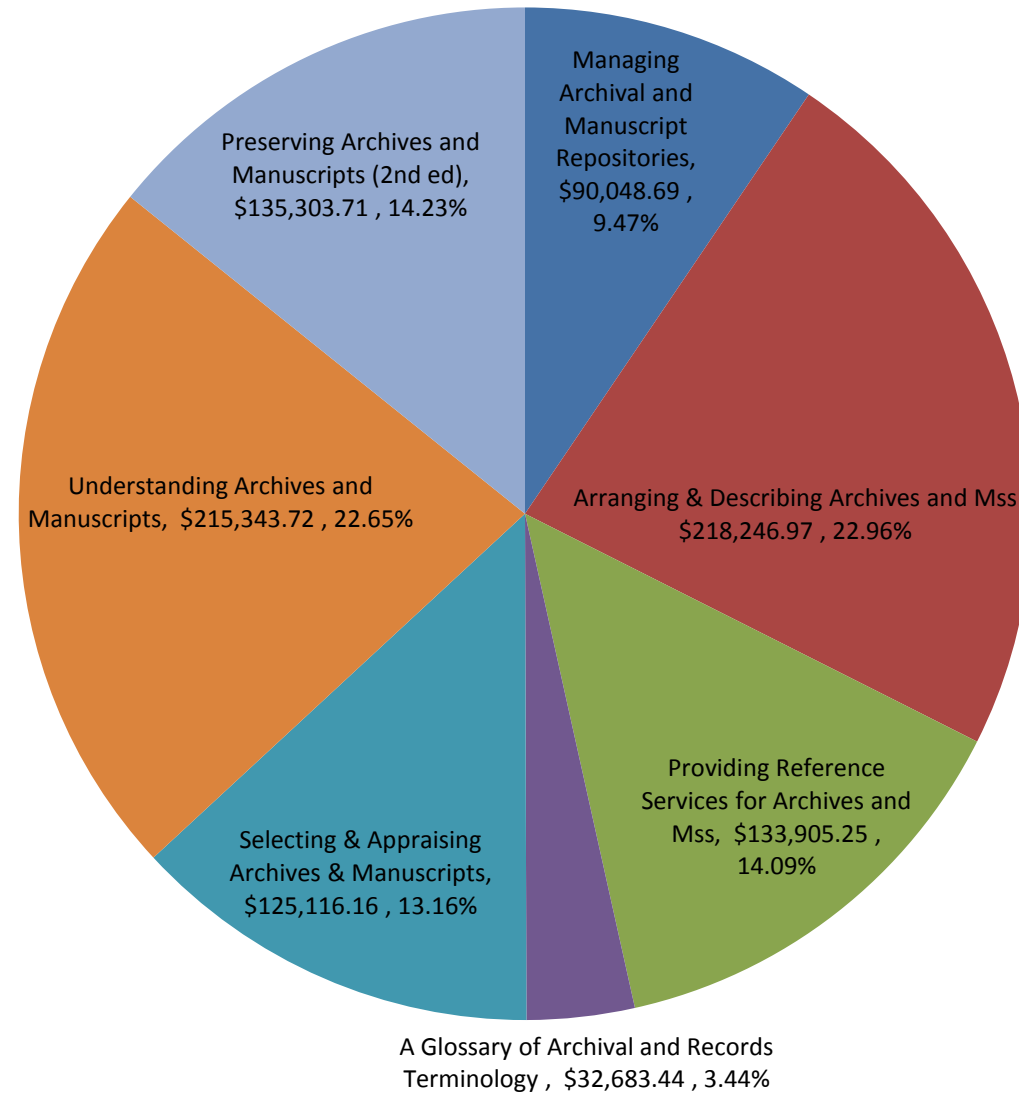


The Society of American Archivists
Archival Fundamentals Series II - Sales
April 1, 2007 thru June 30, 2014

<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories - AFS II	2004	2,404	5.06	37.46	12,164.24	90,048.69	11.42%	9.47%	9.86%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss - AFS II	2005	6,373	4.36	34.25	27,786.28	218,246.97	26.10%	22.96%	26.15%
BOOKSAA-AFS0459	Providing Reference Services for Archives and Mss- AFS II	2005	3,511	3.02	38.14	10,603.22	133,905.25	9.96%	14.09%	14.41%
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology - AFS II	2005	982	9.30	33.28	9,132.60	32,683.44	8.58%	3.44%	4.03%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts - AFS II	2005	3,263	3.64	38.34	11,877.32	125,116.16	11.16%	13.16%	13.39%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts - AFS II	2006	5,049	2.06	42.65	10,400.94	215,343.72	9.77%	22.65%	20.72%
BOOKSAA-AFS0533	Preserving Archives and Manuscripts (2nd ed) - AFS II	2010	2,788	8.79	48.53	24,506.52	135,303.71	23.02%	14.23%	11.44%
			<u>24,370</u>			<u>106,471</u>	<u>950,648</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

AFS II Revenue - April 1, 2006 thru June 30, 2014



The Society of American Archivists
Archival Fundamentals Series II - Sales
April 1, 2007 thru June 30, 2007

<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>	
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories - AFS II	2004	38	1.60	40.53	60.80	1,540.00	5.18%	9.22%	9.20%	
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss - AFS II	2005	108	1.12	40.47	120.96	4,371.15	10.31%	26.17%	26.15%	
BOOKSAA-AFS0459	Providing Reference Services for Archives and Mss- AFS II	2005	77	3.76	38.40	289.52	2,956.45	24.67%	17.70%	18.64%	
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology - AFS II	2005	31	4.63	42.23	143.53	1,309.00	12.23%	7.84%	7.51%	
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts - AFS II	2005	45	4.21	41.29	189.45	1,858.15	16.14%	11.13%	10.90%	
BOOKSAA-AFS0483	Understanding Archives and Manuscripts - AFS II	2006	114	3.24	40.92	369.36	4,665.15	31.47%	27.94%	27.60%	
BOOKSAA-AFS0533	Preserving Archives and Manuscripts (2nd ed) - AFS II	2010	-	-	-	-	-	0.00%	0.00%	0.00%	
			<u>413</u>				<u>1,174</u>	<u>16,700</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

The Society of American Archivists
Archival Fundamentals Series II - Sales
July 1, 2007 thru June 30, 2008

<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>	
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories - AFS II	2004	351	3.07	38.93	1,077.57	13,664.41	11.21%	9.91%	10.05%	
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss - AFS II	2005	938	1.13	38.12	1,059.94	35,753.80	11.03%	25.93%	26.86%	
BOOKSAA-AFS0459	Providing Reference Services for Archives and Mss- AFS II	2005	489	3.87	37.83	1,892.43	18,498.87	19.69%	13.42%	14.00%	
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology - AFS II	2005	222	4.66	37.40	1,034.52	8,302.76	10.76%	6.02%	6.36%	
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts - AFS II	2005	494	2.60	38.93	1,284.40	19,231.49	13.36%	13.95%	14.15%	
BOOKSAA-AFS0483	Understanding Archives and Manuscripts - AFS II	2006	998	3.27	42.52	3,263.46	42,433.29	33.95%	30.77%	28.58%	
BOOKSAA-AFS0533	Preserving Archives and Manuscripts (2nd ed) - AFS II	2010	-	-	-	-	-	0.00%	0.00%	0.00%	
			<u>3,492</u>				<u>9,612</u>	<u>137,885</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

The Society of American Archivists
Archival Fundamentals Series II - Sales
July 1, 2008 thru June 30, 2009

<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>	
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories - AFS II	2004	420	3.07	35.03	1,289.40	14,713.05	11.76%	12.83%	11.23%	
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss - AFS II	2005	1,001	1.56	13.89	1,561.56	13,907.38	14.25%	12.13%	26.76%	
BOOKSAA-AFS0459	Providing Reference Services for Archives and Mss- AFS II	2005	664	4.13	37.72	2,742.32	25,043.15	25.02%	21.84%	17.75%	
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology - AFS II	2005	286	4.62	22.87	1,321.32	6,539.91	12.06%	5.70%	7.65%	
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts - AFS II	2005	646	2.58	38.40	1,666.68	24,807.84	15.21%	21.64%	17.27%	
BOOKSAA-AFS0483	Understanding Archives and Manuscripts - AFS II	2006	723	3.29	41.01	2,378.67	29,652.83	21.70%	25.86%	19.33%	
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed) - AFS II	2010	-	-	-	-	-	0.00%	0.00%	0.00%	
			<u>3,740</u>				<u>10,960</u>	<u>114,664</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

The Society of American Archivists
Archival Fundamentals Series II - Sales
July 1, 2009 thru June 30, 2010

<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>	
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories - AFS II	2004	487	3.07	40.94	1,495.09	19,937.50	9.63%	11.83%	11.46%	
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss - AFS II	2005	1,012	1.18	38.46	1,194.16	38,919.79	7.69%	23.10%	23.82%	
BOOKSAA-AFS0459	Providing Reference Services for Archives and Mss- AFS II	2005	479	3.45	37.52	1,652.55	17,972.38	10.65%	10.67%	11.27%	
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology - AFS II	2005	205	4.62	36.43	947.10	7,468.77	6.10%	4.43%	4.82%	
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts - AFS II	2005	604	2.58	38.42	1,558.32	23,205.25	10.04%	13.77%	14.22%	
BOOKSAA-AFS0483	Understanding Archives and Manuscripts - AFS II	2006	858	3.91	40.98	3,354.78	35,157.58	21.61%	20.87%	20.19%	
BOOKSAA-AFS0533	Preserving Archives and Manuscripts (2nd ed) - AFS II	2010	604	8.81	42.73	5,321.24	25,811.21	34.28%	15.32%	14.22%	
			<u>4,249</u>				<u>15,523</u>	<u>168,472</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

The Society of American Archivists
Archival Fundamentals Series II - Sales
July 1, 2010 thru June 30, 2011

<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>	
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories - AFS II	2004	329	3.95	36.57	1,299.55	12,032.20	8.85%	6.71%	7.95%	
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss - AFS II	2005	978	1.55	40.76	1,515.90	39,866.81	10.32%	22.23%	23.62%	
BOOKSAA-AFS0459	Providing Reference Services for Archives and Mss- AFS II	2005	511	3.02	38.46	1,543.22	19,651.31	10.51%	10.96%	12.34%	
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology - AFS II	2005	228	4.65	31.48	1,060.20	7,177.35	7.22%	4.00%	5.51%	
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts - AFS II	2005	520	2.58	38.55	1,341.60	20,045.54	9.14%	11.18%	12.56%	
BOOKSAA-AFS0483	Understanding Archives and Manuscripts - AFS II	2006	863	2.04	46.25	1,760.52	39,917.46	11.99%	22.26%	20.85%	
BOOKSAA-AFS0533	Preserving Archives and Manuscripts (2nd ed) - AFS II	2010	711	8.67	57.17	6,164.37	40,650.17	41.98%	22.67%	17.17%	
			<u>4,140</u>				<u>14,685</u>	<u>179,341</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

The Society of American Archivists
Archival Fundamentals Series II - Sales
July 1, 2011 thru June 30, 2012

<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories - AFS II	2004	321	4.00	34.51	1,284.00	11,078.84	11.34%	8.42%	10.10%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss - AFS II	2005	782	1.34	41.00	1,047.88	32,062.82	9.26%	24.35%	24.60%
BOOKSAA-AFS0459	Providing Reference Services for Archives and Mss- AFS II	2005	428	3.02	38.26	1,292.56	16,376.08	11.42%	12.44%	13.46%
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology - AFS II	2005	10	4.65	188.57	46.50	1,885.65	0.41%	1.43%	0.31%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts - AFS II	2005	355	2.74	37.78	972.70	13,410.44	8.59%	10.19%	11.17%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts - AFS II	2006	671	2.04	42.57	1,368.84	28,561.88	12.09%	21.70%	21.11%
BOOKSAA-AFS0533	Preserving Archives and Manuscripts (2nd ed) - AFS II	2010	612	8.67	46.20	5,306.04	28,273.24	46.88%	21.48%	19.25%
			<u>3,179</u>			<u>11,319</u>	<u>131,649</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

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BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories - AFS II	2004	278	2.78	39.66	772.84	11,026.69	7.42%	9.01%	9.04%	
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss - AFS II	2005	918	1.51	34.26	1,386.18	31,454.67	13.31%	25.70%	29.84%	
BOOKSAA-AFS0459	Providing Reference Services for Archives and Mss- AFS II	2005	514	3.02	39.41	1,552.28	20,255.03	14.90%	16.55%	16.71%	
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology - AFS II	2005	-	-	-	-	-	0.00%	0.00%	0.00%	
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts - AFS II	2005	332	3.90	38.42	1,294.80	12,754.78	12.43%	10.42%	10.79%	
BOOKSAA-AFS0483	Understanding Archives and Manuscripts - AFS II	2006	530	2.04	43.48	1,081.20	23,041.83	10.38%	18.82%	17.23%	
BOOKSAA-AFS0533	Preserving Archives and Manuscripts (2nd ed) - AFS II	2010	504	8.59	47.37	4,329.36	23,875.53	41.56%	19.50%	16.38%	
			<u>3,076</u>				<u>10,417</u>	<u>122,409</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

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BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories - AFS II	2004	180	1.89	33.64	340.20	6,056.00	5.38%	7.61%	8.65%	
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss - AFS II	2005	636	1.19	34.45	756.84	21,910.55	11.97%	27.55%	30.56%	
BOOKSAA-AFS0459	Providing Reference Services for Archives and Mss- AFS II	2005	349	2.91	37.68	1,015.59	13,151.98	16.06%	16.54%	16.77%	
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology - AFS II	2005	-	-	-	-	-	0.00%	0.00%	0.00%	
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts - AFS II	2005	267	2.11	36.71	563.37	9,802.67	8.91%	12.33%	12.83%	
BOOKSAA-AFS0483	Understanding Archives and Manuscripts - AFS II	2006	292	2.03	40.80	592.76	11,913.70	9.37%	14.98%	14.03%	
BOOKSAA-AFS0533	Preserving Archives and Manuscripts (2nd ed) - AFS II	2010	357	8.56	46.76	3,055.92	16,693.56	48.32%	20.99%	17.16%	
			<u>2,081</u>				<u>6,325</u>	<u>79,528</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>