

BOOK SALES REPORTS

The Society of American Archivists
 Publications Sales
 For The Period Covering July 1, 2011 Thru June 30, 2012

Alpha Listing (1 of 3)

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
CD-0610	A Beginner's Guide to Metadata!	2008	2	\$ 6.00	\$ 160.00	\$ 12.00	\$ 320.00	0.01%	0.11%	0.02%
BOOKSAA-0576	A Different Kind of Web: New Connections Between...	2011	549	25.55	20.72	14,026.95	11,378.02	11.62%	3.88%	6.75%
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology (Arc	2005	54	9.30	12.06	502.20	651.00	0.42%	0.22%	0.66%
BOOKRES-0334	Administration of Television Newsmagazine and Videotape	1997	1	42.00	50.00	42.00	50.00	0.03%	0.02%	0.01%
BOOKJNT-0246	Advocating Archives: An Introduction to Public Rela	1994	4	33.08	41.75	132.32	167.00	0.11%	0.06%	0.05%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	69	11.42	42.63	787.98	2,941.35	0.65%	1.00%	0.85%
AABACKISSUE	American Archivist - Single Issue		12	5.00	69.71	60.00	836.50	0.05%	0.29%	0.15%
BOOKJNT-0137	AMIA Compendium of Moving Image Cataloging Practice	2001	5	11.00	32.00	55.00	160.00	0.05%	0.05%	0.06%
BOOKRES-0558	An American Political Archives Reader	2009	3	52.50	47.00	164.66	141.00	0.14%	0.05%	0.04%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	13	31.50	19.23	372.70	250.00	0.31%	0.09%	0.16%
BOOKRES-0227	Appraising Moving Images: Assessing the Archival an	2002	2	34.65	38.00	68.29	76.00	0.06%	0.03%	0.02%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	59	18.62	42.95	1,098.58	2,534.34	0.91%	0.87%	0.73%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	40	4.49	22.00	510.35	880.00	0.42%	0.30%	0.49%
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	5	80.55	80.00	407.01	400.00	0.34%	0.14%	0.06%
CD-0613	Archival Content Management Systems	2009	2	6.00	127.00	12.00	254.00	0.01%	0.09%	0.02%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	28	6.65	17.85	186.20	499.78	0.15%	0.17%	0.34%
BOOKRES-0193	Archive Fever: A Freudian Impression	1998	7	10.20	5.14	72.96	36.00	0.06%	0.01%	0.09%
BOOKRES-0517	Archive Stories: Facts, Fictions, and the Writing o	2005	5	16.34	4.00	81.70	20.00	0.07%	0.01%	0.06%
BOOKRES-0525	Archives and Archivists (Holland & Manning)	2007	2	33.00	22.50	66.00	45.00	0.05%	0.02%	0.02%
BOOKRES-0464	Archives and Archivists in the Information Age (200	2005	6	63.00	25.00	360.50	150.00	0.30%	0.05%	0.07%
BOOKSAA-0521	Archives and Justice: A South African Perspective (	2007	97	28.84	36.74	2,797.48	3,563.60	2.32%	1.22%	1.19%
BOOKSAA-0120	Archives and Manuscripts: Surveys (1977)	1977	44	5.00	0.23	220.00	10.00	0.18%	0.00%	0.54%
BOOKRES-0527	Archives and the Digital Library	2007	4	46.20	33.75	181.33	135.00	0.15%	0.05%	0.05%
BOOKRES-0220	Archives and the Public Good: Accountability and Re	2002	1	78.59	94.00	78.59	94.00	0.07%	0.03%	0.01%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	11	15.00	6.97	165.00	76.65	0.14%	0.03%	0.14%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	170	5.64	33.28	2,099.37	5,657.20	1.74%	1.93%	2.09%
BOOKRES-0485	Archives, Documentation, and Institutions of Social	2006	14	49.21	39.29	688.94	550.00	0.57%	0.19%	0.17%
BOOKRES-0567	Archives: Principles and Practices	2010	34	56.00	50.65	1,858.50	1,722.00	1.54%	0.59%	0.42%
BOOKRES-0486	Archives: Recordkeeping in Society (2005)	2005	10	77.17	54.00	698.08	540.00	0.58%	0.18%	0.12%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	780	4.36	37.56	1,904.19	29,297.82	1.58%	10.00%	9.60%
CD-0616	Basics of Managing Electronic Records...	2010	7	6.00	140.71	42.00	985.00	0.03%	0.34%	0.09%
CD-0615	Becoming an Archives Consultant...	2009	4	6.00	98.50	24.00	394.00	0.02%	0.13%	0.05%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...		32	15.52	8.59	504.92	275.00	0.42%	0.09%	0.39%
BOOKRES-0553	Cataloging Cultural Objects: Guide to Describing Cu	2006	5	80.00	78.00	403.99	390.00	0.33%	0.13%	0.06%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	31	13.07	25.16	405.17	780.02	0.34%	0.27%	0.38%
BOOKRES-0562	Community Archives: The Shaping of Memory	2009	6	94.50	35.00	567.00	210.00	0.47%	0.07%	0.07%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	126	18.90	35.05	2,381.40	4,416.75	1.97%	1.51%	1.55%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	24	24.58	23.46	589.92	563.10	0.49%	0.19%	0.30%
BOOKRES-0229	Corporate Archives and History: Making the Past Wor	1993	2	22.56	32.50	45.12	65.00	0.04%	0.02%	0.02%
BOOKRES-0216	Creating a Winning Online Exhibition: A Guide for L	2003	10	39.24	27.00	392.40	270.00	0.32%	0.09%	0.12%
BOOKRES-0208	Creating Digital Audio Resources: A Guide to Good P	2002	5	16.40	4.00	82.00	20.00	0.07%	0.01%	0.06%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	7	32.34	18.43	226.38	129.00	0.19%	0.04%	0.09%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	9	21.67	15.00	194.48	135.00	0.16%	0.05%	0.11%
BOOKRES-0566	Currents of Archival Thinking	2009	42	25.20	31.76	1,058.40	1,333.90	0.88%	0.46%	0.52%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	734	13.70	32.68	8,892.73	23,986.34	7.36%	8.19%	9.03%
BOOKRES-0329	Developing and Maintaining Practical Archives: A Ho	2003	40	61.00	77.13	2,304.00	3,085.00	1.91%	1.05%	0.49%
BOOKJNT-0278	Documenting Localities	1996	7	35.00	17.00	201.14	119.00	0.17%	0.04%	0.09%
BOOKRES-0559	Documenting: Lighting Design	2007	5	15.00	4.00	75.00	20.00	0.06%	0.01%	0.06%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	9	13.04	11.22	117.36	101.00	0.10%	0.03%	0.11%

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Alpha Listing (2 of 3)

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	18	0.08	16.27	1.44	292.93	0.00%	0.10%	0.22%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	11	5.00	8.45	55.00	92.93	0.05%	0.03%	0.14%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	18	35.00	29.17	620.52	525.00	0.51%	0.18%	0.22%
CD-0608	Electronic Records: Preservation Options of PDF	2007	4	6.00	103.00	24.00	412.00	0.02%	0.14%	0.05%
CD-0618	Electronic Records...The Next Step!		8	6.00	142.50	48.00	1,140.00	0.04%	0.39%	0.10%
BOOKRES-0189	Encoded Archival Description on the Internet	2002	17	29.78	28.90	495.28	491.22	0.41%	0.17%	0.21%
BOOKSAA-0417	Ethics and the Archival Profession: Introduction an	2003	9	15.39	16.08	138.51	144.75	0.11%	0.05%	0.11%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	21	6.00	7.14	126.00	150.00	0.10%	0.05%	0.26%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	20	16.63	21.98	332.60	439.60	0.28%	0.15%	0.25%
BOOKRES-0473	Final Acts: Guide to Preserving the Recs of Truth C	2005	1	15.73	23.00	15.73	23.00	0.01%	0.01%	0.01%
BOOKRES-0574	Future of Archives		2	80.50	45.50	161.00	91.00	0.13%	0.03%	0.02%
CD-0612	Green Is Great: Planning and Developing an Environmentally...	2009	2	6.00	65.00	12.00	130.00	0.01%	0.04%	0.02%
BOOKSAA-0541	Guía para donar los registros de su organizacion a un deposito	2009	7	-	15.71	-	110.00	0.00%	0.04%	0.09%
BOOKSAA-0620	Guía para donar sus documentos personales o familia	2007	7	5.00	15.71	35.00	110.00	0.03%	0.04%	0.09%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	6	5.00	15.49	30.00	92.93	0.02%	0.03%	0.07%
BOOKRES-0452	Guide to Preventive Conservati on of Photo Collecti	2003	8	36.00	22.50	257.00	180.00	0.21%	0.06%	0.10%
BOOKSAA-0571	How to Keep Union Records	2010	14	27.88	30.09	390.32	421.30	0.32%	0.14%	0.17%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	316	27.03	31.87	8,541.48	10,070.85	7.07%	3.44%	3.89%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	4	33.83	17.50	129.26	70.00	0.11%	0.02%	0.05%
BOOKRES-0451	Introduction to Imaging	2003	11	20.00	16.82	208.00	185.00	0.17%	0.06%	0.14%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	15	56.00	41.60	812.00	624.00	0.67%	0.21%	0.18%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	13	4.78	14.23	62.14	185.00	0.05%	0.06%	0.16%
BOOKRES-0267	Local History Collections in Libraries	1995	6	25.20	11.00	151.20	66.00	0.13%	0.02%	0.07%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	347	5.06	31.93	2,429.17	11,078.84	2.01%	3.78%	4.27%
BOOKSAA-0535	Managing Congressional Collections	2008	22	5.64	17.23	124.08	379.05	0.10%	0.13%	0.27%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	8	56.00	61.21	430.50	489.70	0.36%	0.17%	0.10%
BOOKRES-0478	Managing Records: A Handbook of Principles and Prac	2002	7	62.96	87.80	440.72	614.60	0.36%	0.21%	0.09%
BOOKRES-0554	Managing the Crowd: Rethinking Records Management f	2008	2	80.50	45.50	161.00	91.00	0.13%	0.03%	0.02%
BOOKSAA-ACS0257	Manual for the Arrangement and Description of Archi	2003	13	3.90	8.85	50.70	115.00	0.04%	0.04%	0.16%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	124	23.60	32.23	2,926.40	3,996.52	2.42%	1.36%	1.53%
BOOKRES-0169	Modern Archives Reader: Basic Readings on Archival	1984	23	15.36	18.07	352.93	415.70	0.29%	0.14%	0.28%
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	7	30.80	14.86	228.44	104.00	0.19%	0.04%	0.09%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	123	17.60	51.69	2,164.80	6,358.30	1.79%	2.17%	1.51%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	40	10.63	33.96	425.20	1,358.26	0.35%	0.46%	0.49%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	9	44.87	23.33	403.83	209.95	0.33%	0.07%	0.11%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	25	8.92	15.40	223.00	385.00	0.18%	0.13%	0.31%
BOOKSAA-0248	Oral History Cataloging Manual	1995	48	3.00	4.31	144.00	206.95	0.12%	0.07%	0.59%
BOOKRES-0247	Oral History Manual, The	2010	12	20.97	15.83	273.27	190.00	0.23%	0.06%	0.15%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	5	28.52	40.04	142.60	200.18	0.12%	0.07%	0.06%
BOOKRES-0563	Personal Archives and a New Archival Calling	2009	11	26.25	13.64	295.95	150.00	0.25%	0.05%	0.14%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	215	13.72	67.25	2,949.80	14,457.93	2.44%	4.94%	2.65%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	80	5.91	39.69	472.80	3,175.54	0.39%	1.08%	0.98%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	24	19.00	15.99	456.00	383.85	0.38%	0.13%	0.30%
BOOKRES-0175	Preservation and Storage of Sound Recordings	1991	9	6.00	11.11	134.00	100.00	0.11%	0.03%	0.11%
BOOKRES-0514	Preservation Management for Libraries, Archives, Mu	2006	2	87.50	99.00	175.00	198.00	0.14%	0.07%	0.02%
BOOKRES-0524	Preserving Archives (2007)	2007	5	69.96	35.98	349.80	179.90	0.29%	0.06%	0.06%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	492	8.79	57.47	4,328.98	28,273.24	3.59%	9.65%	6.05%
BOOKRES-0392	Preserving Digital Information: A How-To-Do-It Manu	2000	1	45.50	59.00	45.50	59.00	0.04%	0.02%	0.01%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	41	21.89	27.51	897.49	1,128.00	0.74%	0.39%	0.50%

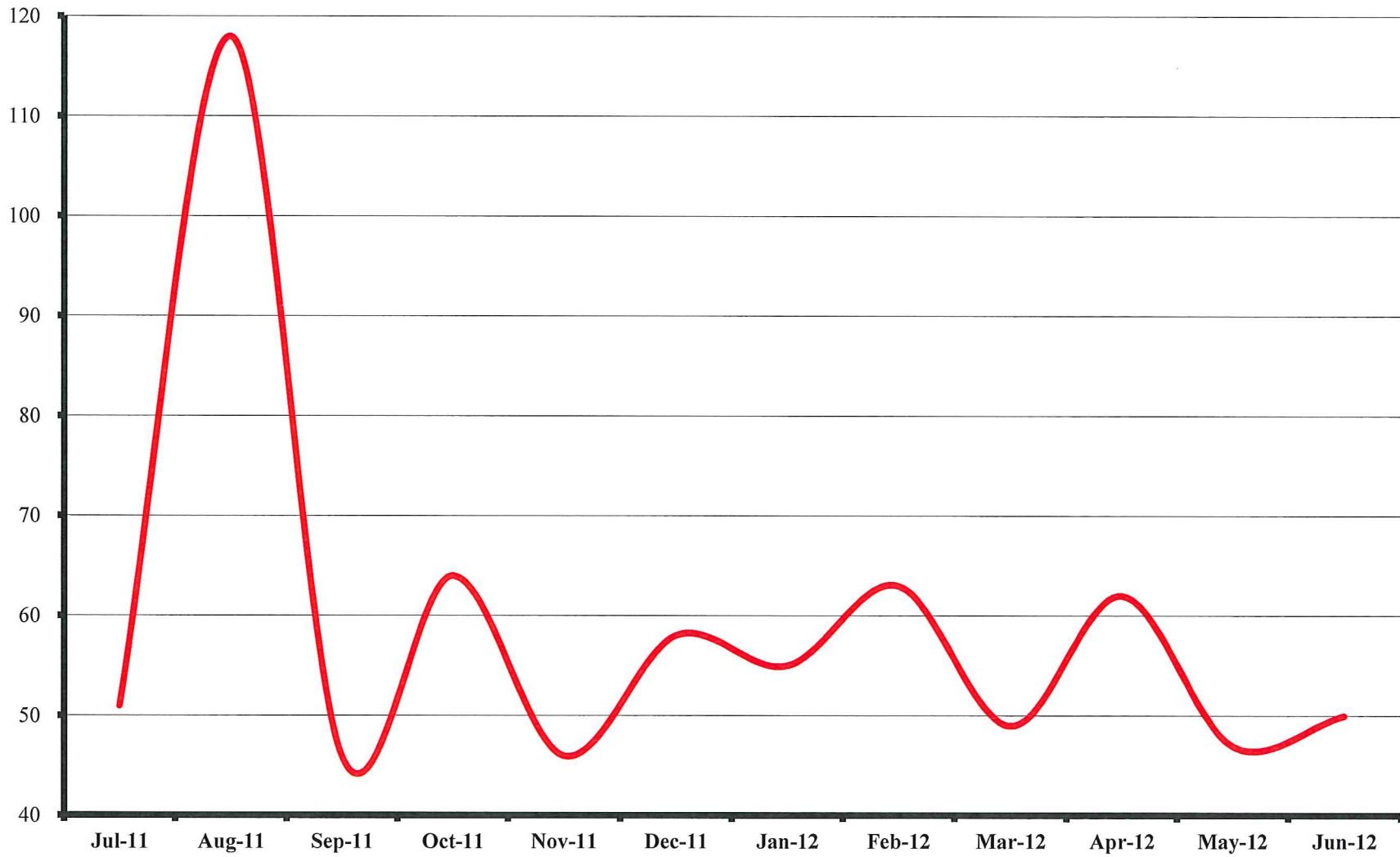
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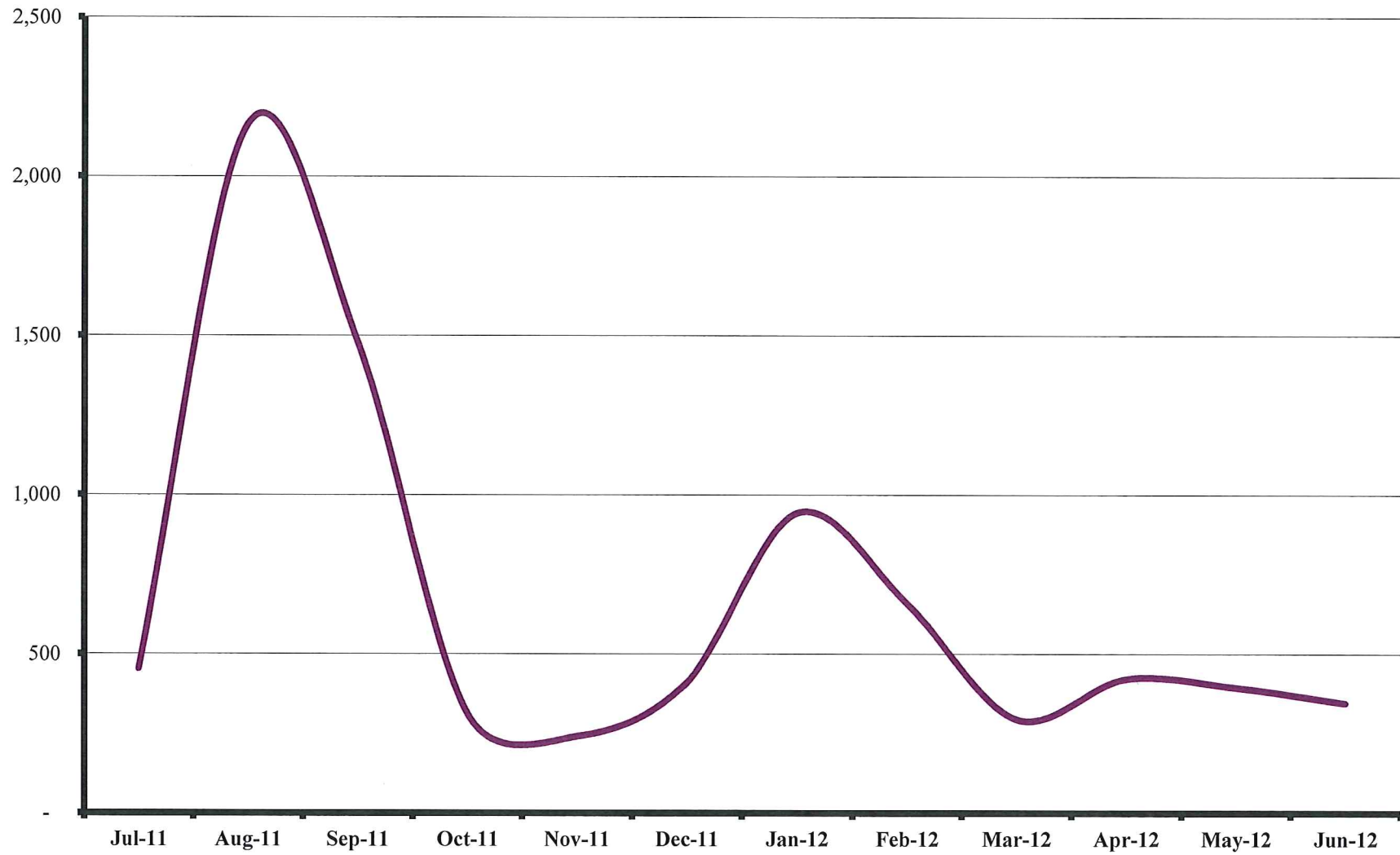
Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
CD-0611	Privacy and Health Information	2008	1	6.00	69.00	6.00	69.00	0.00%	0.02%	0.01%
BOOKRES-0569	Processing the Past: Contesting Authorities...		19	44.40	30.32	862.80	576.00	0.71%	0.20%	0.23%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	60	7.17	2.25	430.20	135.00	0.36%	0.05%	0.74%
BOOKSAA-AFS0459	Providing Reference Services f or Archives and Manu	2005	432	3.02	37.91	1,304.64	16,376.08	1.08%	5.59%	5.31%
BOOKRES-0234	Public Records and Archives in Classical Athens	1999	6	40.00	30.00	240.00	180.00	0.20%	0.06%	0.07%
BOOKJNT-0577	Public Relations and Marketing for Archives		43	56.00	40.00	1,288.00	1,720.00	1.07%	0.59%	0.53%
BOOKRES-0518	Recordkeeping in a Hybrid Environment	2006	6	69.00	26.67	414.00	160.00	0.34%	0.05%	0.07%
BOOKSAA-0331	Records of American Business, The	1997	43	16.60	7.98	727.00	343.00	0.60%	0.12%	0.53%
BOOKJNT-0319	Research and the Manuscript Tradition	1997	4	42.70	33.25	170.80	133.00	0.14%	0.05%	0.05%
BOOKRES-0560	Respect for Authority: Authority, Control, Context Control...	2008	4	49.32	59.59	197.28	238.36	0.16%	0.08%	0.05%
BOOKRES-0550	Returned from Russia: Nazi Archival Plunder in West	2007	8	47.02	14.25	376.16	114.00	0.31%	0.04%	0.10%
BOOKSAA-0176	Sample Forms for Archival & Records Management	2002	14	20.98	29.57	293.72	414.00	0.24%	0.14%	0.17%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	7	6.60	26.43	46.20	185.00	0.04%	0.06%	0.09%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	345	3.64	38.85	1,123.20	13,404.84	0.93%	4.58%	4.24%
CD-0620	Standards for Digital Archives (DAS)	2012	1	6.00	175.00	6.00	175.00	0.00%	0.06%	0.01%
BOOKJNT-0245	Starting an Archives	1994	8	38.50	26.83	271.04	214.66	0.22%	0.07%	0.10%
BOOKSAA-0570	The Ethical Archivist	2010	116	5.70	33.77	661.20	3,916.85	0.55%	1.34%	1.43%
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	605	4.64	49.21	15,792.09	29,769.98	13.08%	10.16%	7.44%
BOOKJNT-0162	The Management of College and University Archives	1992	6	45.50	44.50	255.48	267.00	0.21%	0.09%	0.07%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	9	31.00	12.00	279.00	108.00	0.23%	0.04%	0.11%
CD-0609	Thinking Digital . . . A Practical Session to Help	2007	5	6.00	129.80	30.00	649.00	0.02%	0.22%	0.06%
BOOKRES-0427	Thirty Years of Electronic Records	2003	7	36.19	16.71	247.81	117.00	0.21%	0.04%	0.09%
CD-619	Train the Trainer: Building a Successful Continuing Education		2	6.00	115.00	12.00	230.00	0.01%	0.08%	0.02%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	671	2.06	42.57	1,382.26	28,561.88	1.14%	9.75%	8.26%
BOOKRES-0551	Understanding Data and Information Systems	2008	12	56.00	48.75	647.50	585.00	0.54%	0.20%	0.15%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	21	35.00	43.57	710.00	915.00	0.59%	0.31%	0.26%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	242	39.18	6.00	8,972.22	1,452.26	7.43%	0.50%	2.98%
BOOKRES-0565	Web 2.0 Tools and Strategies for Archives...	2010	18	59.47	37.77	1,024.83	679.90	0.85%	0.23%	0.22%
CD-0617	What is EAC-CPF?	2010	1	6.00	115.00	6.00	115.00	0.00%	0.04%	0.01%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	2	27.69	40.00	55.38	80.00	0.05%	0.03%	0.02%
			<u>8,128</u>			<u>\$ 120,747.40</u>	<u>\$ 292,945.20</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

# of items sold	136			
Average cost per item sold	\$ 14.86	13.08%	10.16%	9.60%
Average revenue per item sold	\$ 36.04			
% of items sold	59.65%			
COGS ratio to revenue	41.22%			

of Items Sold



of Units Sold



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 Publications Sales
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By Revenue Contribution (1 of 3)

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	605	4.64	49.21	15,792.09	29,769.98	13.08%	10.16%	7.44%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	780	4.36	37.56	1,904.19	29,297.82	1.58%	10.00%	9.60%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	671	2.06	42.57	1,382.26	28,561.88	1.14%	9.75%	8.26%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	492	8.79	57.47	4,328.98	28,273.24	3.59%	9.65%	6.05%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	734	13.70	32.68	8,892.73	23,986.34	7.36%	8.19%	9.03%
BOOKSAA-AFS0459	Providing Reference Services For Archives and Manu	2005	432	3.02	37.91	1,304.64	16,376.08	1.08%	5.59%	5.31%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	215	13.72	67.25	2,949.80	14,457.93	2.44%	4.94%	2.65%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	345	3.64	38.85	1,123.20	13,404.84	0.93%	4.58%	4.24%
BOOKSAA-0576	A Different Kind of Web: New Connections Between...	2011	549	25.55	20.72	14,026.95	11,378.02	11.62%	3.88%	6.75%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	347	5.06	31.93	2,429.17	11,078.84	2.01%	3.78%	4.27%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	316	27.03	31.87	8,541.48	10,070.85	7.07%	3.44%	3.89%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	123	17.60	51.69	2,164.80	6,358.30	1.79%	2.17%	1.51%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	170	5.64	33.28	2,099.37	5,657.20	1.74%	1.93%	2.09%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	126	18.90	35.05	2,381.40	4,416.75	1.97%	1.51%	1.55%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	124	23.60	32.23	2,926.40	3,996.52	2.42%	1.36%	1.53%
BOOKSAA-0570	The Ethical Archivist	2010	116	5.70	33.77	661.20	3,916.85	0.55%	1.34%	1.43%
BOOKSAA-0521	Archives and Justice: A South African Perspective (	2007	97	28.84	36.74	2,797.48	3,563.60	2.32%	1.22%	1.19%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	80	5.91	39.69	472.80	3,175.54	0.39%	1.08%	0.98%
BOOKRES-0329	Developing and Maintaining Practical Archives: A Ho	2003	40	61.00	77.13	2,304.00	3,085.00	1.91%	1.05%	0.49%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	69	11.42	42.63	787.98	2,941.35	0.65%	1.00%	0.85%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	59	18.62	42.95	1,098.58	2,534.34	0.91%	0.87%	0.73%
BOOKRES-0567	Archives: Principles and Practices	2010	34	56.00	50.65	1,858.50	1,722.00	1.54%	0.59%	0.42%
BOOKJNT-0577	Public Relations and Marketing for Archives	2012	43	56.00	40.00	1,288.00	1,720.00	1.07%	0.59%	0.53%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	242	39.18	6.00	8,972.22	1,452.26	7.43%	0.50%	2.98%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	40	10.63	33.96	425.20	1,358.26	0.35%	0.46%	0.49%
BOOKRES-0566	Currents of Archival Thinking	2009	42	25.20	31.76	1,058.40	1,333.90	0.88%	0.46%	0.52%
CD-0618	Electronic Records... The Next Step!		8	6.00	142.50	48.00	1,140.00	0.04%	0.39%	0.10%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	41	21.89	27.51	897.49	1,128.00	0.74%	0.39%	0.50%
CD-0616	Basics of Managing Electronic Records...	2010	7	6.00	140.71	42.00	985.00	0.03%	0.34%	0.09%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	21	35.00	43.57	710.00	915.00	0.59%	0.31%	0.26%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	40	4.49	22.00	510.35	880.00	0.42%	0.30%	0.49%
AABACKISSUE	American Archivist - Single Issue		12	5.00	69.71	60.00	836.50	0.05%	0.29%	0.15%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	31	13.07	25.16	405.17	780.02	0.34%	0.27%	0.38%
BOOKRES-0565	Web 2.0 Tools and Strategies for Archives...	2010	18	59.47	37.77	1,024.83	679.90	0.85%	0.23%	0.22%
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology (Arc	2005	54	9.30	12.06	502.20	651.00	0.42%	0.22%	0.66%
CD-0609	Thinking Digital . . . A Practical Session to Help	2007	5	6.00	129.80	30.00	649.00	0.02%	0.22%	0.06%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	15	56.00	41.60	812.00	624.00	0.67%	0.21%	0.18%
BOOKRES-0478	Managing Records: A Handbook of Principles and Prac	2002	7	62.96	87.80	440.72	614.60	0.36%	0.21%	0.09%
BOOKRES-0551	Understanding Data and Information Systems	2008	12	56.00	48.75	647.50	585.00	0.54%	0.20%	0.15%
BOOKRES-0569	Processing the Past: Contesting Authorities...	2011	19	44.40	30.32	862.80	576.00	0.71%	0.20%	0.23%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	24	24.58	23.46	589.92	563.10	0.49%	0.19%	0.30%
BOOKRES-0485	Archives, Documentation, and Institutions of Social	2006	14	49.21	39.29	688.94	550.00	0.57%	0.19%	0.17%
BOOKRES-0486	Archives: Recordkeeping in Society (2005)	2005	10	77.17	54.00	698.08	540.00	0.58%	0.18%	0.12%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	18	35.00	29.17	620.52	525.00	0.51%	0.18%	0.22%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	28	6.65	17.85	186.20	499.78	0.15%	0.17%	0.34%
BOOKRES-0189	Encoded Archival Description on the Internet	2002	17	29.78	28.90	495.28	491.22	0.41%	0.17%	0.21%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	8	56.00	61.21	430.50	489.70	0.36%	0.17%	0.10%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	20	16.63	21.98	332.60	439.60	0.28%	0.15%	0.25%
BOOKSAA-0571	How to Keep Union Records	2010	14	27.88	30.09	390.32	421.30	0.32%	0.14%	0.17%

The Society of American Archivists
 Publications Sales
 For The Period Covering July 1, 2011 Thru June 30, 2012

By Revenue Contribution (2013)

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKRES-0169	Modern Archives Reader: Basic Readings on Archival	1984	23	15.36	18.07	352.93	415.70	0.29%	0.14%	0.28%
BOOKSAA-0176	Sample Forms for Archival & Records Management	2002	14	20.98	29.57	293.72	414.00	0.24%	0.14%	0.17%
CD-0608	Electronic Records: Preservation Options of PDF	2007	4	6.00	103.00	24.00	412.00	0.02%	0.14%	0.05%
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	5	80.55	80.00	407.01	400.00	0.34%	0.14%	0.06%
CD-0615	Becoming an Archives Consultant...	2009	4	6.00	98.50	24.00	394.00	0.02%	0.13%	0.05%
BOOKRES-0553	Cataloging Cultural Objects: Guide to Describing Cu	2006	5	80.00	78.00	403.99	390.00	0.33%	0.13%	0.06%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	25	8.92	15.40	223.00	385.00	0.18%	0.13%	0.31%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	24	19.00	15.99	456.00	383.85	0.38%	0.13%	0.30%
BOOKSAA-0535	Managing Congressional Collections	2008	22	5.64	17.23	124.08	379.05	0.10%	0.13%	0.27%
BOOKSAA-0331	Records of American Business, The	1997	43	16.60	7.98	727.00	343.00	0.60%	0.12%	0.53%
CD-0610	A Beginner's Guide to Metadata!	2008	2	6.00	160.00	12.00	320.00	0.01%	0.11%	0.02%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	18	0.08	16.27	1.44	292.93	0.00%	0.10%	0.22%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...	2010	32	15.52	8.59	504.92	275.00	0.42%	0.09%	0.39%
BOOKRES-0216	Creating a Winning Online Exhibition: A Guide for L	2003	10	39.24	27.00	392.40	270.00	0.32%	0.09%	0.12%
BOOKJNT-0162	The Management of College and University Archives	1992	6	45.50	44.50	255.48	267.00	0.21%	0.09%	0.07%
CD-0613	Archival Content Management Systems	2009	2	6.00	127.00	12.00	254.00	0.01%	0.09%	0.02%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	13	31.50	19.23	372.70	250.00	0.31%	0.09%	0.16%
BOOKRES-0560	Respect for Authority: Authority, Control, Context Control...	2008	4	49.32	59.59	197.28	238.36	0.16%	0.08%	0.05%
CD-619	Train the Trainer: Building a Successful Continuing Education	2008	2	6.00	115.00	12.00	230.00	0.01%	0.08%	0.02%
BOOKJNT-0245	Starting an Archives	1994	8	38.50	26.83	271.04	214.66	0.22%	0.07%	0.10%
BOOKRES-0562	Community Archives: The Shaping of Memory	2009	6	94.50	35.00	567.00	210.00	0.47%	0.07%	0.07%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	9	44.87	23.33	403.83	209.95	0.33%	0.07%	0.11%
BOOKSAA-0248	Oral History Cataloging Manual	1995	48	3.00	4.31	144.00	206.95	0.12%	0.07%	0.59%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	5	28.52	40.04	142.60	200.18	0.12%	0.07%	0.06%
BOOKRES-0514	Preservation Management for Libraries, Archives, Mu	2006	2	87.50	99.00	175.00	198.00	0.14%	0.07%	0.02%
BOOKRES-0247	Oral History Manual, The	2010	12	20.97	15.83	273.27	190.00	0.23%	0.06%	0.15%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	13	4.78	14.23	62.14	185.00	0.05%	0.06%	0.16%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	7	6.60	26.43	46.20	185.00	0.04%	0.06%	0.09%
BOOKRES-0451	Introduction to Imaging	2003	11	20.00	16.82	208.00	185.00	0.17%	0.06%	0.14%
BOOKRES-0452	Guide to Preventive Conservati on of Photo Collecti	2003	8	36.00	22.50	257.00	180.00	0.21%	0.06%	0.10%
BOOKRES-0234	Public Records and Archives in Classical Athens	1999	6	40.00	30.00	240.00	180.00	0.20%	0.06%	0.07%
BOOKRES-0524	Preserving Archives (2007)	2007	5	69.96	35.98	349.80	179.90	0.29%	0.06%	0.06%
CD-0620	Standards for Digital Archives (DAS)	2012	1	6.00	175.00	6.00	175.00	0.00%	0.06%	0.01%
BOOKJNT-0246	Advocating Archives: An Introduction to Public Rela	1994	4	33.08	41.75	132.32	167.00	0.11%	0.06%	0.05%
BOOKJNT-0137	AMIA Compendium of Moving Image Cataloging Practice	2001	5	11.00	32.00	55.00	160.00	0.05%	0.05%	0.06%
BOOKRES-0518	Recordkeeping in a Hybrid Environment	2006	6	69.00	26.67	414.00	160.00	0.34%	0.05%	0.07%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	21	6.00	7.14	126.00	150.00	0.10%	0.05%	0.26%
BOOKRES-0464	Archives and Archivists in the Information Age (200	2005	6	63.00	25.00	360.50	150.00	0.30%	0.05%	0.07%
BOOKRES-0563	Personal Archives and a New Archival Calling	2009	11	26.25	13.64	295.95	150.00	0.25%	0.05%	0.14%
BOOKSAA-0417	Ethics and the Archival Profession: Introduction an	2003	9	15.39	16.08	138.51	144.75	0.11%	0.05%	0.11%
BOOKRES-0558	An American Political Archives Reader	2009	3	52.50	47.00	164.66	141.00	0.14%	0.05%	0.04%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	60	7.17	2.25	430.20	135.00	0.36%	0.05%	0.74%
BOOKRES-0527	Archives and the Digital Library	2007	4	46.20	33.75	181.33	135.00	0.15%	0.05%	0.05%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	9	21.67	15.00	194.48	135.00	0.16%	0.05%	0.11%
BOOKJNT-0319	Research and the Manuscript Tradition	1997	4	42.70	33.25	170.80	133.00	0.14%	0.05%	0.05%
CD-0612	Green Is Great: Planning and Developing an Environmentally...	2009	2	6.00	65.00	12.00	130.00	0.01%	0.04%	0.02%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	7	32.34	18.43	226.38	129.00	0.19%	0.04%	0.09%
BOOKJNT-0278	Documenting Localities	1996	7	35.00	17.00	201.14	119.00	0.17%	0.04%	0.09%
BOOKRES-0427	Thirty Years of Electronic Records	2003	7	36.19	16.71	247.81	117.00	0.21%	0.04%	0.09%

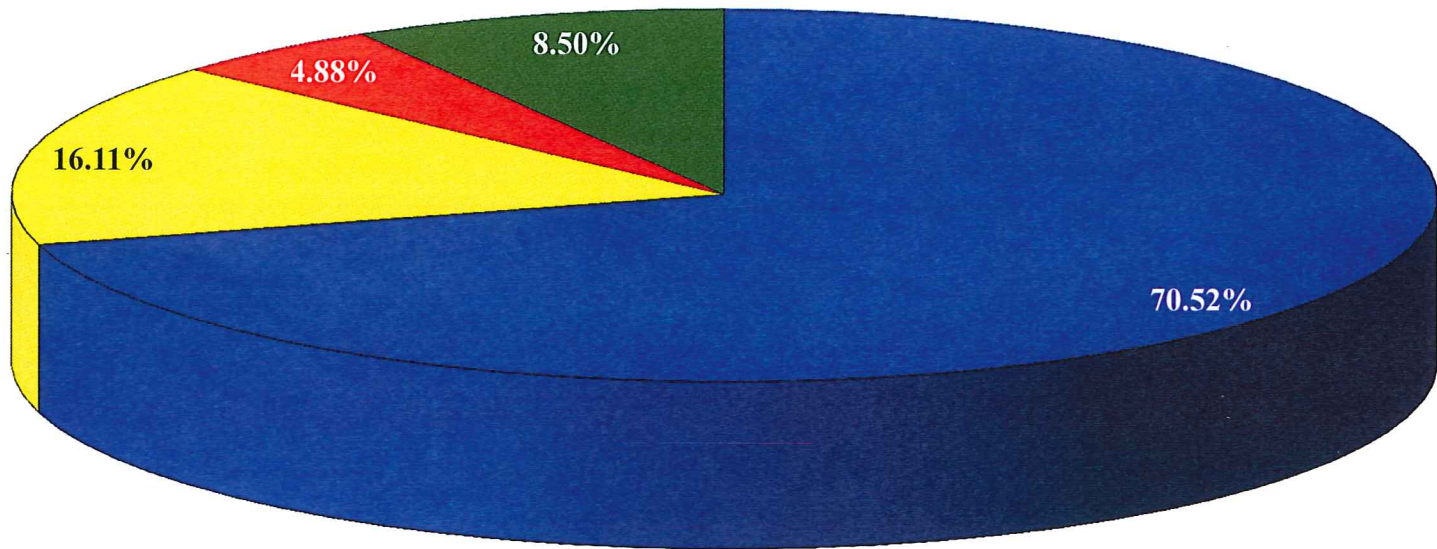
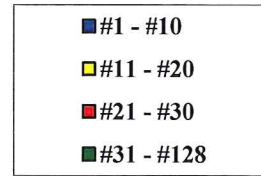
The Society of American Archivists
 Publications Sales
 For The Period Covering July 1, 2011 Thru June 30, 2012

By Revenue Contribution (3 of 3)

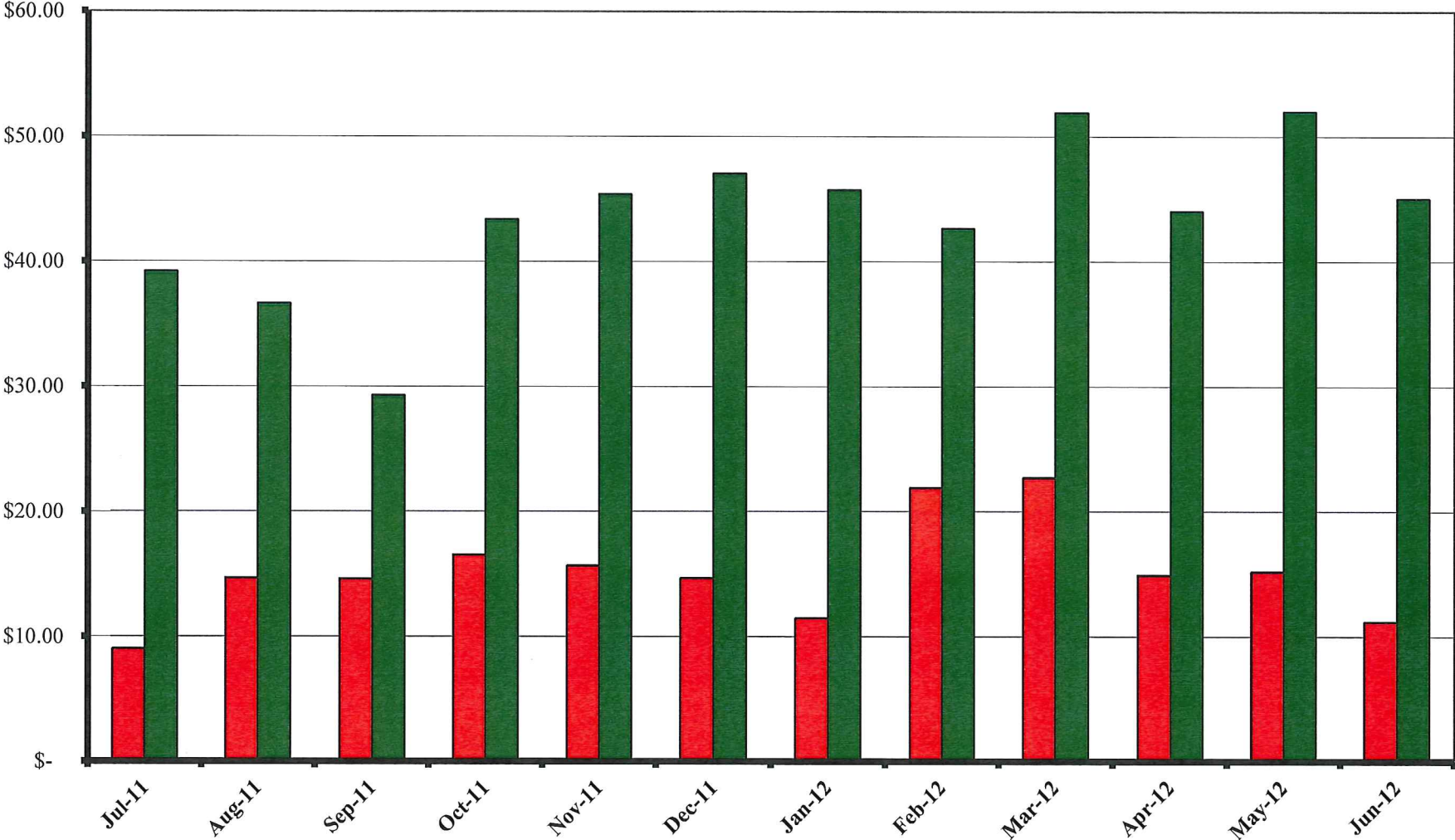
Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKSAA-ACS0257	Manual for the Arrangement and Description of Archi	2003	13	3.90	8.85	50.70	115.00	0.04%	0.04%	0.16%
CD-0617	What is EAC-CPF?	2010	1	6.00	115.00	6.00	115.00	0.00%	0.04%	0.01%
BOOKRES-0550	Returned from Russia: Nazi Archival Plunder in West	2007	8	47.02	14.25	376.16	114.00	0.31%	0.04%	0.10%
BOOKSAA-0620	Guia para donar sus documentos personales o familia	2007	7	5.00	15.71	35.00	110.00	0.03%	0.04%	0.09%
BOOKSAA-0541	Guia para donar los registros de su organizacion a un deposito	2009	7	-	15.71	-	110.00	0.00%	0.04%	0.09%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	9	31.00	12.00	279.00	108.00	0.23%	0.04%	0.11%
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	7	30.80	14.86	228.44	104.00	0.19%	0.04%	0.09%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	9	13.04	11.22	117.36	101.00	0.10%	0.03%	0.11%
BOOKRES-0175	Preservation and Storage of Sound Recordings	1991	9	6.00	11.11	134.00	100.00	0.11%	0.03%	0.11%
BOOKRES-0220	Archives and the Public Good: Accountability and Re	2002	1	78.59	94.00	78.59	94.00	0.07%	0.03%	0.01%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	6	5.00	15.49	30.00	92.93	0.02%	0.03%	0.07%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	11	5.00	8.45	55.00	92.93	0.05%	0.03%	0.14%
BOOKRES-0554	Managing the Crowd: Rethinking Records Management f	2008	2	80.50	45.50	161.00	91.00	0.13%	0.03%	0.02%
BOOKRES-0574	Future of Archives	2011	2	80.50	45.50	161.00	91.00	0.13%	0.03%	0.02%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	2	27.69	40.00	55.38	80.00	0.05%	0.03%	0.02%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	11	15.00	6.97	165.00	76.65	0.14%	0.03%	0.14%
BOOKRES-0227	Appraising Moving Images: Assessing the Archival an	2002	2	34.65	38.00	68.29	76.00	0.06%	0.03%	0.02%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	4	33.83	17.50	129.26	70.00	0.11%	0.02%	0.05%
CD-0611	Privacy and Health Information	2008	1	6.00	69.00	6.00	69.00	0.00%	0.02%	0.01%
BOOKRES-0267	Local History Collections in Libraries	1995	6	25.20	11.00	151.20	66.00	0.13%	0.02%	0.07%
BOOKRES-0229	Corporate Archives and History: Making the Past Wor	1993	2	22.56	32.50	45.12	65.00	0.04%	0.02%	0.02%
BOOKRES-0392	Preserving Digital Information: A How-To-Do-It Manu	2000	1	45.50	59.00	45.50	59.00	0.04%	0.02%	0.01%
BOOKRES-0334	Administration of Television Newsfilm and Videotape	1997	1	42.00	50.00	42.00	50.00	0.03%	0.02%	0.01%
BOOKRES-0525	Archives and Archivists (Holland & Manning)	2007	2	\$ 33.00	\$ 22.50	\$ 66.00	\$ 45.00	0.05%	0.02%	0.02%
BOOKRES-0193	Archive Fever: A Freudian Impression	1998	7	10.20	5.14	72.96	36.00	0.06%	0.01%	0.09%
BOOKRES-0473	Final Acts: Guide to Preserving the Recs of Truth C	2005	1	15.73	23.00	15.73	23.00	0.01%	0.01%	0.01%
BOOKRES-0208	Creating Digital Audio Resources: A Guide to Good P	2002	5	16.40	4.00	82.00	20.00	0.07%	0.01%	0.06%
BOOKRES-0517	Archive Stories: Facts, Fictions, and the Writing o	2005	5	16.34	4.00	81.70	20.00	0.07%	0.01%	0.06%
BOOKRES-0559	Documenting: Lighting Design	2007	5	15.00	4.00	75.00	20.00	0.06%	0.01%	0.06%
BOOKSAA-0120	Archives and Manuscripts: Surveys (1977)	1977	44	5.00	0.23	220.00	10.00	0.18%	0.00%	0.54%
			8,128			\$ 120,747.40	\$ 292,945.20	100.00%	100.00%	100.00%

# of items sold	136			
Average cost per item sold	\$ 14.86	13.08%	10.16%	9.60%
Average revenue per item sold	\$ 36.04			
% of items sold	59.65%			
COGS ratio to revenue	41.22%			

Sales \$\$\$ Makeup



Average Cost vs Revenue Per Unit Sold



The Society of American Archivists
Publications Sales
Fiscal 2010 - 2012

Last 3 Fiscal Years (1 of 5)

<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u>2012</u>	<u>2011</u>	<u>2010</u>	<u>3-Year Total</u>	<u>Average</u>	<u>2012 vs Average</u>
CD-0610	A Beginner's Guide to Metadata!	2008	2	6	8	16	5	(3)
BOOKSAA-0576	A Different Kind of Web: New Connections Between...	2011	549			549	549	-
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology (Arc	2005	54	208	214	476	159	(105)
BOOKRES-0334	Administration of Television Newsfilm and Videotape	1997	1	6	7	14	5	(4)
BOOKJNT-0246	Advocating Archives: An Introduction to Public Rela	1994	4	9	18	31	10	(6)
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	69	316	373	758	253	(184)
AABACKISSUE	American Archivist - Single Issue		12	115	90	217	72	(60)
BOOKJNT-0137	AMIA Compendium of Moving Image Cataloging Practice	2001	5	9	11	25	8	(3)
BOOKRES-0558	An American Political Archives Reader	2009	3	8	5	16	5	(2)
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	13	11	16	40	13	(0)
BOOKRES-0453	Ancient Archives and Archival Traditions: Concepts	2004	-	3	5	8	3	(3)
BOOKRES-0227	Appraising Moving Images: Assessing the Archival an	2002	2	6	7	15	5	(3)
BOOKRES-0110	Appraising the Records of Modern Science and Techno	1985	17	10	8	35	12	5
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	59	49	122	230	77	(18)
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	40	144	286	470	157	(117)
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	5	13	13	31	10	(5)
CD-0613	Archival Content Management Systems	2009	2	4	1	7	2	(0)
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	28	63	98	189	63	(35)
BOOKRES-0193	Archive Fever: A Freudian Impression	1998	7	8	14	29	10	(3)
BOOKRES-0517	Archive Stories: Facts, Fictions, and the Writing o	2005	5	8	6	19	6	(1)
BOOKRES-0525	Archives and Archivists (Holland & Manning)	2007	2	1	4	7	2	(0)
BOOKRES-0464	Archives and Archivists in the Information Age (200	2005	6	5	11	22	7	(1)
BOOKSAA-0521	Archives and Justice: A South African Perspective (	2007	97	64	91	252	84	13
BOOKSAA-0120	Archives and Manuscripts: Surveys (1977)	1977	44	17	7	68	23	21
BOOKRES-0527	Archives and the Digital Library	2007	4	17	25	46	15	(11)
BOOKRES-0220	Archives and the Public Good: Accountability and Re	2002	1	5	10	16	5	(4)
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	11	48	34	93	31	(20)
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	170	199	328	697	232	(62)
BOOKRES-0485	Archives, Documentation, and Institutions of Social	2006	14	16	53	83	28	(14)
BOOKRES-0567	Archives: Principles and Practices	2010	34	47		81	41	(7)
BOOKRES-0486	Archives: Recordkeeping in Society (2005)	2005	10	16	24	50	17	(7)
BOOKRES-0513	Archiving Websites (2006)	2006	3	5	4	12	4	(1)
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	780	1,012	1,030	2,822	941	(161)

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CD-0616	Basics of Managing Electronic Records...	2010	7	15	4	26	9	(2)
CD-0615	Becoming an Archives Consultant...	2009	4	1	2	7	2	2
BOOKRES-0573	Better Off Forgetting? Essays on Archives...		32	17		49	25	8
BOOKRES-0519	Building a Successful Archival Programme	2006	4	1	7	12	4	-
BOOKRES-0442	Building Digital Archives, Descriptions, and Displa	2003	-	11	14	25	8	(8)
BOOKRES-0553	Cataloging Cultural Objects: Guide to Describing Cu	2006	5	11	5	21	7	(2)
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	31	46	105	182	61	(30)
BOOKRES-0562	Community Archives: The Shaping of Memory	2009	6	12	8	26	9	(3)
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	126	85		211	106	21
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	24	25	24	73	24	(0)
BOOKRES-0229	Corporate Archives and History: Making the Past Wor	1993	2	8	10	20	7	(5)
BOOKRES-0216	Creating a Winning Online Exhibition: A Guide for L	2003	10	8	6	24	8	2
BOOKRES-0146	Creating and Documenting Electronic Texts	2000	4	8	5	17	6	(2)
BOOKRES-0208	Creating Digital Audio Resources: A Guide to Good P	2002	5	13	7	25	8	(3)
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	7	15	13	35	12	(5)
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	9	11	16	36	12	(3)
BOOKRES-0566	Currents of Archival Thinking	2009	42	28		70	35	7
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	734	844	729	2,307	769	(35)
BOOKRES-0329	Developing and Maintaining Practical Archives: A Ho	2003	40	85	124	249	83	(43)
BOOKRES-0439	Digitizing Collections: Strategic Issues for the In	2004	2	6	9	17	6	(4)
BOOKJNT-0278	Documenting Localities	1996	7	11	16	34	11	(4)
BOOKRES-0559	Documenting: Lighting Design	2007	5	2	3	10	3	2
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	9	13	15	37	12	(3)
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	18	27	2	47	16	2
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	11	26	154	191	64	(53)
CD-0607	EAD Tips & Tricks: Converting Data MARC & EAD - CD	2005	-	6	4	10	3	(3)
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	18	18	13	49	16	2
BOOKRES-0444	Electronic Records Retention: New Strategies/Data L	2003	-	8	12	20	7	(7)
CD-0608	Electronic Records: Preservation Options of PDF	2007	4	4	6	14	5	(1)
CD-0618	Electronic Records...The Next Step!		8	6		14	7	1
BOOKRES-0189	Encoded Archival Description on the Internet	2002	17	18	16	51	17	-
CD-0606	Ethical Problem Solving: When Inst Compete for Coll	2003	-	2	2	4	1	(1)
BOOKSAA-0417	Ethics and the Archival Profession: Introduction an	2003	9	46	68	123	41	(32)

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BOOKRES-0520	Ethics, Accountability and Recordkeeping in Dangero	2006	-	3	4	7	2	(2)
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	21	31	25	77	26	(5)
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	20	25	45	90	30	(10)
BOOKRES-0473	Final Acts: Guide to Preserving the Recs of Truth C	2005	1	4	5	10	3	(2)
BOOKRES-0574	Future of Archives		2	13		15	8	(6)
CD-0612	Green Is Great: Planning and Developing an Environmentally...	2009	2	3	7	12	4	(2)
BOOKSAA-0541	Guia para donar los registros de su organizacion a un deposito	2009	7	5	100	112	37	(30)
BOOKSAA-0620	Guia para donar sus documentos personales o familia	2007	7	4	101	112	37	(30)
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	6	8	103	117	39	(33)
BOOKRES-0452	Guide to Preventive Conservati on of Photo Collecti	2003	8	15	15	38	13	(5)
BOOKSAA-0571	How to Keep Union Records	2010	14	27		41	21	(7)
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	316			316	316	-
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	4	9	9	22	7	(3)
BOOKRES-0451	Introduction to Imaging	2003	11	10	8	29	10	1
CD-0614	Introduction to Web 2.0 in Archives...	2009	-	3	3	6	2	(2)
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	15	20	31	66	22	(7)
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	13	19	36	68	23	(10)
BOOKRES-0267	Local History Collections in Libraries	1995	6	5	3	14	5	1
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	347	332	521	1,200	400	(53)
BOOKSAA-0535	Managing Congressional Collections	2008	22	28	54	104	35	(13)
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	8	12	22	42	14	(6)
BOOKRES-0131	Managing Records as Evidence and Information	2001	-	5	4	9	3	(3)
BOOKRES-0478	Managing Records: A Handbook of Principles and Prac	2002	7	16	52	75	25	(18)
BOOKRES-0554	Managing the Crowd: Rethinking Records Management f	2008	2	8	11	21	7	(5)
BOOKSAA-ACS0257	Manual for the Arrangement and Description of Archi	2003	13	28	48	89	30	(17)
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	124	97		221	111	14
BOOKRES-0338	MARC Manual: Understanding and Using MARC Records (	1997	1	5	6	12	4	(3)
BOOKRES-0169	Modern Archives Reader: Basic Readings on Archival	1984	23	63	27	113	38	(15)
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	7	4	7	18	6	1
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	123	126	83	332	111	12
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	40	104	224	368	123	(83)
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	9	27	31	67	22	(13)
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	25	25	38	88	29	(4)

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BOOKSAA-0248	Oral History Cataloging Manual	1995	48	55	15	118	39	9
BOOKRES-0247	Oral History Manual, The	2010	12	12	11	35	12	0
BOOKRES-0487	Oral History Reader, The (2006)	2006	4	5	6	15	5	(1)
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	5	19	17	41	14	(9)
BOOKRES-0424	Owning Memory: How a Caribbean Community Lost Its A	2003	-	4	7	11	4	(4)
BOOKRES-0563	Personal Archives and a New Archival Calling	2009	11	14	5	30	10	1
BOOKSAA-0481	Photographs: Archival Care and Management	2006	215	344	432	991	330	(115)
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	80	92	208	380	127	(47)
BOOKSAA-0480	Political Pressure and the Archival Record	2005	24	40	37	101	34	(10)
BOOKRES-0175	Preservation and Storage of Sound Recordings	1991	9	8	10	27	9	-
BOOKRES-0514	Preservation Management for Libraries, Archives, Mu	2006	2	5	6	13	4	(2)
BOOKRES-0292	Preservation Microfilming: A Guide for Librarians a	1995	-	2	3	5	2	(2)
BOOKRES-0412	Preservation of the Integrity of Electronic Records	2002	4	3	6	13	4	(0)
BOOKRES-0524	Preserving Archives (2007)	2007	5	4	28	37	12	(7)
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	492	824	603	1,919	640	(148)
BOOKRES-0392	Preserving Digital Information: A How-To-Do-It Manu	2000	1	6	11	18	6	(5)
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	41	64	74	179	60	(19)
CD-0611	Privacy and Health Information	2008	1	-	1	2	1	0
BOOKRES-0569	Processing the Past: Contesting Authorities...		19	19		38	19	-
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	60	95	34	189	63	(3)
BOOKSAA-AFS0459	Providing Reference Services f or Archives and Manu	2005	432	511	479	1,422	474	(42)
BOOKRES-0234	Public Records and Archives in Classical Athens	1999	6	3	3	12	4	2
BOOKJNT-0577	Public Relations and Marketing for Archives		43			43	43	-
BOOKRES-0518	Recordkeeping in a Hybrid Environment	2006	6	4	11	21	7	(1)
BOOKSAA-0331	Records of American Business, The	1997	43	40	39	122	41	2
BOOKJNT-0319	Research and the Manuscript Tradition	1997	4	5	4	13	4	(0)
BOOKRES-0560	Respect for Authority: Authority, Control, Context Control...	2008	4	9	7	20	7	(3)
BOOKRES-0550	Returned from Russia: Nazi Archival Plunder in West	2007	8	6	9	23	8	0
ITEM-0501	SAA Chico Bag	2008	-	507	12	519	173	(173)
BOOKSAA-0176	Sample Forms for Archival & Records Management	2002	14	14	32	60	20	(6)
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	7	25	33	65	22	(15)
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	345	538	602	1,485	495	(150)
CD-0620	Standards for Digital Archives (DAS)	2012	1			1	1	-

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BOOKJNT-0245	Starting an Archives	1994	8	15	13	36	12	(4)
BOOKSAA-0570	The Ethical Archivist	2010	116	224		340	170	(54)
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	605			605	605	-
BOOKJNT-0162	The Management of College and University Archives	1992	6	11	8	25	8	(2)
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	9	9	8	26	9	0
CD-0609	Thinking Digital . . . A Practical Session to Help	2007	5	7	7	19	6	(1)
BOOKRES-0427	Thirty Years of Electronic Records	2003	7	7	6	20	7	0
CD-619	Train the Trainer: Building a Successful Continuing Education		2			2	2	-
BOOKRES-0134	Trusting Records: Legal, Hist, Diplomatic Perspecti	2001	-	2	6	8	3	(3)
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	671	913	862	2,446	815	(144)
BOOKRES-0551	Understanding Data and Information Systems	2008	12	9	23	44	15	(3)
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	21	55	43	119	40	(19)
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	242			242	242	-
BOOKRES-0565	Web 2.0 Tools and Strategies for Archives...	2010	18	34	32	84	28	(10)
CD-0617	What is EAC-CPF?	2010	1	2		3	2	(1)
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	2	6	9	17	6	(4)
ITEM-0500	X-100% Archivist T-shirt (2X-LARGE)		-	-	17	17	6	(6)
ITEM-0497	X-100% Archivist T-shirt (LARGE)		-	-	16	16	5	(5)
ITEM-0496	X-100% Archivist T-shirt (MEDIUM)		-	-	15	15	5	(5)
ITEM-0495	X-100% Archivist T-shirt (SMALL)		-	-	18	18	6	(6)
ITEM-0498	X-100% Archivist T-shirt (X-LARGE)		-	-	55	55	18	(18)
BOOKRES-0341	X-Archival Image: Collected Essays		-	-	2	2	1	(1)
BOOKSAA-ACS0174	X-Archives in the Ancient World		-	-	32	32	11	(11)
BOOKSAA-0349	X-Encoded Archival Description: Context, Theory and C		-	21	30	51	17	(17)
BOOKRES-0555	X-InterPARES 2: Experiential, Interactive and Dynamic Record		-	-	17	17	6	(6)
BOOKRES-0512	X-Managing Archives: Foundations, Principles, Practic		-	2	7	9	3	(3)
BOOKRES-0515	X-Managing Electronic Records (McLeod and Hare) (2005		-	-	6	6	2	(2)
BOOKSAA-ACS0433	X-The Management of Archives (1965)		-	-	6	6	2	(2)
BOOKSAA-0194	X-Thesaurus of University Terms		-	-	6	6	2	(2)
Totals			8,128	9,563	9,934	27,625	9,208	(2,433)