

**The Society of American Archivists
Publications Sales
For Fiscal Quarter Ending December 31, 2015**

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKSAA-0576	A Different Kind of Web: New Connections Between...	2011	4	\$ 8.00	44.98	32.00	\$ 179.90	0.11%	0.18%	0.12%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	30	\$ 4.10	40.29	123.00	\$ 1,208.75	0.41%	1.18%	0.93%
BOOKRES-0558	An American Political Archives Reader	2009	3	\$ 61.73	66.00	185.19	\$ 198.00	0.62%	0.19%	0.09%
BOOKRES-0110	Appraising the Records of Modern Science and Techno	1985	41	\$ 6.50	1.17	266.50	\$ 48.00	0.90%	0.05%	1.27%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	39	\$ 16.09	39.63	627.51	\$ 1,545.56	2.11%	1.51%	1.21%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	45	\$ 1.55	21.03	69.75	\$ 946.39	0.23%	0.92%	1.39%
BOOKSAA-0584	Archival Arrangement and Description (print)		142	\$ 4.36	24.65	619.12	\$ 3,500.63	2.09%	3.42%	4.40%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	39	\$ 6.65	14.89	259.35	\$ 580.82	0.87%	0.57%	1.21%
BOOKRES-0586	Archives and Societal Provenance: Australian Essays		1	\$ 79.14	95.00	79.14	\$ 95.00	0.27%	0.09%	0.03%
BOOKRES-0527	Archives and the Digital Library	2007	1	\$ 53.95	69.00	53.95	\$ 69.00	0.18%	0.07%	0.03%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	14	\$ 14.40	27.09	201.60	\$ 379.20	0.68%	0.37%	0.43%
BOOKSAA-0600	Archives in Libraries: What Librarians and Archivists Need to Know... (print)	2015	237	\$ 15.03	48.55	3,562.11	\$ 11,505.26	12.00%	11.25%	7.34%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	9	\$ 5.64	38.98	50.76	\$ 350.80	0.17%	0.34%	0.28%
BOOKRES-0567	Archives: Principles and Practices	2010	7	\$ 68.47	81.78	479.29	\$ 572.45	1.61%	0.56%	0.22%
BOOKRES-0591	Archivists, Collectors, Dealers, and Replevin: Case Studies		3	\$ 47.54	62.00	142.62	\$ 186.00	0.48%	0.18%	0.09%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	177	\$ 3.69	33.92	653.13	\$ 6,003.30	2.20%	5.87%	5.48%
CD-0615	Becoming an Archives Consultant...	2009	1	\$ 3.87	103.79	3.87	\$ 103.79	0.01%	0.10%	0.03%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...		5	\$ 12.93	20.40	64.65	\$ 102.00	0.22%	0.10%	0.15%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	9	\$ 13.06	24.98	117.54	\$ 224.85	0.40%	0.22%	0.28%
BOOKSAA-0590	Conceptualizing 21st-Century Archives (print)		105	\$ 5.62	55.41	590.10	\$ 5,818.48	1.99%	5.69%	3.25%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	24	\$ 18.90	30.32	453.60	\$ 727.70	1.53%	0.71%	0.74%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	2	\$ 24.77	39.48	49.54	\$ 78.95	0.17%	0.08%	0.06%
BOOKSAA-0593	Copyright and Unpublished Material (Brochure)		15	\$ 18.40	21.70	276.00	\$ 325.50	0.93%	0.32%	0.46%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	2	\$ 24.90	25.00	49.80	\$ 50.00	0.17%	0.05%	0.06%
BOOKRES-0566	Currents of Archival Thinking	2009	9	\$ 38.88	45.00	349.92	\$ 405.00	1.18%	0.40%	0.28%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	98	\$ 4.58	27.14	448.84	\$ 2,659.60	1.51%	2.60%	3.03%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	5	\$ 15.56	27.00	77.80	\$ 135.00	0.26%	0.13%	0.15%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	24	\$ 3.78	21.38	90.72	\$ 513.00	0.31%	0.50%	0.74%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	18	\$ 3.78	21.83	68.04	\$ 393.00	0.23%	0.38%	0.56%
BOOKRES-0597	Donors and Archives: A Guidebook for Successful Programs	2015	13	\$ 41.85	48.38	544.05	\$ 629.00	1.83%	0.61%	0.40%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	3	\$ 35.51	47.00	106.53	\$ 141.00	0.36%	0.14%	0.09%
BOOKSAA-0599	Encoded Archival Description Tag Library - Version EAD3	2015	203	\$ 12.04	23.72	2,444.12	\$ 4,815.22	8.23%	4.71%	6.28%
BOOKSAA-0587	Exhibits in Archives and Special Collections Libraries		69	\$ 9.86	50.03	680.34	\$ 3,452.29	2.29%	3.37%	2.14%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	12	\$ 15.00	20.00	180.00	\$ 240.00	0.61%	0.23%	0.37%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	11	\$ 8.20	27.82	90.20	\$ 306.00	0.30%	0.30%	0.34%
CD-0612	Green Is Great: Planning and Developing an Environmentally...	2009	1	\$ 6.00	65.00	6.00	\$ 65.00	0.02%	0.06%	0.03%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	12	\$ 3.78	22.29	45.36	\$ 267.50	0.15%	0.26%	0.37%
BOOKSAA-0571	How to Keep Union Records	2010	10	\$ 27.88	9.40	278.80	\$ 94.00	0.94%	0.09%	0.31%
BOOKSAA-0581	How to Manage Processing in Archives and Special Collections	2012	31	\$ 2.90	44.86	89.90	\$ 1,390.77	0.30%	1.36%	0.96%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	30	\$ 7.36	60.63	220.80	\$ 1,818.80	0.74%	1.78%	0.93%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	2	\$ 37.19	30.00	74.38	\$ 60.00	0.25%	0.06%	0.06%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	7	\$ 61.36	73.43	429.52	\$ 514.00	1.45%	0.50%	0.22%
BOOKRES-0596	Leading the Historical Enterprise: Strategic Creativity, Planning & Advocacy...	2015	6	\$ 50.95	64.00	305.70	\$ 384.00	1.03%	0.38%	0.19%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	5	\$ 4.70	15.00	23.50	\$ 75.00	0.08%	0.07%	0.15%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	47	\$ 5.04	37.20	236.88	\$ 1,748.24	0.80%	1.71%	1.46%
BOOKSAA-0535	Managing Congressional Collections	2008	9	\$ 5.64	18.84	50.76	\$ 169.60	0.17%	0.17%	0.28%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	5	\$ 63.69	76.60	318.45	\$ 383.00	1.07%	0.37%	0.15%
BOOKRES-0582	Managing the Next Generation of College and University...		2	\$ 95.00	75.00	190.00	\$ 150.00	0.64%	0.15%	0.06%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	24	\$ 23.60	34.73	566.40	\$ 833.40	1.91%	0.81%	0.74%
BOOKSAA-0598	MODULE 8: Becoming a Trusted Digital Repository (print)		216	\$ 6.75	20.56	1,458.00	\$ 4,440.21	4.91%	4.34%	6.69%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	53	\$ 1.75	37.62	92.75	\$ 1,994.00	0.31%	1.95%	1.64%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	42	\$ 3.65	26.09	153.30	\$ 1,095.60	0.52%	1.07%	1.30%

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BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	12	\$ 4.30	25.00	51.60	\$ 300.00	0.17%	0.29%	0.37%
BOOKRES-0247	Oral History Manual, The	2010	6	\$ 24.14	31.00	144.84	\$ 186.00	0.49%	0.18%	0.19%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	14	\$ 27.97	33.07	391.58	\$ 463.00	1.32%	0.45%	0.43%
BOOKSAA-0588	Perspectives on Women's Archives		25	\$ 9.13	32.83	228.25	\$ 820.70	0.77%	0.80%	0.77%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	136	\$ 13.72	37.56	1,865.92	\$ 5,108.10	6.28%	4.99%	4.21%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	33	\$ 10.32	29.03	340.56	\$ 957.85	1.15%	0.94%	1.02%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	11	\$ 18.74	16.36	206.14	\$ 179.95	0.69%	0.18%	0.34%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	130	\$ 8.25	49.71	1,072.50	\$ 6,462.19	3.61%	6.32%	4.02%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	14	\$ 21.59	17.93	302.26	\$ 251.00	1.02%	0.25%	0.43%
BOOKRES-0569	Processing the Past: Contesting Authorities...		4	\$ 50.21	53.50	200.84	\$ 214.00	0.68%	0.21%	0.12%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	40	\$ 6.91	1.00	276.40	\$ 40.00	0.93%	0.04%	1.24%
BOOKSAA-AFS0459	Providing Reference Services for Archives and Manu	2005	103	\$ 6.30	36.97	648.90	\$ 3,808.24	2.19%	3.72%	3.19%
BOOKJNT-0577	Public Relations and Marketing for Archives		2	\$ 64.27	75.00	128.54	\$ 150.00	0.43%	0.15%	0.06%
BOOKSAA-0331	Records of American Business, The	1997	26	\$ 13.67	1.00	355.42	\$ 26.00	1.20%	0.03%	0.80%
BOOKSAA-0594	Rights in the Digital Era (print)	2015	145	\$ 15.00	27.33	2,175.00	\$ 3,962.82	7.33%	3.87%	4.49%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	2	\$ 12.83	15.00	25.66	\$ 30.00	0.09%	0.03%	0.06%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	68	\$ 4.10	40.84	278.80	\$ 2,777.24	0.94%	2.71%	2.11%
BOOKJNT-0245	Starting an Archives	1994	1	\$ 39.99	49.00	39.99	\$ 49.00	0.13%	0.05%	0.03%
BOOKSAA-0570	The Ethical Archivist	2010	25	\$ 5.70	30.81	142.50	\$ 770.24	0.48%	0.75%	0.77%
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	73	\$ 4.97	20.95	362.81	\$ 1,529.15	1.22%	1.49%	2.26%
BOOKJNT-0162	The Management of College and University Archives	1992	2	\$ 44.80	64.50	89.60	\$ 129.00	0.30%	0.13%	0.06%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	3	\$ 31.27	36.00	93.81	\$ 108.00	0.32%	0.11%	0.09%
BOOKSAA-0589	Through the Archival Looking Glass: A Reader on Diversity		55	\$ 5.33	46.57	293.15	\$ 2,561.31	0.99%	2.50%	1.70%
BOOKRES-0592	Tribal Libraries, Archives & Museums: Preserving Our Language		2	\$ 40.91	50.00	81.82	\$ 100.00	0.28%	0.10%	0.06%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	159	\$ 4.96	38.67	788.64	\$ 6,148.00	2.66%	6.01%	4.92%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	4	\$ 37.03	40.00	148.12	\$ 160.00	0.50%	0.16%	0.12%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	7	\$ 34.88	41.54	244.16	\$ 290.80	0.82%	0.28%	0.22%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	3	\$ 27.30	50.00	81.90	\$ 150.00	0.28%	0.15%	0.09%

3,230

\$ 29,690.89 \$ 102,314.15 100.00% 100.00% 100.00%

Total Sold	3230
# of items sold	81
Average cost per item sold	\$ 9.19
Average revenue per item sold	\$ 31.68
% of items sold	32.53%
COGS ratio to revenue	29.02%