

INVENTORY REPORT - FY 2013

**The Society of American Archivists
Publications Sales
For The Period Covering July 1, 2012 Thru June 30, 2013**

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
CD-0610	A Beginner's Guide to Metadata	2008	1	6.00	135.00	6.00	135.00	0.01%	0.05%	0.01%
BOOKSAA-0576	A Different Kind of Web: New Connections Between...	2011	108	25.55	52.75	1,348.38	5,696.61	1.54%	2.09%	1.42%
BOOKRES-0334	Administration of Television Newsmagazine and Videotape	1997	1	42.00	50.00	42.00	50.00	0.05%	0.02%	0.01%
BOOKJNT-0246	Advocating Archives: An Introduction to Public Relations	1994	3	33.08	46.16	99.24	138.47	0.11%	0.05%	0.04%
BOOKSAA-0395	American Archival Studies: Readings in Theory and Practice	2000	72	11.42	41.80	1,037.28	3,009.68	1.19%	1.10%	0.94%
AABACKISSUE	American Archivist - Single Issue		10	5.00	115.40	50.00	1,154.00	0.06%	0.42%	0.13%
BOOKJNT-0137	AMIA Compendium of Moving Image Cataloging Practice	2001	13	11.00	27.31	143.00	355.00	0.16%	0.13%	0.17%
BOOKRES-0558	An American Political Archives Reader	2009	5	52.50	67.80	262.50	339.00	0.30%	0.12%	0.07%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Planning	2002	5	31.50	42.00	157.50	210.00	0.18%	0.08%	0.07%
BOOKRES-0227	Appraising Moving Images: Assessing the Archival and	2002	3	34.65	47.00	111.30	141.00	0.13%	0.05%	0.04%
BOOKRES-0110	Appraising the Records of Modern Science and Technology	1985	25	-	2.51	-	62.74	0.00%	0.02%	0.33%
BOOKSAA-0482	Architectural Records: Managing Design and Construction	2006	83	18.62	41.81	1,545.46	3,470.28	1.77%	1.27%	1.09%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	67	4.49	24.81	300.83	1,662.38	0.34%	0.61%	0.88%
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	7	80.55	100.00	563.85	700.00	0.64%	0.26%	0.09%
PDF-1004	Archival Arrangement and Description (PDF)		1	-	24.99	-	24.99	0.00%	0.01%	0.01%
BOOKSAA-0584	Archival Arrangement and Description (print)		531	23.72	20.64	12,595.32	10,962.08	14.40%	4.02%	6.96%
CD-0613	Archival Content Management Systems	2009	2	6.00	155.00	12.00	310.00	0.01%	0.11%	0.03%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervisors	2008	22	6.65	31.76	146.30	698.80	0.17%	0.26%	0.29%
BOOKRES-0193	Archive Fever: A Freudian Impression	1998	3	10.20	14.00	30.60	42.00	0.03%	0.02%	0.04%
BOOKRES-0464	Archives and Archivists in the Information Age (2000)	2005	1	63.00	67.00	63.00	67.00	0.07%	0.02%	0.01%
BOOKSAA-0521	Archives and Justice: A South African Perspective (2007	37	28.84	26.35	1,067.08	974.80	1.22%	0.36%	0.48%
BOOKRES-0586	Archives and Societal Provenance: Australian Essays		4	77.58	103.50	310.32	414.00	0.35%	0.15%	0.05%
BOOKRES-0527	Archives and the Digital Library	2007	10	46.20	57.73	515.44	577.32	0.59%	0.21%	0.13%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays on	2006	6	15.00	41.33	90.00	248.00	0.10%	0.09%	0.08%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	105	5.64	41.92	592.20	4,401.76	0.68%	1.61%	1.38%
BOOKRES-0485	Archives, Documentation, and Institutions of Social	2006	1	49.21	55.00	49.21	55.00	0.06%	0.02%	0.01%
BOOKRES-0567	Archives: Principles and Practices	2010	35	56.00	69.25	2,024.41	2,423.88	2.31%	0.89%	0.46%
BOOKRES-0486	Archives: Recordkeeping in Society (2005)	2005	17	77.17	61.18	1,311.89	1,040.00	1.50%	0.38%	0.22%
BOOKRES-0513	Archiving Websites (2006)	2006	3	69.97	64.00	209.91	192.00	0.24%	0.07%	0.04%
BOOKSAA-AFS0458	Arranging & Describing Archives and Manuscripts (AFS II)	2005	918	4.36	34.26	3,413.02	31,454.67	3.90%	11.53%	12.03%
CD-0616	Basics of Managing Electronic Records...	2010	5	6.00	143.00	30.00	715.00	0.03%	0.26%	0.07%
CD-0615	Becoming an Archives Consultant...	2009	2	6.00	95.00	12.00	190.00	0.01%	0.07%	0.03%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...		17	15.52	23.06	263.78	392.09	0.30%	0.14%	0.22%
BOOKRES-0553	Cataloging Cultural Objects: Guide to Describing Cultural	2006	2	80.00	145.00	160.00	290.00	0.18%	0.11%	0.03%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	30	13.07	37.31	392.10	1,119.20	0.45%	0.41%	0.39%

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BOOKRES-0562	Community Archives: The Shaping of Memory	2009	2	94.50	109.00	189.00	218.00	0.22%	0.08%	0.03%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	143	18.90	44.25	2,702.70	6,327.67	3.09%	2.32%	1.87%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	9	24.58	39.42	224.01	354.80	0.26%	0.13%	0.12%
BOOKRES-0216	Creating a Winning Online Exhibition: A Guide for L	2003	5	39.24	54.00	225.63	270.00	0.26%	0.10%	0.07%
BOOKRES-0208	Creating Digital Audio Resources: A Guide to Good P	2002	6	16.40	20.83	98.80	125.00	0.11%	0.05%	0.08%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	6	32.34	46.67	204.68	280.00	0.23%	0.10%	0.08%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	5	21.67	27.00	108.35	135.00	0.12%	0.05%	0.07%
BOOKRES-0566	Currents of Archival Thinking	2009	27	25.20	40.00	684.00	1,080.00	0.78%	0.40%	0.35%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	154	13.70	24.88	2,109.80	3,832.13	2.41%	1.41%	2.02%
BOOKRES-0329	Developing and Maintaining Practical Archives: A Ho	2003	35	61.00	72.86	2,175.60	2,550.00	2.49%	0.93%	0.46%
BOOKJNT-0278	Documenting Localities	1996	4	35.00	20.00	140.00	80.00	0.16%	0.03%	0.05%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	6	13.04	23.67	90.68	142.00	0.10%	0.05%	0.08%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	17	0.08	21.76	1.36	370.00	0.00%	0.14%	0.22%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	7	5.00	25.71	35.00	180.00	0.04%	0.07%	0.09%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	17	35.00	45.25	595.00	769.28	0.68%	0.28%	0.22%
CD-0618	Electronic Records... The Next Step!		3	6.00	148.33	18.00	445.00	0.02%	0.16%	0.04%
BOOKRES-0189	Encoded Archival Description on the Internet	2002	8	29.78	38.00	237.94	304.00	0.27%	0.11%	0.10%
CD-0606	Ethical Problem Solving: When Inst Compete for Coll	2003	1	6.00	39.00	6.00	39.00	0.01%	0.01%	0.01%
BOOKSAA-0417	Ethics and the Archival Profession: Introduction an	2003	2	15.39	24.95	30.78	49.90	0.04%	0.02%	0.03%
BOOKRES-0520	Ethics, Accountability and Recordkeeping in Dangero	2006	3	80.50	108.33	241.50	325.00	0.28%	0.12%	0.04%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	27	6.00	14.26	242.00	385.00	0.28%	0.14%	0.35%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	18	16.63	28.33	299.34	510.00	0.34%	0.19%	0.24%
BOOKRES-0574	Future of Archives		6	80.50	93.46	483.00	560.74	0.55%	0.21%	0.08%
CD-0612	Green Is Great: Planning and Developing an Environmentally...	2009	1	6.00	95.00	6.00	95.00	0.01%	0.03%	0.01%
BOOKSAA-0620	Guia para donar sus documentos personales o familia	2007	2	5.00	15.00	10.00	30.00	0.01%	0.01%	0.03%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	9	5.00	16.67	45.00	150.00	0.05%	0.05%	0.12%
BOOKRES-0452	Guide to Preventive Conservati on of Photo Collecti	2003	8	36.00	46.88	288.00	375.00	0.33%	0.14%	0.10%
BOOKSAA-0571	How to Keep Union Records	2010	7	27.88	43.29	195.16	303.00	0.22%	0.11%	0.09%
BOOKSAA-0581	How to Manage Processing in Archives and Special Collections	2012	253	26.24	71.49	6,638.72	18,087.69	7.59%	6.63%	3.32%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	88	27.03	50.53	2,378.64	4,446.26	2.72%	1.63%	1.15%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	4	33.83	33.75	135.32	135.00	0.15%	0.05%	0.05%
BOOKRES-0451	Introduction to Imaging	2003	6	20.00	25.00	120.00	150.00	0.14%	0.05%	0.08%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	16	56.00	68.35	922.80	1,093.56	1.05%	0.40%	0.21%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	5	4.78	41.00	23.90	205.00	0.03%	0.08%	0.07%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	289	5.06	36.34	1,458.38	10,501.69	1.67%	3.85%	3.79%

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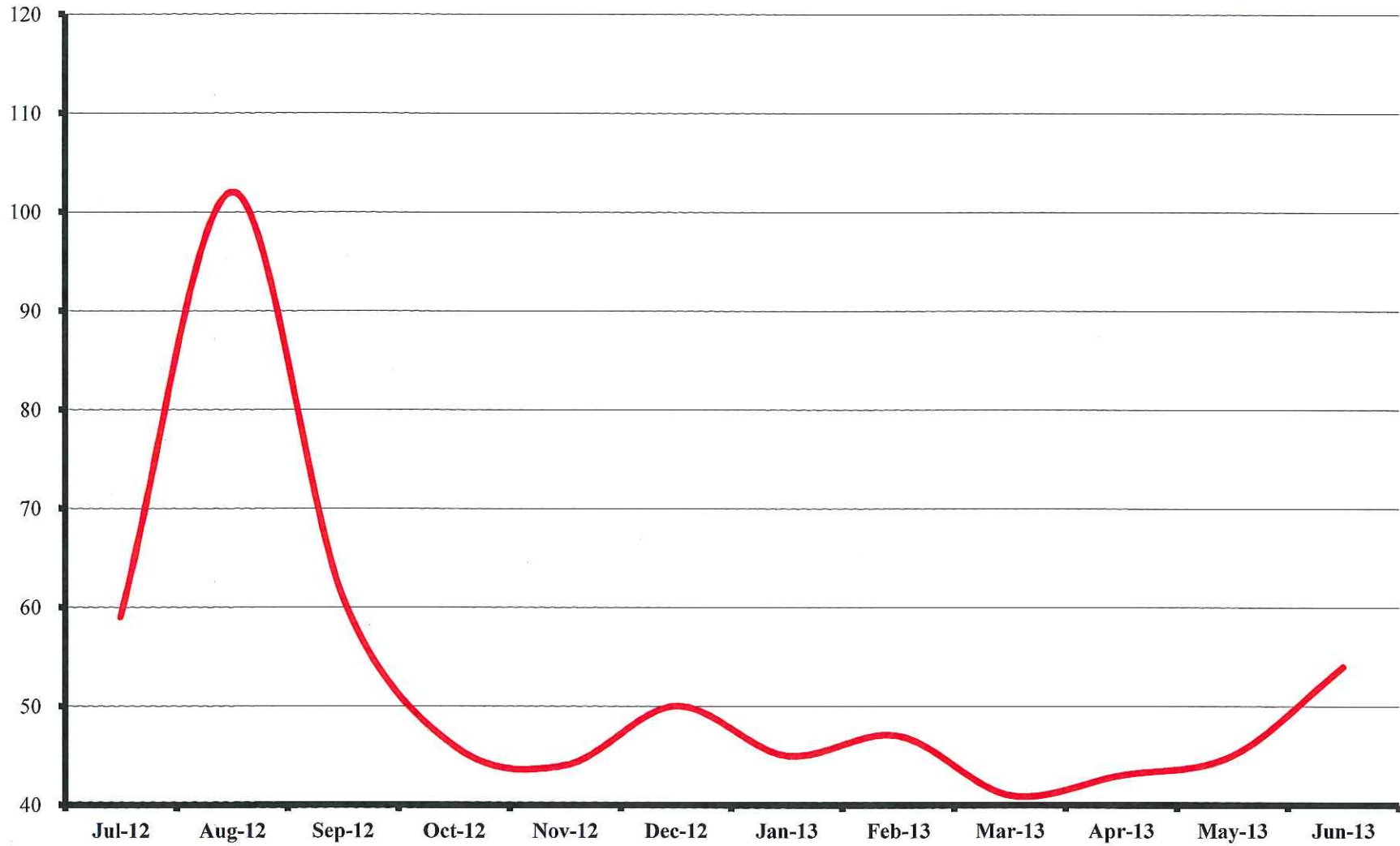
Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKSAA-0535	Managing Congressional Collections	2008	26	5.64	19.91	146.64	517.75	0.17%	0.19%	0.34%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	12	56.00	76.97	698.80	923.60	0.80%	0.34%	0.16%
BOOKRES-0131	Managing Records as Evidence and Information	2001	1	24.00	119.00	24.00	119.00	0.03%	0.04%	0.01%
BOOKRES-0478	Managing Records: A Handbook of Principles and Prac	2002	5	62.96	67.79	314.80	338.95	0.36%	0.12%	0.07%
BOOKRES-0554	Managing the Crowd: Rethinking Records Management f	2008	2	80.50	91.00	161.00	182.00	0.18%	0.07%	0.03%
BOOKRES-0582	Managing the Next Generation of College and University...		2	95.00	100.00	190.00	200.00	0.22%	0.07%	0.03%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	109	23.60	46.00	2,572.40	5,014.10	2.94%	1.84%	1.43%
BOOKRES-0338	MARC Manual: Understanding and Using MARC Records (1997	3	42.23	44.00	126.69	132.00	0.14%	0.05%	0.04%
BOOKRES-0169	Modern Archives Reader: Basic Readings on Archival	1984	11	15.36	20.91	163.20	230.00	0.19%	0.08%	0.14%
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	6	30.80	35.67	205.80	214.00	0.24%	0.08%	0.08%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	111	17.60	43.46	1,953.60	4,823.89	2.23%	1.77%	1.45%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	61	10.63	54.06	648.43	3,297.60	0.74%	1.21%	0.80%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	15	44.87	50.66	663.05	759.95	0.76%	0.28%	0.20%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	16	8.92	35.21	142.72	563.33	0.16%	0.21%	0.21%
BOOKSAA-0248	Oral History Cataloging Manual	1995	17	3.00	5.88	51.00	100.00	0.06%	0.04%	0.22%
BOOKRES-0247	Oral History Manual, The	2010	7	20.97	31.43	153.13	220.00	0.18%	0.08%	0.09%
BOOKRES-0487	Oral History Reader, The (2006)	2006	2	34.09	40.00	68.18	80.00	0.08%	0.03%	0.03%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	12	28.52	39.33	334.93	472.00	0.38%	0.17%	0.16%
BOOKRES-0424	Owning Memory: How a Caribbean Community Lost Its A	2003	3	44.80	57.77	134.40	173.32	0.15%	0.06%	0.04%
BOOKRES-0563	Personal Archives and a New Archival Calling	2009	7	26.25	30.71	183.75	215.00	0.21%	0.08%	0.09%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	386	13.72	42.03	5,295.92	16,222.15	6.05%	5.95%	5.06%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	48	5.91	35.65	283.68	1,711.00	0.32%	0.63%	0.63%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	38	19.00	23.66	722.00	899.12	0.83%	0.33%	0.50%
BOOKRES-0524	Preserving Archives (2007)	2007	1	69.96	72.00	69.96	72.00	0.08%	0.03%	0.01%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	497	8.79	47.55	4,368.63	23,630.53	4.99%	8.66%	6.51%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	47	21.89	31.74	1,028.83	1,492.00	1.18%	0.55%	0.62%
CD-0611	Privacy and Health Information	2008	1	6.00	145.00	6.00	145.00	0.01%	0.05%	0.01%
BOOKRES-0569	Processing the Past: Contesting Authorities...		10	44.40	56.33	476.85	563.27	0.55%	0.21%	0.13%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	58	7.17	10.01	415.86	111.00	0.48%	0.04%	0.76%
BOOKSAA-AFS0459	Providing Reference Services for Archives and Manu	2005	513	3.02	39.43	1,549.26	20,230.03	1.77%	7.42%	6.72%
BOOKJNT-0577	Public Relations and Marketing for Archives		19	56.00	71.05	1,064.00	1,350.00	1.22%	0.49%	0.25%
BOOKRES-0583	Records Management for Museums and Galleries		5	70.00	87.00	350.00	435.00	0.40%	0.16%	0.07%
BOOKSAA-0331	Records of American Business, The	1997	56	16.60	2.30	929.60	129.00	1.06%	0.05%	0.73%
BOOKJNT-0319	Research and the Manuscript Tradition	1997	1	42.70	30.00	42.70	30.00	0.05%	0.01%	0.01%
BOOKRES-0560	Respect for Authority: Authority, Control, Context Control...	2008	4	49.32	59.75	197.28	239.00	0.23%	0.09%	0.05%

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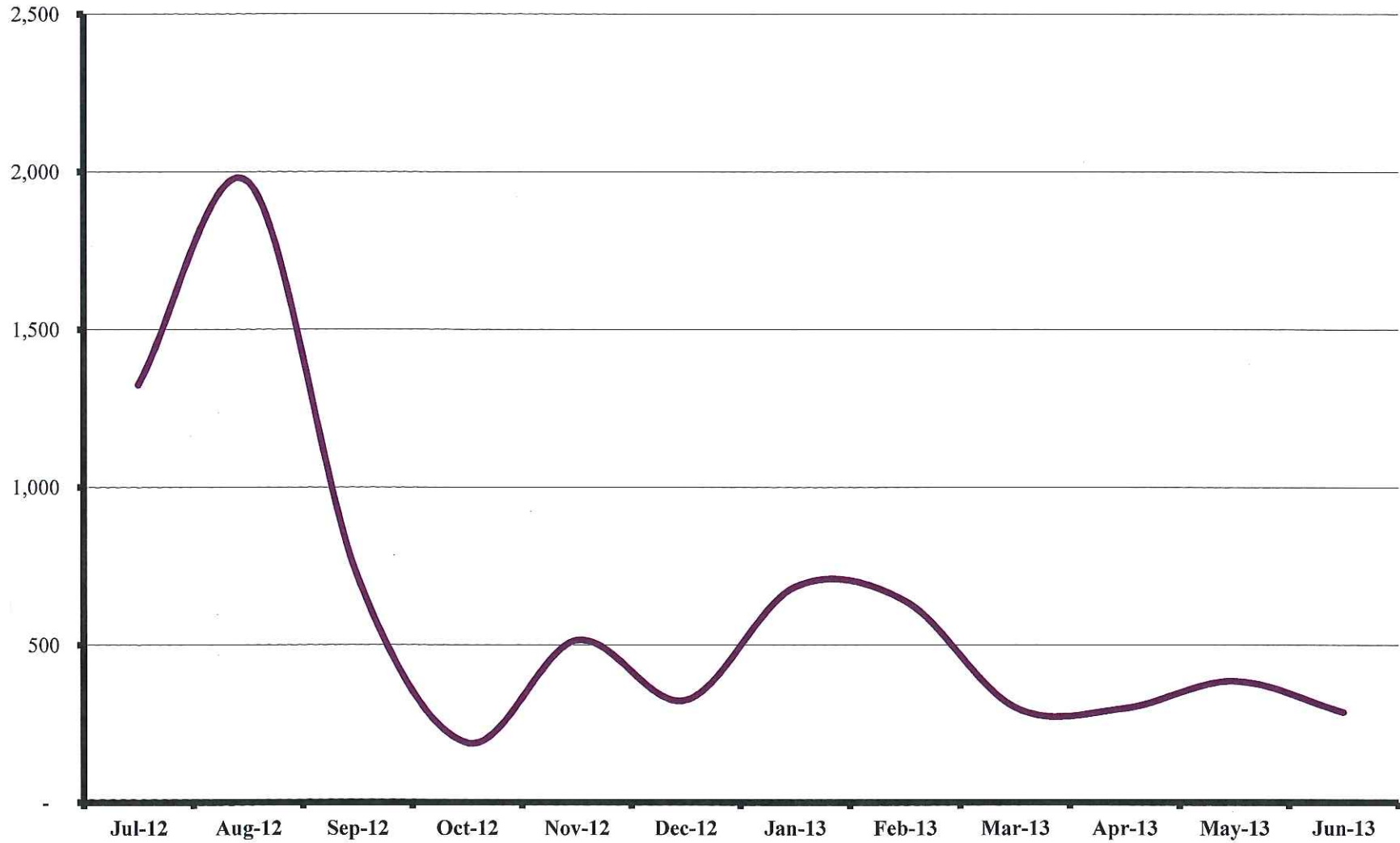
Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
ITEM-0501	SAA Chico Bag	2008	851	3.00	3.53	2,553.00	3,006.00	2.92%	1.10%	11.15%
BOOKSAA-0176	Sample Forms for Archival & Records Management	2002	18	20.98	35.44	430.84	637.85	0.49%	0.23%	0.24%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	5	6.60	25.00	33.00	125.00	0.04%	0.05%	0.07%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	343	3.64	36.97	1,260.42	12,679.78	1.44%	4.65%	4.49%
CD-0620	Standards for Digital Archives (DAS)	2012	2	6.00	135.00	12.00	270.00	0.01%	0.10%	0.03%
BOOKJNT-0245	Starting an Archives	1994	3	38.50	49.00	115.50	147.00	0.13%	0.05%	0.04%
BOOKSAA-0570	The Ethical Archivist	2010	104	5.70	34.63	592.80	3,601.00	0.68%	1.32%	1.36%
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	222	4.64	53.50	1,030.08	11,877.17	1.18%	4.35%	2.91%
BOOKJNT-0162	The Management of College and University Archives	1992	1	45.50	59.00	45.50	59.00	0.05%	0.02%	0.01%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	3	31.00	37.33	93.00	112.00	0.11%	0.04%	0.04%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	555	2.06	41.20	1,143.30	22,866.83	1.31%	8.38%	7.27%
BOOKRES-0551	Understanding Data and Information Systems	2008	5	56.00	68.40	280.00	342.00	0.32%	0.13%	0.07%
CD-0622	Using and Understanding PDF		1	6.00	34.00	6.00	34.00	0.01%	0.01%	0.01%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	12	35.00	45.00	420.00	540.00	0.48%	0.20%	0.16%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	29	39.18	45.28	940.32	1,313.00	1.07%	0.48%	0.38%
BOOKRES-0565	Web 2.0 Tools and Strategies for Archives...	2010	7	59.47	65.88	416.29	461.18	0.48%	0.17%	0.09%
CD-0617	What is EAC-CPF?	2010	1	6.00	119.00	6.00	119.00	0.01%	0.04%	0.01%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	2	27.69	40.00	58.80	80.00	0.07%	0.03%	0.03%
			<u>7,631</u>			<u>\$ 87,494.95</u>	<u>\$ 272,727.87</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

# of items sold	124		14.40%	11.53%	12.03%
Average cost per item sold	\$ 11.47				
Average revenue per item sold	\$ 35.74				
% of items sold	52.77%				
COGS ratio to revenue	32.08%				

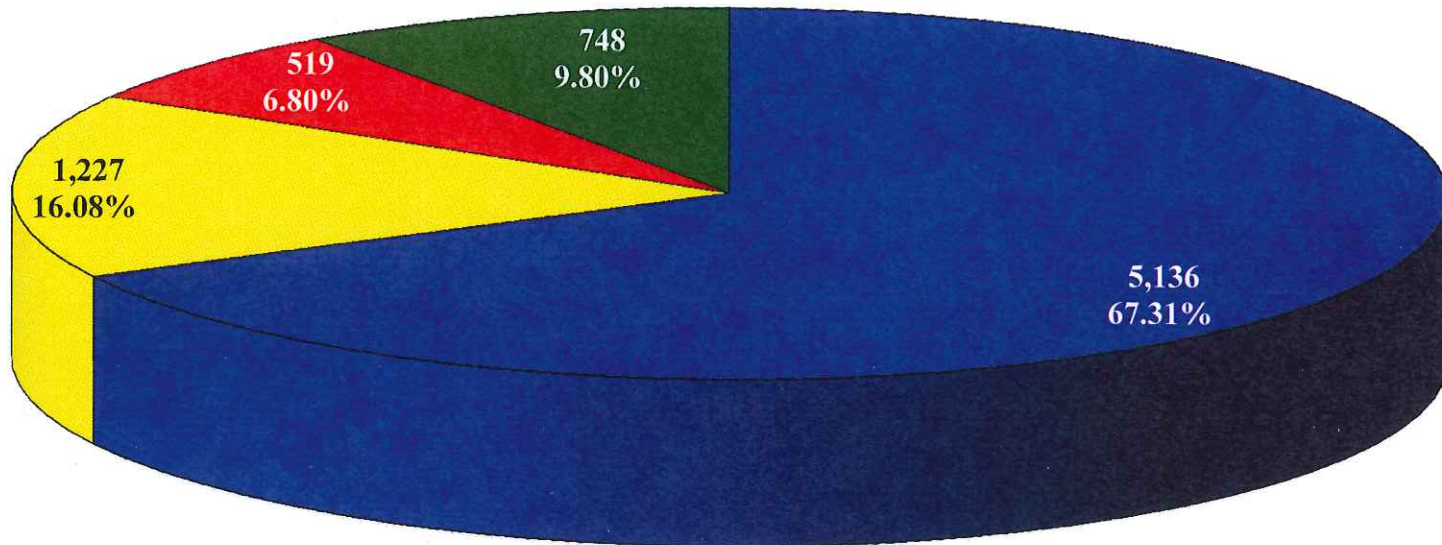
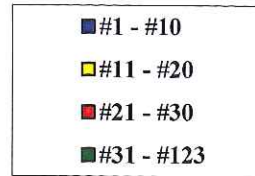
of Items Sold



of Units Sold



Units Sold



Sales \$\$\$ Makeup

