

Alpha Listing of Items
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The Society of American Archivists
Publications Sales
For The Period Covering February 1, 2011 Thru January 31, 2012

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
CD-0610	A Beginner's Guide to Metadata!	2008	5	6.00	100.20	30.00	501.00	0.03%	0.16%	0.06%
BOOKSAA-0576	A Different Kind of Web: New Connections Between...	2011	480	25.55	15.90	12,264.00	7,631.07	10.44%	2.42%	5.92%
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology (Arc	2005	76	9.30	19.94	706.80	1,515.23	0.60%	0.48%	0.94%
BOOKRES-0334	Administration of Television Newsfilm and Videotape	1997	2	42.00	50.00	84.00	100.00	0.07%	0.03%	0.02%
BOOKJNT-0246	Advocating Archives: An Introduction to Public Rela	1994	5	32.48	41.40	162.40	207.00	0.14%	0.07%	0.06%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	90	11.42	32.73	1,027.80	2,945.29	0.87%	0.93%	1.11%
AABACKISSUE	American Archivist - Single Issue		31	5.00	40.11	155.00	1,243.50	0.13%	0.39%	0.38%
BOOKJNT-0137	AMIA Compendium of Moving Image Cataloging Practice	2001	7	11.00	31.43	77.00	220.00	0.07%	0.07%	0.09%
BOOKRES-0558	An American Political Archives Reader	2009	3	59.66	47.00	178.98	141.00	0.15%	0.04%	0.04%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	15	26.90	19.67	403.50	295.00	0.34%	0.09%	0.19%
BOOKRES-0453	Ancient Archives and Archival Traditions: Concepts	2004	-	106.52	-	-	-	0.00%	0.00%	0.00%
BOOKRES-0227	Appraising Moving Images: Assessing the Archival an	2002	3	33.64	43.00	100.92	129.00	0.09%	0.04%	0.04%
BOOKRES-0110	Appraising the Records of Modern Science and Techno	1985	21	-	1.81	-	38.00	0.00%	0.01%	0.26%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	61	18.62	43.20	1,135.82	2,635.45	0.97%	0.84%	0.75%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	73	13.94	24.52	1,017.62	1,790.00	0.87%	0.57%	0.90%
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	6	84.81	86.67	508.86	520.00	0.43%	0.17%	0.07%
CD-0613	Archival Content Management Systems	2009	4	6.00	103.00	24.00	412.00	0.02%	0.13%	0.05%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	41	6.65	13.66	272.65	559.97	0.23%	0.18%	0.51%
BOOKRES-0193	Archive Fever: A Freudian Impression	1998	6	10.59	4.00	63.54	24.00	0.05%	0.01%	0.07%
BOOKRES-0517	Archive Stories: Facts, Fictions, and the Writing o	2005	7	16.34	8.57	114.38	60.00	0.10%	0.02%	0.09%
BOOKRES-0525	Archives and Archivists (Holland & Manning)	2007	2	\$ 33.00	\$ 22.50	\$ 66.00	\$ 45.00	0.06%	0.01%	0.02%
BOOKRES-0464	Archives and Archivists in the Information Age (200	2005	5	59.50	15.00	297.50	75.00	0.25%	0.02%	0.06%
BOOKSAA-0521	Archives and Justice: A South African Perspective (	2007	61	28.84	34.90	1,759.24	2,128.60	1.50%	0.68%	0.75%
BOOKSAA-0120	Archives and Manuscripts: Surveys (1977)	1977	49	5.00	1.33	245.00	65.00	0.21%	0.02%	0.60%
BOOKRES-0527	Archives and the Digital Library	2007	11	42.73	46.36	470.03	510.00	0.40%	0.16%	0.14%
BOOKRES-0220	Archives and the Public Good: Accountability and Re	2002	2	78.59	94.00	157.18	188.00	0.13%	0.06%	0.02%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	11	15.00	7.64	165.00	84.00	0.14%	0.03%	0.14%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	165	25.65	28.42	4,232.25	4,689.80	3.60%	1.49%	2.04%
BOOKRES-0485	Archives, Documentation, and Institutions of Social	2006	15	49.21	40.33	738.15	605.00	0.63%	0.19%	0.19%
BOOKRES-0567	Archives: Principles and Practices	2010	43	52.50	52.26	2,257.50	2,247.00	1.92%	0.71%	0.53%
BOOKRES-0486	Archives: Recordkeeping in Society (2005)	2005	9	64.90	50.00	584.10	450.00	0.50%	0.14%	0.11%
BOOKRES-0513	Archiving Websites (2006)	2006	3	69.97	-	209.91	-	0.18%	0.00%	0.04%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	815	2.29	38.38	1,866.35	31,279.37	1.59%	9.93%	10.05%
CD-0616	Basics of Managing Electronic Records...	2010	11	6.00	140.45	66.00	1,545.00	0.06%	0.49%	0.14%
CD-0615	Becoming an Archives Consultant...	2009	2	6.00	109.00	12.00	218.00	0.01%	0.07%	0.02%

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The Society of American Archivists
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Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKRES-0573	Better Off Forgetting? Essays on Archives...	2010	47	15.88	13.21	746.36	621.00	0.64%	0.20%	0.58%
BOOKRES-0519	Building a Successful Archival Programme	2006	4	69.00	-	276.00	-	0.23%	0.00%	0.05%
BOOKRES-0442	Building Digital Archives, Descriptions, and Displa	2003	7	45.00	69.29	315.00	485.00	0.27%	0.15%	0.09%
BOOKRES-0553	Cataloging Cultural Objects: Guide to Describing Cu	2006	8	83.99	78.75	671.92	630.00	0.57%	0.20%	0.10%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	34	13.07	28.12	444.38	956.07	0.38%	0.30%	0.42%
BOOKRES-0562	Community Archives: The Shaping of Memory	2009	10	94.50	63.00	945.00	630.00	0.80%	0.20%	0.12%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	159	18.90	35.35	3,005.10	5,620.50	2.56%	1.78%	1.96%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	25	24.58	22.52	614.50	563.10	0.52%	0.18%	0.31%
BOOKRES-0229	Corporate Archives and History: Making the Past Wor	1993	4	22.56	31.25	90.24	125.00	0.08%	0.04%	0.05%
BOOKRES-0216	Creating a Winning Online Exhibition: A Guide for L	2003	9	39.24	25.00	353.16	225.00	0.30%	0.07%	0.11%
BOOKRES-0146	Creating and Documenting Electronic Texts	2000	6	17.40	6.00	104.40	36.00	0.09%	0.01%	0.07%
BOOKRES-0208	Creating Digital Audio Resources: A Guide to Good P	2002	9	16.40	11.11	147.60	100.00	0.13%	0.03%	0.11%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	10	32.34	26.58	323.40	265.80	0.28%	0.08%	0.12%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	9	21.56	15.56	194.04	140.00	0.17%	0.04%	0.11%
BOOKRES-0566	Currents of Archival Thinking	2009	40	25.20	30.85	1,008.00	1,233.90	0.86%	0.39%	0.49%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	817	10.36	32.92	8,464.12	26,893.04	7.21%	8.53%	10.08%
BOOKRES-0329	Developing and Maintaining Practical Archives: A Ho	2003	69	45.50	61.99	3,139.50	4,277.31	2.67%	1.36%	0.85%
BOOKRES-0439	Digitizing Collections: Strategic Issues for the In	2004	5	73.50	49.00	367.50	245.00	0.31%	0.08%	0.06%
BOOKJNT-0278	Documenting Localities	1996	7	27.69	15.57	193.83	109.00	0.17%	0.03%	0.09%
BOOKRES-0559	Documenting: Lighting Design	2007	4	15.00	-	60.00	-	0.05%	0.00%	0.05%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	10	13.04	10.80	130.40	108.00	0.11%	0.03%	0.12%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	21	0.08	24.43	1.68	512.93	0.00%	0.16%	0.26%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	19	5.00	24.89	95.00	472.93	0.08%	0.15%	0.23%
CD-0607	EAD Tips & Tricks: Converting Data MARC & EAD - CD	2005	4	6.00	54.00	24.00	216.00	0.02%	0.07%	0.05%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	24	34.21	31.25	821.04	750.00	0.70%	0.24%	0.30%
BOOKRES-0444	Electronic Records Retention: New Strategies/Data L	2003	1	33.27	51.00	33.27	51.00	0.03%	0.02%	0.01%
CD-0608	Electronic Records: Preservation Options of PDF	2007	5	6.00	86.54	30.00	432.70	0.03%	0.14%	0.06%
CD-0618	Electronic Records... The Next Step!		12	6.00	141.67	72.00	1,700.00	0.06%	0.54%	0.15%
BOOKRES-0189	Encoded Archival Description on the Internet	2002	15	27.95	24.88	419.25	373.22	0.36%	0.12%	0.19%
CD-0606	Ethical Problem Solving: When Inst Compete for Coll	2003	-	6.00	-	-	-	0.00%	0.00%	0.00%
BOOKSAA-0417	Ethics and the Archival Profession: Introduction an	2003	19	1.75	22.86	33.25	434.25	0.03%	0.14%	0.23%
BOOKRES-0520	Ethics, Accountability and Recordkeeping in Dangero	2006	3	80.50	95.00	241.50	285.00	0.21%	0.09%	0.04%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	31	6.00	8.77	186.00	272.00	0.16%	0.09%	0.38%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	24	16.63	26.63	399.12	639.20	0.34%	0.20%	0.30%
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%

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BOOKRES-0574	Future of Archives	2011	15	80.50	86.53	1,207.50	1,298.00	1.03%	0.41%	0.19%
CD-0612	Green Is Great: Planning and Developing an Environmentally...	2009	2	6.00	89.00	12.00	178.00	0.01%	0.06%	0.02%
BOOKSAA-0541	Guia para donar los registros de su organizacion a un deposito	2009	4	-	-	-	-	0.00%	0.00%	0.05%
BOOKSAA-0620	Guia para donar sus documentos personales o familia	2007	5	5.00	6.00	25.00	30.00	0.02%	0.01%	0.06%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	7	5.00	37.56	35.00	262.93	0.03%	0.08%	0.09%
BOOKRES-0452	Guide to Preventive Conservati on of Photo Collecti	2003	14	28.25	32.14	395.50	450.00	0.34%	0.14%	0.17%
BOOKSAA-0571	How to Keep Union Records	2010	25	27.88	35.81	697.00	895.30	0.59%	0.28%	0.31%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	281	27.03	29.09	7,595.43	8,173.06	6.47%	2.59%	3.47%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	5	30.80	21.00	154.00	105.00	0.13%	0.03%	0.06%
BOOKRES-0451	Introduction to Imaging	2003	10	18.00	13.50	180.00	135.00	0.15%	0.04%	0.12%
CD-0614	Introduction to Web 2.0 in Archives...	2009	2	6.00	89.00	12.00	178.00	0.01%	0.06%	0.02%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	17	52.50	43.59	892.50	741.00	0.76%	0.24%	0.21%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	13	4.78	15.00	62.14	195.00	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	336	7.07	32.09	2,375.52	10,783.89	2.02%	3.42%	4.14%
BOOKSAA-0535	Managing Congressional Collections	2008	22	5.64	17.32	124.08	381.00	0.11%	0.12%	0.27%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	8	52.50	62.19	420.00	497.50	0.36%	0.16%	0.10%
BOOKRES-0131	Managing Records as Evidence and Information	2001	-	24.00	-	-	-	0.00%	0.00%	0.00%
BOOKRES-0478	Managing Records: A Handbook of Principles and Prac	2002	10	62.96	85.45	629.60	854.45	0.54%	0.27%	0.12%
BOOKRES-0554	Managing the Crowd: Rethinking Records Management f	2008	4	80.50	68.25	322.00	273.00	0.27%	0.09%	0.05%
BOOKSAA-ACS0257	Manual for the Arrangement and Description of Archi	2003	16	3.90	14.38	62.40	230.00	0.05%	0.07%	0.20%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	158	23.60	34.39	3,728.80	5,433.75	3.17%	1.72%	1.95%
BOOKRES-0338	MARC Manual: Understanding and Using MARC Records (	1997	2	42.23	22.00	84.46	44.00	0.07%	0.01%	0.02%
BOOKRES-0169	Modern Archives Reader: Basic Readings on Archival	1984	11	15.31	9.89	168.41	108.80	0.14%	0.03%	0.14%
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	6	34.01	11.00	204.06	66.00	0.17%	0.02%	0.07%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	120	17.60	49.61	2,112.00	5,952.70	1.80%	1.89%	1.48%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	44	10.63	36.77	467.72	1,618.06	0.40%	0.51%	0.54%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	9	44.87	23.33	403.83	209.95	0.34%	0.07%	0.11%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	25	8.92	16.20	223.00	405.00	0.19%	0.13%	0.31%
BOOKSAA-0248	Oral History Cataloging Manual	1995	45	3.00	2.74	135.00	123.20	0.11%	0.04%	0.56%
BOOKRES-0247	Oral History Manual, The	2010	14	23.76	18.21	332.64	255.00	0.28%	0.08%	0.17%
BOOKRES-0487	Oral History Reader, The (2006)	2006	5	34.09	8.00	170.45	40.00	0.15%	0.01%	0.06%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	7	28.52	37.14	199.64	260.00	0.17%	0.08%	0.09%
BOOKRES-0424	Owning Memory: How a Caribbean Community Lost Its A	2003	-	44.80	-	-	-	0.00%	0.00%	0.00%
BOOKRES-0563	Personal Archives and a New Archival Calling	2009	14	27.05	17.14	378.70	240.00	0.32%	0.08%	0.17%

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BOOKSAA-0481	Photographs: Archival Care and Management	2006	266	14.01	64.16	3,726.66	17,066.79	3.17%	5.42%	3.28%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	95	5.91	38.76	561.45	3,681.88	0.48%	1.17%	1.17%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	23	19.00	14.34	437.00	329.80	0.37%	0.10%	0.28%
BOOKRES-0175	Preservation and Storage of Sound Recordings	1991	10	16.00	12.00	160.00	120.00	0.14%	0.04%	0.12%
BOOKRES-0514	Preservation Management for Libraries, Archives, Mu	2006	1	87.50	99.00	87.50	99.00	0.07%	0.03%	0.01%
BOOKRES-0292	Preservation Microfilming: A Guide for Librarians a	1995	-	78.89	-	-	-	0.00%	0.00%	0.00%
BOOKRES-0412	Preservation of the Integrity of Electronic Records	2002	5	35.69	17.00	178.45	85.00	0.15%	0.03%	0.06%
BOOKRES-0524	Preserving Archives (2007)	2007	5	69.96	35.98	349.80	179.90	0.30%	0.06%	0.06%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	537	8.81	54.28	4,730.97	29,147.28	4.03%	9.25%	6.62%
BOOKRES-0392	Preserving Digital Information: A How-To-Do-It Manu	2000	3	45.50	61.00	136.50	183.00	0.12%	0.06%	0.04%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	41	21.89	27.90	897.49	1,144.00	0.76%	0.36%	0.51%
CD-0611	Privacy and Health Information	2008	1	6.00	69.00	6.00	69.00	0.01%	0.02%	0.01%
BOOKRES-0569	Processing the Past: Contesting Authorities...	2011	37	45.60	47.24	1,687.20	1,748.00	1.44%	0.55%	0.46%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	60	7.17	2.25	430.20	135.00	0.37%	0.04%	0.74%
BOOKSAA-AFS0459	Providing Reference Services f or Archives and Manu	2005	466	3.02	37.88	1,407.32	17,653.33	1.20%	5.60%	5.75%
BOOKRES-0234	Public Records and Archives in Classical Athens	1999	5	40.00	23.00	200.00	115.00	0.17%	0.04%	0.06%
BOOKJNT-0577	Public Relations and Marketing for Archives	2011	36	-	34.17	-	1,230.00	0.00%	0.39%	0.44%
BOOKRES-0518	Recordkeeping in a Hybrid Environment	2006	7	69.00	33.57	483.00	235.00	0.41%	0.07%	0.09%
BOOKSAA-0331	Records of American Business, The	1997	45	17.00	9.51	765.00	428.00	0.65%	0.14%	0.56%
BOOKJNT-0319	Research and the Manuscript Tradition	1997	4	42.70	33.25	170.80	133.00	0.15%	0.04%	0.05%
BOOKRES-0560	Respect for Authority: Authority, Control, Context Control...	2008	3	49.32	60.12	147.96	180.36	0.13%	0.06%	0.04%
BOOKRES-0550	Returned from Russia: Nazi Archival Plunder in West	2007	8	47.02	14.25	376.16	114.00	0.32%	0.04%	0.10%
ITEM-0501	SAA Chico Bag	2008	3	3.00	8.67	9.00	26.00	0.01%	0.01%	0.04%
BOOKSAA-0176	Sample Forms for Archival & Records Management	2002	4	20.98	18.50	83.92	74.00	0.07%	0.02%	0.05%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	6	6.60	25.00	39.60	150.00	0.03%	0.05%	0.07%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	344	2.08	37.56	715.52	12,919.51	0.61%	4.10%	4.24%
BOOKJNT-0245	Starting an Archives	1994	10	32.34	27.01	323.40	270.10	0.28%	0.09%	0.12%
BOOKSAA-0570	The Ethical Archivist	2010	183	32.02	37.49	5,859.66	6,861.50	4.99%	2.18%	2.26%
BOOKJNT-0162	The Management of College and University Archives	1992	6	39.66	36.33	237.96	218.00	0.20%	0.07%	0.07%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	12	31.00	18.00	372.00	216.00	0.32%	0.07%	0.15%
CD-0609	Thinking Digital . . . A Practical Session to Help	2007	4	6.00	105.75	24.00	423.00	0.02%	0.13%	0.05%
BOOKRES-0427	Thirty Years of Electronic Records	2003	7	35.27	16.71	246.89	117.00	0.21%	0.04%	0.09%
CD-619	Train the Trainer: Building a Successful Continuing Education		1	6.00	135.00	6.00	135.00	0.01%	0.04%	0.01%
BOOKRES-0134	Trusting Records: Legal, Hist, Diplomatic Perspecti	2001	-	73.25	-	-	-	0.00%	0.00%	0.00%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	702	2.06	39.93	1,446.12	28,027.49	1.23%	8.89%	8.66%

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BOOKRES-0551	Understanding Data and Information Systems	2008	14	52.50	51.07	735.00	715.00	0.63%	0.23%	0.17%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	22	30.00	40.91	660.00	900.00	0.56%	0.29%	0.27%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	231	39.18	4.05	9,050.58	935.10	7.70%	0.30%	2.85%
BOOKRES-0565	Web 2.0 Tools and Strategies for Archives...	2010	22	55.96	42.04	1,231.12	924.95	1.05%	0.29%	0.27%
CD-0617	What is EAC-CPF?	2010	2	6.00	115.00	12.00	230.00	0.01%	0.07%	0.02%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	3	31.78	40.00	95.34	120.00	0.08%	0.04%	0.04%
			<u>8,108</u>			<u>\$ 117,468.92</u>	<u>\$ 315,143.52</u>	<u>100.00%</u>	<u>89.59%</u>	<u>100.00%</u>

# of items sold		140				10.44%	9.93%	10.08%
Average cost per item sold	\$	14.49						
Average revenue per item sold	\$	38.87						
% of items sold		61.95%						
COGS ratio to revenue		37.27%						

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Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	815	2.29	38.38	1,866.35	31,279.37	1.59%	9.93%	10.05%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	537	8.81	54.28	4,730.97	29,147.28	4.03%	9.25%	6.62%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	702	2.06	39.93	1,446.12	28,027.49	1.23%	8.89%	8.66%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	817	10.36	32.92	8,464.12	26,893.04	7.21%	8.53%	10.08%
BOOKSAA-AFS0459	Providing Reference Services f or Archives and Manu	2005	466	3.02	37.88	1,407.32	17,653.33	1.20%	5.60%	5.75%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	266	14.01	64.16	3,726.66	17,066.79	3.17%	5.42%	3.28%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	344	2.08	37.56	715.52	12,919.51	0.61%	4.10%	4.24%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	336	7.07	32.09	2,375.52	10,783.89	2.02%	3.42%	4.14%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	281	27.03	29.09	7,595.43	8,173.06	6.47%	2.59%	3.47%
BOOKSAA-0576	A Different Kind of Web: New Connections Between...	2011	480	25.55	15.90	12,264.00	7,631.07	10.44%	2.42%	5.92%
BOOKSAA-0570	The Ethical Archivist	2010	183	32.02	37.49	5,859.66	6,861.50	4.99%	2.18%	2.26%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	120	17.60	49.61	2,112.00	5,952.70	1.80%	1.89%	1.48%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	159	18.90	35.35	3,005.10	5,620.50	2.56%	1.78%	1.96%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	158	23.60	34.39	3,728.80	5,433.75	3.17%	1.72%	1.95%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	165	25.65	28.42	4,232.25	4,689.80	3.60%	1.49%	2.04%
BOOKRES-0329	Developing and Maintaining Practical Archives: A Ho	2003	69	45.50	61.99	3,139.50	4,277.31	2.67%	1.36%	0.85%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	95	5.91	38.76	561.45	3,681.88	0.48%	1.17%	1.17%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	90	11.42	32.73	1,027.80	2,945.29	0.87%	0.93%	1.11%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	61	18.62	43.20	1,135.82	2,635.45	0.97%	0.84%	0.75%
BOOKRES-0567	Archives: Principles and Practices	2010	43	52.50	52.26	2,257.50	2,247.00	1.92%	0.71%	0.53%
BOOKSAA-0521	Archives and Justice: A South African Perspective (	2007	61	28.84	34.90	1,759.24	2,128.60	1.50%	0.68%	0.75%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	73	13.94	24.52	1,017.62	1,790.00	0.87%	0.57%	0.90%
BOOKRES-0569	Processing the Past: Contesting Authorities...	2011	37	45.60	47.24	1,687.20	1,748.00	1.44%	0.55%	0.46%
CD-0618	Electronic Records...The Next Step!		12	6.00	141.67	72.00	1,700.00	0.06%	0.54%	0.15%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	44	10.63	36.77	467.72	1,618.06	0.40%	0.51%	0.54%
CD-0616	Basics of Managing Electronic Records...	2010	11	6.00	140.45	66.00	1,545.00	0.06%	0.49%	0.14%
BOOKSAA-AFS0460	A Glossary of Archival and Records Terminology (Arc	2005	76	9.30	19.94	706.80	1,515.23	0.60%	0.48%	0.94%
BOOKRES-0574	Future of Archives	2011	15	80.50	86.53	1,207.50	1,298.00	1.03%	0.41%	0.19%
AABACKISSUE	American Archivist - Single Issue		31	5.00	40.11	155.00	1,243.50	0.13%	0.39%	0.38%
BOOKRES-0566	Currents of Archival Thinking	2009	40	25.20	30.85	1,008.00	1,233.90	0.86%	0.39%	0.49%
BOOKJNT-0577	Public Relations and Marketing for Archives	2011	36	-	34.17	-	1,230.00	0.00%	0.39%	0.44%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	41	21.89	27.90	897.49	1,144.00	0.76%	0.36%	0.51%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	34	13.07	28.12	444.38	956.07	0.38%	0.30%	0.42%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	231	39.18	4.05	9,050.58	935.10	7.70%	0.30%	2.85%
BOOKRES-0565	Web 2.0 Tools and Strategies for Archives...	2010	22	55.96	42.04	1,231.12	924.95	1.05%	0.29%	0.27%

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BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	22	30.00	40.91	660.00	900.00	0.56%	0.29%	0.27%
BOOKSAA-0571	How to Keep Union Records	2010	25	27.88	35.81	697.00	895.30	0.59%	0.28%	0.31%
BOOKRES-0478	Managing Records: A Handbook of Principles and Prac	2002	10	62.96	85.45	629.60	854.45	0.54%	0.27%	0.12%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	24	34.21	31.25	821.04	750.00	0.70%	0.24%	0.30%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	17	52.50	43.59	892.50	741.00	0.76%	0.24%	0.21%
BOOKRES-0551	Understanding Data and Information Systems	2008	14	52.50	51.07	735.00	715.00	0.63%	0.23%	0.17%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	24	16.63	26.63	399.12	639.20	0.34%	0.20%	0.30%
BOOKRES-0553	Cataloging Cultural Objects: Guide to Describing Cu	2006	8	83.99	78.75	671.92	630.00	0.57%	0.20%	0.10%
BOOKRES-0562	Community Archives: The Shaping of Memory	2009	10	94.50	63.00	945.00	630.00	0.80%	0.20%	0.12%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...	2010	47	15.88	13.21	746.36	621.00	0.64%	0.20%	0.58%
BOOKRES-0485	Archives, Documentation, and Institutions of Social	2006	15	49.21	40.33	738.15	605.00	0.63%	0.19%	0.19%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	25	24.58	22.52	614.50	563.10	0.52%	0.18%	0.31%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	41	6.65	13.66	272.65	559.97	0.23%	0.18%	0.51%
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	6	84.81	86.67	508.86	520.00	0.43%	0.17%	0.07%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	21	0.08	24.43	1.68	512.93	0.00%	0.16%	0.26%
BOOKRES-0527	Archives and the Digital Library	2007	11	42.73	46.36	470.03	510.00	0.40%	0.16%	0.14%
CD-0610	A Beginner's Guide to Metadata!	2008	5	6.00	100.20	30.00	501.00	0.03%	0.16%	0.06%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	8	52.50	62.19	420.00	497.50	0.36%	0.16%	0.10%
BOOKRES-0442	Building Digital Archives, Descriptions, and Displa	2003	7	45.00	69.29	315.00	485.00	0.27%	0.15%	0.09%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	19	5.00	24.89	95.00	472.93	0.08%	0.15%	0.23%
BOOKRES-0452	Guide to Preventive Conservati on of Photo Collecti	2003	14	28.25	32.14	395.50	450.00	0.34%	0.14%	0.17%
BOOKRES-0486	Archives: Recordkeeping in Society (2005)	2005	9	64.90	50.00	584.10	450.00	0.50%	0.14%	0.11%
BOOKSAA-0417	Ethics and the Archival Profession: Introduction an	2003	19	1.75	22.86	33.25	434.25	0.03%	0.14%	0.23%
CD-0608	Electronic Records: Preservation Options of PDF	2007	5	6.00	86.54	30.00	432.70	0.03%	0.14%	0.06%
BOOKSAA-0331	Records of American Business, The	1997	45	17.00	9.51	765.00	428.00	0.65%	0.14%	0.56%
CD-0609	Thinking Digital . . . A Practical Session to Help	2007	4	6.00	105.75	24.00	423.00	0.02%	0.13%	0.05%
CD-0613	Archival Content Management Systems	2009	4	6.00	103.00	24.00	412.00	0.02%	0.13%	0.05%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	25	8.92	16.20	223.00	405.00	0.19%	0.13%	0.31%
BOOKSAA-0535	Managing Congressional Collections	2008	22	5.64	17.32	124.08	381.00	0.11%	0.12%	0.27%
BOOKRES-0189	Encoded Archival Description on the Internet	2002	15	27.95	24.88	419.25	373.22	0.36%	0.12%	0.19%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	23	19.00	14.34	437.00	329.80	0.37%	0.10%	0.28%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	15	26.90	19.67	403.50	295.00	0.34%	0.09%	0.19%
BOOKRES-0520	Ethics, Accountability and Recordkeeping in Dangero	2006	3	80.50	95.00	241.50	285.00	0.21%	0.09%	0.04%
BOOKRES-0554	Managing the Crowd: Rethinking Records Management f	2008	4	80.50	68.25	322.00	273.00	0.27%	0.09%	0.05%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	31	6.00	8.77	186.00	272.00	0.16%	0.09%	0.38%

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BOOKJNT-0245	Starting an Archives	1994	10	32.34	27.01	323.40	270.10	0.28%	0.09%	0.12%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	10	32.34	26.58	323.40	265.80	0.28%	0.08%	0.12%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	7	5.00	37.56	35.00	262.93	0.03%	0.08%	0.09%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	7	28.52	37.14	199.64	260.00	0.17%	0.08%	0.09%
BOOKRES-0247	Oral History Manual, The	2010	14	23.76	18.21	332.64	255.00	0.28%	0.08%	0.17%
BOOKRES-0439	Digitizing Collections: Strategic Issues for the In	2004	5	73.50	49.00	367.50	245.00	0.31%	0.08%	0.06%
BOOKRES-0563	Personal Archives and a New Archival Calling	2009	14	27.05	17.14	378.70	240.00	0.32%	0.08%	0.17%
BOOKRES-0518	Recordkeeping in a Hybrid Environment	2006	7	69.00	33.57	483.00	235.00	0.41%	0.07%	0.09%
BOOKSAA-ACS0257	Manual for the Arrangement and Description of Archi	2003	16	3.90	14.38	62.40	230.00	0.05%	0.07%	0.20%
CD-0617	What is EAC-CPF?	2010	2	6.00	115.00	12.00	230.00	0.01%	0.07%	0.02%
BOOKRES-0216	Creating a Winning Online Exhibition: A Guide for L	2003	9	39.24	25.00	353.16	225.00	0.30%	0.07%	0.11%
BOOKJNT-0137	AMIA Compendium of Moving Image Cataloging Practice	2001	7	11.00	31.43	77.00	220.00	0.07%	0.07%	0.09%
BOOKJNT-0162	The Management of College and University Archives	1992	6	39.66	36.33	237.96	218.00	0.20%	0.07%	0.07%
CD-0615	Becoming an Archives Consultant...	2009	2	6.00	109.00	12.00	218.00	0.01%	0.07%	0.02%
CD-0607	EAD Tips & Tricks: Converting Data MARC & EAD - CD	2005	4	6.00	54.00	24.00	216.00	0.02%	0.07%	0.05%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	12	31.00	18.00	372.00	216.00	0.32%	0.07%	0.15%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	9	44.87	23.33	403.83	209.95	0.34%	0.07%	0.11%
BOOKJNT-0246	Advocating Archives: An Introduction to Public Rela	1994	5	32.48	41.40	162.40	207.00	0.14%	0.07%	0.06%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	13	4.78	15.00	62.14	195.00	0.05%	0.06%	0.16%
BOOKRES-0220	Archives and the Public Good: Accountability and Re	2002	2	78.59	94.00	157.18	188.00	0.13%	0.06%	0.02%
BOOKRES-0392	Preserving Digital Information: A How-To-Do-It Manu	2000	3	45.50	61.00	136.50	183.00	0.12%	0.06%	0.04%
BOOKRES-0560	Respect for Authority: Authority, Control, Context Control...	2008	3	49.32	60.12	147.96	180.36	0.13%	0.06%	0.04%
BOOKRES-0524	Preserving Archives (2007)	2007	5	69.96	35.98	349.80	179.90	0.30%	0.06%	0.06%
CD-0612	Green Is Great: Planning and Developing an Environmentally...	2009	2	6.00	89.00	12.00	178.00	0.01%	0.06%	0.02%
CD-0614	Introduction to Web 2.0 in Archives...	2009	2	6.00	89.00	12.00	178.00	0.01%	0.06%	0.02%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	6	6.60	25.00	39.60	150.00	0.03%	0.05%	0.07%
BOOKRES-0558	An American Political Archives Reader	2009	3	59.66	47.00	178.98	141.00	0.15%	0.04%	0.04%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	9	21.56	15.56	194.04	140.00	0.17%	0.04%	0.11%
BOOKRES-0451	Introduction to Imaging	2003	10	18.00	13.50	180.00	135.00	0.15%	0.04%	0.12%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	60	7.17	2.25	430.20	135.00	0.37%	0.04%	0.74%
CD-619	Train the Trainer: Building a Successful Continuing Education		1	6.00	135.00	6.00	135.00	0.01%	0.04%	0.01%
BOOKJNT-0319	Research and the Manuscript Tradition	1997	4	42.70	33.25	170.80	133.00	0.15%	0.04%	0.05%
BOOKRES-0227	Appraising Moving Images: Assessing the Archival an	2002	3	33.64	43.00	100.92	129.00	0.09%	0.04%	0.04%
BOOKRES-0229	Corporate Archives and History: Making the Past Wor	1993	4	22.56	31.25	90.24	125.00	0.08%	0.04%	0.05%
BOOKSAA-0248	Oral History Cataloging Manual	1995	45	3.00	2.74	135.00	123.20	0.11%	0.04%	0.56%

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BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	3	31.78	40.00	95.34	120.00	0.08%	0.04%	0.04%
BOOKRES-0175	Preservation and Storage of Sound Recordings	1991	10	16.00	12.00	160.00	120.00	0.14%	0.04%	0.12%
BOOKRES-0427	Thirty Years of Electronic Records	2003	7	35.27	16.71	246.89	117.00	0.21%	0.04%	0.09%
BOOKRES-0234	Public Records and Archives in Classical Athens	1999	5	40.00	23.00	200.00	115.00	0.17%	0.04%	0.06%
BOOKRES-0550	Returned from Russia: Nazi Archival Plunder in West	2007	8	47.02	14.25	376.16	114.00	0.32%	0.04%	0.10%
BOOKJNT-0278	Documenting Localities	1996	7	27.69	15.57	193.83	109.00	0.17%	0.03%	0.09%
BOOKRES-0169	Modern Archives Reader: Basic Readings on Archival	1984	11	15.31	9.89	168.41	108.80	0.14%	0.03%	0.14%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	10	13.04	10.80	130.40	108.00	0.11%	0.03%	0.12%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	5	30.80	21.00	154.00	105.00	0.13%	0.03%	0.06%
BOOKRES-0208	Creating Digital Audio Resources: A Guide to Good P	2002	9	16.40	11.11	147.60	100.00	0.13%	0.03%	0.11%
BOOKRES-0334	Administration of Television Newsfilm and Videotape	1997	2	42.00	50.00	84.00	100.00	0.07%	0.03%	0.02%
BOOKRES-0514	Preservation Management for Libraries, Archives, Mu	2006	1	87.50	99.00	87.50	99.00	0.07%	0.03%	0.01%
BOOKRES-0412	Preservation of the Integrity of Electronic Records	2002	5	35.69	17.00	178.45	85.00	0.15%	0.03%	0.06%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	11	15.00	7.64	165.00	84.00	0.14%	0.03%	0.14%
BOOKRES-0464	Archives and Archivists in the Information Age (200	2005	5	59.50	15.00	297.50	75.00	0.25%	0.02%	0.06%
BOOKSAA-0176	Sample Forms for Archival & Records Management	2002	4	20.98	18.50	83.92	74.00	0.07%	0.02%	0.05%
CD-0611	Privacy and Health Information	2008	1	6.00	69.00	6.00	69.00	0.01%	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-0224	Moving Archives: The Experiences of Eleven Archivis	2002	6	34.01	11.00	204.06	66.00	0.17%	0.02%	0.07%
BOOKSAA-0120	Archives and Manuscripts: Surveys (1977)	1977	49	5.00	1.33	245.00	65.00	0.21%	0.02%	0.60%
BOOKRES-0517	Archive Stories: Facts, Fictions, and the Writing o	2005	7	16.34	8.57	114.38	60.00	0.10%	0.02%	0.09%
BOOKRES-0444	Electronic Records Retention: New Strategies/Data L	2003	1	33.27	51.00	33.27	51.00	0.03%	0.02%	0.01%
BOOKRES-0525	Archives and Archivists (Holland & Manning)	2007	2	\$ 33.00	\$ 22.50	\$ 66.00	\$ 45.00	0.06%	0.01%	0.02%
BOOKRES-0338	MARC Manual: Understanding and Using MARC Records (	1997	2	42.23	22.00	84.46	44.00	0.07%	0.01%	0.02%
BOOKRES-0487	Oral History Reader, The (2006)	2006	5	34.09	8.00	170.45	40.00	0.15%	0.01%	0.06%
BOOKRES-0110	Appraising the Records of Modern Science and Techno	1985	21	-	1.81	-	38.00	0.00%	0.01%	0.26%
BOOKRES-0146	Creating and Documenting Electronic Texts	2000	6	17.40	6.00	104.40	36.00	0.09%	0.01%	0.07%
BOOKSAA-0620	Guia para donar sus documentos personales o familia	2007	5	5.00	6.00	25.00	30.00	0.02%	0.01%	0.06%
ITEM-0501	SAA Chico Bag	2008	3	3.00	8.67	9.00	26.00	0.01%	0.01%	0.04%
BOOKRES-0193	Archive Fever: A Freudian Impression	1998	6	10.59	4.00	63.54	24.00	0.05%	0.01%	0.07%
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-0292	Preservation Microfilming: A Guide for Librarians a	1995	-	78.89	-	-	-	0.00%	0.00%	0.00%
BOOKRES-0424	Owning Memory: How a Caribbean Community Lost Its A	2003	-	44.80	-	-	-	0.00%	0.00%	0.00%
BOOKRES-0453	Ancient Archives and Archival Traditions: Concepts	2004	-	106.52	-	-	-	0.00%	0.00%	0.00%
BOOKRES-0131	Managing Records as Evidence and Information	2001	-	24.00	-	-	-	0.00%	0.00%	0.00%

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The Society of American Archivists
 Publications Sales
 For The Period Covering February 1, 2011 Thru January 31, 2012

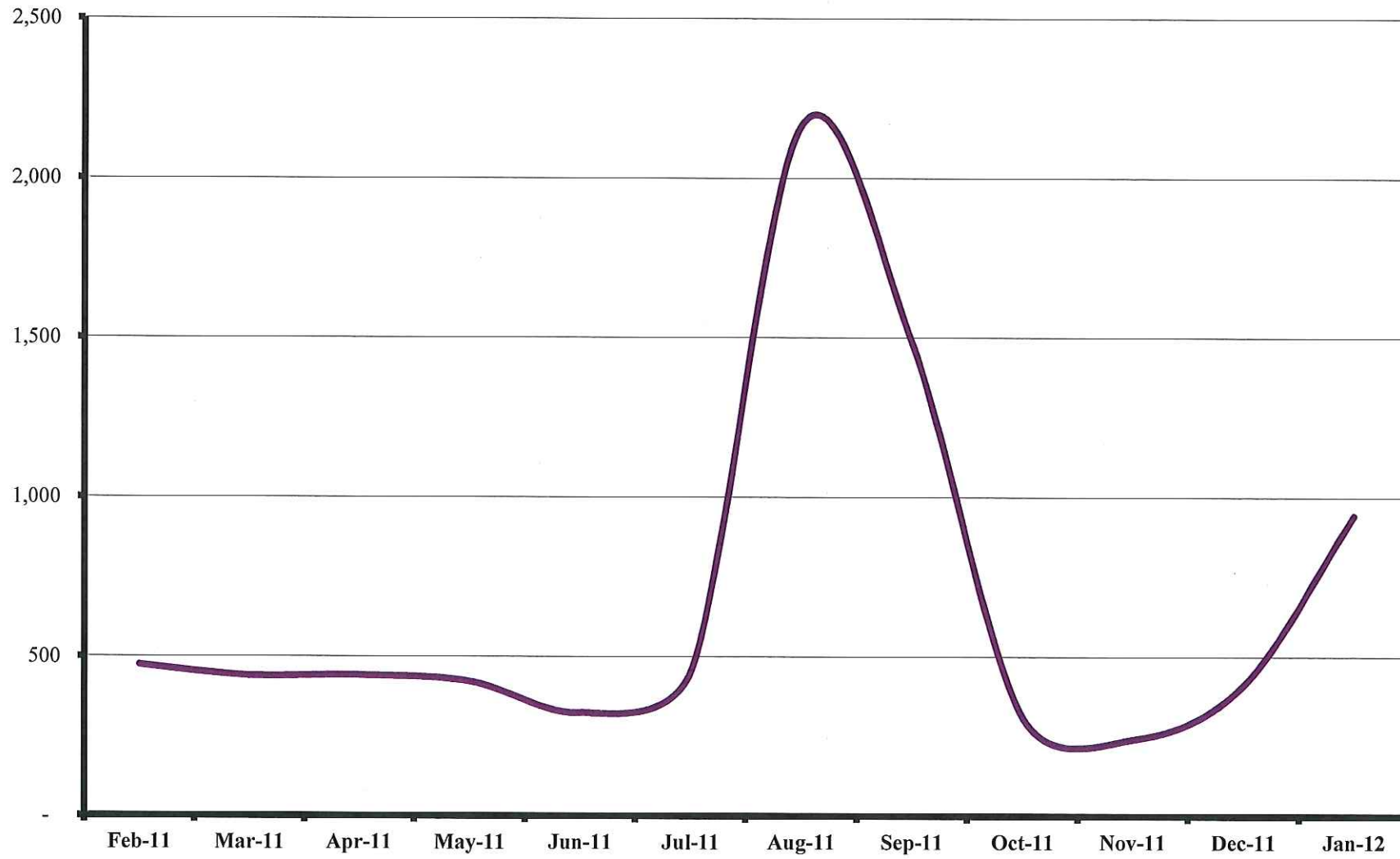
*Items listed by revenue generated
 (page 5 of 5)*

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKRES-0134	Trusting Records: Legal, Hist, Diplomatic Perspecti	2001	-	73.25	-	-	-	0.00%	0.00%	0.00%
CD-0606	Ethical Problem Solving: When Inst Compete for Coll	2003	-	6.00	-	-	-	0.00%	0.00%	0.00%
BOOKRES-0513	Archiving Websites (2006)	2006	3	69.97	-	209.91	-	0.18%	0.00%	0.04%
BOOKRES-0519	Building a Successful Archival Programme	2006	4	69.00	-	276.00	-	0.23%	0.00%	0.05%
BOOKSAA-0541	Guía para donar los registros de su organizacion a un deposito	2009	4	-	-	-	-	0.00%	0.00%	0.05%
BOOKRES-0559	Documenting: Lighting Design	2007	4	15.00	-	60.00	-	0.05%	0.00%	0.05%
			8,108			\$ 117,468.92	\$ 315,143.52	100.00%	89.59%	100.00%

# of items sold	140		10.44%	9.93%	10.08%
Average cost per item sold	\$ 14.49				
Average revenue per item sold	\$ 38.87				
% of items sold	61.95%				
COGS ratio to revenue	37.27%				

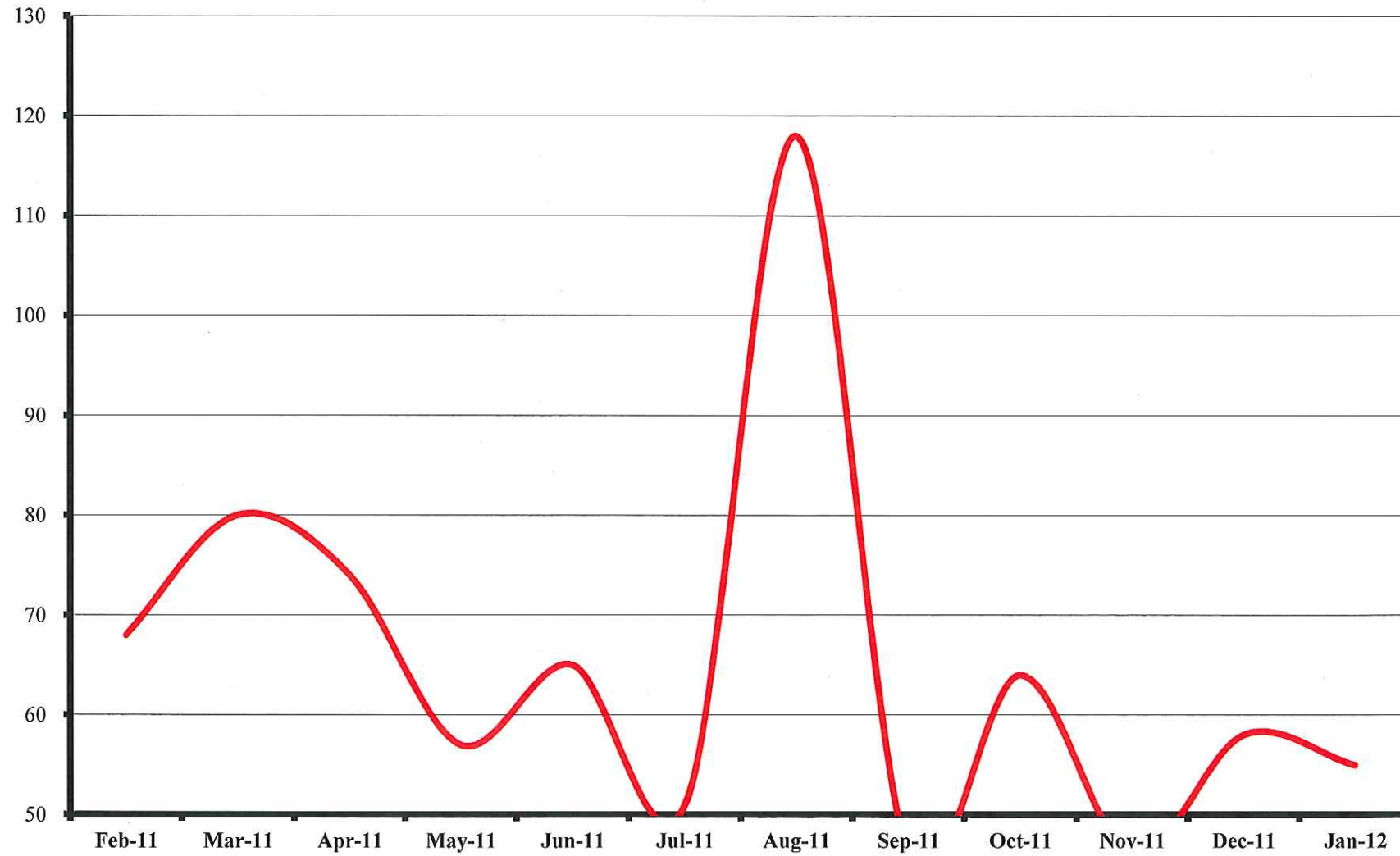
INVENTORY REPORT 10 of 14

of Units Sold



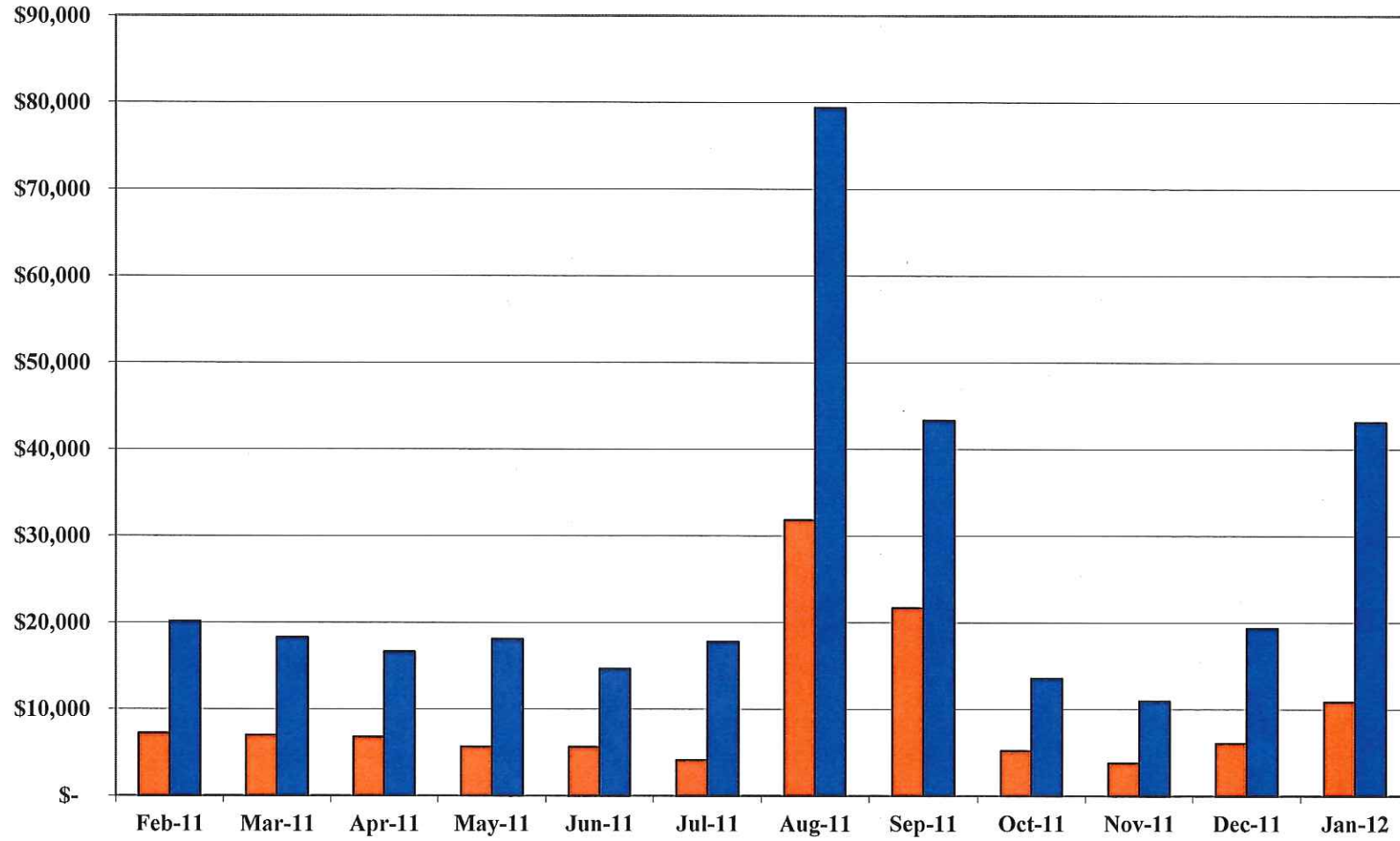
INVENTORY REPORT 11 of 14

of Items Sold



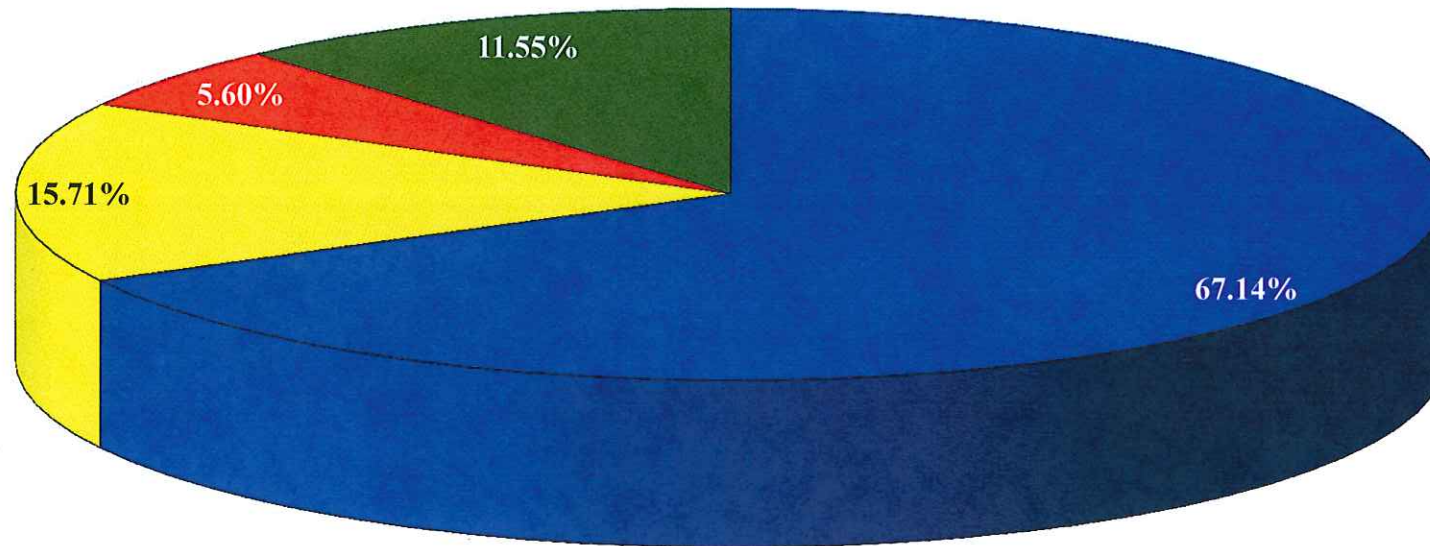
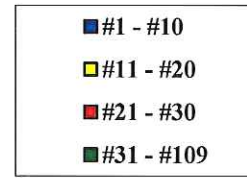
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COGS vs Revenues



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Sales \$\$\$ Makeup



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