

Inventory Report

The Society of American Archivists

Publications Sales

For The Period Covering January 1, 2012 Thru December 31, 2012

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	178	25.55	54.58	3,896.66	9,715.10	3.92%	3.10%	2.21%
BOOKRES-0334	Administration of Television Newsfilm and Videotape	1997	2	42.00	50.00	84.00	100.00	0.08%	0.03%	0.02%
BOOKJNT-0246	Advocating Archives: An Introduction to Public Rela	1994	5	33.08	45.09	165.40	225.47	0.17%	0.07%	0.06%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	70	11.42	42.23	893.48	2,956.42	0.90%	0.94%	0.87%
BOOKJNT-0137	AMIA Compendium of Moving Image Cataloging Practice	2001	9	11.00	22.78	99.00	205.00	0.10%	0.07%	0.11%
BOOKRES-0558	An American Political Archives Reader	2009	4	52.50	68.25	210.00	273.00	0.21%	0.09%	0.05%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	7	31.50	41.43	220.50	290.00	0.22%	0.09%	0.09%
BOOKRES-0227	Appraising Moving Images: Assessing the Archival an	2002	4	34.65	39.25	137.59	157.00	0.14%	0.05%	0.05%
BOOKRES-0110	Appraising the Records of Modern Science and Techno	1985	23	-	2.00	-	46.00	0.00%	0.01%	0.29%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	57	18.62	42.61	1,061.34	2,428.89	1.07%	0.78%	0.71%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	49	4.49	22.70	229.46	1,112.38	0.23%	0.36%	0.61%
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	7	80.55	100.00	563.85	700.00	0.57%	0.22%	0.09%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	25	6.65	30.58	166.25	764.38	0.17%	0.24%	0.31%
BOOKRES-0193	Archive Fever: A Freudian Impression	1998	5	10.20	12.00	51.00	60.00	0.05%	0.02%	0.06%
BOOKRES-0464	Archives and Archivists in the Information Age (200	2005	2	63.00	71.00	126.00	142.00	0.13%	0.05%	0.02%
BOOKSAA-0521	Archives and Justice: A South African Perspective (2007	93	28.84	35.43	2,682.12	3,294.80	2.70%	1.05%	1.15%
BOOKRES-0527	Archives and the Digital Library	2007	10	46.20	49.00	475.36	490.00	0.48%	0.16%	0.12%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	6	15.00	42.44	90.00	254.65	0.09%	0.08%	0.07%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	123	5.64	46.07	693.72	5,666.20	0.70%	1.81%	1.53%
BOOKRES-0485	Archives, Documentation, and Institutions of Social	2006	3	49.21	55.00	147.63	165.00	0.15%	0.05%	0.04%
BOOKRES-0567	Archives: Principles and Practices	2010	31	56.00	68.35	1,752.17	2,119.00	1.76%	0.68%	0.38%
BOOKRES-0486	Archives: Recordkeeping in Society (2005)	2005	18	77.17	62.78	1,389.06	1,130.00	1.40%	0.36%	0.22%
BOOKRES-0513	Archiving Websites (2006)	2006	3	69.97	64.00	209.91	192.00	0.21%	0.06%	0.04%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	773	4.36	38.77	2,648.92	29,971.32	2.66%	9.58%	9.59%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...	2010	17	15.52	22.77	263.82	387.09	0.27%	0.12%	0.21%
BOOKRES-0553	Cataloging Cultural Objects: Guide to Describing Cu	2006	4	80.00	121.25	320.00	485.00	0.32%	0.15%	0.05%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	29	13.07	36.83	379.03	1,068.05	0.38%	0.34%	0.36%
BOOKRES-0562	Community Archives: The Shaping of Memory	2009	1	94.50	109.00	94.50	109.00	0.09%	0.03%	0.01%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	157	18.90	45.50	2,967.30	7,143.77	2.98%	2.28%	1.95%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	16	24.58	39.89	394.21	638.25	0.40%	0.20%	0.20%
BOOKRES-0216	Creating a Winning Online Exhibition: A Guide for L	2003	8	39.24	50.63	323.73	405.00	0.33%	0.13%	0.10%
BOOKRES-0208	Creating Digital Audio Resources: A Guide to Good P	2002	7	16.40	20.71	115.20	145.00	0.12%	0.05%	0.09%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	4	32.34	46.25	132.02	185.00	0.13%	0.06%	0.05%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	9	21.67	26.67	195.03	240.00	0.20%	0.08%	0.11%
BOOKRES-0566	Currents of Archival Thinking	2009	36	25.20	40.56	907.20	1,460.00	0.91%	0.47%	0.45%

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

<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	497	13.70	34.01	6,808.90	16,904.39	6.84%	5.40%	6.17%
BOOKRES-0329	Developing and Maintaining Practical Archives: A Ho	2003	38	61.00	71.84	2,275.50	2,730.00	2.29%	0.87%	0.47%
BOOKJNT-0278	Documenting Localities	1996	5	35.00	25.00	175.00	125.00	0.18%	0.04%	0.06%
BOOKRES-0559	Documenting: Lighting Design	2007	1	15.00	20.00	15.00	20.00	0.02%	0.01%	0.01%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	8	13.04	22.13	110.54	177.00	0.11%	0.06%	0.10%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	17	0.08	21.18	1.36	360.00	0.00%	0.12%	0.21%
BOOKSAA-0260	Donating Your Organizational Records to a Repository	1994	9	5.00	23.33	45.00	210.00	0.05%	0.07%	0.11%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	15	35.00	45.95	525.00	689.28	0.53%	0.22%	0.19%
BOOKRES-0189	Encoded Archival Description on the Internet	2002	14	29.78	38.64	416.82	541.00	0.42%	0.17%	0.17%
BOOKSAA-0417	Ethics and the Archival Profession: Introduction an	2003	2	15.39	24.95	30.78	49.90	0.03%	0.02%	0.02%
BOOKRES-0520	Ethics, Accountability and Recordkeeping in Dangero	2006	2	80.50	115.00	161.00	230.00	0.16%	0.07%	0.02%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	22	6.00	12.05	164.00	265.00	0.16%	0.08%	0.27%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	18	16.63	28.33	299.34	510.00	0.30%	0.16%	0.22%
BOOKRES-0574	Future of Archives	2011	5	80.50	93.75	402.50	468.74	0.40%	0.15%	0.06%
BOOKSAA-0541	Guía para donar los registros de su organizacion a un deposito	2009	3	-	36.67	-	110.00	0.00%	0.04%	0.04%
BOOKSAA-0620	Guía para donar sus documentos personales o familia	2007	2	5.00	40.00	10.00	80.00	0.01%	0.03%	0.02%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	9	5.00	16.67	45.00	150.00	0.05%	0.05%	0.11%
BOOKRES-0452	Guide to Preventive Conservati on of Photo Collecti	2003	9	36.00	46.67	324.00	420.00	0.33%	0.13%	0.11%
BOOKSAA-0571	How to Keep Union Records	2010	9	27.88	42.18	250.92	379.65	0.25%	0.12%	0.11%
BOOKSAA-0581	How to Manage Processing in Archives and Special Collections	2012	175	26.24	79.70	4,592.00	13,947.35	4.62%	4.46%	2.17%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	120	27.03	51.49	3,243.60	6,178.88	3.26%	1.97%	1.49%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	5	33.83	34.00	169.15	170.00	0.17%	0.05%	0.06%
BOOKRES-0451	Introduction to Imaging	2003	8	20.00	26.88	160.00	215.00	0.16%	0.07%	0.10%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	16	56.00	69.04	906.72	1,104.56	0.91%	0.35%	0.20%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	7	4.78	37.86	33.46	265.00	0.03%	0.08%	0.09%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	282	5.06	36.32	1,511.34	10,242.93	1.52%	3.27%	3.50%
BOOKSAA-0535	Managing Congressional Collections	2008	27	5.64	19.91	152.28	537.70	0.15%	0.17%	0.33%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	12	56.00	76.97	688.08	923.60	0.69%	0.30%	0.15%
BOOKRES-0131	Managing Records as Evidence and Information	2001	1	24.00	119.00	24.00	119.00	0.02%	0.04%	0.01%
BOOKRES-0478	Managing Records: A Handbook of Principles and Prac	2002	8	62.96	72.35	503.68	578.80	0.51%	0.18%	0.10%
BOOKRES-0554	Managing the Crowd: Rethinking Records Management f	2008	1	80.50	91.00	80.50	91.00	0.08%	0.03%	0.01%
BOOKRES-0582	Managing the Next Generation of College and University...	2011	2	95.00	100.00	190.00	200.00	0.19%	0.06%	0.02%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	111	23.60	45.10	2,619.60	5,006.62	2.63%	1.60%	1.38%
BOOKRES-0338	MARC Manual: Understanding and Using MARC Records (1997	2	42.23	44.00	84.46	88.00	0.08%	0.03%	0.02%
BOOKRES-0169	Modern Archives Reader: Basic Readings on Archival	1984	21	15.36	23.37	322.56	490.70	0.32%	0.16%	0.26%

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

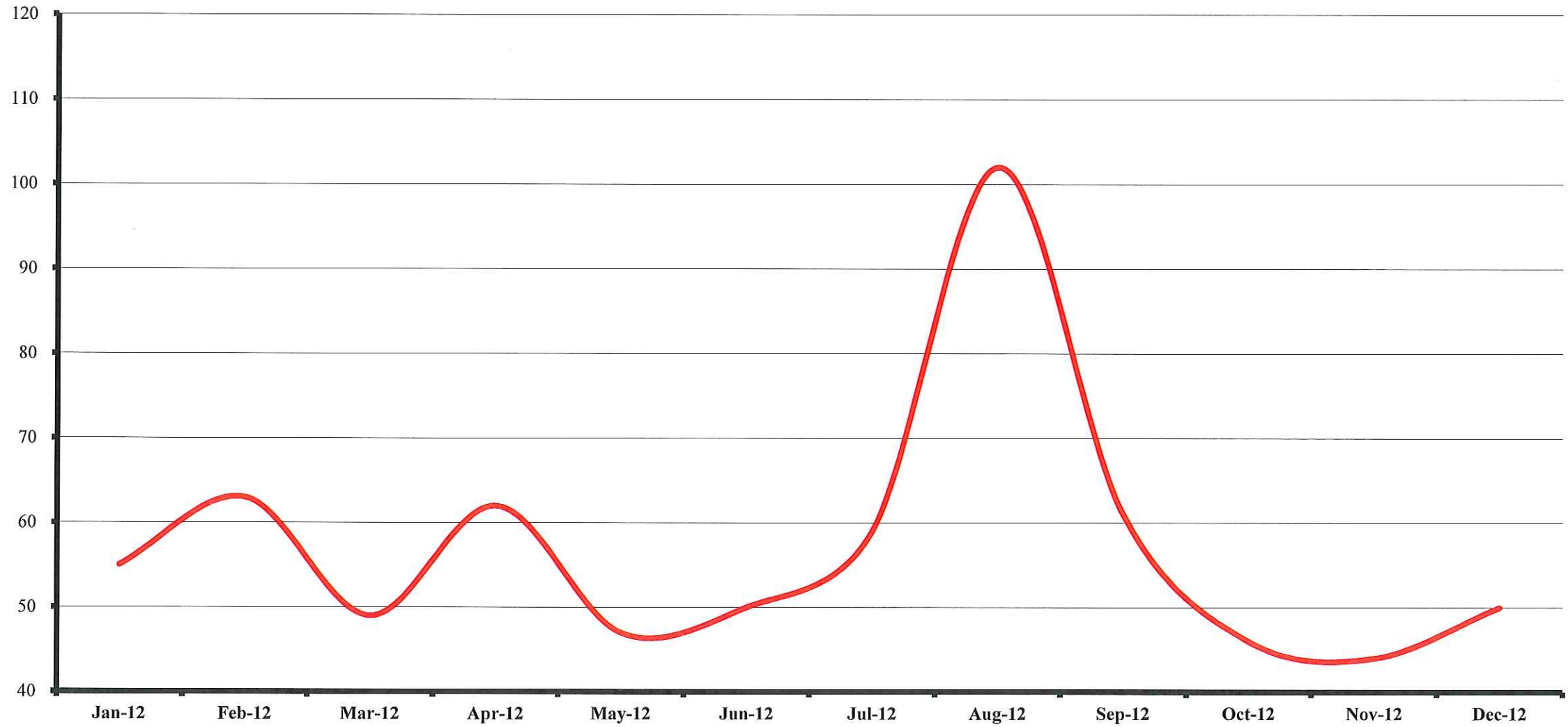
<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	3	30.80	36.33	96.60	109.00	0.10%	0.03%	0.04%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	111	17.60	46.58	1,953.60	5,170.30	1.96%	1.65%	1.38%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	63	10.63	54.40	669.69	3,427.01	0.67%	1.09%	0.78%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	12	44.87	50.83	536.44	609.95	0.54%	0.19%	0.15%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	17	8.92	34.61	151.64	588.33	0.15%	0.19%	0.21%
BOOKSAA-0248	Oral History Cataloging Manual	1995	24	3.00	11.04	72.00	265.00	0.07%	0.08%	0.30%
BOOKRES-0247	Oral History Manual, The	2010	8	20.97	31.25	170.60	250.00	0.17%	0.08%	0.10%
BOOKRES-0487	Oral History Reader, The (2006)	2006	2	34.09	40.00	68.18	80.00	0.07%	0.03%	0.02%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	15	28.52	40.01	425.05	600.18	0.43%	0.19%	0.19%
BOOKRES-0424	Owning Memory: How a Caribbean Community Lost Its A	2003	3	44.80	57.77	134.40	173.32	0.14%	0.06%	0.04%
BOOKRES-0563	Personal Archives and a New Archival Calling	2009	8	26.25	30.63	210.00	245.00	0.21%	0.08%	0.10%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	401	13.72	49.77	5,501.72	19,956.63	5.53%	6.38%	4.97%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	65	5.91	36.41	384.15	2,366.66	0.39%	0.76%	0.81%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	34	19.00	24.08	646.00	818.55	0.65%	0.26%	0.42%
BOOKRES-0514	Preservation Management for Libraries, Archives, Mu	2006	1	87.50	99.00	87.50	99.00	0.09%	0.03%	0.01%
BOOKRES-0524	Preserving Archives (2007)	2007	1	69.96	72.00	69.96	72.00	0.07%	0.02%	0.01%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	519	8.79	48.80	4,562.01	25,329.32	4.59%	8.09%	6.44%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	52	21.89	32.85	1,138.28	1,708.00	1.14%	0.55%	0.65%
BOOKRES-0569	Processing the Past: Contesting Authorities...	2011	6	44.40	61.88	277.35	371.27	0.28%	0.12%	0.07%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	60	7.17	2.77	430.20	166.00	0.43%	0.05%	0.74%
BOOKSAA-AFS0459	Providing Reference Services for Archives and Manu	2005	513	3.02	39.57	1,549.26	20,299.31	1.56%	6.49%	6.36%
BOOKRES-0234	Public Records and Archives in Classical Athens	1999	1	40.00	65.00	40.00	65.00	0.04%	0.02%	0.01%
BOOKJNT-0577	Public Relations and Marketing for Archives	2010	20	56.00	70.50	1,120.00	1,410.00	1.13%	0.45%	0.25%
BOOKRES-0518	Recordkeeping in a Hybrid Environment	2006	1	69.00	85.00	69.00	85.00	0.07%	0.03%	0.01%
BOOKRES-0583	Records Management for Museums and Galleries	2011	4	70.00	87.50	280.00	350.00	0.28%	0.11%	0.05%
BOOKSAA-0331	Records of American Business, The	1997	64	16.60	6.47	1,062.40	414.00	1.07%	0.13%	0.79%
BOOKJNT-0319	Research and the Manuscript Tradition	1997	1	42.70	30.00	42.70	30.00	0.04%	0.01%	0.01%
BOOKRES-0560	Respect for Authority: Authority, Control, Context Control...	2008	5	49.32	59.40	246.60	297.00	0.25%	0.09%	0.06%
ITEM-0501	SAA Chico Bag	2008	850	3.00	3.53	2,550.00	3,000.00	2.56%	0.96%	10.54%
BOOKSAA-0176	Sample Forms for Archival & Records Management	2002	23	20.98	33.34	498.50	766.85	0.50%	0.25%	0.29%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	9	6.60	30.56	59.40	275.00	0.06%	0.09%	0.11%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	361	3.64	37.75	1,316.24	13,628.50	1.32%	4.35%	4.48%
BOOKJNT-0245	Starting an Archives	1994	5	38.50	47.13	186.34	235.66	0.19%	0.08%	0.06%
BOOKSAA-0570	The Ethical Archivist	2010	113	5.70	37.18	644.10	4,201.25	0.65%	1.34%	1.40%
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	791	4.64	50.45	16,655.13	39,902.75	16.74%	12.75%	9.81%

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

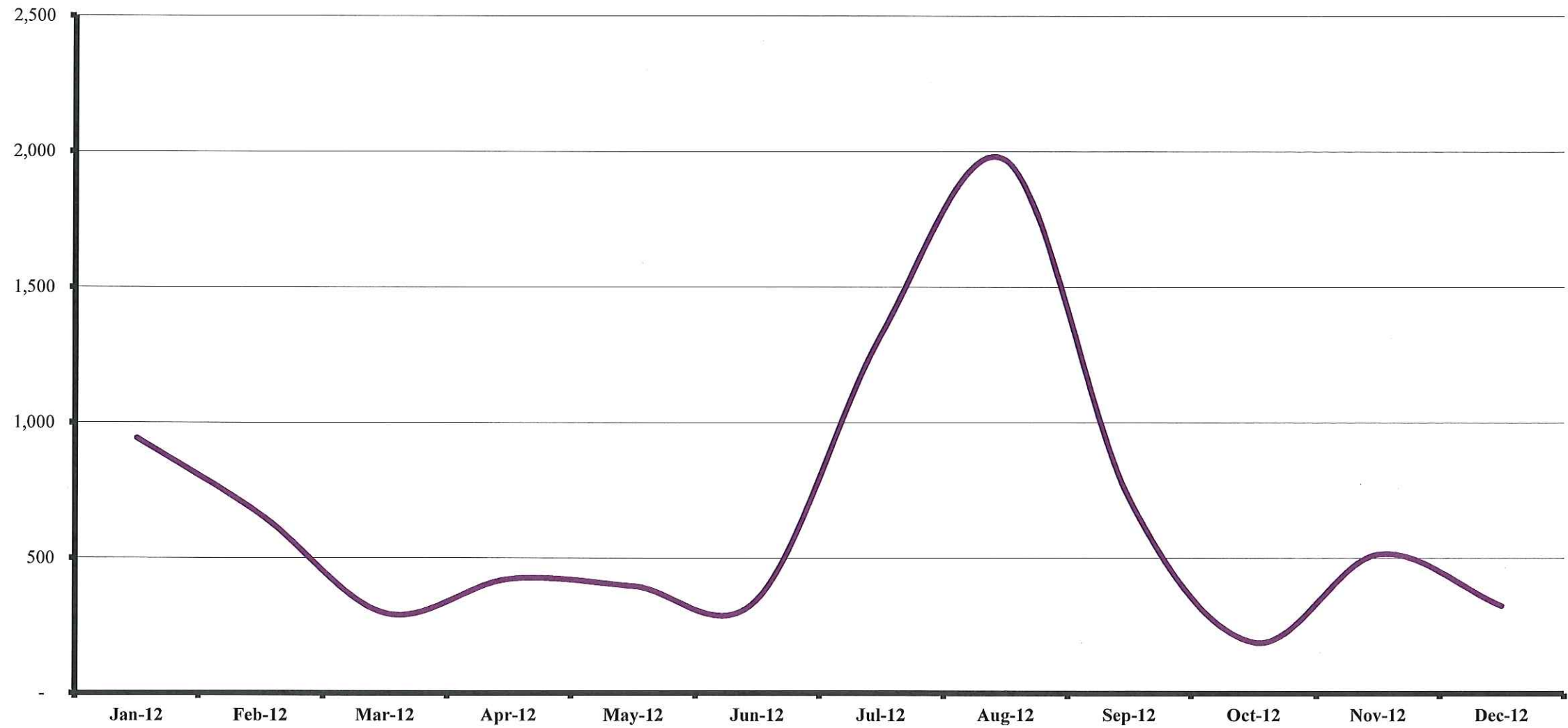
<u>Item #</u>	<u>Item/Title</u>	<u>Copyright</u>	<u># Sold</u>	<u>Cost</u>	<u>Price</u>	<u>COGS</u>	<u>Revenue</u>	<u>% of COGS</u>	<u>% of Rev</u>	<u>% of Units</u>
BOOKJNT-0162	The Management of College and University Archives	1992	4	45.50	60.50	182.00	242.00	0.18%	0.08%	0.05%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	4	31.00	37.00	124.00	148.00	0.12%	0.05%	0.05%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	538	2.06	41.58	1,108.28	22,367.57	1.11%	7.15%	6.67%
BOOKRES-0551	Understanding Data and Information Systems	2008	9	56.00	66.89	504.00	602.00	0.51%	0.19%	0.11%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	16	35.00	46.25	560.00	740.00	0.56%	0.24%	0.20%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	34	39.18	43.52	1,018.68	1,479.51	1.02%	0.47%	0.42%
BOOKRES-0565	Web 2.0 Tools and Strategies for Archives...	2010	10	59.47	67.11	594.70	671.13	0.60%	0.21%	0.12%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	2	27.69	40.00	57.09	80.00	0.06%	0.03%	0.02%
			<u>8,061</u>			<u>\$ 99,481.34</u>	<u>\$ 312,999.92</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>

# of items sold	113		16.74%	12.75%	10.54%
Average cost per item sold	\$ 12.34				
Average revenue per item sold	\$ 38.83				
% of items sold	51.83%				
COGS ratio to revenue	31.78%				

of Items Sold



of Units Sold



COGS \$\$\$ Makeup

