

The Society of American Archivists
Publications Sales
For The Period Covering July 1, 2014 Thru December 31, 2014

<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>
CD-0610	A Beginner's Guide to Metadata!	2008	1	6.00	135.00	\$ 6.00	\$ 135.00	0.02%	0.13%	0.03%
BOOKSAA-0576	A Different Kind of Web: New Connections Between...	2011	19	25.55	47.35	\$ 151.36	\$ 899.65	0.46%	0.87%	0.57%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	26	11.42	35.32	\$ 106.60	\$ 918.30	0.32%	0.89%	0.78%
AABACKISSUE	American Archivist - Single Issue		3	5.00	104.50	\$ 15.00	\$ 313.50	0.05%	0.30%	0.09%
BOOKRES-0558	An American Political Archives Reader	2009	2	52.50	66.00	\$ 123.46	\$ 132.00	0.37%	0.13%	0.06%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	2	31.50	40.00	\$ 44.62	\$ 80.00	0.13%	0.08%	0.06%
BOOKRES-0110	Appraising the Records of Modern Science and Techno	1985	50	-	1.00	\$ -	\$ 50.00	0.00%	0.05%	1.50%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	30	18.62	38.15	\$ 302.82	\$ 1,144.48	0.91%	1.11%	0.90%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	47	4.49	22.50	\$ 52.17	\$ 1,057.31	0.16%	1.03%	1.41%
BOOKSAA-0584	Archival Arrangement and Description (print)	2013	182	23.72	23.15	\$ 580.58	\$ 4,213.98	1.75%	4.10%	5.46%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	33	6.65	11.69	\$ 216.15	\$ 385.85	0.65%	0.38%	0.99%
BOOKRES-0525	Archives and Archivists (Holland & Manning)	2007	1	\$ 33.00	\$ 65.00	\$ 20.38	\$ 65.00	0.06%	0.06%	0.03%
BOOKRES-0586	Archives and Societal Provenance: Australian Essays	2012	1	77.58	105.00	\$ 79.14	\$ 105.00	0.24%	0.10%	0.03%
BOOKRES-0527	Archives and the Digital Library	2007	6	46.20	49.00	\$ 327.11	\$ 294.00	0.99%	0.29%	0.18%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	45	5.64	31.40	\$ 161.53	\$ 1,413.00	0.49%	1.37%	1.35%
BOOKRES-0567	Archives: Principles and Practices	2010	4	56.00	65.00	\$ 244.80	\$ 260.00	0.74%	0.25%	0.12%
BOOKRES-0591	Archivists, Collectors, Dealers, and Replevin: Case Studies	2012	5	55.16	62.00	\$ 237.70	\$ 310.00	0.72%	0.30%	0.15%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	265	4.36	35.17	\$ 366.65	\$ 9,319.75	1.11%	9.06%	7.95%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...	2010	11	15.52	20.18	\$ 148.39	\$ 222.00	0.45%	0.22%	0.33%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	24	13.07	32.28	\$ 310.50	\$ 774.80	0.94%	0.75%	0.72%
BOOKSAA-0590	Conceptualizing 21st-Century Archives (print)	2014	132	38.68	45.31	\$ 2,417.36	\$ 5,981.05	7.29%	5.81%	3.96%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	34	18.90	32.02	\$ 628.36	\$ 1,088.55	1.89%	1.06%	1.02%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	7	24.58	39.27	\$ 173.39	\$ 274.90	0.52%	0.27%	0.21%
BOOKSAA-0593	Copyright and Unpublished Material (Brochure)	2014	49	18.40	23.21	\$ 901.60	\$ 1,137.40	2.72%	1.11%	1.47%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	2	32.34	50.00	\$ 61.98	\$ 100.00	0.19%	0.10%	0.06%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	2	21.67	30.00	\$ 49.80	\$ 60.00	0.15%	0.06%	0.06%
BOOKRES-0566	Currents of Archival Thinking	2009	17	25.20	40.59	\$ 449.97	\$ 690.00	1.36%	0.67%	0.51%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	172	13.70	23.90	\$ 533.68	\$ 4,110.30	1.61%	3.99%	5.16%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	1	13.04	24.00	\$ 15.56	\$ 24.00	0.05%	0.02%	0.03%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	26	0.08	9.81	\$ 260.00	\$ 255.00	0.78%	0.25%	0.78%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	24	5.00	8.96	\$ 240.00	\$ 215.00	0.72%	0.21%	0.72%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	7	35.00	45.00	\$ 250.42	\$ 315.00	0.75%	0.31%	0.21%
CD-0618	Electronic Records...The Next Step!		1	6.00	135.00	\$ 6.00	\$ 135.00	0.02%	0.13%	0.03%
BOOKSAA-0587	Exhibits in Archives and Special Collections Libraries	2013	108	29.88	45.85	\$ 2,012.73	\$ 4,951.90	6.07%	4.81%	3.24%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	14	6.00	21.43	\$ 200.06	\$ 300.00	0.60%	0.29%	0.42%

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BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	14	16.63	28.29	\$ 115.08	\$ 396.00	0.35%	0.38%	0.42%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	27	5.00	10.25	\$ 134.58	\$ 276.85	0.41%	0.27%	0.81%
BOOKSAA-0571	How to Keep Union Records	2010	31	27.88	6.42	\$ 863.53	\$ 199.00	2.60%	0.19%	0.93%
BOOKSAA-0581	How to Manage Processing in Archives and Special Collections	2012	69	26.24	46.21	\$ 971.86	\$ 3,188.70	2.93%	3.10%	2.07%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	30	27.03	35.82	\$ 210.16	\$ 1,074.55	0.63%	1.04%	0.90%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	2	33.83	30.00	\$ 74.38	\$ 60.00	0.22%	0.06%	0.06%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	5	56.00	64.80	\$ 306.80	\$ 324.00	0.92%	0.31%	0.15%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	5	4.78	45.00	\$ 23.50	\$ 225.00	0.07%	0.22%	0.15%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	80	5.06	35.37	\$ 201.91	\$ 2,829.99	0.61%	2.75%	2.40%
BOOKSAA-0535	Managing Congressional Collections	2008	18	5.64	18.58	\$ 100.26	\$ 334.35	0.30%	0.32%	0.54%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	2	56.00	71.00	\$ 112.00	\$ 142.00	0.34%	0.14%	0.06%
BOOKRES-0131	Managing Records as Evidence and Information	2001	3	24.00	87.00	\$ 94.98	\$ 261.00	0.29%	0.25%	0.09%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	32	23.60	27.20	\$ 733.12	\$ 870.55	2.21%	0.85%	0.96%
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	1	30.80	45.00	\$ 37.29	\$ 45.00	0.11%	0.04%	0.03%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	54	17.60	29.72	\$ 94.50	\$ 1,605.00	0.28%	1.56%	1.62%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	45	10.63	26.21	\$ 162.00	\$ 1,179.50	0.49%	1.15%	1.35%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	6	44.87	50.00	\$ 208.56	\$ 300.00	0.63%	0.29%	0.18%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	14	8.92	28.80	\$ 60.34	\$ 403.24	0.18%	0.39%	0.42%
BOOKRES-0247	Oral History Manual, The	2010	7	20.97	31.00	\$ 185.91	\$ 217.00	0.56%	0.21%	0.21%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	6	28.52	30.00	\$ 150.16	\$ 180.00	0.45%	0.17%	0.18%
BOOKSAA-0588	Perspectives on Women's Archives	2013	58	59.23	42.06	\$ 522.82	\$ 2,439.65	1.58%	2.37%	1.74%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	192	13.72	44.59	\$ 2,586.32	\$ 8,560.39	7.80%	8.32%	5.76%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	24	5.91	30.64	\$ 146.64	\$ 735.24	0.44%	0.71%	0.72%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	22	19.00	16.36	\$ 417.74	\$ 359.90	1.26%	0.35%	0.66%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	138	8.79	45.82	\$ 1,179.53	\$ 6,323.64	3.56%	6.15%	4.14%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	23	21.89	17.61	\$ 502.57	\$ 405.00	1.51%	0.39%	0.69%
BOOKRES-0569	Processing the Past: Contesting Authorities...	2012	9	44.40	50.00	\$ 405.00	\$ 450.00	1.22%	0.44%	0.27%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	51	7.17	1.57	\$ 352.92	\$ 80.00	1.06%	0.08%	1.53%
BOOKSAA-AFS0459	Providing Reference Services f or Archives and Manu	2005	100	3.02	37.74	\$ 290.73	\$ 3,773.99	0.88%	3.67%	3.00%
BOOKJNT-0577	Public Relations and Marketing for Archives	2011	7	56.00	70.00	\$ 140.00	\$ 490.00	0.42%	0.48%	0.21%
BOOKSAA-0331	Records of American Business, The	1997	41	16.60	1.83	\$ 560.47	\$ 75.00	1.69%	0.07%	1.23%
ITEM-0501	SAA Chico Bag	2008	300	3.00	3.00	\$ 765.00	\$ 900.00	2.31%	0.87%	9.00%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	1	6.60	35.00	\$ 12.83	\$ 35.00	0.04%	0.03%	0.03%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	111	3.64	38.27	\$ 319.26	\$ 4,248.24	0.96%	4.13%	3.33%
CD-0620	Standards for Digital Archives (DAS)	2012	1	6.00	135.00	\$ 6.00	\$ 135.00	0.02%	0.13%	0.03%

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BOOKJNT-0245	Starting an Archives	1994	5	38.50	53.62	\$ 202.62	\$ 268.09	0.61%	0.26%	0.15%
BOOKSAA-0570	The Ethical Archivist	2010	39	5.70	31.15	\$ 222.30	\$ 1,215.00	0.67%	1.18%	1.17%
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	65	4.64	42.05	\$ 284.99	\$ 2,733.55	0.86%	2.66%	1.95%
BOOKJNT-0162	The Management of College and University Archives	1992	2	45.50	59.00	\$ 68.26	\$ 118.00	0.21%	0.11%	0.06%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	4	31.00	37.00	\$ 125.08	\$ 148.00	0.38%	0.14%	0.12%
BOOKSAA-0589	Through the Archival Looking Glass: A Reader on Diversity	2014	124	42.32	46.69	\$ 6,291.52	\$ 5,789.32	18.96%	5.63%	3.72%
BOOKRES-0592	Tribal Libraries, Archives & Museums: Preserving Our Language	2011	5	28.62	50.00	\$ 204.55	\$ 250.00	0.62%	0.24%	0.15%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	189	2.06	35.89	\$ 388.98	\$ 6,783.94	1.17%	6.59%	5.67%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	4	35.00	46.50	\$ 148.12	\$ 186.00	0.45%	0.18%	0.12%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	13	39.18	32.57	\$ 459.27	\$ 420.85	1.38%	0.41%	0.39%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	3	27.69	40.00	\$ 38.31	\$ 120.00	0.12%	0.12%	0.09%
			3,335			\$ 33,178.62	\$ 102,887.25	100.00%	100.00%	100.00%

# of items sold	81		18.96%	9.06%	9.00%
Average cost per item sold	\$ 9.95				
Average revenue per item sold	\$ 30.85				
% of items sold	33.33%				
COGS ratio to revenue	32.25%				