

**Society of American Archivists
Royalties + e-Publication Sales + Print Publication Sales**

Royalties FY15: \$11,951.20

**e-Publication Sales (BiblioVault)
FY13 - FY15**

Title	Author	Electronic ISBN-13	Electronic ISBN-10	Comp copies delivered to date	ebook sales via cart to date
Archival Arrangement and Description	Christopher J. Prom and Thomas J. Frusciano	9781931666466, 9781931666503	1931666466, 1931666504	18	128
Archives and Justice	Verne Harris	9781931666497, 9781931666480	1931666490, 1931666482	0	5
Arranging and Describing Archives and Manuscripts	Kathleen D. Roe	9781931666602, 9781931666619	1931666601, 193166661X	1	38
Conceptualizing 21st-Century Archives	Anne J. Gilliland	9781931666695	1931666695	1	11
Ethical Archivist, The	Elena S. Danielson	9781931666589	193166658X	1	10
Exhibits in Archives and Special Collections Libraries	Jessica Lacher-Feldman	9781931666657	1931666652	0	8
I, Digital: Personal Collections in the Digital Era	Christopher A. Lee	9781931666428, 9781931666510	1931666423, 1931666512	1	21
Module 1: Standards for Archival Description	Sibyl Schaefer and Janet M. Bunde	9781931666534, 9781931666527	1931666539, 1931666520	7	26
Module 2: Processing Digital Records and Manuscripts	J. Gordon Daines III	9781931666558, 9781931666541	1931666555, 1931666547	52	52
Module 3: Designing Descriptive and Access Systems	Daniel A. Santamaria	9781931666572, 9781931666565	1931666571, 1931666563	4	18

Title	Author	Electronic ISBN-13	Electronic ISBN-10	Comp copies delivered to date	ebook sales via cart to date
Module 4: Understanding Copyright Law	Heather Briston	9781931666770, 9781931666763	1931666776, 1931666768	0	1
Module 5: Balancing Access and Privacy in Manuscript Collections	Menzi L. Behrnd-Klodt	9781931666794, 9781931666787	1931666792, 1931666784	0	1
Module 6: Balancing Access and Privacy in the Records of Organizations	Menzi L. Behrnd-Klodt	9781931666817, 9781931666800	1931666814, 1931666806	0	0
Module 7: Managing Rights and Permissions	Aprille C. McKay	9781931666831, 9781931666824	1931666830, 1931666822	0	8
Module 8: Becoming a Trusted Digital Repository	Steve Marks	9781931666862, 9781931666855	1931666865, 1931666857	13	8
Perspectives on Women's Archives	Tanya Zanish-Belcher and Anke Voss	9781931666671, 9781931666664	1931666679, 1931666660	1	3
Rights in the Digital Era	Menzi L. Behrnd-Klodt	9781931666756, 9781931666749	193166675X, 1931666741	32	28
SAA Sampler: Archival Advocacy	Cheryl Oestreicher	9781931666626	1931666628	2	11
SAA Sampler: Law & Ethics	Lisa A. Mix	9781931666442	193166644X	9	36

Through the Archival Looking Glass: A Reader on Diversity and Inclusion	Mary A. Caldera and Kathryn M. Neal	9781931666718	1931666717	1	2
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143

415

TOTAL
Copies

e-Publication Sales Revenue Trends:

FY13

\$2,373.82

FY14

\$3,793.14

FY15

\$5,102.07

The Society of American Archivists
Publications Sales
For The Period Covering July 1, 2014 Thru June 30, 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	19	25.55	49.97	\$ 150.72	\$ 949.45	0.33%	0.55%	0.40%
BOOKJNT-0246	Advocating Archives: An Introduction to Public Rela	1994	2	33.08	25.00	\$ 66.16	\$ 50.00	0.14%	0.03%	0.04%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	29	11.42	35.97	\$ 118.90	\$ 1,043.05	0.26%	0.60%	0.61%
BOOKRES-0558	An American Political Archives Reader	2009	4	52.50	69.25	\$ 246.92	\$ 277.00	0.54%	0.16%	0.08%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	2	31.50	40.00	\$ 44.62	\$ 80.00	0.10%	0.05%	0.04%
BOOKRES-0110	Appraising the Records of Modern Science and Techno	1985	21	-	1.33	\$ -	\$ 28.00	0.00%	0.02%	0.44%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	28	18.62	45.95	\$ 282.14	\$ 1,286.48	0.61%	0.74%	0.59%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	66	4.49	25.76	\$ 73.26	\$ 1,700.17	0.16%	0.98%	1.38%
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	2	80.55	89.00	\$ 161.10	\$ 178.00	0.35%	0.10%	0.04%
BOOKSAA-0584	Archival Arrangement and Description (print)	2013	337	23.72	22.39	\$ 1,147.57	\$ 7,545.00	2.50%	4.37%	7.07%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	41	6.65	14.65	\$ 268.55	\$ 600.45	0.58%	0.35%	0.86%
BOOKRES-0525	Archives and Archivists (Holland & Manning)	2007	1	\$ 20.38	\$ 65.00	\$ 20.38	\$ 65.00	0.04%	0.04%	0.02%
BOOKRES-0586	Archives and Societal Provenance: Australian Essays	2012	1	77.58	105.00	\$ 79.14	\$ 105.00	0.17%	0.06%	0.02%
BOOKRES-0527	Archives and the Digital Library	2007	12	46.20	57.00	\$ 645.43	\$ 684.00	1.41%	0.40%	0.25%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	5	15.00	18.71	\$ 72.20	\$ 93.53	0.16%	0.05%	0.10%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	39	5.64	33.56	\$ 139.95	\$ 1,309.00	0.30%	0.76%	0.82%
BOOKRES-0567	Archives: Principles and Practices	2010	19	56.00	74.58	\$ 1,264.58	\$ 1,417.00	2.75%	0.82%	0.40%
BOOKRES-0591	Archivists, Collectors, Dealers, and Replevin: Case Studies	2012	6	55.16	62.00	\$ 285.24	\$ 372.00	0.62%	0.22%	0.13%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	530	4.36	34.66	\$ 786.64	\$ 18,370.41	1.71%	10.63%	11.12%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...	2010	11	15.52	21.09	\$ 147.83	\$ 232.00	0.32%	0.13%	0.23%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	19	13.07	37.34	\$ 245.38	\$ 709.45	0.53%	0.41%	0.40%
BOOKSAA-0590	Conceptualizing 21st-Century Archives (print)	2014	194	38.68	47.67	\$ 1,325.90	\$ 9,248.42	2.89%	5.35%	4.07%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	55	18.90	42.65	\$ 1,015.32	\$ 2,345.95	2.21%	1.36%	1.15%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	13	24.58	39.58	\$ 322.01	\$ 514.60	0.70%	0.30%	0.27%
BOOKSAA-0593	Copyright and Unpublished Material (Brochure)	2014	68	18.40	22.61	\$ 1,251.20	\$ 1,537.40	2.73%	0.89%	1.43%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	4	32.34	47.50	\$ 136.28	\$ 190.00	0.30%	0.11%	0.08%
BOOKRES-0566	Currents of Archival Thinking	2009	18	25.20	40.83	\$ 475.95	\$ 735.00	1.04%	0.43%	0.38%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	238	13.70	25.40	\$ 761.95	\$ 6,046.15	1.66%	3.50%	4.99%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	1	13.04	24.00	\$ 15.56	\$ 24.00	0.03%	0.01%	0.02%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	15	0.08	21.46	\$ 150.00	\$ 321.85	0.33%	0.19%	0.31%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	13	5.00	21.68	\$ 130.00	\$ 281.85	0.28%	0.16%	0.27%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	15	35.00	45.53	\$ 532.60	\$ 683.00	1.16%	0.40%	0.31%
BOOKSAA-0587	Exhibits in Archives and Special Collections Libraries	2013	149	29.88	50.40	\$ 2,416.99	\$ 7,509.95	5.26%	4.35%	3.13%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	16	6.00	21.88	\$ 231.48	\$ 350.00	0.50%	0.20%	0.34%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	10	16.63	31.10	\$ 82.20	\$ 311.00	0.18%	0.18%	0.21%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	14	5.00	22.28	\$ 69.58	\$ 311.85	0.15%	0.18%	0.29%
BOOKSAA-0571	How to Keep Union Records	2010	17	27.88	7.59	\$ 473.21	\$ 129.00	1.03%	0.07%	0.36%
BOOKSAA-0581	How to Manage Processing in Archives and Special Collections	2012	77	26.24	49.84	\$ 1,037.78	\$ 3,837.90	2.26%	2.22%	1.62%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	40	27.03	41.73	\$ 280.12	\$ 1,669.05	0.61%	0.97%	0.84%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	3	33.83	35.00	\$ 111.57	\$ 105.00	0.24%	0.06%	0.06%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	6	56.00	66.00	\$ 371.07	\$ 396.00	0.81%	0.23%	0.13%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	5	4.78	15.00	\$ 23.50	\$ 75.00	0.05%	0.04%	0.10%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	114	5.06	37.14	\$ 312.56	\$ 4,234.47	0.68%	2.45%	2.39%
BOOKSAA-0535	Managing Congressional Collections	2008	25	5.64	18.80	\$ 139.25	\$ 470.01	0.30%	0.27%	0.52%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	5	56.00	73.40	\$ 304.81	\$ 367.00	0.66%	0.21%	0.10%
BOOKRES-0131	Managing Records as Evidence and Information	2001	1	24.00	87.00	\$ 31.66	\$ 87.00	0.07%	0.05%	0.02%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	41	23.60	32.31	\$ 939.31	\$ 1,324.60	2.05%	0.77%	0.86%
BOOKSAA-0598	Module 8: Becoming a Trusted Digital Repository	2015	48	6.75	20.65	\$ 324.00	\$ 991.37	0.71%	0.57%	1.01%
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	1	30.80	45.00	\$ 37.29	\$ 45.00	0.08%	0.03%	0.02%

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BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	74	17.60	39.15	\$ 129.50	\$ 2,897.16	0.28%	1.68%	1.55%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	46	10.63	34.76	\$ 165.57	\$ 1,598.90	0.36%	0.93%	0.96%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	7	44.87	51.42	\$ 243.32	\$ 359.95	0.53%	0.21%	0.15%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	15	8.92	32.55	\$ 64.64	\$ 488.24	0.14%	0.28%	0.31%
BOOKSAA-0248	Oral History Cataloging Manual	1995	5	3.00	30.00	\$ 15.00	\$ 150.00	0.03%	0.09%	0.10%
BOOKRES-0247	Oral History Manual, The	2010	8	20.97	32.25	\$ 207.90	\$ 258.00	0.45%	0.15%	0.17%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	17	28.52	31.76	\$ 422.28	\$ 540.00	0.92%	0.31%	0.36%
BOOKSAA-0588	Perspectives on Women's Archives	2013	48	59.23	47.45	\$ 399.04	\$ 2,277.82	0.87%	1.32%	1.01%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	262	13.72	47.95	\$ 3,528.12	\$ 12,563.39	7.68%	7.27%	5.50%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	32	5.91	34.02	\$ 234.60	\$ 1,088.48	0.51%	0.63%	0.67%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	16	19.00	30.74	\$ 303.22	\$ 491.85	0.66%	0.28%	0.34%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	241	8.79	47.60	\$ 2,031.43	\$ 11,471.65	4.42%	6.64%	5.06%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	19	21.89	34.58	\$ 413.81	\$ 657.00	0.90%	0.38%	0.40%
BOOKRES-0569	Processing the Past: Contesting Authorities...	2011	10	44.40	51.40	\$ 450.64	\$ 514.00	0.98%	0.30%	0.21%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	41	7.17	3.71	\$ 283.71	\$ 152.00	0.62%	0.09%	0.86%
BOOKSAA-AFS0459	Providing Reference Services f or Archives and Manu	2005	160	3.02	38.53	\$ 465.28	\$ 6,164.00	1.01%	3.57%	3.36%
BOOKJNT-0577	Public Relations and Marketing for Archives	2011	12	56.00	74.58	\$ 372.83	\$ 895.00	0.81%	0.52%	0.25%
BOOKSAA-0331	Records of American Business, The	1997	11	16.60	10.73	\$ 150.37	\$ 118.00	0.33%	0.07%	0.23%
BOOKSAA-0594	Rights in the Digital Era (print)	2015	571	15.00	29.66	\$ 8,565.00	\$ 16,935.09	18.66%	9.80%	11.98%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	5	6.60	19.00	\$ 64.15	\$ 95.00	0.14%	0.05%	0.10%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	205	3.64	38.40	\$ 663.30	\$ 7,871.25	1.44%	4.56%	4.30%
BOOKJNT-0245	Starting an Archives	1994	6	38.50	52.85	\$ 243.69	\$ 317.09	0.53%	0.18%	0.13%
BOOKSAA-0570	The Ethical Archivist	2010	53	5.70	33.83	\$ 302.10	\$ 1,793.00	0.66%	1.04%	1.11%
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	88	4.64	45.48	\$ 399.30	\$ 4,002.40	0.87%	2.32%	1.85%
BOOKJNT-0162	The Management of College and University Archives	1992	4	45.50	59.00	\$ 150.46	\$ 236.00	0.33%	0.14%	0.08%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	5	31.00	37.60	\$ 156.35	\$ 188.00	0.34%	0.11%	0.10%
BOOKSAA-0589	Through the Archival Looking Glass: A Reader on Diversity	2014	133	61.98	53.10	\$ 4,712.18	\$ 7,062.42	10.26%	4.09%	2.79%
BOOKRES-0592	Tribal Libraries, Archives & Museums: Preserving Our Language	2011	4	28.62	50.00	\$ 139.08	\$ 200.00	0.30%	0.12%	0.08%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	251	2.06	37.00	\$ 549.52	\$ 9,286.46	1.20%	5.38%	5.27%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	7	37.03	47.14	\$ 259.53	\$ 330.00	0.57%	0.19%	0.15%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	6	39.18	53.95	\$ 209.81	\$ 323.70	0.46%	0.19%	0.13%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	5	27.69	40.00	\$ 66.71	\$ 200.00	0.15%	0.12%	0.10%

	4,767	\$ 45,912.30	\$ 172,763.26	100.00%	100.00%	100.00%
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# of items sold	81			18.66%	10.63%	11.98%
Average cost per item sold	\$ 9.63					
Average revenue per item sold	\$ 36.24					
% of items sold	100.00%					
COGS ratio to revenue	26.58%					

Revenue Trends - Publications (print sales)								
FY 2007	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY2013	FY 2014	FY2015
\$505,847	\$536,786	\$500,426	\$434,846	\$408,430	\$371,973	\$320,247	\$268,377	\$220,049