

## Cumulative - Alpha

The Society of American Archivists  
Publications Sales  
For The Period Covering January 1, 2013 Thru December 31, 2013

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	60	25.55	43.79	447.60	2,627.65	0.46%	1.17%	0.86%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	80	11.42	36.93	1,272.00	2,954.65	1.29%	1.32%	1.15%
AABACKISSUE	American Archivist - Single Issue		7	5.00	141.43	35.00	990.00	0.04%	0.44%	0.10%
BOOKJNT-0137	AMIA Compendium of Moving Image Cataloging Practice	2001	27	11.00	27.33	297.00	737.78	0.30%	0.33%	0.39%
BOOKRES-0558	An American Political Archives Reader	2009	5	52.50	39.60	283.50	198.00	0.29%	0.09%	0.07%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	3	31.50	26.67	94.50	80.00	0.10%	0.04%	0.04%
BOOKRES-0227	Appraising Moving Images: Assessing the Archival an	2002	5	34.65	34.00	210.00	170.00	0.21%	0.08%	0.07%
BOOKRES-0110	Appraising the Records of Modern Science and Techno	1985	29	-	0.96	-	27.74	0.00%	0.01%	0.42%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	82	18.62	43.77	1,526.84	3,589.28	1.55%	1.60%	1.18%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	69	4.49	20.80	309.81	1,435.00	0.32%	0.64%	0.99%
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	6	80.55	96.67	483.30	580.00	0.49%	0.26%	0.09%
PDF-1004	Archival Arrangement and Description (PDF)		2	-	24.99	-	49.98	0.00%	0.02%	0.03%
BOOKSAA-0584	Archival Arrangement and Description (print)		685	23.72	19.21	13,086.58	13,157.51	13.31%	5.88%	9.83%
CD-0613	Archival Content Management Systems	2009	2	6.00	155.00	12.00	310.00	0.01%	0.14%	0.03%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	52	6.65	11.13	345.80	578.96	0.35%	0.26%	0.75%
BOOKRES-0193	Archive Fever: A Freudian Impression	1998	4	10.20	9.00	40.80	36.00	0.04%	0.02%	0.06%
BOOKRES-0525	Archives and Archivists (Holland & Manning)	2007	-	\$ 33.00	\$ -	\$ -	\$ 45.00	0.00%	0.02%	0.00%
BOOKRES-0586	Archives and Societal Provenance: Australian Essays		33	77.58	54.84	2,566.38	1,809.75	2.61%	0.81%	0.47%
BOOKRES-0527	Archives and the Digital Library	2007	5	46.20	53.46	289.49	267.32	0.29%	0.12%	0.07%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	11	15.00	14.27	165.00	157.00	0.17%	0.07%	0.16%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	98	5.64	31.07	552.72	3,044.56	0.56%	1.36%	1.41%
BOOKRES-0567	Archives: Principles and Practices	2010	25	56.00	59.88	1,467.00	1,496.88	1.49%	0.67%	0.36%
BOOKRES-0486	Archives: Recordkeeping in Society (2005)	2005	1	77.17	90.00	77.17	90.00	0.08%	0.04%	0.01%
BOOKRES-0591	Archivists, Collectors, Dealers, and Replevin: Case Studies		3	55.16	81.33	105.48	244.00	0.11%	0.11%	0.04%
BOOKSAA-AFS0458	Arranging & Describing Archives and Mss (AFS II)	2005	768	4.36	31.31	2,725.14	24,046.57	2.77%	10.74%	11.02%
CD-0616	Basics of Managing Electronic Records...	2010	3	6.00	148.33	18.00	445.00	0.02%	0.20%	0.04%
CD-0615	Becoming an Archives Consultant...	2009	2	6.00	95.00	12.00	190.00	0.01%	0.08%	0.03%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...		18	15.52	14.14	279.18	254.60	0.28%	0.11%	0.26%
BOOKRES-0553	Cataloging Cultural Objects: Guide to Describing Cu	2006	2	80.00	95.00	160.00	190.00	0.16%	0.08%	0.03%
CD-0621	Change Management...what you should know		1	6.00	65.00	-	65.00	0.00%	0.03%	0.01%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	30	13.07	26.97	392.10	809.10	0.40%	0.36%	0.43%
BOOKRES-0562	Community Archives: The Shaping of Memory	2009	2	94.50	109.00	189.00	218.00	0.19%	0.10%	0.03%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	70	18.90	35.04	1,323.00	2,453.02	1.35%	1.10%	1.00%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	12	24.58	22.64	303.90	271.66	0.31%	0.12%	0.17%
BOOKRES-0216	Creating a Winning Online Exhibition: A Guide for L	2003	5	39.24	27.00	245.25	135.00	0.25%	0.06%	0.07%
BOOKRES-0208	Creating Digital Audio Resources: A Guide to Good P	2002	3	16.40	13.33	49.80	40.00	0.05%	0.02%	0.04%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	9	32.34	36.56	327.90	329.00	0.33%	0.15%	0.13%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	5	21.67	10.00	124.50	50.00	0.13%	0.02%	0.07%
BOOKRES-0566	Currents of Archival Thinking	2009	20	25.20	21.60	540.00	432.00	0.55%	0.19%	0.29%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	398	13.70	21.56	2,278.90	8,581.28	2.32%	3.83%	5.71%
BOOKRES-0329	Developing and Maintaining Practical Archives: A Ho	2003	26	61.00	75.19	1,626.60	1,955.00	1.65%	0.87%	0.37%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	9	13.04	16.13	141.81	145.20	0.14%	0.06%	0.13%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	50	0.08	20.60	242.08	1,030.00	0.25%	0.46%	0.72%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	34	5.00	19.41	260.00	660.00	0.26%	0.29%	0.49%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	14	35.00	32.14	490.00	450.00	0.50%	0.20%	0.20%
CD-0618	Electronic Records...The Next Step!		2	6.00	175.00	12.00	350.00	0.01%	0.16%	0.03%
BOOKRES-0189	Encoded Archival Description on the Internet	2002	5	29.78	38.00	148.65	190.00	0.15%	0.08%	0.07%
BOOKRES-0520	Ethics, Accountability and Recordkeeping in Dangero	2006	1	80.50	95.00	80.50	95.00	0.08%	0.04%	0.01%
BOOKSAA-0587	Exhibits in Archives and Special Collections Libraries		358	29.88	52.66	10,697.04	18,851.40	10.88%	8.42%	5.14%

## Cumulative - Alpha

The Society of American Archivists  
Publications Sales  
For The Period Covering January 1, 2013 Thru December 31, 2013

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	28	6.00	13.04	360.00	365.00	0.37%	0.16%	0.40%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	20	16.63	18.05	332.60	361.00	0.34%	0.16%	0.29%
BOOKRES-0574	Future of Archives		4	80.50	74.75	322.00	299.00	0.33%	0.13%	0.06%
CD-0612	Green Is Great: Planning and Developing an Environmentally...	2009	1	6.00	65.00	6.00	65.00	0.01%	0.03%	0.01%
BOOKSAA-0620	Guia para donar sus documentos personales o familia	2007	3	5.00	20.00	15.00	60.00	0.02%	0.03%	0.04%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	51	5.00	19.33	255.00	986.00	0.26%	0.44%	0.73%
BOOKRES-0452	Guide to Preventive Conservati on of Photo Collecti	2003	2	36.00	45.00	72.00	90.00	0.07%	0.04%	0.03%
BOOKSAA-0571	How to Keep Union Records	2010	24	27.88	12.96	669.12	311.00	0.68%	0.14%	0.34%
BOOKSAA-0581	How to Manage Processing in Archives and Special Collections	2012	151	26.24	39.95	3,472.10	6,031.77	3.53%	2.69%	2.17%
BOOKSAA-0578	I. Digital: Personal Collections in the Digital Era	2011	44	27.03	44.06	949.08	1,938.48	0.97%	0.87%	0.63%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	4	33.83	30.00	145.40	120.00	0.15%	0.05%	0.06%
BOOKRES-0451	Introduction to Imaging	2003	6	20.00	16.67	120.00	100.00	0.12%	0.04%	0.09%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	10	56.00	48.30	576.08	483.00	0.59%	0.22%	0.14%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	7	4.78	21.86	33.46	153.00	0.03%	0.07%	0.10%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	192	5.06	32.24	966.03	6,189.24	0.98%	2.76%	2.75%
BOOKSAA-0535	Managing Congressional Collections	2008	20	5.64	16.71	112.80	334.21	0.11%	0.15%	0.29%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	6	56.00	53.30	352.08	319.80	0.36%	0.14%	0.09%
BOOKRES-0131	Managing Records as Evidence and Information	2001	1	24.00	97.00	24.00	97.00	0.02%	0.04%	0.01%
BOOKRES-0554	Managing the Crowd: Rethinking Records Management f	2008	1	80.50	91.00	80.50	91.00	0.08%	0.04%	0.01%
BOOKRES-0582	Managing the Next Generation of College and University ...		16	95.00	58.08	1,520.00	929.30	1.55%	0.42%	0.23%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	88	23.60	42.02	2,076.80	3,697.47	2.11%	1.65%	1.26%
BOOKRES-0338	MARC Manual: Understanding and Using MARC Records (	1997	4	42.23	66.00	168.23	264.00	0.17%	0.12%	0.06%
BOOKRES-0169	Modern Archives Reader: Basic Readings on Archival	1984	15	15.36	14.00	216.00	210.00	0.22%	0.09%	0.22%
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	6	30.80	38.83	212.29	233.00	0.22%	0.10%	0.09%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	111	17.60	36.81	1,953.60	4,085.89	1.99%	1.83%	1.59%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	57	10.63	26.29	605.91	1,498.68	0.62%	0.67%	0.82%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	8	44.87	42.50	342.96	340.00	0.35%	0.15%	0.11%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	12	8.92	19.00	107.04	228.00	0.11%	0.10%	0.17%
BOOKRES-0247	Oral History Manual, The	2010	11	20.97	22.27	276.04	245.00	0.28%	0.11%	0.16%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	9	28.52	29.11	197.01	262.00	0.20%	0.12%	0.13%
BOOKRES-0424	Owning Memory: How a Caribbean Community Lost Its A	2003	2	44.80	28.00	96.04	56.00	0.10%	0.03%	0.03%
BOOKRES-0563	Personal Archives and a New Archival Calling	2009	2	26.25	30.00	52.50	60.00	0.05%	0.03%	0.03%
BOOKSAA-0588	Perspectives on Women's Archives		257	59.23	47.15	15,222.11	12,118.65	15.48%	5.41%	3.69%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	255	13.72	37.23	3,498.60	9,492.60	3.56%	4.24%	3.66%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	67	5.91	30.97	395.97	2,075.00	0.40%	0.93%	0.96%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	35	19.00	13.56	665.00	474.47	0.68%	0.21%	0.50%
BOOKRES-0292	Preservation Microfilming: A Guide for Librarians a	1995	1	78.89	99.00	78.89	99.00	0.08%	0.04%	0.01%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	417	8.79	45.77	3,665.43	19,084.95	3.73%	8.53%	5.98%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	45	21.89	24.24	985.05	1,091.00	1.00%	0.49%	0.65%
BOOKRES-0569	Processing the Past: Contesting Authorities...		20	44.40	26.70	953.46	534.00	0.97%	0.24%	0.29%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	43	7.17	2.93	308.31	126.00	0.31%	0.06%	0.62%
BOOKSAA-AFS0459	Providing Reference Services f or Archives and Manu	2005	379	3.02	38.44	1,144.58	14,569.44	1.16%	6.51%	5.44%
BOOKJNT-0577	Public Relations and Marketing for Archives		16	56.00	65.38	896.00	1,046.00	0.91%	0.47%	0.23%
BOOKRES-0583	Records Management for Museums and Galleries		1	70.00	85.00	70.00	85.00	0.07%	0.04%	0.01%
BOOKSAA-0331	Records of American Business, The	1997	41	16.60	2.85	680.60	117.00	0.69%	0.05%	0.59%
BOOKJNT-0319	Research and the Manuscript Tradition	1997	1	42.70	59.00	42.70	59.00	0.04%	0.03%	0.01%
BOOKRES-0560	Respect for Authority: Authority, Control, Context Control...	2008	3	49.32	38.67	147.96	116.00	0.15%	0.05%	0.04%
ITEM-0501	SAA Chico Bag	2008	378	3.00	0.06	1,134.00	21.93	1.15%	0.01%	5.42%
BOOKSAA-0176	Sample Forms for Archival & Records Management	2002	7	20.98	40.71	184.10	285.00	0.19%	0.13%	0.10%

## Cumulative - Alpha

**The Society of American Archivists  
Publications Sales  
For The Period Covering January 1, 2013 Thru December 31, 2013**

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	3	6.60	26.00	19.80	78.00	0.02%	0.03%	0.04%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS)	2005	248	3.64	36.34	927.52	9,012.93	0.94%	4.03%	3.56%
CD-0620	Standards for Digital Archives (DAS)	2012	2	6.00	155.00	12.00	310.00	0.01%	0.14%	0.03%
BOOKJNT-0245	Starting an Archives	1994	3	38.50	49.00	115.33	147.00	0.12%	0.07%	0.04%
BOOKSAA-0570	The Ethical Archivist	2010	98	5.70	31.06	558.60	3,043.53	0.57%	1.36%	1.41%
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	110	4.64	41.79	510.40	4,597.12	0.52%	2.05%	1.58%
BOOKJNT-0162	The Management of College and University Archives	1992	4	45.50	29.50	182.00	118.00	0.19%	0.05%	0.06%
BOOKRES-0564	The Story Behind The Book: Preserving Authors' ...	2009	6	31.00	30.50	210.00	183.00	0.21%	0.08%	0.09%
BOOKRES-0427	Thirty Years of Electronic Records	2003	3	36.19	33.33	120.19	100.00	0.12%	0.04%	0.04%
CD-619	Train the Trainer: Building a Successful Continuing Education		1	6.00	65.00	6.00	65.00	0.01%	0.03%	0.01%
BOOKRES-0592	Tribal Libraries, Archives & Museums: Preserving Our Language		3	28.62	49.00	85.86	147.00	0.09%	0.07%	0.04%
BOOKSAA-0585	Two-Fer Special (print): Arrangement and Description		2	-	59.99	-	119.98	0.00%	0.05%	0.03%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	393	2.06	39.54	809.58	15,537.61	0.82%	6.94%	5.64%
BOOKRES-0551	Understanding Data and Information Systems	2008	5	56.00	42.80	305.00	214.00	0.31%	0.10%	0.07%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	10	35.00	41.70	356.57	417.00	0.36%	0.19%	0.14%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	16	39.18	43.59	470.16	697.36	0.48%	0.31%	0.23%
BOOKRES-0565	Web 2.0 Tools and Strategies for Archives...	2010	3	59.47	43.33	178.61	130.00	0.18%	0.06%	0.04%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	3	27.69	40.00	88.20	120.00	0.09%	0.05%	0.04%

	<u>6,971</u>	<u>\$ 98,321.73</u>	<u>\$ 223,850.30</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>
# of items sold	127			15.48%	10.74%	11.02%
Average cost per item sold	\$ 14.10					
Average revenue per item sold	\$ 32.11					
% of items sold	52.70%					
COGS ratio to revenue	43.92%					

## Cumulative - Revenue Contribution

The Society of American Archivists  
Publications Sales  
For The Period Covering January 1, 2013 Thru December 31, 2013

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	768	4.36	31.31	2,725.14	24,046.57	2.77%	10.74%	11.02%
BOOKSAA-AFS05	Preserving Archives and Manuscripts (2nd ed)	2010	417	8.79	45.77	3,665.43	19,084.95	3.73%	8.53%	5.98%
BOOKSAA-0587	Exhibits in Archives and Special Collections Libraries	2013	358	29.88	52.66	10,697.04	18,851.40	10.88%	8.42%	5.14%
BOOKSAA-AFS0483	Understanding Archives and Manuscripts (Archival Fu	2006	393	2.06	39.54	809.58	15,537.61	0.82%	6.94%	5.64%
BOOKSAA-AFS0459	Providing Reference Services For Archives and Manu	2005	379	3.02	38.44	1,144.58	14,569.44	1.16%	6.51%	5.44%
BOOKSAA-0584	Archival Arrangement and Description (print)	2013	685	23.72	19.21	13,086.58	13,157.51	13.31%	5.88%	9.83%
BOOKSAA-0588	Perspectives on Women's Archives	2013	257	59.23	47.15	15,222.11	12,118.65	15.48%	5.41%	3.69%
BOOKSAA-0481	Photographs: Archival Care and Management	2006	255	13.72	37.23	3,498.60	9,492.60	3.56%	4.24%	3.66%
BOOKSAA-AFS0457	Selecting & Appraising Archives & Manuscripts (AFS	2005	248	3.64	36.34	927.52	9,012.93	0.94%	4.03%	3.56%
BOOKSAA-0436	Describing Archives: A Content Standard (2007)	2007	398	13.70	21.56	2,278.90	8,581.28	2.32%	3.83%	5.71%
BOOKSAA-AFS0437	Managing Archival and Manuscript Repositories (AFS	2004	192	5.06	32.24	966.03	6,189.24	0.98%	2.77%	2.75%
BOOKSAA-0581	How to Manage Processing in Archives and Special Collections	2012	151	26.24	39.95	3,472.10	6,031.77	3.53%	2.70%	2.17%
BOOKSAA-0580	The Lone Arranger: Succeeding in a Small Repository	2012	110	4.64	41.79	510.40	4,597.12	0.52%	2.05%	1.58%
BOOKSAA-0435	Museum Archives: An Introduction (2nd ed.) (2004)	2004	111	17.60	36.81	1,953.60	4,085.89	1.99%	1.83%	1.59%
BOOKSAA-0568	Many Happy Returns: Advocacy and the Development...	2011	88	23.60	42.02	2,076.80	3,697.47	2.11%	1.65%	1.26%
BOOKSAA-0482	Architectural Records: Managing Design and Construc	2006	82	18.62	43.77	1,526.84	3,589.28	1.55%	1.60%	1.18%
BOOKSAA-0556	Archives Power: Memory, Accountability, and Social Justice	2009	98	5.64	31.07	552.72	3,044.56	0.56%	1.36%	1.41%
BOOKSAA-0570	The Ethical Archivist	2010	98	5.70	31.06	558.60	3,043.53	0.57%	1.36%	1.41%
BOOKSAA-0395	American Archival Studies: Readings in Theory and P	2000	80	11.42	36.93	1,272.00	2,954.65	1.29%	1.32%	1.15%
BOOKSAA-0576	A Different Kind of Web: New Connections Between...	2011	60	25.55	43.79	447.60	2,627.65	0.46%	1.17%	0.86%
BOOKSAA-0572	Controlling the Past: Documenting Society and Institutions	2011	70	18.90	35.04	1,323.00	2,453.02	1.35%	1.10%	1.00%
BOOKSAA-0523	Planning New and Remodeled Archival Facilities (200	2007	67	5.91	30.97	395.97	2,075.00	0.40%	0.93%	0.96%
BOOKRES-0329	Developing and Maintaining Practical Archives: A Ho	2003	26	61.00	75.19	1,626.60	1,955.00	1.65%	0.87%	0.37%
BOOKSAA-0578	I, Digital: Personal Collections in the Digital Era	2011	44	27.03	44.06	949.08	1,938.48	0.97%	0.87%	0.63%
BOOKRES-0586	Archives and Societal Provenance: Australian Essays	2012	33	77.58	54.84	2,566.38	1,809.75	2.61%	0.81%	0.47%
BOOKSAA-0530	Navigating Legal Issues in Archives	2008	57	10.63	26.29	605.91	1,498.68	0.62%	0.67%	0.82%
BOOKRES-0567	Archives: Principles and Practices	2010	25	56.00	59.88	1,467.00	1,496.88	1.49%	0.67%	0.36%
BOOKSAA-0538	Archival and Special Collections Facilities: Guidelines	2009	69	4.49	20.80	309.81	1,435.00	0.32%	0.64%	0.99%
BOOKSAA-0461	Privacy & Confidentiality Perspectives: Archivists	2005	45	21.89	24.24	985.05	1,091.00	1.00%	0.49%	0.65%
BOOKJNT-0577	Public Relations and Marketing for Archives	2011	16	56.00	65.38	896.00	1,046.00	0.91%	0.47%	0.23%
BOOKSAA-0243	Donating Personal or Family Papers to a Repository	1994	50	0.08	20.60	242.08	1,030.00	0.25%	0.46%	0.72%
AABACKISSUE	American Archivist - Single Issue		7	5.00	141.43	35.00	990.00	0.04%	0.44%	0.10%
BOOKSAA-0346	Guide to Deeds of Gift Brochure	1998	51	5.00	19.33	255.00	986.00	0.26%	0.44%	0.73%
BOOKRES-0582	Managing the Next Generation of College and University...	2012	16	95.00	58.08	1,520.00	929.30	1.55%	0.42%	0.23%
BOOKSAA-0532	College and University Archives: Readings in Theory	2008	30	13.07	26.97	392.10	809.10	0.40%	0.36%	0.43%
BOOKJNT-0137	AMIA Compendium of Moving Image Cataloging Practice	2001	27	11.00	27.33	297.00	737.78	0.30%	0.33%	0.39%
BOOKSAA-0575	Waldo Gifford Leland and the Origins of the American ...	2011	16	39.18	43.59	470.16	697.36	0.48%	0.31%	0.23%
BOOKSAA-0260	Donating Your Organizational Records to a Repositor	1994	34	5.00	19.41	260.00	660.00	0.26%	0.29%	0.49%
BOOKRES-0447	Archival Appraisal: Theory and Practice	2004	6	80.55	96.67	483.30	580.00	0.49%	0.26%	0.09%
BOOKSAA-0531	Archival Internships: A Guide for Faculty, Supervis	2008	52	6.65	11.13	345.80	578.96	0.35%	0.26%	0.75%
BOOKRES-0569	Processing the Past: Contesting Authorities...	2011	20	44.40	26.70	953.46	534.00	0.97%	0.24%	0.29%
BOOKRES-0552	Leading and Managing Archives and Records Programs	2008	10	56.00	48.30	576.08	483.00	0.59%	0.22%	0.14%
BOOKSAA-0480	Political Pressure and the Archival Record	2005	35	19.00	13.56	665.00	474.47	0.68%	0.21%	0.50%
BOOKRES-0557	Electronic Records in the Manuscript Repository	2009	14	35.00	32.14	490.00	450.00	0.50%	0.20%	0.20%
CD-0616	Basics of Managing Electronic Records...	2010	3	6.00	148.33	18.00	445.00	0.02%	0.20%	0.04%
BOOKRES-0566	Currents of Archival Thinking	2009	20	25.20	21.60	540.00	432.00	0.55%	0.19%	0.29%
BOOKJNT-0196	Varsity Letters: Documenting Modern Colleges and Un	1992	10	35.00	41.70	356.57	417.00	0.36%	0.19%	0.14%
BOOKRES-0449	Film Preservation Guide: The Basics for Archives, L	2004	28	6.00	13.04	360.00	365.00	0.37%	0.16%	0.40%
BOOKSAA-0522	Film Preservation: Competing Definitions of Value,	2007	20	16.63	18.05	332.60	361.00	0.34%	0.16%	0.29%

## Cumulative - Revenue Contribution

The Society of American Archivists  
Publications Sales  
For The Period Covering January 1, 2013 Thru December 31, 2013

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
CD-0618	Electronic Records...The Next Step!	2011	2	6.00	175.00	12.00	350.00	0.01%	0.16%	0.03%
BOOKRES-0445	No Innocent Deposits: Forming Archives by Rethinkin	2004	8	44.87	42.50	342.96	340.00	0.35%	0.15%	0.11%
BOOKSAA-0535	Managing Congressional Collections	2008	20	5.64	16.71	112.80	334.21	0.11%	0.15%	0.29%
BOOKRES-0476	Creating EAD-Compatible Finding Guides on Paper	2005	9	32.34	36.56	327.90	329.00	0.33%	0.15%	0.13%
BOOKRES-0443	Managing Electronic Records 4th ed.	2009	6	56.00	53.30	352.08	319.80	0.36%	0.14%	0.09%
BOOKSAA-0571	How to Keep Union Records	2010	24	27.88	12.96	669.12	311.00	0.68%	0.14%	0.34%
CD-0613	Archival Content Management Systems	2009	2	6.00	155.00	12.00	310.00	0.01%	0.14%	0.03%
CD-0620	Standards for Digital Archives (DAS)	2012	2	6.00	155.00	12.00	310.00	0.01%	0.14%	0.03%
BOOKRES-0574	Future of Archives	2011	4	80.50	74.75	322.00	299.00	0.33%	0.13%	0.06%
BOOKSAA-0176	Sample Forms for Archival & Records Management	2002	7	20.98	40.71	184.10	285.00	0.19%	0.13%	0.10%
BOOKRES-0561	Copyright and Cultural Institutions: Guidelines for Digitization	2009	12	24.58	22.64	303.90	271.66	0.31%	0.12%	0.17%
BOOKRES-0527	Archives and the Digital Library	2007	5	46.20	53.46	289.49	267.32	0.29%	0.12%	0.07%
BOOKRES-0338	MARC Manual: Understanding and Using MARC Records (	1997	4	42.23	66.00	168.23	264.00	0.17%	0.12%	0.06%
BOOKRES-0450	Organizing Archival Records: A Practical Method of	2003	9	28.52	29.11	197.01	262.00	0.20%	0.12%	0.13%
BOOKRES-0573	Better Off Forgetting? Essays on Archives...	2010	18	15.52	14.14	279.18	254.60	0.28%	0.11%	0.26%
BOOKRES-0247	Oral History Manual, The	2010	11	20.97	22.27	276.04	245.00	0.28%	0.11%	0.16%
BOOKRES-0591	Archivists, Collectors, Dealers, and Replevin: Case Studies	2012	3	55.16	81.33	105.48	244.00	0.11%	0.11%	0.04%
BOOKRES-0224	Moving Archives: The Experiences of Eleven Archivis	2002	6	30.80	38.83	212.29	233.00	0.22%	0.10%	0.09%
BOOKSAA-ACS0121	Norton on Archives: The Writings of Margaret Cross	2003	12	8.92	19.00	107.04	228.00	0.11%	0.10%	0.17%
BOOKRES-0562	Community Archives: The Shaping of Memory	2009	2	94.50	109.00	189.00	218.00	0.19%	0.10%	0.03%
BOOKRES-0551	Understanding Data and Information Systems	2008	5	56.00	42.80	305.00	214.00	0.31%	0.10%	0.07%
BOOKRES-0169	Modern Archives Reader: Basic Readings on Archival	1984	15	15.36	14.00	216.00	210.00	0.22%	0.09%	0.22%
BOOKRES-0558	An American Political Archives Reader	2009	5	52.50	39.60	283.50	198.00	0.29%	0.09%	0.07%
BOOKRES-0189	Encoded Archival Description on the Internet	2002	5	29.78	38.00	148.65	190.00	0.15%	0.08%	0.07%
BOOKRES-0553	Cataloging Cultural Objects: Guide to Describing Cu	2006	2	80.00	95.00	160.00	190.00	0.16%	0.08%	0.03%
CD-0615	Becoming an Archives Consultant...	2009	2	6.00	95.00	12.00	190.00	0.01%	0.08%	0.03%
BOOKRES-0564	The Story Behind The Book: Preserving Authors'...	2009	6	31.00	30.50	210.00	183.00	0.21%	0.08%	0.09%
BOOKRES-0227	Appraising Moving Images: Assessing the Archival an	2002	5	34.65	34.00	210.00	170.00	0.21%	0.08%	0.07%
BOOKSAA-ACS0484	Archives and the Public Interest: Selected Essays o	2006	11	15.00	14.27	165.00	157.00	0.17%	0.07%	0.16%
BOOKSAA-ACS0455	Lester J. Cappon and the Relationship of History, A	2004	7	4.78	21.86	33.46	153.00	0.03%	0.07%	0.10%
BOOKJNT-0245	Starting an Archives	1994	3	38.50	49.00	115.33	147.00	0.12%	0.07%	0.04%
BOOKRES-0592	Tribal Libraries, Archives & Museums: Preserving Our Language	2011	3	28.62	49.00	85.86	147.00	0.09%	0.07%	0.04%
BOOKRES-0263	Doing Oral History: A Practical Guide (2nd ed.)	2003	9	13.04	16.13	141.81	145.20	0.14%	0.06%	0.13%
BOOKRES-0216	Creating a Winning Online Exhibition: A Guide for L	2003	5	39.24	27.00	245.25	135.00	0.25%	0.06%	0.07%
BOOKRES-0565	Web 2.0 Tools and Strategies for Archives...	2010	3	59.47	43.33	178.61	130.00	0.18%	0.06%	0.04%
BOOKSAA-0253	Protecting Your Collections: A Manual of Archival S	1995	43	7.17	2.93	308.31	126.00	0.31%	0.06%	0.62%
BOOKJNT-0197	Without Consent: The Ethics of Disclosing Personal	1992	3	27.69	40.00	88.20	120.00	0.09%	0.05%	0.04%
BOOKJNT-0416	Imagining Archives: Essays and Reflections by Hugh	2003	4	33.83	30.00	145.40	120.00	0.15%	0.05%	0.06%
BOOKSAA-0585	Two-Fer Special (print): Arrangement and Description	2013	2	-	59.99	-	119.98	0.00%	0.05%	0.03%
BOOKJNT-0162	The Management of College and University Archives	1992	4	45.50	29.50	182.00	118.00	0.19%	0.05%	0.06%
BOOKSAA-0331	Records of American Business, The	1997	41	16.60	2.85	680.60	117.00	0.69%	0.05%	0.59%
BOOKRES-0560	Respect for Authority: Authority, Control, Context Control...	2008	3	49.32	38.67	147.96	116.00	0.15%	0.05%	0.04%
BOOKRES-0427	Thirty Years of Electronic Records	2003	3	36.19	33.33	120.19	100.00	0.12%	0.04%	0.04%
BOOKRES-0451	Introduction to Imaging	2003	6	20.00	16.67	120.00	100.00	0.12%	0.04%	0.09%
BOOKRES-0292	Preservation Microfilming: A Guide for Librarians a	1995	1	78.89	99.00	78.89	99.00	0.08%	0.04%	0.01%
BOOKRES-0131	Managing Records as Evidence and Information	2001	1	24.00	97.00	24.00	97.00	0.02%	0.04%	0.01%
BOOKRES-0520	Ethics, Accountability and Recordkeeping in Dangero	2006	1	80.50	95.00	80.50	95.00	0.08%	0.04%	0.01%
BOOKRES-0554	Managing the Crowd: Rethinking Records Management f	2008	1	80.50	91.00	80.50	91.00	0.08%	0.04%	0.01%
BOOKRES-0452	Guide to Preventive Conservati on of Photo Collecti	2003	2	36.00	45.00	72.00	90.00	0.07%	0.04%	0.03%

## Cumulative - Revenue Contribution

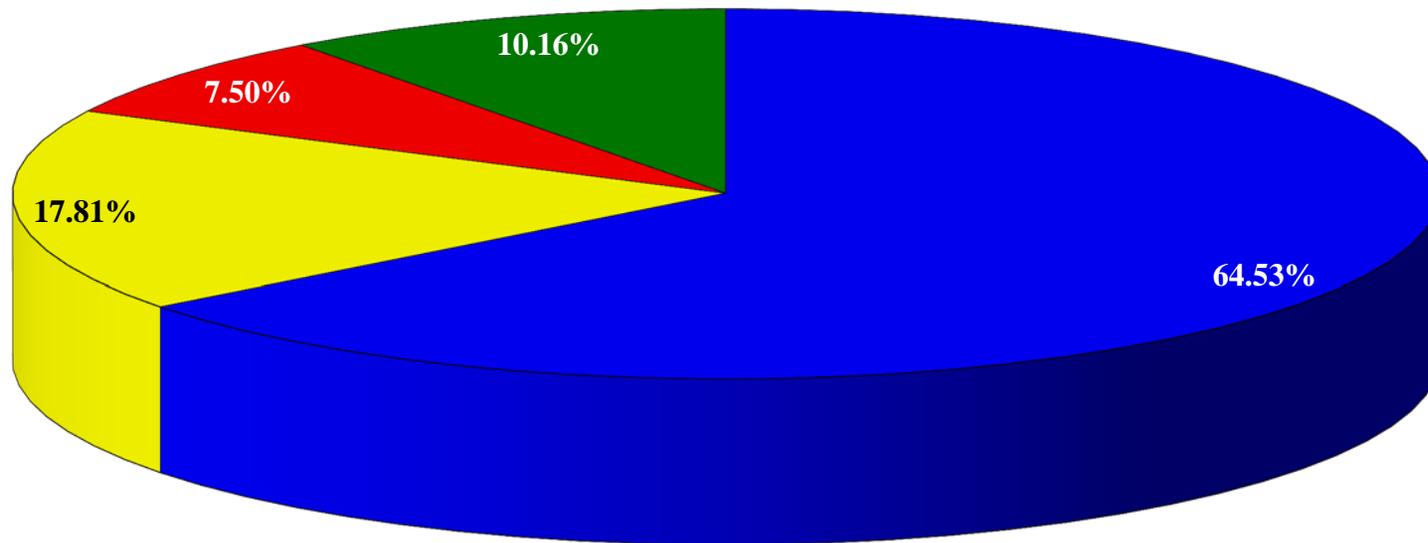
The Society of American Archivists  
Publications Sales  
For The Period Covering January 1, 2013 Thru December 31, 2013

Item #	Item/Title	Copyright	# Sold	Cost	Price	COGS	Revenue	% of COGS	% of Rev	% of Units
BOOKRES-0486	Archives: Recordkeeping in Society (2005)	2005	1	77.17	90.00	77.17	90.00	0.08%	0.04%	0.01%
BOOKRES-0583	Records Management for Museums and Galleries	2011	1	70.00	85.00	70.00	85.00	0.07%	0.04%	0.01%
BOOKRES-0179	An Ounce of Prevention: Integrated Disaster Plannin	2002	3	31.50	26.67	94.50	80.00	0.10%	0.04%	0.04%
BOOKSAA-ACS0415	Selected Writings of Sir Hilary Jenkinson	2003	3	6.60	26.00	19.80	78.00	0.02%	0.03%	0.04%
CD-0612	Green Is Great: Planning and Developing an Environmentally...	2009	1	6.00	65.00	6.00	65.00	0.01%	0.03%	0.01%
CD-619	Train the Trainer: Building a Successful Continuing Education		1	6.00	65.00	6.00	65.00	0.01%	0.03%	0.01%
CD-0621	Change Management...what you should know		1	6.00	65.00	-	65.00	0.00%	0.03%	0.01%
BOOKSAA-0620	Guia para donar sus documentos personales o familia	2007	3	5.00	20.00	15.00	60.00	0.02%	0.03%	0.04%
BOOKRES-0563	Personal Archives and a New Archival Calling	2009	2	26.25	30.00	52.50	60.00	0.05%	0.03%	0.03%
BOOKJNT-0319	Research and the Manuscript Tradition	1997	1	42.70	59.00	42.70	59.00	0.04%	0.03%	0.01%
BOOKRES-0424	Owning Memory: How a Caribbean Community Lost Its A	2003	2	44.80	28.00	96.04	56.00	0.10%	0.03%	0.03%
BOOKRES-0528	Curating Oral Histories: From Interview to Archive	2006	5	21.67	10.00	124.50	50.00	0.13%	0.02%	0.07%
PDF-1004	Archival Arrangement and Description (PDF)	2013	2	-	24.99	-	49.98	0.00%	0.02%	0.03%
BOOKRES-0208	Creating Digital Audio Resources: A Guide to Good P	2002	3	16.40	13.33	49.80	40.00	0.05%	0.02%	0.04%
BOOKRES-0193	Archive Fever: A Freudian Impression	1998	4	10.20	9.00	40.80	36.00	0.04%	0.02%	0.06%
BOOKRES-0110	Appraising the Records of Modern Science and Techno	1985	29	-	0.96	-	27.74	0.00%	0.01%	0.42%
ITEM-0501	SAA Chico Bag	2008	378	3.00	0.06	1,134.00	21.93	1.15%	0.01%	5.42%
BOOKRES-0464	Archives and Archivists in the Information Age (200	2005	1	63.00	-	63.00	-	0.06%	0.00%	0.01%
BOOKJNT-0246	Advocating Archives: An Introduction to Public Rela	1994	2	33.08	-	66.16	-	0.07%	0.00%	0.03%
BOOKSAA-0248	Oral History Cataloging Manual	1995	15	3.00	-	45.00	-	0.05%	0.00%	0.22%
CD-0606	Ethical Problem Solving: When Inst Compete for Coll	2003	2	6.00	-	12.00	-	0.01%	0.00%	0.03%
CD-0607	EAD Tips & Tricks: Converting Data MARC & EAD - CD	2005	2	6.00	-	12.00	-	0.01%	0.00%	0.03%
CD-0608	Electronic Records: Preservation Options of PDF	2007	2	6.00	-	12.00	-	0.01%	0.00%	0.03%
CD-0609	Thinking Digital . . . A Practical Session to Help	2007	2	6.00	-	12.00	-	0.01%	0.00%	0.03%
CD-0611	Privacy and Health Information	2008	2	6.00	-	12.00	-	0.01%	0.00%	0.03%
BOOKSAA-0541	Guia para donar los registros de su organizacion a un deposito	2009	1	-	-	-	-	0.00%	0.00%	0.01%
CD-0614	Introduction to Web 2.0 in Archives...	2009	2	6.00	-	12.00	-	0.01%	0.00%	0.03%
CD-0617	What is EAC-CPF?	2010	2	6.00	-	12.00	-	0.01%	0.00%	0.03%
CD-0622	Using and Understanding PDF		2	6.00	-	12.00	-	0.01%	0.00%	0.03%

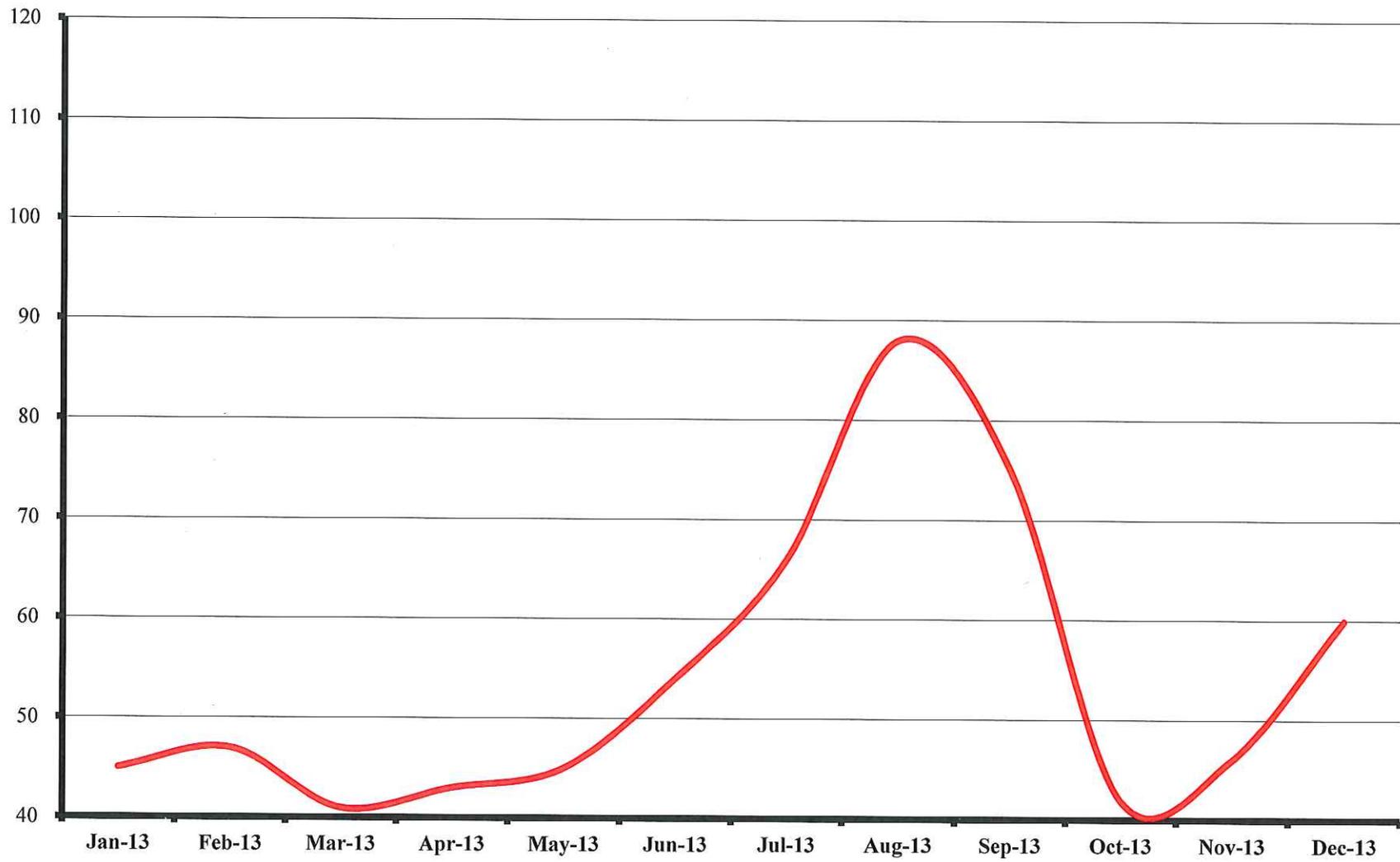
-	-	0.00%	0.00%	0.00%
6,971	-	\$ 98,321.73	\$ 223,805.30	100.00%

# of items sold	127		15.48%	10.74%	11.02%
Average cost per item sold	\$ 14.10				
Average revenue per item sold	\$ 32.11				
% of items sold	99.22%				
COGS ratio to revenue	43.93%				

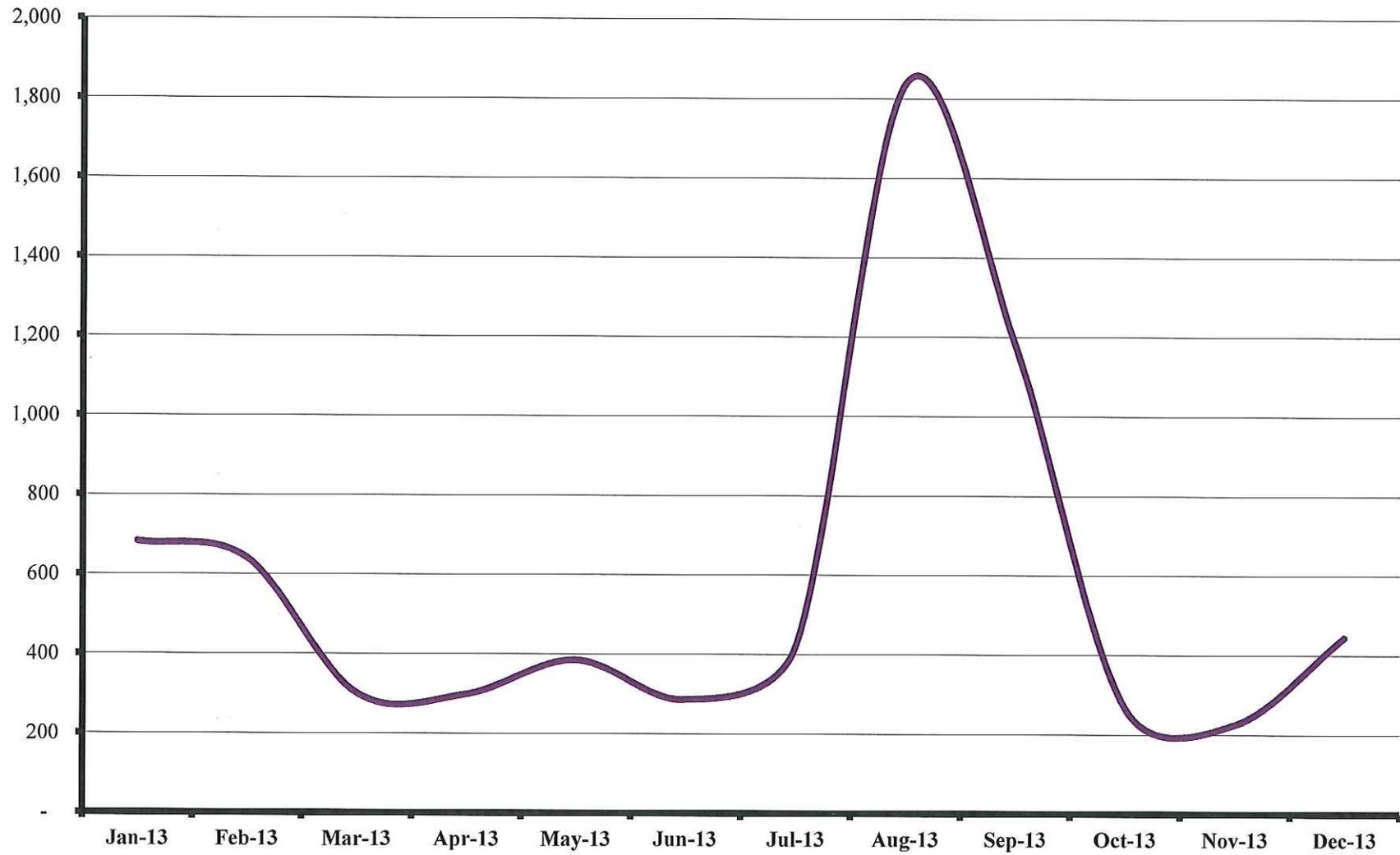
## Sales \$\$\$ Makeup



## # of Items Sold



## # of Units Sold



**Sales Revenue**

