

E2 JUL 1990

UNITY BOOKS

27.6.90

19 HIGH STREET, AUCKLAND, N.Z.

TELEPHONE (09) 370-393

John Schiff
Booksellers Assn

Dear John

following up on the various conversations at Conference about copyright, I wanted to make the point that the proposal which I drafted with Bruce Rae seemed to me, when read out by John Seymour at the copyright session, to have been altered so that the 10x copies a bookseller could order once from the US (or other) if the correct conditions applied were not, in my original, to be for specific customer orders only. I was asking for the ability to order up to 10x copies once for stock (some of which might be used for satisfying customers' special orders). I do understand that publishers will have trouble with this proposal, and that in fact the Booksellers Council might find it too "progressive" too - though bearing in mind what Gordon McLaughlin and Brian Phillips, amongst others, had to say, I don't really see why.

I simply want to register that my proposal was not as conciliatory as the one now being considered, and that I for one will not agree that this issue has been settled until NZ booksellers can stock for their customers books that are available anywhere in the world.

I could go on...

but instead I want to say that I have decided I will follow up on the discussion we had at conference by having a sequence of one-to-one meetings with various C E's from the distribution houses to see if we can find some common ground. I'll be doing this as an individual bookseller, not as part of any committee. I've made contact with 3 C E's so far who are keen to talk; I'll try and talk to anyone who I think has an interest, with the possible exception, at the moment of Tony Harkins, as I suspect I would be wasting my time.

Despite a sense of boredom and exhaustion, I retain an active interest in this issue and would be interested in being part of any future initiatives taken by the Booksellers Association.

regards

Nigel Cox

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N.Z. BOOKS — FICTION / NON-FICTION — MUSIC — HEALTH — WOMEN'S BOOKS — SCIENCE FICTION — TECHNOLOGY

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re Book Trade Forum, Goal 6, market rights: Strategy 6.1.1 proposed that a Joint Working Party be established to solve the problem of the delay between US and UK publication dates. This JWP met a number of times, after which it was decided that no real progress was being made, so a new approach has been taken. Now a group of booksellers are to propose a solution for consideration by a publishers group. To this end Nigel Cox and Bruce Rae met 16.5.90 and they agree that:

- * That the protocol established by the previous JWP on titles that are OP in the UK but still in print in the US be accepted.
- * The major issue not addressed by the previous JWP is the availability of new books for which there is no immediate or medium term UK supply.
- * This issue is primarily one of ability to satisfy the customer.
- * A major aspect is the need, in the light of new copyright legislation in Australia, to be able to supply customers locally instead of having them turn to Australia.

We propose that: publishers agree that booksellers may import up to 10x copies of an American edition of a book for which there will be no local supply of the UK edition within 90 days of enquiry to the local rightsholding publisher. Booksellers wishing to import out-of-rights copies must supply the local rightsholder with a copy of their order to the US publisher or wholesaler so that the limit of 10x copies can be policed.

We believe that open importation of new American titles would jeopardize the viability of local distributors, publishers and booksellers.

We would like to reinforce: the major issue is one of response to customer demand.

We anticipate that the limited availability of these out-of-rights copies would stimulate demand for the later UK edition rather than reduce it.

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We believe this is a more responsible approach than the one of pursuing copyright law change, as has happened in Australia.

Nigel Cox

Nigel Cox
for Booksellers' JWP