ers should send copies to only those on the selection committee. It makes no sense, for instance, for me to get a text on Physical Geology, and they should have records that would prevent that from happening. The problem could be greatly reduced if these companies would develop reasonable marketing strategies. The publishers admit to receiving complimentary copies for credit at the warehouse; that is a problem of their own making.

- 8. Publishers are not primarily concerned about costs to students, either. Otherwise books would not be revised every two or three years in an effort to combat the complimentary copy problem and the sale of used books.
- 9. The information from the publishers fails (strangely enough) to mention the increasing and far more unethical practice of offering kickbacks to schools that adopt their books. Certainly, not all companies do this (just like not all professors sell complimentary books), but rebates to the department for each book sold, free meals, trips, gifts of computer hardware and software, etc., are frequent enough that many professional organizations (American Accounting Association, American Psychological Association, Academy of Management, etc.) have adopted policy statements against these practices. A number of states have passed laws governing this situation. Even the AAP has a code of ethics for college publishers which opposes the practice. wonder why they didn't mention that?
- 10. They also fail to mention that when professors examine their texts and adopt them, they are making money for the publishers and authors. They only mention the other side of the coin. They need to be aware of exactly who holds the key to ANY profit at all.
- 11. Publishers are spending tremendous amounts of money drilling, cropping, dyeing, leaving out pages, imprinting covers, etc. in an attempt to deter the selling of complimentary copies. I would

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Minimum Terms (continued from page 1)

- 6. inform authors of numbers of books printed.
- 7. give authors 12 free copies, 20 if paperback.
- 8. allow authors to buy more copies at a 50% discount.
- 9. pay 85% on U. S. sales and 80% on translation rights.
- 10. make full disclosure of conditions under which a contract can be terminated.
- 11. not require options on future works without payment.
- 12. be granted a license for a specified number of years, rather than lifetime plus 50 years.
- 13. agree that either party may review the contract after ten years.

 Minimum royalties were established to be

10% for the first 2500 copies 12 1/2% for the next 2500, and

15% beyond

Percentages are of the published price and are for hardbacks. For paperbacks the percentages are 7 1/2% for the first 20,000 and 10% beyond, with a minimum of 6% on foreign sales.

Some of the publishers that have signed an MTA with the author groups offer the contract to all authors, while others only to members of the associations.

Trevor Glover, managing director for Penguin, commented "We have always believed our contracts to be fair and in all significant respects similar to the terms sought by the Society and the Guild, so we were very happy to confirm our custom and practice and to accommodate a number of particular requests into the written agreement."

SAT SCORES DOWN SLIGHTLY

The 1990 verbal scores on the verbal part of the Scholastic Aptitude Test declined slightly over 1989. Average scores for men fell from 434, out of a possible 800 points, to 429, while average women's scores fell from 421 to 419. The mathematics scores remained practically unchanged, women's scores gaining a point, from 454 to 455, and men's dropping a point from 500 to 499.