thirty years as an author of texts, that their initial reaction to any proposed innovation is disdain. Implementation of my proposal will require pressure from the academic community.

Who Wins?

As I said earlier, this is a game in which all of the players win.

- Copyshops: Their business is streamlined. They will be able to produce materials with lesser effort. Their profits will increase.
- Bookstores: Most bookstores are also copyshops. That part of their business will be affected little. If their sales of books decline because of copying they can make up for it through their revenue from copying.
- Publishers and Authors: They will get their just and legal revenue.
- Professors: Will be able to make selections for their course packets late in the game, as many of them prefer to do, whether they are procrastinators or not.
- Students: Will be able to get course materials, as intended by professors and on time. They will not wind up paying the disguised costs of litigation within the industry and what they pay in toto for text materials will be held down.

This looks like a win-win-win-win-win win situation.

Mike Keedy

NEW MEMBER BENEFIT

Overnight express letters up to 8 ounces in weight can now be sent by TAA members for \$8.75. That is the result of negotiations carried out by TAA in behalf of its membership. This discount amounts to a saving of nearly \$7 over express mail, nondiscounted, with other carriers. For details and the association code, see the ad on page 6.

TAA Member BOB LAMM Interested in Collaborations on Texts and Supplements

Free-lance writer with 20 years experience in college textbook publishing. Essays and reviews in 30 periodicals in the U.S., Canada, and Britain. Has taught at Yale and Queens College.

Co-author (with TAA member Richard T. Schaefer as lead author) of introductory sociology text for McGraw-Hill; 4th edition forthcoming in late 1991. Schaefer and Lamm spoke at the 1989 TAA meeting in San Antonio on collaborations between academic authors and professional writers.

Lamm has done free-lance writing, rewriting, and developmental editing on college texts and supplements in American government, criminology, marriage and the family, psychology, education, and marketing. Has worked for Harcourt Brace Jovanovich, Prentice-Hall, Harper & Row, Macmillan, Wadsworth, and Wiley.

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charged for the expense of completing the deceased author's share of the work.

There should be some schedule for reduction of the deceased author's share of royalties in subsequent editions. For example, the Collaboration Agreement could provide for the decedent's estate to receive 60% of the royalties provided for in the Collaboration Agreement for the first revision following completion of the work in progress, 30% for the second such revision, and 15% for each revision thereafter.

If your co-author's name is James Michener, don't mess with the order of credits no matter how dead he is. If you and your co-author are co-equal draws but you lost the coin flip, you should have provisions for a change in the order of credits in the first revision following completion of the work in progress at the time of death.

Where the Collaboration Agree-

ment is terminating by reason of a falling out between two authors, the agreement may call for completion by the author best suited to complete the work in a manner most likely to result in successful publication. It is quite possible you could not possibly reach an objective determination following a deterioration of the relationship. In that event it is particularly important that you have an arbitrator or some objective third party provided for in your Collaboration Agreement to make this determination.

Amendments

Provide that all amendments to the agreement must be in writing and signed by all authors.

Attorney's Fees

If your co-author contract dispute goes to trial and you are forced to hire an attorney to defend or prosecute the action, the only way you can recover your attorney's fee is if you provide for attorney's fees to