

CMT Publications and Authors' Royalties

Guidelines

In principle, if we need to consider royalties because the author wants us to, they ought to be based on profits rather than sales – that shares the benefits with the author while we take some of the risk.

Two cases arise:

1. When author prints and publishes, we buy the books at the author's named price in batches to suit us and sell them at our price. Royalties are included by the author in their price and there's no ongoing royalty administration. The author retains the right to sell through other channels at different prices. In this case we'd have less trouble so would accept a lower profit.
2. Where we print and publish, we buy the sole right to produce a specified number of copies and to sell them at our price. We pay the author (1) an amount for the right to control the dissemination of the book and (2) an amount per copy annually in arrears (i.e. when we've sold them). We could provide the author with a (small) number of free copies for their convenience. We'd be able to sell them through other channels (e.g. a history group) at our price, which could be different from our direct-to-the-public price. In this case we'd have more to do, so would expect a higher profit.

David Blackburn

4th March 2010

Guidelines agreed at Trust meeting 11th March 2010