



March 1978

Dear Cooperating Publisher or Author:

Books on Demand had an exciting 1977, with new promotion bringing greater awareness of the program to customers all over the world.

For example, hardcover author, title, and subject indexes listing your titles among our collection of 84,000 reprints were published in 1977. Libraries and bookstores now have excellent access to information about your books.

For the first time, Books on Demand exhibited at the Frankfurt Book Fair in Germany. The sample books at the exhibit stimulated great interest. Publishers and authors were impressed with the quality of on-demand publications - especially samples from the new Series Ten reprint program as well as our program of original publishing on demand.

The Series Ten reprint program, for backlist books with significant residual sales potential, is used by publishers to keep important older titles actively in print. The new original publishing program - Monograph Publishing On Demand - is a service for publishers that makes it economically feasible to publish almost any worthwhile scholarly monograph, no matter how small the readership.

Enclosed is your statement for royalties earned during 1977. If cumulative royalties were \$5 or more, a check is also enclosed. Prices increased slightly at the end of 1977, so a new price sheet is included listing all your books in the program. Questions you may have about the statement and price sheet are answered on the reverse of this letter.

Your cooperation in Books on Demand is vital to its success and we always welcome comments.

Sincerely yours,

Yakhaka J. Wilson
Barbara J. Wilson

Supervisor, Publisher and Author Relations

ANSWERS TO FREQUENTLY ASKED QUESTIONS ABOUT THE ROYALTY STATEMENT

WHY AREN'T ALL THE BOOKS THAT WE LICENSED TO UNIVERSITY MICROFILMS ON THE ROYALTY STATEMENT? Only books which sold in 1977 are indicated on the royalty statement.

WHY AREN'T CHECKS INCLUDED FOR CUMULATIVE SALES OF LESS THAN \$5.00? Since the amount is so small, most publishers and authors prefer that the money be accrued from year to year before a check is produced. However, if you would like your check anyway, please write, and we will be glad to prepare one for you. Money accrued from previous years is indicated as "Prior Year Balance" on the statement.

WHY ARE SOME TITLES LISTED MORE THAN ONCE? When a title is listed twice, one line indicates microfilm sales (35MM) and the other paper or cloth bound photocopy (XERO) sales. When titles are listed more than twice, it indicates the sale of separate volumes of the same work or special sales.

WHY ARE CANCELLED TITLES LISTED ON THE ROYALTY STATEMENT? If you cancelled titles from the program during the latter part of 1976 or 1977, sales from customer orders filled before the effective cancellation date are reflected in the royalty statement.

USEFUL INFORMATION FROM THE PRICE LIST "BOOK MASTER BILLING FILE IN ROYALTY CODE SEQUENCE"

Please use this information to refer customers to University Microfilms International who request these books from you.

PRICE of your book appears in the right hand column. The microfilm price (MIC\$) appears first. The paperbound photocopy price (XER\$) appears in the last column and is the highest price. Cloth bindings are \$3.00 more. These are U.S. prices. Please add 10% for delivery to Canada and Mexico and 15% for delivery to the rest of the world. Shipping and handling are also added to most orders unless they are prepaid for delivery to the U.S. All books are sold on a nonreturnable basis since they are custom produced.

The spelling of AUTHOR and TITLE is abbreviated because information about each book has been limited to one line. Please be assured that the complete author and title entry appears in all promotion.

If you canceled titles from the program in the past, you will see the word CANCEL under the column X-BOOK. If a new order number was assigned, it will appear here.

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ROYALTY STATEMENT TO DECEMBER 31 1977

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