

THE NAHER AGENCY

16 April 2009

The Manager
Parallel Importation of Books Productivity Commission
GPO Box 1428
Canberra City ACT 2601

Dear Madam/Sir,

I write urging **against** any change to the existing laws regarding Territorial Copyright in Australia. At present the Australian publishing industry is in a relatively healthy condition, particularly when viewed in comparison to those of Britain and America – please do not place this in jeopardy.

As a literary agent I work closely with Australian authors. Very few of them earn a living from sale of their books, regardless of prizes, stellar reviews and avid readers awaiting their next book. Most need to work in other areas to survive. The sale of their works in different English language territories is crucial to Australian writers having any degree of financial success from their writing. When I say financial success I mean merely being able to earn a basic wage; riches are for only the smallest percentage of Australian authors.

If Territorial Copyright in Australia is not preserved, Australian publishers will be in an unenviable position. Should they publish an Australian author successfully here, and should that author then go on to achieve a sale in the US, for instance, there will be nothing to stop cheap, mass produced copies of that same work flooding our market and effectively killing the book for the local publisher. In this situation more and more Australian writers will need to look first to the US for a publisher, considerably fewer of them would ever be published and Australian readers would suffer a tremendous loss.

Changing Territorial Copyright laws would also mean that Australian publishers could no longer publish their own editions of foreign writers in a way that is tailored to the Australian market. Although globalisation is the buzzword of the day, I can assure you that Australian readers' tastes differ, considerably, to those of their British and American counterparts.

I urge you to leave Australian Territorial Copyright laws unchanged. **Australian readers rely on you to preserve our literary culture.** Do not plunge Australians back to an age in which decisions about what is read and published here are made on the other side of the world.

Yours truly,

Gaby Naher.