

I'd like to offer a submission in response to the discussion draft re trade book sales at 2.5. The draft looks as though it's saying the majority of book sales happen in the first twelve months, and as an author of a fantasy trilogy (published by Simon & Schuster Australia) I can categorically state that this isn't true. My first novel built 'word of mouth' sales slowly and it wasn't until the third book came out and the trilogy was selected by the Australian DoubleDay book club as their "Editors Choice" that sales of book one took off, taking two and three with it. If I'd had competition from overseas imports before book three was even released I doubt I would have been selected by Doubleday in the first place, and I certainly wouldn't have earned out my advance from the publisher which would have made me unpalatable as an earner and could have ended my career then and there. If the draft recommendation is successful and PIRs are in place for only for the first 12 months of a title's life I can't imagine that new authors will have any chance of building a readership and being asked to write a second book. This would be a death-knell to new blood in the industry, as well as to those established authors whose back-lists keep them going while they write new books.

Most popular titles from the Top 100 favourites at various bookstores are backlist titles from genre writers.

If the import restrictions are worth keeping for the first 12 months, *then they are worth keeping in perpetuity*. No genre or writer should be unfairly penalised for creating titles that build a readership over time.

Sincerely

Louise Cusack