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"For the increase and diffusion of geographic knowledge."

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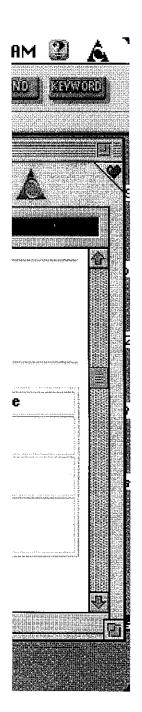
Search Request: Keyword = Wondrous AND World AND Fishes

Search Results: Displaying 1 through 2 of 2 entries.



#	Title	Author	Pub Date
1	Wondrous world of fishes.	National Geographic Society (U.S.)	<u>1969</u>
⊠ 2	Wondrous world of fishes.	National Geographic Society (<u>U.S.)</u>	1965

Bricklayer † ahas





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Search Results: Displaying 1 through 6 of 6 entries.



‡	Title	Aghor	Pub Date
	Underwater archaeology : exploring the world beneath the sea / Jean-Yves Blot ; [translated from	Blot, Jean-Yves.	1996
Z	Men beneath the sea : man's conquest of the underwater world / by Hans Hass.	Hass, Hans.	1975
⊠ 3	World beneath the sea. Prepared by the Special Publications Division, National Geographic Society.	Barada, Bill.	1973
4	World beneath the sea; ; with a foreword by Maurice Burton.	<u>Torchio, Menico.</u>	1972
5	Pirate port; the story of the sunken city of Port Royal Robert F. Marx.	Marx , Robert F. , 1933-	1967
⊠ 6	World beneath the sea, by James Dugan Foreword by Gilbert M. Grosvenor.	<u>Dugan, James, 1912-1967.</u>	1967

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Search

Database Name: ORBIS -- NGS Library Catalog

Search Request: Keyword = Undersea AND Treasures

Search Results: Displaying 1 through 4 of 4 entries.



#	Title	Author	Pub Dat
1	<u>Undersea treasures /</u>	<u>Fiore, Peter M.</u>	<u>1996</u>
□ 2	<u>Undersea treasures /</u>	<u>Fiore, Peter M.</u>	<u>1995</u>
3	<u>Undersea treasures /</u>	Fiore, Peter M.	<u>1995</u>
⊠ 4	Undersea treasures / prepared by the Special Publications Division, National Geographic Society.	National Geographic Society (U.S.). Special Publications Division.	1974

Bricklayer † alias

<u>Schätze auf dem Meeresgrund / Robert M.</u>

Tresoros en el mar / Robert M. McClung ;

Treasures in the sea, by Robert M. McClung.

Exploring and understanding oceanography.

<u>Underwater archaeology; treasures beneath the</u>

図 5

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□ 8

9

<u> McClung ;</u>

·通过多类图的思想的更要的图象包含。

WebVoyage Titles Q Search **1** ∰ Help Stop Back Back (7) Reload Forward -O- Prefs 🕮 Home http://www.nationalgeographic.com/cgi-bin/webvoyag.cgi Title Author Pub Date Atlas of shipwrecks & treasure : the history, ח 1 location , and treasures of ships lost at sea / by Pickford , Nigel. 1994 Hidden treasures of the sea / . \square 2 National Geographic Society (U.S.). Special Publications 1988 Division. Treasures of the sea : marine life of the Pacific ΠЗ Cribb, James, 1956-1983 Northwest | by James Cribb. 図 4 Schatten in de zee / Robert M. McClung ; McClung , Robert M. 1977

McClung, Robert M.

McClung , Robert M.

<u>McClung , Robert M.</u>

Dean, Anabel.

<u>Pinney, Roy.</u>

Bricklayer † ahas

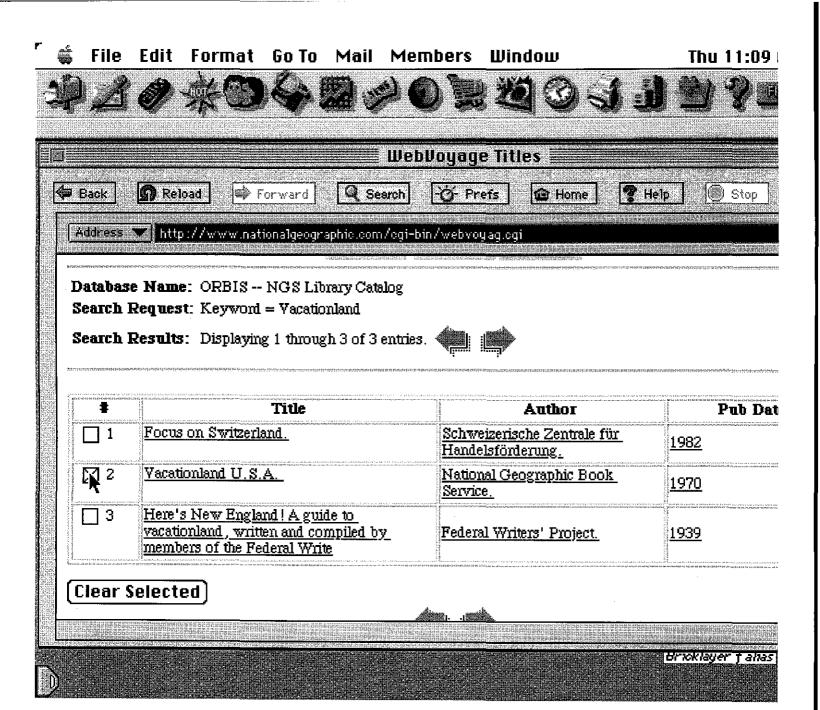
<u> 1977</u>

1977

1972

1970

1970



NEW ENLARGED ENITION (1969) 1/29/10 WONDROUS WORLD OF FISHES YES

LIB. CONGRESS CARD 71-91441

REVISED EDITION (1973)
WORLD BENEATH THE SEA

LIB. CONGRETS CARD NO. 71-173305
ISBN 6-870-44-046-2

UNDERSEA TREASURES (1974) YES
15BN 0-87044-147-7

HOW ANIMALS HIDE: YOUNG EXPLORERS
(1973) Fr. Sp. Gegm Eggs
78 SP Eng

TREASURES IN THE SEA (1989) His Englander SA

FISH FILMSTRIP (1971)

VACATIONSLAND& USA (1970) YES.

SEAUFE FILM STRIP (1973)

Confidential to Norman Davis and David Aronberg Reply to Defendants' Motion to Dismiss

Metion to riss Dismiss The facts of this case are even more compelling than those in <u>Tasini</u>. In <u>Tasini</u>, some of the reproductions eliminated advertisements and photographs and changed layout and like elements. For example, the NEXIS service immersed all of the articles in a database including articles from other publications, thus eliminating the sequence and organization of the original articles. <u>Tasini</u>, 974 F. Supp at 823-4. In addition, NEXIS did not reproduce the photographs, captions and layouts of the original publications. <u>Id.</u> at 824. By contrast, CD-ROM 108 displays an image of each page of the Magazine *exactly* as it appeared in hard copy, including all articles, photographs, graphics, advertising, notices of copyright, and attributions. Stanton Decl. at ¶ 5. CD-ROM 108 thus retains <u>all</u> of the elements of the original Magazine.

The House Report summarized the compromise as follows:

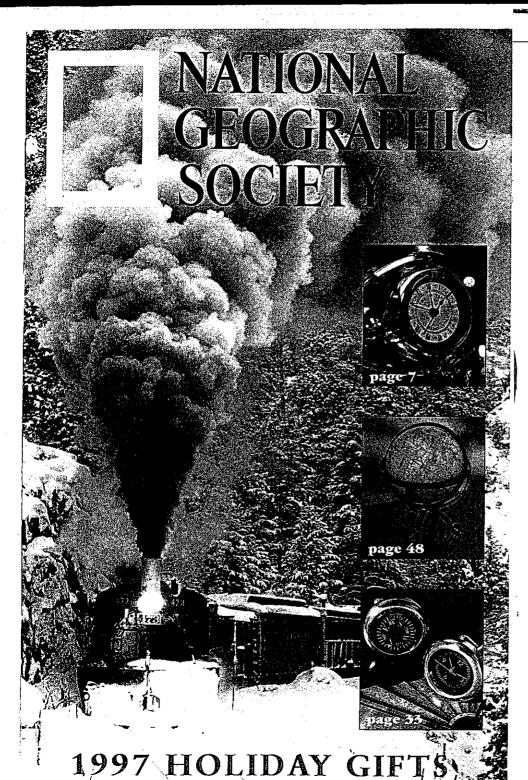
Motion tomis

The magazine contributors, while strongly supporting the basic presumption in their favor, suggested that the last clause be deleted as unduly restrictive. However, the committee considers this clause, under which the privilege of republishing the contribution under certain limited circumstances would be presumed, as an essential counterpart of the basic presumption. Under the language which has been retained a publisher could reprint a contribution from one issue in a later issue of his magazine, or could reprint an article from a 1970 edition of an encyclopedia in a 1980 revision of it; he could not revise the contribution itself or include it in a new anthology or an entirely different magazine or other collective work.

H.R. Rep. No. 2237, 89th Cong., 2d Sess 117 (1966) (later summarized in the final report on the 1976 Act, H.R. Rep. No. 1476, 94th Cong., 2d Sess. 122-23 (1976)).

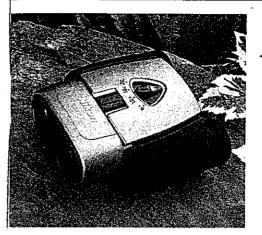
REVISING the cover photograph is covered by this phrase-they cannot do it. They made a derivative work of JG's @ photo. @assigned to him in 1985 by NGS)

They also joined JGr @ photo permanently to the ship photo before it and the dancer photo after it. JG gave them no permission to do it. They are irretrievably entwined. You winnot separate them from the CD PAGE VIII



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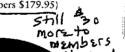
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NEW 108 YEARS OF NATIONAL GEOGRAPHIC ON CD-ROM

Every article, photo, and map-even classic ads! The numbers alone are amazing: more than 175,000 pages, 155,000 images, 7,500 articles . . . spanning 1888-1996! Relive great explorations, scientific discoveries, and world events. You can easily search for articles, photographs, page maps, and more by date, issue, topic, key word, or title. Great for travel, general, or school reference. For Macintosh® and Windows® 3.1 or 95. #83201 \$199.95 (Members \$179.95

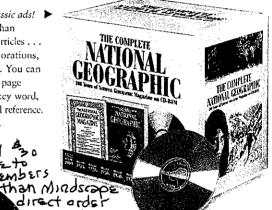
non members direct sale



NEW NIKON® COMPACT ZOOM BINOCULARS

• Get closer to the natural world. The problem with most powerful binoculars is that you can't use the strongest magnification for long-the image is just too "jumpy." The zoom feature on this powerful (8-through-20-power) viewing instrument remedies that: You can fine-tune the image for the perfect balance of maximum magnification and stability. Compact and lightweight, it's ideal for travel and features a rubber-coated nonslip grip, and unsurpassed Nikon quality. Objective lens measures 25 mm. Includes detachable strap and carrying case, 44"W x 4%"L x 1%"D. ½ lb.

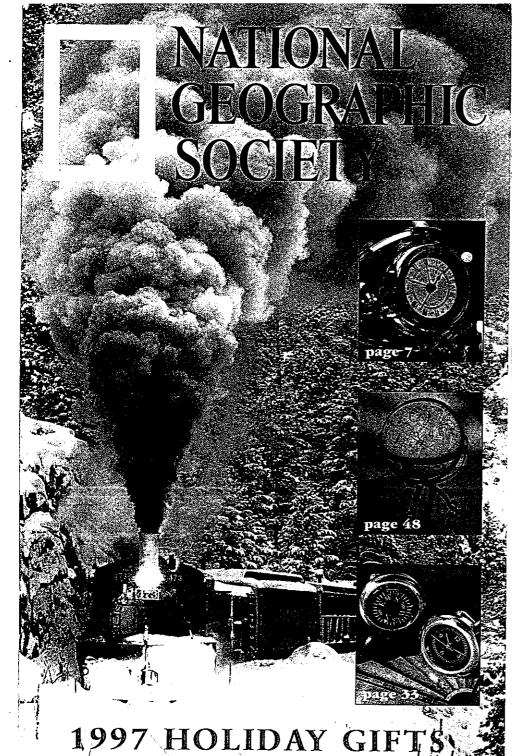
#83009 \$187.50 (Members \$168.95)



NEW AFRICAN ELEPHANT WATER GLOBE

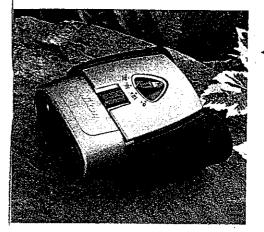
■ Beautiful "ecosphere" plays music too! Created for National Geographic, our Water Globe depicts an accurately scaled and detailed rendition of the world's largest living land mammal. Able to live for up to 60 years (80 years in captivity), the Savanna or Bush elephant still roams wild through grasslands and forests. Shake the glass sphere to set off a spectacular shower of iridescent glitter. Plays the popular Lion King song, "Circle of Life." Resin figurine and wood base, 65"H. #83010 \$37.00 (Members \$33.50)





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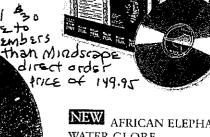
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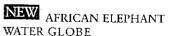


WATER GLOBE

◀ Beautiful "ecosphere" plays music too! Created for National Geographic, our (80 years in captivity), the Savanna or Bush elephant still roams wild through grasslands and forests. Shake the glass sphere to set off a spectacular shower of iridescent glitter. Plays the popular Lion King song, "Circle of Life." Resin figurine and wood base, 65"11. #83010 \$37.00 (Members \$33.50)



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Confidential to Norman Davis and David Aronberg Reply to Defendants' Motion to Dismiss

De Minimus

These ten covers were chosen, from "1,200 plus issues" with covers spanning 108 years, for their iconic value, "Vividly illustrating the broad range" etc. (Sugarman quotes)

They appear each time a CD is opened, on each of the 30 disks.

They are preceded by the NGS yellow-border logo and signal the beginning of the program.

It is possible to bypass each of the advertisement segments before this sequence by individually clicking on each section at a time. Viewers are less likely to bypass anything appearing after the NGS logo.

The first time each disk is used, you cannot bypass any of the ads or the sequence, so each viewer must see the sequence each time a new disk is viewed. This constitutes 30 times per set.

No photographs other than these ten derivative works in the Moving Pictures sequence have been taken out of context of the year or decade in which they originally appeared.

No photographs other than these ten derivative works in the Moving Pictures sequence have been used on each disk of the set.

No photographs other than these ten derivative works in the Moving Pictures sequence have had derivative works made from them or been joined integrally to other photos.

The importance of the © JG diver photo was recognized in its original use in the Magazine by being memorialized on the cover- indicating a major project.

Many of the legal examples cited by Sugarman deal with objects in the background or among many articles in a room. This derivative work fills the entire space allotted to it.

When NGS published a photo of the Great Pyramid and moved one of the other pyramids over, there was a great hue and cry. They fessed up and apologized. The Moving Pictures sequence is certainly in the same category, violating the artist's rights to accept or reject changes to their work. We are working on finding this business now.

MECK N.M. law on Artist's Rights (or Author's Rights)

Confidential to Norman Davis and David Aronberg Reply to Defendants' Motion to Dismiss

6 • THE ART LAW PRIMER

THE EXCLUSIVE RIGHTS

The property rights of a copyright owner under the United States copyright law actually consist of a group of five separate rights known as the "exclusive rights." They are: 1) the right to reproduce copyrighted work; 2) the right to create derivative works based on the copyrighted work;

The right to make derivative works, also known as the adaptation right, generally overlaps with the reproduction right. The copyright law defines a derivative work as one "based upon one or more pre-existing works, such as translation, musical arrangement, dramatization, fictionalization, motion picture version, sound recording, art reproduction, abridgement, condensation, or any other form in which a work may be

recast, transformed or adapted." The possible forms which adaptations of an artist's work may take are limited only by the imagination. Returning to the contemporary sculpture mentioned above, a second sculptor who attempts to produce his own original copy of the first sculptor's work infringes both the reproduction and the adaptation rights. The reproduction right is infringed because the copyright owner (the artist) did not give his permission for the work to be copied in any manner. The adaptation right is infringed because the copy is not an exact duplicate.

Infringements of the adaptation right might also occur when a work of art, or a portion of that work, is incorporated in any form into another work. For example, a collage which incorporates original painting by an artist along with a copyrighted photograph by another artist very well may constitute an infringement of copyright where permission to utilize the photograph has not been obtained. Even the incorporation of a well-known detail from one work of art into a second work of art without permission may constitute an infringement.

Electronic Publishing—A Troublesome Area

As more and more print publications, such as magazines and books, are reproduced and transmitted digitally in new electronic media outlets such as on-line services, CD-ROM's, and data bases, freelance illustrators, photographers, and graphic designers are demanding a share of the proceeds from the digital use of their work. Work produced by employees of publishers is exempt from these considerations because all rights to such work are owned by the publisher under the work for hire provisions of the copyright law.

Not surprisingly, publishers have resisted these requests vigorously. Some maintain that they already acquired the electronic rights when they secured the standard "first North American serial rights" (the exclusive domestic rights to publish). Others rely on agreements signed before the age of electronic publishing (when "electronic media" were television and radio) and claim that "electronic media" should be interpreted to include the new digital/computer formats.

Seeking to avoid these problems with new projects, publishers are presenting freelancers with contracts that convey "all electronic publishing rights in any type of media and technology whether now known or hereafter developed" to them without compensation other than the original fees or royalties paid for the print rights. These contracts vary within the industry and from artist to artist. Some freelancers are able to strike the provision while others accept a one-time fee per image that goes on-line. A number of publishers pay freelancers a percentage of the fees subscribers pay the publisher to transfer electronic material from these on-line services or electronic data bases. Percentages of ten to twenty percent are not uncommon. Artists should insist on at least fifty to seventy percent of these user fees. There is little justification for less than seventy percent. Publishers' expenses are negligible—it costs very little, if anything, for a work to go on-line (the work has already been digitized for print purposes; inventory costs and overhead are insignificant and should not be factors).

Other Trouble Spots

Just as with traditional artwork assignments, contracts which grant the client or purchaser the right to digitize or prepare derivative works of the image (adaptations or modification of a pre-existing work) ought to be struck; or at a minimum require the artist's prior approval.

As an example, with work prepared for CD-ROM's or computer on-line use, artists should add language which limits the user's right to make electronic alterations in the downloaded art or engage in color and image shifts, electronic retouching, image enhancement, image flopping, electronic cutting and pasting, or collaging with other images. The contract also should provide that any such unauthorized alteration and manipulation shall constitute additional uses of the artwork which the artist has the right to bill for accordingly.

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Electronic Publishing—A Troublesome Area

As more and more print publications, such as magazines and books, are reproduced and transmitted digitally in new electronic media outlets such as on-line services, CD-ROM's, and data bases, freelance illustrators, photographers, and graphic designers are demanding a share of the proceeds from the digital use of their work. Work produced by employees of publishers is exempt from these considerations because all rights to such work are owned by the publisher under the work for hire provisions of the copyright law.

Not surprisingly, publishers have resisted these requests vigorously. Some maintain that they already acquired the electronic rights when they secured the standard "first North American serial rights" (the exclusive domestic rights to publish).

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motion to dismise

P. 13 The defendants do not contest that CD-ROM 108 is sold for a profit. However, that fact does not affect the core educational purpose of the Society's mission to further the diffusion of geographic knowledge. The Society's primary motivation in republishing the Magazine in CD-ROM 108 was to bring the convenience of digital archiving to educators, librarians, students and families. Stanton Decl. at ¶ 3 and Exh. B thereto. In light of the significant educational value of the Magazine, the fact that CD-ROM 108 is offered for sale carries little or no weight in the first factor analysis.

these purposes could have been better served if
the Society had put out the CD-Rom 108 from
their non-profit base. The 9.5 million membership
is a core market composed of educators, librarians
students of families. The product would then sidestep
thinds cape's added-on profits and sell to a
lot less than #199.

Mindscapes does not have the same not-for-profit altruistic aims as the Society. In fact, NG is selling the set for \$199 and Mindscape will ship it for only \$149.95. Geographic is making \$50 more than Mindscape when selling direct- a substantial profit.

PHERIT

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P. 11 3. Motron to

or FAX this form to 1-800-933-0571.

The defendants do not exploit the Cover for commercial gain in the Moving Cover Sequence.

of the ten iconic covers, one, not ours, is used on the box and other visible literature not only in the CD Rom 108

The photo is of a blue-eyed kurdish girl waring a redduch shawlon her head.

Detach here and keep this top portion for your records. Return this bottom portion with your payment.						
JEROME GREENBERG SEAHAWK PRODUCTS 6840 SW 92ND ST MIAMI FL 33156	Thank you for ordering your FREE, 10-day preview of National Geographic: The '90s! If you are not completely satisfied, simply call 1-800-888-9078 to arrange for the product to be returned at our expense. If we've not heard from you by 10/15/97, your acceptance of this product will be assumed, your credit card will be charged the amount indicated below and you'll be sent the next decade in the series for another FREE, 10-day preview.					
Invoice 792299 Customer 6740106 Payment Method UVISA MasterCard American Express	PS. Enjoy the Complete National Geographic 30 CD-ROM set and save \$69,10 right now, by returning this form with one payment of only \$149,95 plus S&H charges. And as with all National Geographic products, your satisfaction is 100% guaranteed!					
Discover Check/Money Order PAYABLE 10 MINDSCAPE DIRECT	Check the box to indicate your purchase choice and payment amount — Thank you!					
Account Number	Here's my payment, Please send me the next decade in the National Geographic series. NOTE: If we don't hear from you, your previously provided credit card will be charged the amount indicated below.					
For I have Deal		Subtotal	Sales Tax	Shipping		Balance Due
Expiration Date	OR	9.95	0.00	3.95	13.90	13.90
Signature (required for credit card purchases)	YES, rush n	ne all remaining dec	ades of the Comple	le National Geogra	phic 30 CD-RO	M set!
For faster service simply call 1-800-888-9078		Subtotal	Sales Tax	Shipping	Total	Balance Due

This is an offer by Mindscape to promote CD. Rom 108 for 9.95 you get the '90s for free preview. The '90s has the moving picture sequence in the 3 disks. Whats the appetite for more of the CD. Rom 108. Note the appetite for more of the CD. Rom 108. Note special offer of 149.95 for antire set-a bargain.

149.95

PEGE I

9.95

159,90

159.90

P.10 2 Mation 40 dismiss CD-ROM 108 makes "transformative" use of the Cover, which weighs in favor of finding fair use.

The Supreme Court's most recent pronouncement on the fair use defense emphasizes that the "central purpose" of the first fair use factor is to determine whether the new work merely replaces the original, or whether it makes "transformative" use of the original by adding further creative expression or meaning to it.

6 • THE ART LAW PRIMER

THE EXCLUSIVE RIGHTS

The property rights of a copyright owner under the United States copyright law actually consist of a group of five separate rights known as the "exclusive rights." They are: 1) the right to reproduce copyrighted work; 2) the right to create derivative works based on the copyrighted work;

The right to make derivative works, also known as the adaptation right, generally overlaps with the reproduction right. The copyright law defines a derivative work as one "based upon one or more pre-existing works, such as translation, musical arrangement, dramatization, fictionalization, motion picture version, sound recording, art reproduction, abridgement, condensation, or any other form in which a work may be

recast, transformed or adapted." The possible forms which adaptations of an artist's work may take are limited only by the imagination. Returning to the contemporary sculpture mentioned above, a second sculptor who attempts to produce his own original copy of the first sculptor's work infringes both the reproduction and the adaptation rights. The reproduction right is infringed because the copyright owner (the artist) did not give his permission for the work to be copied in any manner. The adaptation right is infringed because the copy is not an exact duplicate.

Infringements of the adaptation right might also occur when a work of art, or a portion of that work, is incorporated in any form into another work. For example, a collage which incorporates original painting by an artist along with a copyrighted photograph by another artist very well may constitute an infringement of copyright where permission to utilize the photograph has not been obtained. Even the incorporation of a well-known detail from one work of art into a second work of art without permission may constitute an infringement.

As an example, with work prepared for CD-ROM's or computer on-line use, artists should add language which limits the user's right to make electronic alterations in the downloaded art or engage in color and image shifts, electronic retouching, image enhancement, image flopping, electronic cutting and pasting, or collaging with other images. The contract also should provide that any such unauthorized alteration and manipulation shall constitute additional uses of the artwork which the artist has the right to bill for accordingly.

PAGE IV

Confidential to Norman Davis and David Aronberg Reply to Defendants' Motion to Dismiss

P.3 motion to dismiss Prior to the release of CD-ROM 108, the Society sent a letter to each individual who had made a contribution to the Magazine. Stanton Decl. at ¶ 10 and Exh. B thereto. The letter notified the contributors of the pending release of CD-ROM 108 and explained the Society's belief that its continuing copyrights in the Magazine entitled it to publish CD-ROM 108 without making further payments for the use of individual contributions. Stanton Decl. at ¶ 10 and Exh. B thereto. All contributors thus had the opportunity to come forward and claim any contractual rights to repayment which they may have had

J.G. NEVER received any such letter.

He had Norman write to Suzanne McDowell

on April 23, 1997, before Stanton's "white

paper" referred to above was sent to other

contributors at May 21, 1997, after the

letter to McDowell- See below (incorrect)

The plaintiffs then contacted the Society, claiming that the Society had no right to reproduce their photographs in CD-ROM 108 without their consent and that they did not consent to such use. They did not, however, assert that they had entered into any contract with the Society limiting its rights in this regard.

Contacted them before that date.

No reply was made to our letter. So much for "All contributors thus had the apportunity to come forward and claim contractual rights to repayment which they may have had."

Statement of Material Facts

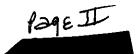
In 1997, the Society (through Enterprises) and Mindscape produced and began to sell "The Complete National Geographic," a CD-ROM product containing all issues of the Magazine published between 1888 and 1996 (hereinafter "CD-ROM 108") (attached as Exhibit A to the Stanton Decl.). Stanton Decl. at ¶ 3. CD-ROM 108 reproduces each issue of the Magazine exactly as it appeared in print. Id. at ¶ 5. There are no changes to the content, format or appearance of the Magazine in CD-ROM 108. Id. Each page of each issue remains perfectly intact, including all articles, photographs, graphics, advertising, notices of copyright, and attributions. Id.

Not intact. Map supplements referred to on Mag cover when included are not on the CD rom. Now available by purchase only.

P2982

At the beginning of each of the 30 disks in CD-ROM 108, there is a short promotional message for Kodak, which participated in marketing the product, and a multimedia sequence (the "Moving Cover Sequence"). <u>Id.</u> at ¶ 6. This sequence displays a series of images representing the covers of ten issues of the Magazine which transition from one into another, vividly illustrating the broad range of topics and issues that CD-ROM 108 and the Magazine address. <u>Id.</u> at ¶ 6. One of the images is the cover of the January 1962 issue, containing a photograph taken by the plaintiff Jerry Greenberg (the "Cover"). The Cover appears in this sequence for less than one second. <u>Id.</u> at ¶ 7.

These ten covers were chosen, from about 1,296 covers spanning 108 years, for their iconic value, "Vividly illustrating the broad range" etc. They appear each time a CD is opened, on each of the 30 disks. They are preceded by the NGS yellow-border logo and denote the beginning of the program. It is possible to bypass each of the advertisements before this sequence by individually clicking on each section at a time. Less likely to be bypassed after the NGS logo.



The Parties

- The National Geographic Society is the world's largest nonprofit scientific and educational organization, with 9.5 million members, and is dedicated to the increase and
- diffusion of geographic knowledge in its broadest sense. Declaration of Thomas Stanton at ¶ 2 (hereinafter "Stanton Decl."). The Society and its subsidiaries produce periodicals, television programs, maps and atlases, educational games, and like products. Id. The Society's flagship publication, National Geographic Magazine (the "Magazine"), is the monthly journal of the Society containing articles and photographs which explore the cultural, geographical and organic richness of the world around us.

N.T.

The changes at National Geographic started slowly but are now in overdrive. First came the switch from not-for-profit status to a partly taxable institution in 1994, when the society created National Geographic Ventures, the for-profit arm that includes its television, on-line and mapmaking businesses. Society executives set up the dual structure to avoid jeopardizing National Geographic's tax-exempt status as it competed in other media. Except for the flagship magazine, which is sent monthly to anyone who pays the \$27 annual membership fee, just about anything that becomes a high-volume business or Is sold in commercial venues where it vies with products from tax-paying competitors can fall under the for-profit division.

Maps moved over to NG Ventures forprofit division of NGS!

From their masthead

NATIONAL GEOGRAPHIC VENTU

National Geographic Enterprises: Interactive: Lawren Development; Online: Mark R. Holmes, Editor; Chris Thomas J. Stanton, Director. Maps: Allen Carroll, Mar Lewnds, Finance; Daniel J. Ortiz, Map Ventures; John F. Golden, Juan Valdés, Project Managers

NY. TIMES

"National Geographic Isn't nonprofit — It's simply nontaxpaying," says Dean Hammond, chairman and chief executive of Hammond Maps, which for decades has considered National Geographic a competitor. "As a small family-owned business, we have paid thousands of times the taxes they have ever paid, and yet they have this self-polished halo and the reputation of being good guys."

Hammond now competing in the commercial market against NGS maps produced as non-profit t transferred to NG Ventures.

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Not surprisingly, publishers have resisted these requests vigorously. Some maintain that they already acquired the electronic rights when they secured the standard "first North American serial rights" (the exclusive domestic rights to publish).

Others rely on agreements signed before the age of electronic publishing (when "electronic media" were television and radio) and claim that "electronic media" should be interpreted to include the new digital/computer formats.

Seeking to avoid these problems with new projects, publishers are presenting freelancers with contracts that convey "all electronic publishing rights in any type of media and technology whether now known or hereafter developed" to them without compensation other than the original fees or royalties paid for the print rights. These contracts vary within the industry and from artist to artist. Some freelancers are able to strike the provision while others accept a one-time fee per image that goes on-line. A number of publishers pay freelancers a percentage of the fees subscribers pay the publisher to transfer electronic material from these on-line services or electronic data bases. Percentages of ten to twenty percent are not uncommon. Artists should insist on at least fifty to seventy percent of these user fees. There is little justification for less than seventy percent. Publishers' expenses are negligible—it costs very little, if anything, for a work to go on-line (the work has already been digitized for print purposes; inventory costs and overhead are insignificant and should not be factors).

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