

Winter Issue 2014

For Escapees Writers Published or Not





Cips From Jaimie

Self-Editing Tips

"Can't Afford An Editor? Try These Four Fun Steps For A Much Cleaner Manuscript!" Here are four steps for catching errors in your own book. These tips would work for articles too.

- Read in its entirety, get a friend to read too.
- **¾** Read it aloud.
- Use Natural Reader (free trial version) to read it aloud while you listen.
- Print one copy and then review.

Read more about each point at Writers Weekly and find a link to Natural Reader as well.

Editing Article

In the October 22 issue of Writer's Weekly, "How To Edit Your Book Before You Submit To A Publisher" By Rickey E. Pittman, has some excellent resources for editing your own writing, whether it be a manuscript for a book or an article. What do you think?

The New Year

Here we are again, looking forward to a new year of writing and publishing opportunities and challenges.

Some of the changes for the new year are reflected in *News From the Publishing Industry*. This new column is designed to keep you in the loop so you can take advantage of innovations in the publishing world.

If you have information that fits in this column, please email links or articles to me for the Spring issue published in March 2015.

The New Forum

Join our new **Group** forum at **RVillage.com**. Sign up for free. Then, click *Search*, enter **Penwheels** in the field.

Note: To open the Table of Contents (Bookmarks), click the icon in the far left column of the PDF software.

Newsletter Archive

The **new** location for accessing any past Penwheels newsletter from 2009 to the current issue:

http://Penwheels.MovingOnWithMargo.com



In This Issue

- **➣** Tips From Jaimie
- ➣ The New Year
- ➢ Moving On With Margo
- Writing Gigs
- **≫** Writing Contest & Awards
- **➣ Improving Your Writing Skill**
- → Start a Writing Group?
- **≫** What is a Short Story?
- ➢ Review: Natural Reader
- **➣** From the Editor
- > Braggin' Rights
- **➣** Innovative DOVEs
- News From the Publishing Industry



- Editor: Margo Armstrong Margo@TheMaxwellGroup.net
- Web Moderator: Margo Armstrong
- Membership: Joanne Alexakis joalexakis@earthlink.net
- Staff Assistant: Joey Lacey josephlacey12@reagan.com
- Historian: Doris Hutchins valentinedh@gci.net

Penwheels is a private group of Escapees members who enjoy writing and discussing the writing adventure.

To be a member of this group, first join the Escapees RV Club.

Next, contact the *Membership Coordinator*, **Joanne Alexakis**, to submit your request for membership to the *Penwheels* group.

The Penwheels is a free digital newsletter published quarterly to all members via e-mail and online.



From the Mouth of Steven King

Writing tips from *the King* to help you get to that first draft.

1. First write for yourself, and then worry about the audience. "When you write a story, you're telling yourself the story. When you rewrite, your main job is taking out all the things that are not the story."



- **2.** Don't use passive voice. "Timid writers like passive verbs for the same reason that timid lovers like passive partners. The passive voice is safe."
- **3.** Avoid adverbs. "The adverb is not your friend."
- **4.** Avoid adverbs, especially after "he said" and "she said."
- **5.** But don't obsess over perfect grammar. "The object of fiction isn't grammatical correctness but to make the reader welcome and then tell a story."
- **6.** The magic is in you. "I'm convinced that fear is at the root of most bad writing."
- 7. Read, read, "If you don't have time to read, you don't have the time (or the tools) to write."
- **8.** Don't worry about making other people happy. "If you intend to write as truthfully as you can, your days as a member of polite society are numbered anyway."
- **9.** Turn off the TV. "TV-while working out or anywhere else-really is about the last thing an aspiring writer needs."
- **10.** You have three months. "The first draft of a book-even a long one-should take no more than three months, the length of a season."
- **11.** There are two secrets to success. "I stayed physical healthy, and I stayed married."

- **12.** Write one word at a time. "Whether it's a vignette of a single page or an epic trilogy like 'The Lord of the Rings,' the work is always accomplished one word at a time."
- **13.** Eliminate distraction. "There's should be no telephone in your writing room, certainly no TV or videogames for you to fool around with."
- **14.** Stick to your own style. "One cannot imitate a writer's approach to a particular genre, no matter how simple what that writer is doing may seem."
- **15**. Dig. "Stories are relics, part of an undiscovered pre-existing world. The writer's job is to use the tools in his or her toolbox to get as much of each one out of the ground intact as possible."
- **16**. Take a break. "You'll find reading your book over after a six-week layoff to be a strange, often exhilarating experience."
- 17. Leave out the boring parts and kill your darlings (kill your darlings, kill your darlings, even when it breaks your egocentric little scribbler's heart, kill your darlings.)
- **18**. The research shouldn't overshadow the story. "Remember that word back. That's where the research belongs: as far in the background and the back story as you can get it."
- **19**. You become a writer simply by reading and writing. "You learn best by reading a lot and writing a lot, and the most valuable lessons of all are the ones you teach yourself."
- **20**. Writing is about getting happy. "Writing isn't about making money, getting famous, getting dates, getting laid or making friends. Writing is magic, as much as the water of life as any other creative art. The water is free. So drink."

Read the entire interview with Stephen King at OpenCulture.com

www.openculture.com/2014/03/stephen-kings-top-20-rules-for-writers.html



Writing Gigs

Freelancewritinggigs.com



Some examples of the positions offered on this job board.

- * Paraphrase Dental Content
- * Website Content Writer (SF/Remote)
- * Web Content Writer (Toronto)
- * Article Writer
- * WordPress and Real Estate Content Writer (Vancouver/Some Remote)
- * Remote Legal Writer
- * Real Estate Content Writer (San Diego/Offsite)
- * Freelance Political Writer (Telecommute)
- * Contributing Writers for Website
- * Cyclist Writers

There are many writer's resources on this site. Read this excellent article, *Free Plagiarism Checkers*, for links to this type of resource.

People Per Hour.com

Review by Freelancewritersonline.com

Pros: It's a good site that's well managed and pitching for writing work isn't half as laborious or competitive as on sites like Elance. I've personally found some very lucrative work there. On the flipside it's also great for getting other work done relating to your freelance writing business, such as logo and header designs and the like.

Cons: **People Per Hour** do take a pretty huge chunk out of your freelance writing wage – particularly on larger amounts. I've had as much as 15% taken from a £300 deposit before. That's £45 (over \$70 USD) just for hooking me up with a freelance writing gig! Having said that, I wouldn't have found the job otherwise and they have got a business to run!

Kristy's site is full of information on how to earn a living as a freelance writer (even if she is a Brit).



Writing Contests & Awards

Freelancewriting.com



This site offers interesting writing contests for poets, screenwriters, and creative writers.

ESME Creative Writing Awards - \$500 prize - Deadline: 03/15/2015

NEW Codhill Press Poetry Award - \$1,000 prize - Deadline: 12/10/2014

NEW Elizabeth R. Curry Poetry Contest - \$600 prize - Deadline: 12/01/2014

NEW Tartts Fiction Award - \$500 prize -

Deadline: 12/31/2014

Christmas is fast approaching and Essaymama is here to treat the most talented writers with great prizes! EssayMama announces the Christmas Writing Contest!

Read more at: http://www.freelancewriting.com/writingcontests/122514-essaymama-christmas-writing-contest.php

Poets & Writers Magazine PW.org

Brooklyn Film & Arts Festival Brooklyn Creative Nonfiction Prize \$500

Measure Press Howard Nemerov Sonnet Award \$1,000

Nightboat Books *Poetry Prize* \$1,000

National Poetry Review Press Rousseau Prize for Literature \$1,000

Pushcart Press Editors' Book Award \$1,000

Writer's Digest

Short Short Story Competition \$3,000

Plus all-expenses-paid trip to New York City

PW.org has many listings of writing contests, grants and awards. Entry fees range from \$0 - \$30



Improving Your Writing Skills

Using "Very," a NoNo?

Encouraging writers to expand their vocabulary is part of any support group charter. Some call it "saving the language;" others call it "good form;" but the basic rationalization is education.

If you have to look up at least one word during a reading session, see how that expanded your world view.

"Substitute 'damn' every time you're inclined to write 'very;' your editor will delete it and the writing will be just as it should be." ~Mark Twain

"'Very' is the most useless word in the English language and can always come out. More than useless, it is treacherous because it invariably weakens what it is intended to strengthen." ~Florence King

Writers Write offers 45 ways to avoid using the word *very*.

Copyright, the Internet, and Why it (Should) Matter to You



Nate Hoffelder

Between movies, news articles, blog posts, and LOLcat gifs, the average consumer gets (and shares) a lot of content on the internet. With this endless stream of information that is being shared, there is a question we need to ask: When are you breaking the law?

There is an ongoing debate between internet companies and media companies (some of which are in both camps) on how the issue should be enforced.

On one end are the defenders of the copyright holders owners who believe that copyright is a basic property right which should be defended at all costs, and at the other extreme there are those who believe that copyright is an authoritarian imposition, as a governmental interference in markets that should be free. And in between the two, you'll find the rest of us – those who don't intend to infringe (but are probably doing it anyway). Wherever you stand, the following infographic will help you learn more about the laws that affect you on the internet everyday.

Remember: Ideas and facts are not generally protected, but literary works, paintings, photographs, drawings, films, music and software are all subject to copyright laws of individual countries.

Remember: Budding writers and artists beware, many fictional characters and storylines are protected by copyright law, which means fan fiction and drawings of characters can technically be copyright infringements.

For an *infographic* on this subject, read the rest of the story: *The Digital Reader*.

The Final Word on Copyright

For a definitive discussion on copyright infringement, navigate over to the *Copyright Librarian*.

Here are the *Copyright Librarian's* definitions of important copyright terms.

Copyright - The protection given to any created image or work from being copied and distributed without permission. All images are immediately given copyright to the creator when the image is created.

Fair use - The legal right to use copyright images as long as the images are used for educational, research, or personal use, or as long as the image benefits the public good in some way

Creative Commons - Images that are copyrighted but that the creator has put provisions on their use. A creative commons license might stipulate, for example, that an image can be used as long as it isn't modified in any way.

Public Domain - Images that no longer have copyright restrictions either because the creator willingly relinquished their copyright or because the creator is dead and no one owns the copyright.



Thinking of Starting a Writing Group?

by Ellen Behrens, SKP #103358

Ellen Behrens is an avid blogger and the author of four published books, including her latest novel, **Pea Body**, which features full-time RVers who solve mysteries as its



main characters. Her short works have appeared in numerous periodicals and a few anthologies, and her nonfiction articles have also been widely published.

She is a former fiction editor for *Mid-American Review*, an internationally-recognized literary magazine. In 1993 Behrens was awarded an *Ohio Arts Council Individual Artist Grant*.

She is listed in Who's Who in America, Who's Who in American Women, and Who's Who in Education.

Part One: Creative Groups

If you are thinking of starting a writing group at your SKP park, give in to the temptation! The benefits you'll reap are greater than the time you give to it, from meeting new people to seeing fellow SKPs in a new light to developing your capacity for creative thinking in ways you won't expect but will recognize over time. Believe me, I know - I've been a member of various writers' groups for more than thirty years and learned from every one of them.

First, know that all you need to lead such a group is an enthusiasm for writing and a willingness to provide some bare-bones structure. You don't have to be a published author, college-educated journalist, or have any credentials to start or run a writing group.

The most work you will do as its founder or leader is to get the group started and keep it on a general track.

The group can be anything it wants or needs to be, but its members should agree on its primary focus. Over time, this can shift, but to start with, the group should decide whether the sessions should center on free writing (a creative group) or on critique, or if the group will fluctuate between the two.

Part One covers creative groups; Part Two will discuss critique groups. Knowing the distinction will help you and the group decide which identity it dons, and that determines how the sessions unfold. It also helps members understand their individual roles within the group.

Benefits of Creative Groups

Many of us have Alice Zyetz to thank for demonstrating how a free-thinking and free-writing group can be run. Her rules were simply stated, but hard to abide by: no editing and no criticism were allowed; what was shared in the group stayed in the group.

Refraining from editing meant we had to follow whatever path the creative side of our brains took us, often to unexpected ends. If we apologized for our writing or said anything critical about our own or someone else's writing, Alice honked a bike horn to remind us we'd violated that particular rule.

Someone who had been "squeeked" later told me it helped her relax and get more written because she wasn't holding herself back out of fear she was writing doo-doo. She learned to trust her off-the-cuff writing, a necessary attitude for the best drafts. And not allowing us to chatter about what others in the group had shared during a session meant we could be free to write any confession without worrying about gossip or judgment.

Structure

We met weekly for an hour to ninety minutes, depending on the number of people. Using a prompt and a timer, we wrote for ten minutes about whatever popped into our head - be it fiction, poetry, essay, maybe a scrap of memory.

After ten minutes we had the option of reading what we wrote. If we had five people or a dozen, the range of what got written never ceased to amaze us. We inspired each other, lifted each other up, and left feeling better than when we'd arrived. There's much to be said about any group that can do that for an individual.

Some members found this weekly bout of mental freedom was enough of a creative outlet for their writing. Others of us found kernels of larger stories or scenes for other projects in those exercises.

Most of all, we were shown, week after week, how easy it is to set ourselves free on paper, to release an energetic creativity from deep inside and watch it fly like a butterfly newly released from its cocoon.

Go to www.ellenbooks.com for descriptions of Ellen Behrens books and links to her blog, or e-mail her directly at ellenbehr@aol.com - she loves hearing from fellow RVers and writers!

What is a short story?

As soon as someone delivers a definition, some good writer writes a story that proves the theory wrong. About the only thing we can say for sure is that short stories are short and that they are written in what we call prose. Some attributes, however, seem to show up more often than not.

Short stories:

- * Have a narrator; that is, someone tells the story;
- * Have at least one character in them;
- * Have some action occur (or perhaps fails to occur);
- * Take place somewhere; that is, there is a setting for the action:
- * Someone either learns something or fails to learn something (the theme).

With these five characteristics in mind, we can create an almost endless supply of exercises to help sharpen our techniques of story telling.

Narrative Voice

Twenty or so years ago, voice was the "rite of passage" into a successful writing career. Young writers were told that they should write until they developed their voice. The way to do this was to simply write (and read) as much as possible, having others read your work and comment on it, until your voice became distinct from others.

The evidence to support this theory was generally drawn from the body of work of successful writers. Everyone agreed that you could read a Hemingway story, for instance, without factual evidence that the story was written by Hemingway, and recognize it as his work because of his distinctive voice.

Faulkner provided an even clearer example of this philosophy. In more recent years, the notion that one must discover a unique voice has become a secondary issue as any number of successful writers have demonstrated that they can write in more than one narrative voice.

Nevertheless, a narrative voice that sounds like it could be anyone's voice or is bland and boring, or riddled with pointless clichés fails to capture and hold the reader's attention. And a voice that is inconsistent will tend to confuse the reader about the narrator's attitude towards his/her characters and the story that is being told.

Note: It is quite common for writers in the early stages of their careers to imitate the writers they are reading or admire most. Often we are not even aware that we are doing this when we write.

Review: Natural Reader

The **Natural Reader** (mentioned in *Tips From Jaimie*) works as advertised. A natural sounding voice reads each paragraph, using the period as a natural inflection to the end of the sentence.

The free program allows 5,000 characters daily to be read with a prompt to upgrade when it reaches the limit. The actual conversion takes place online, so a fast Internet speed is required.

Upgrade (\$69.50) to remove the character limitations and the need to be online to use it. The upgrade also adds the OCR function and the MP3 conversion. (5 stars)





From the Editor

Fear of Judgment

One of my favorite websites is *The Creative Penn*, curated by Joanna Penn. She touches on subjects that are dear to the heart of writers.



Fear of judgement is a primary emotion among most writers. Here is an excerpt from her article, *On Writing and the Fear of Judgment*:

"We all have fears that we need to conquer as authors. Fear of failure, fear of embarrassment, and for some even fear of success.

But for me, it's fear of judgment – fear of what people will think of my writing and me as a person when they read my books. Do you feel the same way?

But then why do we write if not to tackle the fears that others look to us to conquer?

- (1) Use a pseudonym
- (2) Be strong and steadfast but also surround ourselves with people who understand us
- (3) Understand that embracing the shadow side is psychologically healthy
- (4) Understand the book is not you"

Read the entire article at TheCreativePenn.com.

Welcome New Members

Caroline Rindo - crindo@rochester.rr.com

Verna Baker - vwbaker242@yahoo.com

Nicky Boston - bostondon@aol.com

Ramona Creel - ramona@ramonacreel.com

Cheryl Keeffe - dollmaker127@gmail.com

Kay Peterson - kay@escapees.com

Braggin' Rights



Evolution of the RV Hideout

Evolution of the RV Hideout, an article by **Terry Hager**, appears in the Nov/Dec issue of **Escapees Magazine** on page 26.

Here is his latest article written for the writers group in the SKP *Park of the Sierras*. Great fun!

Clichés from the Clueless

by Terry Hager #48315

Maybe I just woke up on the wrong side of the bed this morning, but I decided it's time to speak the truth to power. Too many folks are not playing with a full deck. Their attitude seems to be: if it ain't broke, don't fix it. They refuse to think outside the box. Don't they realize that this is where the rubber meets the road?

In a situation like this, you have to hit the ground running because otherwise you'll find yourself in a perfect storm. It's time to connect the dots; that's the only way to ever see the light at the end of the tunnel.

Now I'm not saying the only solution is to have boots on the ground, and I'm not saying we have to reinvent the wheel, but, duh! Last time I checked, nobody wants to go down that slippery slope.

So, if you want to climb on board, talk to them and put a bug in their ear. Tell them, with all due respect, to stop beating around the bush because, at the end of the day, to make a long story short, I mean, it goes without saying that things are going down the tubes. So they need to get the lead out; they've been barking up the wrong tree. Time for them to straighten up and fly right before we go belly up.

I hope that, in the effort to be completely transparent, I've made myself perfectly clear.

Pea Body

Pea Body, the latest mystery by **Ellen Behrens**, is featured in the *From the Bookshelf* column on page 37 of the Nov/Dec issue of **Escapees Magazine**.



Innovative DOVEs



By Jane Foraker-Thompson #112143

2014 has been a year of innovation for the DOVE BOF. First they did a survey of their mem-

bership in order to find out more about themselves as an organization. Since the purpose of DOVEs is to serve the Red Cross as deployed volunteers at disaster sites, they also wanted to determine their needs and what would help them to be more efficiently functional.

A second major innovation occurred at the 2014 Escapade in Goshen, Indiana, where the DOVEs sponsored a Blood Drive which was very successful. Immediately following the Escapade, DOVEs re-grouped at Elkhart, just a few miles away, and carried on several days of training for new and old members alike.

Since all DOVEs are Red Cross Volunteers and must have Red Cross certified training in a variety of areas, and all are RVers, they wanted to know more about themselves so they can serve our own members better, and also to help the Red Cross better understand how to work effectively with DOVE members.

Who are we as a group? What are our desires and needs? What are our preferences and experiences? What they found out was sometimes surprising, even to themselves!

The majority of DOVEs are full-time RVers. We drive a variety of RV's from motor homes, fifth wheels, and trailers. The majority also travel with pets, mostly dogs, but also some cats and a few birds.

When we are deployed to serve at a disaster site, 88% would prefer to be deployed in their own RVs, with their pets, as opposed to being flown to a disaster site, which is what the Red Cross usually does.

Deployment by RV would save both the expense and the anguish of putting their dogs and cats into a kennel situation for several weeks at a time.

Sometimes when a couple has a pet, that means one of them will stay home and take care of the pet while their partner goes to a disaster site.

When the Red Cross allows DOVEs to deploy in their RVs, both parties of the couple can serve, plus it saves the Red Cross the expenses of housing the volunteers in a motel/hotel while they are volunteering. In addition, volunteers can stay longer.

Forty-six per cent of their members have been DOVES for 6-10 years. Some of the DOVEs were long-time members and volunteers for the Red Cross long before DOVEs was founded in 2001. Ten percent of the DOVE members served the Red Cross from 15-38 years.

The age of the majority of the DOVEs is between 60-69 (56%), while the next most frequent age group is in their 70's (22%).

DOVEs are people who are still bright, mentally alert and hearty, which is indicated by the fact that they are still RVing full-time. They are also adventurous, and more than willing and able to help others in their time of need.

As a group they are accomplished people, who feel that their lives have been blessed and they want to turn around and give back to society in ways that are helpful and uplifting. Their motivation to serve is altruistic.

Many of them have practical skills that are useful at disaster sites. Some of those skills come from their previous careers and some from their avocations.

Red Cross volunteers have basic training in First Aid and CPR for both adults and children.



After basic training, they can specialize in:

- * Shelter Operations
- * Disaster Mental Health
- * Disaster Assessment
- * Bulk Distribution
- * Warehouse Management
- * Disaster Assessment
- * Kitchen Services (food preparation and distribution)
- * Driving the Emergency Response Vehicle (ERVs)

- * Forklift driving
- Safe and Well Linking of victims of disasters with loved ones elsewhere in the country
- Disaster Services Technology (great for computer geeks)
- * Client Casework
- * Health Services
- * and many other options

When occasionally one of our members becomes ill, we are supportive of them.

This year, for the first time, DOVEs know more about their age, circumstances, RVing status, and capabilities of their members.

They are proud to be DOVEs and welcome anyone interested to join them. Besides being a hard-working group of volunteers, they are a fun-loving bunch of people and always have dinners together and celebrations when they get together.



For more information, go to www.dovebof.org or write to membership@dovebof.org.

Phoenix Holiday Author Event

Over 50 authors are joining us for a meet-and-greet/signing event. *FREE and open to the public*. Hosted by Laura Orsini, Write | Market | Design, and the Phoenix Publishing & Book Promotion Meetup. This is a Crowdfunded event. First 200 attendees to register receive goody bags!.

Saturday, December 6 10 AM - 4 PM The Pressroom 441 W. Madison Street, Phoenix, AZ 85003



News From the Publishing Industry

Apple Shortens iBook Review Times

The Digital Reader reported that Apple stepped up their ebook game with a couple new policy changes that will help make it easier for authors and publishers to promote their ebooks.

The gadget maker sent out an email last week to everyone registered with iBooks and announced some changes and enhancements to the program.

Apple announced they're speeding up the time it takes to review and accept a title into iBooks.

"To help you get your book to readers quickly, we review 95 percent of all book submissions within one business day. Note that you do not need an ISBN to deliver a book to iBooks."

Apple is known for a byzantine approval process where it can take a week or more for an ebook to be approved by Apple's reviewers, with no explanation for the delay, so I am sure that this change will be deeply appreciated by authors and publishers.

Read the rest of the story at *The Digital Reader*.

Hachette-Amazon Dispute Settled

The Digital Reader also reports that the Hachette and Amazon's bitter months-long dispute over ebook and print contract terms came to an abrupt end today with the news that the two had buried the hatchet. No details are yet available at this writing.

Nook Press Offers Print Service

More expensive per book than CreateSpace, but with an easier-to-use online format, Nook Press joins the Print-on-Demand (POD) marketplace. Upload a PDF version of your book, indicate the paper color (white or cream), and select the size and type (paperback, hard cover, or dustcover).

Upload the cover graphic for front and back, Nook Press takes care of the spine automatically. This is a nice feature, as spine dimensions are tricky to estimate. Turnaround is about one week. I did notice that besides tax, a handling charge is added. This handling charge may be a per page print charge to compete with CreateSpace. If anyone has used this service, please send a comment to the editor for publication in the next newsletter.

Any other print services being used among PenWheelers? Let us know.

Amazon New Author Program

Amazon crowd-sourcing program, **Kindle Scout**, opened its doors to authors in October.

Kindle Scout is a new hybrid publishing program from Amazon. Authors can submit a work (including a completed manuscript, cover, author bio, and description), and if accepted into the *Kindle Scout* it is posted for public review.

"Authors are asked to submit their complete, never-before-published book and cover.

After a few days, we post the first pages of each book on a new website for readers to preview and nominate their favorites.

Books with the most nominations will be reviewed by our team for potential publication." (Ed: note the use of the word potential.)

Guaranteed advance & competitive royalties: You receive a guaranteed \$1,500 advance and 50% royalties on net eBook revenue.

Focused formats: We acquire worldwide publication rights for eBook and audio formats in all languages. You retain all other rights.

5-year renewable terms, \$5,000 in royalties: If your book doesn't earn \$5,000 in royalties during your initial 5-year contract term, and any 5-year renewal term after that, you can choose to stop publishing with us.

Easy reversions: After two years, your rights in any format or language that remains unpublished, or all rights for any book that earns less than \$500 in total royalties in the preceding 12-month period, can be reverted upon request – no questions asked.

Early downloads & reviews: One week prior to release date, everyone who nominated your book receives a free, early copy to help build momentum and customer reviews.

Featured Amazon marketing: Your book is enrolled into the Kindle Owners' Lending Library, Kindle Unlimited as well as be eligible for targeted email campaigns and promotion.

Read the rest of the story at *The Digital Reader*.

Digital Sales Offer End to Territorial Disputes

Publishers are confident their digital sales will continue to increase, but at a slower rate than in the past, The *Bookseller's 2014 Digital Census* has found. However, over three quarters of publishers think digital will lead to a collapse of territoriality and there continues to be concerns over the use of DRM and digital royalty rates.

The survey, from over 1,100 respondents and taken between September and October 2014, found that nearly three in five (58.5%) think digital sales will account for more than 10% of their total sales by the end of 2015, and more than three quarters (78.5%) think they will be above this threshold by the end of 2020.

When asked if digital will compromise territorial rights, the vast majority (75.6%) answered yes. "E-books will ultimately kill territoriality," said one respondent. "But not in the short term. Publishers need to prepare for this."

Asked about the hindrances to selling more digital material, the most significant appear to be customers wanting free content (37.6%) and discoverability (36.7%). Poor marketing (26.1%) and poor retailer platforms (22.9%) are other significant barriers, and it is interesting to note that a quarter (24.3%) of publishers think that consumers are largely not yet ready for digital content.