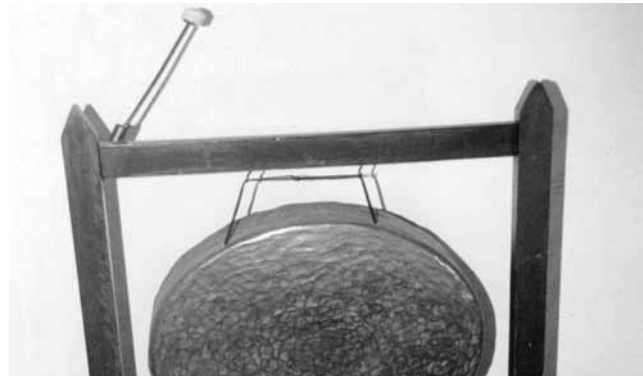


Freelance Fees

The NUJ has raised some of the more significant suggested rates in the *Freelance Fees Guide*. Evidence from your submissions to the Rate for the Job shows that rates per 1000 words for prominent newspaper stories and in high-end magazines have increased. Lower-profile magazines, however, are not keeping pace with inflation. Since the *Fees Guide* went online-only at www.londonfreelance.org/feesguide three years ago, it has been viewed three-quarters of a million times.



The Gong

This month's Gong – a wake-up call to late-paying clients – goes to Solent University, who finally paid an LFB member in mid-September – five months after an end-of-April teaching session. This is a slight improvement on the nearly six months it took the university to pay last year.

Photo © Dave Rotchelle.

Do the right thing

The International Federation of Journalists (IFJ), of which the NUJ is a part, now has an author's rights handbook for journalists online. Entitled *The Right Thing*, it covers authors' rights and copyright law, guidelines for concluding contracts (including a contract checklist for freelance journalists), dealing with infringements and issues around digital media. You can get it as a pdf via www.ifj.org/en/pages/authorsrights

Interns' revolt

Two production interns have filed a suit in US federal court in Manhattan against Fox Searchlight, who engaged them without pay on *Black Swan*. Alex Footman, described his duties as "preparing coffee for the office": probably not as educational as required by US employment law.

The Rate for the Job

NEW *Guardian* house agreement minimum rates for stock photos are included in this month's Rate for the Job, but remember these are *minimum* rates – ask for more!

Thinking about work for a company you've not dealt with before? Simply look at the Rate for the Job to find out what companies in similar niches have paid. Then aim higher.

You can submit rates online, in confidence, at www.londonfreelance.org/rates – please give not only the basic rate (e.g. for FBS, First

British Serial rights) but extra payments negotiated for extra uses, like the Web. These are shown as (eg) £400 + 100. Rates marked **X** are, in the editor's fallible opinion, below par. Treat all rates as minima.

Broadcasting: Channel 4 News reporting day £136; BBC World Service – assistant producer day-shift producing promos £120 **XX**.

Photography: *Financial Times* day £130 **XX**; *Guardian* minimum shift (4 hours) in-house agreement – £183.15 total £171.97 + £11.18; London Literature Festival (South Bank Centre), unauthorised full-page brochure usage, unauthorised cropping, plus mis-crediting of iconic 1986 "rooftop" image of Gilbert & George £0 + £500 **XXXX**; *Daily Telegraph* per pic, 1/4 page £150 **X**; *Air Forces Monthly* inside pages, up to a maximum of £80 per page, £20 **XXXX**; Axon, 5 hours corporate head shoot, internal use, £480; *Walks Through Britain's History* (book, print-run 200,000) half-page photo, worldwide print and e-book rights

in all languages £265; *Guardian* stock pic 216" to 432" (square inches)-double Berliner page – minimum £204.26; *Guardian* stock pic 108" to 216" – full Berliner page £157.12; *Guardian* speculative pic more than 5" £150; *Guardian* stock pic 80" to 108" – half Berliner page £120.86.

Shifts: *Sunday Times* overnight reporting £200; Centaur Communications subbing day £160; *Sunday Mirror* reporting day £150; *Metro* reporting day £120 **XX**.

Words, per 1000: *Sunday Times* magazine 3000 words @ £2000 = £667; *Financial Times* £286; The Report Company features 250 Euro; *Arthritis News* £250; *Preview* feature all rights £180; *Teaching Drama* feature all rights £167, 250-word review @ £25 = £100 **XX**; *Fest* 250-word review @ £25 = £100; *Clash* magazine features, no exes, £0 **XXXX**; *Independent on Sunday* (Malta) feature £0 **XXX**.

Words, other: *World of Interiors* feature £500 **XX**; Al Jazeera online comment/feature US\$350.

Mag-Net hopes to attract magazine freelances

FREELANCES working in magazines can join Mag-Net, a new email network, at www.londonfreelance.org/Mag-Net – this was the expressed wish of freelance members who attended a meeting at Headland House in September. They heard experienced editor Chris Wheal, photographer Jill Furmanovsky and writer Phil Sutcliffe give an overview of the magazine sector as a prelude to a wide-ranging discussion.

Issues raised included: how to find commissioning editors; marketing yourself via a website; social networking; and using directories.

Freelance Organiser John Toner said: "It was striking that those who attended considered it an evening well spent. I would encourage them to attend meetings of London Freelance Branch, which they will find equally worthwhile."

Jill Furmanovsky, who founded

photo syndication website **rockarchive.com**, reminded the freelances present that editors are able to use their discretion, and encouraged freelances to endeavour to keep their copyright, stressing that ownership of copyright is a key pension plan for photographers. While the fees Jill got for most for music magazine photography in the 1980s barely covered film and processing costs, she now earns four-figure sums for re-use of some of these photos.

Music magazine writer Phil Sutcliffe said freelances had "on the whole, a generous attitude to one another and enjoyed and benefitted from getting together in networks... which could not only break down isolation but help with negotiations."

Veteran business-to-business (B2B) journalist Chris Wheal said that sector is healthy, paying better than consumer magazines and mi-

grating online faster. He emphasised the importance of networking as a means of breaking into new markets – a point echoed by Jill, who was recently exchanging business cards at an event at the Hilton for movers and shakers from Hong Kong, definitely a market to watch.

Chris said he would rather go to a corporate hospitality event than wait phone to ring. While there's no actual money in junkets, there are usually other journos there, so they result in work coming Chris's way.

Sorting out an appropriate website and using social media tools to showcase what you do is vital, says Chris. NUJ Training's "Build your own website" courses is on **12 October** and its "Social Media for Journalists" course on **11 November**, and both are repeated early next year. see www.nujtraining.org

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ORPHANS' PARENTS from p1
trict Court of New York, Judge Denny Chin has set out steps towards trial of the original dispute over Google scanning library books and putting them online. Google formally maintains its actions are "fair use" – the ill-defined US legal doctrine on situations where copyrighted works can be used without permission – but was prepared to stump up around \$125 million for the proposed settlement – up to US\$60 for each author of a book registered

with the US Register of Copyrights. But in March Judge Chin ruled out that settlement proposal. The Authors Guild has until 11 December to submit arguments for the case becoming a "class action" in which individuals affected would not need to sign up or even be identified when the case starts. (This would include you, for example, if any of your work is digitised on Google Books.) The parties have until 30 March 2012 to produce evidence, which could lead to interesting disclosures.



Now that's what we call a diligence:
Photo by "Filzstift"