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Dear Tim Cawkwell,

I am sorry I have taken so long to reply to your letter of 20th Sept '82. I know we're overworked, but three months is too much of a delay.

Anyway, we realise that some distribution film-makers will want to keep their films at home and, as I said in my last letter, this is OK, but we would encourage film-makers to put as many bookings through the Co-op as possible.

I enclose a photocopy of a letter from Dave Curtis - which you've probably received from him already - the letter outlines a new 'option' for film-makers on tour whereby the film-maker effectively programmes a screening which doesn't have to be all his/her own work, and turns up to give a talk. So the film-maker gets the hire fees plus the fee for the talk, and the distributor gets a percentage of the hire fee, as usual. All the same, it seems that there's still more money in it for the f-m who leaves out the distributor. Anyway, for the moment we will carry on letting distribution film-makers keep their films at home, which means the f-m's have the option of leaving us out of film-makers OT or not - and it's only when we get bookings for films that aren't in the cupboards that we get shirty: if we don't get the bookings we don't mind! The standard hire fee is 50p per minute or £5 minimum; were not producing a new catalogue, just more supplements.

I also enclose some information to help you with publicising your films, and an entry form for supplement 6.

yours

David Fisher for Co-op Distribution