

Dear Festival Friends and Colleagues,

Greetings from Amsterdam and Hong Kong. We are writing you to inform you of our festival policy.

As you all know, the market for art house films is shrinking worldwide, and festivals have taken over the role of an alternative distribution circuit in many countries, territories and markets. In many cases, the films shown at your festivals are the only opportunity for audiences in your country/region/city to see this kind of cinema.

In this environment, we are faced with an ever increasing series of requests for our films from a variety of festivals and events from around the globe and at the same time we must contend with rapidly rising administrative and material costs associated with servicing these.

Since we are strong believers in the mutual value and benefit of participating in festivals we therefore have no choice but to implement a standardised festival policy which will serve to help cover these costs and generate additional income for our producers. Below you will find the standard conditions for [REDACTED]

1. There is a screening fee of € 1000 per film for up to two screenings. If you require a 3rd screening (maximum allowed), the additional charge will be €500. This amount has to be remitted by wire transfer to Fortissimo prior to the dispatch of any print to your festival.
2. Shipping costs of a preview tape and promotional materials will be at the festival's expense. We will therefore need your courier account number (FEDEX, DHL, UPS, TNT).
3. Transport of the 35mm print can be done either by airfreight (all charges forward) or by courier on your account number. For shipment from our depot there is a surcharge of €100 for extra handling charges and custom fees.

We will try to find a way so that each festival only has to pay for one way shipment, but we cannot guarantee this, and if there is no other event after your festival, then you will have to cover the return costs back to an indicated address by [REDACTED]

4. Shipping insurance and replacement insurance for the screening materials are to be at the expense of each Festival.

[REDACTED] does however reserve the right to pull a title from a festival in the event a film is (about to be) sold in the meantime to a local distributor.

Once you confirm your interest, agreeing with these conditions, by return fax or e-mail, we will start organising the publicity materials and transport of the print(s).

We are sure that you will all understand that this policy is designed to insure that [REDACTED] is able to continue to supply the widest range of Festival quality films to audiences around the world.

We count on your understanding, and we look forward to keep on working with you in future!

Yours Sincerely,