

ACOFS Fact Sheet

Australian Council of Film Societies

NUMBER 03-B (Revised 3 November 2018)

DVD DISTRIBUTOR CONTACTS and PRICES

Government Libraries

The National Film and Sound Archives (NFSA) in Canberra operates two collections, although these may be combined in due course.

Their archive collection includes 35mm, 16mm and some DVDs, but these generally do not have any screening rights associated with them. To borrow them, approach the NFSA directly.

The NTLC. The NFSA also operates the Non-Theatrical Lending Lending Collection (NTLC), which includes mainly 16mm and DVD titles. Their loan charges include the non-theatrical screening rights. As 16mm films get older and rarer, loans of 16mm films will become more limited and more expensive and the 16mm collection will ultimately be moved to the archive collection. DVD loans however (which include some BluRay) should continue but the collection will focus more on Australian content and titles made available from other Archives. Rights for titles available commercially in Australia will be allowed to lapse. Charges are likely to increase with inflation.

A new development for 2018, is that where the NTLC hold the screening rights, they may approve the screening of your own copy of that DVD on payment of the usual DVD loans charge to the NTLC. This will be particularly useful where an NTLC DVD is found to be on loan at the time you might wish to borrow it.

For more details see ACOFS Fact Sheet 2. Details, including current charges, can also be found at their website www.nfsa.gov.au/.

To contact them, Email nontheatric@nfsa.gov.au or phone 1800 012 175.

The current contact there is john.klyza@nfsa.gov.au.

The Australian Centre for the Moving Image (ACMI) is situated in Melbourne, and has a 16mm collection which is not promoted. The DVD collection is no longer available to borrowers as they do not have public screening licences. See their website www.acmi.net.au/ ACMI are currently appraising the entire collection of 200,000 items, mainly 16mm, with a view to deciding which are to be de-accessioned or repatriated. Until this work is complete, the future of the collection cannot be decided.

To access the French, German or other embassy collections, call Nick Richardson, 03 8663 2468 or nick.richardson@acmi.net.au.

Check their catalogue on <http://www.acmi.net.au> and go to collections.

Commercial DVD Distributors

To cater for the situation where a film society provides the DVD themselves (whether purchased or borrowed) ACOFS has developed a procedure for locating the rights holder of that DVD and paying an agreed and fair price for the non-theatrical screening rights directly to the rights owners or their agents. The agreements apply for film societies that are current members of an ACOFS-registered State Federation. For additional information on how this scheme works, see ACOFS Fact Sheet 3-A.

Remember that this agreement applies only where the society is a member of a State Film Federation (which is in turn a member of ACOFS), screens non-theatrically and a legal copy of the DVD is supplied by the society. It does NOT include supply of the DVD.

Remember to get permission BEFORE you promote or screen the DVD or you may find yourself paying commercial rates of as much as \$300 per screening.

The State Federations that are current members of ACOFS are:

- **Federation of Victorian Film Societies inc.**
- **WA Federation of Film Societies,**
- **Tasmanian Federation of Film Societies,**
- **Federation of Queensland Film Societies,**
- **NSW Federation of Film Societies.**
- **SA Federation of Film Societies**

(Contact details can be found on the website. www.acofs.org.au)

Any Film Society that is a member of one of these Federations is also a member of ACOFS.

*[Note that the **Australian Film Societies Federation**, which operates mainly in NSW, has distanced themselves from ACOFS and is not party to this agreement.]*

- In some cases the distributor may be able to rent or sell you the DVD for an extra charge, but that is **not** part of the "DVD Rights agreement".
- Note that the distributor, even if they have the non-theatrical rights for a DVD in Australia, is not obliged to agree to your screening of the DVD. They may have some commercial or promotional reason for delaying approval until later.
- The term DVD as used in this agreement includes BluRay.
- This agreement does not extend to the use of 16mm, 35mm or 2k digital (DCP).
- This agreement assumes the society will provide their own copy of the DVD.
- Allow sufficient time to gain approval to screen the DVD before committing yourself to purchasing the DVD or promoting the screening to members.
- For further information, email dvdrights@acofs.org.au or check out the other Fact Sheets on the ACOFS website.
- **DVD screening rights will be charged at \$50+GST per screening by all distributors except where indicated otherwise.**
- If you screen a DVD more than once then you must pay rights each time, although additional screenings may be at a reduced fee. Ask the distributor/ rights owner.
- If you cancel or postpone an approved screening, contact the rights holder to avoid being invoiced for the screening which did not happen.
- Be ready to quote your State Federation membership number when you contact a distributor.
- It is the average audience number that is important when determining the rights fee – So quote average attendance figures to the distributor, not total membership.

Find the Distributor first:

We suggest you confirm that you can get the rights approval **BEFORE** buying the DVD or committing to a program. To determine the Australian distributor of a DVD, and the probable rights holder:-

- Check the DVD cover.
- Look it up on www.urbancinefile.com.au or other Australian reviewer websites.
- Look up the censor classification index www.classification.gov.au .
- If not listed on the classification listing, try searching using an alternative name or even just the director's name.
- Look it up on www.jbhifi.com.au or other on-line DVD outlet.
- With luck, IMDb.com may show the distributor, under "more", "Company credits".

- When you know the distributor, translate that to appropriate contact company and/or person later in this Fact Sheet.
- Find out from your Federation newsletter or information sheets whether another society has screened it and ask them.
- Check the website catalogues of the likely distributors.
- Allow plenty of time to get approval before buying the DVD.
- If the rights cannot be found in Australia try Park Circus in the UK (See later chapter)
- Please be thoughtful when approaching distributors! Don't give them a whole list of un-researched titles and expect them to find the distributor for you. As far as possible, do your own research before approaching the likely distributor for each title.

The contacts at the co-operating DVD distributors are as follows:

Formal Agreements:-

Roadshow:

Amelia Ulrick is the contact, amelia_ulrick@roadshow.com.au or (02) 9552 8685.

The manager is Paul Mackenzie for DVD rights Paul_mackenzie@roadshow.com.au

They are agents for:

20th Century Fox,
AV Channel (some of their DVDs)
Becker,
Bonsai Films,
Buena Vista,
Dendy,
Dreamworks,
Footprint,
Fox Home Entertainment
Hopscotch,
Hoyts Distribution,
Icon,
Magna,
MGM,
Miramax,
MRA Entertainment
Newvision,

Palace Films,
Paramount (Includes some Transmission films)
Pixar,
Rialto Entertainment,
Roadshow Entertainment,
Studiocanal (Large back-catalogue)
Transmission Films - & see Paramount.
UIP,
United Artists,
Universal,
Village Roadshow,
Walt Disney Pictures,
Warner Brothers,
Warner Home Video
and others.

The Roadshow DVD screening rights charges are as follows. The price will depend on the size of the film society audience which defines the attendance category:-

Attendance Category	Average attendance	Equates to a membership of	rights charge – per screening
A	up to 19	up to 32	\$40 +GST
B	20 – 49	33 - 82	\$50 + GST
C	50 – 99	83 - 166	\$75 +GST
D	100-199	167 - 332	\$100 +GST
E	200 and above	333 and above	seek quote
F	n/a	paid admission	seek quote
X	n/a	Private home	None payable

Notes:

1. ACOFS will assume the average attendance is 60% of the peak society membership unless stated otherwise by the film society.
2. A film society may have several groups or "streams" in which case each stream may be allocated a different category.
3. The "F" category, regardless of the society size, indicates that the organisation sells individual entries so is "commercial" and should seek a quote from the distributor.

4. This price structure is subject to further review.
5. The agreement may not apply to outdoor screenings because it is usually impossible to limit the screening to members only.
6. The agreement does not apply to film festivals because access is available to individual screenings. They are regarded as “commercial” screenings, category F.

Madman:

Non-theatrical rights are now booked through Amalgamated Movies. See details below.

The full Madman catalogue is on www.madman.com.au but be aware that this includes some titles they distribute for other suppliers, for which they do not manage the screening rights.

Their charge for a free-to-public screening, which does not come under this agreement, is currently \$300 +GST – also using your own DVD. Contact Madman in this case.

Madman are agents for some DVDs marked AV Channel.

Note that for Studio Ghibli titles such as “The Wind Rises” Madman are restricted by the production company, and reserves the right to charge up to \$350 for the non-theatrical rights for their DVDs.

Madman are at Level 1, Building 1, 21-31 Goodwood St., Richmond, Vic , 3121.

www.madman.com.au . Nicolet@madman.com.au

All distributors who have agreed to follow the ACOFS agreement are listed below (In alphabetical order):

20th Century Fox

See Roadshow

Accent Film Entertainment

George Papadopolous (03) 9690 9997

george@accentfilm.com

All Interactive Distribution

Go to Pinnacle Films for screening approval.

Their website <http://allinteractive.com.au>

eg Detective Dee and the Mystery of the Phantom Flame

Amalgamated Movies:

Charge \$50 +GST for most societies – more for larger societies and for multiple screenings.

Can also supply a copy if required, at additional cost.

Steven Snell, (07) 4787 1086.

Now handle Madman non-theatrical rights bookings.

Qld, Vic, Tas, NT stevens@amalgamatedmovies.com

NSW nsw@amalgamatedmovies.com (02) 9744 8020

WA, SA wa@amalgamatedmovies.com (08) 9727 1950

See www.amalgamatedmovies.com Agents for Sony and Columbia Tristar.

Anchor Bay Entertainment

Now known as Defiant Screen Entertainment

Eg films such as City Island

Antidote Films

Previously known as Gil Scrine Films

www.antidotefilms.com.au admin@antidotefilms.com.au

Gil Scrine is at 07 33907728 or 0418 596 482. gil@antidotefilms.com.au

Antidote will now charge just \$35+ GST for screening rights for most of their DVD titles.

Arena:

See Cinema Plus.

Arkles

See Beyond Home Entertainment.

AV Channel

See Madman or for some titles, or Roadshow.

Aztec International Entertainment

Still charge \$50 +GST

Caroline Brown caroline@aztecinternational.com.au

Suite 2, 8 Eddy St, Moonie ponds, Vic. 3039

www.aztecinternational.com.au

Beamafilm

Beamafilm is a video streaming company, www.beamafilm.com where they have over 300 films, mostly documentaries, from Ronin, Madman, Umbrella, Antidote and more. They have a unique licensing deal with municipal libraries which allows members of any participating library to watch any film for free! Ask your local library to sign up to Beamafilm.

See <http://beamafilm.com/libraries.php>

Contact: Gil Scrine at 07 33907728 or 0418 596 482. gil@antidotefilms.com.au

Becker

See Roadshow.

Beyond Home Entertainment

03 9321 1200

www.beyondhe.com.au sales@beyondhe.com.au

Jason Behan, jbehan@beyondhe.com.au, (02) 3267 9888

Also linked to Magna Home Entertainment and Arkles.

Bonsai Films

Book through Roadshow at Roadshow prices. www.bonsaifilms.com.au

Jonathan Page, 0404 004 994 jpage@bonsaifilms.com.au

Eg The Infinite Man, Broke,

Buena Vista

See Roadshow

CEL- Communications and Entertainment Ltd.

Went bankrupt – no longer exist. Rights to their DVDs may have been taken up by other unnamed distributors.

Chapel Distribution

Mark Spratt

mark@potentialfilms.com (03) 9328 5533

www.chapeldistribution.com

see also Potential films.

Cinema Plus Pty Ltd.

Claire Phillips o3 9646 4553 info@cinemaplus.com.au

Eg. Underground: The Julian Assange Story, Boy Castaway, Force of Destiny, etc.

Cinesound Movies Productions

Glenn Eley, Operations Manager of Cinesound Movies Productions has granted member film societies permission to screen their Cinesound Newsreels copyrighted material at no charge, but CMP would welcome an acknowledgement and a note of thanks to CMP by the film societies whenever their materials are screened to members.

Contact Films

Go to Umbrella Ent.

Eg "Tanna".

Closer Productions

Ivan Vukusic ivan@oneofoneemc.com.au

Mainly short films. Rights at \$15 each.

Columbia Tristar

See Amalgamated Movies.

Curious Films

Stephen Fitzgibbon, 02 8565 5000. steve@curiousfilm.com

Their Australian office is at PO Box 7632, Bondi Beach, NSW, 2016.

www.curiousfilm.com

They are based in NZ. +64 9360 7880

Defiant Screen Entertainment

Simone Murray, (02) 9997 3936. Suite 1001, 4 Daydream St. WARRIEWOOD NSW 2102

jbutler@defiant-ent.com

www.defiant-ent.com

Dendy

See Roadshow

Dreamworks

See Roadshow

Entertainment One

(Was Hopscotch)

Rights booked through Roadshow at Roadshow prices.

For info, Nicky Smart nsmart@entonegroup.com

They also handle Newvision films.

See www.hopscotchfilms.com.au for both catalogues.

Film Art Media

Diana Fisk 03 9417 2155 info@filmartmedia.com

www.filmartmedia.com

eg. Jill Bilcock: Dancing the Invisible.

Footprint

See Roadshow

Or Mia Timpano at Felix Media 02 8571 9080

www.felixmedia.com.au

mia@felixmedia.com.au

Fox Home Entertainment

See Roadshow (May change after October 2017)

Gil Scrine Films

Now known as Antidote Films.

Gryphon Entertainment

Gryphon films.

(03) 8671 0222 sales@gryphonentertainment.com.au

eg "One Night the Moon"

Hanabee Entertainment

Eric Cherry, 03 9036 1593, eric@hanabee.com.au

www.hanabee.com.au

Japanese, anime and general pop-culture.

Heritage Films

Di Tunnington or Donna Ross

info@movieschangepeople.com

07 5370 2007

www.movieschangepeople.com

Hi Gloss Entertainment

PO Box 2765 Fitzroy, 3065, Vic.

Dan O'Malley dan@higlossentertainment.com.au 0415 167 517

Also Simon Killen simon@higlossentertainment.com.au

info@higlossentertainment.com.au

See www.higlossentertainment.com.au for their catalogue which contains titles such as "About Elly", "Italy – Love it or Leave it".

Note: Hi Gloss do not hold non-theatrical rights for the TV series in their catalogue.

Hollywood Gold

(Visual Entertainment Group – VEG)

(A division of Shock Entertainment)

simon.dower@shock.com.au 03 9205 0954

Hopscotch – Now Entertainment One

See Roadshow

Hoyts Distribution

See Roadshow

Icon

See Roadshow

Imagine Films International

Still charge \$50 +GST

Megan George, megan@designwave.com.au eg Thirst.

Infinite Releasing P/L

Eg: The Infinite Man

Check their website

Jiff Distribution

Were Champion Films.

info@jiff.com.au (03) 9524 7979

Jump Street Films

Jamie Bialkower (03) 9867 5566 jamie@jumpstreetfilms.com.au

Kojo Pictures:

Morena Micelli or Ronnie Naicker, (03) 9428 7400 or (08) 8363 8300

See www.kojopictures.com.au for their catalogue. Contact@kojo.com.au

KOJO are no longer in the DVD distribution business but may still hold copyright over some titles.

Label Distribution

Tait Brady tb@labeldistribution.com 0407 324 176

Leapfrog Films

info@leapfrogfilms.com.au

08 6397 4250

Barbara@leapfrogfilms.com.au or david@doepel.com

Eg. Half of a Yellow Sun, Reaching For the Moon.

Madman

Non-theatrical rights bookings should be arranged through Amalgamated Movies. (see above entry)

For theatrical or commercial bookings contact Nicole at Madman.

Nicolet@madman.com.au. Phone: 03 9261 9200.

Note that not all DVDs listed on their website are available for non-theatrical screening rights. Check with Amalgamated Movies.

Magna Pacific / Magna Home Entertainment

Rights booked through Roadshow at Roadshow prices.

Or see Beyond Home Entertainment

Includes some MRA Entertainment titles.

(07) 3267 9888

www.magnahe.com.au

MGM

See Roadshow

Miramax (Now closed)

See Roadshow

MRA Entertainment

See Roadshow

Newvision

Rights booked through Roadshow at Roadshow prices.

Novofilm

Gerald Lawson gwl8491@hotmail.com

Can also supply *Little Lies*, *Blue Lies* and *McLean's Money*.

See also the FVFS website www.fvfs.org.au under the tab Indie films for how to borrow, buy or pay for rights.

Niche Pictures

<http://www.sbs.com.au/movies/distributor/niche-pictures>

Palace

1/122 Toorak Rd, S Yarra, Vic, 3141

Rights can be booked through Roadshow at Roadshow prices.

Or

Tony Zrna, tony.zrna@palacefilms.com.au

Antony Zeccola, antony.zeccola@palacefilms.com.au

Paramount

See Roadshow

Pinnacle Films

ann.ferenchuk@pinnaclefilms.com.au (07) 5556 1872

sherard.kingston@pinnaclefilms.com.au

Accounts Debbie.smith@allinteractive.com.au

See also All Interactive Media.

Pixar

See Roadshow

Potential Films

Mark Spratt, mark@potentialfilms.com (03) 9328 5000

PO Box 2765 Fitzroy, Vic, 3065

L1/11a Argyle St Fitzroy, Vic, 3065

See www.potentialfilms.com for their catalogue.

Queen Ant Films

(Eg Playing for Charlie)

Pene Patrick

P O Box 559 Hawthorn, Victoria, Australia 3122

Queenantfilms@gmail.com

Phone: +61 (0) 400 671 329

Regency Film Distribution

(A division of Shock Entertainment)

jessica.hutton@shock.com.au

Rialto Distribution

Rights booked through Roadshow at Roadshow prices

Stephanie@rialtodistribution.com

PO Box 5129, S Melbourne, Vic. 3205

www.rialtodistribution.com for their catalogue. Eg "Amazing Grace", "Get Low".

Some DVDs are released via Pinnacle. Contact Rialto if in doubt.

Roadshow

Listed under "Formal Agreements"

Ronin Films

Craig McConnell, Craig.mcconnell@roninfilms.com

Andrew Pike (02) 6248 0851 andrew.pike@roninfilms.com.au

See www.roninfilms.com.au

A film society registered with ACOFS may buy any DVD from the Ronin website at "The Community Group" rate, which includes the rights to screen it at a regular film society screening.

Many films in the Ronin catalogue have been classified by the censor and may be shown publicly. Other films, however, are exempt from classification as Educational DVDs, and are not automatically available for public screening: These titles may require permission from Australian Classification for screening. Please consult with Ronin for further details.

Sharmill:

Still charge \$50 +GST

Some titles are handled jointly with Jump St Films. See www.jumpstreetfilms.com.au.

Katharine Thornton, katharine@sharmillfilms.com.au (03) 9826 9077

Chris Swan

Natalie Miller, nmiller@sharmillfilms.com.au

See www.sharmillfilms.com.au for their catalogue, or email them.

Shock:

200 Beavers Rd, Northcote

Victoria, Australia 3070, Ph : (03) 9205 0955

jessica.hutton@shock.com.au

See catalogue at www.shock.com.au

Also see Regency Film distribution and Hollywood Gold

Also handle RLJ Entertainment, Acorn and Image brands.

SONY

See Amalgamated Movies

Studio Ghibli

See Roadshow or Madman

Studiocanal

www.studiocanal.com.au

Andrew.rolfe@studiocanal.com.au 02 9003 3985

Have a large back-catalogue

Many of their titles are available through Roadshow

Titan View

Still charge \$50 +GST

hq@titanview.com , Liz Kleinberg (02) 8819 6724 liz@titanview.com

see <http://www.titanview.com/index.php/shop/dvds>

eg "The Jammed", "Men's Group", "33 Postcards".

Transmission Films

For screening rights, go to Roadshow. Charged at Roadshow prices.

Tristar

See Amalgamated Movies

TYSPOM

TYSPOM Film Library is a very small, non-profit, volunteer-run library that was set up to specifically serve the fabulous Film Society Movement of Australia. We specialise in lending out and studying films made with no government funding.

Our current focus is mainly on documentaries -- just because we love them. Most of TYSPOM's current and 'coming soon' films have been aired on PBS (USA) or Channel 4 (UK) and tend to cover "politically incorrect" themes. Please check the catalogue for inspiration.

TYSPOM provides Film Societies with:

DVD (on loan) + postage + screening rights = \$25 or less.

Website: <http://TYSPOM.org>. Enquiries and bookings: Prodos: info@tyspom.org.

UIP

See Roadshow

Umbrella Entertainment:

Still charge \$50 +GST

james@umbrellaent.com.au (James Brennan)

Unit 13/79-83 High Street Kew, Victoria, 3101, Ph (03) 9020 5136

See www.umbrellaent.com.au & www.umbrellaentfilms.com.au/public-performance/

Umbrella hold theatrical and non-theatrical rights for many films and have a list that is updated monthly. Please email them if you wish to be sent updates.

Umbrella also handle some DVD rights on behalf of others. Eg. : "Malcolm", "Babette's Feast" etc.

If you wish to suggest titles they might consider distributing, email

james@umbrellaent.com.au.

For Umbrella-held titles from Australian directors, Umbrella may be able to assist you to get in touch with the director to have them attend your screening for Q & A.

United Artists

See Roadshow

Universal

See Roadshow

Universal SONY

See Roadshow

Vendetta Films

info@vendettafilms.co.nz

Or alice@vendettafilms.co.nz or jill@vendettafilms.co.nz

For an extensive catalogue go to: www.vendettafilms.co.nz

However please note that Vendetta films are also distributors in NZ for other companies.

Please refer to appropriate Australian companies when booking rights for these titles.

With some titles, such as *The Angels' Share*, Vendetta Films will refer you to Roadshow for rights bookings at Roadshow prices.

Village Roadshow

See Roadshow in the formal agreements section.

Visual Entertainment Group

See Regency Film Distribution

Walt Disney Pictures

See Roadshow

Warner Brothers

See Roadshow

Warner Home Video

See Roadshow

If you come across any other distributors or contacts please let us know at ACOFS, so we can add them to this list. dvdrights@acofs.org.au

Also if you know of any titles you would like to screen but are unable to find an Australian distributor or rights owner.

If all else fails, try Park Circus, in the UK

If you are unable to find any rights holder in Australia, you could try contacting Park Circus in the UK.

ACOFS has negotiated an agreement with Park Circus, who hold rights for many DVD titles themselves and are agents for UK libraries, and are prepared to sell screening rights to Film Society members of ACOFS at a reasonable charge. This charge may be more than we have negotiated with Australian companies but it is better than individuals have been able to negotiate directly.

Park Circus is located in Glasgow and their website is www.parkcircus.com.

Park Circus represents over 25,000 titles internationally although these are mostly for theatrical rights. However, the British libraries they represent also include non-theatrical rights. There is a search function at the site for finding requested film titles.

From the so-called "Orphan DVDs" societies have identified to date, rights for the following have been confirmed as available through Park Circus:

The 39 Steps
The African Queen
Fried Green Tomatoes
The Red Shoes

And based on our research, screening rights for the following may also be available through Park Circus:

24-hour Party People
Butterfly Tongues
Contempt
A Kind of Loving
Last of the Mohicans

Monsoon Wedding
Reach for the Sky
Secrets and Lies
Song of the Sea
Timbuktu
Whistle Down the Wind
Withnail and I

The procedure to obtain screening rights for any of the films handled by Park Circus is as follows:

1. Ensure the rights are not available from an Australian company or from the NFSA. Follow the process described in Fact Sheet 3A and 3B.
2. Search for the title in www.parkcircus.com/films
3. If you find the title (and it is the correct director and year) contact Graham Fulton at Park Circus (graham@parkcircus.com) with the following information:
 - a. Introduce yourself, state the film society you represent, and say you wish to purchase DVD non-theatrical screening rights under the agreement Park Circus has with ACOFS.
 - b. State the title of the film, director and year.
 - c. Say you are seeking screening rights for your own copy of the DVD, for a non-theatrical screening at your film society.
 - d. Specify the location and date of the screening.
 - e. Indicate the expected audience size.
 - f. Provide an email address for him to bill you.
4. If approved, Graham will get back to you with approval and an invoice in Australian dollars which will be payable at the time of the screening. The rights charge may depend on the actual title and the size of the audience, and will probably be a minimum of \$120 (Australian dollars).
5. When due, pay Park Circus, preferably by bank transfer to the account specified on the invoice. They do not accept PayPal or credit card.
6. Notify dvdrights@acofs.org.au so we can monitor the progress of this agreement.
7. Note that even if the society finds the title at Park Circus there is still no guarantee that the non-theatrical rights can be approved for an Australian screening. Ask for confirmation.

As indicated in the last point, please keep ACOFS informed on whether you use Park Circus and how well the agreement works or whether it needs adjusting in any way.

And as a last resort – If you cannot find a distributor willing to approve the screening and accept your good money for the screening rights, your only legal option is to amend the program and choose a different DVD title.