

6/2/2/2

Tel: [REDACTED]

£12,499.90 + VAT

£890.00 + VAT

Paul Stallard,  
Bailies of Bennachie,

[REDACTED]  
Monymusk,  
Inverurie,  
Aberdeenshire.  
AB51 [REDACTED]

December 31 1994.

The Managing Director,  
Cinécosse,  
Riversfield,  
Castle Road,  
Ellon,  
Aberdeenshire.  
AB41 9EY.

Dear Sir,

I write on behalf of and as Clerk to The Council of The Bailies of Bennachie. Some years ago we produced a video in which we retain sole copyright but which is now becoming dated.

So that we can determine whether it is feasible for us to proceed with proposals to replace the original video with a newer version (especially as industry sponsorship does not appear to be a likely option), I would be grateful for your best quotation for the production of the video which is described in the accompanying paperwork.

It is our intention that the production should last for approximately 20 minutes. Your price should include for the production of two masters and an initial run of 100 copies, all of which remain the property of The Bailies of Bennachie who will also retain sole rights to the contents and distribution. One of the masters would remain in your possession.

You should not include costs for aircraft time as we are negotiating separately for this item, although you should indicate how much airborne time would be required. The Bailies of Bennachie will provide any cast who are required and will be able to provide you with all the advice and information about the subject that you will need.

Please include a fixed price per unit, for the printing off and supply of copies for distribution to order by The Bailies of Bennachie over the next two years, but note also that should you wish to distribute copies through your own outlets, we would be willing to negotiate towards achieving a royalties payment arrangement with you.

There may be some existing footage which will be usable in this new version, but at the moment we do not see this accounting for much of the show time.

Owing to the potentially sensitive nature of some information which may have to be divulged to you to assist you in your work in relation to less common species of fauna/flora, we would require an undertaking from you that all such information supplied by The Bailies of Bennachie and which will be identified as such at the time, would remain in the strictest confidence and not be divulged to any third party or to any staff members not directly involved in the work.

I would be grateful for your quotation which should be firm for ninety days, being received at the above address by January 30 1994, or by agreement should longer be necessary. If you wish to meet to discuss the proposal, please contact me and I will be happy to come along to see you.

Yours sincerely,

Paul Stallard.  
Clerk to The Council of The Bailies of Bennachie.