



10 DOWNING STREET
LONDON SW1A 2AA

From the Private Secretary

15 December 1987

The Prime Minister will, I am sure, be very glad to see your letter of 15 December reporting the news of your agreement with the BBC about the means of introducing 25 per cent of independent production. I am sure she will welcome it as an important step forward.

D R NORGROVE

Michael Darlow, Esq.

INDEPENDENT ACCESS
STEERING COMMITTEE

74 NEWMAN STREET
LONDON W1P 3LA
TELEPHONE 01 323 3220
TELEX 266075 PRODCO-G

The Rt. Hon. Margaret Thatcher FRS MP
10 Downing Street
London SW1A 2AA

15 December 1987

Dear Prime Minister,

INDEPENDENT TELEVISION PRODUCERS

I wrote to you a week ago with depressing news of the failure of our negotiations on the means of introducing 25% of independent production into ITV. Today I am writing with the happier news that yesterday we reached agreement with the BBC on means of implementing your Government policy for Independent Production in the Corporation. An announcement will be made later today.

I believe the agreement we have negotiated with the BBC will provide both sides with a real incentive to make Independent Access work and form the basis for developing real competition in programme supply. The practices and business arrangements agreed are flexible but equitable. The agreement allows for specific guidelines on such matters as profit margins and levels of participation for independents in income from overseas sales to be phased out as competition is established and renders the protection provided for independent producers by such centrally agreed criteria inappropriate.

I regret that because of my absence from my office filming on location, this letter has to be signed in my absence.

Yours sincerely

Melanie Parker

PP. MICHAEL DARLOW
Head of Negotiations

P.S. I have written a similar letter to Lord Young.



THE BRITISH FILM
& TELEVISION PRODUCERS
ASSOCIATION LIMITED



Broadcasting

Chances

Pr 5





INDEPENDENT ACCESS STEERING COMMITTEE

74 NEWMAN STREET
LONDON W1P 3LA
TELEPHONE 01 323 3220
TELEX 266075 PRODCO-G

Lord Young of Graffham
Department of Trade & Industry
1-19 Victoria Street
London SW1H 0ET

15 December 1987

Dear Lord Young,

INDEPENDENT TELEVISION PRODUCERS

I wrote to you a week ago with depressing news of the break down of talks between ourselves and ITV. Today I write in happier circumstances to tell you that yesterday evening we successfully completed negotiations on the structure and working practices that will apply to Independent Productions commissioned by the BBC. An announcement will be made later today.

I believe that the agreement will provide an effective basis for introducing Independent Producers into the BBC and mark an important step on the road to the development of the competition in programme supply. It provides for a flexible, but equitable, basis for structuring business arrangements between the Corporation and individual Independent Producers, with the understanding that specific guidelines on such things as profit margins and levels of participation in income from overseas sales will be phased out as competition is established and renders them inappropriate. I believe the arrangement gives both the Corporation and ourselves a strong incentive to make a success of Independent Production for the BBC.

/...



THE BRITISH FILM
& TELEVISION PRODUCERS
ASSOCIATION LIMITED



2/

I think the successful outcome of these talks shows what can be achieved when the willingness of the Broadcaster matches that of the Independent. The recent success of the London Screenings for overseas programme buyers shows that similar success is possible between Independent Producers and ITV Companies. I believe that the failure of talks with ITV on Independent Access is due to the absence of a similar willingness to make access work on the part of ITV. The willingness is certainly there on our side. The proposals which ITV recently turned down were every bit as flexible as these now negotiated between ourselves and the BBC.

I regret that because of my absence from my office filming on location this letter has to be signed in my absence.

Yours sincerely

Melanie Parker

PP MICHAEL DARLOW
Head of negotiations

P.S. I have written a similar letter to Lord Young