



## The Feature Film Distribution Deal: A Critical Analysis of the Single Most Important Film Industry Agreement

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By John W. Cones

Southern Illinois University Press. Paperback. Book Condition: new. BRAND NEW, The Feature Film Distribution Deal: A Critical Analysis of the Single Most Important Film Industry Agreement, John W. Cones, John W. Cones, whose real goal is to stimulate a long-term film industry reform movement, shows how the financial control of the film industry in the hands of the major studios and distributors actually translates into creative control of the industry. Cones discusses the pros and cons of the debate relating to the industry's so-called net profit problem. He then breaks down five major film finance/distribution scenarios, explaining various distribution deals and suggesting ways of negotiating distribution. Critically examining the specific terms of the distribution deal itself, Cones covers gross receipts exclusions, distributor fees, and distributor expenses. He also investigates the various forms of interest, issues of production costs, matters of creative control and general contractual provisions. For handy reference, Cones includes an extensive checklist for negotiating any feature film distribution deal.



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