

HIT Entertainment

The Pumphouse

13-16 Jacob's Well Mews

London W1H 5PD

Tel: 44 71 224 1717

Fax: 44 71 224 1719

Sales Director: Sophie Turner Laing

Distributor specialising in children's and family programming. It has 750 hours of programming in its catalogue, representing producers from Europe, Australia and the USA, but not Canada. Rights are normally acquired for a minimum of 7 years, with the option to extend to 10. Does do co-productions predominantly putting in up to 50 per cent of the project but will put up the whole budget.

Jane Balfour

Burghley House

35 Fortress Road

London NW5 1 AD

Tel: 44 71 267 5392

Fax: 44 71 586 3443

TV Sales Director: Mary Barlow

Since its creation in 1983 the company has handled sales for about 40 features, and gained a reputation for handling more difficult (in sales terms) productions.

ITEL

48 Leicester Square

London WC2H 7FB

Tel: 44 71 491 1441

Fax: 44 71 493 7677

Director of Programming: Paul Sowerbutts

Distribution arm of ITV company Anglia. Handles 70-100 hours per year of programming, mainly high quality documentaries and drama. Arranges co-productions and co-financing between producers and broadcasters, and also co-finances some projects itself. Terms of acquisition depend entirely on the product but the company prefers a seven year sales cycle. Has often discussed projects with Primedia but has yet to get go ahead.