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From: Sue & Hoppy <101605.1324@CompuServe.COM>
To: Joan Ubeda <ubeda@upf.es>
Subject: archive videotape transfers

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Dear Joan,

Good to hear from you, long time no see. What follows is fairly detailed and shows some options, as far as possible in the order of your questions.

General
After years of research and experimentation we have at last found a solution to the most intractable of archive videotape problems, to play high density tapes made on the Sony Rover, once the workhorse of the independent video movement.

As the Sony Rover was introduced around 1974 we expect that most of your tapes shot in the late 70's & early 80's will be AV series. The AV tapes which are probably Sony hi-density won't play back without being treated to restore tape lubrication and we have successfully done this with our own tapes and also for the BBC. For comments on CV series see long way below.

Tape resuscitation can be offered at 2 levels:
1. Viewing copy. making a viewing copy from the original, timebase corrected on VHs or Umatic. Includes treatment, processing, dubbing as appropriate.
2. Final transfer. Making transfer to format required for intended use e.g. digital betacam. Includes digital standards conversion as appropriate.

We have based our quote on a batch of 100 x 30min nominal AV tapes. In fact the tapes may run to 34mins which we have allowed for in the costings.

It is advisable to make final transfer as soon as possible after a tape has been treated. Although the original tape may play for a few days or weeks, it will eventually revert to an unusable state, and further resuscitation may then be impossible.

Average figure for transferring small reel AV EIAJ 1/2" tape to Digital Betacam or Betacam-as part of
a batch of 100.
There are 2 main stages.
Stage 1 is treatment, spooling & evaluation by spot checking to verify whether tape will play back, that video
and audio are present, and results in a short tape report.
Stage 2 is transfer to required format and includes servicing of your old VTRs, tape stock for transfer,
facilities and labour charges.

All-in costs:
- Treat & Transfer to Digital Beta unit cost = L 81.30 total cost = L 8130
- Treat & Transfer to Beta-SP unit cost = L 62.80 total cost = L 6280

To give you an idea of the allocation of cost, here is an approximate breakdown for the pathway to Digital
Beta.

- Stage 1: L1525, or L15.25 per tape
- Stage 2: VTR servicing L 125
  Tape stock L2500
  Facilities & labour L3980, Total L6605 or L66.05 per tape.

(For the pathway to Beta-SP, tape stock is L2000, and facilities & labour are L2630, etc giving a total of
L6280 for 100 tapes)

Stock. You might decide, for instance, that you could save money on the tape stock costs by providing them
yourselves - this is OK providing you use Sony tapes & discuss with us first ! PLease note that because
original "half-hour" tapes often run well over their nominal length we transfer them to a longer tape e.g. 1
hour, depending on what tape length is available for the final tape format.

How long does it take for transfer?
Stage 1. Treatment takes 2-3 days for a single tape and we can treat up to 8 tapes at one time. 100 tapes will
take about 6 weeks.
Stage 2, transfer, will take about 3 weeks, a bit longer than a normal transfer because of the need for set-up on
a per tape basis, and the slow spooling of the AV series VTRs
Total time for 100 tapes is therefore 9 weeks.

For a single tape test, the total time is about 3 days.

Making a test
We can run a test on a single AV tape and can transfer to VHS, Loband Umatic, BVU or Digi Beta. The
primary consideration when transferring from old 1/2" black & white tapes is the quality of the originals.
This will be apparent immediately if transferred to a humble format like VHS or Umatic. Should the quality
prove acceptable you would want your final transfer done on to Digi Beta or Beta-SP, but in order to assess a
sample reel or two a considerable cost saving can be made if transfer is to VHS or U-matic in the first
instance.

Cost of a test for a single AV 30min tape including stock:

- Treat & transfer to VHS L139.50
  BVU L153.00
  DigiB L235.00

Timing of a test. Mid-September would be OK, we need a few days notice cos we're quite busy on non-video work (building work) right now.

Will your own VTRs be useful?
YES. We have our own AV3670 VTR but it is essential that your AV-VTR is also here for a 100 tape batch although we don't need it for a single tape test.
Preventative maintenance: commonsense indicates that before trying to transfer many hours of tape from an old and not very reliable VTR, a small amount of lubrication, mechanical and electrical alignment is advisable and will greatly improve the chances of successful transfer. We estimate this at L125 for each VTR of yours (see costing breakdown above - VTR servicing).

Other points & assumptions
Our costing is "indicative" meaning that its as accurate as we can make it without trying out any tapes. For more tapes it can be scaled up pro-rata. For less tapes than 100, the unit cost would increase.

Please consider insuring your tapes while they are in our possession because our insurances do not cover this type of material, or any damage however caused (sorry this sounds like a lawyer speaking). We will anyway need you to sign a Release (copy attached).

Terms
VAT at 17.5% is added extra to the prices quoted. A Purchase Order is needed prior to work commencing, in all cases.
1. Test. (a) Treatment & transfer to low gauge format, pay on collection of job.
(b) Treatment & transfer to Digi Beta, pay 50% in advance, 50% on collection.
Payment in cash in L sterling please.

2. Batch of 100 tapes. Payment in stages.
- After treatment but before transfer, two thirds of total. Tape reports will be provided.
- On collection at end of job, one third of total.
Payment by banker's draft drawn on a UK bank in L sterling.

CV tapes
We would need to check and see if they will play back on your VTR. We don't have a CV2100 VTR ourselves, and the best choice for this type is always the VTR on which the tapes originally played back. The tapes may or may not need treatment but until a test has been made it is advisable to assume the same cost basis as AV tapes. If you provided, say, 100 AV tapes and 47 CV tapes the cost would likely go up by 47% (pro rata).

CV2100 series VTRs are notoriously difficult because there is no capstan servo,

unlike the AV3670VTR. If
you can play out OK from your CV2100 this is a magic moment and the VTR should definitely be used for
transfer. If tapes can't play out OK and, for example, produce picture roll, there's not much to be done except
trying to get the VTR fixed (which may be possible) or hiring another here (which is possible but the chance
of stable playback is very low). As I said above, a test will clarify the position.

Whew ! I hope this is helpful and that we can do something together. Do let us know what you think. email
is pretty good, its cheap and direct. We check ours about once every 2 days.

Best wishes to Lluisa and yourself,

John Hopkins & Sue Hall

encl: release
Please reply by e-mail

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date
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RELEASE

The undersigned client has requested Fantasy Factory (a trading name of Android Productions Ltd) to submit
the client's tapes to a process designed to temporarily restore or improve the quality of such tapes so that such
tapes may be remastered to preserve their recorded information.

In submitting such tapes for processing and/or remastering, the client acknowledges that the tapes are in
deteriorated condition and that the process is provided without the warranty or representaiton as to the success
of the process or the degree, if any, to which such tapes may be restored or improved.

Consequently the client does hereby release, hold harmless and indemnify Fantasy Factory, its affiliated
companies and the directors, officers, employees and agents thereof from liability of any nature arising out
of such procedure or any loss or damage to the tapes or otherwise resulting therefrom, including loss of profits
or business opportunities or any claims, actions or other proceedings relating thereto.

In making this release, the client acknowledges that any benefits obtained from the above services are of a
temporary nature for an uncertain duration, and that it is the client's sole responsibility to take any and all
further action necessary to preserve or rerecord the processed tape following

the completion of the above services.

In witness whereof the undersigned has caused this release to be executed this _____day of _____199_

Client
Signed_____
Company_____
Address_____
_____
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Witness
Signed_____
Company_____
Address_____
_____
_____
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