



THE CINEMA GUILD, INC.

July 12, 2012

Company outline:

The Cinema Guild is a premier distributor of independent, foreign and documentary films. Recent bestsellers include 2011 ALA Notable Video Winner [TWO SPIRITS](#), and multiple award winner [THE INTERRUPTERS](#).

Proposal:

The Cinema Guild is pleased to offer the below pricing and discount structure to participating institutions in the Digital Media Committee of VALE.

Each institution is responsible for licensing titles and/or purchasing DVDs directly from The Cinema Guild. The video files will be hosted by and streamed from the NJVid portal.

This proposal will remain valid through July 2013 and applies to our entire collection.

- We are offering digital streaming rights licenses for the life of the format (codec).

Price of the first streaming license:

DVD purchase price (as listed on our website at the time of purchase)
+ \$400

- The below discount grid applies to *streaming licenses as well as DVD purchases*:

	1 Institution	2-4 Institutions	5-9 Institutions	11-15 Institutions	16-25 Institutions	26+ Institutions
1 title	DVD purchase price + \$400 (streaming). Purchase price (DVD only)	-5%	-15%	-20%	-25%	-30%
2-5 titles	-5%	-10%	-20%	-25%	-30%	-35%
6-10 titles	-15%	-25%	-30%	-35%	-35%	-40%
11-24 titles	-20%	-30%	-35%	-40%	-40%	-45%
25-34 titles	-25%	-35%	-40%	-45%	-45%	-50%
35-45 titles	-25%	-30%	-40%	-45%	-50%	-55%
46+ titles	-30%	-35%	-45%	-50%	-55%	-60%

We'd be happy to answer any questions you might have. Feel free to contact Blandine Mercier- McGovern at blandine@cinemaguild.com.

Highlighted releases

PLANET OF SNAIL

Subjects: [Asian Studies](#), [Health](#), [Disabilities](#), [Literature](#), [Performing Arts](#)



Directed by Seungjun Yi

2012, 87 minutes

Purchase: \$350

Now available for pre-order. DVDs will be shipped on August 1.

Winner of the prestigious Best Documentary prize at the International Film Festival Amsterdam, *Planet of Snail* is a mesmerizing, critically-acclaimed documentary about an accomplished young poet who can no longer hear or see and his relationship to the world around him.

[Read more, watch the trailer and place your order >>](#)

INOCENTE

Subjects: [Latino Studies](#), [American Studies](#), [Art](#), [Women's Studies](#)



Directed by Andrea Nix Fine and Sean Fine

2012, 40 minutes

Purchase: \$295

A powerful, inspirational documentary, *Inocente* delivers a rare glimpse inside the life of a homeless, undocumented 15-year old girl, a burgeoning artist, and the challenges she faces on a daily basis. From the filmmakers of the Oscar-nominated *War/Dance*, *Inocente* is a timeless story about undocumented immigrants in America as well as the transformative power of art.

[Read more, watch the trailer and place your order >>](#)

TERRA BLIGHT

Subjects: [Environmental Studies](#), [American Studies](#), [African Studies](#), [Technology](#)



Directed by Isaac Brown

2012, 55 minutes

Purchase: \$295

In 1983, Time magazine bestowed its coveted person-of-the-year award to the computer. Since then, technology has advanced at an amazing speed, and people have been replacing their old machines at the same rate, creating a cyclical stream of hazardous e-waste. *Terra Blight* is an eye-opening documentary that examines the environmental implications of this global problem.

[Read more, watch the trailer and place your order >>](#)

CANICULA

Subjects: [Anthropology](#), [Latin American Studies](#), [Indigenous Studies](#)



Directed by Jose Álvarez
2012, 65 min
Purchase: \$295

An engrossing ethnographic work, *Canicula* is a study of the rich cultural heritage and traditions of the Totonac people of Veracruz, Mexico, who have resided in this region for thousands of years. Beautifully photographed, this documentary features rare footage of the Totonac's "voladores" ritual ("the flying dance"), named an Intangible Cultural Heritage by UNESCO.

[Read more, watch the trailer and place your order >>](#)

THE INTERRUPTERS

Subjects: [American Studies](#), [Criminal & Law](#), [African-American Studies](#), [Latino Studies](#), [Peace & Conflict](#) >>



Photographed and Directed by Steve James
Produced by Alex Kotlowitz and Steve James
2011, 125 Minutes
Purchase: \$395

From Steve James, acclaimed director of *Hoop Dreams*, and Alex Kotlowitz, bestselling author of *There Are No Children Here*, *The Interrupters* is an epic documentary work exploring violence in America, a look at an innovative program in which former gang members disrupt violent situations as they happen.

[Read more, watch the trailer and place your order >>](#)

TWO SPIRITS

Subjects: [Native American Studies](#), [Gay & Lesbian Studies](#), [Anthropology](#), [American Studies](#) >>



Directed by Lydia Nibley
2009, 51 minutes
Purchase: \$350

An exploration of gender and sexuality in Native American culture, *Two Spirits* interweaves the story of the life and brutal murder of a Navajo teenager with the largely unknown history of the 'two-spirit' tradition - the acceptance, even celebration, among indigenous cultures of people with both masculine and feminine traits.

[Read more, watch the trailer and place your order >>](#)