

IAN ECURN

8 CLAREMONT RD.
LEYTON
LONDON E.II

Dear Sir/Madam

I wish to apply for an award from the ACGB to finance the enclosed proposal for a video artwork.

The following is my proposed budget:

10 x KCA20 tapes @ 9.16	91.60
5 x KCA60 tapes @ 13.18	65.90
2 x 5 day periods shooting @ £107 L.V.A. portapak hire rate	214.00
5 days editing @ £46 per day (L.V.A.)	230.00
Graphic supplies etc.	60.00
Travelling expences	60.00

TOTAL:£721.50

REVIEWED

The three main areas of work will be:
A. Studio work - using myself as the representative.
The construction of settings, etc.

1983-84 SHOWINGS

- E. Constructing the text - using both graphics and text.
- C. I also envisage some outdoor settings.
- B2 Gallery, London
- Air Gallery, London
- 'Recent British Video', Kitchen, New York
- 'Second Look: Video in the 80s',
Walter Phillips Gallery, B&H
Museum of Modern Art, New York
- Stedelijk Museum, Amsterdam
- A Space, Toronto
- Long Beach Museum of Art, Long Beach, California
- I.C.A., London

A DECONSTRUCTED TRAINING FILM

Project title "Tips for Travelling Salesmen - A Representative Guide to Britain in the Eighties".

Envisaged running time approx. 30 mins.

Many firms in Britain use 'in-house' video recording and playback facilities, or commission work by outside units, to produce films for sales promotion or for training their employees. These films, in particular the training courses, range from mere recordings of lectures to standard studio constructed programmes similar in style to the Open University. Using the latter format I want to construct an apparent series of instructions on 'how to be a travelling salesman'. By continual emphasis on the ethics or non-ethics of the business world, the personality problems common to travellers and by indirectly painting a picture of Britain's dying industrial towns, I hope to create what would be the reverse of a so-called pep-talk. A kind of warning against selling oneself down the river.

On a simple level the work would be a kind of portrait of the salesmen I have met. It would also be interesting for me to set it alongside my role as a 'video artist' on the Arts Council's touring scheme, which has been another source of inspiration for the project (travelling to towns all over the country with a briefcase full of videotapes). Lastly, I want the project to reflect my personal view of Thatcher's Britain of the past two or three years. I see the sales 'rep' as the perfect 'on-your-biker'.

The three main areas of work will be:

A. Studio work - using myself as the Representative.

The construction of settings, etc..

B. Constructing the text - using both graphics and voice-over.

C. I also envisage some outside shooting, using a car and say visiting certain industrial towns.

I intend to script the work, following, at least initially, the standard approaches used in the books and tapes I have acquired as reference material. But as is usual in my work, I like to improvise once I am in a studio setting.

Curriculum vitae: IAN BOURN

Born in London 1953

STUDIED

1972 - 75, Ealing School of Art
1976 - 79, Royal College of Art
Awarded Video Fellowship 1982 - 83, Arts Council of Great Britain and
Sheffield City Polytechnic.

VIDEO

Lenny's Documentary, 1978 (B&W 45 mins)
Wedding Speech, 1978 (B&W 10 mins)
Mayday, 1979 (COL. 30 mins)
From the Junkyard, 1979 (B&W 25 mins)
B.29 (Three Nights In), 1979 (B&W 20 mins)
The End of the World, 1982 (COL. 10 mins)

FILM

Making Yourself at Home, 1981 (8 mm sound 30 mins)

SHOWINGS

1979

'Two Documentaries', Acme Gallery, London
'Hayward Annual', Hayward Gallery, London
'Contract Suspended', Royal Institute of British Architects, London

1980

'Three Tapes', Film Co-op, London
The Basement, Newcastle
Open Studios, Brighton
'A Suitcase for Rottweil', West Germany
'33', Luton

1981

Institute of Contemporary Arts, London
Air Gallery, London
Tate Gallery, London
Bracknell Video Festival

1982

Arnolfini, Bristol
Brighton Film & Video Workshops
Art Colleges: Brighton, Coventry, Exeter, Maidstone, N.E.L.P, Sheffield, Slade,
Wolverhampton

REVIEWED

Art Forum Nov. '79. Artscribe No. 22 '80

1983-84 SHOWINGS

'Expanded Media Show '83', Sheffield
B2 Gallery, London
Air Gallery, London
'Recent British Video', Kitchen, New York
'Second Link - Video in the 80's':
Walter Phillips Gallery, Banff
Mus. of Modern Art, New York
Stedelijk Museum, Amsterdam
A Space, Toronto
Long Beach Museum of Art
I.C.A., London