

APPENDIX I '(Paragraph 119 of Report)

Extract from the Recordsellers' Submission
containing an Overview of the Indent
Services offered by the major record
companies

EXTRACT FROM THE RECORDSELLERS' SUBMISSION CONTAINING AN
OVERVIEW OF THE INDENT SERVICES OFFERED BY THE MAJOR RECORD
COMPANIES

CBS: This company has given record importation licences to "Avan-Guard Music" and "Larrikin Music". These companies bring in records not locally released from the rest of the world at their discretion. There is no provision for single record orders as catered for presently by the independent record shops .

EMI: This company offers quite an efficient, although at times somewhat tardy, indent service from the United Kingdom and some other areas. There are still **many suppliers in various areas** from whom **EMI** do **not** import **because** of limited **demand and/or** access. However **it** is **difficult** to obtain accurate **information both as to the indent service itself and overseas** records **currently held in stock.**

RCA : The classical records are imported through "Argus Music". "Argus Music" do not import any popular/jazz records despite the fact that on their current catalogue there are many albums in that category represented as being available. RCA itself does not import records and there are no other arrangements for access to imported RCA records of any kind.

WEA : Some records not locally released are currently available through "Another Record Distribution" (ARD) to import at their discretion, usually from either New Zealand or Germany. ARD do not offer an indent order service. WEA themselves do offer an indent service but have a minimum order requirement of 25 copies of one title. Since the independent record retailers often only sell one or two copies of any one title the minimum purchase requirement obviously makes the WEA indent system totally inoperative so far as the requirements of the specialist collector is concerned. It is economically impossible for a small independent record retailer to meet this minimum requirement.

Festival: This company has an indent service for any record not released in Australia but released in the United Kingdom and the United States of America. It may be that Festival try to make their indent system

work, but through our experience of their indent service over a period of time their service falls far short of the needs of the customer and the needs of the retailer.

Several instances have occurred with Festival where an obscure new release has been ordered along with several customer orders via air freight, only to arrive 3 or 4 months later. After this time the new release is no longer new and is as saleable as current trends are often week to week let alone month to month, and the various customer orders have been cancelled understandably due to unacceptable delay. Full air freight charges however have still been applied to the invoice cost. As with EMI there are numerous areas not covered by Festival service which make customers requests inaccessible. For example Festival will endeavour to meet requests for jazz and reggae records from the United Kingdom and the United States of America but have ignored soul/classical music from the same two Territories.

Polygram: Like EMI, Polygram offers an indent service although it is slow at times. Once again as in the example of EMI Polygram has a problem of lack of sources of supply.

APPENDIX J (Paragraph **134** of Report)

Statistics supplied by Australian
Record Industry Association Limited
(ARIA) **showing market trends in**
relation to vinyl records, audio
cassettes and compact discs

AUSTRALIAN RECORD INDUSTRY ASSOCIATION LIMITED**AUSTRALIAN SALES OF UNITS**

	12 months 31 December 1981	12 months 31 December 1982	12 months 31 December 1983	12 months 31 December 1984	12 months 31 December 1985	12 months 31 December 1986	12 months 31 December 1987
Black Vinyl	22,656,661	19,105,936	16,684,492	16,779,754	16,819,548	15,333,509	14,536,961
CD's				385,286	1,116,879	2,189,477	3,223,189
% Increase					189.88%	96.04%	47.21%
Cassettes	11,282,328	10,234,628	9,299,462	10,465,342	12,426,786	13,388,648	15,123,959
	33,938,989	29,340,564	25,983,954	27,630,382	30,363,213	30,911,634	32,884,109