

THE BLACK EXPERIENCE ARTS PROGRAMME

BLACK
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MUSIC
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FAIR
FAIR
FAIR

86

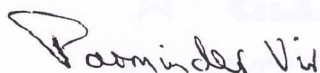
BUSINESS

BEHIND PERFORMANCE

FORWARD

The Greater London Council's Race Equality Unit is proud to present the first ever Black Music Fair. It is an unstated fact that Black people have made massive contributions to the development of music - Jazz, Socca, Blues, Reggae, Steelpan, Rock all originate from the black communities and have vitalized European music since the beginning of the century. The influence of classical traditions from Asia has also been felt in Europe since the 1930's. Today, new forms and contemporary trends are being initiated by young black musicians. Their energy and originality form the centre of new life-styles and cultures in British society. The Black Music Fair called "Business Behind Performance" will provide a market for numerous, community based, independent producers, promoters and record labels. A unique component of the BMF will be LIVE FAIR, where new groups will be provided with an opportunity to present their music to the public and the media. A programme of Seminars has been organised around the issues of Production, Management, Marketing and Promotion as part of the BMF.

The Black Music Fair '86 is being organised as part of the London-wide Black Experience Arts Programme and will go into the music history books as a milestone in the development of black music talent, both musical and business. The concept of the Black Music Fair was the brain child of Wilf Walker, one of the leading black music promoters in Britain. The programme has been organised by the team currently on the City University Arts Administration Scheme, sponsored by the GLC. The team has been assisted by Ricardo Rennalls and Billy Banks. We look forward to your participation in making this unique event the beginning of a permanent feature for the promotion of Black Music.



PARMINDER VIR
Programme Director
BLACK EXPERIENCE ARTS PROGRAMME

DATA BASS

- ★ SOUND SYSTEM ★
- ★ EQUIPMENT HIRE ★
- ★ PHOTO SERVICES ★
- ★ CABINET MAKERS ★

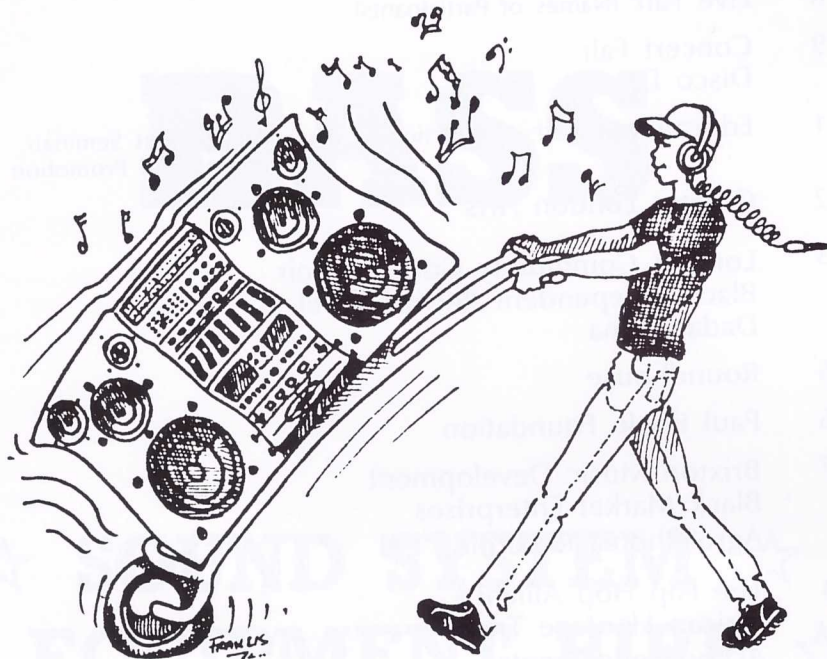
CONTACT ALEC
01-969 2705

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M. FOR MUSIC MANAGEMENT

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DJs in London. Phone: 01-675 0858 NOW!!!



BRING THIS TO ANY VENUE MARKED ★ TO GAIN HALF PRICE ADMISSION

Before Midnight

FREDDIE M.

DJ COMPERE REVIEW EDITOR!

- DJ:** Various clubs in and around London/Various DJs including Tony Blackburn, Steve Walsh, David Rodigan, John Sachs, plus others.
- COMPERE:** For all dayers in and around London, and fashion shows.
- REVIEW** Up and coming with West Indian news. Black music section soul upfront and imports.

CATCH HIM AT VARIOUS VENUES Including:-

The Radio London Soul Night Out
with Tony Blackburn and S. Walsh
For soul its London's most
successful night out!
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Gems Night Spot ★
next to Streatham Ice Rink.
£2.50 Phone: 01-521 6344
For information ask for Paul
(THURSDAY after Midnight)

La Plaza ★
43 Peckham High Street.
Resident DJ for King J.
Promotions Phone: 01-703 7142
(Every FRIDAY and SATURDAY)

Samantha's
Party Session
(TUESDAY nights)
with Dave Smith Resident

**WATCH OUT FOR FREDDIE M. AT THE EASTER ALL DAYER at the HAMMERSMITH
PALAIS on 31st March 1985 with STEVE WALSH and other top DJs**

OBJECTIVES

The Music Fair will provide an opportunity for the various factions of the Black Music Community to get together for business and educational goals, offering new perspectives, strategies, contacts and associations for long term changes within the industries.

The Music Fair will create a convention where delegates from every level of the industry can meet as equals to explore the common interests which unite us. Furthermore the Music Fair will offer the ideal environment to carry out business and make available the best possible facilities to view and hear products.

The Music Fair will act as a catalyst for the Music Industry and will help the smaller companies to obtain the international contacts necessary to market their products outside the UK. To facilitate this invitations will be sent to all relevant international companies and organisations.

In formulating the contents of the Fair, efforts have been made to contact relevant groups, companies, organisations and individuals to gather feedback in order to identify how the BMF can best serve the needs of the Black Music Community.

The BMF will place considerable emphasis on "The Business behind Performance" through the seminars which will include Management, Marketing and Advertising, Promotion and Production. The Fair will show the historical and contemporary contributions made by black musicians to modern music as we know it while at the same time giving every opportunity to the less popularised areas of black music covering the whole spectrum.

BLACK MUSIC FAIR
ROOM 679 COUNTY HALL
LONDON SE1 7PB
01-633 7227/5824

BLACK MUSIC FAIR '86

Presented By : The GLC Race Equality Unit
 Programme Director : Parminder Vir
 Black Music Fair : Based on the original idea
 by Wilf Walker

Black Music Fair Team

Cassandra Bowers

Helene Clarke

Esther Edmund

Paul Lanipekun

Manjit Rooprah

Vernal Scott

Ricardo Rennalls

Bill Banks

(Consultant for the Seminar Programme)

Venue : Brixton Recreation Centre

Date : 21st, 22nd 23rd March 1986

The Black Music Fair '86 is one of the events in the Black Experience Arts Programme which is a London Wide programme reflecting historical and contemporary Black Experiences, through a variety of Art forms.

CONIFER RECORDS

THE ESSENTIAL JAZZ AND R 'N' B DISTRIBUTOR IN THE U.K.

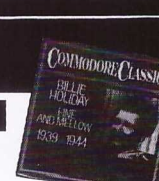
BRING YOU.....



PALO ALTO



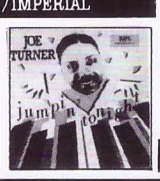
MUSE RECORDS AND CD's



TELDEC



CAMBRA



ALADDIN/IMPERIAL



SUNNYSIDE

Also:- RCA Imports - Nina Simone, Sam Cooke, Miriam Makeba etc.

EMI Imports:- Nat King Cole, Ella Fitzgerald, Duke Ellington, Count Basie, Eartha Kitt etc.

SUBMARINE:- Louis Jordan, Cab Calloway, Louis Armstrong, Lionel Hampton etc.

STAR JAZZ:- Miles Davis, Herbie Hancock, Ray Charles, Art Blakey, Charlie Parker etc.



CONIFER INFORMATION DESK: 0895 447707 Conifer Records, Horton Road, West Drayton, Middlesex U87 8JL.

STALL SHOWROOMS

The focal point of the BMF is the exhibition area, featuring the diversity and richness of the black music industry. Over 50 stalls have been bought by music organisations including record labels, community music projects, promotion and production companies also industrial organisations and funding bodies.

The showrooms provide a unique opportunity for the small independent producers, promoters and record labels to market their skills and products in a sound environment alongside of the established record companies.

The list of participants are as follows:

The Roundhouse	T & R Production
Brent Black Music Co-op	Mighty Promotion
DDR Records	Goodvibes Records
Makosa Records	Black Market Enterprises
Round 2 Records	International Disco Management Ltd
African Heritage Project	Power House
Brixton Music Development	Asona Records Ltd
Chic Magazine	Kudum
Tumkey (Bandive)	People Unite
Greater London Arts	Pyramid
Black Independent	Lewisham Academy of Music
Record Labels Association	Viking Records
Mechanical Copyright	British Hip Hop Alliance
Protection Society	Black Music Association
Inner Light	Pop Records (History of Black Music)
Paul Bogle Foundation	Dade Krama - Ancestral Music of Africa
Agro-Phobia Recording Ltd	
The Musicians Union	

LIVE FAIR

LIVE FAIR gives a platform to the best of black music new or undiscovered performers. Out of the many, many demo tapes received, approximately 30 have been programmed onto the LIVE FAIR stage over the three BMF days. As a member of the audience made up of people from the music business and the media, YOU will help make up undecided minds by your active participation.

The list of participants are as follows:

Premjah	Banana Boat Company	Sunrize
Chalice UK	Keith Ziyad	Mendez & Mendez
Taxi Pata Pata	Juwon	Sharon Blackwell
Bahkul	Owen Fredericks	Crucial Music
Sweet Distortion	Gerazzi	Lorna Lewis
Leon Robinson	Juicy Steel Band	Outalimits
Breeze	David A	Phase Two
Limit	Main Function	Inna Charge
Karen Martin	Thomas A Esterine	Stalactite
Life-Line	Human Block	Iwah and the Gettoltes

Black Lesbian and Gay Centre (Project)

welcomes

THE BLACK MUSIC FAIR '86

BLGC - 01-885 3543 (*Answerphone*)

BM Box 4390

London WC1N 3XX

CONCERT FAIR

The two concerts on Friday 21st and Sunday 23rd of March will find top black music acts singing and struttin' their stuff for your pleasure.

The line-up for the concerts are as follows:

Friday 21 March 1986

- 7.30 Bacharks
- 8.15 Mint Juleps
- 9.00 Trevor Walters
- 9.30 Swaye
- 10.15 Blackstones
- 10.45 Saapna
- 11.30 Biby James Band
- 12.15 Haywoode

Sunday 23 March 1986

- 7.00 London Community Gospel Choir
- 7.30 African Culture/Shikisha
- 8.15 Direct Drive
- 8.45 Awaaz
- 9.15 Blaze
- 9.45 Sus
- 10.30 52nd Street

DISCO DJs

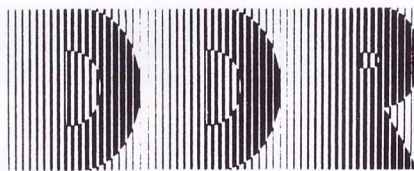
Up and coming DJs will be guests showing their skills in their own favourite art. Calling all undiscovered disc jockeys

Among the top DJs will be:

Harold Bowler

Sonia Fraser - from BBC Radio London

with more to be announced at a later date.



DDR • DDR • DDR • DDR • DDR

POST YOUR APPLICATION FOR THE CHARTS AT STAND No 61

IF YOU ARE A RECORD COMPANY LOOKING FOR
HOT PRODUCT TO LICENCE,
OR, A BAND LOOKING FOR SUCCESS, PAY US A VISIT
TO TALK OVER THE POSSIBILITIES

FOR MORE INFORMATION CONTACT - **PAUL QUINTON**
D.D.R.
66 MOLLISON ROAD
MEIR
STOKE-ON-TRENT ST3 7AG
Tel: 0782 331925/01-582 3336



Khasim and Rococo

**Dynamic Funk/Soul
inspired soul singers.**

Contact Carol Leeming
28 Beckingham Road
Leicester
Tel. (0533)
542827



STANDFITTING SERVICES for this EXHIBITION

have been provided by: **EXPOH PROMOTIONS**



Burgmanns Hill
Lympstone
Exmouth
Devon

Tel: 0395/272010

EDUCATIONAL FAIR

We will have three small panels of professional people from the music business including producers, managers, artists, agents and media representatives to discuss their experiences as related to Black Music and to answer your questions.

PRODUCTION SEMINAR

Friday 21 March 2.00pm-4.00pm - Social Rooms.

A theoretical and practical look at record, video, radio, and live performance production in Black Music in the UK. There will be demonstrations by the panelists.

Panelists:

Tony Hale - Head of Music, Capital Radio
Phil Fearon - Record Producer
Jackie Thomas - Video Producer
Orin Cozier - Music Development Manager, RCA Records
Neil Frazier - Record Producer/Show Producer, Ariwa Records
Greg Parker - Performer/Producer

MANAGEMENT SEMINAR

Saturday 22 March 2.00pm-4.00pm - Social Rooms.

A discussion of the various things involved in managing the career of a performing and recording artist, a look at music education and funding, and an investigation of the types of agreements and contracts that both manager and performer are required to comprehend and sign.

Panelists:

Keith Harris - Personal Manager
Carroll Thompson - Performer (vocalist-composer)
Graham Churchill - Commercial Operations Controller, MCPS
Michael Graubart - Head of Music Education, Morley College
Richard Grossland - Music Development Officer, GLAA
A representative from PRS public relations department (to be named)
A representative from the Musicians Union (to be named)

MARKETING/PROMOTION SEMINAR

Sunday 23 March 2.00pm-4.00pm - Social Rooms.

We will be taking a look at the roles of the people involved in marketing and promoting Black Music in the UK. We will discuss the duties of TV and Radio music programmers, of people in record companies, and of others involved in music promotion.

Panelists:

Wilf Walker - Concert Tour Promoter
Sandra Butler - Researcher, The Music Box, cable TV
Julian Palmer - UK A&R Manager for Black Product, CBS Records
Jane Evans - EMI Records
Eva Watts - Positive Publicity Agency
Jay Visvadeva - Promoter, Asian Music Projects
Claude Brooks - Booking Agent
Alex Pascall - Programmer/Producer, BBC Radio London
Ernie Harriott - Programmer, LWR Music Promotions

Since we are all involved in the music business either as producers or consumers, these seminars will be of assistance to anyone who wants to know more about the business behind performance, have important questions answered, and is interested in establishing valuable contacts.

GREATER LONDON ARTS

Over the last few years GLA (London's Regional Arts Association) has taken significant steps in the encouragement of Black Music. The Music Policy was re-written in 1982, giving highest priority to Afro-Caribbean and South Asian musics and there was at once a movement of funds towards projects from these areas. We have particularly tried to encourage those projects which are developing the style and content of their art in the context of Black experience in Britain, and additionally we have been aware that we need a flexible approach to work which crosses what European art has defined as artform boundaries.

We are currently engaged on the second step in this process. We have a new advisory structure, with no Music Panel, but instead a Performing Arts Committee. The Black representation and range of expertise in this committee and the other associated advisory groups is far better than before.

Black Arts have been showcased as part of the London Music Makers scheme and we are expecting shortly the completion of an in-depth research project into the musical needs of the Asian community in London.

Of course, our budget has been too small to make the kind of impact on the Black music scene which the GLC has achieved, but following abolition we believe we can take up the challenges left to us - both to find funds for Black Arts on an equivalent and eventually increased scale and to champion the right of the culture of Black people in London to be seen and heard alongside European arts. To do this we need the confidence and support of Black artists and institutions, and their ideas, hopes and aspirations put to us clearly.

We want to meet you and talk - you can find out what GLA is doing - we can hear what you believe is needed to enable your art to flourish.

Meet us on Stand 49 at the Black Music Fair.

AFRICAN HERITAGE TRUST

(I DRUM PROJECT)

204a North Gower Street, London NW1 2LY
01-387 4308



African Heritage Trust exists to maintain and promote the Arts and Culture of Indigenous and Diaspora Africa.

- ☆ Makes, sells, repairs, hires, musical instruments
- ☆ Teaches traditional & contemporary African music, dance, song, costume-making from various regions.
- ☆ Arranges exhibitions, performances, seminars.

THE LONDON COMMUNITY GOSPEL CHOIR

"Out of Many, One Voice."

The LONDON COMMUNITY GOSPEL CHOIR, Britain's first ever community gospel choir continues to ride the crest of the black gospel music wave. A mass media phenomenon, LCGC has, over the past three years, made more British TV and Radio appearances than any other christian act.

They have performed before the Royal family as well as at major venues. LCGC have done it through being pioneers of a division of music which, as far as the great British public were concerned, did not exist until three years ago - Black British Gospel Choir Music.

LCGC - 100 member choir (with representation from over forty christian denominations) continues to say "yes to the Lord" in 1986.

BLACK INDEPENDENT RECORD LABELS' ASSOCIATION LTD

Ventura House, 176-188 Acre Lane, London SW2 5UL

Tel: 01-733 7012

BIRLA is an Association of indie labels within the black music business, working for the common benefit of all people involved in the business by giving advice and practical assistance in the production and marketing of black music.

How does it operate?

BIRLA offers a wide range of services and discounts offered by companies involved in all areas of the music business. These include studios, pressing plants, promotion services and record pluggers.

BIRLA also operates a royalty service and a register of artistes, producers, songwriters and musicians.

Founder Members: Jack Hamilton, Earl Myers, Caroline Robertson

DADE KRAMA

(Ancestral Music of Africa)

Traditional African Music forms the basis of both our individual and collective creativity. By adopting traditional musical values and practices as a source of influence/reference, we employ a diverse range of instruments, eg: garaya, atumpan, dawuru, fomtonfrom, brekete, atenteben, mbira, gouse, algaita, wia etc., in a wholly new social context.

Our music now becomes accessible to the stage just as politics is to the platform. We have recorded our first album which will be available on the 8th April 1986, on the Akoben Lalaii label. We will be on a tour of England from 2nd May 1986.

For information: 01-274 4034 or 01-582 4321. 164 Stockwell Road, London SW9.

**TWELVE
DAYS AT**
**The
Roundhouse**

19 – 31 March 1986

Previewing
a black initiative
in the arts

Call The Roundhouse information line on 400 0993

The Roundhouse Chalk Farm Road London NW1 8
Tel 01 482 1510/09

THE ROUNDHOUSE

Artists and performers are moving back into The Roundhouse between the 19th and 31st of this month, to present a major regional, national and international arts festival at the famous London landmark.

The 12 day festival gives construction teams a break from the renovation and conversion of the 140 year old building - and gives the community a chance to preview the work of The Roundhouse, a new and independent base for the arts of the worldwide black community.

The festival is previewing some of the arts to be presented at The Roundhouse as each of the centre's new facilities is completed during 1986-87 - providing new venues for theatre, dance, music, film, video, arts, crafts, literature and many other activities.

During the festival there are presentations of dance, drama, literature and music, arts and crafts exhibitions, film screening and day-time workshops. Artists performing include Shashi Kapoor, Ravi Shankar and Adelaide Hall, among many others.

Primarily - though not exclusively - intended to showcase the the work of artists from Asia, Africa and the Caribbean and their communities in Britain and worldwide, this 12 day preview heralds a new initiative in the arts - the opening of The Roundhouse, Chalk Farm Road, London NW1 8PB.

For detailed information regarding the programme and events during the festival, please call 01-400 0993 or check your local listings.

Please pay us a visit at our stall in the showroom of the Black Music Fair, and we will be delighted to answer any of your questions.

THE ROUNDHOUSE
01-482 1509/1510

THE PAUL BOGLE FOUNDATION LIMITED

The Paul Bogle Foundation takes its name from a nineteenth century Jamaican hero, Paul Bogle.

He was an ex-slave who taught himself to read and write, became a Preacher and was hung leading a peaceful demonstration.

His twin themes of working from the grass-roots up and of self-improvement are meant to symbolise the approach of the Paul Bogle Foundation.

1. **ADVICE & COUNSELLING**

The Foundation provides free advice and counselling to mainly black business people. These clients come to the Foundation from areas outside London and as far afield as Wales.

2. **TRAINING**

The Foundation designs and runs business training courses which are flexible and geared to the needs of the black business people. These courses are not restricted to business people only but includes organisations such as Local Councils and Organisations.

3. **ORGANISATIONAL DEVELOPMENT**

The Foundation is responding to the increase in requests from organisations to help these organisations overcome internal difficulties.

4. **RESEARCH**

The Foundation is actively engaged in business related research. It has carried out research work for many different clients including Local Authorities, Consultancy companies and the Manpower Services Commission.

5. **PROJECTS**

(a) Business Club

The Foundation has launched the first Black Business Club in London. The aim of which is to bring black business people together so that experiences can be shared and trade improved.

(b) Black Business Magazine

Soon the Foundation will be launching a black business magazine which will be a National Distribution and will foster more awareness of happenings in the black business community.

(c) Investment Fund

Most important is the launching of this project which will seek to provide Investment Capital for new and established businesses. This will go a long way towards making finances more available to businesses in need of Equity Capital.

The fund is to be launched very shortly.

Call The Roundhouse information line on 800 0903

The Roundhouse 4 Chalk Farm Road London NW1

BRIXTON MUSIC DEVELOPMENT

Brixton Music Development is a community based organisation constituted as a neighbourhood service co-operative, operating through consensus at general meetings.

BMD aims to develop resources for individuals within the community. BMD encourages youngsters and the unemployed to create a livelihood for their musical tastes and skills by exchanging ideas, outreach work, production assistance, technical training and general career advice.

BMD members have developed projects to further the aims of the organisation. Projects include Studio Management, Youth training, Promotions, Marketing and Publicity and Radio. Our 24 track studio is available to members at a subsidized rate, also P.A. and equipment hire.

BRIXTON MUSIC DEVELOPMENT

46 Kepler Road, London SW4 7PQ. 01-737 3237/8

BLACK MARKET ENTERPRISES

Black Market have been established since 1983 when they began an evening promotion in Brixton. Reggae and African bands were the main entertainment and over the twelve months a lot was learned about the special promotional needs in this field.

In the summer of 1984 Black Market promoted the first ever tour by an Aboriginal band from Australia. Although the initial reaction of promoters to an aboriginal rock/reggae band was "sounds odd, can't sell it". However a successful tour of twenty-one gigs at good money was put together.

Black Market has learned how to promote those non-stereotyped black bands that find it so difficult to get support from the mainstream industry. We believe in service and commitment for such bands and our reputation has shown.

We have been asked to represent the "Last Poets" from Harlem "The Patea Maori Club" from New Zealand and a number of local south London bands where our heart is. And the reputation is good.

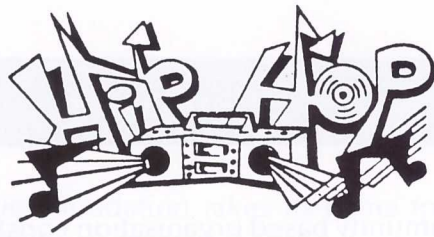
In 1985 the Ethnic Unit of the GLC funded Black Market to promote the Maori group in London. This was a great challenge but despite the short notice, four capacity shows were put together. The GLC have further funded us to develop a musical production project.

AGRO FOHBIA RECORDING LTD

8 Holmes Court, Paradise Road, Stockwell, London SW4. Tel: 01-627 4987

This is an up and coming young company established in 1985. The aim of the company is to have its own recording studio and promote young talent.

The first record "Love Feel" by G. Martin released on Agro Fohbia label is followed by "Why" a reggae Album by Anonymous which is about the riots in Brixton and Tottenham.



ALLIANCE

THIS MONTH SEES THE ANNIVERSARY OF A UNIQUE ORGANISATION CALLED THE 'HIP-HOP ALLIANCE'. THE ALLIANCE IS BASED IN BRIXTON, SOUTH LONDON AND HAS BEEN CATERING FOR THE NEEDS OF HIP-HOP PERFORMERS AND ENTHUSIASTS NATIONWIDE.

IT WAS OBVIOUS THAT THIS SPONTANEOUS ACTIVITY NEEDED ORGANIZING. MANY HIP-HOP PERFORMERS WERE BEING EXPLOITED AND THE ESTABLISHMENT TENDED TO TAKE A SUPERIOR VIEW AND LOOKED ON HIP-HOP A BIT LIKE SKATEBOARDING, THINKING IT WAS JUST A TRANSITORY CRAZE.

SO, IN MARCH 85, BEGAN THE BRITISH HIP-HOP ALLIANCE WHICH SET OUT TO CLAIM ITS PLACE IN BRITISH YOUTH CULTURE. THE ORGANISATION WAS DETERMINED TO SHOW THAT BRITISH HIP-HOP WAS NOT SIMPLY AN IMITATION OF AMERICAN STREET LIFE BUT THAT IT HAD AN IDENTITY OF ITS OWN.

THE ALLIANCE IS AIDING THE DEVELOPMENT OF THE BRITISH HIP-HOP SCENE BY ORGANIZING VENUES FOR ACTIVITIES, RUNNING WORKSHOPS AND GENERATING WORK FOR ITS MEMBERS.

IT HAS ALREADY ORGANIZED THE FIRST EVER BRITISH HIP-HOP CHAMPIONSHIPS, TAKEN PART IN THE ILEA ALIVE FESTIVAL AND PUT ON VARIOUS SHOWS AROUND THE COUNTRY. THE ALLIANCE'S LATEST PROJECT IS THE YOUNG GIFTED AND BROKE CONCEPT WHICH LIKE ALL ITS PROJECTS HAS CAPTURED THE IMAGINATION OF BOTH THE MEDIA AND THE PUBLIC.

ACKNOWLEDGEMENTS:

The GLC Design Unit

Management & Staff of Brixton Recreation Centre

Far-I Foods

Adland & Printronics Printers

Expoh Promotion

Capital Radio

BBC Radio London

Arista/Ariola Records
3 Cavendish Square
London W1
01-580 5566

Academy Sound and Vision
115 Fulham Road
London SW3 6RL

Alternative Records
23 Greenwich High Road
London SE10
01-691 8826

A & R International Records
18 Ivor Court
Gloucester Place
London NW1
01-262 0261

Avator Communication
Unit 5
Imperial Studios
Imperial Road
London SW6

Aragon Records
53 Kensington Gardens
London W2 4BA

Audio Fidelity Enterprise
P.O. Box 42
Workingham
Berks RG11 4NL

Avacado Music
Tower Cottages
Whadden Road
Mursley
Milton Keynes Bucks

Aura Records
1 Kendall Place
London W1H 3HG

Auditrax
4 Mornington Place
London NW1 7RP

Angel Records
St Peter
Dearhurst
Walton
Gloucestershire GL19 4BY

Abbey Recording Co.
1 Abbey Street
Eynsham
Oxford
0865 880240

Albino Records
Studio 15
98 Victoria Road
London NW10

Albion Records
119-121 Freston Road
London W11 4BD

Ariwa Sounds
42 Gautry Road
London SE25

Ark Records
16 Benson Street
Liverpool L1 2ST
051-708 0193

Air Records
12 Stratford Place
London W1
01-408 2355

Armageddon Records
452 Fulham Road
London SW6 1BY

Airebeat Records
23 Miles Hill View
Leeds LS7 2EH

Ash Records
Cropwell House
Salmon Lane
Kirby in Ashfield
Notts NS17 9HB

Atlantex Music Ltd
3 Cadwell Lane
Hitchin
Herts SG4 0AG
0462 31511

Alice Records
9 Cavendish Square
London W1Y 0DU

A.K.G. Acoustics
191 The Vale
London W3 7QS
01-749 2042

Action Replay Records
12 Thayer Street
London W1Y 5LD

Apollo Sound
32 Ellerdale Road
London NW3 6BB

Arrival Records
39 Leyton Road
Harpندن
Herts AL5 2JB

A & M Records
136-140 New Kings Road
London SW6 4LZ
01-736 3311

Ace Records
48-50 Steele Road
London NW10
01-453 1311

Africagram Records
53 Kensington Gardens Square
London W2
01-229 8753

Arts Council Great Britain
105 Piccadilly
London W1V 0AU
01-629 9495

Brent Black Music Co-op
383 High Road
London NW10
01-451 4545

Bandive Ltd
Brentview Road
London NW9 7EL
01-202 4366

British Phonographic Industry Ltd
Roxburgh House
273-287 Regent Street
London W1R 7PB
01-629 8642

Back Record Co.
St. Mary Works
St. Mary Plain
Norwich
Norfolk NR3 3AF

**British Academy of Songwriters,
Composers and Authors**
148 Charing Cross Road
London WC2H 0LB
01-240 2823

Baku Records
33 Crescent Road
Mecksham
Wilts SN12 7EU

Banana Boat Company
24 Cowper Road
London SW19
01-542 9603

B.B.C. Radio London
35⁺ Marylebone High Street
01-486 7611

Beggars Banquet
17-19 Alma Road
London SW18
01-870 9912

B.G.S. Production
Newtown Street
Kiryth
Glasgow G65 0JX

Big R Records
Suite 1
29 High Street
Biggar Lanarkshire ML12 6DA
0899 20666

Big Bear Records
190 Monument Road
Birmingham B16 8UV

Blaze Records
14 New Burlington Street
London W1X 2LR

Boosey & Hawkes
295 Regent Street
London W1R 8JH
01-580 2060

Bluebird Records
155 Church Street
Paddington Green
London W2 1NA

Brand New Records
154 Burwood Road
Walton on Thames
Surrey KT12 4AS

Bright Records
34-36 Maddox Street
London W1R 9PD

Brixton Music Development
46 Kepler Road
London SW4 7PQ
01-737 3237

Certain Records
11 Ruston Mews
London W11 1RB
01-221 6720

Chrysalis
12 Stratford Place
London W1H 9AF
01-408 2355

Celluloid
23 Napier Terrace
London N1
01-266 1948

City Limits
313 Upper Street
London N1
01-226 0080

Creole Records Ltd
91-93 High Street
Harlesden
London NW10
01-965 9223

CBS Records
17-19 Soho Square
London W1
01-734 8181

Capital Radio
PO Box 194
Euston Tower
London NW1 3DR
01-388 1288

Challenge Records
262 Holloway Road
London N7
01-609 7017

City Records
The Charter House
Ethingham Street
London SW18
01-874 5686

Decca International
1 Rochley Road
London W1 0DL
01-743 9111

Different Dimensions
12 Juniper House
Pomeroy Street
London SE14
01-732 4801

Entertainment Resources International
2043 Walnut Street
Suite 2R
Phila P.A. 19103
215 977 7846

Enter Sound and Lights
Shepperton Studio Centre
Studio Road
Shepperton
Middlesex TW17 0QD
09238 66777

Entertainment Corporation
9 Great Newport Street
London WC2H 7JA

Epigram Records
PO Box 96
Enfield
Middlesex
01-360 6031

Eron Records
27 Balmoral Road
Kingsdown
Deal Kent CT14 8BY

ESE Audio Ltd
7 Matilda Close
Gillingham Business Park
Kent ME8 0PY
0634 375421

ESP Music and Management
4a Newman Passage
London W1

Expoh Promotion
Burgmanns Hill
Lymestone
Exmouth Devon EX8 5HP
03952 72010

Echoes
113 High Holborn
London WC1 V7JT
01-405 0461

EC Management
2 Cecil Close
Ashford Middlesex

Eight Ball Management
134 Lots Road
London SW10 0RJ

Electrosound
215 Iron Mill Lane
Crayford Kent
Crayford S4877

Emkay Entertainments
9 Slateford Road
Edinburgh EH11 1PA

Energy Records
PO Box 130
Hove
East Sussex BN3
0273 550088

Ensign Records Ltd
3 Monmouth Place
Monmouth Road
London W2
01-727 0527/8

EMI Records
20 Manchester Square
London W1A 1ES
01-486 4488

Fat Cat Management
15 Eynham Road
Wood Lane
London W12

Flash Choice
46 Broomwood Road
London SW11

Foot Entertainments
240 Tolworth Rise South
Surbiton Surrey

Franks Organisation
Salem House
Manor Row
Bradford BD1 4QU

Freshly Cut Records
5 Grosvenor Court
Grosvenor Road
Southall
Middlesex UB2 5LR

Future World Production
Antonia House
262 Holloway Road
London N7

First Management
PO Box 138
Wembley
Middlesex HA9 8XH

Fod Circle
35a High Street
Chislehurst
Kent BR7 5AE

Gems Tour Management
39 Amesbury Tower
London W8

George Entertainments
42 Marlton Road
Shipton Torquay
Devon

Ghost Management
150 Southampton Row
London WC1

Greater London Arts Association
25-31 Tavistock Place
London WC1H 9SF
01-388 2211

Global Entertainments
97 Palmer Road
Whitnash
Leamington Spa
CU31 2HR

Global Operations
59a Connaught Street
London W2 BB

Glover Management
81 Harlem House
Marylebone Road
London NW1

Go Entertainments
5-7 Chapel Street
Condeton
Cheshire CW12 4AB

Graduate Records
PO Box 1
Holt Heath
Worcester WR6
0905 620731

Grand Central Enterprise
29 Cole Street
London SW3 3QP

Grant-Edwards Management
5 Wigmore Street
London W1

Gull Records
59a Connaught Street
London W2
01-402 1362

Greensleeves Records Ltd
Unit 7
Goldhawk Industrial Estate
Brackbury Road
London W6
01-749 3277

Good Vibes Records
67 Crouch Hill
London N4

Horizon Records Ltd
Horizon House
Warwick Road
Coventry CU3 6QS
0203 21000

Island Records Ltd
22 St Peters Square
London W6 9NW
01-741 1511

IMP
19 Berkeley Street
London W1X 5AE
01-409 1644

Independent Labels Association
56-60 Wigmore Street
London W1
01-935 2303

Indipop Records
98 Gordon Hill
Enfield Essex
01-366 7023

International Music Publications
60-70 Roden Street
Ilford Essex IA1 2AQ
01-478 6922

Independent Disco Management
1st Floor York House
Empire Way
Wembley Middlesex
01-903 5624

Jet Star
78 Craven Park Road
London NW10
01-961 5818

Jade Records
18 Grange Drive
Melton Maubray
Leicester
0644 69486

K Tel Records
K Tel House
620 Western Avenue
Acton
London W3 0TU
01-992 8055

KLW International Inc.
408 Kathleen Avenue
Cinna Mission
N.Y. 08077 U.S.A.

Kemble Yamaha Ltd
Mount Avenue
Bletchey
Milton Keynes
Bucks MK1 1JE
0908 71771

London Records
15 St Georges Street
London W1
01-491 4600

Live Wire
1 West Street
Welford
Northants NN6 7HU
085881 371

LBC 261
Gough Square
London EC4 4LD
01-353 1010

Lithosphere Cooperative Ltd
205 Pentonville Road
London N1 9NF
01-837 1174

Making Waves
6 Alie Street
London E1 8DE
01-481 9917

Magnet Records
Magnet House
22 York Street
London W1H 1FD
01-486 8151

Melody Maker
168-173 High Holborn
Berkshire House
London WC1
01-379 3581

Modern Media
121 Parkway
London NW1

Music People Management
PO Box 745
Moseley
Birmingham B14 7NJ

Muirhead & Company
81 Walton Street
London SW3 2HP

Music Specialists Inc
67 N. W. 71 Street
Miami Florida 33150
305-756 7160

Malcolm Feld Agency
15 Atherton Place
Longford Avenue
Southall Middlesex

Mission Management
10 Kings Drive
Thames Ditton
Surrey

Motmot
84 Arthur Road
London SW19

Murder Music
8 Daly Court
Stratford
London E15

MS Managerial Services
14 Highfield Road
Chertsey Surrey

Motown Records
Tudor House
23-24 Rathbone Place
London W1P 1DG
01-631 0380

**Mechanical Copyright
Protection Society**
Elgar House
41 Streatham High Road
London SW16 1ER
01-769 4400

Music for Pleasure
1-3 Uxbridge Road
Hayes Middlesex UB4 0S7
01-561 8722

Music Publishers Association
7th Floor
Kingsway House
103 Kingsway
London WC2B 6QX
01-831 7591

Musician's Union
60 Clapham Road
London SW9 0JJ
01-852 5566

Music Week
Spotlight Publications Ltd
Greater London House
Hampstead Road
London NW1 7QZ
01-387 6611

Music World
Penn House
Penn Place
Rickmansworth
Hertfordshire WD3 1SN
0923 777000

National Jazz Centre
5 Dayden Street
London WC2
01-240 2430

New Musical Express
Room 329 Commonwealth House
1-19 New Oxford Street
London WC1A 1NG
01-404 0700

Outlaw Management
145 Oxford Street
London W1

Oak Production
10 Stanley Gardens
Acton Vale
London W3

Orbitone Records
2 Station Offices
Station Road
London NW10
01-965 8292

Opal Records
330 Harrow Road
London W9 2HP

Performing Rights Society
British Copyright Council
29-33 Berner Street
London W1 4AA
01-560 5544

PRT Records
105 Bond Road
Mitcham Surrey
01-648 7000

Pine Lodge Entertainments
3 Baines Avenue
Balderton Newark
Notts NS24 3BL

Positive Publicity
153 Praed Street
London W2 1RL
01-723 1558

Pacific Records
51-53 Islip Street
London NW5
01-267 2917

Powerhouse
247 Oakleigh Road North
Whetsome London N20
01-368 9852

Phonogram Ltd
50 New Bond Street
London W1 9HA
01-491 4600

Pearl Music
11 Garamonde Drive
Wymbush
Milton Keynes MK8 8DF
0980 564981

Possum Production
122-126 Kilburn High Road
London NW6 4HY

Pacific Promotions
Avenue House
31 Ferry Avenue
Jesmond
Newcastle Upon Tyne
NE2 5QU

Pinnacle Records
Pinnacle House
1 Oast House Way
Orpington Kent
0689 73141

RCA Records
1 Bedford Avenue
London WC1B 3DT
01-636 8311

Record Mirror
40 Long Acre
Covent Garden
London WC2E 9JT
01-836 1522

RAM Records
182-184 Camden Hill Road
Notting Hill
London W8
01-221 3592

Rough Trade Records
61-71 Collier Street
London N1 9BE
01-883 2133

Rhythmic International Ltd
Suite B9
Hatton Square
14-16a Baldwins Gardens
London EC1
01-405 0978

Reachout International Records
1 Clarence House
Rushcroft Road
London SW2
01-274 2025

RAK Records
42 Charlbert Street
London NW8
01-586 2012

Roundhouse
Chalk Farm Road
London NW1 8PS
01-482 4024/5245

Streetwaves/Sounds

1 Haven Green
Ealing W5
01-997 9989

Tariq Siddiqui Productions

3-4 Barnett Street
London W1

The J. Sigmund Shalit Co

8 Stavordale Lodge
Melbury Road
London W14 8LW

Phil Simmonds Management

27 Spedan Close
Branch Hill
Hampstead
London NW3

Keith Smith

PO Box 96
Enfield
EN2 6HQ

Shirwood Management

Sara Bee
Ridgeway
Pickford
Woking Surrey

Sigma Sound Enterprises

Unit One
Barlane Industrial Estate
Bar Lane
Basford
Nottingham
0602 788306

Silk Management

9 Camden High Street
London NW1 7JE

Sinister Management

138 Park Lane
London W1

Sleeping Giants Music Int

The Barter St. Gallery
16 Barter Street
London WC1

Stiff Records

22 St. Peters Square
London W6
01-741 1511

Strong Man Management

Banda House
Cambridge Grove
London W6

SVS Management

Tector House
103 Washway Road
Sale Cheshire
M33 1TY

Sylvatone Promotions

17 Alberton Grange Way
Leeds
LS17 6LP

SBM

46 South Moulton Street
London W1Y 1HE

Sci-Fi Music

The White House
Suffolk
CO8 5DD

The Street Ad Team

1 Haven Green
Ealing W5 2UU

Sir Artistes

9 Hillgate Street
London W8

Swing Best

60 Weston Street
London SE1

John Sherry Management

Queens Theatre
51 Shaftesbury Avenue
London W1V 8BA

Sceptre Management

23 Powis Street
London SW18

Solent Records

6 Mountbatten Drive
Ryde, Isle of Wight
PO Box 33 3LR
0988 63262

Sonet Records

12 Ledbury Road
London W11 2AQ
01-229 7267

Marketing contact: Rod Buckle

Soundcraft Electronics Ltd

5-8 Great Sutton Street
London EC1V 0BX
01-251 3631

Sounz Management

1 Brunswick Park Road
Wednesbury
West Midlands

Sour Grapes

82 Pathfield Road
London SW16

Spectrum Audio Ltd

Leeside Industrial Estate
Garman Road
London N17 0AP

Solida Leisure Co. Entertainment Group

5 Robertson House
Tooting Grove
London SW17

Soul Stop Records

10 St. Mary's Hill
Stamford
Lincolnshire
0780 51736

Sound Management

White Hall Theatre
14 White Hall
London SW1

Southern Uprising Music Co

7 Old Orchard Road
Eastbourne
East Sussex BN 1DB

Sovereign Records

18 Lancaster Mews
London W2
01-723 4499

Star-Trek International A

Suite 28
120 Wigmore Street
WHH 9FD

Foster Shane Management

16 Noel Road
London W3

Sound Recordings Ltd

38 Wharncliffe Gardens
London SE25 6DE
01-653 2386

Trojan Records

326 Kensal Road
London W10
01-935 8323

TKO

58 Victoria Way
Charlton
London SE7
01-305 0688

Take-Away Music

10 Robinson Road
London SW17

Talent Incorporated

4th Floor
South Bank House
Black Prince Road
London SE1

Show Business Entertainments Agency

206 Derby Road
Stapleford
Nottingham
NG9 7AY

Michael Smart
People's Music Federation
41 Boham House
Australia Road
London W12 7PE

Trident Records
Trident House
17 St. Anne's Court
Wardour Street
London W1A 3AW

Tabitha Music
39 Cordery Road
Exeter EX2 9DJ

Talent Artists
37 Hill Street
London W1X 8JY

Target Entertainments
150/158 Kings Cross Road
WC1

Alan Thomas
8 Elmo Avenue
London N10 2JP

Total Control Group of Companies
South Bank House
Black Prince Road
London SE1

Tower Records
62-64 Kensington High St
London W8
01-938 3511

Trigger Partnerships
53 Greek Street
London W1

Troubadour Tour Production Services
19 All Saint's Road
London W11 1HE

Richard Vernon Management
9 Thorpe Close
Portobello Green
London W10

Denis Vaughan Management
Heathcote House
20 Saville Road
W1

Westbury Music Company
Caroline Robertson

Kevin Wyatt Lom Management
The Production House
PO Box 500
E4 6AA

World Chief
132/134 Liverpool Road
London N1

Alan Wood Agency
11 Ketton Avenue
Norton Lees
Sheffield
S8 8PA

Dee Wimbone Entertainments
155 Chiswick Village
W1 3DG

WEA Records
20 Broadwick Street
London W1V 2DJ

Olav Wyer
17 Priory Road

World Service Agency
134 Wigmore Street
W1H 9FF

Witch One
124 Wheatlands
Heston
Middlesex TW5 0SW

Wink (Leisure) Ent
38 Blake Avenue
Walton-on-Deane
Rotterdam, South Yorkshire

Willcox Org-Zodiac
1099a Finchley Road
NW11

Ken Wilde International
Highfield Lane
Culceth
Nr. Warrington
Cheshire

WFE International
Promotion and Management
Tower Cottages
Whaddon Road
Mursely
Milton Keynes

Why-Fi Management
6th Floor
Warehouse D
Metropolitan Wharf
Wapping Walk
E1 9SS

Allan Wilson Entertainments
Queen House
Chapel Green Road
Hindley
Wigan
WN2 3LL

Alan Whitehead and Associates
361 Edgware Road
W2 1B2

Louis Walsh
423 Richmond Court
Dartry
Dublin 6
Eire

World International Records
115 Stoke Newington Road
London N16
01-254 8000/01-249 2595

Yellow Ballern Productions
McAdam
21 Fairmile Avenue
Cobham
Surrey
KT11 2JA

Zion Music Workshop
Riverside Studio
Crisp Road
Hammersmith W6
01-846 9879/01-741 2251

Zomba Management
Zomba House
165-167 Willesden High Road
London NW10

Zap! International Records
The Penthouse
45 Valley Drive
Harrogate HG2

John Zollman
6a Foregate Street
Ashwood Bank
Reditch
Worcester