

Index

- Advertising 5.229
- Albums
- back catalogues 5.165-5.169, 6.51-6.52, App 5.3
 - cost of releasing 5.146
 - description 3.34
 - new releases 5.162-5.164, 5.170, App 5.4
 - recording procedure 5.142-5.145
 - sales 5.20-5.35
 - typical sales profile App 5.5
- Analogue Addicts, views 9.93-9.95
- Artist and repertoire (A&R)
- accounting treatment of 2.111-2.112, 12.117-12.131, App 8.2
 - activities involved 5.112-5.125
 - expenditure 8.4, 8.21-8.32, 12.117-12.131
- Artists
- activities 3.9
 - nationalities 5.15-5.16
 - recording rights in performances 4.19-4.21
 - relationships with record companies 5.100-5.125
(*see also* Record contracts)
- Artwork 5.200-5.201
- Association of Professional Recording Services Ltd, views 10.66-10.81
- Australia, record prices 3.46-3.49
- Barrans, Mr C E, views 9.68-9.69
- BBC Audio International
- conclusions 2.144-2.147
 - views 10.115-10.123
 - views of major record companies 12.113-12.114
- BCA
- activities 3.17, 6.16
 - financial results 8.100-8.101
 - views 13.84
- Beggars Banquet Records Ltd
- market share 5.81, 5.86
 - views 11.11-11.12
- Berne Convention 2.94, 4.45-4.49, 9.23, 9.50, App 4.1
- BMG Records (UK) Ltd
- activities 5.70
 - core business results App 8.1
 - market share 1.2, 2.8-2.9, 5.78-5.93
 - as distributor 5.208
 - as monopolist 1.2, 2.24, 2.44-2.45
 - sourcing of product 5.199
 - supply arrangements 5.199
 - views 12.1-12.179
- Bootlegging 4.31-4.32, 5.219
- Boots
- retailing activities 6.4, 6.8
 - views 13.73-13.74
- Britannia Music Company Ltd
- activities 3.17, 6.16
 - financial results 8.94-8.96
 - market share 6.20-6.24
 - views 13.85-13.88
- British Association of Record Dealers (BARD) 3.18
- British Copyright Council, views 9.18-9.20
- British Market Research Bureau (BMRB)
- surveys of international prices 2.64-2.68, 7.51-7.92, App 7.2, App 7.3
 - views of major record companies 12.51-12.63
- British Phonographic Industry Ltd (BPI)
- activities 3.18, 4.83-4.84
 - views 10.29-10.44
 - views of major record companies 12.162-12.164
(*see also* MCPS/BPI Joint Import Scheme)
- Cable broadcasting
- future developments 5.242
 - views of International Managers' Forum 10.58
- Careful Arts, views 10.143-10.146
- Cartridges (music format) 3.37, 5.173
- Cassettes
- description 3.30-3.32
 - manufacturing process 5.179-5.181
 - prices 7.6, 7.21-7.28
 - international comparisons 7.63-7.65, 7.90-7.92, App 7.2, App 7.3
 - sales 5.12-5.13, 5.174
- Chart Information Network Co Ltd, views 10.124-10.129
- Charts
- conclusions 1.16, 2.173-2.181
 - description 6.56
 - examples App 6.1
 - role in record promotion 5.233, 5.236, 6.57-6.60
 - views of British Phonographic Industry Limited 10.44
 - views of compilers 10.124-10.132
 - views of major record companies 12.152-12.155
 - views of retailers 13.55-13.62
- Classical music
- increasing popularity 3.24
 - international price comparisons 2.69-2.70, 7.67-7.70, App 7.4
 - market shares 5.85
 - marketing and promotion 5.237-5.238
 - sales 5.29-5.34
 - views of independents 11.32-11.34
- Collective licensing bodies
- activities 3.18, 4.61-4.82
 - conclusions 2.165-2.172
 - Monopolies and Mergers Commission report (1988) 2.171, 4.63, 10.13-10.14
 - views 10.1-10.22
- Compact disc players, ownership affecting CD sales 5.48-5.50
- Compact discs
- demand 3.33
 - future prospects 5.240-5.245
 - introduction 3.33, 5.175
 - manufacturing process 5.176-5.178
 - prices 7.6, 7.21-7.28
 - international comparisons 1.6-1.9, 7.61-7.62, 7.66-7.84, 7.88-7.89, 7.92, 7.94-7.105
 - views of British Phonographic Industry Limited 10.42

Compact discs-*contd*

- views of Consumers' Association 9.2-9.17
- views of independent record companies 11.17-11.25, 11.48, 11.57-11.59
- views of International Managers' Forum 10.62
- views of major record companies 12.27-12.69
- views of members of the public 9.58-9.95
- views of Music Publishers' Association Ltd 10.93-10.98
- views of Re-Pro 10.83
- views of retailers 13.29-13.42
- sales 5.12-5.13
- typical cost structure 8.46

Competition

- record companies 1.11, 2.99-2.108, 2.184
 - views of independent record companies 11.5-11.7
 - views of major record companies 12.4-12.19
- retailers 1.12, 2.122-2.125, 2.184, 6.25
 - views of independent record companies 11.42
 - views of major record companies 12.171-12.179
 - views of retailers 13.15-13.28

Compilation albums, sales 5.35

Complex monopoly situation

- record companies 1.2, 2.23-2.43
 - conclusions 2.44-2.45, 2.185-2.186
 - issues involved App 2.2
 - views of major record companies 2.26-2.43, 12.20-12.26
- retailers 2.50-2.54, 13.3
 - issues involved App 2.3
 - views of retailers 13.4-13.13

Consumers

- attitude to prices 5.51-5.57
- choice of music 5.58-5.62
- expenditure on records 5.36-5.37
- views 9.58-9.95

Consumers' Association, views 2.56, 2.90, 3.38, 7.47, 9.2-9.17

Contracts-*see* Record contracts

Copyright

- accounting treatment of 2.111-2.112, 12.117-12.131, App 8.2
- application to sound recordings 1.4, 2.15-2.21, 3.2, 4.9-4.34
- EC law 4.35-4.44
- infringement 4.18, 4.22-4.34
- position of record producers 2.148-2.153, 4.14-4.16, 10.84, 12.106-12.109
- provisions in recording contracts 2.135-2.140, 5.128
- UK statutory framework 4.4-4.8
- underlying principles 4.2-4.3
- US law 4.55
- value to record companies 8.33-8.43, 12.117-12.131, App 8.2
- views of British Copyright Council 9.18-9.20
- views of British Phonographic Industry Limited 10.31-10.40
- views of collective licensing bodies 10.1-10.22
- views of Consumers' Association 9.11-9.15
- views of independent record companies 11.35-11.37, 11.54
- views of International Federation of the Phonographic Industry 10.24-10.25
- views of International Managers' Forum 10.47-10.59

Copyright-*contd*

- views of major record companies 12.70, 12.96-12.109
- views of Mechanical Copyright Protection Society Ltd 10.1-10.4
- views of Music Publishers' Association 10.101-10.102
- views of Musicians' Union 10.107, 10.112
- views of Re-Pro 10.84
- views of Trademarks Patents and Designs Federation 9.21-9.24
- Counterfeiting 4.33, 5.219

Dane, Mr Cliff, views 9.35-9.45

Demographic trends 3.25, 5.41-5.44

Denmark

- record prices 2.87, 7.61-7.65, 7.88-7.92, App 7.2, App 7.3
- retail market 6.80

Department of Trade and Industry, views 9.31-9.34

Digital compact cassette (DCC) 3.35-3.37, 5.12, 5.241, 9.73, 12.170

Direct mail 1.3, 3.17, 6.19, 6.21, 7.11, 7.44

Discounts 7.29-7.36, 8.47-8.51, 13.6-13.28, 13.64-13.68, App 8.4

Distribution 2.13-2.14, 3.13, 5.203-5.214, 6.31-6.34

Distributors

- activities 3.13, 5.204-5.207
- market shares 5.208
- views 13.77-13.83

EC

- copyright law 4.35-4.44
- Rental Directive 1.10, 2.21, 2.95, 4.40-4.43
- Term of Protection Directive 4.44

Ecando Systems Ltd, court case 2.27-2.28

EMI Records Limited

- activities 5.67
- core business results App 8.1
- information on CD prices 7.101-7.104
- market share 1.2, 2.8-2.9, 5.78-5.93
 - as distributor 5.208
 - as monopolist 1.2, 2.24, 2.44-2.45
- sourcing of product 5.199
- supply arrangements 5.199
- views 12.1-12.179

Exchange rates, effect on international price comparisons 1.7, 2.76-2.82, 7.59, 7.79-7.84

Formats

- descriptions 3.26-3.37
- price differences 7.21-7.28
 - conclusions 2.32-2.35, 2.120-2.121
 - views of independent record companies 11.24-11.25
 - views of major record companies 2.117-2.119, 12.27-12.50
- sales 5.12-5.13, 5.17-5.34, 6.26-6.27
- stimulating demand 5.46
- views of major record companies 12.132-12.139
- views of retailers 13.46-13.54

France

- record prices 2.87, 7.61-7.65, 7.88-7.92, App 7.2, App 7.3

- France-*contd*
 retail market 6.75-6.77
- Gallup Chart Services, views 10.130-10.132
 GATT agreement 4.54, 9.24
- Germany
 record prices 2.87, 7.61-7.65, 7.88-7.92, App 7.2,
 App 7.3
 retail market 6.74
- HMV
 financial results 8.87-8.89, 8.90-8.93, App 8.6
 market share 2.12
 number of outlets 6.3-6.6
 use of charts 6.56, App 6.1
 views 13.1-13.72
- Hodgson, Mr M, views 9.70-9.74
 Home taping 3.31, 4.34, 5.11, 5.174
 Howat, Mr P, views 9.75-9.77
- Illegal copying 3.31, 4.30-4.34, 5.10-5.11, 5.174
- Import restrictions
 by copyright owner 2.20, 4.22-4.29
 conclusions 1.10, 2.90-2.98
 conclusions of National Heritage Committee
 3.43-3.44, App 2.1
 effect on prices 2.90-2.93
 EC law 2.21, 2.92, 4.35-4.39
 level of trade 5.215-5.219
 position in other countries 4.50-4.52
 recommendations of Prices Surveillance Authority
 (Australia) 3.48-3.49
 in relation to complex monopoly situation 2.36-2.40
 US law 4.55
 views of British Copyright Council 9.18-9.20
 views of British Phonographic Industry Limited
 10.31-10.41
 views of collective licensing bodies 10.1-10.22
 views of Consumers' Association 9.11-9.15
 views of independent record companies 11.8, 11.35-
 11.37
 views of International Federation of the
 Phonographic Industry 10.23-10.28
 views of International Managers' Forum 10.61
 views of major record companies 12.70-12.95
 views of Music Publishers' Association 10.100-
 10.104
 views of National Music Council of Great Britain
 9.27-9.30
 views of retailers 6.48
 views of Simkins Partnership of Solicitors 9.49-9.57
 views of Trademarks Designs and Patents
 Federation 9.21-9.24
 (*see also* MCPS/BPI Joint Licensing Scheme)
- Independent record companies
 barriers to entry 5.94-5.99
 description 1.2, 2.9, 5.71-5.77
 financial results 8.64-8.65
 market entries and exits 5.91-5.93
 market shares 5.81-5.82, 5.91
 relationship with major record companies
 12.151-12.164
 views 11.1-11.61, App 11.1
- International Federation of the Phonographic
 Industry
 activities 4.85-4.86
 views 10.23-10.28
- International Managers' Forum, views 8.35,
 10.45-10.65
- Invisible exports 5.220-5.222
- Japan, retail market 6.73
- John Menzies (UK) Ltd
 retailing activities 6.4, 6.8-6.10
 TBD Division
 activities 5.209
 views 13.77-13.83
- Kempster, Mr R A, views 9.78-9.79
- Kingfisher-*see* Woolworths
- KPMG Peat Marwick, report on business valuations
 8.33-8.43, 12.120-12.131, App 8.2
- Lilley, Mr J R A, views 9.80
- Live performances 5.228
- Management Horizons, study of price differentials for
 leisure products 7.85-7.86, App 7.6
- Manufacturers
 prices charged 5.195-5.198
 relationship with record companies 5.190-5.194
- Manufacturing
 economies of scale 5.187
 location 5.188-5.189
 processes involved 3.12, 5.173-5.186
- Marketing
 conclusions 2.154-2.156
 expenditure 5.239, 8.54-8.55, App 8.4
 methods used 2.6, 5.223-5.238
 views of major record companies 12.156-12.161
- MCA Records Ltd
 activities 5.73
 market share 5.81, 5.86
 position with regard to monopoly situation 2.31
 views 11.3-11.9
- MCPS/BPI Joint Import Scheme 4.69-4.72, 5.216-
 5.217
 conclusions 2.98
 views of BPI 10.31-10.32
 views of major record companies 2.36, 12.70-12.95
- Mechanical Copyright Protection Society Limited
 activities 2.17, 4.65-4.72
 views 10.1-10.11
 (*see also* MCPS/BPI Joint Import Scheme)
- Media exposure 5.225-5.227
- Media Research Publishing Ltd, views 9.35-9.45
- MiniDisc 3.36-3.37, 5.12, 5.241, 9.73, 12.170
- Mixing 5.145
- Monopolies and Mergers Commission
 report on collective licensing bodies (1988) 2.171,
 4.63, 10.13-10.14
 terms of reference 2.2-2.3, 3.45, App 1.1
- Monopoly situations-*see* Complex monopoly
 situation, Scale monopoly situation
- MTV Europe
 views 2.170, 10.133-10.142
 views of PolyGram 12.150

Multimedia, future developments 5.242-5.245

Music Discount Centre, views 13.75

Music industry

- barriers to entry 5.94-5.99
- changing fashions 5.38-5.39
- concentration 5.83
- consumer expenditure 5.36-5.37
- description 3.1-3.18
- employment 3.19
- future developments 5.240-5.245
- international importance 1.1, 2.4, 2.10, 3.20-3.21, 11.31
- music categories 3.22-3.25
- UK sales 5.8-5.35
 - breakdown by artist nationality 5.15-5.16
 - seasonal distribution 5.14, 6.49-6.50
 - world-wide sales 5.2-5.7

Music publishers

- activities 2.17, 3.10, 5.116-5.119
- copyright protection 4.65-4.68

Music Publishers' Association Ltd, views 10.89-10.105

Music videos-*see* Videos

Musicians' Union 3.18

- views 10.106-10.114

National Heritage Committee of the House of Commons, inquiry into CD prices 2.2, 2.56, 3.41-3.44, 7.46-7.50, App 2.1

National Music Council of Great Britain, views 9.25-9.30

Naxos

- activities 5.52, 5.77
- market share 5.81, 5.85

Netherlands, retail market 6.78-6.79

Office of Fair Trading

- investigations into recorded music market 3.39-3.41
- reference to MMC 2.2-2.3, 3.45, App 1.1

O'Neill, Mr G, views 9.81-9.84

Our Price

- financial results 8.73-8.74, 8.90-8.93, App 8.6
- market share 2.12, 6.20-6.24
- monopoly situation 1.3, 2.47-2.54
- number of outlets 6.3-6.6
- use of charts 2.179-2.181, 6.56, App 6.1
- views 13.1-13.72

Packaging 5.202

Parallel imports-*see* Import restrictions

Performing Right Society Limited

- activities 4.78-4.80
- views 10.18

Phonographic Performance Limited

- activities 2.19, 4.73-4.77
- conclusions 2.165-2.169
- views 10.12-10.17
- views of major record companies 12.140-12.144

Pickwick Group Ltd

- market share 5.81, 5.85
 - as distributor 5.208
- views 11.10

Pinnacle

- market share 5.208
- views 13.83

Piracy 4.31-4.33, 5.10-5.11, 5.219, 12.86-12.87

PolyGram UK Holdings Plc

- activities 5.66
- core business results App 8.1
- information on CD prices 7.95-7.100, 7.103-7.104, App 7.7
- market share 1.2, 2.8-2.9, 5.78-5.93
 - as distributor 5.208
 - as monopolist 1.2, 2.24, 2.44-2.45
- sourcing of product 5.199
- supply arrangements 5.199
- views 12.1-12.179

Prices

- conclusions 1.5-1.9, 1.13, 2.113-2.121, 2.182-2.183
- differences between format 2.117-2.119, 7.21-7.28
- effect on consumer demand 5.51-5.57
- of manufacturers 5.195-5.198
- price categories 5.56, 5.163, 7.7-7.18
- price components 7.2-7.3
- published dealer prices 7.4-7.28, App 7.1
- realized dealer prices 7.29-7.36, 7.95-7.100, App 7.7
 - international comparisons 7.93-7.105
- record clubs 7.11, 7.44
- retail prices 7.37-7.43
 - compared with other leisure goods 7.85-7.86, App 7.6
 - international comparisons 1.6-1.9, 2.58-2.89, 7.45-7.75, 7.87-7.92, App 7.2, App 7.3
 - views of major record companies 12.51-12.69
 - possible reasons for international differences 1.8, 2.83-2.86, 7.76-7.84
 - views of independent record companies 11.17-11.25
 - views of major record companies 12.27-12.69
 - views of retailers 13.29-13.42

Prices Surveillance Authority (Australia), inquiry into prices of sound recordings 3.46-3.49, 9.4, 9.14

Producers 2.148-2.153, 5.142-5.143, 12.106-12.109

Profitability

- record companies 1.11, 2.109-2.112, 8.1-8.65, 9.35-9.45, 10.57, 11.26-11.28, 12.115-12.139, App 8.1, App 8.2
- retailers 1.12, 2.126-2.127, 8.66-8.93, 13.43-13.45, App 8.6

Promoters 3.14

Promotion-*see* Marketing

Public, views 9.58-9.95

Public interest findings 2.182-2.187

Quadraphonic LPs 3.37, 5.173

Quality, effect on sales 5.40

Rack-jobbing 2.14, 5.209-5.210, 6.14

Radio broadcasting, effect on record sales 5.47, 5.225

Re-Pro, views 10.82-10.88

Readers' Digest 3.17, 6.19, 8.98-8.99

- views 13.89

Record clubs 1.3, 3.17, 6.15-6.18

- financial results 8.94-8.101
- market share 6.20-6.24
- prices 7.11, 7.44
- views 13.84-13.89

Record companies

- A&R activity 5.112-5.125
- A&R expenditure 8.4, 8.21-8.32, 12.117-12.131

- access to retail outlets 6.28-6.30
- accounting methods 8.10-8.11
- Record companies-*contd*
 - acquisitions App 5.1
 - activities 2.5-2.10, 3.6-3.8, 5.63-5.99
 - aggregate results 2.109-2.110, 8.12-8.20
 - catalogues 5.147-5.172, App 5.3
 - value of copyright 8.33-8.43, App 8.2
 - competition 1.11, 2.99-2.108, 2.184
 - contracts with artists 5.126-5.141, 12.96-12.114
 - core business results of each company 8.15, App 8.1
 - exports 8.5
 - income and expenditure flows 8.59-8.61
 - items of income and expenditure 8.6
 - market shares 1.2, 2.8-2.9, 5.78-5.93
 - by label App 5.2
 - measures of profitability 2.109-2.112, 8.10-8.11, 8.33-8.43, 12.117-12.131 108.2
 - prices charged to retailers 7.4-7.36
 - products and services bought in 8.62-8.63, App 8.5
 - relationship with manufacturers 5.190-5.194
 - results by format 8.44-8.46, App 8.3
 - revenue from overseas affiliates 2.10, 5.100-5.101
 - signing of artists 5.102-5.125
 - sourcing of product 5.199
 - supply of free records 1.15, 2.174-2.178, 5.236, 7.36, 8.56, App 8.4
 - views 11.1-11.61, 12.1-12.179
(*see also* Independent record companies)
- Record contracts
 - common features 5.126-5.141
 - conclusions 2.128-2.147
 - effect on prices 12.104-12.105
 - in relation to complex monopoly situation 2.41-2.43
 - views of International Managers' Forum 10.46-10.56
 - views of major record companies 12.96-12.114
- Record producers-*see* Producers
- Recording process 5.142-5.145
- Retail market
 - Denmark 6.80
 - France 6.75-6.77
 - Germany 6.74
 - Japan 6.73
 - Netherlands 6.78-6.79
 - USA 6.64-6.71
- Retailers
 - competition 1.12, 2.122-2.125, 2.184, 6.25
 - concentration 6.1, 6.42, 6.62-6.63
 - demand on distributors 5.211-5.214
 - discounts obtained from record companies 1.15, 2.157-2.160, 7.29-7.36, 8.47-8.51, 13.6-13.13, 13.64-13.68, App 8.4
 - financial results 2.126-2.127, 8.66-8.93, App 8.6
 - imports 6.48
 - international comparisons 6.62-6.80
 - market shares 1.3, 2.12, 6.20-6.24
 - number of outlets 6.3-6.4
 - order processing 6.47
 - prices 7.37-7.43
 - relationships with distributors 6.31-6.34
 - role in marketing 5.230-5.232, 6.35-6.41
 - sales by format 6.26-6.27
 - stocking policy 6.28-6.30, 6.53-6.54
 - types of outlet 2.11, 3.15-3.16, 6.3
 - use of charts 1.16, 2.179-2.181, App 6.1
 - views 13.1-13.89
- Retailers-*contd*
 - views of independent record companies 11.39-11.44, 11.50-11.53
 - views of major record companies 12.171-12.179
- Returns 8.52-8.53, App 8.4
- Rome Convention 4.53, App 4.2
- Royalties 2.17, 4.56-4.60, 5.133-5.135, 5.139
- Sales tax, effect on international price comparisons 1.6, 2.60-2.62 7.48-7.49, 7.58
- Satellite broadcasting
 - future developments 5.242
 - views of International Managers' Forum 10.58
- Scale monopoly situation
 - record companies 2.22
 - retailers 2.47-2.49, 2.185-2.186, 13.1-13.2
- Session musicians 3.9
- Simkins Partnership of Solicitors, views 9.46-9.57
- Singles
 - description 3.34
 - free supply to retailers 1.15, 2.174-2.178, 5.236, 7.36, 8.56, App 8.4
 - market shares 5.86
 - new releases 5.161
 - sales 5.17-5.19
 - value in promoting albums 5.233-5.235
- Sony Music Entertainment (UK) Limited
 - activities 5.68
 - core business results App 8.1
 - market share 1.2, 2.8-2.9, 5.78-5.93
 - as distributor 5.208
 - as monopolist 1.2, 2.24, 2.44-2.45
 - retail prices survey 2.73-2.74 7.71-7.75, App 7.5
 - sourcing of product 5.199
 - supply arrangements 5.199
 - views 12.1-12.179
- Steele, Dr M C, views 9.85-9.92
- Stereo LPs 3.37, 5.173
- Studios 3.11, 5.144, 10.66-10.81
- Television performances 5.226
- Telstar Records plc
 - market share 5.81, 5.85
 - views 11.13-11.14
- THORN EMI plc 5.67
(*see also* HMV, EMI Records Limited)
- Tours 5.228
- TR Services Inc (Tower)
 - market share 6.20-6.24
 - views 13.76
- Trade organizations 3.18
- Trademarks Patents and Designs Federation, views 9.21-9.24
- Tring International plc
 - market share 5.81, 5.85
 - views 11.55-11.61
- Umbrella Organization Ltd
 - activities 5.72
 - views 2.173, 11.46-11.54
- Understanding and Solutions, realized dealer price

comparisons 7.94, 7.103-7.104
 USA
 record prices 7.47-7.50, 7.61-7.75, 7.94-7.105,
 App 7.2, App 7.3
 possible reasons for lower prices than UK 7.76-
 7.84
 views of independent record companies 11.17-
 11.21
 views of major record companies 12.51-12.69
 views of retailers 13.37-13.42
 retail market 6.64-6.71
 trade barriers 11.38

Video Performance Limited
 activities 4.81-4.82
 conclusions 2.170-2.172
 views 10.19-10.22
 views of major record companies 12.145-12.150

Videos
 conclusions 2.170-2.172
 copyright licensing 4.81-4.82
 role in record promotion 5.226
 views of major record companies 12.145-12.150
 views of MTV Europe 10.133-10.142
 views of Video Performance Limited 10.19-10.22

Vinyl records
 availability 2.162-2.164, 6.26
 views of major record companies 12.132-12.139
 views of members of the public 9.93-9.95
 views of retailers 13.46-13.54
 description 3.28-3.29
 manufacturing process 5.182-5.186
 prices 7.6, 7.21-7.28
 sales 5.12-5.13, 6.26

Virgin (EMI) 5.67

Virgin Retail 1.3, 3.16, App 6.1
 financial results 8.75-8.79, 8.90-8.93, App 8.6
 market share 2.12, 6.20-6.24
 number of outlets 6.3-6.6
 use of charts 6.56, App 6.1

Visa International Service Association, court case 2.28

W H Smith
 financial results 8.69-8.72, 8.90-8.93, App 8.6
 market share 2.12, 6.20-6.24
 monopoly situation 1.3, 1.12, 2.47-2.54
 retailing activities 6.4, 6.8-6.10
 use of charts 2.179-2.181, 6.56 106.1
 views 13.1-13.72

Warner Music UK Limited
 activities 5.69
 core business results App 8.1
 market share 1.2, 2.8-2.9, 5.78-5.93
 as distributor 5.208
 as monopolist 1.2, 2.24, 2.44-2.45
 sourcing of product 5.199
 supply arrangements 5.199
 views 12.1-12.179

Westcott, Mr R, views 9.93-9.95

Which? report on CD prices 3.38, 9.3-9.5
 (*see also* Consumer Association)

Wholesalers 2.14, 3.13, 5.209-5.210

Woolworths
 financial results 8.80-8.86, 8.90-8.93, App 8.6
 market share 2.12, 6.20-6.24
 retailing activities 6.4, 6.8-6.10
 use of charts 6.56, App 6.1
 views 13.1-13.72

World Intellectual Property Organization (WIPO)
 4.47-4.49, 9.23, 9.50