

Date sent: **Wed, 08 Jan 97 11:37:28 GMT**  
From: **A.BROWER@lse.ac.uk**  
To: **thirdear@iafrica.com**  
Subject: **Re: Stephen Smith**

David,

Hello and good luck with all your endeavours for this year. Stephen Smith phoned yesterday. I haven't spoken to him for ages although he had one or two faxes from me in the interim. He has been, as I thought, very busy doing his new dance label stuff.

He says he has been in touch with you about the back catalogue material you discussed before. He said you wanted to know where he would be distributing it and was afraid you might try to sell the stuff to his distributors before he has a chance to. I said you wouldn't dream of doing anything like that and I could vouch for your impeccable record of not ripping people off for the last three decades. I assume it is because you want to see what you can do aside from his usual outlets(?) As we both know, his operation is extremely small, although he has recently taken on a partner, more for the new dance label stuff than anything else. However, if you can't strike a bigger and better deal with anyone else for the Hidden Years material, you could just as well do a deal with him, otherwise, it still remains hidden. Then, there is just a flat fee situation and as you know, he has no interest in promotion, airplay, publishing etc. You would have to do as I have done for MC and FG and do it yourself or get a few people to help you. A lot of work. The hours and hours I put in have paid off in terms of reviews, exposure etc in a modest way, but MC have certainly returned to the market and FG have surprisingly



got a foothold in the mainstream market. FG seems to have sold better than the MC CD which is gratifying. Both CDs are now out there in various countries including the States and although I have virtually stopped plugging them they are moving by themselves now.

I think you have to consider that carefully. I don't know exactly what will happen to the royalty situation this and next year. I will have to enquire about that. I have received royalties recently from SA from the CDs so SAMRO is doing its thing.

Regards

Assie