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SOUTH AFRICA. ☎ (031)

(Ref: 43a/604 st-rec/1)

Friday 16th July 1993.

Dear David,

I hope I'm not out of line here, but 2 very good suggestions by your staff has prompted me to write - please consider these suggestions, and when I get back on Tuesday, perhaps we can go into detail; if you're interested.

(I'm doing another Singersongwriter Project at the 'State' Theatre on Sunday. I'll be at (012) 322-1665 Light Music Department or in the Studio all day Saturday, if you need me over the weekend.)

(1) RADIO TRANSKEI RECORDING STUDIOS:

ATHOL tells me that Capital's 'sister' Radio Station in the Transkei has a multi-track (digital?) recording studio in Umtata that is not always used.

These may be early days, but he has suggested that it be worth proposing to them that we start recording local musicians on a regular basis....similar to what radio 5, Metro and Radio RSA are doing for their transcription releases and on-air local music and demo programmes?

A lot of the 'indigenous' music of the Transkei that I've recorded (in school halls, and back yards) is getting international attention eg: Crowded House, Manfred Mann, Virgin Records and a number of TV and Film soundtracks have used my Transkei recordings.

I've just received a Fax from RICKY FATAAR (Bonnie Raitt, Boz Scaggs etc, etc) for MORE of Madonsini's UMUPHE BOW music and to help him find 'other sounds.'

Besides using the studio for specific productions, remember too that we are in the process of negotiating an AFRICAN MOOD MUSIC LIBRARY for international use. GALLO have also just approved a similar project and will soon be looking for arrangers, composers and players for this series, similar to KPM, BRUTTON, BBC, DE WOLFE etc.

In other words, if we could have access to the studio, there is every chance that it could realise an income in the near future from: Transcript, Mood Music, Archieve and even 'commercial' releases; Capital could have it's own label/s, publishing, production and eventually distribution within your broadcast area.

3rd Ear Music does have the contacts and the experience in these areas (we're South Africa's oldest SOUTH AFRICAN music publishing and production company) and with regular studio access on a royalty basis we could offer companies the masters for marketing and/or distribution.

(2) CAPITAL RADIO'S DJ CHOICE

CALEB's idea of a CAPITAL DJ's CHOICE would also help to spread the gospel of African sounds - here too, the only initial outley would be time spent compiling and negotiating with the various rights holders and master-tape owners for a budget release.

As with ATHOL'S studio idea, I would not recommend that Capital hand this to any of the 'established' local major companies, because there's no way that GALLO, EMI and TUSK would cooperate without taking total control.

As an 'independent' 3rd Ear Music has in the past managed to do limited edition compilations that not only feature tracks from every record company in the RSA, but also messages from every radio station, including Capital.

I'm convinced that we could negotiate the same sort of arrangement on Capital's behalf.

Would this interest you. If so, could we meet asap to discuss.

Regards,

DAVID MARKS 