

List of issues for discussion with major retailers

- (a) Are the major retail companies distorting competition with independent retailers by securing unduly large discounts from record companies or through joint promotions with them? Does this result in a lack of choice for consumers as independent retailers close their outlets?
- (b) Does the existence of the monopoly situations result in higher prices for recorded music in the UK than would otherwise be the case?
- (c) What is the extent of the price differences between the UK and other countries? What is the explanation for these differences?
- (d) Are the companies making excessive profits in relation to the costs involved in acquiring recorded music and selling it at retail level? Or in relation to the capital employed in these activities?
- (e) Are the companies choosing the formats of recorded music which they stock in a way which is designed to increase their profits rather than meet the requirements of consumers, thus reducing consumer choice?
- (f) Are consumers confused or misled by the display of record charts based partly on a particular retailer's estimate of future sales, rather than the generally accepted charts produced by Gallup and based on record sales throughout the UK? Does the use of such charts distort competition between record companies and/or retailers?