

## Music retail... a fascinating topic

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So many are predicting the death of Record Shops or Music Retailers and, indeed, it's happening in the USA.

But I think any retailer who hasn't moved with the times DESERVES to go under.

Different methods of acquiring music need different ways of selling it. But the essential, vital ingredient - the music - remains the same.

Spreading enthusiasm, great atmosphere, clever gimmicks, sensible use of space, forward thinking... these are the important elements in conveying music and making profits.

Those who moan on about the death of wax cylinders and valve radios deserve to be buried with the corpses of the past. Move forward or die, I say!