

CBS MEMORANDUM

CBS RECORDS LONDON

FROM: STEVE HODGES
TO: ALAN PHILLIPS
DATE: 16/6/88

c.c. TERRY FELGATE
IAN GROVES

RE: DEACON BLUE "CHOCOLATE GIRL"

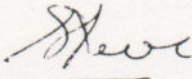
As you are no doubt aware, before the video for this track can be made we have to await a radio 1 play list. However, I would like to point out to you the advantages of shooting the video before the release date:

- 1) Deacon Blue are currently recording in Los Angeles and the Director who the band would like to work with will be travelling to Los Angeles on June 27. He is available to shoot the video on July 1. This is no doubt a big advantage for us as we do not incur costs for flights and hotels for the Director and crew.
- 2) The Production Company have assured me that they can bring this is at a budget of £24,000, which will show a saving of £1,000 from the £25,000 allocated for this video.
- 3) There is also the added saving of the band's flights and hotels as they are already in Los Angeles.
- 4) By shooting in Los Angeles we would have delivery of the video on Monday July 11. If we wait until the play list is announced in the first week of July, it is unlikely that we would have delivery of the video until the third week of July.

I do feel there is a strong case for us to shoot this video in Los Angeles both from a creative point of view and also from a cost effective view point.

Please let me know if anything can be worked out.

Kind regards



STEVE HODGES

PROMOTIONAL VIDEO STORYBOARD AUTHORISATION

~~£25,000~~
£15,000
£26,336.29

ARTIST: DEACON BLUE

TITLE: CHOCOLATE GIRL

PRODUCTION BUDGET: - TOTAL: ~~£30K~~ £25,000
RECOUPABLE AMOUNT: ~~£20K~~

RELEASE DATE: 604

MASTER REQUIRED BY:

SPECIAL CRITERIA (TOP 75, RADIO 1 PLAYLIST ETC):

RADIO ONE list

BRIEF:

Performance — the song lends itself to Ricky & Lorraine's 'musical' relationship. Ricky as story-teller. We should get 3 or 4 directors to script.

SIGNED:

[Signature]

PRODUCT MANAGER

24.5.88

DATE

[Signature]

MARKETING DIRECTOR

24/5

DATE

[Signature]

DEPUTY MANAGING DIRECTOR

25/5

DATE

[Signature]

MANAGING DIRECTOR

DATE

* And its unclear that the recoupment remains the same.

£25,000 only. We can't keep escalating video cost with each successive video! * R