

RECORDS · TAPE · RETAILING · MARKETING · RADIO & TV · STUDIOS · PUBLISHING

MUSIC WEEK

Europe's Leading Music Business Paper · A Morgan-Grampian Publication · 70p

FOCUS ON GERMANY

THIS WEEK Music Week focuses on one of the world's fastest growing record markets — Germany. See our 20 page special supplement in the centre pages, plus extra German features on International (page 12).

Stevie's Secret out at last

AFTER A long wait and much delay, Motown is to release Stevie Wonder's Journey Through The Secret Life Of Plants (TMSP 6009) on Friday November 2. This date was confirmed by EMI after the complete tapes and master for the long-awaited double set were flown over from LA by a member of the Motown staff there.

Three hours after the plane landed, Motown general manager David Hughes had delivered the lacquer to EMI's Hayes factory and the production process was beginning.

Now a massive marketing campaign is being put in motion. For the first time ever, double page ads with the print embossed on to it will appear in the trade press. Ads will also appear in the national and consumer music press. All ads will carry the GPO's Teleguide number, enabling consumers to hear parts of the album. There will also be extensive window displays.

The six month campaign will later feature radio spots plus TV ads which are being planned as part of "an unusual deal with the Woolworth's chain."

K-tel's Xmas catalogue

THOUGH ITV should return to the screens this week, K-tel is going ahead with additional marketing schemes devised to let consumers know what K-tel is offering this Christmas.

Under the banner "Make It A Record Christmas With K-tel", 10 million homes will receive a specially delivered four-page, four-colour catalogue that contains photographs and full details of all K-tel products available this autumn. Among the albums featured are The Best Of The Moody Blues, Together — 18 Great Songs To Be Together With and LPs from Harry Nilsson, Don Williams and Elvis Presley.

K-tel's managing director, Colin Ashby, told *MW*: "We are making a direct pitch for the Christmas market, and I believe that, as always, K-tel is ahead of the marketing game. The distribution, using an outside agency, starts on November 5 and is costing around £150,000. If it generates sales, it should prove a useful addition to TV advertising.

"We are not moving into mail order. The idea is to inform consumers about the latest K-tel product that is available at their local record dealers."

Unanimous thumbs up for Dealer Tour

THE SECOND *Music Week* Dealer Tour ended with a flourish on two consecutive nights at Kensington Town Hall last week. The numbers of visitors to these London dates for both nights, but particularly for the first on Wednesday, drew descriptions from exhibitors which were suited to a Kate Bush lyric — "incredible" and "unbelievable" were the adjectives most frequently applied to the crowds of dealers, multiples and independents, and music business guests.

As head of a newly-independent label which does not have its own sales force, MCA's Roy Featherstone summed up his impressions of the first Dealer Tour he has attended as "extremely worthwhile, and certainly beneficial."

He added: "All of our participating staff have welcomed the opportunity to present our MCA and Infinity artists' product to the dealers before the start of the busy autumn period, and we were very pleased to discuss frankly some of the industry problems affecting not only the dealer but the manufacturers and distributors. As a result, we will be implementing a number of dealers' ideas."

MCA was very happy with the reception its sampler LP, compiled especially for distribution to dealers attending the tour, received. They are already looking forward to next year's tour.

Also attending for the first time was Wynd-Up, and sales director Leslie O' Meara felt that the decision to take a stand had been well justified by events. "The success started at Brighton with the first date and it was all plain sailing from there," he commented.

Robin Wood, general manager of Chappell's Publication Division, regarded his company's participation at the London dates not only as a huge success, but as very timely. "We are finding a greatly increased interest in music books among dealers, so many of whom say they had never thought of stocking the books which go with big-selling albums, but are now doing so. We have taken on about 200 new accounts with record dealers over the past four months, and interest in printed music folios is growing. As far as we are concerned, coming on the tour has been marvellous."

The most thumbed book on Chappell's handsome dealer display stand was the latest collection of wit and whimsy from Dame Edna Everage (with its endorsement from Prince Charles, one of her greatest fans). The book was published on the date of the London tour finale, and with only one copy for everyone to see, the Chappell's executives on the stand were keeping a close eye on it.

One of the record company men who had attended every single tour date (and was privately wondering how difficult it would be to return to normal record company routine) was Chrysalis sales manager Robbie Hart, who adjudged it "a good tour, with the very best dates being the



MUSIC WEEK'S retail subscribers have been reading for years of deals signed by record companies, but in an historic ceremony in London last week hundreds of dealers witnessed the signing of a contract for themselves. The occasion was one of *Music Week's* Dealer Tour exhibitions at the Kensington Town Hall, chosen by EMI to announce the signing of the New Seekers. Sitting on "the biggest contract in the world" is EMI MOR manager Vic Lanza, wielding the giant pencil is Marty Kristian and kneeling are new New Seekers girls Nicola Kerr and Caitriona Walsh. At the back are Brian Engel and Paul Layton and looking on — representing the many trade visitors present — is Record Merchandisers buyer and product manager Dave Buckley. The New Seekers' first EMI single, *Love Is A Song* (5010), is released this Friday.

newly added ones."

The biggest contingent of record company executives to attend was that from EMI, which included Vic Lanza, EMI MOR general manager. He commented: "We covered every date and we've found the tour to be very useful. There's been a good exchange of ideas, dealers have been very informative, and it's good to discuss ways with them of inducing customers to buy more product."

Tony Morris, Polydor MD, also felt that the tour's greatest value for him had been the opportunity to hear dealers' ideas first hand, and he added that he had already been able to take action on some of the points made to him. He concluded: "This tour has shown me that what dealers rate as being of paramount importance, and what they want most of all, is good service."

Many exhibitors and visiting dealers all over the country commented that the second tour had proved the value of the whole idea by being even better than the first. As DJM MD Stephen James said: "This has been even better than last year, and an indispensable way of getting to thousands of dealers in three weeks. We've been on it to inform the trade about DJM and sell our product, and also get some

TO PAGE 4

A&M leading singles label

LEADING SINGLES for the July-September quarter in the *Music Week* market survey was A & M with 6.0 per cent of the market, followed by Polydor with 5.3 per cent and Virgin with 5.0 per cent.

Top album label was CBS with 7.5 per cent, followed by Polydor (5.6 per cent) and Warners (5.0 per cent).

In the companies' album share, EMI just scraped to the top with 17.9 per cent compared to WEA's 17.7 per cent and CBS' 15.7 per cent. Leading singles company was WEA with 20.2 per cent, followed by EMI with 18.2 per cent and CBS with 13.5 per cent.

The figures show WEA gaining market share for singles compared to the previous quarter and last year, and EMI and CBS both losing ground. WEA also shows gains in the albums share with EMI and CBS again slipping.

● The market survey is compiled from the British Market Research Bureau's singles and albums charts and is reproduced in full on page 6.

Freeman move

FORMER BBC Disc jockey Alan Freeman will be back on the air before Christmas — with Radio Luxembourg. Since leaving his Radio One Saturday afternoon rock programme last year he has taken his own roadshow around the country and deputised for holidaying Nicky Horne on Capital. This will be his first permanent radio slot since leaving Radio One.

ABBA
GREATEST HITS VOL. 2

EMI

INSIDE

Market survey p6. Retailing p8 & 10. International p12. Publishing p14. Talent p18. Tipsheet p18. Chart section begins p20. Feature p37. Classicscene p39. Disco p42. Album reviews p44. Opinion p50. Dooley's Diary p51.

EPC 10017

NEWS

EDP forms new label

ELECTRONIC DREAM Plant Ltd, long known as the manufacturers of the WASP synthesiser, have branched out and formed a new record label, Wake-Up Records. The aim is to produce "high quality records with a low retail price".

The label is being run from EDP's "cottage industry" premises at Combe, near Woodstock in Oxfordshire, where the facilities include a 16-track studio and an artists' design studio as well as a production line.

The plan is to keep the price of Wake-Up releases down by doing all production, recording, pressing, sleeve printing, packaging and distribution in-house. Debut Wake-Up single is Love Dance by the Androids, from an LP Disco Dream and the Androids, but the company intends to release various kinds of music apart from disco.

EMI earmarks £300,000 for TV albums

A BUDGET of £300,000 has been earmarked for the promotion of 20 Golden Greats by Diana Ross (EMTV 21), EMI's next TV-promoted album release on November 2.

At a presentation at the Selfridge Hotel in London on Monday, the company disclosed its plans and films for this and other TV album product featuring both group and licensed product up to the end of December.

It is hoped that the present ITV dispute will be resolved in time for the Diana Ross release, which will get national TV promotion from November 5 and throughout the month. The star herself appears in the 45-second film clip, and there is point-of-sale support available for the retail trade on the album.

The presentation also included the commercials filmed for All Aboard, the Children's Album, Manfred Mann's Semi-Detached Suburban, and The Last Dance, an album of Motown ballads. None of these commercials have been used yet because of the ITV blackout.

SEE PAGES EIGHT & 10 FOR MORE DEALER TOUR PICTURES



JIMMY PURSEY has signed a contract as a solo artist with Polydor and, at the same time, has extended his Sham 69 contract with the company. Pictured cementing the deal are Polydor managing director A J Morris and Jimmy Pursey.

Stewart compilation

STRIKE PERMITTING, a new Rod Stewart compilation will be promoted on television throughout the country between November 21 and December 16. Called Rod Stewart's Greatest Hits (Volume 1), and featuring material from the last nine years personally selected by Stewart, the LP will be subjected to a £300,000 TV promotional campaign.

Catalogue number of the album is RODTV 1 (cassette RODTV 4-1) and the TV campaign is said to be the biggest that WEA has been connected with — it will reach more than 90 per cent of the homes in the UK. In addition, there will be a national radio campaign starting on October 31, including all the major stations, and full merchandising aids will be made available to all dealers including window and door posters, and window flashes. There will also be national and music press advertising.

Stewart is currently in the UK and will be making various TV appearances to promote the album, prior to rehearsing with his band for a new studio album. Riva Records' director Bill Stonebridge commented: "All the tracks on the Greatest Hits Album have attained Top Five status in the UK and there are five Number Ones included."

£1m ads budget for BASF

ALREADY THE leading advertiser among blank tape manufacturers BASF is planning to spend £1 million in 1980. Spending in 1978 was £600,000 and this year will be £750,000. As the biggest spender in the market BASF plans to use TV for a total of four months this year nationally, and it is estimated that 90 per cent of all adults will see a BASF commercial on average 12 times this year.

In a summary of its position in the cassette market, BASF states its intention of gaining 25 per cent of blank tape cassette sales in the UK by 1981, to which end it is employing "the most aggressive advertising policy in the industry".

Market research is backing the ad campaign, indicating among other things that the blank tape market is mainly young, with a strong male bias (almost three times as many men as women buy blank cassettes). BASF also declares itself to be the most widely stocked single brand, and the one which comes out top in consumer brand awareness surveys.

Sales volume during 1978 reportedly increased 60 per cent, and at least 50 per cent growth is expected this year. A trend for the 1980s will be growth in multi pack sales, and this autumn BASF plans the launch of the first ever TV campaign for multi packs.

New releases round-up tape for radio stations

A NEW promotion link between record companies and radio stations has been set up by Pendulum Management in association with producer Phil Swern, Tony Blackburn and Alan Freeman.

Swern is producing a weekly cassette of extracts from new record company product with linking commentary by Alan Freeman. The companies are charged £30 a spot and the tapes are mailed to 200 media people, including BBC and independent radio and TV disc jockeys and producers throughout the country.

Called Audio Release, the cassettes are mailed with an accompanying programme sheet detailing artist, title and label and this week's contains 21 titles from 15

labels. Each track gets about one and a half minutes of playing time and Freeman's links give a potted information plug for each.

"Since we started Audio Release eight weeks ago we have had a tremendous response from radio and TV people who find it useful for programme planning," says Swern who is producing the tapes in addition to his responsibilities as head of A&R at DJM Records.

Audio Release is being operated from Pendulum Management's offices (01 486 0596).



Cheap Trick

'Dream Police'

NEW SINGLE

From the chart album 'Dream Police' comes the title track, destined to be a hit single. Don't just dream about it stock up and avoid a nightmare.

Spice Single: 'Dream Police' EPC 7880
Album: 'Dream Police' EPC 83522

IN LIMITED EDITION FULL COLOUR PICTURE BAG

Order from CBS Order Desk. Tel: 01-960 2155. CBS Distribution Centre, Barlby Road, London W10

NEWS

A&M and Oval in 'amicable' split

OVAL RECORDS ended its licensing deal with A&M Records last week in what was described as an "amicable" split. But two of its artists, The Secret and Shrink will remain on A&M rather than Oval.

The end of the partnership means that Oval, run by DJ Charlie Gillett, will run as a totally independent company with co-MD Gordon Nelki and manager Charlie McKissack. Its product will be distributed by Spartan.

"We and A&M decided that it wasn't working," said Gillett. "If something does work we will do it. We are exploring alternative pressing and distribution suitable for our label."

An A&M spokesman added: "The production deal has come to an end, it is just that."

Meanwhile, Bobby Henry remains on the label, along with Ed Sirrs — who has a single released shortly entitled I Think Too Much — ABC and Kevin Armstrong's Local Heroes. Charlie Gillett was responsible for the first broadcasts of Elvis Costello, Dire Straits, Darts and Graham Parker on his Radio London show.

Video factory for UK

THE VIDEO DISC will be manufactured in Britain next year with facilities completed at the Philips Mullard factory in Blackburn ready for an expected full launch of the disc systems in 1981.

Pilot production will begin in the second half of 1980, and Philips has announced that it will primarily operate to produce software for independent producers in this country, although there will only be a limited number of videodisc machines around for demonstration purposes before the launch into the mass market in 1981.

"It will be a multi-million pound investment," said a Philips

spokesman. "Somebody has got to start the ball rolling. We will be pressing British material from the record industry, the TV industry and the private companies. It will stimulate the business."

The plant makes colour televisions, employing about 200 people, although it does not look like any extra staff will be employed. But the move indicates the faith Philips has put behind the videodisc.

P&D deal for Faulty

PYE RECORDS has signed a pressing and distribution deal with Faulty Products — the company responsible for giving bands like Squeeze, The Police and Sham 69 their original success on record.

The deal covers all of Faulty's labels — Illegal, Stepforward, Deptford Fun City, Krypton Records and Fashion Music — and also covers the existing back-catalogue.

First release on October 19 under the deal is the second album from Manchester band The Fall, called Dragnet, issued to tie-in with the band's current UK tour. Catalogue number is Stepforward SFLP4. November 2 sees the re-release of three earlier singles in picture bags. They are Police's first single, Fall Out (IL 001), Sham 69 and I Don't Wanna, available in both seven and 12-inch (Stepforward SF4) and Squeeze's Cat On A Wall (DFC 01).

Also released on the same day is the debut single by Mick Dorey And The Sirens, Paranoia Station (ILS 0016) and an EP, Spoonfed And Writhing by Lemon Kittens (SF10). Future releases include an album from The Cramps, Songs The Lord Taught Us, and Wazmo Nariz's Things Ain't Right.



WILD HORSES, the band featuring ex-Thin Lizzy guitarist Brian Robertson and Jimmy Bain, has signed to the EMI International label worldwide long term. A debut single is released in November, with an album and extensive tour to follow in the New Year. Pictured at the signing (l to r) standing: Martin Barter (label manager), Chris O'Donnell (manager), Clive Edwards (Wild Horses), Jim Howell (marketing manager), Neil Carter (Wild Horses) and Mike Harvey (general manager LRD). Seated: Brian Robertson, Alan Kaupé (LRD MD) and Jimmy Bain.

Lightning man strikes

AFTER LEAVING Lightning and setting up his own record label, Laser, Alan Davison has now moved into record retailing by buying Tudor Records in Muswell Hill, North London. The business has been owned and run for many years by Mr. and Mrs. W. Gold.

Davison commented: "I've always liked to be close to retailing, and wanted to take on an existing business which was thriving. I have been thinking about buying Tudor Records for some time."

David Smith will be staying on as manager, and Craig Hopps, formerly with Lightning and later Spartan and Linda Sardinha, will be joining shop staff. Alex Sardinha who is working on Laser product distribution in the Greater London area will be based at Tudor, but the Laser office cannot be accommodated there — although it is seeking new premises.

Thumbs down to RRP

THE USE OF RRP's in double pricing is generally against the consumer interest. This is the opinion of the National Consumer Council in its comments on the recently published Government Green Paper on restrictive practices.

However, the report adds: "RRP's may be helpful in some sections of trade and the NCC has no objection to their use in principle... Price comparisons which draw attention to real price differences are helpful to consumers and encourage effective competition."

Another point the council makes echoes the argument regularly put forward by record retailers who are

in favour of the abolition of RRP on music product. "There is no way of ensuring that RRP's are set at levels which are relevant to the actual prices being charged in the market place," it says. Further: "All too often, manufacturers pitch recommended retail prices at levels which are unrealistically high, in order to provide a reference level for bogus 'discounts' by retailers."

MUSIC WEEK

Incorporating Record and Tape Retailer
A Morgan Grampan Publication
MANAGING DIRECTOR:
Jack Hutton
PUBLISHING DIRECTOR:
Peter Wilkinson
EDITOR: Rodney Burbeck
DEPUTY EDITOR/INTERNATIONAL/MUSIC PUBLISHING: Nigel Hunter
NEWS EDITOR: Jim Evans
FEATURES EDITOR/RETAILING: Terry Anderson
TALENT EDITOR: Chris White
CHIEF SUB-EDITOR: Kevin Lea
SUB-EDITOR: Doreen Van Emden
BROADCASTING EDITOR: David Dalton
REPORTER: Simon Hills
EDITORIAL COORDINATOR (charts and dealer services): Louise Fairs (assisted by Janet Yeo and Diane Ward)

CONTRIBUTORS: Tony Byworth (County music), Sue Francis (TipSheet Editor), Tony Jasper (Factsheets), Nicolas Soames (Classical Editor), Patrick Sullivan (Jazz).

ADVERTISING DEPARTMENT
ADVERTISEMENT MANAGER: Jonathan Ward
ASST. AD. MANAGER: Andrew Brain
PRODUCTION MANAGER: Sandra Mysal
SALES EXECUTIVES: Jacky Liburn and John Kania
CLASSIFIED: Jane Bartlett; assistant: Ian Millar

PROMOTIONS
PROMOTION MANAGER: Avril Barrow

AUSTRALIAN REPRESENTATIVE: Peter Conyngham, PO Box 80, Ashfield, NSW 2131. Tel: (02) 7985244.
US REPRESENTATIVE: Dick Brodenck, 150 East 52nd Street, New York, NY 10019, USA. Tel: 0101 212 355 5112. Telex: 668850.
US Charts courtesy Billboard

SUBSCRIPTION/YEARBOOK
ENQUIRIES: Jeanne Henderson, Morgan Grampan House, 30 Calderwood Street, London SE18 6QH. Tel: 01 855 7777.
Subscription rates: UK £23.00 Europe \$52.00 Middle East and North Africa \$77.00 USA, South America, Canada, Africa, India and Pakistan \$90.00 Australia, Far East and Japan \$106.00

Published by Music Week Ltd
40 Long Acre, London WC2E 9JT. Tel: 01 836 1522. Telex: 299485
Printed for the publishers by Pensord Press Ltd, Gwent. Registered at the Post Office as a newspaper. Member of Periodical Publishers Assoc. Ltd. and Audit Bureau of Circulation
All material copyright 1979 Music Week Ltd

GARY NUMAN releases his follow up to Cars on November 16 with Complex. Taken from The Pleasure Principle album, it contains a live version of Bombers on the B side. The original version of Bombers is also available together with his first single, That's Too Bad, in a gatefold sleeve. The Carpettes have the first single released on the label, too — I Don't Mean It — from their Frustration Paradise album.

DAVID GIBBINS has been appointed director of anti-piracy for IFPI, and succeeded John Hall QC with effect from October 1 when Hall took over the IFPI director general post.

A barrister, Gibbins has specialised in patent, trademark and copyright law, and has already been involved in a number of piracy cases.

Gibbins said: "After studying the overall anti-piracy plan, I have identified several areas where the IFPI piracy campaign can be given further impetus."

SYDNEY: The Australian Record Industry Association (ARIA) took legal proceedings here against Sony Australia, alleging seven copyright infringements resulting from the high-speed duplication of tapes in Sony's head Australian office in Sydney.

Sony has submitted to the permanent injunctions granted to ARIA, which is seeking "substantial

damages" believed to be one million Australian dollars. Among the artists featured on the duplicated tapes were Rod Stewart and the Little River Band.

AFTER FOUR months of running their independent promotion company, Magnum Associate Promotions, alone, Roger Upright and Mike Tobin have taken on two staff members, and moved into offices in Coventry.

MAP has now been joined by former WEA promotion man Tony Cannon, who comes in as northern executive with responsibilities for

the Manchester, Liverpool, Leeds, Sheffield and Bradford areas; and Lou Goodridge, formerly with Pye and more recently with Record Sales, who joins Tobin at the Coventry office.

MAP's offices are at Horizon House, Warwick Road, Coventry (Tel: 0203-21212).

WESSEX MUSIC has signed Shy, a melodic rock band formed last May. Wessex, based in Portsmouth, is a publishing company linked to Warner Brothers Music.

SHIRLEY BASSEY has a new album released this week featuring songs from her BBC Television series. Entitled What I Did For Love, it includes The Shadow Of Your Smile (from the Sandpiper film), What I Did For Love (from A Chorus Line) and You Take My Heart Away (Rocky).

QUARRY MANAGEMENT has signed Manchester band The Drones and are negotiating a record deal on their behalf. The group are currently working on their next single and tour with Sham 69 this month.

BRUCE WOOLLEY, who co-wrote Video Killed The Radio Star, has his own album released on Epic Records this week. The album is called English Garden and he will be touring throughout November.

THE FIRST 10,000 copies of Jonathan King's Gloria single (ARO 199) include an extra single featuring King's two biggest hits, Everyone's Gone To The Moon and Una Paloma Blanca.

WITH IMMEDIATE effect, Lightning has taken over distribution of all Old Gold titles previously available through WEA. All titles will now be available direct from Lightning, or appointed distributors, Spartan and Solomon & Peres. Once existing stock is exhausted titles will revert to the OG prefix.

News in brief...

GLORIA

Sings Her GOLD DISC Award Single

One Day At A Time

STILL A BEST SELLER AFTER A RECORD BREAKING 60 WEEKS IN THE IRISH TOP 20 DISTRIBUTION

ALSO A BEST SELLER 'DO YOU WANT YOUR OLD LOBBY WASHED DOWN CONSHINE' BRENDAN SHINE PLAY 122

ORDER NOW FROM SPARTAN RECORDS 01-903 4753/6

RELEASE RECORDS

NEWS

Margins: Virgin's Draper replies

RESPONDING TO criticism from some dealers that Virgin has cut the margin on certain recent product and without prior warning (see *MW* October 20), the company's managing director Simon Draper says that he feels that the concept of percentage dealer margin is "outmoded".

"Though dealer margin on most product is still expressed in percentage terms," he adds. "At a

time when discounting is the norm I prefer to set a dealer price and an RRP and let the dealer decide how much he wants to make on a particular album.

"With these particular albums I personally instructed the sales force at the sales meeting to make it clear to the dealers what the lowered RRP and dealer price would be.

"I'm surprised that these dealers didn't enquire if they felt that the margin was being unfairly cut and I can only think that they were not visited by a Virgin rep.

"The idea behind cutting RRP was to encourage sales and in the final analysis I don't think the dealer will have lost out. We didn't apply the lowered RRP to totally speculative albums — we expected a minimum 20-30,000 sales from The Ruts and The Skids and we have already passed those figures."

Radars future

SPECULATION ABOUT the future of Radar Records is expected to be resolved this week when a joint statement is issued by Martin Davis and Andrew Lauder of Radar and John Fruin, WEA MD.

FROM PAGE 1

feedback and general discussion. I'll be here next year, and I'm glad some of the majors weren't here this year to spread doom and gloom."

Mike Watts, Charisma marketing manager, commented generally and gave an instance of how the tour had been of immediate practical use: "As we are distributed by Phonogram and don't have our own sales force we rarely, if ever, get out on the road, and this is the first time I have been able to meet dealers in 12 months. During the tour we have

given away 1,000 pre-recorded cassettes containing samples of our autumn product to give the dealers an idea of what we have coming up.

"In a practical sense, when the Tony Banks album was released recently, we were able to hear in person of difficulties — some dealers were having in getting copies and could smooth out the problems. I would certainly encourage Phonogram to take a stand next year."

Representation from the major record shop chains such as Harlequin, Our Price, Virgin and HMV was, as could be expected,

SPECULATION CONTINUES about EMI's future following last week's £145 million takeover bid by Thorn Electrical, interested in the video disc market.

The EMI board rejected the bid as "inadequate", but conceded the "industrial logic" of the offer. City opinion expects a counter-bid from some quarter, but believes that Thorn could win the takeover contest.

THE INTERNATIONAL divisions of EMI Records (UK) and Liberty/United Records (UK) are being merged in a bid for "further penetration of UK repertoire in international markets."

Paul Watts, currently general manager of EMI Records international division, will continue as general manager of the merged operation, reporting to EMI Records managing director Ramon Lopez.

Kick van Hengel, currently Liberty/United Records international manager, is promoted to deputy general manager of the merged operation.

AT A brief hearing in the High Court on Friday, Virgin Records agreed to submit to a temporary

heaviest at the London dates, as was the influx of visitors from the multiples, Boots and Woolworths.

But of the grand total of close on 4,500 visitors from the trade (of whom exceptionally high numbers attended the Bristol, Birmingham and Manchester dates) the majority were enthusiastic independents, who unflinchingly commented that they welcomed the tour as a chance to discuss all aspects of selling records, face to face with the manufacturers.

The general feeling was that the tour has established itself as an essential event in the trade and industry's calendar, and many

News in brief...

order sought by American Express banning them from using record sleeves or publicity material for the latest Sex Pistols single featuring a reproduction of a credit card.

The credit card company is alleging infringement of copyright and Virgin's undertaking is effective until a full trial of the action, for which a date has not been set.

It is estimated that the case has cost Virgin £30,000 in lost sales, plus legal and other costs.

DISTRIBUTION OF Lene Lovich's current single *Birdsong* has been hurriedly switched from EMI to CBS. The single was to have been the only exception to Stiff's recent P&D deal with CBS in order to maintain supplies to dealers. Dealers who have ordered BUY 53 and the twelve inch version BUYIT 53 from EMI will have had their orders cancelled and should re-order through CBS.

echoed the feelings of a Liverpool date visitor, Graham Water from HMV there: "I think it's a great idea, and I believe it will grow to be so big it will be a matter of course for every company in the industry, big or small, to take part."

Manning the MTA stand on the last night Harry Tipple, GRRC secretary, summed it all up on his own behalf and that of his fellow dealers with: "I think it was fantastic, and very well organised. It was a great success from the exhibitors and the dealers' point of view. More power to *Music Week's* elbow!"

WHILE THE Record Wholesalers Association keeps a low profile, the fight against retailers selling imported records continues.

Harlequin and Robinson's Records of Manchester are facing court injunctions from the MCPS which claims that they have failed to put MCPS stamps on imports from Canada and the USA. Harlequin has been issued with an injunction to stop selling the imports and negotiations for an out-of-court settlement are taking place. The case against Robinsons has been adjourned, but an injunction is likely to be issued this week. Records involved include *The Kick Inside* and *Lionheart* by Kate Bush, *Saturday Night Fever* and *Live and Let Live* by 10cc.

In the High Court last week, Our Price Records gave an undertaking not to import or sell records or tapes in the UK, manufactured and distributed by CBS Inc. in the USA.

FOLLOWING THE announcement two weeks ago of the closure of its pop record department, Chappell now intends to "phase out" its recording studio. In a brief statement, Polygram Leisure Services (UK) managing director David Fine said: "The phasing out of Chappell Studios is coinciding with certain building redevelopment of the Chappell premises. The plans are currently being studied by our professional advisers."

FIRST ALBUM release from The Motels — recently signed to Capitol and touring the UK at the moment — will be backed by 500 window displays, four sheet fly posting in concert towns together with full page advertising in the consumer and trade press. A single — *Closets And Bullets* — has been taken from the self-titled album and is released in a four colour bag.

The softer side of

Soho



I Wanna Thank You

C/W I Need Your Love

CHOP10 Order through SELECTA



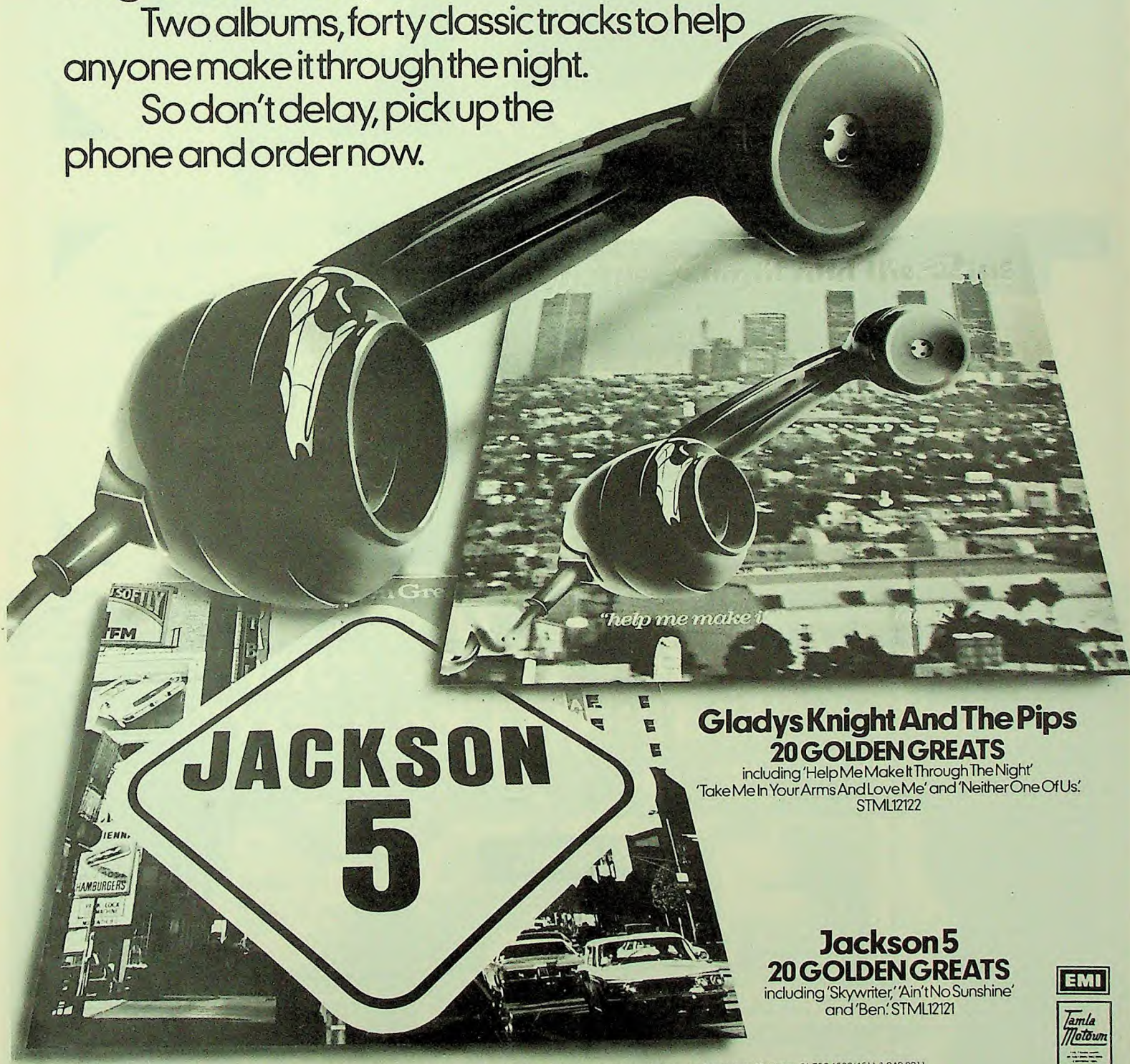
Chopper Records
9.11 Richmond Buildings
Dean Street, London W1V 5AH.
Telephone: 01-439 2527 3058

A golden opportunity to give us a ring.

Just released from the Tamla Motown catalogue, twenty golden greats from the **Jackson 5** and **Gladys Knight And The Pips**.

Two albums, forty classic tracks to help anyone make it through the night.

So don't delay, pick up the phone and order now.



JACKSON 5

Gladys Knight And The Pips 20 GOLDEN GREATS

including 'Help Me Make It Through The Night',
'Take Me In Your Arms And Love Me' and 'Neither One Of Us.'
STML12122

Jackson 5 20 GOLDEN GREATS

including 'Skywriter', 'Ain't No Sunshine'
and 'Ben.' STML12121

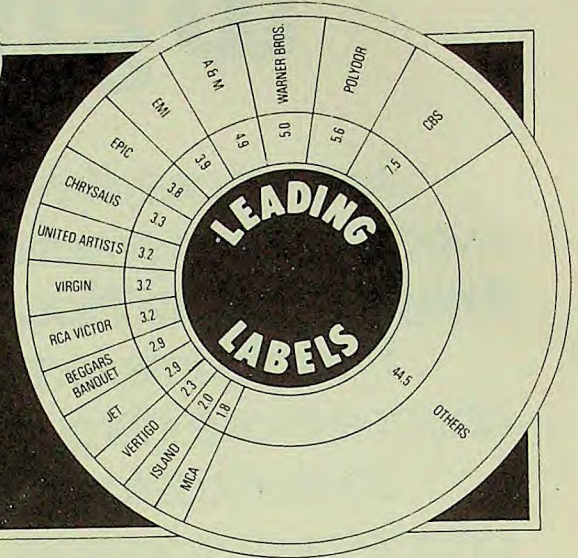
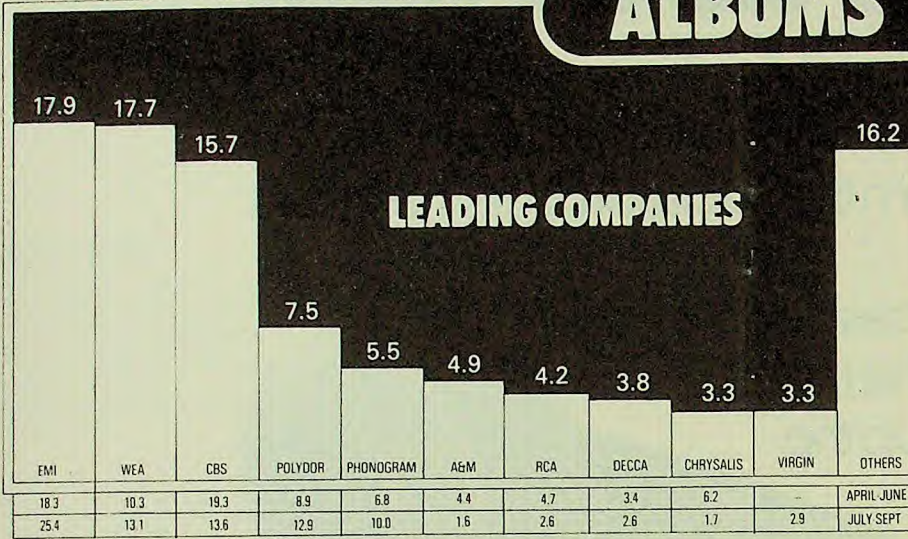


MUSIC WEEK MARKET SURVEY

PERFORMANCE RATINGS FOR JULY-SEPT 1979

THE GRAPHS on this page were prepared from statistics supplied by British Market Research Bureau and based on a weekly sample of sales through 450 record shops in the UK. Albums are those selling at £2.25 or more.

ALBUMS



SINGLES

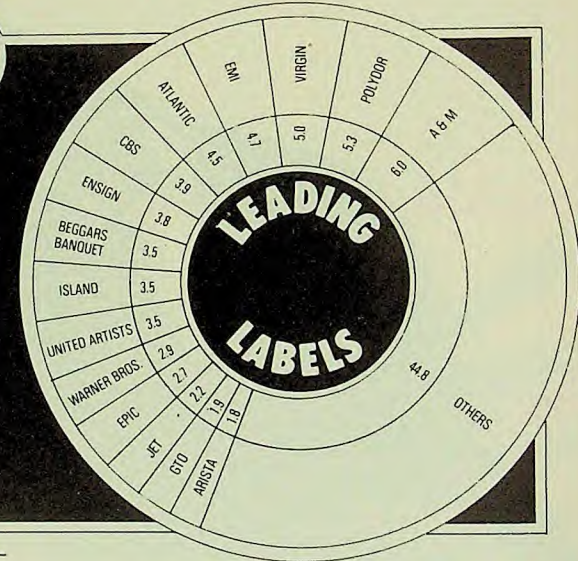
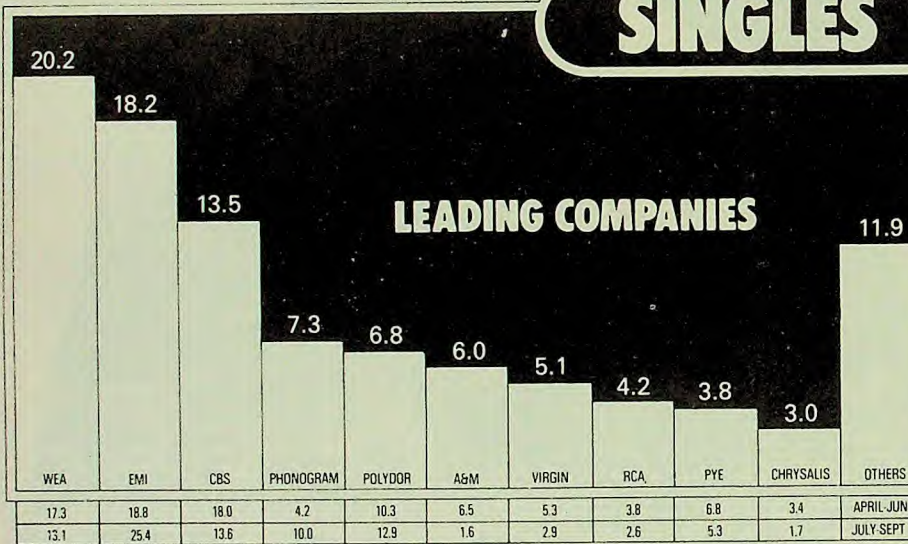


Chart Performance Survey

SINGLES

TOP FEMALE ARTISTS

1. DONNA SUMMER
2. JANET KAY
3. JUDIE TZUKE
4. AMII STEWART
5. RICKIE LEE JONES

TOP MALE ARTISTS

1. CLIFF RICHARD
2. DAVE EDMUNDS
3. B.A. ROBERTSON
4. PATRICK HERNANDEZ
5. GERRY RAFFERTY
6. RANDY VANWARMER
7. JOE JACKSON
8. JOHNNY MATHIS
9. THOM PACE
10. GARY NUMAN

TOP GROUPS

1. ELECTRIC LIGHT ORCHESTRA
2. EARTH WIND & FIRE
3. BOOMTOWN RATS
4. ROXY MUSIC
5. DOOLEYS
6. POLICE
7. ABBA
8. GIBSON BROTHERS
9. DARTS
10. DOLLAR

PRODUCERS

1. B. EDWARDS/N. RODGERS
2. GARY NUMAN
3. JEFF LYNNE
4. BRUCE WELCH
5. PHIL WAINMAN
6. ROXY MUSIC
7. BEN FINDON
8. DAVE EDMUNDS
9. MORODER/BELLOTTE
10. MIKE CHAPMAN

TOP WRITERS

1. B. EDWARDS/N. RODGERS
2. GARY NUMAN
3. JEFF LYNNE
4. ALAN TARNEY
5. FOSTER/GRAYDON/CHAMPLIN
6. BOB GELDOF
7. FINDON/MYERS/PUZEY
8. B. ANDERSSON/B. ULVAEUS
9. BRITTEN/ROBERTSON
10. FRANCEFORT/VANGARDE

TOP PUBLISHERS

1. WARNER BROTHERS
2. ATV MUSIC
3. VIRGIN MUSIC
4. RONDOR
5. CARLIN
6. PLANGENT VISIONS
7. BOCU

8. BEGGARS BANQUET/ANDREW HEATH
9. ISLAND
10. JET/UNITED ARTISTS

CORPORATE

1. WARNER BROS
2. ATV MUSIC
3. RONDOR
4. CARLIN
5. ISLAND
6. UNITED ARTISTS
7. VIRGIN
8. ANDREW HEATH
9. CHAPPELL
10. APRIL

ALBUMS

TOP FEMALE ARTISTS

1. DONNA SUMMER
2. RICKIE LEE JONES
3. JUDIE TZUKE
4. RUBY WINTERS
5. BILLIE JO SPEARS

TOP MALE ARTISTS

1. GERRY RAFFERTY
2. JOHN WILLIAMS
3. BARRY MANILOW
4. LEO SAYER
5. JAMES LAST
6. DAVID BOWIE
7. BOB DYLAN
8. MIKE OLDFIELD

9. ROGER WHITAKER
10. ART GARFUNKEL

TOP GROUPS

1. ELECTRIC LIGHT ORCHESTRA
2. SEX PISTOLS
3. TUBEWAY ARMY
4. EARTH WIND & FIRE
5. BLONDIE
6. SUPERTRAMP
7. ABBA
8. POLICE
9. DOOLEYS
10. QUEEN

TOP MISC/SOUNDTRACKS

1. THE WORLD IS FULL OF MARRIED MEN
2. THIS IS IT
3. MONUMENT TO BRITISH ROCK
4. THE WARRIORS
5. BOOGIE BUS

TOP PRODUCERS

1. JEFF LYNNE
2. GARY NUMAN
3. M. WHITE/A. MCKAY
4. MIKE CHAPMAN
5. SUPERTRAMP/PETER HENDERSON
6. B. ANDERSSON/B. ULVAEUS
7. POLICE
8. S. MYERS
9. BEN FINDON
10. QUEEN

TOP LPs PRICED £2.25 AND

1. THE BEST DISCO ALBUM IN THE WORLD, Various, WEA
2. DISCOVERY, Electric Light Orchestra, Jet
3. REPLICAS, Tubeway Army, Beggars Banquet
4. BREAKFAST IN AMERICA, Supertramp, A&M
5. I AM, Earth Wind & Fire, CBS
6. PARALLEL LINES, Blondie, Chrysalis
7. VOULEZ VOUS, Abba, Epic
8. IN THROUGH THE OUT DOOR, Led Zeppelin, Swan Song
9. OUTLANDOS D'AMOUR, Police, A&M
10. NIGHT OWL, Gerry Rafferty, United Artists
11. QUEEN LIVE KILLERS, Queen, EMI
12. BRIDGES, John Williams, Lotus
13. THE PLEASURE PRINCIPLE, Gary Numan, Beggars Banquet
14. THE BEST OF... The Dooleys, GTO
15. STREET LIFE, Crusaders, MCA
16. SLOW TRAIN COMING, Bob Dylan, CBS
17. DOWN TO EARTH, Rainbow, Polydor
18. SOME PRODUCT, CARRI ON SEX PISTOLS, Sex Pistols, Virgin
19. MANILOW MAGIC, Barry Manilow, Arista
20. ROCK'N ROLL JUVENILE, Cliff Richard, EMI

TOP SINGLES

1. WE DON'T TALK ANYMORE, Cliff Richard, EMI
2. DON'T LIKE MONDAYS, Boomtown Rats, Ensign
3. BANG BANG, B.A. Robertson, Asylum
4. CARS, Gary Numan, Beggars Banquet
5. ARE FRIENDS ELECTRIC, Tubeway Army, Beggars Banquet
6. WANTED, Dooleys, GTO
7. ANGEL EYES/VOULEZ VOUS, Abba, Epic
8. SILLY GAMES, Janet Kay, Scope
9. IF I SAID YOU HAD A BEAUTIFUL BODY, Bellamy Bros, Warner Brothers
10. ANGEL EYES/VOULEZ VOUS, Abba, Epic

"ON THE RADIO GREATEST HITS VOLUMES ONE & TWO"

A brand new double album of Donna's Greatest Hits, featuring Donna Summer & Barbra Streisand together for the first time on **"NO MORE TEARS (ENOUGH IS ENOUGH)"**



The single:
"No More tears
(Enough Is Enough)"
CAN 174

The album: "On The Radio
Greatest Hits Volumes
One & Two" CALD 5008
Cassette ZCCAD 5008

featuring:-
Love To Love You Baby
I Feel Love
Heaven Knows
Last Dance
MacArthur Park
Hot Stuff
Bad Girls
Dim All The Lights
I Remember Yesterday
I Love You

Back-up includes:-
Radio Campaign (Capital,
B.R.M.B., Piccadilly, Clyde
& Forth

National Press Campaign
(The Sun, News of the World,
Daily Star, Daily Mail,
Daily Express)

London Transport/Underground
Campaign
Provincial Bus Campaign
Full Colour Posters
National Fly Posting
P.O.S. Display Material

*BARBRA STREISAND COURTESY OF CBS RECORDS.

AND

FROM **REAL THING** THE SINGLE
"GIVE ME ALL YOUR LOVE"
b/w **"YOU CAN'T FORCE THE FUNK"**
7" 7P142 12" 12P142

HEADING STRAIGHT FOR
ALL MAJOR PLAYLISTS.



Orders To: Pye Records Ltd., 132 Western Road, Mitcham, Surrey CR4 3UT. Telephone: 01-640 3344.

RETAILING



POLYGRAM'S NEW Import Music Services division caught the interest of the girls from Preedy's, Derby, and general manager Barry Griffith (left) and area manager Mike Sage show their catalogue to Karen Hefford, Jennifer Pryor, Brenda Seal and Pippa Crane.



WYND-UP'S closed circuit video camera was a focal point of its stand, and area manager George Turner (right) is seen demonstrating it to Paula Risk and Tony Standen from Bradley's, Manchester, while Wynd-up telephone sales girl Yvonne Allen looks on.

MUSIC WEEK RECORD DEALER TOUR IN MANCHESTER



NOT IN the usual line of his duty, but DJM's business affairs manager Paul Davis seems to be enjoying pinning a Jasper Carrott badge on Paula Risk from Bradley's, Manchester.



DISPLAYING HIS array of colourful belt buckles is Belt-Up's Stuart Alexander and prospective customer Tony Heaton from New World Records, Preston.



EMI'S MOR manager Vic Lanza seen enjoying himself with the girl assistants from Robinson's, Manchester, as they dip into his bowler hat to take a chance in the win-a-Max-Boyce-book-raffle. The girls are Bernadette Tyman, Jenny Golley, Marilyn Wilkinson, Sylvia Smith and Linda Henry.



TOASTING THE success of Sad Cafe on the RCA stand are Wynd-up buyer Allan Townley and his wife Margaret, Sad Cafe bass player John Stimpson, RCA's Gillian Barton and Trevor Charlesworth, Makro buyer Dave Cave, and RCA's Lila Cohen and George Jones.

DEALER TOUR IN LIVERPOOL...DEALER TOUR IN LIVERPOOL...DEALER TOUR IN LIVERPOOL



TAKING THE chance to talk about trade to Polydor deputy MD Tom Parkinson and MD Tony Morris are Graham Water of HMV in Liverpool and Brian Maher of Beaver Radio, Liverpool — flanking Polydor area manager John Harrison.



REFRESHMENT AND free Blondie posters drew Angela Wilcox and Bernadine Ash from Woolworths in Macclesfield to the Tandem stand to meet (left to right) Chrysalis sales manager Robbie Hart, Arista sales promo manager Gary Schofield, and Tandem north west rep Mike Moran.



CHARISMA ARTIST Bill Lovelady (right) visits the raciest stand on the tour, and is pictured with (left to right) Alan Palk of Ken Palk Ltd., Liverpool; Sandy Hind from Virgin in Liverpool, Tommy Richards of Virgin in Manchester, and Charisma northern promo rep Tony Michaelides.



HAVING ONLY become a record retailer a few months ago John Wilson, (centre), of Migrant Mouse in Chester, wanted as much information as he could get from every Dealer Tour stand. He is discussing accessories with (left to right), Peter Fenton, of Culture Shock, Stuart Taylor and Dave Seeds of Rocktopography, and William Smith of Badge Sales.

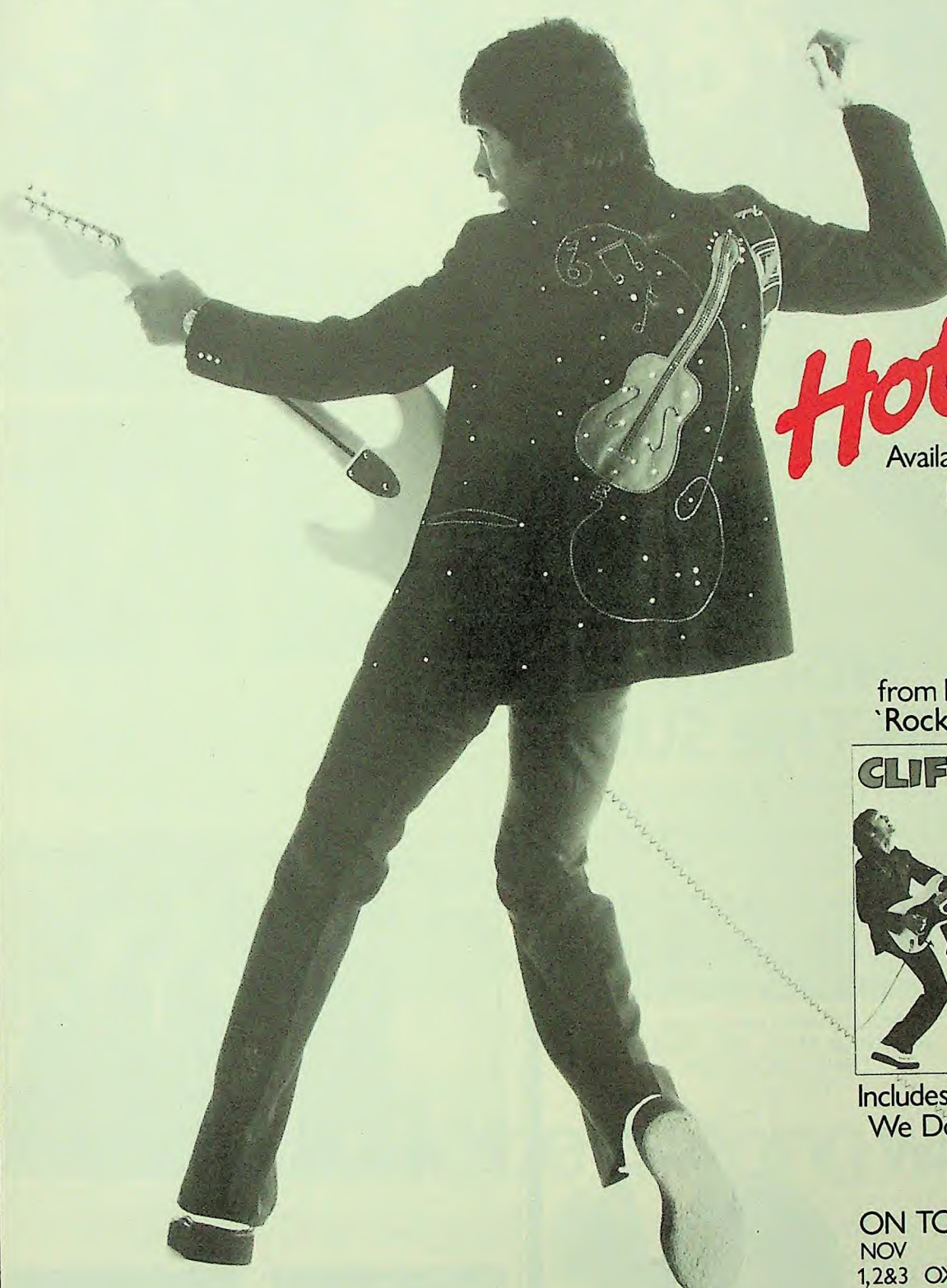
Following my recent departure from W.E.A. I wasn't expecting too much moral support from people within this selfish, but wonderful business in which we work. However it was a pleasant surprise to receive support, particularly from the following people — Tony Hale, Stuart Hurrell, Derek Brandwood, Phil Griffin, Tony Lennane, Roger Day, Dave Lincoln, Nick Johnson, Rob Arkin, Chris Lyons, Steve Dime, Frances (Screen Gems) Alan Sykes. A big thank you from

TONY CANNON
at
M.A.P. INDEPENDENT PROMOTIONS
029 881 2829

A GOOD turnout from Hardmans at Liverpool, with (l to r) Lesley May from the Chester branch, Pat Stannard, area manager Jed Taylor and (second from right) Lorraine Taylor, looking at what Geoff Turner, Wynd-Up area manager and John Champion, national sales manager of Wynd-Up have to offer.

ON THE Virgin stand: Des Frazer, northern area manager; P.J. Kinsella, north west rep; Hilary Routledge, and Veronica Hopkins assistants to Virgin sales manager Ann Kelly; Mark Cambe of Dins Records, Mike Davison of Ali Baba Records, and Denis Cambe of Dins.

CLIFF RICHARD



HIS
NEW SINGLE

Hot Shot

EMI 5003

Available in full colour
picture bag

from his current album
'Rock 'n' Roll Juvenile'

CLIFF RICHARD



Includes his number one hit
We Don't Talk Anymore

EMC 3307
Available on tape

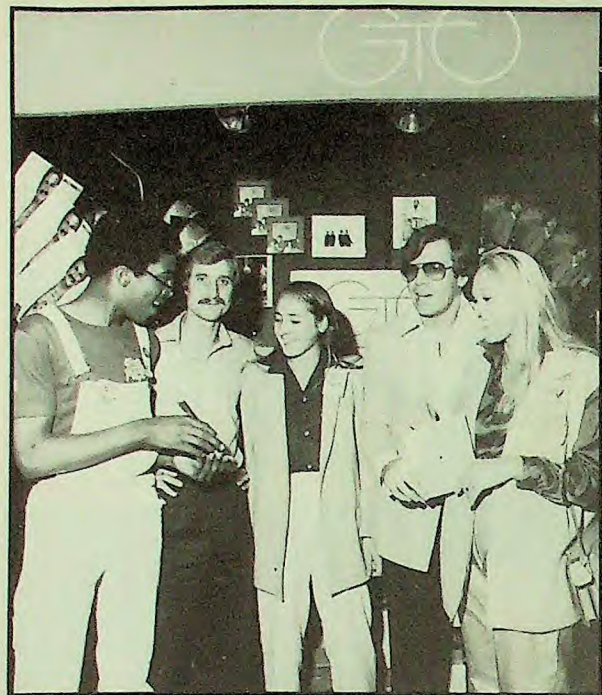
ON TOUR

- NOV
 1, 2 & 3 OXFORD, New Theatre
 6, 7 & 8 BIRMINGHAM, Odeon
 10 LIVERPOOL, Empire
 14 & 15 SOUTHEND, The Cliffs Pavillion
 16 & 17 BOURNEMOUTH, Winter Gardens
 21, 22, 23 & 24 GLASGOW, The Apollo
 28 & 29 LEICESTER, The De Montfort Hall
 30 THE BRIGHTON CENTRE
- DEC.
 1 THE BRIGHTON CENTRE
 5, 6, 7 & 8 MANCHESTER, Apollo
 13, 14 & 15 LONDON, Hammersmith Odeon
 18 COVENTRY



Marketed by EMI Records (UK), 20 Manchester Square, London W1A 1ES. Sales and Distribution Centre, 1-3 Uxbridge Road, Hayes, Middlesex.

RETAILING



IN BIRMINGHAM

(LEFT) WES from HMV Birmingham discusses the finer points of GTO singles with (l to r) Paul Clark of GTO, Debbie Leadon, Michael Peyton GTO marketing director and Sue Leadon. Both girls come from St Louis Blues/Oasis, Corporation Street, Birmingham.

(RIGHT) THE DJM stand was mobbed by autograph hunters when Jasper Carrott arrived. He's seen here with Stephen James (DJM MD), Paul Davis (DJM head of business affairs) and sales manager Steve Bott. The new Carrott album, *The Unrecorded Jasper Carrott* is already in the charts.



STEVE HACKETT (right) made a personal appearance at the Charisma stand at Birmingham and is seen here in conversation with Bob Barnes of Discovery Records Stratford on Avon — not the Bob Barnes of Charisma New York and greyhound racing fame — and Charisma marketing assistant Julia Collins.



LRD MANAGING director Alan Kraupe visited the Birmingham show and is seen here on the EMI stand with (l to r) Andy Cash (EMI), N. Puri of Goulds, Wolverhampton and Keith Staton of EMI. One of the attractions on the EMI stand was a lucky dip with Max Boyce books as prizes.



AMONG THE videos being shown on the Warwick stand was *The Bitch* with Joan Collins. Seen here discussing the soundtrack album are (l to r) R. Coombe of Young Activities, Janet Reynolds of Woolworths, Paul Halinwell (Warwick field sales manager) and Keith and Mo Williams of Coda Records, Birmingham.



MIKE SAGE of Import Music Service holds forth with Chris Shore (left) and Stan Boden (right) both of Reddifusion Nottingham.



JOYCE BAILEY, Birmingham area organiser of the MTA and husband Alan Bailey of Pied Piper Music, Halesowen near Birmingham point out the benefits of the organisation.

FREE!

Rock Records

FORCE OF THE FUTURE

HOLIDAY IN THE SUN!

That's what we are giving away
Rock Records Celebrate the release of
it's value packed single

GUESS IT DOESN'T MATTER ANYMORE
(BY NAVIEDE)

INCLUDING 3 other titles —
RUNNING BEAR, SEA CRUISE,
LOVE IS FOREVER.
Cat.No. RRI



PLUS! We are offering the first 5,000 singles at

ONLY 11p.

CUSTOMER INCENTIVE,
COMPETITION TO WIN 10 FREE BIKES



ORDER FROM YOUR LOCAL WHOLESALER
OR DIRECT FROM:-

ROCK RECORDS, MILLIE MELIA, KING ST. WEST,
MANCHESTER M3 2PA. Telephone: 061-832 2537

EVERY ORDER RECEIVES A FREE ENTRY FORM.



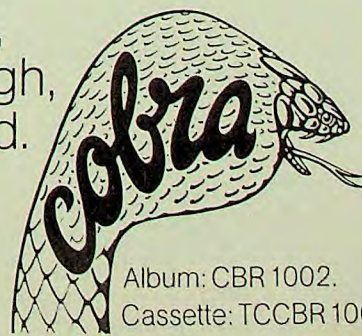
The kids won't be listening with Mother.

Little Bo Bitch's first album. It features their newly-released single, It's Only Love. And to launch it, they're on the road right now, heading their first 40-date U.K. tour.

Meanwhile, we're putting ads in Sounds, NME, Melody Maker and Record Mirror. Altogether it's enough, we think, to make Little Bo Bitch a very big young band.



Marketed by EMI Records (U.K.), 9 Thayer Street, London W.1. 01-486 7144.



Album: CBR 1002.
Cassette: TCCBR 1002.

INTERNATIONAL Living up to the successes of '78

By FRIEDRICH SCHMIDT
Co-President, Ariola-Eurodisc

SUCCESS AS a commitment — this was the motto of Ariola's big sales force meeting in February 1979. The motto perfectly reflected the situation that Ariola was facing in the beginning of this year after an outstanding sales growth rate of 32.4 per cent in 1978. This exceptional 1978 development was, for us, not only a commitment, but also a great challenge.

As a matter of fact, Ariola's results of the first half of 1979 have not been entirely satisfactory, if we compare them with the tremendous turnover increases of last year. Like many other firms in the audio business, we were obviously passing a natural phase of normalisation.

However, for the second half of 1979, we can again report a very pleasant upward trend in business. Since August, our turnover figures are in accordance with our optimistic 1979 planning. Reasons for this positive development can be seen in strongly increased sales of new hit material as well as the sales contribution of our constantly expanding entire scope of repertoire, including classical music.

The present situation underlying our optimistic expectations is reflected by the latest Top 50 chart released by the German trade magazine *Musikmarkt* (October 15). No less than 15 singles and 10 LPs among the best-selling records in Germany are distributed by Ariola.

The most important pre-requisite for our present and future success, of course, is the work of a big number of excellent and creative label partners, artists, producers and writers. In the field of German language singles, LPs and tapes, the leading artists of 1979 are Gschinghis Khan, Peter Alexander, Andrea Juergens, Udo Juergens, Mireille Mathieu, Frank Zander, Gebrueder Blattschuss, Bernhard Brink and Michael Holm.

The *Musikmarkt* German language best-seller chart of October 15 contained 12 out of 20 hits by Ariola and its partners. Best-selling international singles have been released by Boney M., Amanda Lear, Eruption, Amii Stewart, Saragossa Band, La Bionda, the Teens,

Adriano Celentano, Bernie Paul and Lou and the Hollywood Bananas, and internationally successful albums include ones by Boney M., Manfred Mann's Earthband, Amanda Lear, the Teens, Bob Marley, Eruption, Sally Oldfield, Amii Stewart, J. J. Cole and Mike Oldfield.

The success of many German productions among these best-selling international acts underlines again the importance and increasing role of Ariola and its partners within the international music market.

Furthermore, as in former years, we are glad to register the breakthrough of a number of new acts in Germany such as Angelo Branduardi, Robert Palmer and The B-52s. The same goes for a wide range of first-class reggae acts which Ariola Germany represents for its two UK label partners, Island and Virgin. Sales of this special repertoire showed very good results, and were supported by a most successful promotion campaign tagged Reggae By Bus throughout the whole Federal Republic.

Looking ahead, I consider two things to be important. Firstly, it is almost certain that we will not be able to reach the same increase rates this year as we did in 1978, which were absolutely exceptional.

Secondly, I am convinced that Ariola will continue to expand its national and international market shares in 1980. Our expectations for Germany are a minimum turnover increase of eight per cent without taking into account new additions to our catalogue. Here, above all, the acquisition of one of the most interesting firms in the US, Arista Records Inc, will undoubtedly provide us with an excellent basis for strong future development.

Video discs? Forget it!

By TERRI ANDERSON

THE MOST exciting and advanced sound carrier which is likely to grab public interest is the compact disc. Using the still emerging digital sound technology, it can carry two full hours of recording on a surface as small as four inches in diameter, and it offers superb reproduction.

The pop video disc? "You can forget it" — as a big selling commercial prospect.

These are the firmly-expressed views of a man better qualified than most to offer an opinion on the subject of recording techniques and their end products. Horst Redlich, technical director of the Teldec studios and labs in Berlin, is a man who can simply give "inventor" as his profession. He has been involved in numerous pieces of audio pioneering.

"Here at Teldec we have worked for 25 years on the problems of electro mechanical recording, and all our activities in respect of recordings, and research and development, are my job," Redlich explained. That job has given him an opportunity to watch and take an important part in all stages of the relatively short, but eventful, history of sound reproduction since the advent of stereo.

He recalled: "In 1957 and '58 Decca UK had a big role in the standardisation of stereo techniques, and did work on carrier frequencies in stereo tape." His personal involvement with what has been the biggest single breakthrough in recording was very close. He worked on the invention of the first practicable stereo cutting head, and his 1957 technical paper on the subject makes interesting reading — even if some of the dense expert data is beyond the grasp of most of us.

The first LP had been produced by Teldec, and it moved on to thinking about stereo. Pointing out that EMI had already been working on the idea (although no-one at Teldec knew that) Redlich explained: "Stereo theory was not complicated, but the practical side was. But even the first crude cutting head was such good quality that Decca said 'go ahead with that idea'. From the stereo project we learned that we could cut very high density discs, with a great deal of information in the grooves, and this led directly — but in due time — to

Edited by
NIGEL HUNTER

work being done on the video disc in 1970. A video disc has more than 100 times as much information on it than an ordinary LP."

The same original train of thought, taken further and utilising all the sophisticated knowledge and experience which the audio technicians had been acquiring in many areas over the years, led to work on the compact disc and digital recording. Redlich emphasised that it is all one clear line of research and development, making the digitally recorded, mastered and replayed disc of tomorrow the fully legitimate great grandchild of the stereo LP.

The generation which saw the birth of the video disc is looked at objectively by Redlich, even though he helped to bring that baby into the world. As a man who obviously likes to speculate on the social and commercial aspects of his work as well as the technological side — and who does so with pleasantly detached good humour — he judges the video disc to be an interesting and useful development, but one which will be of real interest only in the minority markets, like educational aids.

"While you can listen hundreds of times to a sound recording of a rock artist, who really wants to watch him make the same movements in a concert or whatever, over and over again?" he argued, adding that the public could not, of course, record their own discs as they could video cassettes when they wanted a change.

Redlich's current project, which as far as sound goes easily justifies his enthusiasm, is the Teldec Cassette Disc System — CDS. "When we change the LP record the first aim is to make the quality better, and CDS is very high quality. The first big improvement we did

was to make it protected from all injury. It is encased in a flat, non removable plastic cassette. Secondly, the error correction system in the digital recording has eliminated all dropouts. It is very easy to handle and has a very long life."

Although the compact disc is being hopefully hailed in some quarters as the new public attention-grabber, which could revive the music industry and start another cycle of audio hardware buying, Redlich sounded a warning. The lesson of quadrophonic sound's commercial failure should not be forgotten, he felt.

"At the moment the problem is a standardisation of the system. We at Teldec have made our decision on the CDS, but at an international conference 15 different companies with differing ideas discussed this matter. But we hope in a few years to work towards a one standardised system, or maybe two systems.

"The Japanese are looking for a big hold in the hardware market in the West, and so are pushing their system very hard. In Europe there is a little reticence, because ordinary records are selling well and we do not want to make people feel they should not buy them because they will be outdated soon."

Standardisation on the digital compact disc must come, Redlich insisted, pointing out that the differences in technical opinion are mostly in such areas as the size the disc should be (those who want a 12-inch diameter record support the idea that there will eventually be one domestic playback system for both video and digital-audio discs) and what is used to play it back.

"The various reading systems proposed really come down to either touching the record with a stylus (all such product would be compatible) and not touching it — i.e. reading it by laser. We want our system to go forward because our record can be read by any touch system and by laser."

LA investors buy ABC complex

From MIKE REYNOLDS

LOS ANGELES: The ABC building and three recording studios complex here has been sold for an undisclosed sum to some Los Angeles investors, and is now occupied by Scott/Sunstorm Recording Studios.

The director of the latter studios is Gene Mackie, formerly with Casablanca and ABC, and the financial director is Ed Conway, who has worked with ABC and MCA. Managing director is J. A. Maillian, who is also chairman of the Coronet group of companies and Beverly Hill Management Consultants.

Some of the former ABC staff have been retained for the new operation, including engineering manager Reggie Dozier (brother of Lamont) who spent six years with ABC, and Lanky Lunstrot, mastering manager, with five years of ABC service.

Scott/Sunstorm has a mastering deal with Chrysalis Records for "a significant proportion" of that label's mastering needs, and has been doing sessions with Motown act Switch and Lamont Dozier.

With an eye to future developments, it is building a two-storey video production complex on the site of the former ABC mail-room.

THE CONTROVERSY surrounding the death of Elvis Presley has taken a new turn following a programme on the subject by ABC TV's 20/20 series,

Dateline:
Los Angeles

a sort of Sunday night Panorama-type show.

During the programme it was alleged that the cause of Presley's death was being deliberately concealed, and Baptist Memorial Hospital officials in Memphis have been ordered to hand over the autopsy report to chancery clerk John Roberson for securing in bank vaults pending a hearing.

THE AMERICAN Society of Composers, Authors and Publishers (ASCAP) filed 35 Federal suits in 12 states on October 7 against unlicensed jukebox operators.

This is another move in the society's continuing battle to obtain royalty payments from the jukebox industry using copyright songs and music in its machines across the nation. ASCAP claims that there should be an annual royalty income

of nearly \$4 million from the jukebox sector as opposed to the actual \$1 million being collected.

TWO ATLANTA concerts by the Bee Gees in the Omni Theatre at the end of last month raised \$50,000 for the Martin Luther King Centre for Social Changes fund. The 17,000-seat theatre sold out for both performances.

Aussie move

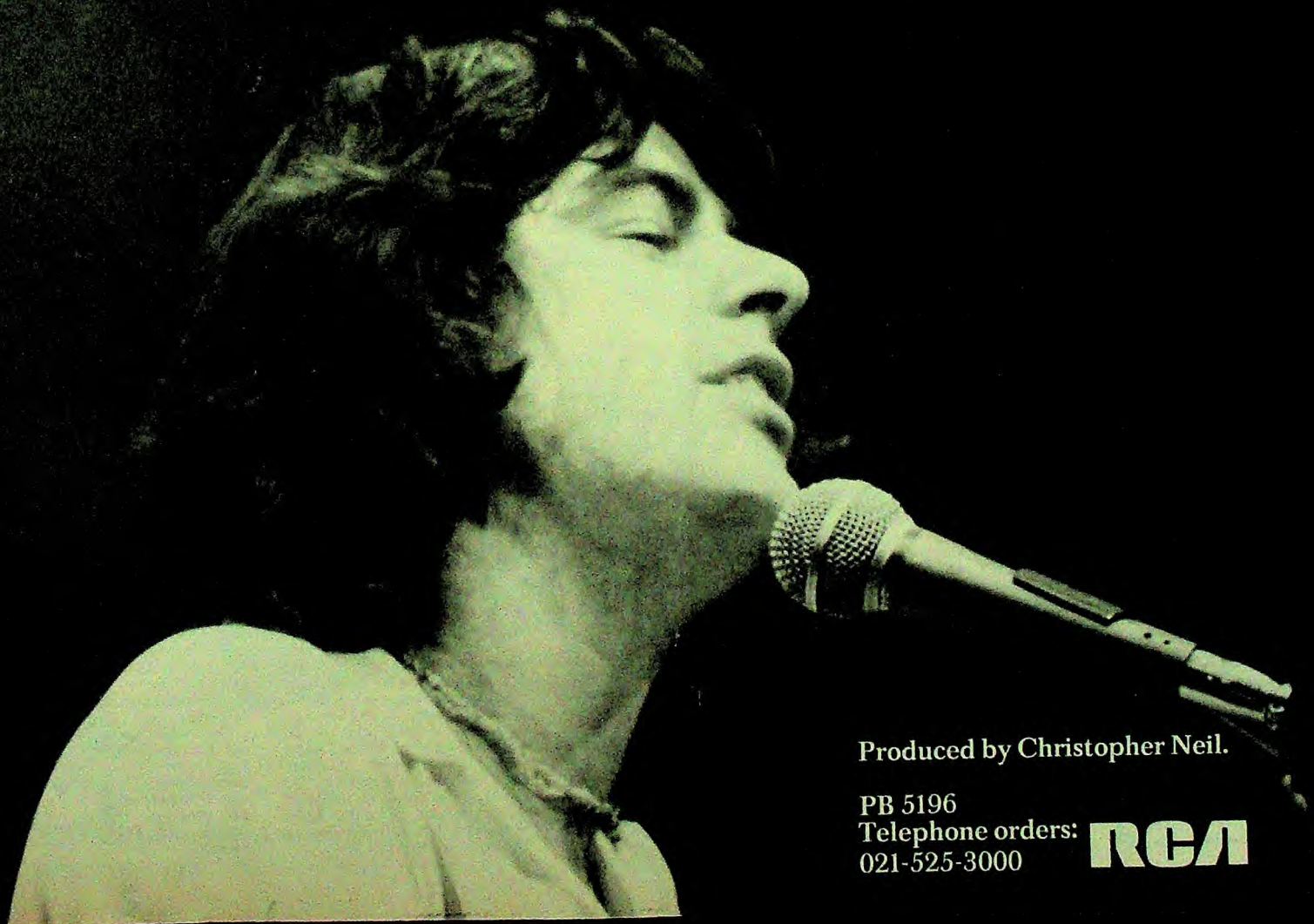
SYDNEY: WEA Records Pty. Ltd. has moved into its new fully-owned administration and distribution complex in Crow's Nest, Sydney. The official opening ceremony was performed by WEA International executive vice president Phil Rose at the conclusion of the Australian company's 1979 sales conference.

The overseas contingent of guests headed by Rose included Warner Bros Records International VP Tom Ruffino, Atlantic International VP Bob Kortheiser, WEA International A&R executive director Dan Loggins and WEA International VP and treasurer Ken Cooper.

GERARD · KENNY

CRIME THAT PAYS

HIS NEXT HIT RECORD.



Produced by Christopher Neil.

PB 5196

Telephone orders:

021-525-3000

RCA

PUBLISHING

Valentine's day

ALTHOUGH THE company has scored a major hit recently on the Continent with Frank Mills' Music Box Dancer, a UK hit has been a long time coming for the Valentine Music Group. This situation has now been put right by Lena Martell's first major hit, One Day At A Time.

The last time Valentine was represented in the UK charts was with Perry Como's For The Good Times back in 1973. The new song comes from the Nashville-based Buckhorn Music catalogue owned by the song's composer Marijon Wilkin, responsible for discovering Kris Kristofferson.

Produced by her manager George Elrick, the Lena Martell hit has been "a sleeper" in the true sense of the word, originally issued by Pye about a year ago, and recent heavy promotion on the disc by veteran song plugger Johnny Wise has taken

Edited by
NIGEL HUNTER

the disc high in the charts.

The song, originally an American country hit for Marilyn Sellars, has also become Ireland's biggest selling hit ever via a version by Gloria.

The Valentine Music Group controls the Buckhorn catalogue for the world outside America and Canada, and ironically both For The Good Times and One Day At A Time originate from the Nashville music company.



ZACK LAURENCE and Kim Goody acknowledge the acclaim of the Castlebar audience after winning the County Mayo town's 14th international song contest with Laurence's composition Talkin' To A Stone. Photo: Liam Lyons.

Firm to handle Heroes

A NEW York-based company, Western Galaxy, has been set up by songwriter/producer Barry Mason and American television producer Michael Johnson, to handle a new project, American Heroes, which is to be financed by WEA.

Johnson, noted for his award winning disco TV special, Discomania, has already written the American Heroes book, which tells the story of a man visiting Hell and meeting people like John F Kennedy, Martin Luther King, Al Capone and Marilyn Monroe, while Mason is currently writing the music with a variety of composers, including Les Reed and Roger Greenaway.

Recording is expected to start soon with a possible all-star cast for a release in the New Year.

WEA is understood to have put \$200,000 behind the project and will have first option rights to a possible film and stage presentation. Western Galaxy and Warner Brothers Music will share worldwide music publishing rights.

Barry Mason and Michael Johnson negotiated the deal recently with WEA Records UK managing director John Fruin and WEA executives Dave Dee and Troy Dante.

Mason and Johnson are also currently working on the idea for a film based on New York's gangland called Tricks, and a possible film with John Daly of the Hemdale Group.

Barry Mason, a recent recipient of a BMI award for Love Me Tonight, has also recently completed a disco album, Bizarre with Alan Hawkshaw for Polydor release next month and a single, Let Me Fill Your World With Love is to be issued shortly.

Countdown to Contest

A SONG For Europe, the BBC-organised eliminating contest to find the UK entry for next year's Eurovision Song Contest, is currently being prepared, and artists involved must be available between March 16 and 29 next year, plus two extra days with regard to the shooting of the preview film.

The Music Publishers Association distributed application forms and copies of the Eurovision entry rules with its newsletter dated October 19, and any interested publishers who did not receive this matter should contact MPA assistant secretary Brian Newman without delay (01-580 3399).

The deadline for submitting songs for the Song For Europe eliminating process is November 9, and the 12 finalists will be announced at the MPA Christmas luncheon on December 18.

The 1980 Eurovision Song Contest is due to be held on April 19, but the country where it will be staged has not yet been decided. Israel, being the winner this year again, should be the venue according to the Eurovision rules, but has indicated that it cannot sustain the substantial costs of staging the contest for a second year running.

MPA secretary Dana Josephson has resigned, and will leave his post on December 18 to join the BBC Publications Department. He has been with the MPA for four years, two in his present position.



RONDOR MUSIC (London) has acquired exclusive UK representation of the Motels, the Los Angeles-based band recording for Capitol, and currently touring the UK and Europe. Pictured after the deal was signed are (back row, from left) Motels joint manager Ken Fritz, Rondor MD Bob Grace, Rondor general manager Mick Rowlands, Motels joint manager Dennis Turner, and (front row, from left) Motels members Jeff Jourard, "Chlorine" and Martha Davis.

BROADCASTING

Edited by DAVID DALTON

News in brief...

REFLECTING THE growth of the ILR network, the IBA has appointed Major General Peter Baldwin to the newly created post of assistant director of radio, reporting to director of radio, John Thompson.

Currently chief signal officer with the British Army of the Rhine, he takes up his post on November 27. He has been closely associated with the BFBS, setting up the British Forces TV network in Germany.

FROM THIS Sunday Mike Smith takes over the Breakfast Show on Capital from Kerry Juby who has joined Maggie Norden as co-presenter of Hullabaloo (see MW October 20). The programme will now incorporate regular religious features.

BBC RADIO Sheffield is to record the first public performance of a new orchestral work — Concerto For Electric Violin — by Darryl Way this Wednesday during the final week of the Big Top Theatre in Sheffield's Norfolk Park, an event jointly organised by the station and South Yorkshire Council. The work will form part of a family concert by the 60-piece English Northern Philharmonia and will feature former Curved Air member Way on solo electric violin.

Divine conception in Vatican City

WHEN IN Rome, the thing to do now is to listen to Radio Vatican FM-stereo to hear the best music — pop, jazz and MOR. *Tipsheet's* Sue Francis spoke to the man responsible for the station's musical inception, American Reverend John S. St. George, who would be most interested to hear from UK record companies interested in getting their product aired.

This Jesuit priest first visited Vatican City in 1966, for a theological course. As chairman of the Department of Communication Arts at New York's Fordham University and director of their FM radio station WFUV, he was asked to write an analysis of Radio Vatican.

"This I did generally suggesting that though the programming had its own validity, they simply were giving a very negative impression. At the best they were broadcasting to the converted," he explains.

St. George is now responsible for six hours of music heard on the station each day.

Radio Vatican was thought up by Pope Pius XI and opened with assistance from Marconi in 1939. As the Vatican is an autonomous state within Italy, it holds an active membership in the European Broadcasting Union. A total of 300 people are employed, representing 35 countries broadcasting in 19 different languages and with some 150 permanent and occasional stringers. The nucleus of the management is made up of some 30 Jesuit priests like St. George who work exclusively for the radio operation.

Though Italy possesses no audience research figures, after only

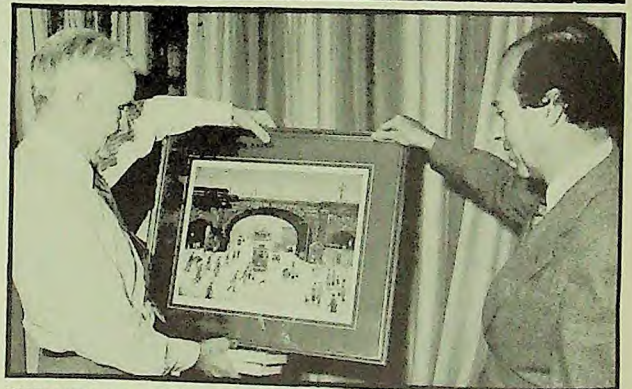
three months of transmission of a music format, the sales of FM radios jumped 400% in the leading radio retail outlet. Record companies have also been delighted to see the continuing increase of sales of records broadcast on the station. Today the only other pop music officially broadcast is heard on the State operated radio station RAI for only four hours a day.

Within the musical product heard on Radio Vatican each day are programmes featuring pop and jazz, another using MOR music and special concerts.

"In the pop category we are always looking to find and play new acts. We use hard rock bands but punk or new wave does not fit into our policy."

Disco is also not in their musical requirements. Thus, Rome's latest disco hit, about the Pope, could not be heard on the station.

As an added plug for each record received and played, at the insistence of St. George, the magazine *Scelta TV*, which publishes their play list must also print the name of the act, who is playing on the track, order number, record company and playing time. Reverend John S. St. George can be contacted at Studio A, Radiovaticana 00120, Citta del Vaticano.



THE NEW says goodbye to the old, as retiring chairman of Radio Hallam, Gerard Young (left), is presented with a limited edition print of an Arthur Delaney picture of the Wicker Arches in Sheffield in the 1930s by new chairman, Michael Mallet, on behalf of the directors of Radio Hallam. Young, who has been chairman since 1973, was also presented with a portable radio from the station staff and a solid silver inscribed letter opener from the entire company.

Six bid for Scots station

SIX APPLICATIONS to operate Independent Local Radio services for Aberdeen and/or Inverness were received by the IBA by the closing date last week.

When the franchises were offered in July, applications were invited from consortia proposing to provide ILR services for both Aberdeen and Inverness, with appropriate arrangements for separate programming and organisational structure in the two localities.

These have come from Aberdeen Inverness Radio Ltd., Cramond House, 17 Rubislaw Den North, Aberdeen; North of Scotland Radio Ltd., 13 Albert Street, Aberdeen IAB 1XX; Radio Caledonia, PO Box 33, Broadfold Road, Bridge Of Don, Aberdeen AB9 8BS; Radio North East Ltd., 10 Bon Accord Square, Aberdeen AB9 1XF.

Applications for just one locality were also invited and one was received for Aberdeen from Aberdeen Radio For The Community, St Katherine's Centre, 5 West North Street, Aberdeen.

One for Inverness only was received from Moray Firth Community Radio, 45 High Street, Inverness.

The IBA stated that these will be considered in relation to applications for a contract for the other locality, and to any proposals that applicants might put forward for association between the two stations or with other ILR stations in Scotland.



Motions b/w Spartans. The first single from Craze.
 Executive producer Pete Townshend. Available in special colour bag. See them on tour shortly.



Marketed by EMI Records (UK), 9 Thayer Street, London W.1. 01-486 7144.
 J.B. Management, 1351 London Road, London SW16 4BE. 01-679 5536.



TIP SHEET

Recording behind the Curtain

PIERRE TUBBS has just returned from Hungary, having produced the top group in the East Bloc, Fonograf. With tapes in hand he is looking for a record company that might be interested in releasing product from a group that has 26 albums to their credit and draws crowds of up to 40,000.

His description of this experience should serve as an insight to anyone else anticipating such a project: "I knew nothing about the East," he explains. "I was expecting the worst, and found instead a completely relaxed situation."

"The studio that I was to work in was the only studio in Hungary and contained all the latest western equipment courtesy of MCI, Studer, and so on. My job was to produce six titles with this group. This was accomplished to the minute with various forms being signed every day for the Government."

"The techniques for recording were primitive and many rules had to be broken. The results were, in the band's opinion, the best recordings they had ever made. Fonograf are only allowed out of Hungary once in every three years and had never seen western artists perform in a studio. They have a lot to learn but are willing and their talent is exceptional." Contact Pierre Tubbs, 5 Dorlcote Road, London SW18. (01) 870 1683.

Hayes—all set for success

LYNDA HAYES, 26 year-old American singer/songwriter played a successful week at Ronnie Scott's Club this summer, appearing opposite the great Dizzie Gillespie. And manager, Harry Paton Evans, says: "Although only a support, the audience and music business professionals were unanimous in their praise for Lynda's performance."

"Her latest single, Rock & Roll Slave, had been released that week and the only disappointment was that nobody from the record company came to see her work. All has now been rectified and Lynda is free of any recording or publishing commitments."

Paton Evans is now talking to a television network about a series based around Lynda's singing and he reports she has been approached to take the leading role in a new West End musical due to open in the new year.

Lynda has also recently finished

another week at Ronnie Scott's, and Pete King, manager of the club reports to *Tipsheet*: "Although we normally do very good business with artists such as Dizzie Gillespie, I was very surprised to see the additional audience that Lynda Hayes built up and maintained during her two weeks' appearances."

"She is one of the few younger female singers around at the moment who, I believe, has that major ingredient that spells success". Contact Harry Paton Evans, Public Affairs, 73 Grosvenor Street, London W1. (01) 493 8505.



LYNDA HAYES

Cavan Contest

THE THIRD Cavan International Song Contest will be staged in the Sports Centre Ballroom, Cavan, Ireland from Friday, April 11 to Sunday April 13. The contest, whose prizes value £7,000, is open to all composers, amateur and professional, throughout the world. Category A is for songs of all types but category B, is only open to songs about County Cavan.

Submissions must be original and songs not published or performed in public or recorded before March 21, 1980. Closing date for entries is Monday, January 21. For entry forms and further information contact the organisers: Lennox & Maloney, Drumelis, Cavan, Ireland.



The sky's the limit for Venus and Mars

VENUS AND Mars, pictured left, is a six-piece harmony band which has been receiving the sort of comments from A & R men that many a hopeful new artist hears.

Their new manager Graham Slater says: "There seems lots of interest from record companies, but they all say the band is just lacking 'that' super commercial song. Thus this appeal for 'hit' songs."

The band has been together for three years, but have been concentrating on playing and building up a reputation abroad. They are touring Germany, Holland and Belgium until the end

Edited by
SUE FRANCIS
Tel: 439 9756

of October and their last tour was in Russia with the Dooleys. Venus and Mars was last seen in England on last year's Showaddywaddy tour, appearing at the Rainbow. Contact Graham Slater, Tabitha Music, 39 Cordery Road, Exeter EX2 9DJ. Tel. Exeter 79914.

TALENT

Edited by CHRIS WHITE

As good as Gold

KEN GOLD, right, is probably Britain's top black music producer — but it has been a long haul and a hard slog for the musician who started his professional life singing and playing percussion in various groups around the country.

Gold signed his first publishing deal eight years ago, which allowed him to write songs during the day, and play gigs at night. It wasn't until about four years ago however that he finally made his mark via producing Real Thing's Top 10 hits, You To Me Are Everything and Can't Get By Without You.

Since then, he has also produced the re-mixed and hit version of Real Thing's Can You Feel The Force?, hailed as a breakthrough recording for British black music, produced Epic recording act Ritz, who had a big turntable hit recently with a disco re-make of The Locomotion, and also Ariola's Delegation who have a new single and album released.

Gold has been co-writing with partner Mickey Denne since 1974 and between them they have had covers by such names as Aretha Franklin and Jackie Wilson, via a publishing deal with Screen Gems Music (now part of EMI Songs).

The two also contributed a couple of numbers to Cliff Richard's I'm Nearly Famous album, You've Got To Give Me All Your Lovin' and I Can't Ask For Anything More Than You which was a hit single.

The partnership success with Real Thing came when Gold visited the band's manager, Tony Hall.

"I played him three songs and he literally jumped on the third which happened to be You To Me Are Everything. Real Thing had a big



KEN GOLD

success with it here and there were three versions in the US chart, by Real Thing, RSO band Revolution and Broadway. Unfortunately they all cancelled each other out.

Gold split with the Liverpool band for 12 months, while Chris and Eddie Amoo took over the production and songwriting seats. In his own admission, Gold says: "1978 was a quiet year for me, with very little happening. However I did spend a lot of time writing and looking for new acts."

"Then came the offer from Brian Lane, who owns Parklane Records, to produce a new act, Ritz. We mixed the album in Los Angeles and got a very good reaction from Epic."

In addition, he has been working with new Ariola signing Delegation who were previously with State Records. The first single from that partnership is Put A Little Love On Me, released a couple of weeks ago, to be followed by an album, Eau de Vie, in November.

The Searchers—still singing

WHILE A number of new groups are finding success presenting a typically 1960s' pop sound, one of the originals is re-emerging to claim its rightful place as one of the best and most influential groups of the period.

The Searchers, at their height probably only second to The Beatles on Merseyside, have not re-formed. They have worked constantly since those early days. Although their Searchers album on Sire represents their first recording contract for five years and their first venture into a studio for nine years.

The nucleus of the band, which enjoyed hits with Needles And Pins, Sugar And Spice, Sweets For My Sweet and When You Walk In The Room, remains. Lead guitarist John McNally formed The Searchers in 1961 and was joined by Mike Pender, guitarist and one of the lead singers, later that year; while Frank Allan, bassist and the other lead singer, arrived in 1965 after they were the first big beat group to suffer and survive a split in their ranks. Drummer Billy Adamson is a comparative newcomer, though many pop stars have waxed and waned since he joined in 1970.

Though well used to success, they have been taken aback by the stir their renaissance has caused.

Praise has come not only for the tight, energetic musicianship wrought from them by producer Pat Moran at Rockfield Studios and those unmistakable vocal harmonies, but also for their excellent choice of material. Hearts In Her Eyes by Will Birch and John Wicks of The Records is their first Sire single and other album material comes from Tom Petty, Mickey Jupp and Dylan.

"We're old fashioned in that we go for tunes," says McNally, and explaining the group's absence from the recording scene, he recalls: "We were with RCA in 1974 and they wanted us to do the old stuff again. After discussions we left the label and had offers but again they were to revive the old hits."

Sire and The Searchers may seem an unlikely pairing but the link

occurred quite naturally. Paul McNally — no relation to the group's lead guitarist, and head of Sire in the UK — takes up the story.

"When I was social secretary at Loughborough College six years ago I booked The Searchers for a graduation ball and they were great. The magic was still there. When I joined Sire, I heard that they had turned down several deals for just re-hashing old material and that they had a very strong idea of what they wanted to do.

"I checked them out again with Seymour Stein — head of Sire — and we signed them at the same time as The Undertones."

When their UK tour does begin in November fans will have the double treat of hearing strong new songs mixed with past classics.

"I would think we will still play the old hits," says Mike Pender. "They are still good for today."

BRONZE RECORDS has released a new single by Goldie, How Many Times (BRO 82), the first for a year. The song has been written by lead vocalist Peter MacDonald and the band's new keyboards player, Chris Senior. Other members are Dave Black on guitars, Mike Black drums and Geoff Robson, base. Goldie are currently playing live dates around the country.

QUARRY MANAGEMENT, which already looks after Status Quo and Penetration, has signed Manchester band The Drones who are currently in the studio working on a new

News in brief...

single, and who will be support act on the Sham 69 tour. Original members Mick and Peter Howes who have been touring with Jean Jacques Burnel's band have joined up with new members Phil Courtney and Phil Bourn.

YOUNG HASTINGS Mod band The Teenbeats have their second single on the Safari label released shortly. Called Strength Of The Nation, a strong favourite from their live set, it is the follow-up to I Can't Control Myself.

SALLY OLDFIELD releases her second album, Easy (BRON 522), this week. It features nine self-penned songs including her new single, The Sun In My Eyes. Musician's line-up on the album includes Herbie Flowers, Frank Ricotti, Graham Jarvis and Kevin Peck.

CHARTS AND AIRPLAY ACTION

TWENTY PAGES OF ORDER FORM CHARTS, POSTER CHARTS, AIRPLAY ACTION GUIDE, NEW RELEASES

Chart Newcomer . . . by Chris White



THE RAMBLERS: The Sparrow (Decca F 13860)

IN THE last 25 years only two children's choirs have made the chart — the Obernkirchen Children's Choir in 1954 with The Happy Wanderer and St. Andrew's Chorale with Cloud 99. The Ramblers, a group of school children from Manchester, now make that a trio with their hit single, The Sparrow.

The 70 children who make up the folk group are all pupils of the Abbey Hey Junior School near Manchester and it was a recent appearance at the Royal Northern College. In a series of concerts put on to show the best of Manchester Schools' music, that led up to their making a record.

The Sparrow, written by their teacher, Maurice Jordan, is already one of the most popular songs in their repertoire and is produced by Kevin Parrott, better known as Brian of Brian and Michael who had a number one hit with Matchstalk Men. It was after seeing the Ramblers on Magpie that he decided to record them.

All pupils from Abbey Hey School will benefit from the success of the record as the royalties will go to improving and acquiring new facilities for the whole school.

US Action

NO MORE Tears by Barbra Streisand and Donna Summer looks unstoppable, entering the Hot 100 at 59 in a unique arrangement whereby CBS has the seven-inch and Casablanca the 12-inch.

The Commodores now have two Top 10 entries, following a 38-10 jump for Still. Other big moves in the 40 are for Fleetwood Mac, KC & the Sunshine Band, Styx and Barry Manilow. Planets' Chris Thompson is the only unfamiliar name showing special strength in that region.

ON SINGLES chart, Knack's My Sharona up from 29 to 27, Lovin' You by Kiss down from 34 to 38 and Good Times by Chic moving well to 74. On LP scene, Eagles at No. 8 with *Hotel California* (67-87).

SINGLES SYMBOLS

- ▲ forecast to rise
- £ sales increase over week
- silver disc (250,000 sales)
- gold disc (500,000 sales)
- NEW new entry

Hot Air . . . by DAVID DALTON



GLORIA HAS caused quite a fuss but whose version of this Italian song with English lyrics is favourite with the programmers and DJs?

Jonathan King seems to be winning so far, picking up further airplay to add to his Radio One Record Of The Week last week for his Ariola offering, while Umberto Tozzi, co-writer of the original Italian hit, is picking up scant support in the regions for his Epic effort using King's English lyrics.

Not so much a follow up, more a resurrection — at least in recording terms — for The Searchers (pictured above) who should have strong backing for the catchy Hearts In Her Eyes once programmers realise it is not a re-issue of one of their old numbers. Also destined for better things than of late is Aretha Franklin who has already enlisted the support of Andy Peebles for Ladies Only.

And his Radio One colleague DLT is betting that The Commodores will once again make it to the top with Still.

Continuing in his up tempo vein with No-One But The One You Want Johnny Mathis should again gather broad airplay, while Queen and Manhattan Transfer are converting last week's hitpicks into solid playlistings.

Gary Moore
NEW SINGLE
SPANISH GUITAR
MCA 534
Already on Radio One Playlist
Limited Edition in full colour picture sleeve.
MCA RECORDS
1 Great Pulteney Street, London W1R 3FW Distributed by CBS (960 2155)

On the 1978 tour
audiences loved
Don't Cry For Me Argentina
We released it....
it went Top Ten.

On the 1979 tour
audiences loved
Rodrigo's Guitar Concerto
We've released it....



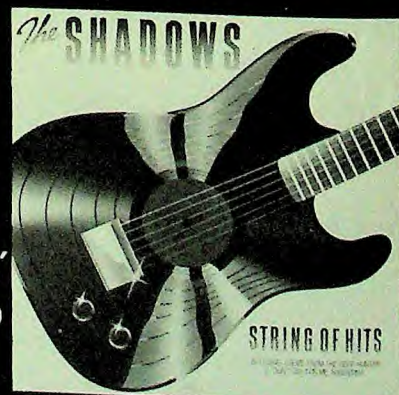
The Shadows

new single

Rodrigo's Guitar Concerto

EMI 5004

From their
top 5 album
'String of Hits'
EMC 3310



Marketed by EMI Records (UK), 20 Manchester Square, London W1A 1ES. Sales and Distribution Centre, 1-3 Uxbridge Road, Hayes, Middlesex.

MUSIC WEEK

British Market Research Bureau Ltd. 1979, publication rights licensed exclusively to Music Week and broadcasting rights to the BBC. All rights reserved.

ORDER FORM CHART

TOP 75 SINGLES

This Week	Last Week	Wks on Chart	TITLE/Artist (producer)/Publisher	Label number	This Week	Last Week	Wks on Chart	TITLE/Artist (producer)/Publisher	Label number
£ 1	5	5	ONE DAY AT A TIME Lena Martell (G. Elrick)/Valentine	Pye 7N 46021 (A)	£ 39	64	2	YOU'VE GOT MY NUMBER Undertones (R. Bachirian)/Warner Brothers	Sire SIR 5024 (W)
2	1	6	VIDEO KILLED THE RADIO STAR Buggles (Buggles)/Carlin/Island	Island WIP 6524 (E)	£ 40	50	3	HEARTACHES TONIGHT Eagles (B. Szymczyk)/Warner Brothers	Asylum K 12394 (W)
£ 3	9	6	WHEN YOU'RE IN LOVE Dr Hook (Ron Hasskine)/ATV	Capitol CL 16039 (E)	41	NEW		MESSAGE TO YOU RUDY/NITE KLUB Specials/Rico (Elvis Costello)/Grant	2 Tone TT 5 (F)
4	3	7	DON'T STOP 'TIL YOU GET ENOUGH Michael Jackson (Quincy Jones)/Carlin	Epic EPC 7763 (C)	42	44	3	I DON'T WANT TO BE A FREAK Dynasty (Leon Sylverni/Dick Griffey)/Chappells	Solar FB 1694 (R)
£ 5	6	6	EVERY DAY HURTS Sad Cafe (Eric Stewart)/St Anne's	RCA PB 5180 (R)	£ 43	58	2	SARAH Thin Lizzy (T. Visconti/Thin Lizzy)/Chappell/Pint	Vertigo LIZZY 5 (F)
▲ 6	30	2	GIMME GIMME GIMME Abba (B. Andersson/B. Ulvæus)/Bocu	Epic EPC 7914 (C)	£ 44	48	5	POINT OF VIEW Matumbi (Matumbi/Thompson)/EMI	Matumbi RIC 101 (E)
£ 7	10	6	CHOSEN FEW Dooleys (Ben Findon)/Blacksheep	GTO GT 258 (C)	45	32	8	SLAP AND TICKLE Squeeze (Squeeze/Wood)/Rondor/Deptford Songs	A&M AMS 7466 (C)
8	2	6	MESSAGE IN A BOTTLE Police (Police/Nigel Gray)/Virgin	A&M AMS 7474 (C)	£ 46	74	2	SAD EYES Robert John (George Tobin/Mike Piccirillo)/Careers/Chrysalis	EMI American EA 101 (E)
▲ 9	18	4	TUSK Fleetwood Mac (Fleetwood Mac/Dashut/Calliat)/Bright	Warner Bros K 17468 (W)	47	34	12	STRUT YOUR FUNKY STUFF Frantique (J. Robinson)/Carlin/Peterman	Philadelphia PIR 7728 (C)
10	4	5	DREAMING Blondie (M. Chapman)/EMI	Chrysalis CHS 2350 (F)	48	NEW		HE WAS BEAUTIFUL (CAVATINA) Iris Williams (W. Ridley)/Robbins	Columbia DB 9070 (E)
£ 11	12	6	O.K. FRED Erroll Dunkley (Aussie Hibbert)/Sparta Florida	Scope SC 6(W/L)	49	NEW		LADIES NIGHT Kool & The Gang (Eumir Deodato)/Planetary Nom	Mercury KOOL 7/12 (F)
12	7	7	SINCE YOU'VE BEEN GONE Rainbow (R. Glover)/Island	Polydor POSP 70 (F)	50	39	5	SING A HAPPY SONG O'Jays (Gamble/Huff)/Mighty Three/Carlin	Philadelphia PIR 7825 (C)
13	8	6	WHAT EVER YOU WANT Status Quo (Pip Williams)/Shawbury/Eaton/EMI	Vertigo 6059 242 (F)	51	38	10	SAIL ON Commodores (J. Carmichael/Commodores)/Jobete	Motown TMG 1155 (E)
14	11	6	QUEEN OF HEARTS Dave Edmunds (Dave Edmunds)/Heath Levy	Swan Song SSK 19419 (W)	£ 52	67	2	BIRD SONG Lane Lovich (R. Bachirian)/Street	Stiff BUY 53 (E)
£ 15	20	6	THE DEVIL WENT DOWN TO GEORGIA Charlie Daniels (J. Boylan)/April	Epic EPC 7737 (C)	£ 53	61	4	STRAIGHT LINES New Musik (Tony Mansfield)/April	GTO GT 255 (C)
▲ 16	27	4	GONNA GET ALONG WITHOUT YOU NOW Viola Willis (J. McCabe)/Francis Day & Hunter	Ariola/Hansa AHA 546 (A)	54	45	6	SHAPE OF THINGS TO COME Headboys (Peter Kerr)/EMI	RSO 40 (F)
▲ 17	28	6	MAKING PLANS FOR NIGEL XTC (Steve Lillywhite)/Virgin	Virgin VS 282 (C)	£ 55	71	2	CAN'T GET ENOUGH OF YOUR LOVE Darts (Roy Wood)/Magnet	Magnet MAG 156 (E)
£ 18	23	3	MY FORBIDDEN LOVER Chic (Edwards/Rodgers)/Warner Brothers	Atlantic K 11385 (W)	56	24	9	TIME FOR ACTION Secret Affair (L. Page)/Brian Morrison	I-Spy SEE 1 (F)
19	15	9	YOU CAN DO IT Al Hudson & The Soul Partners (Camp/McCord/Robertson)/ATV	MCA 511 (E)	£ 57	62	2	SO MUCH TROUBLE IN THE WORLD Bob Marley & The Wailers (Bob Marley & The Wailers/Alex Sadkin)/Rondor	Island WIP 6510 (E)
20	17	8	BACK OF MY HAND Jags (Astley/Chapman/Humphries)/Warner Brothers	Island WIP 6501 (E)	58	NEW		KNOCKED IT OFF B. A. Robertson (T. Britten)/Myxal/United Artists/Kongridge Mews	Asylum K 12396 (W)
▲ 21	33	2	CRAZY LITTLE THING CALLED LOVE Queen (Queen)/Queen/EMI	EMI 5001 (E)	59	NEW		IF YOU REMEMBER ME Chris Thompson (R. Perry)/Chappell	Planet K 12389 (W)
▲ 22	46	2	SHE'S IN LOVE WITH YOU Suzi Quatro (Mike Chapman)/Chinnichap/RAK	RAK 299 (E)	60	31	5	CHARADE Skids (B. Nelson)/Virgin	Virgin VS 288 (C)
£ 23	21	3	THE GREAT ROCK 'N' ROLL SWINDLE/ROCK AROUND . . . Sex Pistols/Ten Pole Tudor (Cook/James)/Warner Brothers	Virgin VS 290 (C)	61	36	9	DON'T BRING ME DOWN Electric Light Orchestra (J. Lynne)/Jet/United Artists	Jet 153 (C)
▲ 24	29	4	LUTON AIRPORT Cats UK (Curtis/Worsley)/Curtis/Carlin/A-Z	WEA K 18075 (W)	62	42	6	DON'T BE A DUMMY John Du Cann (R. Bond)/Bond/Andrew Heath	Vertigo 6059 241 (F)
25	13	7	KATE BUSH LIVE ON STAGE Kate Bush (Kelly/Bush)/Kate Bush/EMI	EMI MIEP 2991 (E)	£ 63	73	2	BRIGHT SIDE OF THE ROAD Van Morrison (Van Morrison)/Martin/Coulter	Mercury 6001 121 (F)
▲ 26	47	3	ON MY RADIO Selector (Roger Lomas)/Copyright Control	Two Tone CHSTT 4 (F)	64	60	2	MEMORIES Public Image Ltd (Public Image Ltd)/Virgin/Warner Bros.	Virgin VS 299 (C)
£ 27	25	4	STAR Earth Wind & Fire (M. White)/Rondor	CBS 7902 (C)	£ 65	69	2	BABY BLUE Dusty Springfield (D. McKay)/Eaton	Mercury DUSTY 4 (F)
28	22	12	THE PRINCE Madness (A. Clangor Prod.)/Warner Brothers	2 Tone CHSTT 3 (F)	66	41	9	DIM ALL THE LIGHTS Donna Summer (Moroder/Bellotte)/Copyright Control	Casablanca CAN 162 (A)
£ 29	51	3	THE SPARROW Ramblers (K. Parrott)/EMI/St. Annes	Decca F 13860 (S)	67	NEW		YOU'RE A BETTER MAN THAN I Sham 69 (J. Pursey/P. Wilson)/Mann	Polydor POSP 82 (F)
30	16	12	IF I SAID YOU HAVE A BEAUTIFUL BODY Bellamy Brothers (M. Lloyd)/Famous Chappell	Warner Brothers K 17405 (W)	68	70	2	FREEDOM'S PRISONER Steve Harley (S. Harley/J. Horowitz)/Rocket/G.H.	EMI 2994 (E)
31	19	10	CRUEL TO BE KIND Nick Lowe (N. Lowe)/Rock/Albion	Radar ADA 43 (W)	69	NEW		FOUND OUT TOO LATE 999 (V. Maile)/Albion	Radar ADA 46 (W)
32	37	4	LET ME KNOW (I HAVE A RIGHT) Gloria Gaynor (Dino Fekaris)/ATV	Polydor STEP 5 (F)	70	NEW		SPOOKY Atlanta Rhythm Section (B. Buie)/Lowray/Chappell	Polydor POSP 74 (F)
£ 33	52	3	RISE Herb Albert (Albert/Badazz)/Rondor	A&M AMS 7465 (C)	71	49	12	STREET LIFE Crusaders (Felder/Hooper/Sample)/Rondor/Leeds	MCA 513 (C)
34	35	4	SPIRIT BODY & SOUL Nolan Sisters (Findon)/Blacksheep	Epic EPC 7796 (C)	72	63	3	TYPICAL GIRLS/I HEARD IT THROUGH THE GRAPEVINE Slits (Dannis Bovell)/Virgin	Island WIP 6505 (E)
£ 35	43	2	SMASH IT UP Damned (Damned/Armstrong)/Rock	Chiswick CHIS 116 (E)	73	NEW		GOODBYE STRANGER Supertump (Supertump/Peter Henderson)/Rondor	A&M AMS 7481 (C)
£ 36	40	2	NUCLEAR DEVICE (WIZARD OF AUS) Stranglers (Stranglers/Winstanley)/April/Albion	United Artists BP 318 (E)	74	NEW		TRYOUTS FOR THE HUMAN RACE Sparks (Moroder)/Heath Levy/Island	Virgin VS 289 (C)
37	14	9	CARS Gary Numan (G. Numan)/Andrew Heath/Beggars Banquet	Beggars Banquet BEG 23 (W)	75	55	5	JUMP THE GUN Three Degrees (Moroder/Faltermeier)/Heath Levy	Ariola ARO 183 (A)
38	26	11	LOVE'S GOTTA HOLD ON ME Dollar (C. Neil/Oscar)/Arnakata/Warner Bros.	Carrere CAR 122 (W)					

A-Z (TOP WRITERS)

Baby Blue (Downes/Horn/Wolley)	65
Back Of My Hand (Walkington/Alder)	20
Bird Song (Lovich/Chappell)	52
Bright Side Of The Road (Van Morrison)	63
Can't Get Enough Of Your Love (J. Dunner)	55
Cars (G. Numan)	37
Charade (Johnson/Adams)	60
Chosen Few (Findon)	7
Crazy Thing Called Love (Mercury)	21
Cruel To Be Kind (N. Lowe/J. Gomm)	31
Dim All The Lights (Donna Summer)	66
Don't Be A Dummy (Bond/Wilkinson)	62
Don't Bring Me Down (J. Lynne)	61
Don't Stop 'Til You Get Enough (Jackson/Phingames)	4
Dreaming (Harry/Stain)	10
Every Day Hurts (Toung/Stimpson/Emerson)	5
Found Out Too Late (Cash/Days)	69
Freedom's Prisoners (S. Harley/J. Horowitz)	68
Gimme Gimme Gimme (Andersson/Ulvæus)	6
Goodbye Stranger (R. Davis/R. Hodgson)	73
Gonna Get Along Without You Now (Kellern)	16
I Don't Want To Be A Freak (H. Beard)	42
If You Remember Me (Bayer-Sager/Hamlisch)	59
Heartache Tonight (Henley)	40
He Was Beautiful (Cavatina) (Myers)	48
If I Said You Had A Beautiful (D. Bellamy)	30
Jump The Gun (Faltermeier/Forsey)	75
Kate Bush Live On Stage (Kate Bush)	25
Ladies Night (Brown/Kool & The Gang)	49
Knocked It Off (Britten/Robertson)	58
Let Me Know (Fekaris/Perran)	32
Love's Gotta Hold On Me (J. Vanda/T. Bazar)	38
Luton Airport (Curtis/Worsley)	24
Making Plans For Nigel (C. Moulding/Davis)	17
Memories (Public Image Ltd)	64
Message In A Bottle (Sting)	8
Message To You Rudy (R. Thompson)	41
My Forbidden Lover (Edwards/Rodgers)	18
Nuclear Device (Wizard Of Aus) (Stranglers)	36
O.K. Fred (J. Holt)	11
One Day At A Time (Wilkin/Kristoferson)	1
On My Radio (Davis)	26
Point Of View (Fagan/Davis)	44
Queen Of Hearts (Devito)	14
Rise (A. Armar/A. Radazz)	33
Sad Eyes (Robert John)	46
Sail On (L. Ritchi Jr)	51
Sarah (Lynnott/Moore)	53
Shape Of Things To Come (Headboys)	43
She's In Love With You (Nicky Chinn/Mike Chapman)	22
Since You've Been Gone (Ballard)	12
Sing A Happy Song (Gamble/Huff)	50
Slap And Tickle (Difford/Tillbrook)	45
Smash It Up (Scabies/Vanian Ward/Sensible)	35
So Much Trouble In The World (Bob Marley)	57
Spirit Body & Soul (Findon/Myers/Puzey)	34
Spoopy (Bule/Cobb/Shapiro/Middlebrooks)	70
Star (M. White/M. Dal-Bari/A. Willis)	27
Straight Lines (Tony Mansfield)	53
Street Life (Sample/Jennings)	71
Strut Your Funky Stuff (Savoy-Robinson/Bolden)	47
The Devil Went Down (Various)	15
The Great Rock 'N' Roll Swindle (Temple/Cook/James)	23
The Prince (Lee Thompson)	28
The Sparrow (Jordan)	29
Time For Action (D. Cairns)	56
Tryouts For The Human Race (R&R Mael/Giorgio Moroder)	74
Tusk (L. Buckingham)	9
Typical Girls (Slits)	72
Video Killed The Radio Star (Woolley/Horn/Downes)	2
What Ever You Want (Parfitt/Brown)	13
When You're In Love (Even/Stevens)	3
You Can Do It (Alicia/Myers/McCord)	19
You're A Better Man Than I (Hug/Hugg)	67
You've Got My Number (J. O'Neill)	39

Top 75 compiled for Music Week and BBC based upon 250 from a panel of 450 conventional record buyers by the British Market Research Bureau Ltd.

SPOOKY POSP 74

The New Single
Taken from the Album "Under Dog" 2391 398
Atlanta Rhythm Section

Polydor Order from Polydor's own distribution company: PolyGram Record Services Ltd (formerly Phonodisc), Clyde Works, Grove Road, Romford, Essex, RM6 4QR. Telephone: 01-590 6044

THE MARK OF A STAR



**AT 20, PHIL DANIELS IS A FILM STAR
NOW HE RETURNS TO HIS FIRST LOVE-MUSIC**

**PHIL DANIELS + THE CROSS
DEBUT SINGLE KILL ANOTHER NIGHT
IN FULL COLOUR PICTURE BAG**

FROM THE ALBUM PHIL DANIELS + THE CROSS

RCA PB 5198

TELEPHONE ORDERS 021-525 3000



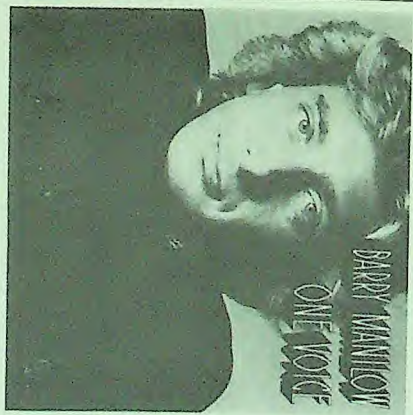
20	15	THE RAVEN Stranglers	United Artists UAG 30262	61	65	BAD GIRLS Donna Summer	Casablanca CALD 5007
21	22	A CURIOUS FEELING Tony Banks	Charisma CAS 1148	61	68	INTO THE MUSIC Van Morrison	Vertigo 9102 852
22	14	GREATEST HITS 1972-1978 10cc	Mercury 9102 504	63	51	SHOOTING STARS Dollar	Carrere CAL 111
23	18	BREAKFAST IN AMERICA Supertramp	A&M AMLK 63708	64	32	KENNY ROGERS SINGLES ALBUM Kenny Rogers	United Artists UAK 30263
24	20	SURVIVAL Bob Marley & The Wailers	Island ILPS 9542	65	42	RISQUE Chic	Atlantic K 50634
25	38	VOULEZ VOUS Abba	Epic EPC 88086	66	50	MANIFESTO Roxy Music	Polydor POLH 001
26	21	UNLEASHED IN THE EAST Judas Priest	CBS 83852	67	63	HERE Leo Sayer	Chrysalis CDL 1240
27	52	SKY Sky	Ariola ARLH 5022	68	74	BRIDGES John Williams	Lotus WH 5015
28	31	QUADROPHENIA OST	Polydor 2625 037	69	63	LIVE KILLERS Queen	EMI EMSP 330
29	16	THE CRACK Pats	Virgin V 2132	70	57	DREAM POLICE Cheap Trick	Epic EPC 83522
30	24	WAR OF THE WORLDS Left Wayne's Musical Version	CBS 96000/WOW 100	71	NEW	OPEN Steve Hillage	Virgin V 2135
31	13	IN THROUGH THE OUT DOOR Led Zeppelin	Swan Song SSK 59410	72	NEW	PLEASURE & PAIN Dr. Hook	Capitol EAST 11859
32	NEW	DAYS IN EUROPA Skids	Virgin V 2138	73	62	JOE'S GARAGE ACT 1 Frank Zappa	CBS 86101
33	61	UNDERTONES Undertones	Sire SRK 6081	74	73	NIGHTFLIGHT TO VENUS Boney M	Atlantic/Hansa K 50498
34	29	REPLICAS Tubeway Army	Beggars Banquet BEGA 7	75	37	WE ARE FAMMILY Sister Sledge	Atlantic K 50587

Includes the
hit singles

EARTH, WIND & FIRE

'STAR'
'BOOGIE WONDERLAND'
& 'AFTER THE LOVE IS GONE'

'I AM'



ARISTA

Barry Manilow's new album.
"One Voice" SPART 1106
Cassette: TCART 1106
Includes the new single
"Ships." ARIST 307.



Includes
the smash hit single
'One Day'
At A Time'



Montell

PLEASE NOTE - NOW AVAILABLE THRU CBS ONLY (01-960-2155)

THE SPECIALS

SINGLE OUT NOW DOUBLE 'A' SIDE

A MESSAGE TO YOU RUDY

NITE KLUB

FEATURING RICO*

CBS TTS

2 TONE RECORDS

Marketed by Chrysalis Records

Courtesy of Island Records

19	AI Hudson & The Soul Partners	BACK OF MY HAND Jags	Island WIP 6501
20	17	CRAZY LITTLE THING CALLED LOVE Queen	EMI 5001
21	33	SHE'S IN LOVE WITH YOU Suzi Quatro	RAK 299
22	46	THE GREAT ROCK 'N' ROLL SWINDLE/ROCK AROUND Sex Pistols/Ten Pole Tudor	Virgin VS 290
23	21	LUTON AIRPORT Cats UK	WEA K 18075
24	29	KATE BUSH LIVE ON STAGE Kate Bush	EMI MIEP 2991
25	13	ON MY RADIO Selector	Two Tone CHSTT 4
26	47	STAR Earth Wind & Fire	CBS 7902
27	25	THE PRINCE Madness	2 Tone CHSTT 3
28	22	THE SPARROW Ramblers	Decca F 13860
29	51	IF I SAID YOU HAVE A BEAUTIFUL BODY Bellamy Brothers	Warner Brothers K 17405
30	16	CRUEL TO BE KIND Nick Lowe	Radar ADA 43
31	19	LET ME KNOW (I HAVE A RIGHT) Gloria Gaynor	Polydor STEP 5
32	37	RISE Herb Alpert	A&M AMS 7465
33	52	SPIRIT BODY & SOUL Nolan Sisters	Epic EPC 7796
34	35		

● MILLION (PLATINUM) ● 1/2 MILLION (GOLD) ● 1/4 MILLION (SILVER)

Top 75 compiled for Music Week and BBC based upon 250 from a panel of 450 conventional record outlets by the British Market Research Bureau Ltd.

35	36	DON'T BRING ME DOWN Electric Light Orchestra	Virgin VS 288
36	42	DON'T BE A DUMMY John Du Cann	Vertigo 6059 241
37	73	BRIGHT SIDE OF THE ROAD Van Morrison	Mercury 6001 121
38	60	MEMORIES Public Image Ltd	Virgin VS 299
39	69	BABY BLUE Dusty Springfield	Mercury DUSTY 4
40	41	DIM ALL THE LIGHTS Donna Summer	Casablanca CAN 162
41	NEW	YOU'RE A BETTER MAN THAN I Sham 69	Polydor POSP 82
42	70	FREEDOM'S PRISONER Steve Harley	EMI 2994
43	NEW	FOUND OUT TOO LATE 999	Radar ADA 46
44	NEW	SPOOKY Atlanta Rhythm Section	Polydor POSP 74
45	49	STREET LIFE Crusaders	MCA 513
46	63	TYPICAL GIRLS/I HEARD ... Slits	Island WIP 6505
47	NEW	GOODBYE STRANGER Supertramp	A&M AMS 7481
48	NEW	TRYOUTS FOR THE HUMAN RACE Spartks	Virgin VS 289
49	55	JUMP THE GUN Three Degrees	Artoia ARO 183

© British Market Research Bureau Ltd. 1978 publication rights licensed exclusively to Music Week and broadcasting rights to the BBC. All rights reserved.

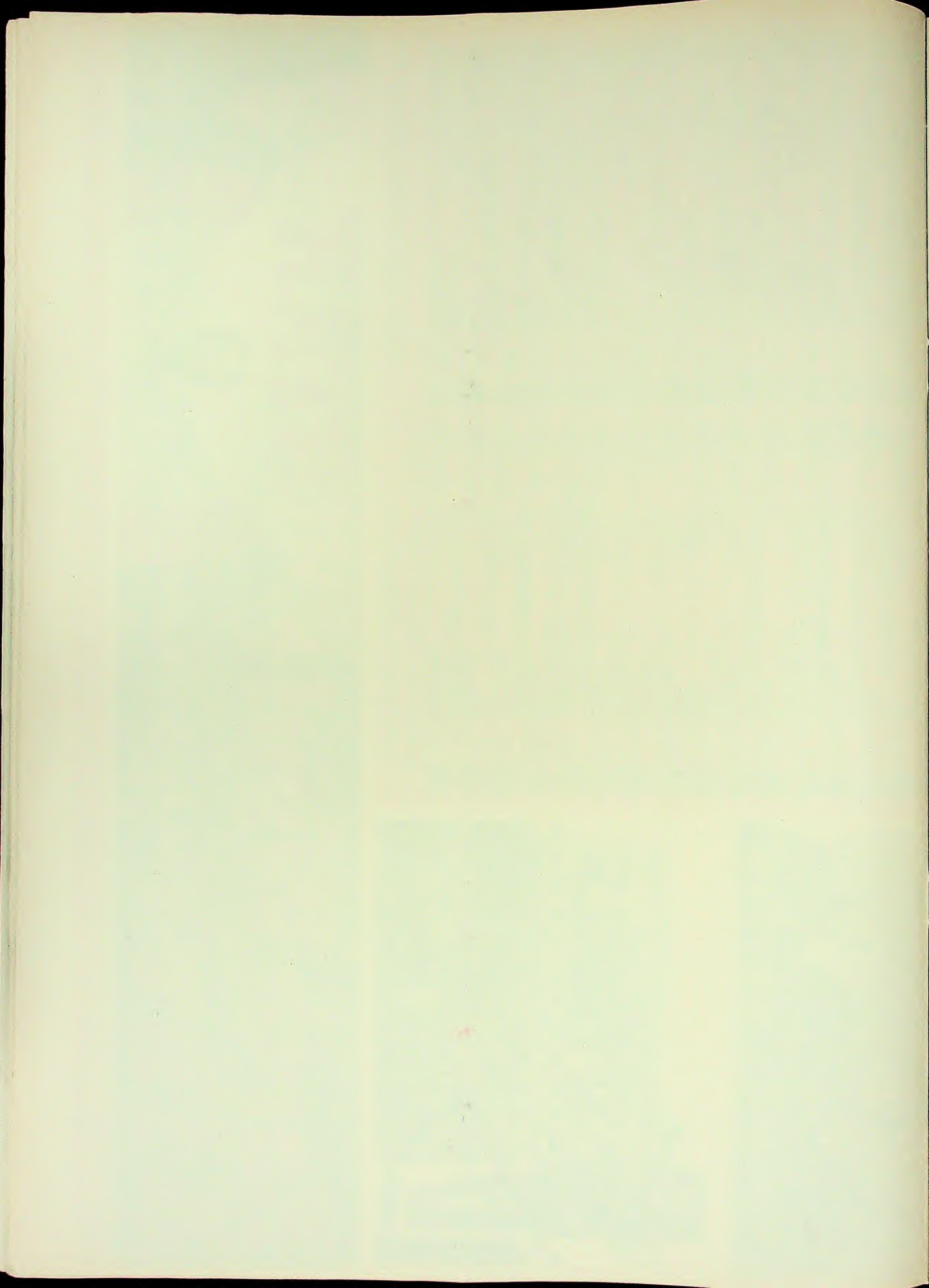
STARS

Earth Wind & Fire

CHART SINGLE


7902

ARC



MUSIC WEEK

SPECIAL SUPPLEMENT



**FOCUS
ON
GERMANY**

GERMAN SUPPLEMENT

Recession creeps up on German market

MICHAEL HENKELS, *Music Week's* German correspondent, in a detailed analysis, sums up the German record market.

THE GENERAL scene in Germany is not as good as it has been before. Some are speaking of a severe situation, but that's being over-dramatic, though the bad times being experienced in the American market are being somewhat reflected here.

Following the figures released by the Bundesverband der Phonographischen Wirtschaft, the total sales during the first half of 1979 compared to the same period for 1978, were down by one per cent.

Looking more closely at these figures, one sees that singles sales are increasing — nine per cent for the first six months of this year. But sales of pop albums are down six per cent.

Several factors have to be considered as contributing to the actual situation of the German market.

PRICES: since the removal of strictly binding prices after August 1971, price levels in Germany have steadily decreased. Whereas general manufacturing and retailing costs went up, there has been no chance to lift prices mainly because of the threat of parallel imports.

During the last few years, the industry itself has promoted the fall in prices. A brand new LP from a top German artist can be bought for around 21 DM in a top retail shop, and for 9.80 DM in a department store or one of the fast-rising discount shops. The latter do not have to provide any catalogue service and also get bonuses from the companies by ordering huge amounts of the top album titles.

Mammoth sales

These low initial costs provide mammoth sales figures for the department stores and discount houses, but ruins business for the traditional retail record shops.

RETAILERS: Because of the rise of record departments in chain stores and because of the discount houses, the number of retail shops has declined drastically. A leading German record company like DGG faces a loss of clients from 8,850 in 1970 to 3,000 in 1979.

PARALLEL IMPORTS: Especially after the UK's entry into the European Community, parallel imports became a vast danger to home-produced record sales.

There are 50 import companies

operating on the German market. The five big ones are Disco-Port, Dusseldorf; Rimp, Bochum; Pop-Records, Bochum; Membran, Hamburg and Pop Import, Limburg. Together with the smaller operations, the total sales of these companies make about 150 million DM per year — which is about ten per cent of the industry's sales as a whole.

It is interesting that former CBS Germany chief Bernard Mikulski now owns the Pop-Import company and is as successful now as he was in his CBS days with sales figures of 15 million DM per year.

Imports threat

However, it seems possible that with the strengthening of the British Pound, the import threat will not worsen.

BLANK CASSETTES: There is in Germany, a general trend towards cassette recorders. In 1970 there were 12 million record players in German households and 2.6 million cassette recorders. Table A demonstrates the rapidly changing development.

Parallel to this, there is a tendency to musicassettes as Table B shows.

But the biggest problem is home-taping. In 1977 approximately 90 million blank cassettes were sold. Investigations show that there is an average of 15 blank cassettes to 10 pre-recorded musicassettes to each German household. Most of these empty tapes are used for legal home-taping.

There have been discussions to change the law to put a levy on blank tapes. At present, there is a charge on the recording equipment

—a charge which is way out of date with reality. Unfortunately, it looks like being some time before the law is changed.

PIRACY: The Bundesverband der Phonographischen Wirtschaft figures estimate the total sales of pirated material in Germany to be around 100 million DM per year. In recent months there has been more co-operation from the police and a number of pirate organisations have been arrested.

REPERTOIRE PREFERENCES: There is still a preference for international hit material among

consumers, particularly the youngsters.

During the last 12 months there has been no particular hit trend such as Boney M or the Bee Gees. The missing trend — something the industry has been looking for since the split of the Beatles — has hit sales. But the increase of TV-promoted albums has had a balancing effect on this situation.

The Bundeverband admits that the very good results of 1978 will not be reached in 1979 even with "the biggest efforts."

HOMEGROWN TALENT: It is still very difficult for young

German artists writers and arrangers to get launched in their careers.

However, over recent years, a different trend has developed. Now, it is not so much the traditional German Schlager — the well known MOR music — that is so popular, but more the so-called Liedermacher (songwriters) with German lyrics. Favourite names in this field include Konstantin Wecker, Georg Danzer, Reinhard Mey, the Dutch Herman van Veen, the Swiss Stefan Sulke and newcomer Tommie Bayer.

In demand

Also, the traditional MOR programme is still available and widely in demand. Names such as Peter Alexander, Freddy Quinn, James Last, Howard Carpendale and Karel Gott are consistently good sellers.

The increase in small independent labels and increased promotion by publishing companies are helping young, unestablished acts. The situation is rather like that in football, with the development of players in the smaller clubs being watched and, maybe later, being snapped up by the majors . . .

TABLE A

	1970	'79	'85*	'90* (estimated figures)	
Record players	12	19.8	24	24	million units
Cassette recorders	2.6	33.6	48	58	" "

TABLE B

	1970	'79	'85	'90* (estimated figures)	
Singles	29	45	50	50	million units
Albums	38	114	170	200	" "
Musicassettes	2	51	80	120	" "



Ten great years at CBS

LEFT, Rudolf Wolpert who has steered CBS to success for 10 years, and right, Jorgen Larsen his successor from Denmark.



AFTER TEN years as managing director, Rudolf Wolpert leaves CBS Germany at the end of this month. In his jubilee year, CBS reached the goal set by Wolpert 10 years ago — DM 100 million turnover. In fact the sales figures reached DM 120 million which is an increase of 30 per cent compared to last year's figures.

With this, CBS is the company with the biggest growth in the German market in 1979.

During the last months, CBS won a remarkable share of the German charts. From the second quarter of 1979 onwards, CBS had 18 per cent of Media Control's LP/MC chart — not including compilation albums which are listed in a separate chart. Adds Wolpert, "During the last months we had an average of 10 albums in the Top 50. This shows our powerful position in the pop market with actual figures of around 32 per cent."

Regarding the difficulties of American mother companies, Wolpert is quite optimistic for the future of CBS Germany: "I can confidently predict that CBS will have a very good year in all European countries."

"Success depends on the quality and quantity of the product available to a company. There will be a continuation of the rise of CBS Germany through autumn releases by such artists as Joan Armatrading, Mike Batt, Wolf Biermann, Cheap Trick, Chicago, Leonard Cohen, Costa Cordalis, Neil Diamond, Al Di Meola, Weather Report, Meat Loaf, Santana, Styx, Morgenrot, Toto and Frank Zappa. Further impact will come from tours by Boston, Leonard Cohen and Supertramp."

Former CRI Area vice president Jorgen Larsen from Denmark, will succeed Wolpert as CBS Germany's managing director.

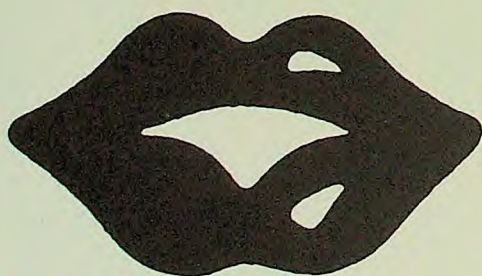


Media control

THE MOST influential and most-used charts in Germany are compiled by Media Control.

Media Control was founded three years ago by former radio man Kartheinz Koegel (pictured left) and their charts are published in Germany's leading music trade paper, Musikmarkt. The charts are compiled from 800 retail outlets. MC also provides record companies with a weekly airplay list.

The German supplement was compiled and written by **JIM EVANS** and **MICHAEL HENKELS**



We offer our excellent record selection on a licensing, importing or distributing basis.

Sub-publishing rights are also available.

BLUBBER LIPS

Musikverlags- und -produktionsgesellschaft mbH
Postfach 1347 - Sofienstr. 7a - D-6900 Heidelberg
Telefon: 06221/3 37 79 - Telex: 461 538 andad d



G M G

GLOBAL MUSIC GROUP

PETER KIRSTEN
NEDERLINGERSTR. 21
D 8000 MÜNCHEN 19
PHONE: 089-151063
TELEX: 05-215019

GERMAN SUPPLEMENT

Dr Gerhard Weber, joint managing director of Phonogram Germany talks about both Phonogram and the German industry.

Increased £ making the import less attractive

Has the last year been a good one for Phonogram?

"In 1978 we developed quite nicely. Overall, Phonogram has a market share of ten per cent. Last year, our biggest success was with Father Abraham. He sold almost two million singles and close to 800,000 albums... we've had gold albums with Status Quo, Alan Parsons and Genesis. And we broke the first Dire Straits album which went gold in February 1979 and platinum last August. The second Dire Straits album went gold one week after release, which was sensational.

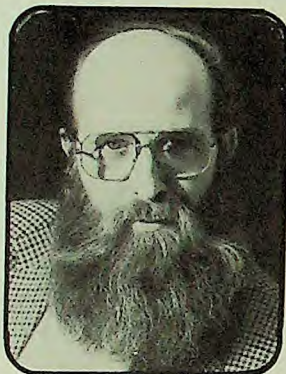
"After three weeks it was number one and at the same time the first Dire Straits album was at number three. It's the first time there's ever been such a situation in the German charts. It really was something special.

"Once you have broken a record it's difficult to analyse what came first the chicken or the egg. But if the product is right you can promote it. We worked very hard on Dire Straits and broke the act just after it had broken and developed very nicely in the Dutch market.

"Only later did Dire Straits start happening in the UK. The usual way is success in the UK and USA, then Holland, then Germany. Dire Straits success has been very pleasing."

What are the major acts you're working on now?

"We have recently broken through with the Boomtown Rats and their single, I Don't Like Mondays. We have been working very hard on this group for almost three years now — and now with this single I think we have broken the act. Now, we are looking forward to



FATHER ABRAHAM: He sold almost two million singles and close to 800,000 albums in the space of one year. His contribution was one of several which helped stimulate the market last year.

releasing their album in mid-October, and it should go down fine. We are also working on Voyager, on the new Elton John album, Jethro Tull and Blondie, just to give you a few names.

"And, of course, we are working very hard on our national repertoire as well. One of our biggest acts is Nana Maskouri singing in German. Right now we are preparing to release her latest LP. She always sings in German for this market — and we really regard her as a national artist. I think she is one of the biggest, if not the biggest selling national female artist. And we're hoping for similar success with Demis Roussos who has recorded an album for us in German.

"Aside from that, we are doing a lot of work with German

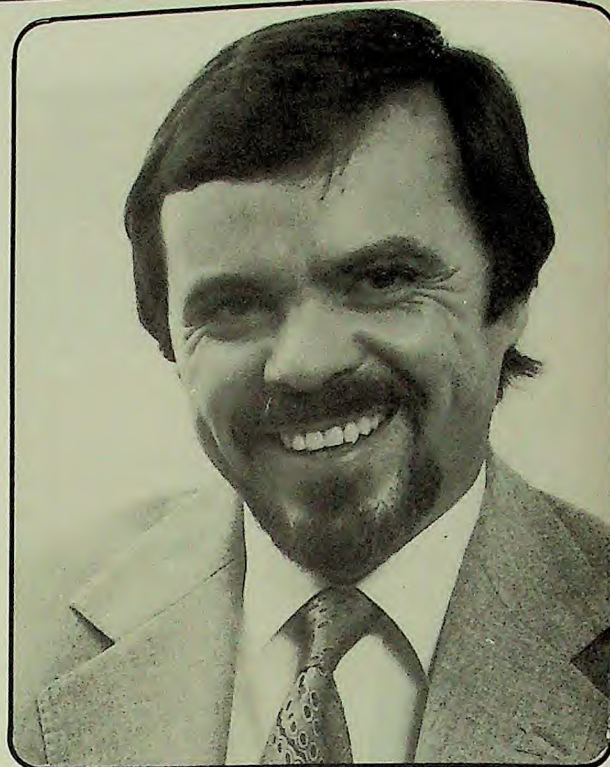
singer/songwriters and cabaret-type artists. We are trying hard to develop international product produced in Germany, like Asha Puthil on the Autobahn label. International product produced in Germany can be broken outside — look at Boney M. We are thinking very intensively in that direction."

Does the public want German or international product?

"Obviously, what the kids want is international product. But here in Germany it's got a lot to do with the situation with the media. All the radio DJs prefer international product for their programmes. Therefore the kids don't have a chance to listen to anything else. They buy what they hear on the radio and what they see on the TV.

"It's much easier for a DJ to make an attractive programme using international product, because he knows the titles have already been hits in the UK, in Holland or elsewhere. He doesn't run any risk — he can always offer proven hits.

"It has definitely to do with language as well. The German kids listen to the international repertoire, but they only understand a few words of it. Yet the kids claim



GERHARD WEBER, joint managing director of Phonogram Germany. "In 1978 we developed quite nicely. Overall, Phonogram has a market share of 10 per cent."

There will be no decisions before the next elections in 1980.

"We know middle-aged people still prefer national artists and national songs."

And the problem of parallel imports?

"The problem with parallel imports is that not only do we lose

But in general terms, the first six months of 1979 have not been very good. Perhaps it's because we didn't have the stimulus of the big releases which helped a great deal last year — Saturday Night Fever, Grease, Father Abraham — they all stimulated the market very heavily last year. But having said that, we are looking forward to a good

"We know middle-aged people still prefer national artists and national songs"

German lyrics are naive, not attractive and so on. But what they don't appreciate is that the English lyrics may be just as naive.

"Maybe the English is more agreeable to the ears and gives the touch of the big wide world. All these things come together. And what we hear here, these are the proven hits which have done their way through the charts in the UK or US. We don't get to listen to the flops. We just get the cream and the cream is always effective.

"As a matter of fact, all the radio stations are government owned and the DJs government employed. They are not concerned with ratings."

"They are having discussions about introducing commercial radio, but it seems a long way off.

the sales, but we are forced to keep our prices down to match those of the importers. But it's more than that. If for example, our salesman goes out with a new Status Quo LP into the shops and the dealer quotes a price of the importers and asks what price we're offering — what can we do?

"Imports from within the EEC are not illegal. It's like a domestic market. We can do nothing about it except give our dealers a better service. Be out with the product earlier and give them a full service. But what can you offer the dealer if he's able to buy import albums at 1 mark 50 cheaper than we can offer? And how can you blame him? The dealer knows that if he doesn't do it, the next guy down the road will. The only way to cope with imports is to try to give the dealers a better deal. Fortunately the value of the pound has increased and made UK imports less attractive. But the UK market itself is now under pressure from Canadian imports. It's a big problem because it hurts our industry worldwide."

Problems of imports, piracy, home-taping apart, are you confident for the coming year?

"Our development is in line with the market, and we are a little ahead.

"TV advertising in Germany has become very risky"

season. We must be optimistic. If you are pessimistic you are lost."

And what about TV advertising?

"TV advertising in Germany has become a very risky market, but at the same time it has become a very important sector of the market. You have to invest heavily to promote on TV. And you have to sell huge quantities to recoup this investment. The market is becoming harder. TV time is limited — we are not only in competition with other TV merchandisers, but also with the soap industry, the motor car industry. And on top of that, the dealers don't choose to stock all TV-promoted albums.

"It's a very competitive market in terms of sales and in terms of purchasing TV time."



NANA MOUSKOURI: Weber says of her: "I think she is one of the biggest, if not the biggest selling national female artist."



ASHA well on the road to success on the Autobahn label. Her promotion is just one example of Phonogram's intention to introduce home artists to an international market.



We are interested in your record catalogue (or individual records from it) on a licensing importing or distributing basis.

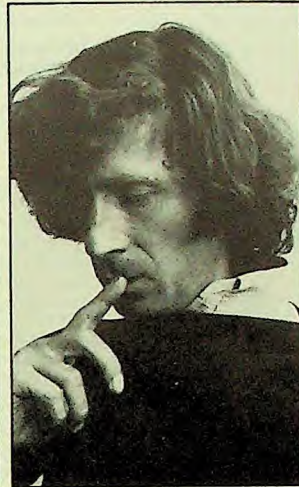
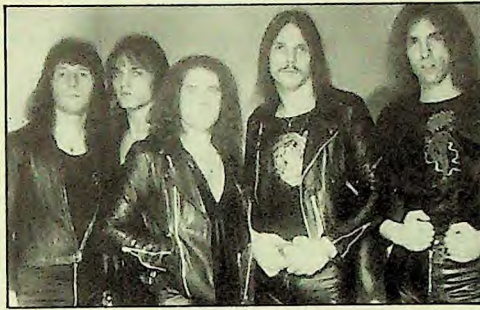
We are also interested in sub-publishing rights.

BLUBBER LIPS

Musikverlags- und -produktionsgesellschaft mbH
Postfach 1347 - Sofienstr. 7a - D-6900 Heidelberg
Telefon: 06221/3 37 79 - Telex: 461 538 andad d

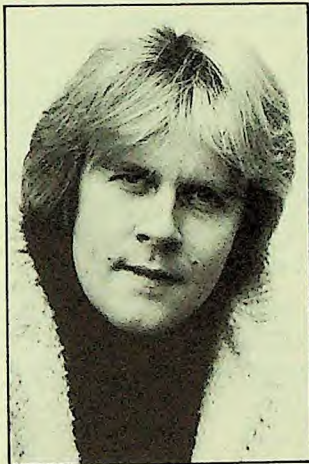
We Are Part Of EMI As Well

Scorpions



Eberhard Schoener

Howard Carpendale



Kraftwerk

Hugo Strasser



EMI ELECTROLA

GERMAN SUPPLEMENT

In an extensive interview, Ossie Drechsler, director of Deutsche Grammophon, discusses his company's recent past and future prospects and also looks at the fortunes and problems of the German record industry as a whole.

Optimism for the 80s

What are the prospects for DG in 1980?

"I'm rather optimistic for 1980, but then I wouldn't like to evaluate my optimism. But the growth of the market must be better than 1979, and it all depends on how many people during a certain period we can make go into a record shop.

"In 1978, with six pieces of product — the single, Rivers of Babylon, the album Nightflight To Venus, Father Abraham and The Smurfs single and album, and the two soundtracks, Saturday Night Fever and Grease, we made some seven or eight million people go into the record shops and buy.

"This proves the power of '78, but at the same time proves the lack of business in '79. In 1979, there was not one record that sold more than a million copies. We are doing well with certain acts, Dire Straits for example, but in comparison to 1978, it's only one third maybe."

Is this because the product just hasn't been there?

"The product hasn't been there. I wouldn't like to use a word like quality, but let's say there hasn't been the attractiveness of product. And by attractive I mean able to draw someone into a record shop. That is my simple mathematics.

But what, in 1979, have been your big sellers?

"I must mention the continuing success of Barclay James Harvest. They sell much better here in Germany than in the UK. Of course, we're doing well with Spirits Having Flown and Jean Michel Jarre with Oxygene/Equinoxe. And we are replacing turnover from '78 in '79 with TV merchandised material.

What sort of material do you merchandise on TV?

"The main sales come from hit compilations. On the Polystar label we released a very successful James Last album and we are doing very well with Karel Gott, the singer from Prague. There will be a Fischer-Chore LP and another James Last LP. So it's partly international product and partly domestic. The sales potential of all these albums is very high.

"But it's replacement, not creativity. It's a marketing exercise. It's not the basics of the industry we're in. We are simply replacing turnover with these things."

What about picture discs,

coloured vinyl etc.?

"These things don't sell music. They are attractive to a certain small number of consumers, but I don't believe in these gimmicks in the long run.

"Dire Straits didn't need any yellow vinyl or picture discs. With them it was just the naturality — if that's the right word — of the group. It's like going back to nature in a way. Theirs is a natural kind of music — and I was with Phonogram when we started with Dire Straits. Like most others, I was a strong believer in the group when I heard the first tapes in summer 1978. I think that's what we need in our business — refreshment in a natural way. In the long run it's more healthy.

Have the public cut down on buying records because they don't have so much disposable income?

"I'm not really the right economical expert to ask this, but I remember through all the years, whenever there's been a crisis — an economic crisis — people think twice about buying a new fridge, car or furniture, but they never give up newspapers and, I'm pretty sure, as long as there's the right offer — the right musical offer — they would spend the same amount of money or even more than they did in 1978, on records. It's lack of product, lack of the right musical offer that's to blame — that's my philosophy and I believe very strongly in it."

What about home-grown German talent and product?

"For many years we have had trouble trying to establish German talent in this market. And I think this has something to do with the fact that English, American and Swedish artists and producers jumped directly into the middle-of-the-road field which in the old days was almost 100 per cent occupied by German acts and product.

"I think — much to my surprise, by the way — that even the English language doesn't make it difficult for people to buy foreign middle-of-the-road product.

"But we cannot give up with German product because of the economics. I'm not telling you new things by mentioning the royalty rates from abroad. I mean they're ridiculous today.

"A lot of German producers have

started recording in the English language — English product produced in Germany; companies who started this in good time are in good shape. And I'm not just talking about Giorgio Moroder, Silver Convention and Donna Summer. There are a lot of local artists who will never see any New York Discotheque maybe, but they are selling quite well in this country, by let's say, imitating English language and English productions."

James Last remains one of your biggest sellers?

"We are very happy with James Last, of course. He has sold 39 million records over 14 years. I don't know any English or American artist who has sold more, except maybe Presley. Every James Last album sells more than 100,000 copies and he's recorded 108 albums so far. He is a steady seller — his albums don't just sell in the first three months of release. He's very impressive, both as a seller and as a person.

"I must emphasise, we are a song-orientated company. We strongly believe in artists with sales potential. We don't go too much for the quick buck on disco singles. Preferably we handle artists with album sales potential — and I think that's one of the reasons why we are in good shape."

Is home-taping on the increase in Germany?

"The figures speak for themselves. In 1972, the sales of blank cassettes were around 30 to 40 million. The figure for 1979 is around 120 million. And sales of pre-recorded musicassettes are well down. We know the young people have the recorders. I know, for example, from my own daughter who wrote me a letter saying thank you for the Jethro Tull LP, 'I have good news for you, 14 of my friends have made copies of it'.

"Home taping and piracy make us very nervous. But talking of the market as a whole, it's not the number one problem. The number one problem is the lack of creativity, the lack of product. Unfortunately I must say that the repertoire is so weak. Everyone — writers, producers, arrangers, composers, artists, record companies, lose out through blank taping, but you must remember home taping is not legal here."



ABBA: DG plan a heavy campaign to promote the new LP and back catalogue.

Is the law on home taping likely to change?

"I don't think so. It's a basic law, and has been since 1948. It's a right for the people. Whenever you buy a tape recorder you pay a levy — but you only pay this once and you use the thing for maybe five years. The levy amounts to nothing. That's why the industry wants to tax the software (i.e. the blank cassettes) instead of the hardware. Maybe in two years time the situation will be better for us."

Do you have a problem with imports?

"I must confess the problem was even bigger in the last few years than it is today. But it is still a problem. We must respect the EEC laws, but we fight any imports from the United States and Israel for instance. But we cannot fight imports from Italy, Belgium or the UK.

"We have to try to come up with some alternatives for the dealers. A dealer who takes a lot of import records doesn't benefit from any service from the shipping company — for example there may be no returns. Price-wise we try to come up with some sliding scales. The first thing is, you have to rush release any LP or single which can be imported from England. There are, I must add, some English companies which understand the problem. As licensors they understand because first of all, they cash in by selling their product manufactured and sold in Germany — the royalty rate is much higher than they can achieve through exports from the UK.

"One of the first men to realise this was Chris Wright at Chrysalis. He and Terry Ellis really understand the problem and gave us a priority in Germany. I swear you could have had any Jethro Tull album or Procol Harum album earlier than you could in England. But that's for the first two or three weeks, after that you compete with direct imports."

What can you offer the dealer to make your records more attractive?

"Actually, very little, especially in cases where the price difference is very high. If there is a difference of only say 30 or 40 ppenings, the dealers will stick to the DGG sales force. But, with the big chain stores and department stores, we know if there is a good offer from the UK or from Holland, they will buy the product abroad. There is really a very limited chance to convince the dealer."

Now, coming up to autumn, what are your big campaigns?

"As with other parts of Europe, we will be heavily promoting the Abba albums — the latest one and the back catalogue — this will be a monster campaign.

"And we will be on screen with four TV albums. In a year like 1979, after 1978, with all the problems, without the big hit singles, our sales staff is doing well with back catalogue. Thank God we are still in a market where back catalogue sells strongly. There is only three months to go of 1979, but perhaps there will be a surprise, I don't know."



JAMES LAST: He has sold more than 39 million records over 14 years.

Where does Deutsche Grammophon Ges. stand in the German market?

"There is absolutely no doubt about it: we are number one in classical music, which is the only part of the market with a good growth rate. And we are still number one on domestic product and we are with the others at the top of the international side. With 17 per cent, we are a little bit lower than last year, but we are absolutely number one. We will maintain this position in the future; it's our obligation to do so. DGG has been through the good years and also through the years that could have been better, but they've always maintained the number one position. It's a tradition in this country."

Your final comment?

"I would recommend to everyone in the United States and in England to consider the situation regarding the royalty rates. What the companies are expecting from us is almost suicide. You have to have room, space, for promotion. But it's our own fault over the years if we have tried to replace lack of home-grown product by buying in material from abroad."

"There is absolutely no doubt we are number one in classical music"



BARCLAY JAMES HARVEST

ADVERTISEMENT

DATELINE: WEA, HAMBURG

NEW RELEASES:

ALBUM BY **RANDY NEWMAN** "BORN LATE". TOURING WEST GERMANY AT BEGINNING OF NOVEMBER INCLUDING HAMBURG, FRANKFURT AND BERLIN . . .

NEW **LED ZEPPELIN** L.P. SELLING LIKE BOMBS "IN THROUGH THE OUT DOOR" FIRST L.P. RECORDING SINCE 1976 . . .

FLEETWOOD MAC DOUBLE L.P. "TUSK" FIRST ALBUM FOR THREE YEARS . . .

NEW EAGLES L.P. "LONG RUN" ON ASYLUM RECORDS OUT NOW . . .

ANOTHER HEAVY SELLING POINT FOR WEA NEW ARTIST ON COUNTRY SCENE **TOMMY OVERSTREET** RECORDING FOR ELECTRA AND NEW ALBUM "REAL OVERSTREET" OUT IN SECOND HALF OF OCTOBER . . .

ROD STEWART, NOW NEW ALBUM BUT COMPILED RECORD OF HIS GREATEST HITS INCLUDES "SAILING" AND "TONIGHT'S THE NIGHT" . . .

NEIL YOUNG, NO NEW ALBUM BUT WE SHALL RELEASE AN ORIGINAL SOUNDTRACK OF THE MUSIC OF THE FILM "RUST NEVER SLEEPS" . . .

AFTER THE BIRTH OF HER BABY, **EMMY LOU HARRIS** HAS COME BACK TO THE RECORDING SCENE AND HER ALBUM "LIGHT OF THE STABLE" WILL BE OUT ON WARNER BROS. AT THE BEGINNING OF NOVEMBER . . .

NEW SINGLES WILL BE OUT BY **MAUREEN MCGOVERN** AN ESTABLISHED ARTIST ON THE COUNTRY ROCK SCENE. THE TITLES ARE "DIFFERENT WORLDS" c/w "CAROLINA MOON".

BETTE MIDLER GOES DISCO. **BETTE MIDLER** HAS A NEW SINGLE OUR ENTITLED "MY NIGHTS IN BLACK LEATHER" c/w "HANG ON IN THERE BABY" . . .

MANHATTEN TRANSFER IS AT THE MOMENT TOURING EUROPE AND GERMANY . . .

AT THE MOMENT WE HAVE TV SPOTS FOR ARTISTS FOR EXAMPLE **BARRY WHITE**, **FOREIGNER** ON TV SESSION CALLED ROCK POP AND **SISTER SLEDGE**, **CHIC** AND **BETTE MIDLER** IN A TV SPOT CALLED MUSIK LADEN . . .

THE GERMAN SCENE HAS BROUGHT US SEVERAL NEW GROUPS FOR INSTANCE HAMBURG BAND CALLED **BERND G.** ANOTHER ARTIST IS ITALIAN **MICHELE PECORA** . . .

SINGER **DAVE CARIN** AND HEAVY ROCK GROUP **NOW** HAVE RECORDED THEIR FIRST SINGLES ON WEA AND WE HOPE THEY GIVE US LUCK . . .

FURTHERMORE, WE TRUST ON A YOUNG LADY **CARLA LODDERS** WHO IS SINGING IN FLANG A NORTH GERMAN DIALECT . . .

ANOTHER HEAVY GROUP **AC/DC** THEIR LATEST ALBUM "HIGHWAY TO HELL" HAS UP TO NOW SOLD 100,000 COPIES AND WE HOPE THAT THEIR CURRENT TOUR OF WEST GERMANY AT THE END OF NOVEMBER WILL BRING US FURTHER SALES . . .

WEA
GUSTAF FREITAGSTRASSE 13/15
2000 HAMBURG 76
WEST GERMANY

GERMAN SUPPLEMENT



GERHARD SCHULZE, managing director of Teldec: "We are hungry for success."

TELDEC IS LOOKING good. As managing director Gerhard Schulze says: "We are not sharing with other companies in saying that in Germany this has been a bad year." The figures speak for themselves:

Compared with figures for the same period last year, the first six months of 1979 show that Teldec's sales have risen 112 per cent for singles, 76 per cent for LPs (high price) and 70 per cent for musicassettes (high price).

As a recent company statement said: "Teldec is on the way up."

The artists responsible for this rise in fortunes — and MD schulze points out that Teldec pays careful and long-term regard to artist development — are many.

Patrick Hernandez sold more than 750,000 units of *Born To Be Alive*, Peter Maffay sold 500,000 copies of

the single *So bist Du* and over 500,000 copies of the album, *Steppenwolf*. Richard Clayderman's *Ballade Pour Adeline* sold 400,000 copies and the album, 300,000 copies. The Dutch duo, Snoopy, has a remarkable success. Their single, *No Time For A Tango*, sold 300,000 units.

Ian Dury, Peter Green and Eurohits have also done well for Teldec. And, more recently, the Nick Straker Band and La Dusseldorf have seen chart action.

And Teldec has ventured successfully into TV advertising with a Mantovani compilation, *Ein Traum Fur zwei* which has shipped more than 300,000 units.

Schulze comments: "We are always looking for small deals. By that I mean deals with smaller companies, or even one-off deals for particular singles. These are the deals we are trying to pick up. We have had success with Stiff, Beserkley, Hernandez, C & R from Holland, Creole, Pinnacle, Rialto and H & L from America. Like the small companies, we are hungry for success."

"We are very successful with German artists, but this market is wide open to the reception of

have to make sure that all efforts are done from both sides."

A recent report states, "Looking back on 1978, Teldec did not reach all targets, nevertheless taking all the problems into consideration the company was satisfied with a turnover increase of six per cent on the German inland market."

"The catalogue gap caused by RCA going independent and MCA going to Metronome in Germany meant that Teldec was to lose valuable market shares. This gap, however, has in the meantime been sufficiently filled due to careful repertoire and market strategical policy."

Teldec's national pop repertoire is well taken care of by Udo Lindenberg, Peter Maffay and Jurgen Marcus.

The company also has strong connections with German folk music — its big names in this field being Ernst Mosch and the Egerlander Musikanten and Slavko Avsenik and his Original Oberkrainer. And in the classical field, over the last year Teldec's sales are up 30 per cent with a market share of 16 points.

A company statement said recently: "It is aimed to get a total turnover of 100 million DM for

WE ARE 50 NOW BUT FAR AWAY FROM GETTING OLD.



partner of

Corinth Music, Angelo Branduardi, Desert Songs, Walt Disney Music, Joachim Heider, Tony Hiller Music, Interworld, Jobete Music, Open Choice, Peacock Music, Satril Music, Weiser Music

THANK YOU FOR KEEPING US WILD, RESTLESS, YOUNG AND ACTIVE.

UFA-Musikverlage · Sonnenstr. 19 · D-8000 Munich 2

"We are very successful with German artists, but this market is wide open to the reception of international material and so are we."

international material and so are we."

Schulze adds: "Staying with the artist is important — and vice versa. Peter Maffay (currently one of the biggest sellers in Germany) had his first hit single some ten years ago. He went into the doldrums, but now he is back on top. And Udo Lindenberg is now on his 14th album for us. We stay with our artists. You have to rely on each other and you

1979." This looks highly likely especially with the company's policy of looking for deals with smaller companies. Teldec seem, and this is the view of an unbiased observer, a refreshing and determined aspect of the German scene.

It should also be added that Teldec's pressing plant at Nortorf has achieved worldwide fame, with American and UK companies anxious for facilities.



PETER MAFFAY, who had perhaps Germany's biggest hit of the last year, receives a gold disc for the LP *Steppenwolf* from Manfred Peter (right) Teldec's head of pop marketing.

In Less Than Eight Months

16 weeks „No. 1“
94 weeks „Top 10“

Der Musikmarkt
13. August 1979
EMITTEUR: MEDIA CONTROL
BADEN-BADEN, IM AUSTRIAS 104
DUKATIONSBUND DER
PHONOGRAPHISCHEN WIRTSCHAFT e.V.
JOSEF KELLER GÖHBL & CO.
VERLAGS-AG STAMBERG, MÜNCHEN

TOP 50

Single-Bestseller

18 weeks „No. 1“
104 weeks „Top 10“

Der Musikmarkt
13. August 1979
EMITTEUR: MEDIA CONTROL
BADEN-BADEN, IM AUSTRIAS 104
DUKATIONSBUND DER
PHONOGRAPHISCHEN WIRTSCHAFT e.V.
JOSEF KELLER GÖHBL & CO.
VERLAGS-AG STAMBERG, MÜNCHEN

TOP 50

LP/MC-Bestseller

1 So bist du Peter Maffay Telefunken (Teldec) 6.12.477	26 Boogie Wonderland Earth, Wind & Fire CBS 100
2 Pop Muzik M MCA (Metromusic) 32.058	27 Don't Kill It Carol Mandrill Polygram 204
3 Ring My Bell Anita Ward TK (CBS) 7943	28 Does Your Mother Know Abba Polygram 204
4 Bright Eyes Art Garfunkel CBS 6947	29 Ruf Teddybär ein-vier Jimmy Hill Carrière (DGG) 2044.14
5 Moskau Dschinghis Khan Jupiter (Arista) 100.688.100	30 Save Me Clout Carrière (DGG) 2044.14
6 I Was Made For Lovin' You Kiss Casablanca (Bellaphon) -BF 18.665	31 When The Boys Come Home Hanna Int. (Arista) 100.478.100
7 El Lute Boney M. Hansa Int. (Arista) 100.804.100	32 Cuba Polygram (DGG) 2042.222
8 Hot Stuff Donna Summer Casablanca (Bellaphon) -BF 18.665	33 Shine A Little Love Electric Light Orchestra J&R (CBS) JET 144
9 Sunday Girl Blondie Chrysalis (Phonogram) 6158.242	34 Hooray! Hooray! It's A Holi-Holiday Boney M. Hansa Int. (Arista) 100.444.100
10 Born To Be Alive Patrick Hernandez Aduvaris (Teldec) 6.12.444	35 Dance Away Boney M. Polygram (DGG) 2001.872
11 Do To Me Smokie RAK (EMI Electrola) 1.C.006.81.341	36 It Takes Me Higher Garnemond Bellaphon (Bellaphon) -BF 18.627
12 How Could This Go Wrong Eddie EMI (EMI Electrola) 1.C.006.82.550	37 Casanova Philips (Phonogram) 6012.927
13 The Logical Song Supertramp ASB (CBS) AMS 8382	38 We Are Family Sister Sledge Arista (Arista) 100.411.252
14 Some Girls Racy RAK (EMI Electrola) 1.C.006.82.530	39 Back To Boogie Patrick Hernandez Aduvaris (Teldec) 6.12.535
15 Und manchmal weinst du sicher ein paar Tränen Peter Alexander Arista 100.475-100	40 Let's Get Back Together Premiere EMI (EMI Electrola) 1.C.006.77.034
16 A Walk In The Park Nick Straker Band Decca (Teldec) 6.12.505	41 Reunited Polygram (DGG) 2095.073
17 Head Over Heels In Love Kevin Kavanagh EMI (EMI Electrola) 1.C.006.45.501	42 Heart Of Glass Blondie Chrysalis (Phonogram) 6289.007
18 Dschinghis Khan Dschinghis Khan Jupiter (Arista) 100.430.100	43 Sag nicht, es war einmal Howard Cuperdelle EMI (EMI Electrola) 1.C.006.45.317
19 One Way Ticket Eruption Hansa Int. (Arista) 100.377.100	44 Light My Fire Ami Stewart Polygram (DGG) 2121.370
20 Sultans Of Swing Dire Straits Vertigo (Phonogram) 6056.206	45 Music Box Dancer Frank Mills Polygram (DGG) 2121.370
21 Rasta Man Singsong Band Arista 100.326.100	46 Are "Friends" Electric? Taboo Beggars Banquet (Mercury) 111.520.197
22 Ein Herz für Kinder Andrea Jürgens Arista 100.615-100	47 Forever In Blue Jeans Neil Diamond CBS 7047
23 Gloria Umberio Tuzzi CBS 7415	48 Milk And Alcohol Dr. Feelgood United Artists (EMI Electrola) 1.C.006.82.360
24 Bad Girls Donna Summer Casablanca (Bellaphon) -BF 18.675	49 Captain Starlight Frank Zander Hansa (Arista) 100.284.100
25 Knock On Wood Ami Stewart Hansa Int. (Arista) 100.313-100	50 Sandokan Over Daisies RCA PB 6051

1 Steppenwolf Peter Maffay Supertramp LP 100.478.100	26 Crime Of The Century Supertramp LP 100.478.100
2 Breakfast In America Supertramp LP 100.478.100	27 Parallel Lines Blondie LP 100.478.100
3 Communique Dire Straits LP 100.478.100	28 Träumereien Richard Claydon LP 100.478.100
4 Dire Straits Dire Straits LP 100.478.100	29 Watch Mandrill LP 100.478.100
5 Queen Live Killers Queen LP 100.478.100	30 I Am Earth, Wind & Fire LP 100.478.100
6 Voulez-vous ABBA LP 100.478.100	31 Equinoxe Jean Michel Jarre LP 100.478.100
7 Fate For Breakfast ABBA LP 100.478.100	32 Keine ruhige Minute Rainald Krehl LP 100.478.100
8 Bad Girls Donna Summer LP 100.478.100	33 In The Skies Peter Green LP 100.478.100
9 Angel Station Mandrill LP 100.478.100	34 Night Owl Gerry Rafferty LP 100.478.100
10 Dynasty Kiss LP 100.478.100	35 Jazz Queen LP 100.478.100
11 Discovery Electric Light Orchestra LP 100.478.100	36 I Robot The Alan Parsons Project LP 100.478.100
12 Ballade pour Adeline Richard Claydon LP 100.478.100	37 Nina Hagen Band Nina Hagen LP 100.478.100
13 Hair Soundtrack LP 100.478.100	38 Born To Be Alive Patrick Hernandez LP 100.478.100
14 Gone To Earth Barclay James Harvest LP 100.478.100	39 Fickle Heart Softy 'n' The Tears LP 100.478.100
15 Pyramid The Alan Parsons Project LP 100.478.100	40 Time Passages Al Stewart LP 100.478.100
16 Wish You Were Here Pink Floyd LP 100.478.100	41 Livehaftig Udo Lindenberg und das Pankorchester LP 100.478.100
17 Greatest Hits Simon & Garfunkel LP 100.478.100	42 24 immer „grüne“ Akkordeon-Erfolge Die Karmesinmäntel LP 100.478.100
18 Spirits Having Flown Dee Gees LP 100.478.100	43 Wave Patti Smith Group LP 100.478.100
19 Out Of The Blue Electric Light Orchestra LP 100.478.100	44 Lovedrive Scorpions LP 100.478.100
20 "Henry John Deutschendorf" genannt John Denver - Seine großen Erfolge John Denver LP 100.478.100	45 Bob Dylan At Budokan Bob Dylan LP 100.478.100
21 Was ich denke Möve LP 100.478.100	46 The Best Of Earth, Wind & Fire, Vol. 1 Earth, Wind & Fire LP 100.478.100
22 Tales Of Mystery & Imagination A. Parsons Project LP 100.478.100	47 Nightflight To Venus Boney M. LP 100.478.100
23 Donnerwetter Frank Zander LP 100.478.100	48 Fly With Me Van Halen LP 100.478.100
24 Mystic Man Peter Tosh LP 100.478.100	49 Van Halen II Van Halen LP 100.478.100
25 Back To The Egg Wings LP 100.478.100	50 Water Bearer Sally Oldfield LP 100.478.100

Thanks to our Partners!

TELDEC

TELEFUNKEN-DECCA-SCHALLPLATTEN GMBH · HEUSWEG 25 · 2000 HAMBURG 19
TELEPHONE: 040/40 19 385 + 40 19 392 · TELEFAX: 02 13 545



ONLY 70 MINUTES TO LONDON
ONLY 100 MINUTES TO PARIS
ONLY 50 MINUTES TO AMSTERDAM
ONLY 90 MINUTES TO STOCKHOLM
ONLY 160 MINUTES TO MILANO

GERMAN SUPPLEMENT

Harvest heads rock label table

WHEN THE FIRST German hard rock bands began recording in the early seventies, nobody believed they would go on to make millions.

Today, the picture is most encouraging. The leading five groups, Kraftwerk, Tangerine Dream, Udo Lindenberg, Klaus Schulze, Triumvirat, have together sold more than 12 million records worldwide.

They are followed by a large field of acts who's albums sell more than 100,000 each: Can, Eloy, Jane, Scorpions, Amon Duul II, Passport, Lake, Birth Control, Achim Reichel, Lucifers Friend, Novalis, Kraan, Ash Ra, Nina Hagen, Grobschnitt, Wallenstein Torfrock, Ougenweide, Michael Rother. Guru

Leading German rock writer and publisher GUNTER EHNERT looks at the state of German rock music.

Guru, Teens, Eberhard Schoener. That means that every fourth German band with a recording contract is good for sales figures in excess of 100,000 albums. Many German bands and solo artists are rising in popularity in foreign countries too, which is being matched by rising sales figures in these territories. This was the situation some years ago for Kraftwerk, Tangerine Dream, Klaus Schulze, Can and Triumvirat. Today it's relevant for Lake, Nina Hagen

and the Scorpions. Whereas the Brain label, through Metronome, was leading in the German rock music market for years, it's EMI's Harvest which is now the leading rock label in Germany.

Although EMI does not belong to the pioneers and promoters of German rock music, they succeeded in gradually contracting most of the top bands (Kraftwerk, Triumvirat, Can, Eloy, Scorpions and Eberhard Schoener).

group The Puhdys; Ariola with Virgin artists Tangerine Dream and Ash Ra; the newly formed company Sky with Michael Rother and Cluster.

There is a growing tendency for smaller labels to become established outside the majors — similar to the development in England.

Small labels

These smaller labels give chances to rock newcomers and are already, generally, pretty successful. Former Rattles member, Achim Reichel founded the Ahorn label (distributed by Teldec) and Klaus Schulze has built up his own IC label, distributed by WEA. Intercord succeeded in contracting the Erikonig label for distribution.

It's evident that German rock music is, and will be, a strong pillar of any record company as an interim statement from EMI shows: Their Harvest label in Germany has sold more than 2 million albums of home-grown rock to date.



LEADING GERMAN rock artist Udo Lindenberg is signed to the Teldec label and has made 14 albums for them so far.



KRAFTWERK: One of the new breed of German rock bands who are enjoying international success.

German boom

There are many others in the field who are doing well in the boom of German rock bands and electronic music specialists: Metronome's Brain label has an enormous back catalogue with musicians such as Grobschnitt, Guru Guru, Jane and Klaus Schulze (who recently signed a worldwide exclusive deal with Metronome for a seven figure sum); Teldec with its Strand label and artists such as Udo Lindenberg and La Dusseldorf; RCA with the group Wallenstein; WEA with artists such as Snowball, Doldinger's Passport and Joachim Kuhn Band; CBS with Lake and Nina Hagen; Phonogram with Rudolf Rock and Die Schocker; Intercord with the Spiegelei label and Hoelderlin; Hansa with The Teens and the leading East German

The Harvest Top 10 sales Figures

Kraftwerk	3LPs	428,000
Triumvirat	6LPs	283,000
Eb. Schoener	3LPs	114,000
Kraan	2LPs	64,000
Eloy	7LPs	698,000
Scorpions	1LP	179,000
Wintergarden	1LP	20,500
Lilac Angels	1LP	18,000
Sweet Smoke	3LPs	111,000
Can	6LPs	80,000

7 DAYS OF FUN AND HITS THAT'S A SIEGEL MUSIC WEEK

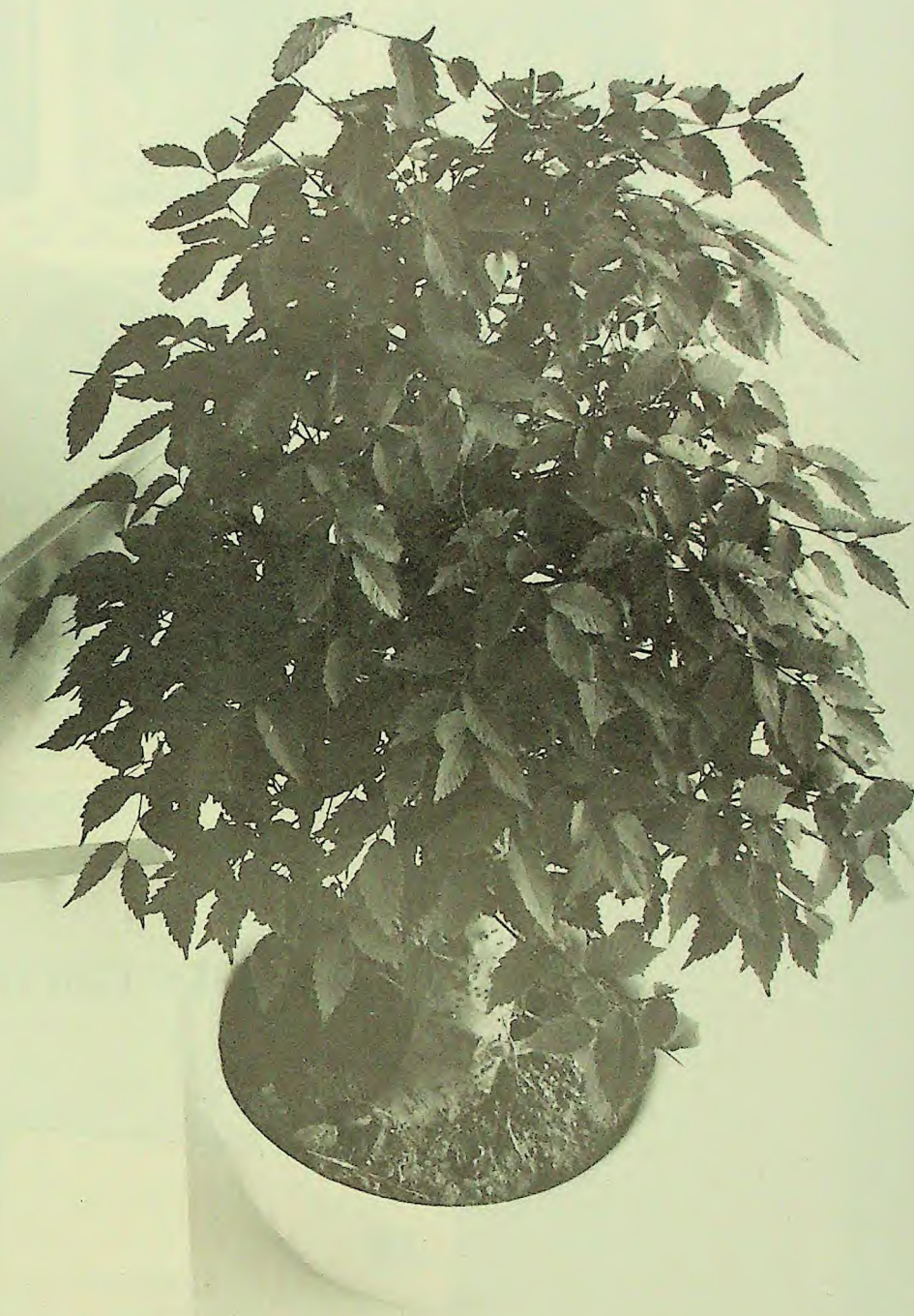
WOULD YOU JOIN THE CHARTS WITH US?

SIEGEL MUSIC COMPANIES
JUPITER RECORDS
OLYMPIA MUSIC PRODUCTION
SIEGEL MUSIC COMPANIES

HOEHLSTR 2. 8000 MUNICH 80.
WEST GERMANY

Tel: 089/98 4926 • Telex 5 22 946 SIEGL D

With Compliments



**Rudolf Slezak
Musikverlag GmbH**



GERMAN SUPPLEMENT

How has the last year been for Electrola?

"In the past 12 months, especially, you know that in Germany the situation has not been so as in previous years. Just to look at one fact, you know that in our market we have been hit by a lot of parallel imports. Figures vary, but there was a time when we estimated that 20 per cent of retail sales were imports. I'm sure that in the last year, these imports have been considerably reduced. As far as Electrola is concerned, last year you can see from the figures that we have lost a bit of our previous market share. But, nevertheless, in the charts at least we have maintained a leading role. Germany is no exception to the general situation in the rest of the world."

Are you coping with the imports problem?

"With parallel imports the origins of the problem were with the vast difference in prices. But, suddenly, the countries around us have increased their prices. For instance prices in the UK have gone up considerably. France and Italy have also increased their prices. Germany did not, or rather could not, increase, so the margins have narrowed a bit."

Looking back over the past year, what have been your biggest successes?

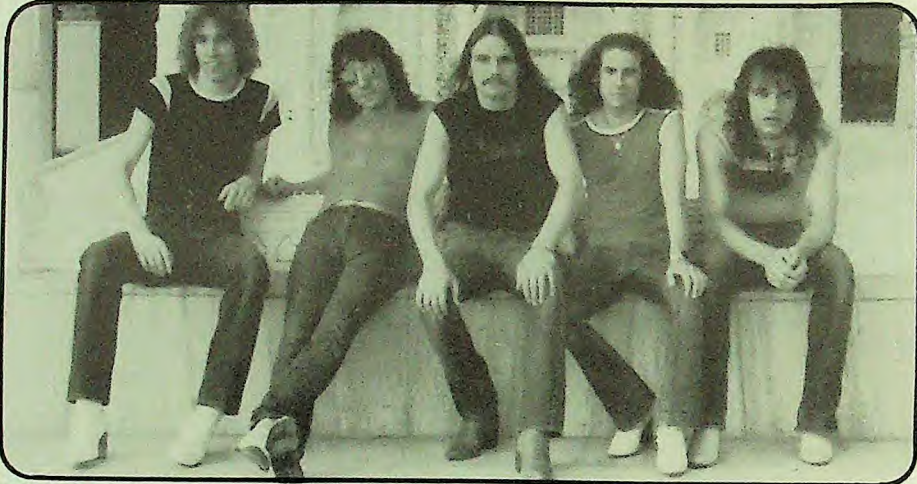
"I have just returned from presenting Alan Parsons with three gold discs and one platinum disc."

"With German acts, our biggest success has been with the Scorpions. It is particularly pleasing that we have been able to break them abroad. Usually it is a one-way street coming in, very seldom going-out. We regard the Scorpions as a very big success for our company."

Friedrich E Wottawa is managing director of EMI/Electrola. In a frank interview with *Music Week*, he analyses the current position of Electrola.



HOWARD CARPENDALE (above left) is EMI/Electrola's choice for this Christmas' TV push. Above centre is organ player Franz Lambert who was last year's successful TV promo album. Above right is Friedrich E Wottawa, managing director of EMI Electrola.



THE SCORPIONS: One of the German acts to be broken internationally by EMI/Electrola.

With Arista going to Ariola, how will you fill this gap?

"Certainly Arista has been for us a very important label. But if you look at the size of our company, you will see that we will certainly be able to replace this. I'm very glad at the moment that Capitol and United Artists are taking off in a big way in Germany. We have had UA since January, but have yet to issue the full catalogue. Gerry Rafferty is in the charts now and we are working on Dr Feelgood, Buzzcocks and the Stranglers. Capitol have had great success recently with The Knack — they are taking off now very rapidly. There was a time when Capitol was not so strong in Germany, but now it's different."

Do you agree there are still too many records being released?

"I completely agree. As far as we're concerned, we have introduced a scheme where we restrict ourselves, just so that we can put our full effort behind everything we release. I believe it doesn't make too much sense to make releases that you can't really try to break into the market."

Is there generally a shortage of talent?

"I think there is always a shortage of good talent. The impression I get is that in other countries there are more opportunities for young talent to develop. Where in Germany can they learn? Where can they go on stage? They have to jump straight into the big-time — onto TV or as support on a major tour."

**German extra
See MW
International
page 12**

Don't lose this card . . .



Creative music publishing is guaranteed!

PEER-SOUTHERN ORGANIZATION — MUSIC LINKS THE WORLD

For your No.1 product
your partner
in the No.2 market
in the world should be
the No.1 company
in Germany.

ABBA
Claudio Abbado
Allman Brothers Band
Amadeus Quartet
Mariha Argerich
Barclay James Harvest
Daniel Barenboim
Keith Barrie
Bee Gees
Teresa Berganza
Berliner Philharmoniker
Leonard Bernstein
Bino
Roy Black
Karl Böhm
James Brown
Cambridge Buskers
Carlsberg
Charlie
Chicago Symphony
Orchestra
Chilly
Cindy & Bert
Eric Clapton
Linda Clifford
Clout
Chick Corea
Cream
Michael Cretu
Georg Danzer
Franz Josef Degenhardt

Roberto Delgado
Dollar
Placido Domingo
Yvonne Elliman
»Festus« Ken Curtis
Fischer Chöre
Dietrich Fischer-Dieskau
Flairck
Mirella Freni
Gunter Gabriel
Gloria Gaynor
Andy Gibb
Steve Gibbons Band
Gibson Brothers
Carlo Maria Giulini
Golden Earring
Karel Gott
Max Greger
Alfred Hause
Jimi Hendrix
Peter Herbolzheimer
Ludwig Hirsch
Hollies
Tony Holiday
Bata Illic
Siw Inger
Millie Jackson
Gundula Janowitz
Jean Michel Jarre
Keith Jarrett
Herbert von Karajan

Kelly-Family
Wilhelm Kempff
Knut Kiesewetter
Carlos Kleiber
Kliby
Gidon Kremer
James Last
LaSalle Quartet
Daliah Lavi
Volker Lechtenbrink
Luv
Chor und Orchester der
Mailänder Scala
Manuel
Marek & Vacek
Curtis Mayfield
Arturo Benedetti Michelangeli
Milk & Honey
Frank Mills
Georges Moustaki
Münchener Bach-Orchester
Anne-Sophie Mutter
Olympic Runners
Oliver Onions
Seiji Ozawa
Peaches & Herb
Maurizio Pollini
Freddy Quinn
Rainbow
Karl Richter
Mstislav Rostropovich

Roxy Music
Peter Rubin
Harry Sacksioni
Saga
Peter Schreier
Fritz Schulz-Reichel
»Crazy Otto«
Sheila B. Devotion
John Stewart
Karlheinz Stockhausen
Sweet
Pat Travers
John Travolta
Pete Tex
Herman van Veen
Helmui Walcha
Konstantin Wecker
Margot Werner
The Who
Wiener Philharmoniker
Narciso Yepes
Nicanor Zabaleta
Krystian Zimerman
Pinchas Zukerman

...what
about you?



DEUTSCHE GRAMMOPHON GESELLSCHAFT MBH EST 1898
A polyGram Company
Quality has a name

GERMAN SUPPLEMENT

"THERE ARE two or three facts that are really important for development in the German market. First, there is the current economic situation all over the world — and especially in the States which as we all know is not too good at present and which influences Germany and Europe very hard.

"Because of this situation, the money the consumer can spend on records is less. It's very simple. Secondly, the whole leisure industry is fighting for that small segment of the market and trying to get their share. Our feeling is that it's more sharp now than in the past. It's not so easy.

"The third point is home-taping. Unfortunately in the past we only talked about this subject and nothing really was done about it. In

JOHANN SPEYER is marketing director for WEA Germany. Here he assesses the market from the marketing man's point of view.

Home-taping a problem

the past year, more blank tapes have been sold on the German market than LPs. And it is more a problem with the international repertoire than the domestic product."

Which albums are most hit by home-taping?

"Any album which is in the field of hard rock. For example AC/DC, Jethro Tull, Status Quo, Led

Zeppelin, Van Halen. Our new big albums for this autumn by Rod Stewart, The Eagles and Fleetwood Mac are typical fodder for home-taping. We know from experience with Rumours. With WEA, musicassettes are the same price as albums, but with some of our competitors, the musicassettes are more. I think this is wrong philosophy. Cutting the price of musicassettes may be the answer, but we may yet find a legal remedy.

"My fourth point concerns the talent, the repertoire itself. On the domestic front, WEA has had a really successful year with a share of 22 per cent of domestic repertoire — which is high for an American company only eight years established in Germany. We are proud of this position, especially artists like Supermax and Luisa Fernandez.

"We believe that it is a good policy to sign creative producers rather than big-name artists — hoping that they will sell as well in

the future as they have done in the past. You can really catch a cold on such a deal. A good example in Germany has been Vicki Leandros. She changed from Phonogram to CBS for a very large sum and now she's just not happening or selling.

"On the other hand, we have just signed a deal with Klaus Schulze, one of the premier electronic rock musicians in Germany, as a producer. We have just received the first LPs from this deal and believe we are on the right track. Our philosophy is to go to the heart of

the creative side, composers and producers — not established big-name artists."

Your plans for the autumn?

"We have four big acts with albums out now — Foreigner, Eagles, Rod Stewart and Fleetwood Mac. And they all come at once! Not only do we have problems on the manufacturing side, but we have to promote and advertise them all at the same time. The overall aim is to make everyone aware of these albums."

Are you confident for WEA in Germany in 1980?

"We are looking very optimistically at the future. We really believe in the creative potential of WEA. That is the beginning and end of our business. I'm convinced of that. We are building our acts such as Snowball and Passport and plan to break them abroad as well as in Germany."



LUISA FERNANDEZ: One of WEA Germany's major artists making an impact on the international market.



PICTURED LEFT to right are the WEA big wheels in Hamburg, Klaus Ollmann, Siegfried E Loch and Johann Speyer.

Economic situation not too good at present

WORLDWIDE TRADE

EXPORT

of all brands of records available in Germany
Jazz Classical and Pop

fantastic range — competitive prices — quick and expert service — excellent transport facilities

Request information from

IMPORT

of all kinds of records also special and small labels fitting in our extraordinary program

hard-to-get products — obscurities — back catalogue material — deletions as well as overstocks

Please send offers to



The Music experts in the southern part of Germany (45 minutes away from Stuttgart airport)

JULIANA HOPP GMBH

Backnanger Str. 74
D-7152 Aspach 1
W-Germany
Telex: 7262116 hopp d

Good news from Music Distributor



DIETER MONCH founded his own distribution company, Music Distributor, in 1978. And to date he has had amazing results.

He started with 50 titles from several small production companies which wouldn't have stood a chance within the distribution systems of the big companies.

Now, Monch's Music Distributor has a sales team of four, soon to be increased to eight. One of its biggest successes has been with the Antagon label which represents Fats Domino exclusively worldwide. His last album, Sleeping On The Job reached the 60,000 sales mark in Germany, the Austrian rock group Schmetterlings (Butterflies) has sold more than 30,000 of its three LP package Proletenpassion (Poor Mens Passion). Tony Sheridan with the Elvis Presley band and several other artists have achieved success through small labels via Music

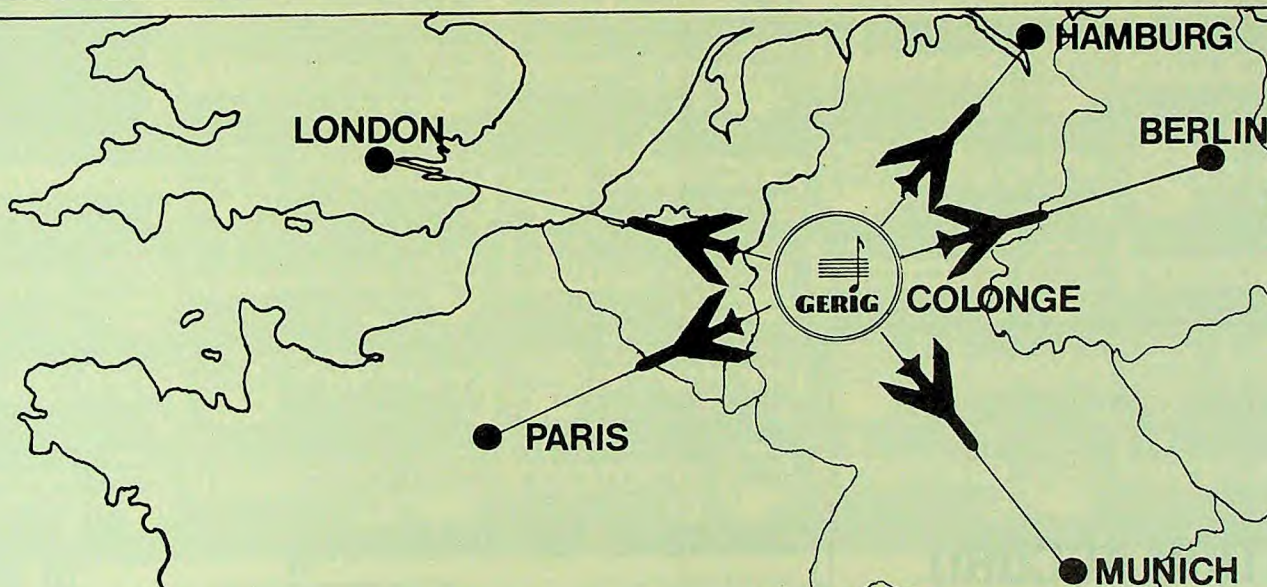
Distributor.

This year, Monch got surprising sales action for a 12 LP rock package, featuring such bands as The Broughtons, Malicorns from France, Welcome from Switzerland plus Efendi's Garden and Mythos from Germany. The whole package was announced as New Coming (see picture above) with the albums selling for DM 5.90 and a picture disc for DM 9.90. Now Monch is planning similar New Coming packages on folk, reggae and country and western.

It's fair to say that Music Distributor is unique on the German market. Monch is keen to hear from independent labels and producers from within and from outside Germany.

If you wanna make
 your **F**avourites
 into **D**eutsch Marks
 come to **H**amburg

...ready for the 80's
FRANCIS, DAY & HUNTER GMBH
 Harvestehuder Weg 21, 2000 Hamburg 13
 Tel.: (040) 443061-65



**MUSIKVERLAGE HANS GERIG
 IS THE CREATIVE CENTER-POINT
 OF MUSIC PUBLISHING BUSINESS**

MUSIKVERLAGE HANS GERIG, DRUSUSGASSE 7-11, 5000 KÖLN 1, PHONE: (0221) 23 48 33, TELEX: 888 1233

GERMAN SUPPLEMENT

The situation so far

GERD MUELLER of Francis, Day and Hunter, Hamburg, looks over the past year and to the future for publishers in Germany.

"Business for 1979 for us has been in line with previous years which means a substantial increase in profits to the year's end, which, of course, has to be estimated for the last quarter," he says.

"The re-signing of Stevie Wonder and the new signing of Kiss — who broke big with their album Dynasty and single, I Was Made For Lovin' You — have been the highlights of 1979.

"The year 1979 started for us with Queen's sensational Bicycle Race, which was followed by Kate Bush's Lionheart album. Elton John had his biggest success ever in Germany with the LP, Single Man and the single, Song For Guy.

"Barclay James Harvest has been a top 20 album for 96 weeks and is developing into one of the best selling groups in our territory.

"We are proud and happy that four of our acts, Kiss, AC/DC, Cheap Trick and Peter Tosh, broke during the last quarter and it looks as if all of these four will establish their success.

"Reiner Schoene's album, Automatenlacker, is getting very good reviews and with his October tour, we are looking forward to making him one of the well-known German language rock n roll acts.

"Moreover, this goes for the Berlin group, Morgenrot, who have just released their debut album — we think it's hot.

"Boo Boo's Heart, who have their single, Day After Day out on RCA, will be in the studio later this year for their first album. They are regarded as top priority by the

company as is John Kincade with 21. Together with Lake's new set up and Key working on an album, we will be ready for the eighties.

"We feel that in line with the increase of mechanical income in relation to performances, publishers will depend more and more on the success of their record companies.

"The fear that a further back-stroke of sales, which would only have an impact on our results 12 to 18 months later is affecting the publishers' policy somehow. We will have to be more careful and selective in signing expensive artists and paying substantial advances.

"The fact that 16 2/3 per cent of the total income of a cover version will be paid to the lyric writer hardly encourages a sub-publisher to go for local vocals without a special split for cover records.

"Definitely there is national talent. Germany's problem, however, from my point of view, is a lack of good management training and promotion.

"We have been very lucky with placing original copyrights by Zanki, Detlev Petersen, James Hopppkins Harrison and others in the USA and UK. The success that German groups and writers are gaining outside their own territory should be a motivation for publishers and producers to invest time, experience and money in such talents.

"The new split between publishers and original writers referring to mechanicals, can only show its effect later. However, we feel it won't change our attitude to sign many good original writers as, in the long run, the retained income and the fact that we have their songs for the life of copyright, will make them the ones to create the standard catalogue."



KATE BUSH: a good start to the year

Positive year for Peer in publishing and production

MICHAEL KANSTEDT of Peer Musikverlage, Hamburg reports a good year, with "positive development of the last few years continued and successes in both publishing and production."

He adds, "Although we tried hard to get German copyright, most of our hits were made out of foreign copyrights. We believe that this reflects the general development in Germany.

"It is a particular problem that only limited interest and enthusiasm is shown and invested in German works, artists and productions.

"It is easy just to watch the foreign charts which become the only decision basis. This behaviour is common amongst producers, in the media and in the retailing field too.

"Our internal problems combine

closely with this situation. For our German products we must allow a larger promotion budget to get similar returns to that we get from foreign product.

"German newcomers face a stiff task to break through. It is quite clear that there are several and various problems which add to the fact that there is neither a development nor an existence basis for newcomers.

"Through special efforts, we have built a stable of artists and authors from the available talent pool. But new, fresh blood in the arranging field is very rare."

The UFA family

UFA MUSIKVERLAGE is one of the largest music publishing groups in the field of pop and light music in Germany. Their name is derived from Ufaton-Verlag, established in 1929, when "the motion pictures started talking."

Ufaton controls nearly all soundtracks of the UFA motion pictures — i.e. most of the German classics such as Blue Angel. Two years ago Ufaton took over the administration of the Walt Disney Music Co and of Wonderland Co Inc for Germany. 1979 marks the 50th anniversary of UFATON.

Wiener Boheme Verlag, set up in 1919, was acquired by UFA in 1931. Its catalogue contains mostly standards and evergreens, among them some of the most famous hit songs of the twenties, such as Salome by Robert Stolz. Wiener Bohem Verlag will celebrate its 60th anniversary in 1979.

Bavariaton-Verlag was acquired by UFA in 1963. Established in 1932, it controls mostly soundtracks of Bavarian motion pictures.

In January 1979, two more publishing houses — AHN & Simrock and Crescendo were added to the UFA group.

Music Edition Discoton, another member of the UFA family,

concentrates mainly on contemporary music. Apart from German pop music, it also acquires foreign song catalogues for exploitation on the German market. Lately Discoton has increased its record production activities.

In addition, the UFA group represents a number of publishing partners: Edition Rex, Edition Alfie and Interworld Musikverlag (holding such copyrights as Jimi Hendrix, Henry Mancini and Barry White), Edition Simon-Musik and Pirol Musikverlag.

Dr Josef Bamberger, manager of UFA, describes his company's aims and objectives as follows:

"Our primary aim is the exploitation of the standard catalogues through large scale promotion activities in the various media, keeping a well assorted stock of printed music available for music dealers, maintaining contact with professional bands and orchestras as well as with journalists and radio DJs and programmers.



DR JOSEF BAMBERGER

"The UFA chain closely cooperates with all potential distribution partners concerning the sale of master tapes and productions to be made on UFA's behalf. This will enable UFA to reach a variety of artists and producers.

"The UFA music publishing group has also signed up artists such as Julia Migenes and Rene Kollo.

"Acquisition of international catalogues — sub-publishing deals have been made with Virgin, Jobete, Desert Songs and Musiza. This branch of the publishing business is being further developed."

For Top Exploitation In Germany,
Austria and Switzerland

EDITION ACCORD GMBH

P.O. Box 45 03 69
Stolberger Str. 90
D-5000 Cologne - 41
Phone: 0221-543036
Telex: 888 35 34

contact:

Rudi Petry or Bob Bobzien

Success for Intersong

ON THE International front, Intersong has had particular success in Germany with new wave bands that have made it big in the UK and US.

The Boomtown Rats (I Don't Like Mondays) (Zomba Music) have broken through and Blondie (Rare Blue/Monster Island Music) have had big successes with Heart Of Glass, Sunday Girl and the current album Eat To The Beat.

Other successes include Rainbow, Dennis Brown, Darts, John Miles, Whitesnake, Inga Rumpf, Germany's leading female rock singer has just finished her new album, I Know Who I Am.

Intersong's most successful German writer/producer is Drafti Deutscher. His composition Mama Leone has sold more than 8.5 million recordings.

Rock Hopper Music has turned out to be the company's most important catalogue deal, encompassing Rumours and the current Fleetwood Mac LP, Tusk.



HORST FUCHS of Intersong

On the production side, Intersong has started producing country and western songs by German artists with German lyrics. Two records are already out on the Blue Jeans label (Phonogram), Ich Brauch Country by Tex Rodgers and Keine Matzchen Schatzchen by Greyhounds.

All according to plan

ACCORD OF Cologne reports a good year. Rudi Petry says, "The last year has been a good one. We have been content with the results, they have been up to our expectations: Our best results have been with the Neil Diamond Catalogue."

Accord, while being a member of the EMI publishing group, is a daughter company of EMI/Electrola, concentrating on German national product.

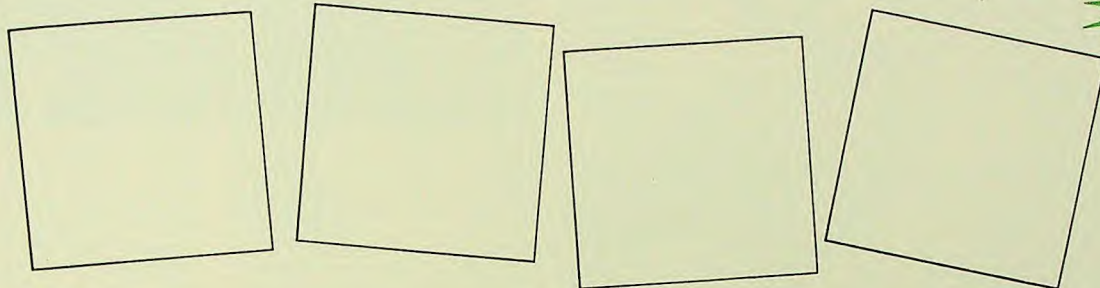
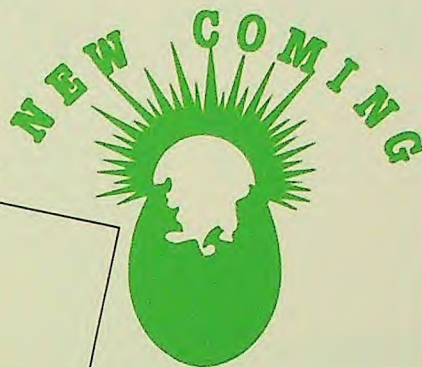
"We are not just in the hit business," explains Petry, "it's essential for publishers not to stand just on one leg. We represent the publishing interests of Christian Anders and of Hugo Strasser's dance orchestra. The business is becoming harder and harder and more competitive, so you need to cover more than one field."

Petry sums up the publishing scene in Germany, "It is a big green field with enough grass to keep a lot of cattle satisfied."

MUSIC DISTRIBUTOR GMBH

The independent record distributor

We are looking for distribution partners for our products



Labels:

Burning Sound – Reggae/Mulligan – Irish Folk/Bear Family – Country & Western,
Folk, R & R/Venus – Rock/Churchill – Country/Cezame – Electronic Rock/ Antagon/Happy Bird

We are searching for:

Accomplished products for distribution, mastertapes for possible taking over.

We offer an optimum of engagement for every single product.



Wendenstrasse 25, 2000 Hamburg 1
Germany ☎ 24 25 96

Please write.



WEST-GERMANY · HALLERSTRASSE 40 · 2000 HAMBURG 13 · TEL. 040 · 41 29 31/37



GERMAN SUPPLEMENT

Polydor International's popular repertoire division is based in Hamburg. Here, Michael Hoppe, director of the division explains its function:

Polydor's pyramid power

"PRD CONSISTS of three departments, product, promotions and operations. PRD is responsible for exploiting internationally all Polydor repertoire.

"We are also responsible for pushing all acts which come from our operating companies. Providing they have had some success in their own territory, then it is up to us to take it here and push it worldwide.

"We are also a sort of liaison centre, the hub in the middle of a wheel. When we hear a buzz, it is for us to tell all other countries what is happening with specific items. We also provide funds to promote these artists, be it through tour support, film clips or whatever. It really is a huge liaison function."

The division has been completely re-organised under Michael Hoppe and, to emphasise this and to give the division an image, he has

adopted the symbol of a PyRamiD.

"Our slogan is 'your source of force'," explains Hoppe. "Basically that is that PRD has a wide base, contains considerable wealth, there are many sides to it and they all point to the stars. It symbolises the multifarious nature of PRD. We feel that one of the things that hasn't happened here for quite some time is that there was very little show in the showbusiness.

"I know that now we will be able



MICHAEL HOPPE, director of Polydor International's PRD is pictured (far left) with (l to r) Hille Hillekamp (manager promotion department), Hans Burghard (manager operations department) and Rudiger Litza (product department).



ALAN PARSONS, pictured above third from left, whose success in Germany has been nothing short of amazing. He is pictured with EMI/Electrola managing director Friedrich Wottawa (centre) and various other music business people, receiving a platinum disc for sales of more than 500,000 units of Pyramid, another gold disc for Pyramid, and gold discs for both I Robot and his latest album, Eve, which reached gold status before it was released. Eve has joined all three previous Alan Parsons Project albums which are still in the German charts. Tales Of Mystery And Imagination (110 weeks), I Robot (109 weeks), Pyramid (67 weeks) are still selling well. Combined international sales of the four Alan Parsons Project albums to date is estimated at over 5 million. Germany apart, there have been good results in Italy, Argentina, Spain, Portugal, Canada and Australia. But, strangely, sales in the UK are not that significant.

to assist our operating companies across the world to a greater extent that we have done previously.

"The product department, headed by Rudiger Litza, is responsible for collecting the information from abroad, finding out what has been released where and with what success, and helping these companies promote their material internationally.

"So often we have excellent stuff that becomes buried. Because of volume, things can be missed, things of great potential. These guys here are a sort of sifting office, sorting out what's worthwhile promoting and what isn't.

"Different markets have different conditions and you can't necessarily promote something that has been successful in one particular market all over the world.

"If, for example, Germany sends us something they feel is very strong, then we assist them to place it internationally and give them feedback on what's happening."

Why is the PRD division based in Hamburg?

"A lot of people ask us that. Sure, Hamburg is not exactly the gateway to the music world. It started here many years ago, through DG and Semens and has remained since."

Another new aspect of the PRD division is that they will be holding regular 'workshops'.

"A and R workshops, with representatives from various companies worldwide are most important to discuss what the new various deals are and where we're going. We plan to run three or four a year in various major cities. There will also be promotion workshops."

Who bakes the best cakes in Germany?



It's phonogram



We already represent



...and how about you?

Disco losing out to new wave awareness



BONEY M. Their international success goes unabated.

THE DISCO music trend has passed its peak so far as West German record buyers are concerned, and there is now more awareness among younger people of new-wave music, claims Peter Meisel, head of the Hansa organisation which during the last 12 months alone has had million-selling records around the world with two disco-orientated acts in particular, Boney M and Amii Stewart.

Meisel describes the general German record market as being "a little slow".

"I would estimate that sales generally are down by about ten percent on last year but this is only in line with what is happening internationally. In fact, West Germany hasn't been as affected as much as some European countries where sales are down by up to 20 percent," he says.

"It is not so much a financial situation as the fact that musically speaking there is nothing exciting happening at all," Meisel continues. "Disco music over the last few months has been rather samey. There is no real incentive for people to go out and buy records. What is needed is exciting product and some new names."

"Unfortunately the television and radio network in West Germany doesn't actually encourage new talent although there are signs that this picture is gradually changing, so far as TV is concerned. A couple of programmes have started quite recently which feature new wave and rock music, and the results are already coming through."

Meisel adds: "West Germany needs more commercial radio and TV stations, although when that will happen I don't know. At the

moment, the radio stations are all government controlled. The pop music scene is totally different in Germany compared to England and there is really less new talent coming through because of the absence of suitable outlets.

"Unlike the UK, there are very few live rock venues — there must be thousands of pub rock places in Britain where bands can play but in Germany the only real way of

getting music heard is on a juke box or in a discotheque. It worries me that there are few opportunities for West German kids to hear live music."

Meisel also says that many people have a conservative attitude towards new-wave music in Germany and claims that because of the lack of venues for young bands to get important exposure, the West Germany record market is

gradually been swamped by foreign product.

"I would reckon that something like 80 per cent of the total record sales we have are foreign productions. The figure has been increasing over the last five years and unless something is done soon then it is likely to get higher."

Despite his rather pessimistic warning, Meisel reports that so far as Hansa is concerned, the future is

very encouraging. The international success of Boney M goes unabated and the last nine months have seen the emergence of another massive record seller, Amii Stewart who has multi-million selling hits with Knock On Wood and Light My Fire.

"We're doing terrific, business has never been better," Meisel says. "At the moment we have eight records in the West German Top 50 including two by Amii Stewart. Another is by Kingston King, a Dutch reggae artist. The trend is gradually switching from disco, but we are well equipped to change with any trends that come along."

"I'm very hopeful for the chances of Japan, the rock band, who have been doing very well. Their latest album sold about 20,000 copies in Germany which may not be a lot but it is a start. We have made important in-roads with the band's musical career."

Meisel says that piracy is not too great a problem in the West German record market but in line with most other European countries it does face problems from home-taping.

"Probably about three percent of the market share is lost annually to the home-tapers. Unless somebody comes up with a signal which can be put on records to prevent taping, then the situation is going to get even more serious. The only alternative is to impose a levy and that is a distinct possibility for next year."

Can Meisel predict Hansa's rate growth for the next year?

"That is difficult to estimate. What we intend to do is build on what we have, which is what we have done the last few years. If our growth continues percentage wise as it has done in the past, then I shall be more than happy."

"I would reckon that something like 80 per cent of the total record sales we have are foreign productions. . ."

MACHEN SIE AUS NOTEN EINE TUGEND

Profit mit Songbooks

Über 900 Einzelhändler in Deutschland haben inzwischen erkannt, dass mit MUSIC SALES-Songbooks ein ausgezeichneter Gewinn zu erzielen ist. Ganz gleich, ob MUSIC SALES-Ausgaben ein vorhandenes Notensortiment ergänzen und abrunden, oder ob zusätzlich zur Instrumenten- oder Schallplattenabteilung eine neue Einnahmequelle erschlossen wird: hervorragend gestaltete, bei Jung und Alt gleichermaßen begeistert aufgenommene Songbooks sind keine Ladenhüter, setzen sich schnellstens um und sind stets ein attraktiver Blickfang in Ihrem Geschäft.

Die Aufmachung

Der MUSIC SALES-Songbook ist vorbildlich. Von Künstlern entworfen, von Profis hergestellt sind sie in ihrer Ausstattung, Druck und Layout unübertroffen. Fordern Sie den MUSIC SALES Kundenberater an, oder verlangen Sie unsere neuesten Kataloge.

MUSIC SALES GMBH

Kölner Strasse 199, 5000 Köln 90, Telefon 02203-55022, Telex 8873463





SOURCE OF FORCE.

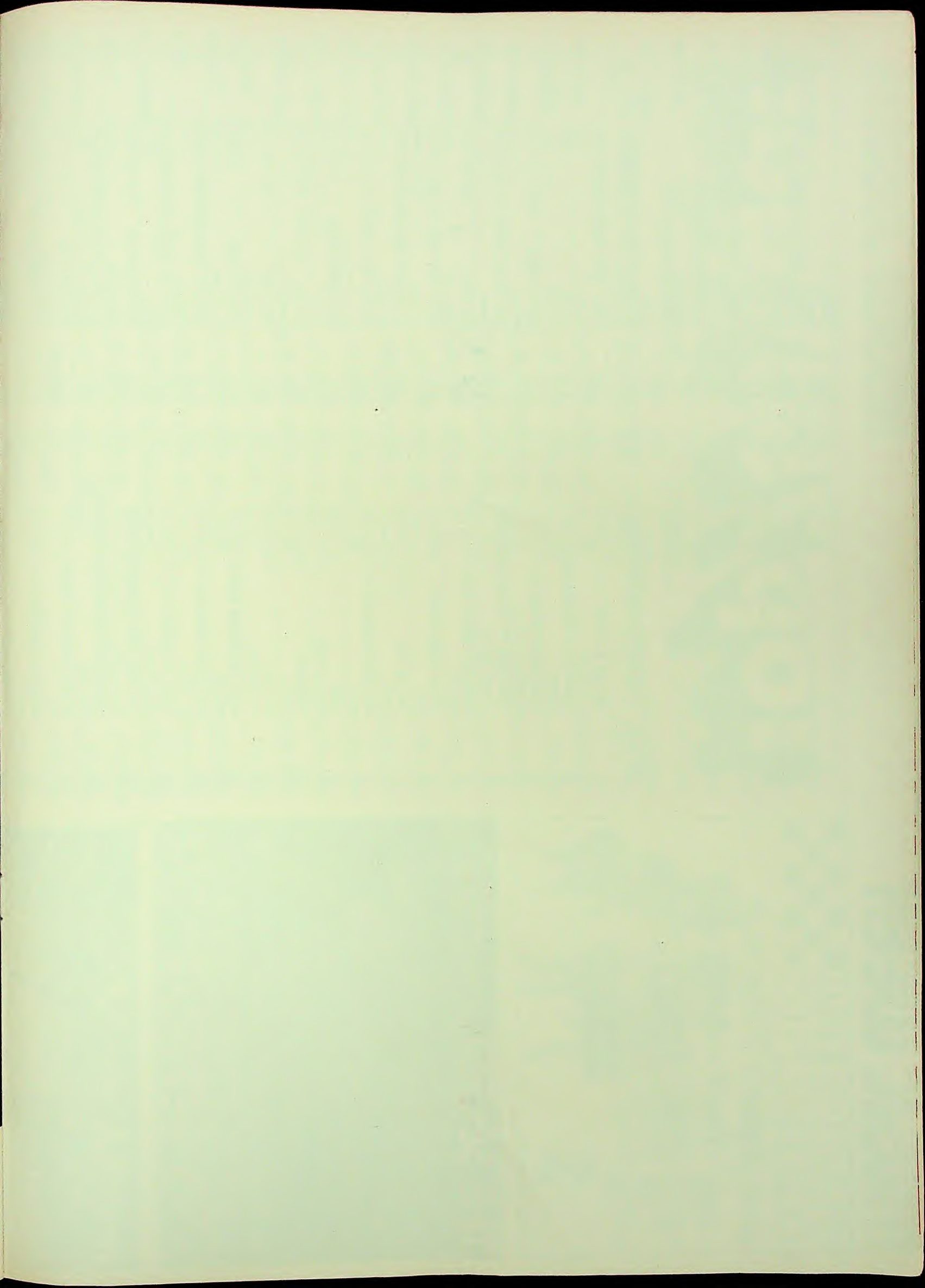
The dynamic force of a great record company comes from within.
In the strength of commitment to its artists, in the energy created by their talents.
At the Popular Repertoire Division of Polydor International we're totally
committed to the support, promotion and development of our artists.
It's an obligation we're proud to fulfill because their excellence has made
us the record company we are today.
A source of creativity. And a force to be reckoned with.



POLYDOR INTERNATIONAL

a polygram company

Polydor International GmbH, Harvestehuderweg 1-4, 2000 Hamburg 13, PO Box 132266, West Germany. Tel: 010 49 (40) 44 18 11 Telex: 02-12434



TOP 75

SINGLES

WEEK ENDING OCTOBER 27 1979

1	5	ONE DAY AT A TIME Lena Martell	Pyg 7N 46021
2	1	VIDEO KILLED THE RADIO STAR Buggles	Island WIP 6524
3	9	WHEN YOU'RE IN LOVE Dr. Hook	Capitol CL 16039
4	3	DON'T STOP 'TIL YOU GET ENOUGH Michael Jackson	Epic EPC 7763
5	6	EVERY DAY HURTS Sad Cafe	RCA PB 5180
6	30	GIMME GIMME GIMME Abba	Epic EPC 7914
7	10	CHOSEN FEW Dooleys	GTO GT 258
8	2	MESSAGE IN A BOTTLE Police	A&M AMS 7474
9	18	TUSK Fleetwood Mac	Warner Bros K 17468
10	4	DREAMING Blondie	Chrysalis CHS 2350
11	12	O.K. FRED Errol Dunkley	Scope SC 6
12	7	SINCE YOU'VE BEEN GONE Rainbow	Polydor POSP 70
13	8	WHAT EVER YOU WANT Status Quo	Vertigo 6059 242
14	11	QUEEN OF HEARTS Dave Edmunds	Swan Song SSK 19419
15	20	THE DEVIL WENT DOWN TO GEORGIA Charlie Daniels	Epic EPC 7737
16	27	GONNA GET ALONG WITHOUT YOU NOW Viola Wills	Ariola/Hansa AHA 546
17	28	MAKING PLANS FOR NIGEL XTC	Virgin VS 282
18	23	MY FORBIDDEN LOVER Chic	Atlantic K 11385
19		YOU CAN DO IT	

Nights in White Satin The Moody Blues

Twice high on the charts and heading there again. Now available in a special bag with the story of the song on the back. Available on DERAM. DM 161.



THE SECRET



NEW SINGLE
A&M RECORDS

ANOTHER HEART LINE ANOTHER HEART LINE

BIRD SONGS

STIFF SINGLE
BIRDSONG
STIFF SINGLE

35	43	SMASH IT UP Damned	Chiswick CHIS 116
36	40	NUCLEAR DEVICE (WIZARD OF AUS) Stranglers	United Artists BP 318
37	14	CARS Gary Numan	Beggars Banquet BEG 23
38	26	LOVE'S GOTTA HOLD ON ME Dollar	Carrere CAR 122
39	64	YOU'VE GOT MY NUMBER Undertones	Sire SIR 5024
40	50	HEARTACHE TONIGHT Eagles	Asylum K 12394
41	NEW	MESSAGE TO YOU RUDY/NITE KLUB Specials/Rico	2 Tone TT 5
42	44	I DON'T WANT TO BE A FREAK Dynasty	Solar FB 1694
43	58	SARAH Thin Lizzy	Vertigo LIZZY 5
44	48	POINT OF VIEW Matumbi	Matumbi RIC 101
45	32	SLAP AND TICKLE Squeeze	A&M AMS 7466
46	74	SAD EYES Robert John	EMI America EA 101
47	34	STRUT YOUR FUNKY STUFF Frantique	Philadelphia PIR 7728
48	NEW	HE WAS BEAUTIFUL (CAVATINA) Iris Williams	Columbia DB 9070
49	NEW	LADIES NIGHT Kool & The Gang	Mercury KOOL 7/12
50	39	SING A HAPPY SONG O'Jays	Philadelphia PIR 7825
51	38	SAIL ON Commodores	Motown TMG 1155
52	67	BIRD SONG Lene Lovich	Stiff BUY 53
53	61	STRAIGHT LINES New Musik	GTO GT 255
54	45	SHAPE OF THINGS TO COME Headboys	RSO 40
55	71	CAN'T GET ENOUGH OF YOUR LOVE Darts	Magnet MAG 156
56	24	TIME FOR ACTION Secret Affair	i-Spy SEE 1
57	62	SO MUCH TROUBLE IN THE WORLD Bob Marley & The Wailers	Island WIP 6510
58	NEW	KNOCKED IT OFF B. A. Robertson	Asylum K 12396
59	NEW	IF YOU REMEMBER ME Chris Thompson	Planet K 12389

TOP 75

ALBUMS

WEEK ENDING OCTOBER 27 1979

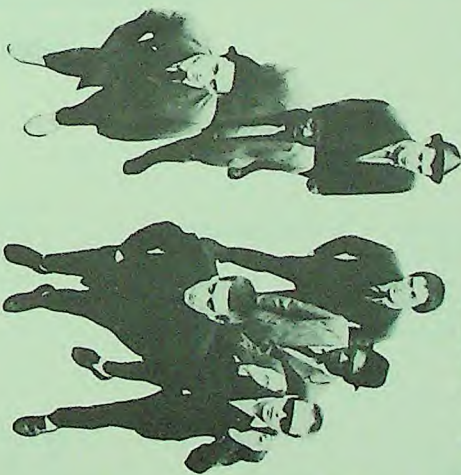
1	1	REGATTA DE BLANC	•	A&M AMLH 64792
2	NEW	TUSK		Fleetwood Mac
3	2	EAT TO THE BEAT	•	Chrysalis CDL 1225
4	3	WHATEVER YOU WANT		Status Quo
5	4	THE LONG RUN	•	Asylum K 52181
6	5	OFF THE WALL		Michael Jackson
7	9	OUTLANDOS D'AMOUR	•	A&M AMLH 68502
8	24	LENA'S MUSIC ALBUM		Lena Martell
9	8	DISCOVERY	•	Electric Light Orchestra
10	6	THE PLEASURE PRINCIPLE	•	Gary Numan
11	19	M.R. UNIVERSE		Gilan
12	NEW	BOMBER		Motorhead
13	7	OCEANS OF FANTASY	•	Boney M
14	11	DOWN TO EARTH	□	Rainbow
15	10	STRING OF HITS	•	Shadows
16	12	PARALLEL LINES	•	Blondie
17	17	I AM	•	Earth Wind & Fire
18	40	ONE VOICE	□	Barry Manilow
35	30	FACADES		Sad Café
36	27	NOT THAT I AM BIASED		Max Boyce
37	43	WELCOME TO THE CRUISE		Judie Tzuke
38	34	MANILOW MAGIC	•	Barry Manilow
39	46	LOVE HUNTER		White Snake
40	44	LIVE AND LEARN		Ekie Brooks
41	26	ROCK 'N' ROLL JUVENILE	•	Giff Richard
41	58	VICTIM OF LOVE		Eikon John
43	45	SLOW TRAIN COMING	•	Bob Dylan
44	33	BAT OUT OF HELL	•	Meat Loaf
45	60	ENTERTAINMENT		Gang Of Four
46	39	THE ADVENTURES OF THE HERSHAM BOYS	□	Sham 69
47	48	RUMOURS	•	Fleetwood Mac
48	28	MIDNIGHT MAGIC	□	Commanders
49	41	ANOTHER KIND OF BLUES		UK Subs
50	35	NIGHT OWL	•	Gerry Rafferty
51	23	I'M THE MAN		Joe Jackson
52	NEW	MARATHON		Santana
53	53	THE VERY BEST OF LEO SAYER	•	Leo Sayer
54	36	LAST THE WHOLE NIGHT LONG	•	James Last
55	70	THE BEST OF THE DOOLEYS	•	The Dooleys
56	54	OUT OF THE BLUE	•	Electric Light Orchestra
57	NEW	I CAN SEE YOUR HOUSE FROM HERE		Camel
58	55	THE KICK INSIDE	•	Kate Bush
59	72	THE BEST DISCO ALBUM IN THE WORLD	•	Various

SPECIALS

THE ALBUM

A MESSAGE TO YOU
RUDY
DO THE DOG
IT'S UP TO YOU
NITE KLUB
IT DOESN'T MAKE IT
ALRIGHT
CONCRETE JUNGLE
TOO HOT

MONKEY MAN
(DWARFING OF A)
NEW ERA
BLANK EXPRESSION
STUPID MARRIAGE
TOO MUCH TOO
YOUNG
LITTLE BITCH
YOU'RE WONDERING
NOW



2
TONE
RECORDS

The incredible new **CAMEL** album!

"I Can See Your House From Here"

Including the future Top Ten single

"Remote Romance"

Both on Decca. Where else?

They're back and better than ever!

Album TXSR 137 Cassette KTXC 137
Single FR 13879

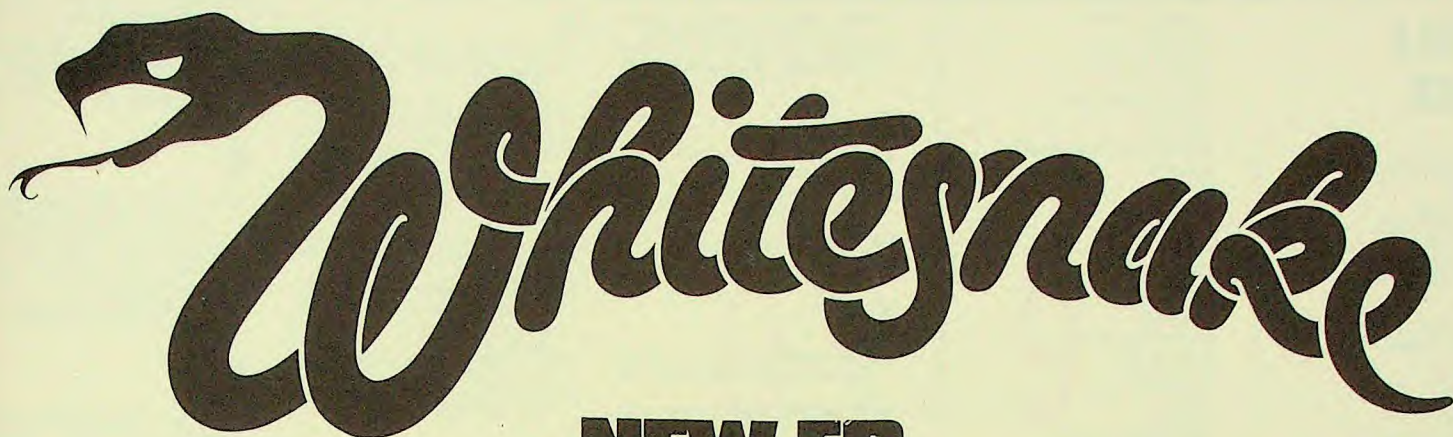


Lenas Music Album
is a very special collection of songs from



Lenas





NEW EP

**LONG WAY
FROM HOME
BP 324**

ORDER NOW FROM YOUR U.A. SALESMAN OR EMI RECORDS DISTRIBUTION CENTRE.

**INITIAL QUANTITY IN
SPECIAL PICTURE BAG**

**"LONG WAY FROM HOME" IS TAKEN FROM
THE NEW ALBUM "LOVEHUNTER"
ALBUM UAG 30264
CASSETTE TCK 30264**

WHITESNAKE TOUR 1979 WITH GUESTS "MARSEILLE"

OCTOBER			
THURSDAY	11	GUILDHALL	LEICESTER
FRIDAY	12	DOME	BRIGHTON
SATURDAY	13	ODEON	BIRMINGHAM
MONDAY	15	GUILDHALL	PRESTON
TUESDAY	16	APOLLO	GLASGOW
WEDNESDAY	17	ODEON	EDINBURGH
THURSDAY	18	CITY HALL	NEWCASTLE
SATURDAY	20	CITY HALL	ST ALBANS
SUNDAY	21	GAUMONT	IPSWICH
TUESDAY	23	CITY HALL	SHEFFIELD
WEDNESDAY	24	NEW THEATRE	OXFORD
THURSDAY	25	DE MONTFORD HALL	LEICESTER
FRIDAY	26	APOLLO	MANCHESTER
SUNDAY	28	HAMMERSMITH ODEON	LONDON
MONDAY	29	HAMMERSMITH ODEON	LONDON
TUESDAY	30	COLSTON HALL	BRISTOL

NOVEMBER		
THURSDAY	1	ST GEORGES HALL BRADFORD
FRIDAY	2	THEATRE COVENTRY
SUNDAY	4	EMPIRE LIVERPOOL
MONDAY	5	GAUMONT SOUTHAMPTON
TUESDAY	6	VICTORIA HALL HANLEY



**PLEASE NOTE: DUE TO PUBLIC DEMAND - EXTRA DATE
AT HAMMERSMITH ODEON 29 OCT**

RELEASES

SINGLE INDEX

AGENTS.....T
 ANDERSON, Carol.....S
 ANGELIC UPSTARTS.....N
 BATT, Mike.....L
 BENSON, George.....H
 BELLAMY BROTHERS.....W
 BLONDE ON BLONDE.....T
 BLUE OYSTER CULT.....I
 BROWNHILLS CHORAL.....A
 SOCIETY.....J
 BRICK.....P
 BUNK DOGGER.....D
 CAMPBELL, Duggie.....E
 CAMEL.....R
 CHEAP TRICK.....D
 CARPETTES.....I
 COMMODORES.....S
 CULTURE.....I
 DALTON AND DUBARRI.....I
 DETROIT SPINNERS.....B
 DEF LEPPARD.....W
 DONE CUGINI.....L
 DORS, Gary.....D
 DUNKLEY, Errol.....L
 DUPLICATES.....I
 DR. FEELGOOD.....P
 EDGE.....W
 FAITHFUL, Marianne.....B
 FRANCIS, Winston.....O
 B.B. GABOR.....L
 HALL, Howard.....M
 HOLMES, Rupert.....E
 HOT GOSSIP.....L
 HOUSE, Bill.....I
 JERSEY GANG/KUSHITES.....R

JOHNSON, Kenny.....S
 JUPITER 4.....L
 KENNEDY, Grace.....B
 KENNY, Gerrard.....C
 KING, B.B.....T
 LONG JOHN BALDRY.....A
 MADNESS.....O
 MANICOU.....T
 MARTHA AND THE MUFFINS.....I
 MODS 79.....G
 MY SEX.....C
 NYJO.....E
 NY BLONDES.....L
 O'DAY, Alan.....D
 PLATYPUS.....D
 POINTED STICKS.....O
 REAL THING.....G
 REALISTICS.....D
 SCREAMS.....I
 SEVENTH AVENUE.....M
 SHIPLEY, Ellen.....C
 SLY STONE.....R
 SUNDHOLM, Roy.....D
 TEENA.....S
 THE DOLL.....C
 THOROGOOD, George/
 Destroyers.....M
 TIN OPENERS.....S
 TOSH, Peter.....S
 VAPOURS.....P
 WARD, Anita.....D
 WHITE SNAKE.....L
 WYNETTE, Tammy.....S
 YANCEY.....S

DISTRIBUTORS CODE

A - Pye, C - CBS, W - WEA, E - EMI, F - Polygram, H - H. R. Taylor, L - Lugtons, R - RCA, S - Selecta, X - Clyde Factors, Z - Enterpise, CR - Creole, P - Pinnacle, RT - Rough Trade, SH - Shannon, Q - Charmdale, G - Lightning, SP - Spartan, FP - Faulty Products.

DREAM POLICE, Heaven Tonight, CHEAP TRICK. Epic EPC 7880 (C)
 DREAMER, I Wanna Love You Baby, GARY DORS. Christie CML 0106 (S)

E
 'EAVE, 'O, Early Morning Train, NYJO. Pye 7P 143 (A)
 ENOUGH TO MAKE YOU MINE, Starry Eyes, DOUGGIE CAMPBELL. Dindisc DIN 3 (C)
 ESCAPE (PINA COLARDA SONG), Drop It, RUPERT HOLMES. Infinity INF 120 (C)

G
 GIVE ME YOUR LOVE, You Can't Force The Funk, REAL THING. Pye P 142 (A)
 GREEN ONIONS, High On Your Love, MODS 79. Casino Classics CC 13 (A)

H
 HEY GIRL, Welcome To My World, GEORGE BENSON. Warner Brothers K 17472 (W)

I
 I DON'T MEAN IT, Easy Way Out, THE CARPETTES. Beggars Banquet BEG 27 (W)
 I FOUND YOU, This Disco Sure Gets Lonely, BILL HOUSE. Decca FR 13876 (S)
 I WANT TO MAKE YOU VERY HAPPY, Call Of The Faithful, THE DUPLICATES. Stiff BUY 54 (C)
 I (YOU) CAN DANCE ALL BY MY (YOUR) SELF, There Is Love In Everybody, DALTON & DUBARRI. DJM/DJS 10924/12 DJR 18007 (C)
 IMAGINE ME WITHOUT YOU, Your Goal, My Goal, SCREAMS. Infinity INF 119 (C)
 IN THEE, The Vigil, BLUE OYSTER CULT. CBS 8003 (C)
 INSECT LOVE, Cheese and Gum, MARTHA AND THE MUFFINS. Dindisc DIN 4 (C)
 INTERNATIONAL HERB, Down In Jamaica, CULTURE. Front Line FLS 125 (C)

J
 JERUSALEM, Evolution, BROWNHILLS COOPERATIVE CHORAL SOCIETY/TREVOR ANTHONY ORCHESTRA. PVK PV 31 (C/CR)

L
 LADY OF THE DAWN, Night Of The Dead, MIKE BATT. Epic EPC 8004 (C)
 LASER LOVE, All The Time, B.B. GABOR. Blue Print BLU 2003 (A)
 LET ME SLEEP ALONE, You Give Good Boogie, DONE CUGINI. Scotti K 11379 (W)
 LITTLE GTO, Holocaust In Sunset Boulevard, NY BLONDES. HLZ 10574 (S)
 LITTLE WAY DIFFERENT, Differentah, ERROL DUNKLEY. Arowak 12 RIC 104 (E)
 LONG WAY FROM HOME, Trouble/ Ain't No Love In The Heart Of The City, WHITE SNAKE. United Artists BP 324 (E)
 LOVE CLONE, Cats Out On The Prowl, HOT GOSSIP. Atlantic K 11367 (W)
 LOVE'S THEME, Beyond The Universe, JUPITER 4. Harbor HRB 4 (P)

M
 MAC THE KNIFE, Tidal Wave, HOWARD HALL. Rocket XPRES 22 (F)
 MIAMI HEAT WAVE, New York On Fire, 7th AVENUE. Pye 7P 5011 (A)
 MY WAY, You're Gonna Miss Me, GEORGE THOROGOOD AND THE DESTROYERS. MCA 533 (C)

N
 NEVER 'AD NOTHIN', Nowhere Left To Hide, ANGELIC UPSTARTS. Warner Brothers K 17476 (W)

O
 OH JOHNNY, People Who Talk To Themselves, ALAN O'DAY. Pacific K 11391 (W)
 ONE STEP AHEAD, Knock On My Door, WINSTON FRANCIS. Creole CR 177 (C/CR)
 ONE STEP BEYOND, Mistakes, MADNESS. Stiff BUY 56 (C)
 ONE STEP BEYOND, Mistakes/Nutty Theme, MADNESS. 12 BUYIT 56 (C)
 OUT OF LUCK, What Do You Want Me To Do/Somebody's Mom, POINTED STICKS. Stiff BUY 59/BUYIT 12 59 (C)

P
 PINOCCHIO, I Can Count My Friends On One Hand, BRYAN AND MICHAEL. Pye 7P 144 (A)
 PLEASE DON'T TEASE, Magazine Articles, BUNK DOGGER. RCA PB 5195 (R)

P
 PRISONERS, Sunstroke, VAPOURS. United Artists BP 321 (E)
 PURE MAGIC, Right From The Start, REALISTICS. Bronze BRO 81 (E)
 PUT HIM OUT OF YOUR MIND, Bend Your Ear, DR. FEELGOOD. United Artists BP 306 (E)

R
 REGGAE SHOP, Under Control Part 1 & 2, JERSEY GANG/THE KUSHITES. Voyage 12 VOY 007/VOY 007 (P)
 REMEMBER WHO YOU ARE, Sheer Energy, SLY STONE. Warner Brothers K 17474 (W)
 REMOTE ROMANCE, Tell Me/Echoes, CAMEL. Decca FR 13879 (S)

S
 SAD GIRL, I'll Get Off At The Last Stop, CAROL ANDERSON. Grapevine GRP 133 (R)
 SEARCHING FOR LOVE, When Goodbyes Make You Cry, KENNY JOHNSON. OBM 1002 (L)
 SET ME FREE, I'm Not Your Type, TIN OPENERS. Logo GO 375 (C)
 SPACE SHIPS, Space Ships Dub, TEENA. Carrere CAR 126 (W)
 STANDING WAITING, Women, YANCEY. Octane/Hammer HS 302 (A)
 STEPPING RAZOR, Legalise It, PETER TOSH. Vinyl VS 304 (C)
 STILL, Such A Woman, COM-MODORES. Motown TMG 1166 (E)
 SWEET MUSIC MAN, That's The Way It Could Have Been, TAMMY WYNETTE. Epic EPC 7981 (C)

T
 TAKE IT HOME, Same Old Song (Same Old Story), B.B. KING. MCA 535 (C)
 THE LETTER, Past, Present, Future, BLONDE ON BLONDE. Pye 7P 123 (A)
 THE MOTORBIKE RIDE, When You Come Running, MANICOU. Laser LAS 18 (W)
 TROUBLE, The Love I Hold, AGENTS. Grapevine GRP 142 (R)

W
 WASTED, Hello America, DEF LEPPARD. Vertigo 6059 247 (F)
 WATCHING YOU, Overtaking, THE EDGE. Hurricane FIRE 6 (E)
 WET T SHIRT, Blue Ribbons, BELLAMY BROTHERS. Curb K 17487 (W)

A
 A THRILL'S A THRILL, Baldry's Out, LONG JOHN BALDRY. EMI America EA 103 (E)

B
 BALLAD OF LUCY JORDAN, Brain Drain, MARIANNE FAITHFUL. Island WIP 6491 (E)
 BODY LANGUAGE, With My Eyes, DETROIT SPINNERS. Atlantic K 11392 (W)
 BY WAY OF LOVE'S EXPRESS, Stars In Our Eyes, GRACE KENNEDY. DJM DJS 10928 (C)

C
 CATCH THE COBRA, Little Sister, ELLEN SHIPLEY. New York International FB 9449 (R)

CINDERELLA WITH A HUSKY VOICE, Because Now, THE DOLL. Beggars Banquet BEG 26 (W)
 COMPUTER GAMES, Wot Do You Want, MY SEX. CBS 7985 (C)
 CRIME THAT PAYS, Music and Words, GERARD KENNY. RCA PB 5196 (R)

D
 DANCING MAN, We'll Love, BRICK. Bang BANG 16 (F)
 DANCING IN THE MOONLIGHT, Body and Soul, PLATYPUS. Casablanca CAN 173 (A)
 DID YOU EVER HAVE A HEART, Waiting For The Heart, ROY SUNDHOLM. Ensign ENY 31 (F)
 DON'T DROP MY LOVE, You Lied, ANITA WARD. TK TKR 7562 (C)

ALBUM INDEX

AMERICATHON.....4
 BOGEY BOYS.....7
 BURDON, Eric.....10
 BURNETTE, Hank C.....12
 BUZZARDS.....7
 CAPITAL LETTERS.....9
 CONLEE, John.....10
 CONNIFF, Ray.....4
 COUNTRY MUSIC
 PEOPLE VOL. 2.....12
 CRIBBINS, Bernard/Variou.....10a
 DERRINGER, Rick.....11
 DIRT BAND.....16
 DR. FEELGOOD.....16
 EMOTIONS.....16
 FABULOUS
 THUNDERBIRDS.....7
 FALL.....13
 FORD, Robben.....10
 JUPP, Mickey.....7
 LABELS UNLIMITED (THE SECOND RECORD COLLECTION).....5
 LEWIE, Jona.....12
 LOFGREN, Nils/Grin.....4
 MADNESS.....14
 MAINLAND.....6
 QUINTET, Sir Douglas.....12
 RARE ROCKABILLY
 VOL. IV.....10
 SHAW, Marlena.....4
 SHOES.....8
 SHOWADDYWADDY.....1
 SILVERSTEIN, Shel.....4
 SOUTHDOWN ROCK.....12
 SOUTHSIDE JOHNNY/
 ASBURY JUKES.....4
 SPECIALS.....15
 SPEED 'O' METERS.....1
 SUMMER, Donna.....3
 TOTO.....4
 WILLIAMS, Andy.....4
 WITHERSPOON,
 Jimmy/Robben Ford.....10

1 ACROBAT (ARISTA)
 DAY IN THE LIGHTS
 Speed 'O' Meters ACRO 5
 2 ARISTA
 CREPES & DRAPES ARTV 3
 Showaddywaddy
 3 CASABLANCA (PYE)
 ON THE RADIO
 Donna Summer CALD 5008
 4 CBS
 HYDRA 83900
 Toto
 TAKE A BITE 83216
 Marlena Shaw
 AMERICATHON 70172
 Original Soundtrack 70172
 I WILL SURVIVE 83934
 Ray Conniff
 COME INTO OUR WORLD 83483
 Emotions
 ANDY WILLIAMS - THE CLASSIC COLLECTION 88473
 Andy Williams
 FREAKIN' AT THE FRAKERS BALL 31766
 Shel Silverstein
 NILS LOFGREN & GRIN 31770
 Nils Lofgren & Grin
 HAVING A PARTY WITH SOUTHSIDE JOHNNY 31772
 Southside Johnny & The Asbury Jukes
 5 CHERRY RED (SPARTAN)
 LABELS UNLIMITED (THE SECOND RECORD COLLECTION)
 Various ARED 4
 6 CHRISTY (SELECTA)
 EXPOSURE ACML 0200
 Mainland
 7 CHRYSALIS
 FRIDAY NIGHT CHR 1241
 Bogey Boys
 LONG DISTANCE ROMANCER Mickey Jupp CHR 1261
 FABULOUS THUNDERBIRDS Fabulous Thunderbirds CHR 1250

JELLIED FEELS TWO RECORD DEALS CHR 1213
 8 ELEKTRA/ASYLUM (WEA)
 THE PRESENT TENSE K 52187
 Shoes
 9 GREENSLEEVES
 HEADLINE NEWS GREL 7
 Capital Letters
 10 MCA
 RARE ROCKABILLY VOL. IV MCF 3035
 Various
 ROSE COLOURED GLASSES John Conlee MCF 3040
 DECLARES WAR MCF 3026
 Eric Burdon
 JIMMY WITHERSPOON & ROBBER FORD LIVE MCF 3027
 Jimmy Witherspoon/Robben Ford
 SCHIZOPHONIA MCF 3038
 Robben Ford
 BLACK MAN'S BURDON MCSP 306
 Eric Burdon
 10A RESPONSE (PYE)
 THE PERISHERS SING Bernard Cribbins/Variou RES 802
 11 SKY (CBS)
 GUITARS & WOMEN 83746
 Rick Derringer
 12 SONET
 HOT LICKS & FANCY TRICKS SNTF 792
 Hank C. Burnette
 ALIAS JONA LEWIE SNTF 794
 Jona Lewie
 COUNTRY MUSIC PEOPLE VOL. 2 SNTF 797
 Various
 WANTED VERY MUCH ALIVE SNTF 804
 Sir Douglas Quintet
 SOUTHDOWN ROCK SNTF 806
 Various
 13 STEP FORWARD (PYE)
 DRAGNET SFLP 4
 The Fall

14 STIFF (CBS)
 ONE STEP BEYOND SEEZ 17
 Madness
 15 2 TONE (CHRYSALIS)
 SPECIALS CDLTT 5001
 The Specials

16 UNITED ARTISTS
 LET IT ROLL UAG 30269 (TCK 30269)
 Dr. Feelgood
 AMERICAN DREAM UAG 30271
 Dirt Band

PERFORMANCE

Michel Legrand: RHS

IT WAS truly "le grand occasion" at the RFH on September 23. The serried ranks of the London Symphony Orchestra plus trumpeters Bobby Haughey and Alan Downey, trombonist Dave Horler and a rhythm section of guitarist Phil Lee, bassist Lenny Bush and drummer Bobby Orr unveiled the symphonic suite and the theme and variations devised by Michel Legrand from his music for The Umbrellas Of Cherbourg and The Go-Between respectively. Unfortunately, Legrand was unable to fulfil his original conducting role owing to an injury sustained while playing tennis recently, but Peter Knight proved an effective last-minute substitute with the baton, and happily Legrand's dazzling piano technique was unaffected by his infirmity. After three typically colourful Legrand themes in the shape of Brian's Song, Summer Me, Winter Me and The Summer Knows,

Legrand, accompanied on the piano by Robert Noble, performed the haunting music he wrote for the Joseph Losey film of L. P. Hartley's novel The Go-Between, with its brood undertones heightened by the added dimension of a full symphony orchestra. The Umbrellas Of Cherbourg is dominated by the recurring theme of one of Legrand's most memorable melodies, I Will Wait For You, and is full of bright, attractive and sentimental musical ideas and portrait painting. Legrand sat motionless through its performance, watching the various sections and soloists of the LSO with a wide and constant beam of appreciation for the sterling account they gave of his music, and then climaxed the evening in a storming pianistic collection of jazz variations on I Will Wait For You backed strongly by the rhythm section. An outstanding evening of outstanding music, with the two major works available on CBS 73886 by the same performers and a stage presentation of The Umbrellas Of Cherbourg to look forward to at Her Majesty's Theatre at the end of this month. NIGEL HUNTER

1 0 9
JAMAICA
HIGHWAY
L I N D A
L E W I S
N E W
4 5



Taken from the forthcoming album Hacienda View ARL 5033. Produced and arranged by Mike Batt.

Orders to: Pye Records (Sales) Ltd., 132 Western Road, Mitcham, Surrey CR4 3UT Tel: 01-640 3344.



CHART FOR WEEK-ENDING OCT. 27

ORDER FORM CHART

TOP 75 ALBUMS

NEW ENTRY
 * PLATINUM LP (300,000 units as of Jan '79)
 ● GOLD LP (100,000 units as of Jan '79)
 □ SILVER LP (60,000 units as of Jan '79)
 - - - RE ENTRY

This Week	Last Week	Wks. on Chart	TITLE/Artist (producer)	Label number	This Week	Last Week	Wks. on Chart	TITLE/Artist (producer)	Publisher	Label number
1	1	3	REGGATA DE BLANC Police (Police/Nigel Gray)	A&M AMLH 64792 (C)	39	46	4	LOVE HUNTER White Snake	United Artists UAG 30284 (E)	
2	2	4	TUSK Fleetwood Mac (Dashed/Caillat/Fleetwood Mac)	Warner Brothers K 66088 (W)	40	44	4	LIVE AND LEARN Elkie Brooks	A&M AMLH 68509 (C)	
3	2	4	EAT TO THE BEAT Blondie (Mike Chapman)	Chrysalis CDL 1225 (F)	41	26	8	ROCK 'N' ROLL JUVENILE Cliff Richard (Welch/Richard/Britten)	EMI EMC 3307 (E)	
4	3	2	WHATEVER YOU WANT Status Quo (Status Quo/Pip Williams)	Vertigo 9102 037 (F)	= 41	58	2	VICTIM OF LOVE Elton John	Rocket HISPDP 125 (W)	
5	4	4	THE LONG RUN Eagles (Bill Szymczyk)	Asylum K52181 (W)	43	45	49	SLOW TRAIN COMING Bob Dylan (Waxler/Beckett)	CBS 86095 (C)	
6	5	6	OFF THE WALL Michael Jackson/Quincy Jones	Epic EPC 83468 (C)	44	33	34	BAT OUT OF HELL Meat Loaf (Todd Rundgren)	Epic/Cleveland International EPC 82419 (C)	
7	9	29	OUTLANDOS D'AMOUR Police (Police)	A&M AMLH 68502 (C)	45	60	3	ENTERTAINMENT Gang Of Four	EMI EMC 3313 (E)	
8	24	2	LENA'S MUSIC ALBUM Lena Martell (George Etrick)	Pye N 123 (A)	46	39	6	THE ADVENTURES OF THE HERSHAM BOYS Sham 69 (Jimmy Pursey)	Polydor POLD 5025 (F)	
9	8	21	DISCOVERY Electric Light Orchestra (Jeff Lynne)	Jet JETLX 500 (C)	47	48	13	RUMOURS Fleetwood Mac	Warner Bros. K 56344 (W)	
10	6	7	THE PLEASURE PRINCIPLE Gary Numan (Gary Numan)	Beggars Banquet BEGA 10 (W)	48	28	12	MIDNIGHT MAGIC Commodores (Carmichael/Commodores)	Motown STMA 8032 (E)	
11	19	2	MR. UNIVERSE Gillan	Acrobat ACRO 3 (F)	49	41	4	ANOTHER KIND OF BLUES UK Subs	Gem GEMPL 100 (R)	
12	2	6	BOMBER Motorhead	Bronze BRON 523 (E)	50	35	22	NIGHT OWL Gerry Rafferty (H. Murphy/G. Rafferty)	United Artists UAK 30238 (E)	
13	7	6	OCEANS OF FANTASY Boney M (Frank Farian)	Atlantic/Hansa K 50610 (W)	51	23	3	I'M THE MAN Joe Jackson (David Kershbaum)	A&M AMLH 64794 (C)	
14	11	12	DOWN TO EARTH Rainbow (Roger Glover)	Polydor POLD 5023 (F)	52	2	6	MARATHON Santana	CBS 86098 (C)	
15	10	8	STRING OF HITS Shadows (The Shadows)	EMI EMC 3310 (E)	53	53	4	THE VERY BEST OF LEO SAYER Leo Sayer	Chrysalis CDL 1222 (F)	
16	12	58	PARALLEL LINES Blondie (Mike Chapman)	Chrysalis CDL 1192 (F)	54	36	30	LAST THE WHOLE NIGHT LONG James Last (James Last)	Polydor PTD 001 (F)	
17	17	20	I AM Earth Wind & Fire (M. White/A. McKay)	CBS 86084 (C)	55	70	18	THE BEST OF THE DOOLEYS The Dooleys (Ben Flindon)	GTO GTTV 038 (C)	
18	40	2	ONE VOICE Barry Manilow (Ron Dante/Barry Manilow)	Arista SPART 1106 (F)	56	54	102	OUT OF THE BLUE Electric Light Orchestra (Jeff Lynne)	Jet JETDP 400 (C)	
19	49	2	THE UNRECORDED JASPER CARROTT Jasper Carrott	DJM DJF 20560 (C)	57	2	6	I CAN SEE YOUR HOUSE FROM HERE Camel	Decca TXS 137 (S)	
20	15	5	THE RAVEN Stranglers (Stranglers/Winstanley)	United Artists UAG 30262 (E)	58	55	5	THE KICK INSIDE Kate Bush (Andrew Powell)	EMI EMC 3223 (E)	
21	22	2	A CURIOUS FEELING Tony Banks (David Hentschel)	Charisma CAS 1148 (F)	59	72	16	THE BEST DISCO ALBUM IN THE WORLD Various	WEA K 58062 (W)	
22	14	5	GREATEST HITS 1972-1978 10cc (10cc)	Mercury 9102 504 (F)	60	56	16	STREET LIFE Crusaders (Crusaders)	MCA MCF 3008 (C)	
23	18	32	BREAKFAST IN AMERICA Supertramp (Supertramp/Peter Henderson)	A&M AMLK 63708 (C)	61	65	23	BAD GIRLS Donna Summer (Moroder/Bellotte/Summer/Koppers)	Casablanca CALD 5007 (A)	
24	20	3	SURVIVAL Bob Marley & The Wailers (Bob Marley & Wailers/Alex Sadkin)	Island ILPS 9542 (E)	= 61	68	9	INTO THE MUSIC Van Morrison (Van Morrison)	Vertigo 9120 852 (F)	
25	38	25	VOULEZ VOUS Abba (B. Andersson/B. Ulvaeus)	Epic EPC 86086 (C)	63	51	8	SHOOTING STARS Dollar (Christopher Neil)	Carrere CAL 111 (W)	
26	21	9	UNLEASHED IN THE EAST Judas Priest (T. Allen)	CBS 83852 (C)	64	32	5	KENNY ROGERS SINGLES ALBUM Kenny Rogers (Various)	United Artists UAK 30263 (E)	
27	52	21	SKY Sky (Sky/Clarke/Hayden)	Ariola ARLH 5022 (A)	65	42	3	RISQUE Chic (Edwards/Rodgers)	Atlantic K 50634 (W)	
28	31	6	QUADROPHENIA OST	Polydor 2625 037 (F)	66	50	33	MANIFESTO Roxy Music (Roxy Music)	Polydor POLH 001 (F)	
29	16	3	THE CRACK Ruts (Mick Glossop/Ruts)	Virgin V 2132 (C)	67	63	4	HERE Leo Sayer	Chrysalis CDL 1240 (F)	
30	24	70	WAR OF THE WORLDS Jeff Wayne's Musical Version	CBS 96000/WOW 100 (C)	68	74	19	BRIDGES John Williams (S. Myers)	Lotus WH 5015 (K)	
31	13	9	IN THROUGH THE OUT DOOR Led Zeppelin (J. Page)	Swan Song SSK 59410 (W)	69	63	18	LIVE KILLERS Queen (Queen)	EMI EMSP 330 (E)	
32	2	6	DAYS IN EUROPA Skids	Virgin V 2138 (C)	70	57	5	DREAM POLICE Cheap Trick (Tom Werman)	Epic EPC 83522 (C)	
33	61	2	UNDERTONES Undertones	Sire SRK 6081 (W)	71	2	6	OPEN Steve Hillage	Virgin V 2135 (C)	
34	29	22	REPLICAS Tubeway Army (G. Numan)	Beggars Banquet BEGA 7 (W)	72	2	6	PLEASURE & PAIN Dr. Hook (Ron Hasskine)	Capitol EAST 11859 (E)	
35	30	4	FACADES Sed Café (Eric Stewart/Sad Café)	RCA Victor PL 26249 (R)	73	62	3	JOE'S GARAGE ACT 1 Frank Zappa	CBS 96101 (C)	
36	27	3	NOT THAT I AM BIASED Max Boyce (Bob Barratt)	EMI MAX 1002 (E)	74	73	6	NIGHTFLIGHT TO VENUS Boney M (Frank Farian)	Atlantic/Hansa K 50498 (W)	
37	43	14	WELCOME TO THE CRUISE Judie Tzuke (J. Punter)	Rocket TRAIN 7 (F)	75	37	10	WE ARE FAMILY Sister Sledge (Edwards/Nile)	Atlantic K 50587 (W)	
38	34	34	MANILOW MAGIC Barry Manilow (Ron Dante/Barry Manilow)	Arista ARTV 2 (F)						

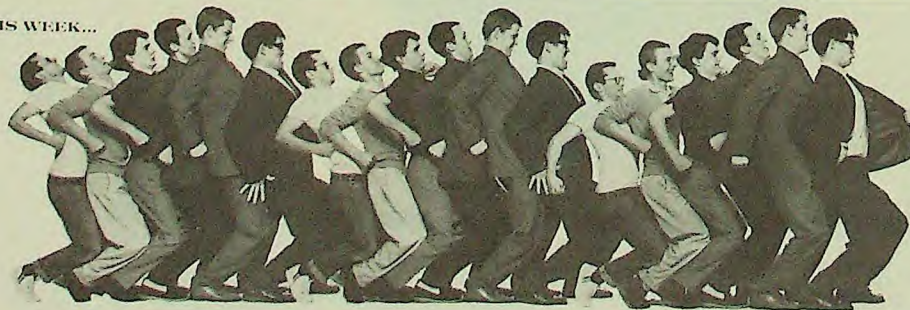
ARTISTS A-Z

ABBA	25
BANKS, Tony	21
BLONDIE	3, 16
BONEY M	13, 74
BOYCE, Max	36
BUSH, Kate	58
BROOKS, Elkie	40
CAMEL	57
CARROTT, Jasper	19
COMMODORES	48
CHEAP TRICK	70
CHIC	60
CRUSADERS	63
DOLLAR	63
DOOLEYS	55
DR. HOOK	72
DYLAN, Bob	43
EAGLES	5
EARTH WIND & FIRE	17
ELECTRIC LIGHT ORCHESTRA	9, 56
FLEETWOOD MAC	2, 47
GANG OF FOUR	45
GILLAN	11
HILLAGE, Steve	71
JACKSON, Joe & The Wailers	24
JACKSON, Michael	6
JOHN, Elton	41
JUDAS PRIEST	26
LAST, James	54
LED ZEPPELIN	31
MANILOW, Barry	18, 38
MARLEY, Bob & The Wailers	24
MARTEL, Lena	8
MEAT LOAF	44
MORRISON, Van	61
MOTORHEAD	12
NUMAN, Gary	10
POLICE	1, 7
QUADROPHENIA	28
QUEEN	69
RAFFERTY, Gerry	50
RAINBOW	14
RICHARD, Cliff	41
ROGERS, Kenny	64
ROXY MUSIC	66
RUTS	23
SAD CAFE	35
SANTANA	52
SAYER, Leo	53, 67
SHADOWS	15
SHAM 69	46
SISTER SLEDGE	75
SKIDS	32
SKY	27
STATUS QUO	4
STRANGLERS	20
SUMMER, Donna	61
SUPERTRAMP	23
10CC	22
THE BEST DISCO ALBUM IN THE WORLD	59
TUBEWAY ARMY	34
UK SUBS	49
UNDERTONES	33
TZUKE, Judie	37
WAYNE, Jeff	30
WHITESNAKE	39
WILLIAMS, John	68
ZAPPA, Frank	73

DISTRIBUTORS CODE A - Pye, C - CBS, W - WEA, E - EMI, F - Polygram, R - RCA, S - Selecta, Z - Enterprise, K - K-Tel, D - Arcade, B - Ronco, M - Multiple Sound, Y - Relay, Q - Chardale, SP - Spartan.

MW ALBUM CHARTS ARE COMPILED BY BMRB ON RETURNS FROM 450 CONVENTIONAL RECORD OUTLETS. SALES THROUGH OTHER THAN REGULAR SHOPS AND DEPARTMENTS ARE NOT INDICATED. CHART COVERS LPs RETAILING AT £2.25 AND UPWARDS.

RELEASED THIS WEEK...

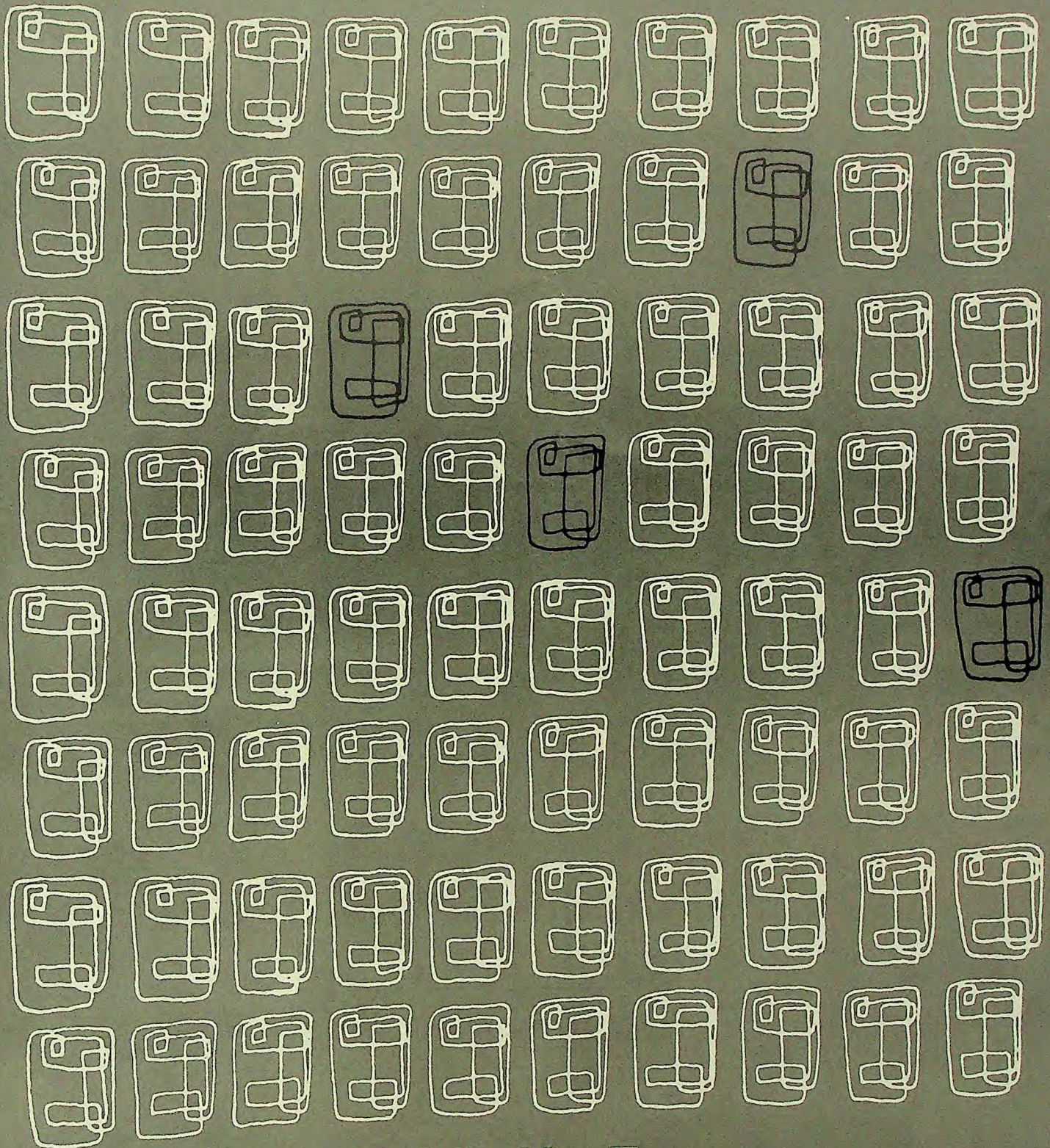


THE MADNESS

NEW ALBUM - ONE STEP BEYOND - FIRST 10,000 ONLY £1.99 - SEE IT CASHEL MUSIC STORES ONLY
 ORDER THROUGH CBS RECORDS TEL 01 960 2055
 FOR DISPLAY MATERIAL WRITE OR RING DEKETE DISPLAYMAN
 TEL 01 722 9262 OR STIFF RECORDS 28, ALEXANDER STREET LONDON W2



RANDOM HOLD



Take You To

ETCETERAVILLE

Their First Single

Available in Picture Bags POSP 85



Order from Polydor's own distribution company: PolyGram Record Services Ltd (formerly Phonodisc), Clyde Works, Grove Road, Romford, Essex, RM6 4QR. Telephone: 01-590 6044

Ronco presents the Album with
HIT after **HIT** after **HIT!**



£20 value
of Hit Singles
for just
£4.99

SEEN ON TV

- FLYING LIZARDS
Money
- B.A. ROBERTSON
Bang, Bang
- DOLLAR
Love's Gotta Hold On Me
- GIBSON BROTHERS
Ooh What A Life
- BOOMTOWN RATS
I Don't Like Mondays
- THE BUGGLES
Video Killed The Radio Star

JUST COUNT THE HITS.....

- | | | |
|---------------------------------------|---|---|
| Ooh What A Life - The Gibson Brothers | Amadeus Theme - Jasmin | Who Were You With In The Moonlight - Dollar |
| Girls, Girls, Girls - Kandidate | Video Killed The Radio Star - The Buggles | Babylon's Burning - The Ruts |
| Love's Gotta Hold On Me - Dollar | Bang, Bang - B.A. Robertson | Death Disco - Public Image |
| Reggae For It Now - Bill Lovelady | I Don't Like Mondays - The Boomtown Rats | Lay Your Love On Me - Racey |
| Money - Flying Lizzards | Beat The Clock - Sparks | |
| Back Of My Hand - The Jags | Conscious Man - The Jolly Brothers | |
| Halfway Hotel - Voyager | Always & Forever - Heatwave | |
| Boogie Down - The Real Thing | | |
| Ain't No Sunshine - Jimmy Lindsay | | |

**INCLUDES THE NO. 1 SMASH HIT
VIDEO KILLED THE RADIO STAR - THE BUGGLES**
ORDER NOW 01 876 8682 OR 8215



or from your wholesaler

FEATURE

It goes against the grain for an A and R man to actually admit that any of the artists on his roster are there for any other reason than a fervent belief that they are the best thing since sliced bread.

There are, of course, a few "political" acts — the no-hopers taken on to keep sweet the management of a star act, or the foreign record released as part of a deal with a licensee or foreign subsidiary, or the American act guaranteed UK release by a parent company. They all mount up, don't they?

And that little lot doesn't even take into account the act you genuinely believed in when you saw them down the Marquee or when a regional promotion man persuaded you to a club out in the sticks, but now that you have set them up with new instruments and amps and a transit van and a flat in Bayswater — now they've somehow lost their original raw excitement, but they are locked into a three year contract and protected by a sharp manager.

Cynical

A cynical assessment? Maybe, but true nonetheless, although few of the major companies' A and R men were saying as much when *Music Week* tackled them on the subject.

With its recently reported losses, EMI is one company which should be taking a particularly close look at its artists' roster, and to his credit A and R director Brian Shepherd admits that he is at least tightening his grip on the A and R purse strings.

"We're looking more closely at the roster and at future deals in terms of costing and with regard to the reduced market size," he said. "We continue to look for new talent, but we are bearing commercial considerations and

THE RECORD industry's brush with recession has resulted in hundreds of lost jobs, drastically pruned marketing and promotion budgets and fewer five-star meals for middle management executives. But how has it affected the most vital area of the industry — talent acquisition? Is it now more difficult for new acts to break through? Are the A and R men throwing out the dead wood from their rosters and applying new strictures to signing new acts? The answers to these questions should be "yes" if one believes that a contributory factor to the industry's present state has been an over abundance of mud being slung at a rapidly shrinking wall.

A&R: the art of selection

discipline very much in mind.

"If an A and R man really believes in an act, he'll still make a deal of course. But we are going for a lesser number of acts representing the people we really believe in."

John House has only recently slipped into the Pye A and R seat so it is easier for him to take a new broom to somebody's else's signings. "Unless we are totally convinced that an artist has a future and is going to deliver hit product then that artist is going to be dropped," he said.

"You could say that there will be a considerable reduction in Pye's roster although it is too early to say by how much. I believe the recession is the best thing to have happened to

the record industry in the past five years because now everyone has to be 100 per cent committed to a new signing.

"As far as Pye is concerned, we are looking for a major international act and we are prepared to pay for the privilege."

Long-term future

Vic Lanza, head of EMI's MOR division, agreed that he is being more selective. "It is all down to whether we think an act has a long term future," he said. "There is still a lot of talent about but they are having to try harder to win a recording deal."

Decca's Frank Rodgers is also being selective, but on the other hand he is also very much in the market to sign new acts. "We seem to be one of the few companies actually going out and signing talent," he said. "At gigs there is a noticeable lack of A and R men around."

Several other companies we spoke to said that yes, they were being selective in signing new talent, but added, rather prissily, that that had always been their policy anyway.

Chrysalis' A and R director Roy Eldridge hit out at the industry for having "too much body and too little brains" but added that at Chrysalis they of course, had always

been selective. "We have always kept it tight," he said. "We only sign what we really believe in and work closely with the artists on a long term basis to build a career."

A United Artists' spokesman said tersely: "We are making no cut-backs in our artist roster. It has always been our policy to be selective."

Muff Winwood, CBS Records A and R director, took the same stance: "At CBS we always try to be extremely careful in who we sign, and certainly we always look for those who will have long-term potential."

Pruning

Over at RCA, A and R director Derek Everett said that he carried out "a certain amount of pruning" when he joined the company two years ago, but has made no further changes recently. "One has to be selective all the time," he said.

WEA, on the other hand, is conversely limiting its previous policy of seeking new talent via satellite label or production deals and is bullishly looking for new talent to sign direct — but on a very selective basis, of course.

Judging by all that selectivity going on in A and R offices all over London, we can look forward to a strong growth of new recorded talent in the Eighties.

Unless, of course, the next best thing since sliced bread comes along, and your major act's manager's cousin has got this band, and your Swedish licensee has a local hit act he promised a UK release, and you get drunk at Midem and sign an act you actually rejected in London last year under another name . . .

And this time next year you get your selective pruning shears out again.

Who'd be an A and R man?

MODDROPHENIA

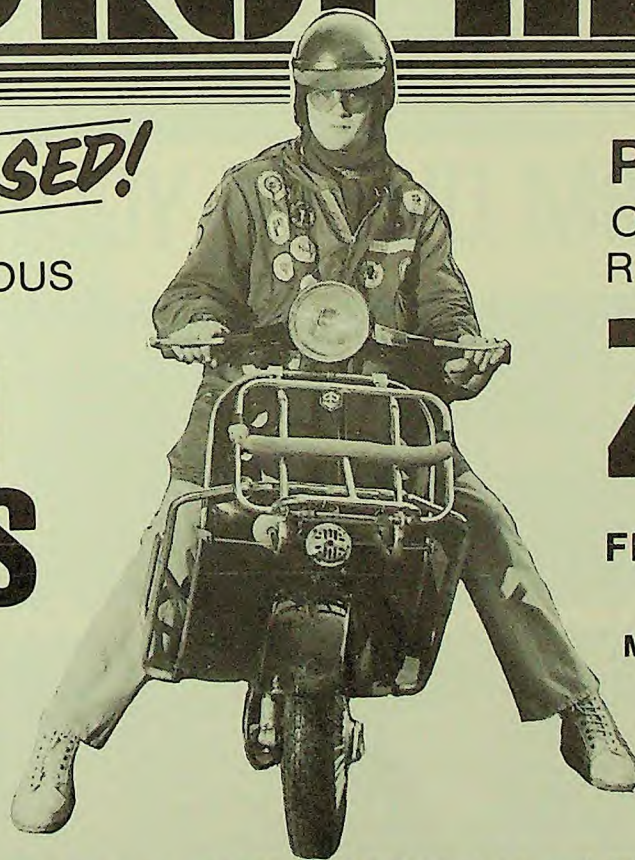
RUSH RELEASED!

DUE TO ENORMOUS DEMAND . . .

GREEN ONIONS

from **MODS 79**
CASINO CLASSICS (C.C. 13)

THIS SONG FEATURED
IN THE FILM
QUADROPHENIA



PLUS
OUR INCREDIBLE
REGGAE RELEASE

ZOO

from
FRIDAY ROBINSON
on CONTACT (CON 7)

Monster Disco Reaction!
Radio Luxembourg
Power Play!
Radio One and
most Commercials


CASINO CLASSICS & CONTACT ARE R.K. RECORD LABELS Distributed through PYE RECORDS 01-648-3344

DR. FEELGOOD



PUT HIM OUT OF YOUR MIND

THE NEW SINGLE
FROM DR. FEELGOOD
"PUT HIM OUT OF YOUR MIND"

BP 306 



TAKEN FROM THE FORTHCOMING
ALBUM "LET IT ROLL"
ALBUM UAG 30269
CASSETTE TCK 30269

Order now from your UA salesman or EMI distribution centre

DR. FEELGOOD U.K. TOUR DATES 1979

NOVEMBER

20 UNIVERSITY
22 OLYMPIC STADIUM
23 QUEENS UNIVERSITY
25 APOLLO THEATRE
26 TIFFANY'S
27 APOLLO CENTRE
28 CITY HALL
29 CITY HALL
30 PAVILION PONTRHYDFEDIAGIAD

CARDIFF
DUBLIN
BELFAST
MANCHESTER
EDINBURGH
GLASGOW
NEWCASTLE
HULL
ABERYSTWYTH

DECEMBER

1 ODEON THEATRE
2 DE MONTFORT HALL
3 NEW THEATRE
4 UNIVERSITY
5 UNIVERSITY
6 UNIVERSITY
7 UNIVERSITY OF EAST ANGLIA
8 UNIVERSITY

BIRMINGHAM
LEICESTER
OXFORD
SHEFFIELD
BRADFORD
SOUTHAMPTON
NORWICH
NOTTINGHAM

9 COATHAM BOWL
10 UNIVERSITY
12 UNIVERSITY OF ESSEX
15 PAVILION
16 CIVIC HALL
19 HAMMERSMITH ODEON
20 PADDOCKS
21 CORN EXCHANGE
22 WINTER GARDENS

REDCAR
LANCASTER
COLCHESTER
WEST RUNTON
DUNSTABLE
LONDON
CANVEY ISLAND
CAMBRIDGE
MALVERN

MUSIC WEEK

CLASSICSCENE

surveying the complete classical music market

Edited by NICOLAS SOAMES

Haitink to play four London dates

BERNARD HAITINK comes to London in November to make four appearances, three in the Royal Festival Hall and one in the Fairfield Halls, Croydon, all with the London Philharmonic Orchestra.

And to mark the events, Philips is issuing five records. The first comes from the tour Haitink made with the Concertgebouw, Amsterdam earlier this year, playing among other things, Bizet's Symphony earlier this year, playing among other things, Bizet's Symphony in C.

This work is now coupled on an all-Bizet disc with the *Jeux d'Enfants Suite* (9500 443 £5.05), also available in cassette form (£5.20).

Two of the other releases are of works which Haitink has recorded in the past, but now tackles from a very different angle. These are Tchaikovsky's Symphony No 4

(9500 622 plus tape) and Bruckner's Symphony No 7 coupled with Wagner's *Siegfried Idyll*. The last Bruckner 7, made in 1967, has now been deleted.

This 2LP set is available on 6769 028 and on cassette, both retailing at £9.59. They are all with the Concertgebouw.

Finally, there is the issue of two Beethoven symphonies from the complete set released in 1977. No 2 comes out coupled with the *Prometheus Overture*, and No 4 with the *Leonore Overture*. Issued on 9500 257 and 9500 258 respectively, they were made with the LPO.

James Galway goes 'Japanese'

JAMES GALWAY steps into the delicate, evocative world of Japanese melodies for his next album, *James Galway plays Songs from Japan* issued by RCA next month.

The release uses melodies written by Japanese composers earlier this century and combine Western harmonies with the simple, atmospheric lines so characteristic of the Japanese bamboo flute, the shakuhachi. The addition of lush strings give the record a strongly MOR appeal.

The album (RL/RK 25253 £5.49) is the thirteenth to be issued by RCA since "The Man With The Golden Flute" became a showbiz personality, but the number is unlikely to augur bad luck.

The launch is supported by two major TV spots during

November, an hour-long film entitled *Galway in Japan* goes out on BBC 2 in November 4, featuring music from the album; Galway is Parkinson's guest on November 24; and he takes part in the Royal Variety Command Performance recorded on November 26 and transmitted on December 2. On the show he will play *Song of the Seashore* from the album, which will then be released as a single.

And the autobiography of Galway which was so well received is issued in paperback in November. And RCA is printing 2,000 4-colour posters featuring the complete Galway catalogue, as well as putting in 30 window displays on price sites. In addition to the music press, there will be extensive advertising in the *Radio Times* and *Daily Mail*. This record will clearly take Galway sales well into the 2 million mark.

Maxwell Davies release

PETER MAXWELL DAVIES' Symphony, the massive 50-minute work premiered last year, had a difficult genesis, beginning life as a much smaller-scale work before assuming proportions more attuned to the late romantics.

But no-one doubted after its premiere that this is a work of immense significance, both in terms of the composers output as a whole, and the British, not to say European symphonic repertoire.

This is indicated, not least, by the surprising speed with which the work has been recorded, though it is typical that it should be Decca, with its pioneering *Headline* contemporary music series, that should take the plunge.

Maxwell Davies' Symphony is performed by the Philharmonia Orchestra conducted by Simon Rattle (making his first appearance on Decca) with financial assistance from the Arts Council.

It is, in some ways, a turning point in Maxwell Davies' own work, partly because of its size, but partly also because of the overt emotional content of the music itself. It is released on Head 21, and retails at £5.25.

November also sees the release of a second *Headline* disc, again of symphonic music. It is an album devoted to the music of Arne Nordheim, the Norwegian composer (born 1931) who has established a European and transatlantic reputation.

There are three works on this disc, (Head 23, £5.25) *Greening*, which was commissioned by the Los



PETER MAXWELL DAVIES

Angeles Symphony Orchestra; Doria, for tenor and orchestra with Sir Peter Pears singing the solo part; and *Epitaffio*, a piece for orchestra, a large percussion section and a processed tape recording. All three are premiere recordings — made by the Royal Philharmonic Orchestra conducted by Per Drier.

Decca is also issuing a third contemporary music record in November — Nicholas Maw's *Life Studies* played by St Martin-in-the-Fields under Neville Marriner, the musicians for whom the work was written in 1973.

Scored for 15 string soloists, the work is more avant-garde in nature than perhaps his best-known piece, *Scenes and Arias*, (ZRG 622). It's on ZRG 899 and retails at £5.25.

Two operatic premieres

TWO PREMIERE complete opera recordings enter the catalogue next month, including one conducted by Antal Dorati who is coming to London's Festival Hall on November 19.

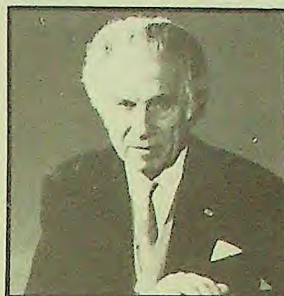
Richard Strauss's opera *Die Agyptische Helena* which was based on a libretto by Hugo von Hofmannstahl was first performed in 1928, but has never achieved the popularity of works such as *Arabella* premiered five years later.

Until now, just occasional arias have been recorded, but when concert performances of the work was given just prior to the Dorati recording, the opera was received with footstamping acclaim.

Helena is sung by Gwyneth Jones, Menelaus by the Finnish tenor Matti Kustu, the sorceress Aithra by Barbara Hendricks and Altair, an Arab chief by Willard White, and they are accompanied by the Detroit Symphony Orchestra.

The appearance of Dorati and the DSO at the Festival Hall on November 19 when they play works by Barber, Mendelssohn and Mahler's Symphony No 1, is part of a European tour.

And Decca is using the tour by presenting Dorati with a gold disc to mark 2 million worldwide sales now achieved by the Hungarian-born



ANTAL DORATI

conductor on Decca.

Die Agyptische Helena is released on DI76 D 3 £15.75 and on cassette.

The other operatic recording premiere is part of the Massenet revival — the French composer's *Don Quichotte*, a "comédie heroïque" first performed in Monte Carlo in 1910.

Though very much a minor Massenet, the work is distinguished by touches of Spanish colour (guitar and dance rhythms). The cast is Nicolai Ghiurov in the title role, Gabriel Bacquier as Sancho, and Regine Crespin as Dulcinee, with the Chorus and Orchestra of the Radio Suisse Romande conducted by Kazimierz Kord. It is released on DI

56D 3 £15.75 and on cassette.

There are two other new operatic recordings this month, one from HMV and the other DG. Karajan's version of Debussy's *Pelleas et Melisande*, with Richard Stilwell and Frederica von Stade in the title roles, Jose Van Dam and Ruggiero Raimondi, was announced with much pomp earlier this year.

It is certainly a much-awaited recording — it is due to come out in Mid-November on SLS/TC 5172 at £15.95. Only two other recordings Decca (1965) and CBS (1970) are now available.

Bartok's powerful re-telling of Duke Bluebeard's Castle also comes out next month with Dietrich Fischer-Dieskau and his wife Julia Varady in the main roles (and singing in Hungarian) with the Bavarian State Orchestra conducted by Wolfgang Sawallisch. The single LP is on 2531 172 (£5.06).

It is also worth noting that DG's important October operatic release, Berg's *Lulu* has been delayed because of the printing of the lavish 100-page booklet. This should be delivered to retailers within the first two weeks of November.

Finally, HMV is re-issuing the recording made by Maria Callas of Pouchielli's *La Gioconda* in on SLS/TC 5176 (£11.95).



ANTHONY ROOLEY, above left, director of the *Consort of Musicke* which, this year, is celebrating its 10th anniversary, is shown above left being presented with a gold disc marking 100,000 sales on the *Florilegium* series after a weekend of concerts at the Wigmore Hall.

Rooley, who is one of the country's leading lutenists, and founder of the *Early Music Centre*, first recorded for *L'Oiseau Lyre* in 1973, making a record of lute duets called *The Leaves be Greene* with the American player, James Tyler.

Since then both he and his group have been busy as recording and concert artists, one of the major projects being the sizeable undertaking of the complete works by John Dowland — most of the music has now been recorded.

But at the same time Rooley has made other records, and the variety is reflected by November's Rooley releases. With *The Consort of Musicke*, he has started a new project, the recording of much of the music of William Lawes.

The first disc is *Lawes: Sets for Viols and Division Viols* (DSL0 564 £5.25). But there is also another disc, of music by Holborne, Martin, Hales, Batchelor and John Dowland published in *A Musici Banquet* by Robert Dowland, the composer's son, in 1610. (DSL0 555 £5.25 and on cassette). While various songs do exist on other records, this is the only recording featuring the entire collection.

TO PAGE 40

DG's cut-price Bohm

KARL BOHM, currently celebrating his 85th year, is coming to the Royal Opera House, Covent Garden, in November to conduct *Così Fan Tutte*.

And to mark the occasion, DG is releasing a number of records — including the opera itself — at a special price of £11.71.

Bohm made this recording at Salzburg in 1974 with Gundula Jacowitz, Peter Schreier, Rolando Panerai and three others who are repeating their roles at Covent Garden — Brigitte Fassbaender, Hermann Prey and Reri Grist.

The record however, was made with the Vienna Philharmonic Orchestra and State Opera Chorus (2740 118).

The other operas are Strauss' *Salome* with Gwyneth Jones and Fischer-Dieskau (2721 186 £8.04), and Strauss' *Capriccio* with Janowitz, Tatiana Troyanos, Schreier and Fischer-Dieskau.

News from the studios

BERNARD HAITINK and the LPO record Shostakovich Symphony No 7 and the *Age of Gold* *Iona Brown* and the *Philharmonia* conducted by *del Mar* make the premiere recording of *Blake's Violin Concerto* the *London Early Music Group* record works by *Willaert* and his contemporaries.

THE *ESTERHAZY STRING QUARTET* record Mozart and Haydn The *Chicago Symphony Orchestra* under *Solti* record *Tippel's Symphony No 4* The *Cleveland* under *Maazel* record *Elgar's Cello Concerto* and Tchaikovsky's *Rococo Variations* with *Lynn Harrel* *Sutherland, Pavarotti* and *Bonyne* come together to record *La Traviata*

Eberhard Wachter sings the title role in a new recording to be made of Berg's *Wozzeck* with *Dohnanyi* conducting the *VPO* all for Decca.

COLIN DAVIS, *Salvatore Accardo* and the *Concertgebouw* record *Dvorak's Violin Concerto* *Jose Carreras* and *Katia Ricciarelli* record *Opera Love Duets* *Marriner* and the *Academy* record *Mozart Symphonies Nos K 318, 162, 182, 134* *Davis* and the *Concertgebouw* also record *Mussorgsky's Pictures* from an *Exhibition* all for Phonogram.

PAAVO BERGLUND and the RPO record *Vaughan Williams' Symphony No 4* and *The Lark Ascending* from EMI.

New releases

Schubertiade — Shepherd on the Rock, Three Walter Scott songs, Frühlingsglaube, Die Forelle, etc. Judith Nelson, soprano, Jorg Demus, Alfred Prinz, clarinet. Harmonia Mundi, France, HM 1023/24. 2LPs £7.60.

Judith Nelson is an American soprano whose sojourn in this country over the past few years has helped to change the face of authentic Renaissance and Baroque singing — so what is she doing singing Schubert? The answer is that she is taking part in the reappraisal of the composer in the light of the reappraisals undergone by the classical world of Haydn and Mozart. It is very interesting indeed to hear a basically light voice blending with a light piano. There are moments when her early music training leads her to use a certain vocal effect which is utterly convincing and made me re-think parts of the Shepherd, for instance. But sometimes the music begs for a full voice which she refuses to give — though there are times when she shows she can use it. If the performance of Shepherd on the Rock can be said to be an intriguing bit of Work in Progress, her performance of other songs is more satisfying. The Trout, for instance, shows that the 1840 piano makes far more sense of the light bass lines than the inevitably heavy boom of a modern grand. Altogether, this boxed set shows that Schubert's music will benefit from authentic reevaluation, but that the work is still at an early stage.

Symphony No. 5, Tchaikovsky, London Philharmonic Orchestra, conducted by Norman del Mar. CFP 40317.

This work was written at a time when Tchaikovsky doubted his creative abilities, though by the numbers of recordings that are currently available, you would never believe it. A new CFP version is justified, I feel, simply by the bargain price at which the work is offered, but unlike a few CFP discs, this is not an outstanding musical conception. Del Mar and the LPO give a reliable, workmanlike performance, which pushes on relentlessly, making very much of the inexorable drive of the work without stopping to pay much attention to the beauty of detail. However, I still feel it is as good as many of the current recordings selling at twice the price.

Samson et Dalila, Saint-Saens, Elena Obraztsova, Placido Domingo, **Chor de L'Orchestre de Paris, Orchestre de Paris**, conducted by Daniel Barenboim. 2740 215 3 LPs. £15.17.

For some years the British catalogue has been without a complete version of the most famous of Saint-Saens's 11 or so operas, Samson et Dalila which, in view of the other obscurities and multi-recorded operas is ridiculous. This new recording is therefore very welcome, for there are many more beautiful passages than just the one or two arias that find their way onto a disc of excerpts. In fact, listening afresh

to this work, I can understand how Hans von Bulow, Wagner's great champion, regarded it as one of the greatest of 19th century operas. But as Martin Cooper points out in his note, it has needed an absolutely outstanding singer in the part of Dalila to really bring it off. Barenboim, with justification, has pinned his faith on Obraztsova. Though occasionally her intonation is suspect, the dramatic force of her performance breaks past the limitations of recorded opera, and in this she finds a matching partner in Domingo who is also able to convey a true theatrical presence. A vital catalogue addition.

Aaron Copland, Appalachian Spring; Charles Ives, Three Places in New England. The Saint Paul Chamber Orchestra, conducted by Dennis Russell Davies, **Sound 80 DLK 101**. £7.90. Distributors: **MetroSound**, 4/10 North Road, London, N7 9HN. Tel 607 8141.

Marvellous works like Charles Ives' Three Places in New England, with many varied threads layered and muddled deserve the clarity and extra frequency range possible with digital, so in that sense this record is worth importing. It benefits, also, I think, for the fact that this is a direct-to-digital recording. It is a straight-through performance, and the sense of risk and spontaneity is there though there are occasionally safe moments in the Appalachian Spring. However, sales of this record — the first of the American classical digitals available over here from this company, will probably be limited by its high retail price. Presumably, only hi-fi enthusiasts will be interested at £7.90.

Reilly revives a harmonica concerto

IN 1955, Villa-Lobos wrote a harmonica concerto which was premiered, recorded (by John Sebastian) and then, for some reason, forgotten.

But now the work has re-appeared in a new recording made by the virtuoso Tommy Reilly, with two other concertos, by Arthur Benjamin and Malcolm Arnold, and next month it is being issued by Argo.

The record, made with the London Sinfonietta under David Atherton, is one in a number of successful Reilly records. He is a man with a remarkable versatile ability, as respected by session musicians (he played the Dixon of Dock Green melody and many other TV scores and jingles) as he is by orchestras — such as the Sinfonietta and the Academy of St Martin-in-the-Fields.

But to Reilly, this is a quite special record. He had heard of the Villa-Lobos Concerto some years ago, but when he first approached the composer's New York publishers, they denied it existed.

It did, of course, and it is now being released (on ZRG 905 £5.25) with a special cadenza in the last movement written by Reilly himself. "It's a good work, though the best part is the slow movement which has a lovely, typical Villa-Lobos melody," he explains.

"But I didn't like the cadenza, and I wanted to write my own — there are very few people who really understand the harmonica sufficiently to write a cadenza

which, after all, should be a showpiece."

After the many transcriptions that Reilly has made of music by composers ranging from Bach to Smetana, as well as various film scores, the cadenza presented him with few problems.

And he is delighted with the work. Although many concertos and concert pieces have been written for the harmonica and for Reilly personally (the first Harmonica Concerto ever to be written was for Reilly — by Michael Spivakovsky) including works by Gordon Jacob, Vilem Tausky and James Moody, none have the universal appeal of a composer like Villa-Lobos.

It is already beginning to make an impact abroad with Reilly playing the work with various European orchestras, though the demand here seems to be less, in the country (he is Canadian-born) where he has chosen to live.

Originally trained as a violinist, Heifetz remains his idol, and it is this sense of real legato which Reilly feels is his greatest asset. It certainly impressed Stravinsky. When Reilly sent a tape of the composer's Chanson Russe to ask permission to perform it publicly in the arrangement for harmonica, Stravinsky replied: "After hearing you play my Chanson Russe, you have my permission to play any of my works." Praise can come no higher than that.

TWO WORLD PREMIERE RECORDINGS

First complete recordings of two major operas

Richard Strauss
Die Ägyptische Helena
(The Egyptian Helen)

with
Gwyneth Jones
in the title role
Matti Kastu
Barbara Hendricks
and
Antal Dorati
conducting the
Detroit Symphony Orchestra
D176D 3 LPs
K176K 33 cassettes



Memorable concert performances in the USA with this all-star cast and the DSO under Dorati provoked outstanding critical acclaim: 'the capacity audience gave . . . the most prolonged, foot-stamping ovation any opera has received here . . . the performance was admirable' *New York Daily News*

DETROIT SYMPHONY at the **FESTIVAL HALL, LONDON**
November 19

Expect demand for this brilliant new set as well as the three previous albums with Dorati and the Detroit Symphony:

RHAPSODY
SXL/KSXC 6896
1812 OVERTURE etc.
SXL/KSXC 6895
BARTÓK Suite No. 1
Two Pictures
SXL/KSXC 6897

Massenet

Don Quichotte

with

Nicolai Ghiaurov

as 'the Knight of Mournful Countenance'

Gabriel Bacquier

as Sancho

Régine Crespin

as Dulcinée

Chorus of the Radio Suisse Romande

L'Orchestre de la Suisse Romande

conducted by

Kazimierz Kord

D156D 3 LPs

K156K 32 cassettes

A stunning new release, replete with touches of Spanish colour, exciting dance rhythms, plus a superb cast in top form.



DECCA RECORDS & TAPES

SELECTA

Order from SELECTA • LONDON 01 852 9191 • MANCHESTER 061 681 4071

Michael Jackson

off the wall

and into silver!

Michael Jackson's solo album won't stop at silver. It's already in the top five, and well on the way to gold.

This remarkable album has already produced the smash hit 'Don't Stop 'Til You Get Enough' which promises to be the first in a long line of golden singles.

A well deserved success from a major new solo star.

"In my estimation Michael Jackson is maybe the be-all and end all of vocal satisfaction"
BLACK ECHOES

"This album sees Michael Jackson in peak form assisted by the incomparable ability of Quincy Jones as producer."
RECORD BUSINESS

"Some of the most electrifyingly sublime vocals I've heard this year."
MELODY MAKER

Michael Jackson

Silver album

'Off The Wall'

EPC 83468

Silver single

'Don't Stop 'Til You Get Enough'

EPC 7763



DISCOS

Summer set for another hit

THE PROLIFIC Donna Summer looks destined for another hit before Christmas — by linking up with Barbra Streisand on a duet written by Paul Jabara called No More Tears (Enough is Enough).

And to avoid contractual difficulties, Pye will release the 7 inch version of the record on October 18 (4:48mins) and CBS the 12 inch on the 20th (11:44mins).

The collaboration came about as a result of Paul Jabara approaching Jon Peters and suggesting that the song would be suitable for a duet.

The track will be featured on a forthcoming Donna Summer double album, On The Radio Vol 1 and 2, which

is set for release on November 2. It will be packaged in a single sleeve, with a poster inserted, and retail at £6.50.

Several new tracks will be included along with established Summer classics, the running order being as follows: On The Radio, Love To Love You Baby, Try Me I Know We Can Make It, I Feel Love, Our Love, I Remember Yesterday, I Love You, Heaven Knows, Last Dance, McArthur Park, Hot Stuff, Bad Girls, Dim All The Lights, Sunset People. The fourth side will feature the full length version of No More Tears (Enough Is Enough) and a longer version of On The Radio.

Look out for new labels

ALONG WITH the launch of the Source label in the UK through EMI's Licensed Records Dept (as reported last week), two new labels will be seen shortly in the UK.

Pavillion Records, the label created by top East Coast remix engineer Johnny Luongo, is licensed through CBS and the initial product is Barbara Law's Take All Of Me. EarMarc is the label started by Casablanca vice president Marc Paul Simon, and his initial acquisition is the impressive Duncan Sisters. The US B side, the rocky Boys Will Be Boys will be the A side here and, says Casablanca label manager Marvin Howell, EarMarc will have its own label identity.

A Freak revival?

DICK GRIFFEY's Solar Records is on the verge of a revival in the UK, with Dynasty's I Don't Want To Be A Freak crossing over from disco.

Next in line will be Shalamar's Second Time Around. For while DJs have been keeping the name alive by giving heavy play to In The Socket, the ever-shrewed Dave Yeats at RCA has come up with a stirring disco mix of Second Time Around, which automatically gives it 12" precedence.

In the absence of a disco department since the departure of Orville Sweeney, Yates has used the opportunity to take a close scrutiny at the use of DJs for promotion. As a result he and Sally O, who is working independently on RCA product, mailed an anonymous 12" white label featuring Get It Up and Hi Heel Sneakers. The singer turned out to be Ronnie Milsap, latterly known as a blind country singer.

But Dave Yeats emphasises that Milsap's roots are in R&B. "He was originally on Scepter Records, did

the original of Let's Go Get Stoned, and was produced by Ashford & Simpson", he says.

In the meantime, RCA's product manager is watching the results of his excursion into committing jazz to 12" disco form. An old Lonnie Liston Smith track Expansions is gaining momentum and an even greater left fielder will be Sonny Rollins' Harlem Boys.

Sally O is another believer in disco jazz. She is promoting the various configurations of Crusaders' releases, including the delightful Carmel from Joe Sample and Cordon Bleu from Stix Hooper, already a big import hit. To give the campaign momentum she has produced a four track segued sampler. Featured cuts are Felder's Let's Dance Together into Sample's There are Many Ways Along The Road, and Hooper's Cordon Bleu into Sample's Carmel. But the record will be for promotional use only.

DISCO TOP 50

- 1 (1) DON'T STOP TILL YOU GET ENOUGH, Michael Jackson (Epic EPC 7763)
- 2 (2) YOU CAN DO IT, Al Hudson & The Soul Partners (MCA/MCAT 511)
- 3 (4) STRUT YOUR FUNKY STUFF, Frantique (Phil Int PIR 7728)
- 4 (5) DIM ALL THE LIGHTS, Donna Summer (Casablanca CAN 162)
- 5 (12) STAR, Earth Wind & Fire (CBS 7902)
- 6 (6) HOW HIGH, Cognac (Electric WOT 41)
- 7 (7) I DON'T WANT TO BE A FREAK, Dynasty (Solar FB 1694)
- 8 (10) LADIES' NIGHT, Kool & The Gang (Mercury KOOL 7)
- 9 (9) RISE, Herb Alpert (A&M AMS 7465)
- 10 (8) DEJA VU, Paulinho Da Costa (Pablo Today STEP 3)
- 11 (3) STREET LIFE, The Crusaders (MCA MACAT 513)
- 12 (11) CAN'T LIVE WITHOUT YOUR LOVE, Tamiko Jones (Polydor STEP 1)
- 13 (32) GONNA GET ALONG WITHOUT YOU NOW, Viola Wills (Ariola/Hansa AHA 546)
- 14 (20) JUMP THE GUN, Three Degrees (Ariola ARO 183)
- 15 (15) SEXY CREAM, Slick (Fantasy FTC 182)
- 16 (16) OH! WHAT A LIFE, Gibson Bros (Island WIP 6503)
- 17 (19) COME ON AND DO IT, Poussez (Vanguard VS 5015)
- 18 (17) IT'S CALLED THE ROCK, Edwin Star (20th Century T 2420)
- 19 (14) SAIL ON, Commodores (Motown TMG 1155)
- 20 (23) LOOKING FOR A LOVE, Fat Larry's Band (Fantasy FTC 179)
- 21 (13) LOST IN MUSIC, Sister Sledge (Atlantic K 11837)
- 22 (22) SHAKER SONG, Spyro Gyra (Infinity INF 117)
- 23 (21) FEEL THE REAL, David Bendeth (Sidewalk SID 113)
- 24 (41) MY FORBIDDEN LOVER, Chic (Atlantic)
- 25 (26) SING A HAPPY SONG, O'Jays (Phil Int PIR 7825)
- 26 (25) THIS TIME BABY, Jackie Moore (CBS 7722)
- 27 (36) GROOVE ME, Fern Kinney (WEA K 79101)
- 28 (28) THE HUSTLE, Van McCoy (H&L 6105 092)
- 29 (18) WHEN YOU'RE NO 1, Gene Chandler (20th Century TC 2411)
- 30 (29) FIND MY WAY, Cameo (Casablanca CAN 166)
- 31 (27) BABY BABA BOOGIE, Gap Band (Mercury 6167 824)
- 32 (50) GET UP AND BOOGIE, Freddie James (Warner Bros Import)
- 33 (33) CORDON BLEU, Stix Hooper (MCA Import)
- 34 (38) MELLOW MELLOW RIGHT ON, Lowrell (AVI Import)
- 35 (49) IT'S A DISCO NIGHT, Isley Bros (Epic EPC 7911)
- 36 (34) POINT OF VIEW, Matumbi (Matumbi RIC 101)
- 37 (—) I WANNA DO THE DO, Bobby Rush (Phil Int PIR 137 805)
- 38 (24) GONE GONE GONE, Johnny Mathis (CBS 7730)
- 39 (—) FEELING GOOD FEELING BAD, Mary Stavin (Ariola ARO 179)
- 40 (31) STRATEGY, Archie Bell & The Drells (Phil Int PIR 7482)
- 41 (45) THE IVER DRIVE, Jupiter Beyond (AZO Import)
- 42 (—) A SONG FOR THE CHILDREN, Lonnie Liston-Smith (Columbia Import)
- 43 (—) WEAR IT OUT, Stargard (Warner Bros K 11745)
- 44 (44) REACHIN' OUT, Lee Moore (Source Import)
- 45 (—) SWISS KISS, Patrick Juvet (Casablanca CAN 165)
- 46 (—) BOOGIE ARMY, Chosen Few (Ariola AHAD 548)
- 47 (40) FOUND A CURE, Ashford & Simpson (Warner Bros K 17422)
- 48 (35) UNDERCOVER LOVER, Debbie Jacobs (MCA 520)
- 49 (37) ANGEL EYES, Roxy Music (Polydor POSP 67)
- 50 (43) DANCIN' LADY, Bill Summers (Prestige PRS 103)

Edited by JERRY GILBERT of Disco International

Stix HOOPER

AVAILABLE SOON
12" FULL LENGTH VERSION
US DISCO MIX

CORDON BLEU MCAT 536

c/w **AFRICAN SPIRIT**

ALSO AVAILABLE ON 7" EDITED EDITION MCA 536

taken from the forthcoming album

THE WORLD WITHIN

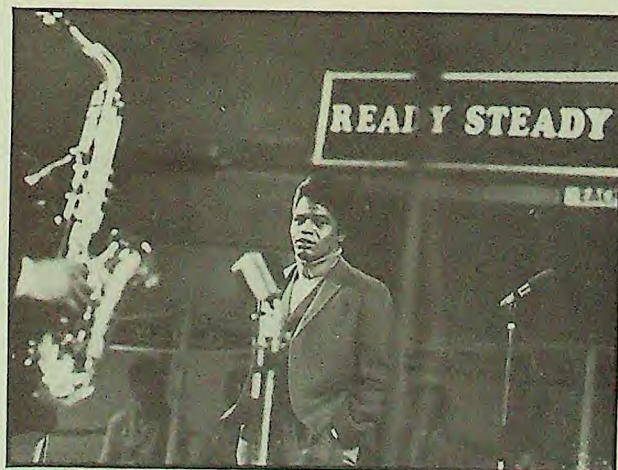
produced by WILTON FELDER, STIX HOOPER and JOE SAMPLE, for **CRUSADERS** productions Inc.

MCA RECORDS
1 Great Palfrey Street, London W1P 3PW
Distributed by CBS (1 960 2155)

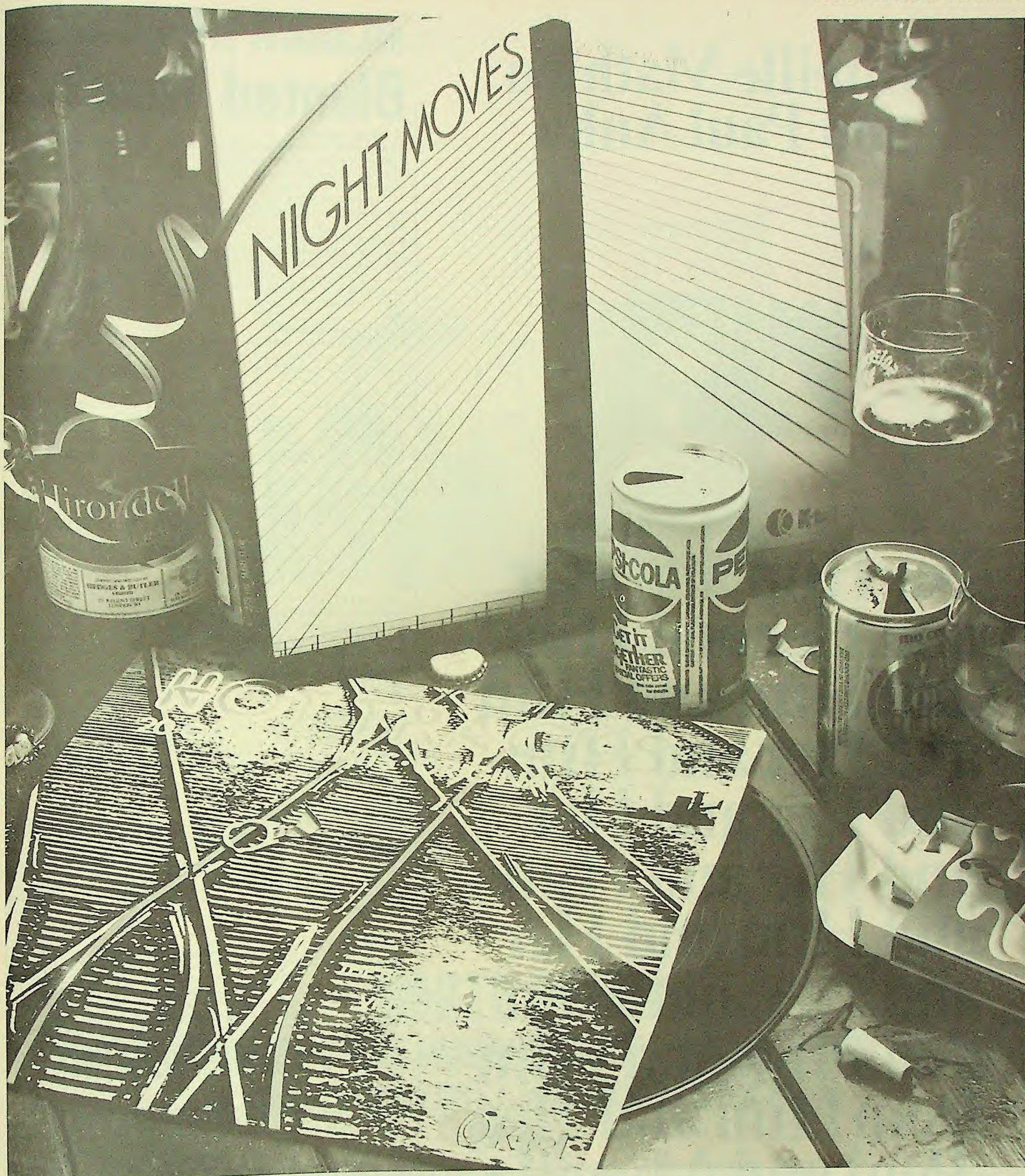
— out of stock singles!

Imports

1	THE WORLD WITHIN	Stix Hooper	MCA
2	LADIES' NIGHT	Kool And The Gang	Decca
3	LOWRELL	Lowrell	AVI
4	BIG FUN	Shalamar	Polydot
5	UNCLE JAM WANTS YOU	Funkadelic	A&M
6	EMPHASISED	Wayne Henderson	Warner Bros
7	RISE	Herb Alpert	Polydot
8	SPECIAL TREATMENT	Jakob Magnusson	A&M
9	DAZZ	Kingman Dazz	Warner Bros
10	A SONG FOR THE CHILDREN	Lonnie Liston-Smith	20th Century
11	KEEP LOVE ALIVE	Cleveland Eaton	US Columbia
12	CLIMBIN' HIGHER	—	Ovation
			Parachute
			Arista
			Phil Int



A SPATE of James Brown releases and a UK visit by the man may not have done a lot to re-affirm JB as the Number One man of disco, but Polydor is not giving up. It is now scheduling three classic tracks from the 1965 era in a 7" maxi disc for late October. The full length version of Papa's Got A Brand New Bag, never previously released in the UK, fills the A side, while Out Of Sight and I Got You (I Feel Good) is on the flip. Catalogue number will be JB 001 and the single comes in a bag, the front of which, see above, shows a shot of James as he appeared on Ready Steady Go in 1965.



Life and soul of the parties

Night Moves: Blondie • The Buggles • Sad Café • Sister Sledge • Crusaders • Bill Lovelady • Randy Vanwarmer • Tourists • The Jags • Darts • Anita Ward • B.A. Robertson • Roxy Music • Judy Tzuke • Noosha Fox • Al Hudson & The Partners • Dooleys • Bombers • Spyro Gyra • Madness • **Released Nov.1**

Hot Tracks: Boomtown Rats • Dollar • Janet Kay • Eddie Grant • Chas & Dave • Sparks • Bonnie Tyler • Darts • Racey • Village People • Korgis • Voyager • Chris Rea • Quantum Jump • Hot Chocolate • Mike Oldfield • Candidate • Manfred Mann • XTC • Village People

K-Tel International (U.K.) Ltd., 620 Western Avenue, London W3. Tel: 01-992 8000.



Mireille Mathieu and Paul Anka



For Him and Her
and Her and Him
and Him and Him
and Her and Him
and Her and Her
and Her and Him
and Him and Her
and Her and Him
and Him and Him
from Him and Her
Paul and Mireille
Just for 'You and I'

Mireille Mathieu and Paul Anka together, for everyone.

Album "You and I" ARL 5041. Cassette ZC/ARL 5041.
Featuring the single "You and I" Picture bag ARO 190



Orders to: Pye Records (Sales) Ltd., 132 Western Road, Mitcham, Surrey CR4 3UT Tel: 01-640 3344.

ALBUM REVIEWS

Blunted Tusk?

FLEETWOOD MAC

Tusk. Warner Bros K 66088. Producers: Artists with Richard Dashut and Ken Caillat. Long-awaited and much-heralded follow up to amazingly successful Rumours. This double — with elaborate and expensive cover — does not have the same impact as its predecessor and while it will still sell in large quantities, one suspects that Rumours will be there in the chart after this one has gone. It will benefit from the impetus of the chart single.

SANTANA

Marathon. CBS 86008. Producers: Keith Olsen, artists and David De Vore. The silky guitar backed by Latin rhythms is still there as shown on the brief title track but there are also several highly commercial cuts featuring the smooth tones of Alexander J. Ligertwood and this LP could provide a chart single. It will sell heavily anyway.

DUSTY SPRINGFIELD

Greatest Hits. Philips 9109 629. A long-overdue album which brings together for the first time Dusty's 17 UK hits plus a bonus of three American chart entries. It comes as something of a shock when one realises that the most recent track here, How Can I Be Sure, is nine years old, but suffice to say that none of the recordings sound dated, either in style or vocal presentation. This is an all-too-brief look back at a brilliant recording career which hopefully, with the success of the new single Baby Blue, is about to start stage two. Listen again to such classics as You Don't Have To Say You Love Me, I Close My Eyes And Count To Ten, I Just Don't Know What To Do With Myself and I'll Try Anything. An album that will firmly restore Dusty to the upper echelons of the chart.

MIKE HARDING

Komic Kutz. Philips 6625 041. Attractively packaged 2LP set from comedian Harding which will appeal to his many fans, and should have increased sales potential because of his upcoming television series for the BBC. There are many who reckon that Harding is the best of the regional comedian-cum-singers who have found success in the last couple of years. Certainly this offering will disappoint no existing admirers.

LENA MARTELL

Lena's Music Album. Pye N125. She's an established album seller anyway and now with the success of One Day At A Time (included here) which has given her her first-ever hit single, Lena Martell should emulate that Top 10 status with this George Elrick-produced album. It also includes power-house versions of Don't Cry For Me Argentina, You Needed Me, Forever In Blue Jeans and As Time Goes By. All she needs now are a few more original songs she can call her own.

BARRY MANILOW

One Voice. Arista SPART 1106. Naturally another big album seller from America's favourite MOR singer. Although he could do with a few more hit singles over here. Includes the new single Ships, which could well do the trick, and a mix of big ballads, mid-tempo songs and the obligatory snappy disco number. A big seller.

MANHATTAN TRANSFER

Extensions. Atlantic K 50674. Producer: Jay Graydon. The extensions seem to be into electronic territory, with much synthesizing to be heard in the accompaniments. New girl Cheryl Bentyne merges well with her colleagues, and this group has to the best of its kind in action anywhere. Some of the songs are repetitive and under par for Transfer standards, but they're compensated for by knockout tracks like Birdland. With this group's popularity and reputation, the right number of airplays and some display assistance from the retail trade, this could be a chart LP.

SPECIALS

2 Tone/Chrysalis. CDL PT5001. Producer: Elvis Costello. Without doubt, this group is one of the hottest acts on the circuit at the moment and the album goes a long way to showing why. Their brand of up-tempo ska (if it's possible to be more up-tempo than some originals) pushes the sounds of the sixties into this decade and probably the next. Numbers like the throwaway Monkey Man and Concrete Jungle move at a fantastic pace but the vocals are weak at times especially on the otherwise excellent new single A Message To You Rudy. But the nasal tones of "Terry" work as well as their previous offering on the ridiculously fast (Dawning Of A) New Era. Costello's production is suitably sparse.

THE SEARCHERS

Searchers. Sire SRK 6082. Producer: Pat Moran. Yes, the group is the same, the sound is similar but the material and the treatment is fresh and very much up to date, with very catchy commercial songs penned by Mickey Jupp, Dylan, Tom Petty and a couple of The Records. Hearts In Her Eyes — their current single — jumps out at you as the first track and bears comparison with their classics of the past like Needles And Pins and Sugar And Spice. After several years without a recording contract a lot more will be heard of The Searchers.

VARIOUS

15 Years Of Top Of The Pops. BBC Records BELP 014. Producers: Various. Sixteen original tracks by the original artists, as the sleeve note says, to celebrate the anniversary of Britain's longest running TV music show but some of the material hardly matches up to the tag "monster hit" and they were not all number one chart records. The cuts run year by year from Chuck Berry's No Particular Place To Go in 1964 to Real Thing's Can You Feel The Force from this year.

GLADYS KNIGHT & THE PIPS

Memories Of The Way We Were. Buddah BDLD 2004. Knight & The Pips' contract with Buddah recently expired so this becomes the first of the predictable re-issues, but it is obvious that a lot of care has gone into the planning of the 2LP set. It includes The Way We Were of course, several songs written and produced by the late Van McCoy, and a moving version of Carole Bayer Sager's I'm Coming Home. Excellent accompanying sleeve notes and attractive packaging make this a strong release which must become a good stock item.



WHITE ROOM

THE NEW SINGLE FROM HUGH CORNWELL & ROBERT WILLIAMS

c/w LOSERS IN A LOST LAND (INSTRUMENTAL)

BP320

LIMITED QUANTITY IN SPECIAL PICTURE BAG

TAKEN FROM THE FORTHCOMING ALBUM

Nosferatu

ALBUM UAG 30251 CASSETTE TCK 30251



ORDER NOW FROM YOUR U.A. SALESMAN OR EMI RECORDS DISTRIBUTION CENTRE.



MARKET PLACE

CLASSIFIED ADVERTISEMENT RATES

Effective 1st Oct. 1979 Music Week Classified Advertisement rates are:
 £4.00 per single column centimetre.
 Box number charge £1.00, and series discounts will remain at: -
 6 insertions 10% 13 insertions 15%

PLEASE NOTE THAT ALL ADVERTISEMENTS ARE SOLD BY THE SINGLE COLUMN CENTIMETRE (MINIMUM CHARGE £6.00)
 The per word rate is discontinued.

The copy deadline is Bookings Wednesdays; Artwork Thursday 5pm, one week prior to publication. Advertisements may be submitted as flat artwork or typed copy for typesetting.
 Payment in full must accompany each advertisement.

For further information contact Jane Bartlett.
 Tel: 01-836-1522. 40 Long Acre, Covent Garden, London WC2.

MUSIC WEEK cannot be held responsible for claims arising out of advertising on the classified pages.

DISCS



*we press records
 albums, singles
 and flexidiscs*

LYNTONE Recordings

7-9 Wedmore Street,
 Upper Holloway, London N19 4RU
 Telex: 8954674

Telephone 01-263 1378



S. GOLD & SONS LIMITED BRITAIN'S NO. 1

Complete manufacturers catalogue in stock at all times.
 TOP 75 ALBUMS, SINGLES AND TAPES,
 PLUS ALL TV PRODUCT

Our prices - strict trade or orders over £150 value, otherwise 3 per cent handling charge. No rounded up figures to disguise inflated prices. Accessories include Card, Polythene & PVC covers, Blank cassettes, Mirrors, Record & Cassette Cases, Mirror badges & up to the minute sew-on patches.
 We can supply anywhere in the world and extended finance can be arranged for export customers - our service to Northern Ireland is, without doubt, the finest, and we offer a 24-hour service to the whole of the UK.

We are now firmly established in our custom-built warehouse and would welcome anyone who wishes to call and have a look around. We have been in the business for four years.

REMEMBER THE NAME - YOU'RE GOING TO HEAR IT A LOT

S. GOLD & SONS LIMITED

777/779 High Road, Leytonstone, London E11 4QS
 PHONE 01-558 2121/2
 24 hour answering service 01-556 2429

ALL PICTURES COVERS

ONLY 60p EACH (+ V.A.T.) minimum order 50 records (C.W.O.)
 KATE BUSH Wuthering Heights - ROLLING STONES Miss You - Because the night - EXILE Kiss you all over - TASTE OF HONEY Boogie oogie oogie - WINGS Mull of Kintyre or send S.A.E. for list of over 2,000 titles, some from as low as 20p plus VAT.

OLDIES UNLIMITED, DEPARTMENT Y, 6/12 Stafford Street, St. Georges, TELFORD, Shropshire TF2 9NQ Tel: (0952) 617625.

THE REAL McCOY!



Telephone 01-200 1263
 WAREHOUSE NOW OPEN
 53 Colindale Ave.,
 London NW9
 Callers Welcome
 24 hr answering service
 01-349 1388

GOLDEN OLDIES

Thousands of oldies, new wave and 12" singles from 20p each.
 Send for list to:
 Elpees (mail order dept),
 70 High Street,
 Bexley, Kent.

NOW AVAILABLE

Reggae version of
GROOVE ME
 by Angela Stewart on

J. B. Music Label, catalogue number: JBD005 available from J. B. MUSIC CENTRE, 120 Acre Lane, London SW2 5RA. (Telephone 01-274 1237).

OTHER STOCKISTS

WARREN RECORDS LTD.,
 16/18 Hollen St.,
 London W1.

Tele: 01-734 6822/3/4

JET STAR DIST.,
 78 Craven Park Road,
 London NW10

Tele: 01-961 4422

MOJO DIST.,
 94 Craven Park Road,
 London NW10

Tele: 01-961 3363



**THE NORTHERN SOUL/OLDIES LABEL
 BLAST INTO THE FESTIVE SEASON WITH
 SOME BIG NEW RELEASES.**

OUT NOW!

- DS1005 I GET THE FEVER - CREATION
- DS1006 ON A MAGIC CARPET RIDE - MISS DEE DEE
- DS1007 SPRING RAIN - DESTINY ORCHESTRA (ALSO ON 12")
- DS1008 A HOUSE FOR SALE - CONNIE LAVERNE
- DS1009 SENSITIVE MIND - GENERAL ASSEMBLY
- DS1010 YOU WON'T SAY NOTHING - TAMALA LEWIS

Still selling from our back catalogue.
 DS1001 OUT ON THE FLOOR - DOBIE GRAY
 DS1002 GONE WITH THE WIND IS MY LOVE - RITA & THE TIARAS

DS1004 BLACK POWER - JAMES COIT

****NEW COMPILATION ALBUM - OUT VERY SOON****
 You can order all these great releases PLUS the best in import oldies by phoning this number 0602 410055. Ask for Sally or Pauline.

Distributed by: Colony Records, Nottingham.
 Pinnacle Records, Orpington, Kent.
 Wynd-up Records, Manchester.

STUDIO PRODUCTS

marketing & distribution

**THE NEW ALBUM
 THE FALL - "DRAGNET"
 (Step-Forward Records FFLP4)
 Distributed via Pye Records**

41 B, Benham Crescent, London W11 2EF, England. Tel 01-727 0734

CHEAPI CHEAPI CHEAPI!

We Undersell All Importers
 See For Yourself
 Send For Our Lists
 TO-DAY!

GLOBAL RECORD SALES

3 Chappell St.
 Manchester
 (061 236 5369)

when you are asked for

BOB WILBER

on Phonostatic Records

Remember, they come from

CHRIS WELLARD

100 Elham Hill,
 London SE9 5EF
 Tel: 01-850-3161
 (8am to 10pm every day)

ALL RECORDS,

tapes bought/exchanged,
 10p-£2.20 each cash paid
 (10p-£2.50 exchange).
 Absolutely NONE refused.
 Bring ANY quantity in ANY
 condition to:

RECORD & TAPE EXCHANGE

38 Notting Hill Gate,
 London W11,
 (01-727 3539)
 ANY LP's, cassettes may be
 sent with SAE for cash
 (estimate on request).

THIS WEEK'S CHART L.P.s

very very cheap from E.E.C.
 Phone or write immediately to
 ensure quick delivery.

Rose Records,
 67 Belsize Park Gdns.,
 London NW3 4JN.
 Tel: 01-722 5686

£1,000,000 CASH BUDGET

available for unwanted or deleted stereo LP's, 8-tracks and Cassettes. Highest prices paid. No quantity is too large or too small. Phone, telex, write or visit us for a generous cash offer. SCORPIO MUSIC, 2933 River Road, Croydon, PA 19020, USA. Phone: 215-785-1541 or Telex 843366. Recstapes CRDN.

GRADUATE RECORDS SMALL LABELS ONE STOP

We stock all those hard to find small U.K. labels you keep getting asked for and at the right price too. Ask for our free catalogue listing over 300 singles and LP's and we'll keep you up to date with the best independent releases.

1, Union Street, Dudley, West Midlands Tel: Dudley (0384) 59048 or 211159

STUDIOS



*For that very
 special Sound*

DECIBEL STUDIOS
 125, ADELPHI LANE, LONDON, N.W.1, ENGLAND
 01-832 7544

HEAD OFFICE AND BOOKINGS
 01-864 9692

16 TRACK AND 24 TRACK STUDIOS

MOTEL

WEEK-END BREAK

3-STAR SOMERSET
 LUXURY MOTEL

2 nights Friday and Saturday only. All rooms have private bathroom, colour T.V., radio, telephone, teasmade and are centrally heated.

Double £16 } Accom. only
 Single £12 }

Advance bookings only.

Horton Cross Motel,
 Ilminster,
 Somerset.
 Tel: Ilminster 2144

CASSETTES

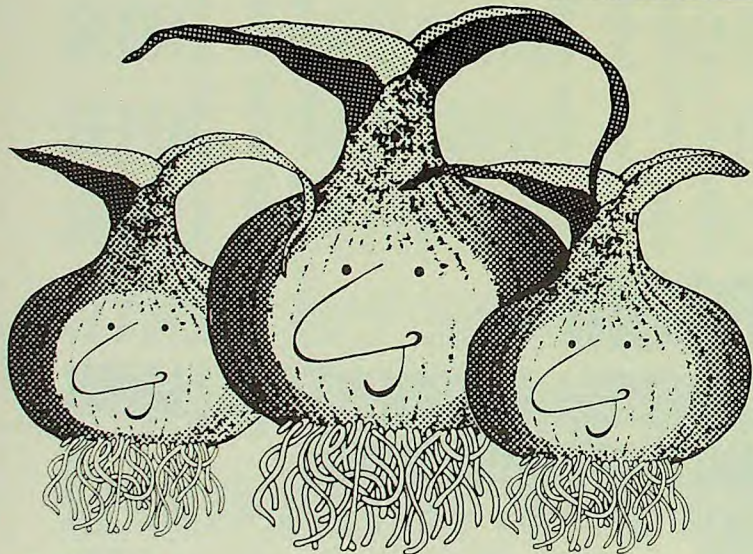
You probably think we only produce demo cassettes

WRONG

If you need cassettes for your reps (or any other purpose) in a hurry

CALL US NOW

Normal delivery 24 hrs., Tape Copying Services, 199A Gloucester Place
 01-723 6301



SP&S is same day Service with a smile

...knowing our onions, it's raining again; business is growing; and everything in the gardens lovely! SP&S know from experience the importance of fast efficient service. Companies are people - and ours are hand picked for their ability backed with experience and skills. The right people plus the equipment and back-up facilities. Phone us now for our comprehensive list; ask us about our bumper crop of over 1.5 million LP's, cassettes and 8 tracks covering all music tastes; our ten fully equipped sales vans that cover the UK; our complete merchandising package deals. There's lots more just waiting for you at any one of our three showrooms, so keep smiling!

EUROPE'S LEADING WHOLESALER OF MAJOR LABEL DELETIONS

Wharf Road, Stratford, London E15 2SU

Tel: 01-555 4321

Telex: 8951427

Glampor House, 47 Bengal Street, Manchester M4 6AF

Tel: 061-236 4086



SP&S RECORDS



Royal Mail Air Parcels get VIP clearance!

When your air parcels go Royal Mail, out rolls the red carpet.

It starts at any of our unique nationwide network of 19,000 collection points.

From then on it's all go.

Your parcel is a VIP. Postal and customs officials work together to speed it on its way. It travels on fast scheduled aircraft with full security, of course.

All for the price of a stamp. And that includes expensive 'extras' like collection, handling, customs documentation, airport taxes and

(to most countries) delivery, which can more than double the basic freight charge.

No wonder a recent independent survey revealed that the cost of Royal Mail Air Parcels can average between $\frac{1}{3}$ and $\frac{1}{4}$ of air freight charges.

And if speed is not essential, our Surface Parcel service costs even less and is just as secure.

If you send goods abroad regularly, surely it makes sense to find out more about Royal Mail Overseas Parcels. Simply dial 100 and ask for FREEFONE 2357 or return coupon NOW!

FIND OUT MORE!

To: Stanley Patterson,
FREEPOST Room 136, Postal Headquarters,
St. Martin's-le-Grand, LONDON EC1B 1HQ. (No stamp required.)

Please:
Ask my Postal Services Representative to give me a presentation on Royal Mail Overseas Parcels.

Send me your comprehensive Overseas Mail data file.

NAME _____

POSITION _____

COMPANY _____

ADDRESS _____

POSTCODE _____

TEL: _____

D/MW/27/10

Royal Mail
OVERSEAS SERVICES

MARKET PLACE

EQUIPMENT

CLEAR PVC RECORD COVERS

Manufactured by ourselves from Raw Material — to film — to covers in 500 gauge seamless PVC film, having nylon-like strength for 7" singles and 12" LP Records.

BUY BULK DIRECTLY & RECEIVE DELIVERIES BY RETURN
Phone/write now for Samples/Prices

PANMER LTD Telephone 01.903 6068/9
Fulton Road, Wembley, Middlesex.

CLEAR P.V.C. RECORD COVERS

Made from 500 gauge seamless tubing, giving maximum strength. Buy direct from the manufacturer at keenest prices, by return delivery. Samples, prices and discounts on application.

CLEAR POLYTHENE RECORD COVERS IN HEAVY DUTY FILM

LP size: 1000 £34.60 including VAT and carriage.

Samples of all items available.

PLASTIC SALES (Leicester), LIMITED
10/12 DARTFORD ROAD, LEICESTER, LE2 7PQ.
Tel: 0533 833691



DANDA POLYTHENE RECORD CARRIER BAGS

All Types and Sizes of Carrier Bags at real CUT prices
SPECIAL OFFER

Full size 14" x 16" with turnover tops for LP Records printed to your own specifications on both sides of the bag.
150 Gauge — £17.95 per 1,000 min. order 25,000, and same but with punched out handles — £14.75 per 1,000 min. order 50,000.

Stock Records bags always available. Immediate delivery
Quick delivery. For further details & samples send coupon or telephone:
01 341-0067 or 01 348-2961

DANDA PACKAGING CO. LTD., 8 Priory Road, London N8

Name:
Address:
Telephone:

FOR SALE

10 Securette cassette racks (wall mounted).
10 free standing record browser racks.
£25 each.

Phone Killearn
(0360) 50752
evenings

2 LOCKABLE SPACESAVER FREE STANDING CASSETTE RACKS.
GOOD CONDITION
£25.00 each buyer collects.
TELEPHONE: 0865 531537.

POSITIONS

WINDSONG RECORD EXPORTS

require experienced young person for general warehouse duties and supervision of key accounts. Driving licence an advantage. Salary negotiable.

Contact Mike Chapman or Steve Mason on 01-464 3198.

LIVELY, INTELLIGENT PERSON

required to join a go-ahead record and disco equipment retailers in the West London area. Experience preferred, enthusiasm essential. Excellent career prospects.

For interview ring

01-868 7788
and ask for the Manager.

RECORD COMPANY SECRETARIES

are you on our books? MEMO Emp. Agv. 734 5774/5

POSITIONS

Administrator

Sunbury Music Limited, the Music Publishing subsidiary of RCA Records is seeking a young person to look after accounts and general administration.

Candidates should be organised and numerate, and must have experience of basic accounting procedures. An understanding of Royalty Accounting would be an added advantage.

The company is small and friendly, and is based in Oxford Street, London W.1.

Applicants should in the first instance telephone the Personnel Department and ask for an Application Form.

RCA Records,
1 Bedford Avenue,
London W.C.1.
01-499-4100



01-743 0108



DISPLAY VACANCIES

Due to further expansion, we require an enthusiastic person with experience and a flair for record display work for a permanent position covering the Manchester and North-West England areas.

Varied and interesting work, with a good salary and company car provided.

A display person is also required to cover Nottingham, Derby and surrounding areas.

Ring MICK, on

01-743 01088.

MUSIC WEEK

SECRETARY FOR THE ADVERTISEMENT MANAGER

I have been working for the past year for Jonathan Ward the Advertisement Manager of *Music Week* in Covent Garden. I am sadly leaving . . . happily to start a family, so if you would like to work for Europe's No. 1 Music Business Paper, have good organisational skills as well as a personable manner, be part of a first rate advertising Team, at the same time enjoying the benefits of a large Public Company, please give me a ring and I will arrange an interview.

Tel: 01-836-1522 between 9.30 a.m. and 5.30 p.m. and ask for Judy.

RECORD DEPARTMENT MANAGER

ST IVES CORNWALL

We require a **Manager** for our record dept. in a busy Newagents and Stationers shop.

This person must be able to work under pressure during the summer season and yet be self motivating during quieter periods. Obviously an all round music knowledge is required, plus the ability to promote and stimulate business.

Please contact **Bill Watson, WATSON & JONES,** Tregenna Place, St. Ives, Cornwall.

SEGREGATE!



With record dividers from "SIGNS FAMILIAR"

smooth, white plastic record dividers with smart ultra legible headings (plus trade symbols in colour if required). Unbeatable prices. Fast service. Ring or write **SIGNS FAMILIAR,** Howdale, Downham Market, Norfolk PE38 9AL. Phone: (03663) 2511/4.

PVC ALBUM COVERS

Sizes 7", LP & Double-LP. Also 200 gauge Polythene LP Covers. For SERVICE, QUALITY & VALUE

Contact: M & G Packaging Ltd., 53 Pavilion Drive, Leigh-on-Sea, Essex. Tel: 0702 712381.

DISPLAY TITLES BROWSER DIVIDERS for CLASSIFICATION OF ARTISTS, COMPOSERS, etc.

Enquiries for samples **HUNT-LEIGH** (Showcard & Display) Co., 119 Altenburg Gardens, London SW11. 1JQ. Tel: 01-223 3315

BROWSERS FOR SALE

Record Retail Business selling up. E.M.I. album & cassette browsers, storage racks, audio equipment, display boards etc.

Phone Mr. Patrick on Oxford (0865) 60368

RECORD SHOP

furniture for sale in Harrow area. Phone 01-868 8637

KEENPAC

Polythene Sleeves and high quality polythene record carriers LP and single size. Printed to your own design at competitive prices

Why not let us quote NOW!

LEICESTER
20084 / 537806

A REMARKABLE OFFER!!

First caller secures a one-off quantity (about 130,000) PVC, heavy gauge record covers. Only £4,750 takes all!!

Telephone immediately to Eve Electric 01-941 1760

LES DISQUES
Records & Tapes
SALES ASSISTANT
Previous experience of Record Selling essential. Salary negotiable, references required.
Phone Mr. L. Gorvy 352 5558

P.A./SECRETARY/P.R. NEEDED URGENTLY
Secretary s/h? and typing 23-30 to directors of group of leisure companies. Office in Croydon. Experience in both musical and club entertainment business essential.
Tel: 01-681 1745 between 11-12a.m.

ACCOMMODATION

MIDEM

100 ft ex. Royal family yacht available for charter in Cannes. Sleeps eight.

Telephone Tim Williams
Cannes (93) 380764
apartment 33

PROPERTY

MODERN MOTEL

23 Rooms, Bar, Coffee shop, 66 Covers dining-room. Sacrifice sale £175,000.

Call 061-236-5369
(Evenings 061-440-8419)

POSITIONS

A SALES MANAGER

is required for our busy pressing plant which runs 24 hours a day.

He/she will be personable and intelligent.

The prime requirements of the position can be taught.

The successful applicant will be from the record industry.

Please write (do not phone) to:

W. Ross, F.C.A.,
Allied Records Ltd.,
326 Kensal Rd.,
London W10.



MERCHANDISING

KEEP ON ROCKIN WITH **BBB**



THE BIGGEST AND BEST IN LANCASHIRE

CUT OUT THE MIDDLEMAN—BUY DIRECT

Be Bop Badges announces its arrival, to the Record Dealers of England. For years our Parent Company has supplied Pop Patches to the Wholesaler, who has in turn supplied to you. Now WE are cutting out the middleman on YOUR behalf to bring you PATCHES, BUTTON BADGES and new REFLECTA-GLASS BROOCHES at previously unheard of prices.

Send for free samples and illustrated brochure to:

BE BOP BADGES, 3 Honister Road, Burnley, Lancs, BB10 2PX.

SHOWSHIRTS

Custom printed T-shirts, Sweatshirts, Paper Jackets, Badges Car Stickers & Hats.

Competitive Prices
Any quantity undertaken

659 FULHAM ROAD, LONDON SW6
Telephone: 731-5056 or 731-4986

ANNOUNCEMENT

ATTENTION

You are already using Music Week as an advertising medium for your company. Have you ever thought about using it for yourself?

We are now creating a new section which will give you access to this valuable market at a highly competitive rate. I call it 'the personal touch'.

Market Place has already proved that it can sell flats, motor cars and even houses.

Music week reaches *67,000 readers (*NOP Research 1979) all of whom could be interested in your car, house, stereo equipment, domestic animals and virtually any personal item you have to sell.

Directors, managers, employees; whether for business or private advertising, please do give me a call.

Jane Bartlett 836-1522

GRRC IN CROYDON

The first meeting of the GRRC to be held in Croydon will take place on Wednesday 31 October 1979 at 7.30 pm at:

The Greyhound, Park Lane, Croydon, Surrey.

John Fruin of WEA Records will be the guest speaker and all members and non members are welcome to attend.

Jobs Wanted

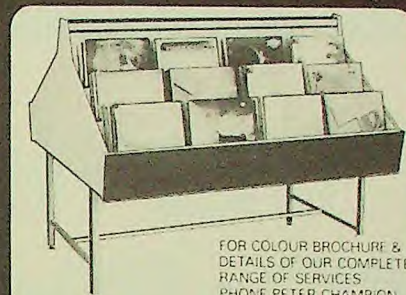
48 TRACK!

Ambitious, energetic 18 yr. old seeks position in Central London Recording Studio as Trainee Sound Engineer/Tape Operator. Enjoys meeting people. Has lively interest in music and basic knowledge in electronics.

Mark Hayes, 23 Trafford Close, Great Missenden, Bucks.
Tele: 02406 4455.

SHOPFITTING

Recordshop Furniture



FOR COLOUR BROCHURE & DETAILS OF OUR COMPLETE RANGE OF SERVICES PHONE PETER CHAMPION

01-390 2101

ARJAY SHOPFITTERS LIMITED
54 LOWER MARSH LANE KINGSTON SURREY

Major supplier to EMI*

SERVICES

BRASS SECTION

Easy to work with professional musicians. Further details: Nick Pentelow 01-229-4558.

PROPERTY WANTED

Business property required in Kingston area by young company. Approx 2500 sq. ft. with living accommodation for 3, preferably in non residential area. Ring Paul on (01) 546-8879 after 6 p.m.

TO PLACE AN ADVERTISEMENT IN MARKET PLACE PHONE JANE BARTLETT ON 01-836 1522

COPY DEADLINE

Music Week would like to remind Market Place advertisers that the copy deadline for all classified advertisements is the Wednesday 10 days before issue publication date and that this deadline applies to advertisements that have already had their insertion confirmed.

While it may well be possible to obtain advertising space on the deadline day itself this is not always the case and clients are advised to book as early as possible.

TRICKSTER

their new single 'Falling For The Wrong Guy'

Rush released this week
due to extensive public demand
following their U.K. tour
with Boston.

RUSH RELEASED THIS WEEK

from the album 'Back To Zero'



Order from CBS Order Desk. Tel: 01-960 2155. CBS Distribution Centre, Barlby Road, London W10

OPINION

A plea for punctuality

EVERY WEEK we seem to read of various record companies complaining of falling record sales. We should like to put forward a relatively simple way to help change this situation and to increase sales.

It would only need the record companies to send their records out on time to dealers — it's as simple as that.

In the past week most of the major record companies have in some way let us down, either by being out of stock of top chart singles or by our order just not being delivered for the weekend, although the order was placed the previous Tuesday.

The best excuse for non-delivery came from CBS who claimed that due to stocktaking the previous week the first three days of the week were spent in catching up on the backlog of outstanding orders and they did not have time to send out any other

orders in time for the weekend!

Perhaps record company despatch departments should take a few hints from their accounts departments as without exception they never have any problems about sending accounts out on time.

I would not suggest that we are in any way picked out by despatch departments, we are just an average record dealer, but we do wonder what the charts would be like if chart return shops received the same sort of deliveries as us. We guarantee the charts would be very different.

RICHARD C. BROWN, Pathway Records, 14 High Street, Shepton Mallet, Somerset.

Hats off to Hammer!

YOUR DISC jockey correspondent (*MW* Oct 13) does not appear to know what young rock and roll buyers want or he wouldn't make such daft remarks concerning Hammer's Big Six EP series.

I realise Hammer Records do have quite a few critics — ageing record collectors mostly. But some of us though do not care about recording dates and matrix numbers. For us, it is satisfying and sufficient just to be able to dance to the records. So in one or two cases they are not the original recordings — so what?

The Hammer series is superb — the Johnny and the Hurricanes and Jerry Lee Lewis go down best. Such is their popularity that I am always being asked to play them, as indeed I know other disc jockeys are.

And what about the Fats Domino and Lloyd Price EPs? They really are selling — "moving faster than some chart singles" — so my local dealer tells me.

Finally, I cannot go without telling you that the feeling among rock and roll fans is — hats off to Hammer, the record label that really has its finger on the teenage rock and roll pulse! **DAVE WHITE**, Dynamite Disco, Whitton, Middlesex.

PRS member replies to Batt

This is an open letter to Mike Batt.

YOU ARE the only council member of the Performing Right Society, with the exception of its chairman, who has ever to my knowledge spoken out in print (*MW* August 25) as to any of his beliefs concerning the conduct of the council and its spokesman, general manager, Michael Freegard.

Do you really believe that you were elected to the council by the membership? The council members holding proxies cast over 3,000 votes for you, practically the whole of the vote you received. How many of these votes were cast completely at the council's discretion? — 90 per cent or maybe 80 per cent?

As you yourself will admit, you did no campaigning among the membership, made no public statements as to your position or opinion on any matters relating to the society, did nothing to obtain the votes of the members as a whole.

I also fault your reasoning as to why the few hundred holders of 20 votes are entitled to secrecy while you feel that the thousands of others who have no vote, or merely one, are not entitled to the same anonymity. The membership overwhelmingly forced the council to reveal who had the vote, clearly demonstrating its mandate. It was the council that deliberately withheld from the proposal the exposure of those who held 20 votes, as was clearly pointed out at the meeting. **ALEX GLASGOW**, Church Road, Low Fell, Gateshead, Co. Durham.

Time for a new image, EMI

I WAS interested to read that the EMI board blamed Bob Seger and Steve Miller for some of its £17 million loss. How incredible that EMI continually blames all and sundry for its incredible money loss over such a short period but does not take a look in house and its own management.

EMI laid off so many salesmen making it increasingly difficult for those unfortunate few guys left and the service from EMI is nothing compared to 1977 when they made £64 million profit.

EMI must improve its image or it will stagnate and its competition will flourish. **HANS VINKA**, managing director, Relay Records, Portsmouth, Hants.

Music Week welcomes letters on all subjects relating to the music industry. If you have something to say write to the Editor, 40 Long Acre, London WC2. Note: the Editor reserves the right to shorten or edit letters. We cannot print anonymous letters but will withhold names and addresses from publication if requested.

DIARY

Martin turns paperback writer

MOST PEOPLE in the music business regard George Martin as having been the fifth Beatle, and his typically modest denial of this status in his autobiography *All You Need Is Ears*, written with Jeremy Hornsby (Macmillan, £7.95) is unlikely to change their opinion. As a smoother of Liverpoolian rough musical edges and a gently unobtrusive guide to the top of the world popularity tree for the foursome, his place in pop history is assured and unique.

Naturally, the Beatles figure largely in his story, with well-known incidents and anecdotes recounted with the additional flavour that comes from one who was often there at the time. But the most fascinating passages for music industry readers are those dealing with his time at EMI and his various encounters (sometimes of the cool kind) with famous stars and industry figures.

Martin, a classically trained musician, began his disc producing for Parlophone under Oscar Preuss, and recalls a famous jazz bandleader walking out of the studio enraged because Martin criticised the bass player who was contributing "a dull thud" to the session.

"Outside in Abbey Road I found my disgruntled artist wandering up and down," Martin writes. "Eating great dollops of humble pie, I told him how sorry I was to have been so stupid, and eventually persuaded him to carry on with the session."

They are now firm friends, but Martin sums up the situation as "Musically I was right. Diplomatically I was wrong". Fellow producers able to distinguish a crotchet from a hatchet will sympathise and recognise the

regrettable necessity to accept mediocrity with good grace.

Martin is bitter about his EMI days and the ending of them. He explains how the then managing director, L. G. Wood, proposed to deduct the costs of Martin's department from the three per cent commission offered to him on record sales. When Martin realised that the three per cent figure for 1963 of £66,000 (less £55,000 for his departmental cost) was three per cent of £2,200,000 profit — not turnover — it "cut straight through whatever vestige of an umbilical cord still bound me to EMI".

"It is difficult, looking back, to describe the depths of my bitterness," Martin continues. "I really had been devoted to the company, and always valued loyalty in other people. But there comes a moment when you realise that your idea of being a good, loyal worker without complications is misconstrued, and you are being taken for a ride."

Dick James offered Martin a share in Northern Songs in return for the recommendation to Brian Epstein that made him the Beatles publisher. Martin appreciated the generosity of the offer, but typically declined it, deeming it unethical to accept as he was an employee of EMI.

"I couldn't know at the time that saying those few words was the equivalent of turning down millions of pounds. But that's neither here nor there. I'm certainly not a millionaire, but I can say with my hand on my heart that I have no regrets about turning down the offer. I've been very lucky with what I went on to do. And I sleep well at nights."



ON THE left we present Donna Summer and Barbra Streisand, Casablanca recording artists with their single *No More Tears (Enough Is Enough)*. And on the right we have CBS recording artists Barbra Streisand and Donna Summer with their single *No More Tears (Enough Is Enough)*. The girls duet on the record and both companies are releasing it in a unique deal which gives Casablanca (via Pye) the 7 inch version and CBS the 12 inch in picture bag and 11 minutes 40 seconds long. Wonder which company had the original publicity photograph and which had to reverse it so their girl's name came first?



ONE OF the humorous highlights of the Phonogram sales conference was a splendid mickey-take of Village People with members of the pop product management singing a revised version of the band's recent hit, *In The Navy*, but instead called *In The Eighties* — Phonogram's conference theme. Pictured: back row, left to right, Alan Philips, David Shrimpton and Henry Semmence; front, Nigel Morgan, John Waller and Leon Campadelli.

YESTERDAYS

FIVE YEARS AGO
NEW BLACK music label, Power Exchange, set up by Paul Robinson and Steve Rowland In third quarter market survey, EMI tops companies' charts with 27 per cent of albums market and 15.2 per cent of singles market Bell is top singles label and CBS leading full-price albums label Chrysalis buys Air London studios Ivan Chandler leaves April Music to be general manager of Bron publishing companies Barry Bethell leaves William Morris agency to join Cube Opening of the film *That's Entertainment* triggers boom in nostalgia records.

TEN YEARS AGO
DON ARDEN announces plans for his own record label, to be called Aquarius Beatles' product will spearhead EMI's entry into stereo-8 cartridge market Canadian journalist Brian Blevins joins *Record Retailer* staff Decca releases first single from the MCA catalogue on the new MCA International label Bob Grace quits United Artists Music to be general manager of Chrysalis' publishing arm Stuart Reid quits Edwin Morris Music to head new Chappell Music pop division Diana Ross splits from The Supremes to pursue solo career.

Leslie Grade

THE DEATH of Leslie Grade last week aged 63 marks the end of the triumvirate of brothers which has dominated the business and financial side of UK show business for almost 40 years, writes Nigel Hunter.

Grade was originally managing director of the Grade Organisation, which stemmed from the Lew and Leslie Grade Agency, and which was sold to EMI in 1967 for nearly £2½ million.

Leslie Grade was always the specifically business brother of the three Winogradsky boys. Lew and Bernard were dancers initially, but Leslie became a backroom boy, building up the agency until it was the largest in Europe.

Grade was a quiet-spoken, unobtrusive man with a dry sense of humour. When the late Laurie Henshaw of *Melody Maker* used to hover in wait early on news day mornings on Grade's office doorstep, Grade would often hurry past him with a brief "Good morning, Laurie — but don't quote me".

Eliot Cohen of the Red Bus Group, of which Grade was a director, told *Music Week*: "He has been very active with us, and we were looking forward to him returning before Christmas as he had hoped. He gave us a lot of guidance and was a father figure to all of us, from the receptionist to Ellis and me. He had so much knowledge and so much feeling, and we're going to miss him very much."

DOOLEY

HAROLD WILSON is to be guest of honour at next year's MTA annual awards dinner and will present the GRRC Gramophone Record Awards, following in the footsteps of previous guests Lord Donaldson and Sir Keith Joseph The dinner will be held on Tuesday, March 4, at the Piccadilly Hotel Meanwhile the organisers of the Record Industry Ball are not finding it easy to fill up either tables at the Hilton on November 20, or sell advertising in the programme seems no one wants to be seen being over-extravagant in these straitened times — but remember it is all in a good cause, gentlemen!

EMI'S HEAD of marketing and promotion for EMI International, Les Hodge departing for new job he will be announcing shortly Last Thursday Willie and Maurice Woolf and several fellow ex-Decca employees (in the days when it was called Barnett Samuels) got together at the Flask in Highgate to celebrate Decca's 50th anniversary *Music Week's* US representative Dick Broderick appointed director of the New York University programme in music business and technology Monarch Records releasing a 12-inch, 8 minutes 18 seconds long version of Jerusalem by Orpheus Wonder if GRRC secretary Harry Tipple is giving away free singles with Feudor lighters in his tobacco shop next door to his record shop?

NOTHING NEW: turning out a drawer we came across a clipping from a 1968 edition of *Record Retailer* announcing "hip pocket" 3¼ inch size records Rak Publishing's Jon Crawley working his way through more than 5,000 cassettes received from budding songwriters of all ages following *Daily Mirror* series on Mickie Most Fleet Street reporter to K-tel marketing manager Alan Jones: "Is this TV strike affecting you at all?" Who's the comedian who keeps ringing Jet personnel late at night announcing himself as one Roger Cook? Sudden death last week of CBS senior product manager Peter Evans.

DUSTY SPRINGFIELD'S Greatest Hits LP shaping up as the most popular album of the year in the *MW* office are you ready for this? — Edmundo Ros and Victor Silvester Jr. are planning an album entitled *Latin Song And Dance Men* Martin Clark, no longer EMI Imports marketing manager, can be contacted on 01-977 9584 Decca press and promo man Keith Bennett had to buy 80 McDonald hamburgers for school choir backing the *Ramblers* on last week's Top Of The Pops.

THANKS TO Radio City for their tasty birthday cake and congratulations on their fifth anniversary At Phonogram sales conference Charisma's Mike Watts asked to provide money up front for his company's reception because, according to the hotel, "the last record company here still hasn't paid its bill".

THE RAMBLERS

FLYING TO THE TOP

The Sparrow

ON DECCA F 13860



EMI MUSIC PUBLISHING LIMITED
138-140 Charing Cross Road, London WC2. Tel. 01-836 6699

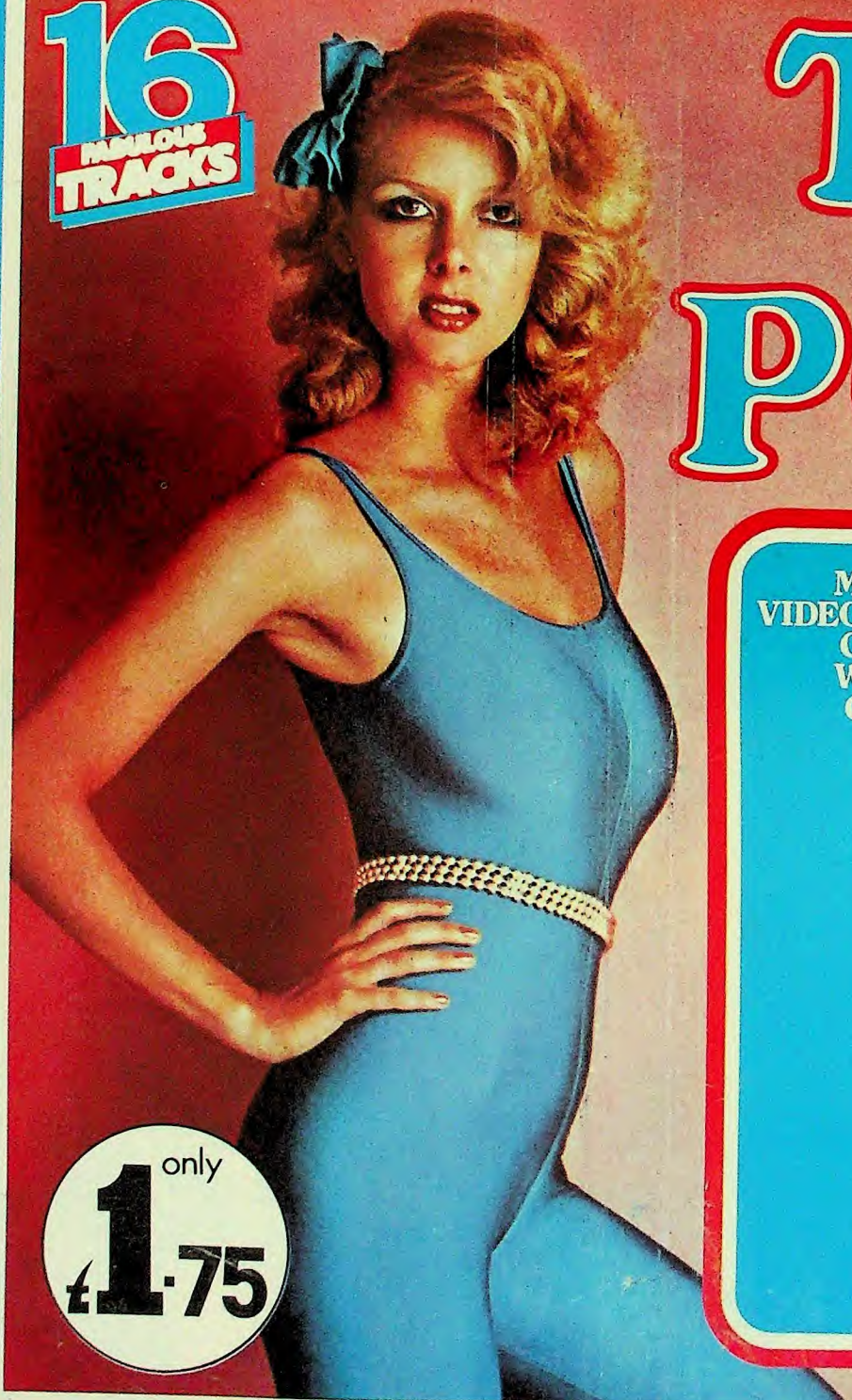
Vol. 76

The world's biggest selling regularly
released album from

pickwick

Now with 16 fabulous tracks

16
FABULOUS
TRACKS



SHM 3013
STEREO

TOP OF THE POPS

MESSAGE IN A BOTTLE
VIDEO KILLED THE RADIO STAR
GIMME, GIMME, GIMME
WHAT EVER YOU WANT
CRAZY LITTLE THING
CALLED LOVE
DON'T STOP 'TIL YOU
GET ENOUGH
LET ME KNOW
(I HAVE THE RIGHT)
ONE DAY AT A TIME
HEAVY PEOPLE
EVERY DAY HURTS
YOU CAN DO IT
CHOSEN FEW.
O.K. FRED
TUSK
STAR
DREAMING



only
£1.75

Also available on 8 Track cartridge H83013 & Cassette HSC3013