

MUSIC & VIDEO WEEK

Europe's leading music business paper

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Wynd-Up expands into home computer range

RECORD AND video wholesaler Wynd-Up is moving into the distribution of home computer software in the aim of convincing retail customers of the benefits of broadening their product range and cashing in on the computer boom.

David Crossweller has joined the company as development manager, based in London, to put together a starter pack made up of 25 software programs for the Sinclair Spectrum home computer which is widely acknowledged as the market leader. The initial pack comprises programs from such software houses as Melbourne House, Ultimate, Silversoft, Quicksilva, Computer Rentals and Imagine, and is being sold in this month.

"We are making sure dealers have a range of products that will sell and, as their confidence in this new product area grows, they can continue to add new products that they know will sell," says Crossweller.

"While they are ordering records or video, it will be so easy to order a computer program. They can buy from one source and in small quantities, so need never get caught with stock. We will also supply dealers with a Spectrum computer at £96," he says.

As part of the launch offer, there will be an "exchangeability factor" applying to slow moving stock bought in quantity, designed as a further cushion for dealers venturing into an unknown product line.

Crossweller predicts that there will be at least ½m Spectrum machines in use by the end of the year.

Wynd-Up's adoption of this new product line coincides with the wholesaler's move into new Manchester premises where video, records, accessories and now home computer software will all be housed under one roof.

VIDEOWEEK Price war: a new ally for indie dealers

DEALERS' VIEWS on how the proposed law to curb video nasties will affect their business feature in the second charter issue of *Video Week* — centre pages.

Dealers wishing to receive *Video Week* free of charge on a regular basis from the first weekly issue of September 5 should complete the registration card in this issue now.

INDEPENDENT RECORD dealers who find themselves in competition with price-cutting multiples or a chart shop getting preferential service now have a new ally in the recently-launched trade body, the Association Of Independent Retailers (AIR).

The AIR, which represents dealers in all trades, has pledged to campaign against "the uncontrolled exploitation of the buying power of the large multiples and the discrimination by some suppliers against small traders".

● See full story in *Retailing*, p26.



THE CHAMPAGNE spurts to celebrate RCA's victory in the Music & Video Week-sponsored one-day cricket tournament for the Phil Edmonds benefit last week. They beat Virgin and Our Price to meet Chrysalis, who beat EMI and PolyGram, in the final. L to r (standing) Chris Prendergast (who had the honour of bowling John Emburey first ball), Wayne Daniel (token professional) Dave Lewis (captain) and Ajay Trehan; l to r (falling about) Stewart Gray, Matthew Freud and Richard Routledge.

Virgin deal rumoured as Charisma cuts free

Charisma ends links with Phonogram

CHARISMA RECORDS is ending a 14-year association with Phonogram and is striking out in a new venture that is believed to involve Richard Branson's Virgin Group.

Two years ago Charisma was at the centre of a furious bidding battle as founder and chairman Tony Stratton Smith let it be known that he as "disenchanted" with major companies and was looking for a buyer for Charisma.

At that time Branson came close to securing the deal, having out-bid Chrysalis and RCA, but at the last minute Stratton Smith established a new understanding with Phonogram, and, in return for capital investment, signed a licensing deal with Phonogram UK and Phonogram International.

In what Stratton Smith now describes as a "generous move", Phonogram UK and International have agreed to early termination of their licences — the UK deal had another six months to run and the International deal was due to end in July 1984.

Phonogram UK will continue to service Charisma product until the end of August and the company will be announcing new distribution arrangements for the UK and the rest of the world next week.

"Charisma has been with Phonogram International for 14 years and with Phonogram UK for eight years," said Stratton Smith. "It is rather like losing a parent — and like a wise parent, Phonogram appreciated it was best all round to fall in with my plans for a restructuring of Charisma's business."

Underlining the apparently amiable way in which the deals are being ended, Phonogram UK managing director Brian Shepherd said he was pleased that "an enterprising independent record company such as Charisma can thrive for eight years in partnership with Phonogram and could now be in a position to strike out on its own in such an atmosphere of mutual friendship and affection".

Stratton Smith is to once again take over as the managing director of Charisma, a position he resigned in 1977. Former managing director Brian Gibbon left the company in April.

"Charisma intends to build quickly and profitably on its present success," added Stratton Smith. "We will invest in product rather than services."

Neither Charisma nor Virgin would comment on industry speculation that their negotiations of two years ago had been resumed, but *MW* understands that talks are continuing and that a statement will be issued this week.

Virgin: new label, but 'no plans' to go public

RICHARD BRANSON'S Virgin empire continues to grow — 10 years after the formation of Virgin Records. This week he announces the launch of a new label, 10 Records, at the same time he is negotiating with Tony Stratton Smith following the departure of Charisma from Phonogram (see lead story), and the industry is again rife with rumours that he is planning to go public with a City quote for the Virgin Group.

10 Records, described by Branson as a new "record company", will be headed by Richard Griffiths, who will also continue in his present position of managing director of Virgin Music. First product by as-yet unnamed artists is due in mid-September.

Branson rationalises the decision to expand into another label thus: "We have recently been faced with a choice — should we continue the rapid expansion of Virgin Records and risk losing part of the essential and unique character of the company, or should we create a totally new company with its own identity, repertoire and staff?"

The new label will be distributed through Virgin's deal with EMI and sold by the Virgin sales team; all other functions will be handled separately.



LOGO OF Virgin's new label.

"The two companies will work closely but independently alongside each other much in the same way that Atlantic and Warners operate in the US under the WEA umbrella," said Branson.

Virgin Publishing's A&R manager Danny Goodwin moves over to be head of A&R for 10 Records and Peter Price, formerly Virgin Records promotion man and subsequently Virgin Music's international coordinator becomes head of international for the label.

The A&R policy of 10 Records is described as "wide-ranging — and this will be reflected in the diversity of its repertoire".

● Richard Branson told *Music & Video Week* that current industry speculation that he plans a City debut in the autumn is "totally unfounded".

"Bankers have quoted enormous amounts of money that they say I could raise, but I have no wish to go public. I value my independence," he said.

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EMI

NEWS

Heep good incentive from Bronze

BRONZE RECORDS is mounting a big marketing campaign for the new Uriah Heep single, Stay On Top, which is released this week (5) including a dealer competition offering a trip for two to see the band in the US.

Any retailer found playing the single when visited by a staff member of the Impulse Promotion Company will be entered into a draw, and the winning dealer and companion will be flown by TWA to see Heep on their current US tour.

Stay On Top is taken from the band's current album, Head First, and includes a previously unreleased track, 'Playing For Time'. The first 10,000 copies of the single will be in a gatefold sleeve containing a free EP featuring four classic Heep tracks from the Seventies. The release will be supported by in-store posters, window streamers and pop press advertising.

THE CURRENT Freeez top 10 hit, IOU on Beggars Banquet, has also been released as an Acapella mix on 12-inch.

UB40, WHO have just returned from a successful US tour, release a new single on their DEP International label this week. Red Red Wine, written and produced by the band, is also available in an extended version on 12-inch.

CHOPPER HARRIS have signed to Phil Waiman's Utopia label and release their first single, Escargot A La Bongo, in seven and 12-inch formats. The band appear on BBC1's Freddie Starr talent showcase programme next week, and are also doing a radio tour.

THE NEW Spandau Ballet single, Gold, on Chrysalis, is available in several different formats including a picture disc, and as a 12-inch single, featuring a re-mixed extended version, backed with a previously unavailable live version of Foundation, recorded at the group's Sadlers Wells Theatre concert.

THE LATEST signing to Innervision Records is Steve Walsh, previously a member of Manicured Noise, who debuts with Letters Of Love, available in seven and 12-inch formats, both coupled with a remixed version on the B-side.

DEPECHE MODE release a specially-numbered 12-inch edition of their current hit single, Everything Counts, on Mute Records. The single featured the original seven-inch mix of Everything Counts, as well as four other of the band's best-known songs recorded live.

EUROVISION GROUP Sweet Dreams have their second single released by Arista under the new name of Dreams; 17 Electric (Look Out) has been remixed by Tony Visconti, is available in seven and 12-inch formats, and co-incides with several TV appearances, and a regional promo tour.

DAVID ESSEX'S latest single for Mercury is taken from the forthcoming musical, Mutiny On The Bounty, in which he will be starring as Fletcher Christian, alongside Frank Finley. Tahiti has been arranged by John Cameron and produced by Mike Batt, and is available in a picture bag.

MADNESS HAVE a new single — their 16th — out on Stiff next week, Wings Of A Dove has again been produced by Langer/Winstanley, the team responsible for all their hits to date and the single is available in seven-inch, extended 12-inch, and as a limited-edition picture disc.

PEACH RIVER Records, distributed by PRT, releases the Julie Andrews/Johnny Cash duet, Love Me Tender, taken from Andrews' recent country album of the same name. Picture-bagged.



BIRMINGHAM BAND Cutting Edge have signed to MCA Records for a long-term, worldwide deal and debut with a single, Lonesome Cowboy, produced by Peter Collins. (L to r): Charlie Eyre (A&R), Ian Nicol, Andrew Williams, Stuart Watson (MCA MD), Matthew Nelmes, David Pick (lawyer), Andy Ritchie, Morris O'Reilly (manager), Jon Bates and Christopher Ross (co-manager).

Upturn ahead says survey

THE RECORD industry can look forward to the 1983 Christmas season being "a good deal better as a selling period than for several years", according to the latest survey of leisure markets in the quarterly *Leisure Forecasts* bulletin.

While acknowledging that there has been no evidence of any very substantial pick up in business so far this year, the survey says that total spending on audio software is now a little higher in real terms than in the first half of 1982.

This recovery should gather pace through the year, says *Leisure Forecasts*, but its long-term predictions are still muted.

"Although conditions in the audio software market are now reviving

after the recession of the past few years, the extent of the upturn will be relatively modest, well below gains made in the 1977/78 disco boom," says the report.

Leisure Forecasts suggested that, "if things go right for the UK economy under the new Conservative Government", leisure spending overall could rise steadily by some five per cent (in real terms) through to 1987. But on the other hand, the analysts only give this a 30 per cent chance of occurring.

It also sees the number of households with video machines rising from the present 25 per cent to over 50 per cent by 1988.

* Published by Leisure Consultants (Tel Sudbury 75777), price £150.

Phillips launches Papa publishing venture

PETER PHILLIPS, who quit as managing director of ATV Music a year ago, has set up his own publishing company, Papa Music, which he describes as "a small but select company for writers".

Phillips told *MW*: "I want to devote my time to songs I really believe in and although we are a small unit, we have excellent facilities. I have also acquired the worldwide rights to the International Sound Effects Library and will be looking for international

representation."

The International Sound Effects Library consists of 50 albums with an average of 20 minutes effects per side. The complete library costs £500, after which there are no further copyright fees.

"Acquiring the rights has taken some time but I am convinced that there is a need for a library which is as comprehensive as this," said Phillips, "and has been put together by professionals, for professionals."

Phillips is running his company assisted by his son, Nicholas, and is based at 3 Chalcot Studios, Berkley Grove, London NW1 8XY (Tel: 01-586 9578; Telex 263192).

Red Bus deal

PRODUCER Joe Glassman, who has worked with Push, The Techno Twins and Patrick Juvet, has been signed to a producer's contract by Red Bus Music. Immediate projects for Glassman include albums with The Technos and new Red Bus signing, Us, and a single for Neil Lockwood.

Target aims for top

PRINCE LINCOLN and The Royal Rasses have been signed by Target Records, which will release an LP entitled Roots Man Reggae next month. A Target spokesman said that Lincoln is tipped in some quarters as successor to the musical mantle of Bob Marley.

Two other recent Target acquisitions for the UK are The Twinkle Brothers, and Cashmere, who record for Phillyworld Records in the US.

Glitter Band victory

THE GLITTER BAND, Gary Glitter's backing group, won a High Court temporary order last week against a band which has been using the same name. An injunction was granted to five members of the Glitter Band led by Gerald Shephard preventing John Robert Rossall ("JR") from using the name Glitter Band or any name incorporating the word "glitter" for any performances of any other group.

The order will remain in force until the band's pending action against Rossall and his managers, Sphinx Management & Entertainment Agency. Gary Glitter in a sworn statement said the plaintiffs were the only group entitled to use the name and that he had no connection with John Rossall's group.

American Commentary



Call for copyright revision

From IRA MAYER

NEW YORK: The need for a rethink of US copyright law to reflect the changing nature of intellectual property in the current high technology environment was the overriding theme of two days of hearings in Washington DC. To emphasise the need for revision, it's worth noting that the original 1909 statutes were revised for the first time in 1976.

Loss of "the ability to exercise control" over software, ranging from that for computers to home video and audio, was the concern voiced repeatedly as a House of Representatives sub-committee chaired by Robert Kastenmaier attempted to resolve the question of whether copyright law should respond to or anticipate technological change.

The only consensus reached was that any reworking of the copyright laws (the last took 15 years) should be general enough to allow for great flexibility "and at the same time protect the creative community from being picked to death by schools of piranhas", as Kentucky's Romano Mazzoli expressed it.

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THE HEADLINES dwelled on weather and hoodlums, but it should be duly noted that Diana Ross surmounted both to bring what she termed a lifetime dream to reality. With Paramount Home Video as the primary underwriter, Ross gave a free concert in Central Park. Video cassette and disc release of the concert could come about while Ross is still on tour.

The singer stayed on stage long after a severe thunderstorm should have caused her departure for safety reasons. Indeed, the broadcast was cut off, cameras were covered, the orchestra and singers were dismissed, but Ross carried on in the midst of the deluge, singing over a track and trying to maintain calm among concertgoers attempting to leave the park.

She returned the following night, despite widespread violence at the conclusion of the first show. Blue skies and a reported 350,000 fans turned out for the second evening, which was still marred by continuing scuffles in the audience and attacks on fans as they departed after the show.

Still, Ross was in absolutely top form for the first six numbers, though her subsequent efforts at spontaneity and a tendency to drag songs out undermined her total impact. With the harder dance/rock edge of her newer material and the bouncing rhythms of her Supremes hits, neither torrential rain nor roving bands of young thugs could stop her. In terms of professionalism under great stress, it was a bravura performance.

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AMONG THE very few beneficiaries of the recent changes in distribution alignments, Jem, which began primarily as an importer, and subsequently took on small US rock speciality labels, has picked up most of the accounts previously serviced by Motown's open-and-shut West Coast Together Distributors operation.

Together was the label's quick response to Pickwick's withdrawal from the market. Similarly, Alpha, a mainstay indie and rack jobber based in New York, is setting up a cross-country network which is intended to provide national distribution, sales, marketing and collection for small indie labels.

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Plant problems dog CD progress

FIVE MONTHS after the launch of the compact disc in the UK, consumer acceptance is being likened to the video market of three years ago with record companies finding it difficult to keep pace with demand — but at the same time, the development of CD has been seriously hampered by stock problems.

With the exception of PolyGram — which owns the Hanover plant providing Europe's single source of supply — most of the companies which have adopted the CD system continue to complain of delays in securing pressing capacity.

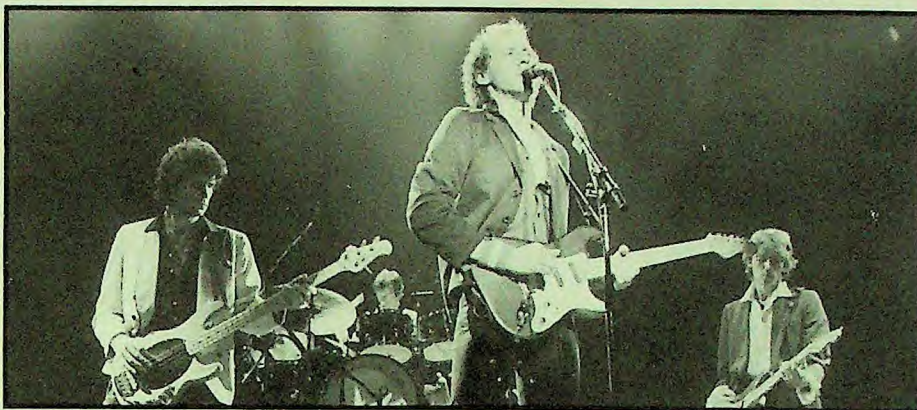
And RCA's special projects manager, Brian Atkins, told *Music & Video Week*: "I don't know how the market is going to cope in the pre-Christmas period."

Apart from RCA, manufacturing problems have also dogged the CD plans of Arista/Ariola, Chrysalis, Virgin, and CBS (which imports from Japan).

EMI, which had announced a July launch date, has now put back its first releases to November, "or at the latest in early 1984". WEA's CD debut was twice postponed and it eventually released eight titles at the end of June.

PolyGram admits it has experienced its own stock problems, but says that it is now "in a strong position" with orders being fulfilled from Hanover twice-weekly.

The initial sale-or-exchange period decreed by PolyGram has ended and all future supplies to



"This has not been a three-day wonder. Almost all the shops which started with the scheme have found it a good investment" — PolyGram's Clive Swan.

retailers will be firm sales, but Clive Swan reports that there was only a very low take-up of the exchange facility.

"It has been firm sale in most shops from the beginning," he said, "and we also note that everyone has managed to turn over their stock at least once, and in the case of some titles, several times."

PolyGram's sales pattern has shown classical accounting for around 65 per cent of sales, but pop is gaining ground and the biggest seller has been Dire Straits' *Love Over Gold* at over 2,000 units. The

best selling classical disc has been Vivaldi's *Four Seasons* at around 1,300 units.

Swan is planning further in-store promotion in the autumn when the hardware manufacturers are expected to step up their marketing campaigns as the supply of players improves.

This is the latest position at other CD companies:

● CBS: The initial release of 30 pop and classical titles was "well received," says senior director Tony Woolcott, and two further batches will follow before the end

DIRE STRAITS: their Love Over Gold has been PolyGram's best-selling CD at 2,000 units.

of the year. "Supply is the main obstacle to overcome," adds Woolcott.

● EMI: Helmut Fest, director of A & R and marketing for Europe, has selected 10 classical and 10 pop titles for the first release which will be "as soon as they are available — November or early 1984".

● ARISTA/ARIOLA: First releases of six titles due September including one specially digitally recorded by "a big act". Special projects manager Dave Adams says: "Manufacturing problems have made us late into the market."

● CHRYSALIS: Second batch due as soon as stock is available and will include Spandau Ballet's *True*. "Demand for product has exceeded our expectation," says PR head Chris Poole. "We would have released more back catalogue in CD if it wasn't for manufacturing problems."

● VIRGIN: Demand exceeded supply of the initial release, said a spokesman, but the second batch, due in May, is now expected in August because of supply delays. New titles will include Phil Collins' *Hello I Must Be Going!* and Heaven 17's *Luxury Gap*.

● WEA: Launched June 24 and "was very well received" with sales running at about 400 per title, it is claimed. Next release, due this month, includes Fleetwood Mac, Eric Clapton and Led Zeppelin, with a further release this autumn.

● RCA: Initial launch of eight classical titles was "extremely successful" according to Brian Atkins, who points out that all of RCA's CD product has been digitally recorded and mastered. Two pop CD albums are due this month and further pop and classical releases in the autumn.

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NEWS

Music cable coup

THE YORKSHIRE Television/Tony Hemmings MusicVision cable company has been selected by Rediffusion to provide a popular music channel for its cable TV operation starting next January.

Competition for the deal had been close fought between MusicVision, Cable Music (the Richard Branson/Nik Powell company) and the Thorn EMI/MTV venture.

Coincidentally, MusicVision has revealed plans for its first programme schedule — six-and-a-half hours in stereo including a top 40 segment updated on

Wednesday night or Thursday, prior to Top Of The Pops. Programming will also include Up Front (for young fans), Hot Sauce (for the older market) and Roadies (a one-hour request show).

The channel will be advertiser-supported and will be offered to all existing and new franchise cable companies to be appointed in November.

Musicvision has pledged to pay for use of all promotion video clips and Tony Hemmings says: "Video clips are highly creative, expensive productions which, though the promotional value on television is unquestionable, are entertainment in their own right."



FORMER MIDDLEWEIGHT champion Terry Downes (left) brought together the other past and present fighters in this picture to take a record in aid of the Variety Club sunshine coach charity — Watch It (Do Me A Favour) by The Boxers on Gipsy Records. Rak Publishing's Brenda Booker (left) commissioned her writers to provide the song, and Gipsy's Ann Kelly (right) recorded it and arranged an autographed picture bag with the seven-inch single and a red vinyl version in the shape of a boxing glove.



A NEW international music press and promotion consultancy company, Signals Unlimited, has been set up by former record company PR women Barbara Salisbury and Christine Gorman in association with Kaz Utsunomiya who is a consultant to the Japanese music market, looking after artists signed to Watanabe Music Publishing and Yoroshita Music. The company will cater for press and promotion activities in the UK and throughout Europe and the Far East. It is based at 17 Gosfield Street, London W1 (Tel 01-631 5221) . . . Paul Rump has joined the Dick James Organisation responsible for assisting product acquisition for both publishing and records. Rump was previously with WEA's A&R department and was singles buyer at Virgin, Marble Arch . . . Susan Smith from RCA to Towerbell Records as financial controller . . . Fiona Grimshaw from Stiff Records press office to CBS Records press office . . . US-born journalist Paul Mungo is to handle the IFPI's press activities, reporting to Trevor Pearcy.

Ongakusha

LAWYERS ACTING on behalf of Japanese promoters Ongakusha have retracted part of their statement published in MW (July 23). They wish to make it clear that the Court Appeal upheld exclusive negotiating rights given to Clubtwo Ltd by Ongakusha under a contract dated January 26 1979.

MCPS bans

THE MCPS has imposed bans on the import of: They Are Lawyers In Love by Jackson Browne (US Asylum 60268, at the request of Warner Bros Music), and This Is Not A Love Song by Blue Water (Public Image YW 7406AX), manufactured in Japan by Nippon Columbia and barred at the request of Virgin Music.

Block gets night club booking deal

TOP CONCERT promoter Derek Block has been appointed sole booker by First Leisure Corporation for its two major night clubs, the Night Out theatre-restaurant in Birmingham and Baileys Of Watford.

FLC's divisional managing director John Conlan said the deal was an attempt to get away from the traditional "scampi and chips" nightclub image. "We're entering a new era of live music in the UK. In the past a lot of pop acts have been reluctant to play night clubs because of the traditional cabaret image. We prefer to think of the Night Out and Baileys as being top-class music venues rather than cabaret nightspots," he said.

Block said: "Many pop artists have been unsure about appearing in night clubs, but the live music scene is a shrinking marketplace and attitudes have changed. I'd like to see acts like Shalamar and Kid Creole appearing at Night Out and Baileys."

"We have a shopping list of acts we'd like. The facilities and stage presentation at the two clubs equal anything to be found in theatres and concert halls".

Skratch label first releases in chart action

SMP RECORDS, the "golden oldies" label launched by Skratch Records and distributed by PRT, has chalked-up hit singles with its first two releases — Jackie Wilson's I Get The Sweetest Feeling and the Chi-Lites' Have You Seen Her?

Label manager Anne Plaxton said: "They've been Northern Soul favourites for several years, but this time round both singles are picking up strong sales in the South as well, mainly through disco exposure and airplay."

EMI starts two-for-one series

EMI RECORDS is launching a series of two-for-the-price-of-one albums, featuring catalogue material from the Sixties and Seventies. Two single albums in their original covers will be put together as a double album package, and sell for the price of one.

The first four releases are Cliff Richard's When In Rome and When In Spain (EDP 1546303), The Sound Of The Shadows and Dance With The Shadows (EDP 1546323), Helen Shapiro's Tops With Me and Helen Hits Out (EDP 1546343), and Manfred Mann's Mann Made and The Five Faces of Manfred Mann (EDP 1546363). Future releases will include albums from Cockney Rebel and Be-Bop Deluxe.

Same-name 45s cause confusion

FOUR SINGLES distributed by PolyGram are confusing both dealers and consumers alike. Level 42 already have a top 50 hit with The Sun Goes Down (subtitled Living It Up) on Polydor, and Vertigo also has a chart contender with Thin Lizzy's new single — also entitled The Sun Goes Down.

Two other singles with similar titles are currently in the top 50: The Thompson Twins' Watching on Arista, and David Grant's Watching You, Watching Me on Chrysalis. The confusion grows with the 12-inch version of the Thompson Twins' single which is titled: Watching (You Watching Me).

Dutch arrest

AMSTERDAM: A man has been arrested on suspicion of involvement in offences related to the recent seizure of an estimated £1.3m of Motown product on the Dutch-Belgian border (MW July 16), described as "over-pressings" of current and back catalogue, originating in Spain. No details of the man's identity have been disclosed.

Trading hours

THE GOVERNMENT is setting up a committee of enquiry on shop trading hours. Home Secretary Leon Brittan said: "There is widespread

agreement that the restrictions on trading during the week and on Sundays are in need of reform, but there are strong and conflicting opinions as to the way in which this should be achieved."

Gillan releases

VIRGIN RECORDS is to release a double-album of previously unused Ian Gillan Band material next week (8). Live At The Budokan (Volumes 1 and 2) was recorded in September 1977 and includes new versions of the Deep Purple classics, Child In Time, Smoke On The Water and Woman From Tokyo. Gillan is currently the frontman with Black Sabbath.

DOOLEY

A LETTER to Home Video Holdings shareholders reveals that chairman Jack Gill is making a personal gesture by waiving any fees due to him in excess of £5,000 "to assist the company during the coming financial period"; Gill also reveals that HVH now has a "revolving fund of £300,000" for the purchase of new film titles, and that a rights issue in September is expected to raise a further £400,000 . . . Prophetic quote by Tony Stratton Smith, November, 1980: "I feel that the aims of the independents and the majors are ultimately incompatible" . . . Speculation that K-tel is contemplating scaling down its record operations, partially prompted by the departure of PR Ian Summers and marketing manager David Smith firmly refuted by new UK MD Peter Morris who said: "Records are the bedrock of K-tel. We're heavily committed to a release schedule of compilations and our own material" . . . incidentally, Smith, who says he left K-tel because of "irreconcilable differences of opinion", is anxious to continue a career in TV record marketing and can be contacted on 0276-74905 . . . Well-deserved promotion for Bernie Kilmartin who steps up to become Chrysalis' director of publicity and artist relations in the wake of Chris Poole who departs for a new business venture . . . RCA's PR head Richard Routledge has quit to spend more time at his guest house on riot-torn Sri Lanka — not the ideal time to make a move there.

NO SOONER was WEA's Bruce Lundvall quoted in Dooley saying he's looking for "cutting edge music" (July 16), than MCA UK announce the signing of Birmingham band, Cutting Edge . . . Beeb Records' A & R manager Mike Harding has landed John Billingham's old job as manager of the BBC international recordings unit . . . Larry Yaskiel back seeking artists and producers and a possible link with a record company or leisure group — call him on 01-202 3494 . . . Bob Halfin has retired from Campbell Connelly after 14½ years but is operating his own consultancy business on 01-437 3015 . . . meanwhile Roy Judd, former EMI Music Publishing personnel officer, has moved to the up-for-sale CC which still awaits to hear its fate . . . In the BBC Publications Green Goddess exercise book there's a section headed "Improve your bustline" — on the trendier BBC Records LP version it's re-titled "Boobs, chests and underarms" . . . Frank Fenter, a former UK Atlantic Records general manager, has died in the US where he was executive vice president of Capricorn Records . . . Former Prime Minister James Callaghan MP presented 51 awards at the recent annual MTA Record Awards Dinner . . . Richard Branson's new "record company", 10 Records, being run by people from Virgin Publishing, has a familiar ring to it — wasn't there once a similar operation called DinDisc?

MUSIC & VIDEO WEEK

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NEWS

CBS sales boosted by 12-inch hit-package flips

By BARRY LAZELL

A BANNER week for CBS with Herbie Hancock, KC, the Manhattans and the O'Jays setting the top 20 alight on the disco/dance chart.

It would be interesting to find out just how much of a sales boost is being given to the current breed of CBS 12-inchers by the policy inaugurated on the Isley Brothers' *Between The Sheets* — using a multi-track flip-side of proven classics.

The Hancock flip has both *You Bet Your Love* and *I Thought It Was You*, while the O'Jays offer a remix of the classic *Love Train* as one of their flip titles, and the Manhattans disc lines up *Kiss And Say Goodbye*, *Hurt*, and *Shining Star*.

DJs may well be finding these useful, since they get some very usable oldies without the need for extra records. But it is the punter who is gaining the real value-for-money benefit, getting a mini-Greatest Hit album for the price of a 12-incher.

In the battle for cash across today's record counters, such practical marketing is bound to reap rewards. SMP Records' multi-hit-track *Chi-Lites* and Jackie Wilson 12-inch discs use the same approach, and it is no surprise to see them moving healthily too.

Disco commentary

On the album front, *Street Sounds Edition 5* is almost with us, and it seems likely to outdo the excellent chart performance of the previous volume, if only by virtue of the fact that it includes both the biggest dance successes of the past month, *IOU* by Freeez, and the Funk Master's *It's Over*, plus three other top 10 hits by Oliver Cheatham, *La Famille* and *Terri Wells*.

The new *Street Sounds* also carries a track which has not yet charted as a single, because it has only just moved onto official release after tremendous specialist radio airplay as an album track and white label. Moreover, it will probably raise a few eyebrows when (as seems likely) it debuts in the 50 next week — for the artist is Kenny Lynch!

The track in question, *Half The Day's Gone And We Haven't Earned A Penny*, is a seven-minute dance remix of a song on Lynch's current album, which caught the ear of several influential specialist DJs like Greg Edwards of *Capital Radio*, who have been providing steady exposure. It is now generally

available on the Satril label (via Spartan); 12-inch catalogue number 12SAT 509. Kenny was last in the charts in 1965, and probably nobody will be more surprised than he to find himself back.

As Club House's *Steely Dan*/Michael Jackson medley steams as predicted towards chart tops, import copies are just starting to reach London from New York of two or three variations on the mixture by US producers — including a straight "answer disc" to Club House.

More details next week when these records are more widely available as imports. It does look as if the predicted plague of imitations is off and running, but there could be some interesting ideas tossed around in this area.

Finally, the records just outside the top 50 this week with increasing sales are apart from Kenny Lynch, *Gonna Groove Tonight* by the Biz (Midax); Roy Ayers with *Silver Vibrations* (Uno Melodic); Julie Roberts and *Fool For You* (Bluebird); the *Boys Town Gang's I Just Can't Help Believing* (ERC); *Stone Love* from Kashif (Arista); Hamilton Bohannon's *Let's Start The Dance III* (Compleat); and not far behind it, the same artist's *Let's Start To Dance Again* (London).

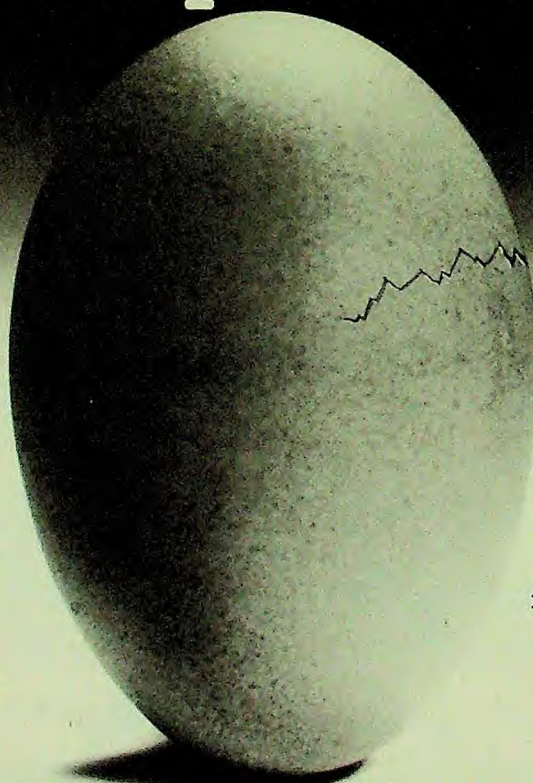
EUROPARADE (The European Chart)

This Week	Last Week	Wks on Chart	Artist	Countries
1	2	5	MOONLIGHT SHADOW, Mike Oldfield	A/B/D/F/N/SP/SW/UK/WG
2	1	7	BABY JANE, Rod Stewart	A/B/D/F/ISW/UK/WG
3	3	11	JULIET, Robin Gibb	A/D/ISW/WG
4	5	8	EVERY BREATH YOU TAKE, The Police	A/B/D/F/ISW/WG
5	6	5	FLASHDANCE... WHAT A FEELING, Irene Cara	D/ISW/UK/WG
6	7	8	CODO, Tauchen & Prokopetz	A/D/SW
7	4	7	CHINA GIRL, David Bowie	A/B/D/ISW/WG
8	11	6	STAR SISTERS, Stars On 45	B/N
9	14	4	AFRICA VOODOO MASTER, Rose Laurens	A/D/SW
10	16	9	BLUE MONDAY, New Order	A/B/D/ISW
11	8	18	LET'S DANCE, David Bowie	F/IS/SP
12	13	5	WANNA BE STARTIN' SOMETHIN', Michael Jackson	B/N
13	15	14	BEAT IT, Michael Jackson	A/F
14	9	3	ROCK 'N' ROLL IS KING, ELO	A/B/WG
15	10	9	TOTAL ECLIPSE OF THE HEART, Bonnie Tyler	F/ISW/WG
19	NEW		IOU, Freeez	N/UK
17	18	2	L'ITALIANO, Toto Cutugno	B/F
18	NEW		DIE WUSTE LEBT, Peter Schilling	A/D/SW
19	12	9	MANUEL GOODBYE, Audrey Landers	B/N
20	20	6	BARCO A VENUS, Mecano	SP
21	21	4	SPIAGGE, Renato Zero	I
22	24	25	BILLIE JEAN, Michael Jackson	I/SP
23	25	22	TOO SHY, Kajagoogoo	F
24	26	2	WHEREVER I LAY MY HAT (THAT'S MY HOME), Paul Young	UK
25	27	2	MEDITERRANEENNE, Hervé Vilard	F
26	19	14	SWEET DREAMS (ARE MADE OF THIS), Eurythmics	A/D
27	23	2	BAD BOYS, Wham	D/SW
28	NEW		I'M STILL STANDING, Elton John	B/N
19	17	10	COMMENT CA VA, The Shorts	D/SW
30	28	2	CHURCH OF THE POISON MIND, Culture Club	FWG

Key: A — Austria; B — Belgium; D — Denmark; F — France; I — Italy; N — Netherlands; SP — Spain; SW — Switzerland; UK — United Kingdom; WG — West Germany.

Compiled from 10 national charts by Tros-Radio, Hilversum.

The packaging should always be as impressive as the idea.



Tinsley-Robor would like to congratulate Phillips on the launch of the new compact disc.

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We've spent considerable time researching plastic cases and card packages specifically with the compact disc in mind.

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- * **Record Companies** like the reduced costs.
- * **Distributors** like the handling ability.
- * **Dealers** like not having to re-rack.
- * **The Public** like the in-car convenience.

For further details call 01-278 2736

Tinsley-Robor Group Limited

Compact Disc Packaging

Edited
by
DAVID DALTON

VIDEO

Cut-price catalogue venture from Neon

RON GALE aims to set a new standard of low pricing with his budget label venture Neon Video, offering a catalogue of 50 titles at a trade price of only £9.99.

The former Videoform sales and marketing director is making the titles available from this month in packs of 100 tapes and the £9.99 per tape offer is limited to 1,000 dealers.

The product range covers westerns, comedies, thrillers and children's product and Neon

represents "the first true budget label," says Gale.

"Too many companies are offering product to the trade at £14 to £20 and calling it budget, but that is mid-price.

"Real budget titles must be offered to the trade for under £10. That enables the dealer to either sell it on to a customer at a realistic sale price, or put it under his normal racking and recoup his investment in less than 10 rentals of each film."

Gale reckons that following the establishment of £9.99 as the real price point for budget product, other companies will have to reassess their own pricing structures.

In spite of the low price tags of each cassette, Gale says that quality standards will be maintained for packaging and promotional material.

Neon Video is based at 90 Regent Street, London W1R 5PA (Tel: 01-734 6080).

Priority control

THE GOVERNMENT must give priority to the introduction of a new Copyright Act to prevent the cable and satellite TV industries being "ripped off" in the way the video industry has been.

Graham Wadsworth, chief executive of the Video Copyright Protection Society (VPCS), told a meeting of the VTA in London it was 10 years since the Department of Trade set up a committee to consider changes in the copyright laws.

The results so far are just two Copyright (Amendment) Acts, each of them a Private Member's Bill.

Wadsworth said the lack of proper legislative control means the video industry has suffered from thieves stealing other people's

work and dishonest traders forcing honest traders out of business.

But the VPCS is hopeful that the 1983 Copyright (Amendment) Act, with its "search and seize" provisions and increased penalties for those breaking the new law will have an effect. It has already contributed to a change of attitude and climate in the industry.

Call to arms

THE TIME has come for legitimate video retailers to kill off the illegal operators with the help of the new Copyright (Amendment) Act.

The call to arms came from Video Trade Association chief field executive Colin Antrobus when he addressed a meeting of the association in London.

He urged legitimate dealers to get evidence of those contravening

the law and use that evidence against them. There should be liaison with police, trading standards officers, the Federation Against Copyright Theft and the VTA.

Antrobus said professionalism in all areas was the keystone to ensuring dealers are legal, stay legal and stave off the copyright thieves. That professionalism should also be demanded from wholesalers and their sales representatives.

"The excuse 'I just did not know' no longer has any credibility when it comes to dealers and illegal tapes," said Antrobus.

VTA chairman Derek Mann told dealers the association does not think licensing of video shops is the answer to containing piracy or limiting the number of outlets.

Edited
by
NIGEL HUNTER

PUBLISHING

GEMA jumps the gun on rates

THE LATEST development in the dispute between the IFPI and BIEM on mechanical royalty rates has occurred in Germany, where the German copyright society GEMA has published its rate schedule and taken the German national IFPI group to arbitration.

GEMA is demanding a 10 per cent mechanical royalty based on wholesale price without discounts or adjustments. The German record companies wish to pay GEMA at last year's rate, which uses a lower, more complicated basis for the tariff. The IFPI is now filing counter-arguments with the German Patent Office's arbitration board.

IFPI director general Ian Thomas said he regarded the GEMA move as "unhelpful". He added that the IFPI is requesting a meeting with the EEC commission, following the latter's intervention in the dispute alleging possible infringement of the Rome Convention regarding sub-publishing practices in EEC countries.

"We have written to the EEC commission requesting a meeting for clarification," said Thomas, "but with the holiday season, that won't happen before September."

Stiffly informal

STIFF MUSIC has been in action since the beginning of May as a music publishing adjunct to Stiff Records but, as Roger Bannister emphasised, not directly linked.

Bannister ("the professional manager if we had titles") was a part-owner of Dingwalls for eight years, and has also been active in artist management and agency. "Dave Robinson thought it would be nice to have closer contact with publishing where Stiff is concerned," he said. "This is entirely separate to Street Music, for which Dave is in partnership with Zomba and which is continuing as before."

Stiff Music is, like all good publishers, seeking good new writing talent. If those concerned are also performers and free in terms of a recording contract, then so much the better. Such availability is not necessary to be offered a Stiff Music deal. "We're looking for strong songs. If a song is strong, you can treat it in all kinds of ways with differing acts."

Bannister, who is assisted by Clare Baker (formerly with Andrew Heath's publishing company) on administration, is keen on getting out of the metropolis in his quest for new talent. He operates by organising advance publicity in the areas which he visits to obtain tapes for preliminary hearing, and then makes personal contact with the promising ones.

"We've signed two acts so far. They are The Jump Squad, which will be recording for another label, and singer/songwriter Gareth Mills, who is an ex-music teacher with a wide scope of material with an MOR tinge."

Stiff Music is based, not unnaturally, at Stiff Records' new location in Camden Town, formerly occupied by GTO Records & Films. Although there is much knocking down of walls at present, Bannister believes it is a good address and atmosphere, and more amenable for young artists and bands, who may easily be overawed by the lushly carpeted warrens of the big record companies and publishers in the West End.

Bannister's background at Dingwalls and in management and agency has given him a sympathetic rapport for new talent, which goes beyond wanting them to feel free to drop in at Stiff Music when they feel like it and to be comfortable in the office surroundings. "If we sign someone for publishing, we're also keen to match them with the best label for what they do. Find the right company and help see that they get the right kind of deal."

Zomba signs Hanoi Rocks

NEW SIGNINGS by Zomba Music Publishers include Hanoi Rocks, a hard rock band which has also just done a major deal with CBS Records; Peter Coyle of The Lotus Eaters, whose Arista debut single is The First Picture Of You; The Comsat Angels, recently also signed

to Jive Records and recording their debut album for the label with Mike Howlett at Battery Studios, and The Group, who have just completed their debut single for Jive entitled Technology, produced by Thomas Dolby and Mike Hedges.

hot

MEZZOFORTE-GARDEN PARTY
LEVEL 42-CHINESE WAY
RODNEY FRANKLIN-THE GROOVE
STANLEY CLARKE
TOGETHER AGAIN

jazzy

WEATHER REPORT-BIRDLAND
ASYMUTH-JAZZ CARNIVAL
GEORGE DUKE
BRAZILIAN LOVE AFFAIR
LONNIE LISTON SMITH
SPACE PRINCESS

cool

SPYRO GYRA-MORNING DANCE
SHAKATAK-INVITATIONS
BOB JAMES-SIGN OF THE TIMES
BOBBY M-LET'S STAY TOGETHER
HARVEY MASON
WHAT'S GOING ON

funky

TOM BROWNE
FUNKIN FOR JAMAICA
BROTHERS JOHNSON-STOMP
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AIRPLAY ACTION

Breakers

Records appearing on Airplay Action pages for first time.

TOP BREAKERS (see opposite page for details)

THE STYLE COUNCIL—27 stations; JOHN MILES—24; TOTO—18; THIN LIZZY—15

OTHERS:

BRUCE FOXTON—Freak—Arista BFOX 1 (F) A Luxembourg, Victory, BRMB, Aire, Clyde, Forth, NorthSound B DevonAir, Plymouth, Wiltshire, Tees, Clyde, CBC, Downtown.

BOB SEGER AND THE SILVER BULLET BAND—Roll Me Away—Capitol CL 297 (E) A 2CR, Downtown B Radio 210, Severn, Wiltshire, Hereford, Beacon, Hallam, Clyde, Forth, NorthSound, West Sound, CBC * Trent—Hitpick.

RICKIE LEE JONES—Under The Boardwalk—Warner Brothers W 9559 (W) A Victory, BRMB, Centre, Mercia, Moray Firth B BBC Radio London, Radio 210, Wiltshire, Aire, Forth * Capital—Climber, Beacon—Featured Single, CBC—Hitpick.

COCONUTS—Ticket To The Tropics—EMI America EA159 (E) A Metro, BBC Ulster B BBC Radio London, Chiltern, Aire, Pennine, Piccadilly, Clyde, Forth, NorthSound * Tees-Station Pick, Red Rose—Hitpick.

JOHN DAVID—On The Mountain—Albion ION 1051 (SP) A Centre, Metro, Moray Firth, BBC Wales, CBC B Severn * DevonAir—Hitpick, Wyvern—Hitpick, Essex—Hitpick, Orwell—Hitpick, Mercia—Hitpick, City—Hitpick.

HERBIE HANCOCK—Rockit—CBS A3577 (C) A Severn B Luxembourg, Radio 210, Plymouth, Hallam, Tees, Red Rose, Clyde, Forth, NorthSound, Tay, CBC.

STARS ON 45 PRESENTS THE STAR SISTERS—CBS A3534 (C) A BBC Radio London, Victory, Plymouth, Mercia, Tay, Swansea B Luxembourg, Radio 210, Wyvern, Chiltern * DevonAir—Hitpick, Downtown—Hitpick.

STRAY CATS—(She's) Sexy And 17—Arista SCAT 6 (F) B DevonAir, Severn, Mercia, Red Rose, BBC Scotland, Clyde, Forth, Swansea * Essex—Hitpick, Beacon—Featured Single, Downtown—Hitpick.

THE STRANGLERS—Paradise—Epic A3387 (C) A Mercia, Tees, Tay, BBC Wales B Hereford, Hallam, Manx, Clyde, Forth, NorthSound.

PEABO BRYSON/ROBERTA FLACK—Tonight I Celebrate My Love—Capitol CL 302 (E) A BRMB, Metro B BBC Radio London, Chiltern, Hallam, Pennine, Red Rose, BBC Scotland * Radio 210—Hitpick.

LEE GREENWOOD—Somebody's Gonna Love—MCA 825 (C) A BRMB, Moray Firth B Radio 210, DevonAir, Severn, Wiltshire, Hereford, Manx, CBC.

BRENDA RUSSELL—Two Eyes—Warner Brothers W 9557 (W) A Centre B Severn, Wiltshire, Wyvern, Trent, Red Rose, NorthSound * Radio 210—Hitpick, Pennine—Hitpick.

BEACH BOYS—The Beach Boys Medley—Capitol CL 213 (E) A BBC Ulster B BBC Radio London, Aire, Pennine, Forth, CBC * Radio 210—Hitpick, Tay—Hitpick.

THE O'JAYS—Put Our Heads Together—Philadelphia International A3642 (C) A Severn, BRMB B Radio 210, Plymouth, Wyvern, Beacon, Mercia * Red Rose—Hitpick.

Radio 1

Figures denote actual logged plays in the Monday-Sunday period preceding publication (6am-midnight weekdays, 7am-midnight Saturday, 8am-10pm Sunday).

17	15	GARY BYRD & THE GB EXPERIENCE: The Crown Club House: Do It Again/Bille Jean	11	(12)	AL JARREAU: Trouble ...
16	(16)	ROBERT PLANT: Big Log	10	(12)	ROMAN HOLLIDAY: Don't Try To Stop It
16	(9)	WHAM: Club Tropicana	10	(13)	TRACIE: Give It Some Emotion
16	(10)	BANANARAMA: Cruel Summer	10	(6)	BRUCE FOXTON: Freak
15	(18)	KC & THE SUNSHINE BAND: Give It Up	9	(7)	CARMEL: Bad Day
15	(15)	THE LOTUS EATERS: The First Picture Of You	8	(New)	THE STYLE COUNCIL: Long Hot Summer, Polydor TSC 3 (F)
15	(14)	PAUL YOUNG: Wherever I Lay My Hat ...	8	(New)	JON & VANGELIS: He Is Sailing, Polydor JV 4 (F)
15	(16)	THE POLICE: Wrapped Around Your Finger	8	(10)	THE CURE: The Walk
15	(13)	DEPECHE MODE: Everything Counts	8	(-)	ELVIS COSTELLO: Every Day I Write The Book
14	(9)	SHAKIN' STEVENS: It's Late	8	(10)	GEORGE BENSON: Feel Like Makin' Love
14	(15)	EURYTHMICS: Who's That Girl?	8	(9)	HAIRCUT 100: Prime Time
13	(167)	FREEZE: I.O.U.	7	(New)	SPANDAU BALLET: Gold, Reformation/Chrysalis SPAN 2 (F)
13	(13)	ELTON JOHN: I'm Still Standing	7	(12)	ECHO & THE BUNNYMEN: Never Stop
13	(11)	THE BELLE STARS: Indian Summer	7	(New)	GALAXY Featuring PHIL FEARON: Wait Until Tonight (My Love), Ensign/Island ENY 503 (E)
12	(5)	THE CREATURES: Right Now	7	(9)	IRENE CARA: Flashdance
12	(13)	MALCOLM McLAREN: Double Dutch	7	(New)	NEW EDITION: Popcorn Love, London LON 31 (F)
12	(12)		7	(13)	THOMPSON TWINS: Watching

Radio 2

Based on plays Friday-Thursday 5am-7.30pm in the week preceding publication.

8	(5)	GEORGE BENSON: Feel Like Makin' Love	6	(New)	ELTON JOHN: I'm Still Standing (Rocket)
8	(7)	THE HOLLIES: Stop In The Name Of Love	6	(New)	THE KINKS: Come Dancing (Arista)
8	(-)	JULIO IGLESIAS: Forever And Ever	6	(6)	BILLY J KRAMER: You Can't Live On Memories
8	(7)	SHAKIN' STEVENS: It's Late	6	(New)	10CC: Feel The Love (Mercury/Phonogram)
8	(7)	DAVE STEWART AND BARBARA GASKIN: Busy Doing Nothing	5	(6)	ANY TROUBLE: Touch And Go
7	(New)	JOHN DAVID: On The Mountain (Albion)	5	(5)	ELO: Rock 'n' Roll Is King
7	(6)	AL JARREAU: Trouble In Paradise	5	(6)	THE JETS: Blue Skies
7	(-)	PAUL YOUNG: Wherever I Lay My Hat (That's My Home)	5	(7)	SERGIO MENDES: Never Gonna Let You Go
6	(New)	DeBARGE: All This Love (Motown)	5	(6)	CHRIS REA: Love's Strange Ways

7	(New)	TOOTS HIBBERT: Spiritual Healing, Island IS 129 6E
6	(New)	ARETHA FRANKLIN: Get It Right, Arista 537 (F)
6	(New)	BLACK UHURU: Party Next Door, Island IS 133 6E
6	(5)	DAVID GRANT: Watching You Watching Me
6	(11)	STEWART/GASKIN: Busy Doing Nothing
6	(7)	DONNA SUMMER: She Works Hard For The Money
6	(7)	HEAVEN 17: Come Live With Me
6	(10)	JIMMY THE HOOVER: Tantalise (Wo Ee Yah Yah)
6	(New)	THE KINKS: Come Dancing, Arista ARIST 502 (F)
6	(10)	MIKE OLDFIELD: Moonlight Shadow
5	(New)	THE COCONUTS: Ticket To The Tropics, EMI America EA 159 (E)
5	(8)	ELO: Rock 'n' Roll Is King
5	(6)	THE JOELLELS: My Boy
5	(New)	KRAFTWERK: Tour De France, EMI 5413 (E)
5	(5)	LEVEL 42: The Sun Goes Down
5	(New)	MARTHA: Light Years From Love, Island IS 125 (E)
5	(New)	STEVE HARLEY & COCKNEY REBEL: Ballerina, Stilette/RCA STL 14 (R)

Radio 1 and Radio 2 guides compiled by Sham Tracking (01-290 0129). Previous week's plays in brackets, (-) indicates a re-entry.

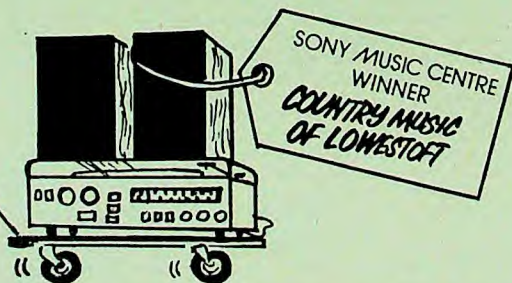
BUBBLING UNDER... singles featured on 7 or more Regional Playlists

- CENTRAL LANE: Lovely Day (Mercury)
- CHAMPAIGN: Try Again (CBS)
- JIM CAPALDI: Living On The Edge
- THE CHI-LITES: Changing For You
- BARBARA DICKSON: Tell Me Its Not True
- STEVE HARLEY & COCKNEY REBEL: Ballerina (RCA)
- FINIS HENDERSON: Skip To My Lou
- IAN HUNTER: All Of The Good Ones Are Taken
- JULUKA: Impi
- GREG KIHN BAND: Happy Man (Beserkley)
- LINDA LEWIS: This Boy (Epic)
- THE MANHATTANS: Crazy
- MOVIEZONE: Next Time Along
- QUARTERFLASH: Take Me To Heart
- CHRIS REA: Love's Strange Ways
- TODD RUNDGREN: Bang The Drum All Day
- LONNIE LISTON SMITH: Never Too Late
- SURFACE: Falling In Love
- JOHN THEMIS: Goblins Of Sherwood (I Love You In The Morning)

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041 429 5155

7 & 12-INCH

● = PLATINUM (One million sales)
● = GOLD (500,000 sales)
○ = SILVER (250,000 sales)

MUSIC WEEK

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RE indicates a re-entry.
Key to distributors code - see albums releases page

TOP 75 SINGLES

This Week	Last Week	Wks on Chart	TITLE	Artist	(Producer) Publisher	Label	7" number (Distributor)	This Week	Last Week	Wks on Chart	TITLE	Artist	(Producer) Publisher	Label	7" number (Distributor)	This Week	Last Week	Wks on Chart	TITLE	Artist	(Producer) Publisher	Label	7" number (Distributor)	
1	1	8	WHEREVER I LAY MY HAT (THAT'S MY HOME)	Paul Young	(Laurie Latham) Jobete Music	CBS	A3371 (C)	26	18	7	WAR BABY	Tom Robinson	(Tom Robinson) Tom Robinson Overseas Music	Panic	NIC 2 (DS)	51	68	2	BOOGIE NIGHTS	Lafleur	(Ben Liebrand) Ronder Music	Proto	ENA 111 (A)	
2	2	8	I.O.U.	Freeze	(Arthur Baker) Shakin' Baker/Intersong	Beggars Banquet	BEG 96 (W)	27	34	2	FREAK	Freak	(Foxton) (Steve Lillywhite) Morrison Leahy Music	Arista	BFOX 1 (F)	52	NEW	THE SUN GOES DOWN	Thin Lizzy	(Thin Lizzy/Chris Tsangarides) Chappell/PINT	Verrigi/Phonogram	LIZZY 13 (F)		
3	4	6	DOUBLE DUTCH	Malcolm McLaren	(Trevor Horn) Copyright Control	Charisma/Phonogram	MALC 3 (F)	28	30	5	EVERYDAY I WRITE THE BOOK	Evis Costello	And The Attractions (Larger/Winstanley) Plangent Visions Music	F. Beat	XX 32 (R)	53	NEW	BLUE SKIES	The Jets	(Stuart Colman) Copyright Control			EMI	5405 (E)
4	3	5	WHO'S THAT GIRL?	Eurythmics	(D. A. Stewart) RCA Music	RCA	DA 3 (R)	29	28	4	FEEL LIKE MAKIN' LOVE	George Benson	(Arif Mardin) Carlin Music	Warner Brothers	W 9551 (W)	54	45	13	BAD BOYS	Wham	(Steve Brown) Morrison Leahy Music	Inner Vision	A3143 (C)	
5	19	4	GIVE IT UP	KC & The Sunshine Band	(Harry W. Casey/Richard Finch) Harrick Music (Leosong)	Epic	A3017 (C)	30	20	6	FORBIDDEN COLOURS	David Sylvian/Riichi Sakamoto	(Sakamoto) Virgin/Opium/Chadwick Nomis	Virgin	VS 801 (E)	55	56	2	HIM	Sarah Brightman/Royal Philharmonic Orchestra	(Lloyd Webber) The Really Useful Co.	Polydor	POSP 825 (F)	
6	6	3	THE CROWN	Gary Byrd & The G.B. Experience	(Stevie Wonder) Jobete/Black Bull Music	Motown	TMGT 1312 (R)	31	21	7	ALL NIGHT LONG	Mary Jane Girls	(Rick James) Stone City Music Co.	Gord-y	TMG 1309 (R)	56	38	15	I GUESS THAT'S WHY THEY CALL IT THE BLUES	Eton John	(Chris Thomas) Big Pig Music	Rocket/Phonogram	XPRES 91 (F)	
7	8	3	WRAPPED AROUND YOUR FINGER	The Police	(Hugh Padgham/The Police) Music	A&M	AM 127 (C)	32	22	7	TANTALISE (WO WO EE YEH YEH)	Jimmy The Hoover	(Steve Levine) Virgin/Prostimes	Inner Vision	A3406 (C)	57	51	5	MESSAGES FROM THE STARS	RAH Band	(Richard Hewson) Ha Ha Music	TMT	TMT 5 (DS)	
8	10	5	CRUEL SUMMER	Bananarama	(Tony Swain/Steve Jolley) Red Bus/In A Bunch Music	London	NANA 5 (F)	33	38	4	GIVE IT SOME EMOTION	Tracie	(Paul Wolff) Stylist/EMI Music	Respond	KOB 704 (C)	58	40	11	EVERY BREATH YOU TAKE	The Police	(Hugh Padgham/The Police) Virgin Music	A&M	AM 117 (C)	
9	5	7	COME LIVE WITH ME	Heaven 17	(B.E.F./Greg Walsh) Virgin/Sound Diagrams/Warner Bros Music	B.E.F./Virgin	VS 807 (E)	34	41	2	LOVE BLONDE	Kim Wilde	(R. Wilde) Rickin Music/RAK Publishing	RAK	360 (E)	59	73	2	SHINE	Motahed	(Tony Platt) Motor Music (Leosong)	Bronze	BRO 167 (F)	
10	27	2	CLUB TROPICANA	Wham!	(Steve Brown/George Michael) Morrison Leahy Music	Inner Vision	A3613 (C)	35	33	4	WATCHING	Thompson Twins	(Alex Sadkin/Tom Bailey) Point/ATV Music	Arista	TWINS 1 (F)	60	NEW	PRIME TIME	Haircut One Hundred	(Bob Sergeant) Bryan Morrison Music	Polydor	HC 1 (F)		
11	12	3	IT'S LATE	Shakin' Stevens	(Chris Neil) Zomba/United Artists/CBS Songs	Epic	A3565 (C)	36	23	8	ROCK 'N' ROLL IS KING	ELO	(Jeff Lynne) CBS Songs	Jet	A3500 (C)	61	70	2	HE IS SAILING	Jon & Vangelis	(Vangelis) Warner Bros Music/Spheric BV	Polydor	JV4 (F)	
12	7	11	MOONLIGHT SHADOW	Mike Oldfield	(Mike Oldfield/Simon Phillips) Virgin Music	Virgin	VS 586 (E)	37	47	2	WAIT UNTIL TONIGHT (MY LOVE)	Galaxy	(Featuring Phil Fearon) (Phil Fearon) Handle Music	Ensign/Island	ENY 503 (E)	62	52	3	HAPPY (Love Theme From "Lady Sings The Blues")	Michael Jackson	(Hal Davis) Jobete Music	Tamla	Motown TMG 986 (R)	
13	11	3	DO IT AGAIN/BILLIE JEAN	Club House	(Scales/Interlands) MCA/Carlin Music	Island	IS 132 (E)	38	57	2	THE SUN GOES DOWN (LIVING IT UP)	Level 42	(Larry Dunn/Vernine White) ATV Music/Island Visual Arts	Polydor	POSP 622 (F)	63	55	8	WHEN WE WERE YOUNG	Bucks Fizz	(Andy Hill/Brian Tench) RCA Music	RCA	342 (R)	
14	15	6	DON'T TRY TO STOP IT	Roman Holiday	(Pater Collins) Zomba Music	Jive	JIVE 39 (C)	39	24	6	THE TROOPER	Iron Maiden	(Martin Birch) Zomba Music	EMI	5397 (E)	64	63	4	SHE BLINDED ME WITH SCIENCE	Thomas Dolby	(Tim Friese-Greene/Thomas Dolby) Street/Scale Music	Venice In Peril	VIPS 105 (E)	
15	31	4	BIG LOG	Robert Plant	(Plant/Lefevre/Moran) Talk Time/Bay Music	B	9848 (W)	40	48	4	WATCHING YOU, WATCHING ME	David Grant	(Steve Levine) D.J.A./Samusic	Chrysalis	GRAN 2 (F)	65	NEW	COME DANCING	The Kinks	(Ray Davies) Dorey/Carlin Music	Arista	ARIST 502 (F)		
16	26	3	EVERYTHING COUNTS	Depeche Mode	(Daniel Miller/Depeche Mode) Sonet	Mute	7BOMG 3 (USP)	41	NEW	TOUR DE FRANCE	Kraftwerk	(-) EMI Music	EMI	5413 (E)	66	75	2	FOR YOU	The Farmer's Boys	(Peter Collins) Heathwave Music/The Farmer's Boys	EMI	5401 (E)		
17	13	10	FLASHDANCE...WHAT A FEELING	Irene Cara	(Giorgio Moroder) Intersong Music	Casablanca/Phonogram	CAN 1016 (F)	42	37	5	TELL ME WHY	Musical Youth	(Peter Collins) Sparta Florida Music	MCA	YOU 5 (C)	67	NEW	CRAZY	The Manhattaners	(John Anderson/Steve Williams) RCA/Anderson/Williams Music	CBS	A3578 (C)		
18	16	5	THE WALK	The Cars	(Steve Nye) APB Music	Fiction	FICS 18 (F)	43	36	4	TROUBLE IN PARADISE	Al Jarreau	(Jay Graydon) CBS Songs/MCPS (H. Fox)/Copyright Control	WEA	International U 9871 (W)	68	49	5	NEVER GONNA LET YOU GO	Sergio Mendes	(Featuring Joe Pizzulo/Leza Miller) (Sergio Mendes) ATV Music	A&M	AM 118 (C)	
19	9	10	BABY JANE	Rod Stewart	(Rod Stewart/Tom Dowd) Rod Stewart/Antester Music	Warner Brothers	W 9608 (W)	44	32	9	DEAD GIVEAWAY	Shalamar	(Leon F. Sylvers III) Chappell Music	Solar	E 9819 (W)	69	67	3	FALLING IN LOVE	Surface	(David (Pic) Conley/Toni Byrd) EMI Music	Sabou	SAL 104 (R)	
20	29	4	RIGHT NOW	The Creatures	(The Creatures) Herbie Mann Music/MCPS	Wonderland/Polydor	SHE 2 (F)	45	NEW	WALKING IN THE RAIN	Modern Romance	(Tony Visconti) CBS Songs/Zomba Music	WEA	X 9733 (W)	70	53	9	WANNA BE STARTIN' SOMETHIN'	Michael Jackson	(Quincy Jones) Carlin Music	Epic	A3427 (C)		
21	14	8	IT'S OVER	The Funk Masters	(Tony Williams) Rockmaster Music	Master-Funk	7MF 004 (A)	46	72	2	PUT OUR HEADS TOGETHER	The O'Jays	(Ken Burke) Mighty Three/Carlin Music	Philadelphia International	A3642 (C)	71	43	10	TAKE THAT SITUATION	Jackie Hayward	(Geoff Emerick/Nick Heyward) Bryan Morrison Music	Arista	HEY 2 (F)	
22	17	4	NEVER STOP	Echo & The Bunnymen	(Hugh Jones) Zoo/Warner Bros Music	Korova	KOW 28 (W)	47	35	8	SHE WORKS HARD FOR THE MONEY	Donna Summer	(Michael Omartian) Copyright Control	Mercury/Phonogram	DONNA 1 (F)	72	46	3	PIECES OF ICE	Diana Ross	(Gary Katz) Warner Bros/Heath Levy/Welk Music	Capitol	CL 298 (E)	
23	25	6	THE FIRST PICTURE OF YOU	The Lotus Eaters	(Miguel Gray) Zoo/Warner Bros/Zomba Music	Sylvan/Arista	SYL 1 (F)	48	NEW	BAD DAY	Carmel	(Mike Thorne) Red Flame/Virgin Music	London	LON 29 (F)	73	50	6	IT'S A MISTAKE	Man At Work	(Peter McLean) CBS Songs	Epic	A3475 (C)		
24	42	2	I'M STILL STANDING	Eton John	(Chris Thomas) Big Pig Music	Rocket/Phonogram	EJS 1 (F)	49	NEW	PARADISE	The Stranglers	(The Stranglers/Steve Churchyard) Plugshare/EMI Music	Epic	A3387 (C)	74	NEW	(SHE'S) SEXY AND 17	Stray Cats	(Dave Edmunds) Zomba Music	Arista	SCAT 6 (F)			
25	85	2	ROCKIT	Herbie Hancock	(Material/Herbie Hancock) Carlin/OAD Music	CBS	A3577 (C)	50	61	2	NIGHTMARE	Saxon	(Jeff Gommam) Saxones (Carlin Music)	Carrere	CAR 284 (R)	75	59	3	ALWAYS SOMETHING THERE TO REMIND ME (American Edit)	Keef Haughey	(Tony Mansfield) Carlin Music	EMI	5334 (E)	

THE NEXT 25

This Week	Last Week	TITLE	Artist	(Producer) Publisher	Label	7" number (Distributor)	This Week	Last Week	TITLE	Artist	(Producer) Publisher	Label	7" number (Distributor)	This Week	Last Week	TITLE	Artist	(Producer) Publisher	Label	7" number (Distributor)
76	-	CHANGING FOR YOU	The Chi-Lites	(Eugene Record) Virgin Music	R&B	RBS 215 (A)	85	-	BUSY DOING NOTHING	Dave Stewart	And Barbara Gaskin (Dave Stewart) Chappell Morris	Broken	BROKEN 5 (DS)	94	-	WE'RE GONNA GROOVE TONIGHT	The Biz	(Hargreaves/Ajal Ajagbe/Calver) Southern Music	Midas	MID 1 (R)
77	85	NATIVE BOY (Uptown)	Animal Nightlife	(Dennis Weinreich) CBS Songs	Inner Vision	A3564 (C)	86	-	CONFUSION (HITS US EVERY TIME)	The Truth	(Tony Swain/Steve Jolley) Warner Bros Music/Copyright Control	Formation	WEA TRUTH 1 (W)	95	-	IMPI	Jukka	(Hilton Rosenthal) Sweet 'n' Sour Songs	Safari	ZULU 3 (SP)
78	77	BLUE MONDAY	New Order	(New Order) B Music	Factory	FAC 73 (P/RT)	87	82	I JUST CAN'T HELP BELIEVING	Boyz n the City	(Bill Motley) Screen Gems/EMI	ERC	ERC 107 (A)	96	-	OUT OF THE NIGHT	Serge Ponsard	(Thirteen Stars Music Inc) Copyright Control	WEA	U 9852 (W)
79	74	GET IT RIGHT	Aretha Franklin	(Luther Vandross) CBS Songs/Copyright Control	Arista	ARIST 537 (F)	88	91	SPACE COWBOY	Jonzun Crew	(Michael Jonzun) Chrysalis Music	21 Records/Polydor	POSP 623 (F)	97	-	GARDEN PARTY	Marillion	(Nick Tauber) Marillion/Charisma/Chappell Music	EMI	5393 (E)
80	83	JUST OUTSIDE OF HEAVEN	H2O	(Tony Cox) Hit Songs	RCA	349 (R)	89	-	LOVELY DAY	Central Line	(Roy Carter) Kartal/CBS Songs/Warner Bros Music	Mercury/Phonogram	MER 144 (F)	98	98	I GET THE SWEETEST FEELING	Jackie Wilson	(Carl Davis) Carlin Music	SMP	SKM 1 (A)
81	-	INDIAN SUMMER	The Belle Stars	(Brian Tench) Chrysalis Music	Siff	BUY 185 (C)	90	-	THE MAN WITH THE 4-WAY HIPS	Tom Tom Club	(Chris Frenzi/Tim Wymouth/Steven Stanley) Island Music	Island	IS 117 (E)	99	90	SIX MONTHS IN A LEAKY BOAT	Split Enz	(Hugh Padgham/Split Enz) CBS Songs	A&M	AMS 8216 (C)
82	-	MANIAC	Michael Sembello	(Phil Ramone/Michael Sembello) Intersong Music	Casablanca/Phonogram	CAN 1017 (F)	91	-	BALLERINA	Steve Harley & Cockney Rebel	(Mike Batt) Chappell Music	Silestone/RCA	STL 14 (R)	100	-	SEARCHIN' (I GOTTA FIND A MAN)	Hazel Dell	(Ian Anthony Stephens) RamJam Music	Proto	ENA 109 (A)
83	60	(DO YOU REALLY LOVE ME) TELL ME LOVE	Michael Wycliff	(Webster Lewis) Warner Bros/Ronder Music	RCA	348 (R)	92	-	BANG THE DRUM ALL DAY	Todd Rundgren	(Todd Rundgren) Humanoid/Fiction Music	Lamborghini	LMI 1 (A)	Compiled by Gallup for the BPI, Music & Video Week and the BBC based on a sample of 250 conventional record outlets. Records which would have appeared between positions 76-100 have been excluded if their sales have fallen in two consecutive weeks, and if their sales fell by 20 per cent compared with last week.						
84	-	WRAP YOUR ARMS AROUND ME	Agnetta Feltus	(Mike Chapman) RAK/Heath Levy Music	Epic	A3622 (C)	93	87	FEEL THE LOVE (OOMACHASOOMA)	10CC	(E. Stewart/G. Gouldman) St Anne's Music	Mercury/Phonogram	MER 143 (F)							

TITLES A-Z (WRITERS)

All Night Long (James)	31	Crazy (Anderson/Williams/Horton)	67	Rockit (Hancock/Laswell/Beinhorn)	25	Tour De France (Hutter/Schneider/Bartos/Schmitt)	41
Always Something There To Me (Backus)	75	Cruel Summer (Lobby/Lewis/Bananarama)	8	Searchin' (I Gotta Find A Man) (Stephens)	100	The Walk (Smith/Tolhurst)	18
Baby Jane (Stewart/Davis)	19	Deal Giveaway (Gallo, Dares, Sylvers)	44	She Blinded Me With Science (Dobly/Kern)	64	The Trooper (Harris)	39
Bad Boys (Michael)	54	Do It Again/Billie Jean (Becker, Jagan)	13	(She's) Sexy And 17 (Setzer)	74	Walking In The Rain (Laymes/Mullins)	37
Bad Day (Paris/Darby/McCour)	48	Jackson	13	Shine (Kilminster/Taylor/Robertson)	57	Walking In The Rain (Laymes/Mullins)	37
Ballerina (Bart)	91	(Do You Really Love Me) Tell Me Love (Lewy/Byrd)	28	Six Months In A Leaky Boat	57	When We Were Young (Bacall)	63
Bang The Drum All Day (Rundgren)	92	(Lewy/Byrd)	28	Space Cowboy (Jonzun/Star)	77	Who's That Girl (Lennox/Stewart)	4
Big Log (Plant/Lefevre/Moran)	15	Don't Try To Stop It (Gommam)	14	Take That Situation (Heyward)	68	Who's That Girl (Lennox/Stewart)	4
Blue Monday (New Order)	78	Double Dutch	3	Taliesin (Jimmy The Hoover)	50	Who's That Girl (Lennox/Stewart)	4
Blue Skies (Evanoff/Ludlow)	53	Every Breath You Take (Sting)	58	Tell Me Why (Hold)	42	Who's That Girl (Lennox/Stewart)	4
Boogie Nights (Temperton)	51	Everything Counts (Gore)	16	Tea (Wunder/Byrd)	6	Who's That Girl (Lennox/Stewart)	4
Busy Doing Nothing (Van Heuzen/Burke)	85	Falling In Love (Costello)	28	The First Picture Of You (Coyne/Kelly/Quinn)	23	Who's That Girl (Lennox/Stewart)	4
Changing For You (Simon Jen)	77	Feel Like Makin' Love (McDonald)	28	The Man With The 4-Way Hips (Tom Tom Club)	60	Who's That Girl (Lennox/Stewart)	4
ABF (Reynolds/Calver/Davis)	85	Feel Like Makin' Love (McDonald)	28	Prime Time (Haircut One Hundred)	60	Who's That Girl (Lennox/Stewart)	4
Club Tropicana (Michaels/Ridgely)	10	Feel The Love (Stewart/Gouldman)	93	Put Our Heads Together (Cable/Burke)	46	Who's That Girl (Lennox/Stewart)	4
Come Live With Me (Gregory/Marsh/Ward)	9	Flashdance...What A Feeling (Moroder)	17	Right Now (Maris/Sogman)	81	Who's That Girl (Lennox/Stewart)	4
Confusion (Hits Us Every Time) (Greaves/Lister)	86	For You (The Farmer's Boys)	17	Rock 'n' Roll Is King (Lynne)	38	Who's That Girl (Lennox/Stewart)	4

MUSIC
WEEB

STREETSOUNDS RUNS RINGS AROUND THE REST
SINGLES

DISCO & DANCE

1 5 LOU.
Freeze
2 10 IT'S OVER
The Funk Masters
Master: Funk MF 004(1A)

4 4 ALL NIGHT LONG
The Family
Sanyly STY 006 (Sanyly: 01-837 2440) (GY/US/JP)
9 7 YOU MAKE IT HEAVEN
Terri Wells
Philly World PWS (L) 111(1A)
11 11 GET DOWN SATURDAY NIGHT
Oliver Cheatham
MCA MCAT 828 (C)

15 21 I CAN'T GET ENOUGH OF YOU
Wickert
Streetsounds WAVE(1A)
34 37 GET IT RIGHT
Asha Franklin
Asha ARTST (12)537 (F)

WHAT MORE OF AN ADVERTISEMENT DO YOU NEED FOR AN ALBUM THAT CLAIMS TO HAVE THE LATEST, GREATEST DANCE TRACKS?

SIDE ONE

1. "I.O.U." (Megarith) Freeze (8-43)
2. "Get It Right" - Aretha Franklin (6:22)
3. "You Make It Heaven" Terri Wells (5:30)
4. "Half The Day's Gone 5/16 Haven't Earned A Penny" (Special extended edit) - Kenny Lynch (7:20)
5. "All Night Long" - La Famille (5:29)

SIDE TWO

1. "It's Over" - The Funk Masters (7:04)
2. "Get Down Saturday Night" (Special extended version) - Oliver Cheatham (7:32)
3. "I'm The One, You're The One" - MCB (5:02)
4. "Walkin' The Line" (Remix) - Brass Construction (6:18)
5. "Can't Get Enough Of You" - Wickert (6:00)

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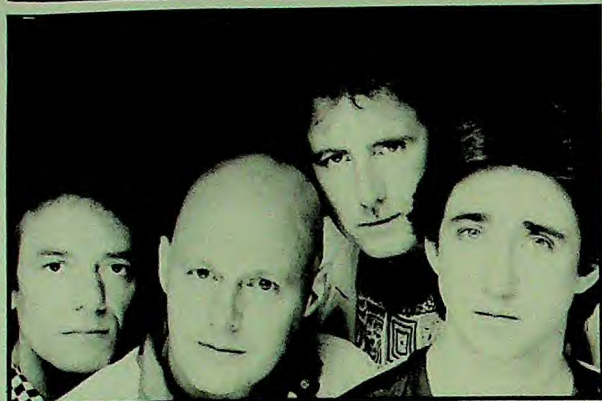
TOP 100 ALBUMS

MUSIC & VIDEO
WEEB

INCORPORATING LP AND CASSETTE SALES

1	5	THE VERY BEST OF THE BEACH BOYS ●	Capitol BRTV 1867193
2	10	18 GREATEST HITS Michael Jackson Plus The Jackson 5	Telstar STAR 2232
3	6	NO PARLEZI! Paul Young	CBS 25521
4	NEW	THE CROSSING Big Country	Mercury/Phonogram MERS 27
5	1	YOU AND ME BOTH ●	Mute STUMM 12
6	2	THRILLER ● Michael Jackson	Epic EPC 85330
7	4	FANTASTIC ● Wham!	Inner Vision IVL 25328
8	3	SYNCHRONICITY ● The Police	A&M AMLX 63735
9	7	THE LOOK Shakem	Solar 960239-1
10	9	THE LUXURY GAP ● Heaven 17	Virgin V 2253
11	13	THE PRINCIPLE OF MOMENTS Robert Plant	7901011
12	17	HITS ON FIRE ● Various	Ronco RTL 2095
13	8	JULIO Julio Iglesias	CBS 10038
14	11	CRISES ● Mike Duffield	Virgin V 2262
15	12	LET'S DANCE ● David Bowie	EMI America AML 3029
16	15	IN YOUR EYES ● George Benson	Warner Brothers 9237441
17	14	ORIGINAL SOUNDTRACK FROM "FLASHDANCE" ● Various	Casablanca/Phonogram CANH 5
34	34	THE KIDS FROM "FAME" SONGS ● The Kids From Fame	BBC KIDLP 004
35	32	OIL ON CANVAS ● Japan	Virgin VO 2513
36	51	THE RISE AND FALL OF ZIGGY STARDUST ● David Bowie	RCA International INTS 5063
37	45	WHITE FEATHERS ● Kajagoogoo	EMI EMC 3433
38	55	HUNKY DORY ● David Bowie	RCA International INTS 5064
39	38	BAT OUT OF HELL ● Meat Loaf	Cleveland International/Epic EPC 82419
40	33	FASTER THAN THE SPEED OF NIGHT ● Bonnie Tyler	CBS 25304
41	47	DURAN DURAN ● Duran Duran	EMI EMC 3372
42	63	QUEEN GREATEST HITS ● Queen	EMI EMTV 30
43	43	DRESSED FOR THE OCCASION ● Giff Richard/The London Philharmonic Orchestra	EMI EMC 3432
44	86	GREATEST HITS ● Rod Stewart	Riva R00TV 1
45	71	POWER CORRUPTION AND LIES New Order	Factory FACT 75
46	66	PORCUPINE ● Echo & The Bunnymen	Karava KODE 6
47	39	BITTE Altered Images	Epic EPC 25413
48	48	TOTO IV ● Toto	CBS 85529
49	42	LOVE OVER GOLD ● Dire Straits	Vertigo/Phonogram DSLP 4
50	60	OFF THE WALL ● Michael Jackson	Epic EPC 83468
68	83	SCRIPT FOR A JESTER'S TEAR ● Marillion	EMI EMC 3429
69	82	REFLECTIONS ● Various	CBS 10034
70	99	WRAP YOUR ARMS AROUND ME Agnetha Faltskog	Epic EPC 25505
71	57	THE FINAL CUT ● Pink Floyd	Harvest SHPF 1983
72	59	WHAT IS BEAT? (THE BEST OF THE BEAT) ● The Beat	Go-Feat BEAT 6
73	54	NIGHT DUBBING ● Imagination	R&B RBDUB 1
74	85	MAKIN' MOVIES ● Dire Straits	Vertigo/Phonogram 6359 034
75	64	WORKOUT ● Jane Fonda	CBS 88381
76	91	ALADDIN SANE David Bowie	RCA International INTS 5067
77	72	HELLO, I MUST BE GOING! ● Phil Collins	Virgin V 2252
78	67	RUMOURS ● Fleetwood Mac	Warner Brothers K 56344
79	58	ROSS Diana Ross	Capitol EST 1867051
80	90	SPEAKING IN TONGUES Talking Heads	Sire 9238831
81	89	MAGICAL RING Chamand	RCA RCALP 8072
82	80	THE KIDS FROM FAME LIVE! ● The Kids From Fame	BBC KIDLP 003
83	RE	COMPLETE MADNESS ● Madness	Suff HIT-TV 1
84	77	THE KIDS FROM FAME ● The Kids From Fame	BBC REP 447

TALENT

Edited
by
CHRIS WHITE

THE HOLLIES (above) who rate as one of the UK's most consistent chart acts (29 top 40 singles here, 11 in the US), have found themselves back in the US charts, exactly 20 years after their first hit, *Just Like Me*. The Manchester band's revival of *Stop! In The Name Of Love* is currently in the US top 30, and puts them back among such Eighties pop names as Duran Duran, Eurythmics, Kajagoogoo, Human League and Culture Club.

The single — taken from the album *What Goes Around* — is notable on two other accounts. It is the first for 15 years to feature the original line-up of Allan Clarke, Tony Hicks, Bobby Elliott and Graham Nash, and also their first for WEA International after 10 years with Polydor.

"We started work on the album about two years ago," Tony Hicks explains. "EMI had done a segue single of some of our hits, and Graham Nash flew in from his home in Hawaii to appear with the rest of us on *Top Of The Pops*. While he was over, he came up to Abbey Road Studios where we were doing some recordings, and was absolutely amazed that studio two hadn't changed at all since we used to work there in the Sixties."

The Hollies played their former member a few of the tracks they had done, and he decided to re-join the group for the *What Goes Around* album. "Nash has re-joined full-time, in that our deal with WEA calls for more albums with the present line-up. Hopefully we'll be doing some live dates later," Hicks said.

Talent tips



SINGER AND songwriter Andrea Black, who also finds the time to be a full-time actress, is looking for offers in either publishing or recording. She has written more than 100 songs, and says: "I write music and lyrics, play the guitar, and sing. The audiences I have performed to have ranged from small wine bars to large theatres." A demo-cassette of her work is available.

Contact: Andrea Black, 12 Beaumont Court, South Acre, London NW9 5FR (01)205 8761.

McCoy and Taverner team up

JOHN MCCOY, bass player, co-writer and co-producer with Gillan for the last five years, and Tony Taverner, long-serving house engineer and now studio manager at Maison Rouge Studios, have joined production forces and are looking for "the right young rock band" to produce. Apart from Gillan, McCoy has produced LPs for Bernie Torme, Samson and Riblja Corba, Yugoslavia's top rock group; Taverner's co-production credits include The Jam, Marseille, Black Sabbath, Jeff Beck, Thin Lizzy and Nazareth. Interested acts should submit tapes and promotional material with SAEs.

Contact: John McCoy/Tony Taverner, PO Box 46c, Esher, Surrey KT10 9AF.



AFTER THE Fire's Andy Piercy dropped into the CBS Soho Square offices to pick up a gold disc from CBS in Canada for the band's recent hit single, *Der Kommissar*, which was in the top 10 there and also in the US. After The Fire's new single, *Dancing In The Shadows*, was recently released and there will soon be an album, *Der Kommissar*, a compilation from their previous three albums. Pictured, left to right: Muff Winwood (director of A&R), Andy Piercy and Paul Russell (managing director).

BROADCASTING

Radio Broadlands takes Norwich

THE IBA has chosen Radio Broadlands from the four applicants for the new Independent Local Radio franchise in the Great Yarmouth and Norwich area.

Radio Broadlands is chaired by Jeremy Hardie, who helped assemble a commercial capital base of £480,000. Anglia Television is one of the four largest investors acting as sub-underwriters, picking up shares not taken by the public. The board includes producer-presenter

John Swinfield, writer Malcolm Bradbury and journalist John Myatt.

Broadlands' music policy "will try to tempt people into sometimes listening to the unfamiliar".

One of the other applicants had stressed popular music and their intention to give it prominence. The IBA may have been more impressed with the financial structure of Broadlands, especially after the recent finance problems of Northdown Radio (MV, June 11).

Moray Firth joins Tay sales fold

RADIO TAY in Dundee is continuing to handle advertising sales of smaller Scottish radio stations in the central belt of Scotland. Tay's sales team, which has been selling West Sound in Ayr for over three months, will now handle sales for Moray Firth Radio in Inverness.

Jethro Tull on air

IAN ANDERSON, leader of Jethro Tull, is the subject of BBC Radio Scotland's Portrait series on August 4. Jethro Tull have been a force in rock since their 1961 single *Living In The Past*. Anderson combines a hectic musician's touring life with that of a country squire at his 15,000 acre estate on the Isle of Skye. Douglas McRoberts interviews.

News in brief...

DA DOO Ron Ron, You've Lost That Lovin' Feelin', River Deep — Mountain High and Be My Baby are all songs in an unusual film on Phil Spector to be seen on Channel Four on August 13. The film examines Spector's part in the success story of western popular culture, and was shot last year in New York and Los Angeles. It explores both the music and the opinions of Spector's friends, associates and critics.

□ □ □

AN INTERNATIONAL radio market will be included in next year's Midem in Cannes (January 23-27).

□ □ □

ELEANOR RADIO and Hereward Radio were the only two applicants for the ILR franchise for the Northampton area by the July 19 deadline. Summaries of the applications will be available shortly, and the open public meeting for discussion of the needs of the area is on September 5.

Eleanor Radio believes that the potential advertising revenue is such that it can survive economically only by sharing facilities with another local station, and has made an arrangement with neighbouring Centre Radio in Leicester so that Eleanor need not employ engineering staff nor incur staff training costs. No programme sharing would be involved.

□ □ □

AMONG POTENTIAL music programme buyers registered for the London Multi Media Market at the Gloucester Hotel, September 18-23, are America's Home Box Office, WNET-TV, Metromedia Producers Corporation, WGBH-TV and WQED-TV.

PERFORMANCE

Altered Images/
Roman Holiday

CLARE GROGAN'S decision to mature her image came as a relief after all the party frocks and squeals of last year's string of hits, but Altered Image's recent Hammersmith Palais date saw her foundering in her new "sophisticated" role.

Roman Holiday gave them a hard act to follow. Their energising set of easy swing went down as support acts rarely do — with a roar of approval that led to a rip-roaring thrash through Choo-Choo Ch-Boogie as an encore.

And if they looked like the Next Big Thing, Altered Images looked sadly like Last Year's Model. But the hearts of the loyal audience still seemed to belong to Clare Grogan and cries of "We want Clare" rang round the Palais even though the band took nearly an hour to arrive on stage after Roman Holiday.

With a new, neatly anonymous band behind her, Clare Grogan's charms seemed more important than ever to the group's success. And as she is hardly overburdened with vocal talent it's about all the group had to offer at Hammersmith beyond a competent and diligent set by the five other members.

To be fair, the capacity audience loved every minute, singing along with the nasal vocals and blowing kisses as Grogan sashayed round the stage, but the band needs to find a solid plank for their talents, such as they are, if they are to survive.

DANNY VAN EMDEN

Sixties Nostalgia

IT WAS billed as a Sixties nostalgia night, with Gerry & The Pacemakers, Freddy and The

Dreamers, Joe Brown and The Troggs — acts who between them scored more than a few dozen major hits in their hey-day.

Unfortunately Capital Radio's Fairfield Hall, Croydon, event was marred by other factors, not least being a 40-minute late start, and over-long first half.

The format was based on Channel Four's Unforgettable pop programme, featuring Alan Freeman as compere. But was it necessary for him to play Sixties pop singles between every act, adding to the unnecessary length of the concert?

Gripes out of the way, all four acts worked hard, giving the full house a slice of Sixties pop history. Gerry recalled his oldies, I Like It, Ferry 'Cross The Mersey and You'll Never Walk Alone, among others; The Troggs played Wild Thing, A Girl Like You, and I Can't Control Myself. Freddy Garrity, with his (relatively) new Dreamers line-up, proved he's lost none of his comic talents.

It was left to Joe Brown, though, who closed the show to give the real musical performance of the evening — a mixture of his own hits and rock and roll standards, setting a splendid example to any up-and-coming pop musicians on how to retain musical credibility.

CHRIS WHITE

One The Juggler

THEY SAY Romanies are travellers, but this lot managed to stay in one spot long enough to deliver an hour of hard driving rock at the Marquee Club last week.

Their glamorous following defied the tropical temperatures and practically raised the roof. Standing still when One The Juggler are around is high on impossible — the perfect band for a cold winter's evening. Romany rock is their style

— a unique blend of good songs, a lively beat and something mysterious from their heritage.

Having recently toured with Elvis Costello and The Eurythmics they seem set to make headlines with their new single on Regard, *Damage Is Done*. One The Juggler are definitely a band to watch.

GRAHAM PHILLIPS

The Orson Family

THE LINE-up, all warped rockabilly and trash obsession brought to mind the Cramps, but the Orsons lacked their grossness, and in the end seemed a second-rate mutation of the Addams Family and the Beverly Hillbillies seldom bad enough to be really good.

Their playing was so uncoordinated and the West London bonhomie so down-to-earth — that any aura of plumb-crazy rock 'n' rollers they hoped to create fell flat on its own contrived incompetence.

Strangely enough this failure made them somehow irresistible; their obvious enthusiasm in the face of their own awfulness transferring undiluted to the wild Rock Garden crowd. And while they may have been a weak joke to the hilarious black humour of the Cramps, you couldn't help but laugh.

JOHN WURST

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elvis costello

AND THE ATTRACTIIONS

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ALBUM
& CHROME
CASSETTE

XXLP19

XXC19



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THE BOOK"
& "PILLS AND SOAP"



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extended
REMIX
VERSION**

The Manhattan

New Chart Single

Crazy

Special 5 track 12" *Shining Star*

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THE NEW CHART SINGLE

O'JAYS

PUT OUR HEADS TOGETHER

PREVIOUSLY THE TAGGED



TOP 75 SINGLES



7 & 12-INCH



Compiled by Gallup for the BPI, Music & Video Week and BBC, based on a sample of 250 conventional record outlets.

Rank	Artist	Title	Label	Chart Position	Weeks on Chart	Notes
1	Paul Young	WHEREVER I LAY MY HAT (THAT'S MY HOME)	CBS A3371	26	38	WAR BABY Tom Robinson
2	Freeze	I.O.U.	Beggars Banquet BEG 96	23	27	FREAK Bruce Foxton
3	Malcolm McLaren	DOUBLE DUTCH	Charisma/Phonogram MALC 3	36	28	EVERYDAY I WRITE THE BOOK Elvis Costello And The Attractions
4	Eurythmics	WHO'S THAT GIRL?	RCA DA 3	32	29	FEEL LIKE MAKIN' LOVE George Benson
5	KC & The Sunshine Band	GIVE IT UP	Epic A3017	40	30	FORBIDDEN COLOURS David Sylvian/Riichi Sakamoto
6	Gary Bryd & The G.B. Experience	THE CROWN	Motown TMGT 1312	46	31	ALL NIGHT LONG Mary Jane Girls
7	The Police	WRAPPED AROUND YOUR FINGER	A&M AM 127	55	32	TANTALISE (WO WO EE YEH YEH) Jimmy The Hoover
8	Bananarama	CRUEL SUMMER	London NANA 5	28	33	GIVE IT SOME EMOTION Tracie
9	Heaven 17	COME LIVE WITH ME	B.E.F./Virgin VS 607	24	34	LOVE BLONDE Kim Wilde
10	Wham!	CLUB TROPICANA	Inner Vision A3613	41	35	WATCHING Thompson Twins
11	Shakin' Stevens	IT'S LATE	Epic A3565	58	36	ROCK 'N' ROLL IS KING ELO
12	Mike Oldfield	MOONLIGHT SHADOW	Virgin VS 586	26	37	WAIT UNTIL TONIGHT (MY LOVE) Galaxy Featuring Phil Fearon
13	Club House	DO IT AGAIN/BILLIE JEAN	Island IS 132	33	38	THE SUN GOES DOWN (LIVING IT UP) Level 42
14	Roman Holiday	DON'T TRY TO STOP IT	Jive JIVE 39	34	39	THE TROOPER Iron Maiden
15	Robert Plant	BIG LOG	B 9648	34	40	WATCHING YOU, WATCHING ME David Grant
16	Depeche Mode	EVERYTHING COUNTS	Mute 7BONG 3	31	41	TOUR DE FRANCE Kraftwerk
17		FLASHDANCE... WHAT A FEELING		42	37	TELL ME WHY Musical Youth
18		WRAPPED AROUND YOUR FINGER		55	32	
19		CRUEL SUMMER		28	33	
20		COME LIVE WITH ME		24	34	
21		CLUB TROPICANA		41	35	
22		IT'S LATE		58	36	
23		MOONLIGHT SHADOW		26	37	
24		DO IT AGAIN/BILLIE JEAN		33	38	
25		DON'T TRY TO STOP IT		34	39	
26		BIG LOG		34	40	
27		EVERYTHING COUNTS		31	41	
28		WRAPPED AROUND YOUR FINGER		55	32	
29		CRUEL SUMMER		28	33	
30		COME LIVE WITH ME		24	34	
31		CLUB TROPICANA		41	35	
32		IT'S LATE		58	36	
33		MOONLIGHT SHADOW		26	37	
34		DO IT AGAIN/BILLIE JEAN		33	38	
35		DON'T TRY TO STOP IT		34	39	
36		BIG LOG		34	40	
37		EVERYTHING COUNTS		31	41	
38		WRAPPED AROUND YOUR FINGER		55	32	
39		CRUEL SUMMER		28	33	
40		COME LIVE WITH ME		24	34	
41		CLUB TROPICANA		41	35	
42		IT'S LATE		58	36	
43		MOONLIGHT SHADOW		26	37	
44		DO IT AGAIN/BILLIE JEAN		33	38	
45		DON'T TRY TO STOP IT		34	39	
46		BIG LOG		34	40	
47		EVERYTHING COUNTS		31	41	
48		WRAPPED AROUND YOUR FINGER		55	32	
49		CRUEL SUMMER		28	33	
50		COME LIVE WITH ME		24	34	
51		CLUB TROPICANA		41	35	
52		IT'S LATE		58	36	
53		MOONLIGHT SHADOW		26	37	
54		DO IT AGAIN/BILLIE JEAN		33	38	
55		DON'T TRY TO STOP IT		34	39	
56		BIG LOG		34	40	
57		EVERYTHING COUNTS		31	41	
58		WRAPPED AROUND YOUR FINGER		55	32	
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62		IT'S LATE		58	36	
63		MOONLIGHT SHADOW		26	37	
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66		BIG LOG		34	40	
67		EVERYTHING COUNTS		31	41	
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88		WRAPPED AROUND YOUR FINGER		55	32	
89		CRUEL SUMMER		28	33	
90		COME LIVE WITH ME		24	34	
91		CLUB TROPICANA		41	35	
92		IT'S LATE		58	36	
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96		BIG LOG		34	40	
97		EVERYTHING COUNTS		31	41	
98		WRAPPED AROUND YOUR FINGER		55	32	
99		CRUEL SUMMER		28	33	
100		COME LIVE WITH ME		24	34	

Proto ENA 111
Vertigo/Phonogram LIZZY 13
EMI 5405
Inner Vision A3143
Polydor POSP 625
Rocket/Phonogram XPRES 91
TMT TMT 5
A&M AM 117
Bronze BRO 167
Polydor HC 1
Polydor JV 4
Tamba Motown TMG 986
RCA 342
Venice In Peril VIPS 105
Arista ARIST 502
EMI 5401
CBS A3578

SELECT SINGLES

CHART CERTS

THIN LIZZY

The Sun Goes Down (Vertigo LIZZY 13 (12) PolyGram)

WHITESNAKE

Guilty Of Love (Liberty BP 420, EMI)

THE STRANGLERS

Paradise (Epic (T)A 3387, CBS)

OTHERS

EVERYTHING BUT THE GIRL

Night And Day (Cherry Red (12) CHERRY 37, Pinnacle). Until the tasteful and effective male back-ups, all is left to acoustic guitar and dominating female lead. Quiet, reflective treatment of a standard it charms and even haunts and is delightful after initially thinking she would sing flat.

FIRECLOWN

Magic (Fireclown Records FC 1001, Indies). Hard throbbing heavy rock with light touches, slightly derivative, but has energy, useful lyrics and a commercial air.

ABR

Heart On The Line (Toot Froot/PRT 7P 279, PRT). Has an initially infectious summer air with a bouncy beat and tantalising brass, but with a rather dead ending.

LINDA LEWIS

This Boy (Epic A3518). Thick, deep vocals for strident soul-like cut off album A Tear And A Smile (EPC 25478). Somewhat sharp and brash.

NAZARETH

Dream On (NEMS NIS 103, IDS). Sadly underestimated these days though popular in Europe and the US. McCafferty's powerful, naked voice at the beginning might worry some jocks, but it all builds effectively.

BLACK UHURU

Party Next Door (Island (12) IS 133, EMI). First release since last summer's Chill Out album, great for summer parties. Fine rhythm section but the song isn't exceptional. Should fetch sales however.

SERGE PONSAR

Out In The Night (WEA U9852(T), WEA). Tailor-made for summer discos. A melodic up-tempo cut which has class in all departments and is destined for "positive consumer response".

GONZALEZ

Closer To You (PRT (12) P283, PRT). Fine remix by Dave Ford of a familiar number for the disco market. There are possibilities for crossing-over; male/female vocals swap for the lead.

JOHN MILES

Song For You (EMI 5411, EMI). Christopher Cross revisited from vocals to most certainly Omartian stylised backing-production, catchy.

KRAFTWERK

Tour De France ((12) EMI 5413, EMI). Doesn't have the charm of Computer Love (1, 1981) or the hypnotic traits of Autobahn (11, 1975). Somewhat innocuous, but has pretty musical lines and pick-up of much-repeated title.

TOTO

Waiting For Your Love (CBS A3627, CBS). Rather ordinary (not unpleasant) mid-paced light rock fare for sleepy summer days, but unlikely to generate a charge of buyers.

PARIS

Another Sad Affair (RCA 351, RCA). Unbounded musical drama with growing disco hints as this high-powered affair unfolds, expands and the vocals soar breathily.

JANE KENNAWAY

I'm Missing You (IOU, IOU 999, Pinnacle). Throbbing underpinning, distinctive Kennaway vocals with female back-ups climbing the musical scale lines for effect. Grows on repeated play.

MARTIN ANSELL

I'll Be In The Jungle (EMI 5402, EMI). Medium-paced rhythmic number, hardly unpleasing but not exactly riveting either.

SILENT RUNNING

When The 12th Of Never Comes (EMI 5400, EMI). Pacey building affair with urgent vocals using slow-down for effect but lacking a song above the average.

BEACH BOYS

Beach Boys Medley (Capitol CL 213, EMI). Seems eminently reasonable to re-activate summer BB sounds into segue territory, with eight numbers and God Only Knows for the flip.

BAM BOO

Give Your Love To Me (Funzone FUN (T) 3, Pinnacle). Has some good moments especially with infectious title line, but it also has rather ordinary periods. Fast pace with lots of atmosphere.

TOOTS HIBBERT

Spiritual Healing (Island (12) IS 129, EMI). Quiet, effective subtle reggae with a message, echoes tasteful and it has strong appeal. Fine mix and overall concept.

THE NERVE

I'll Give You Up (Future Earth FER 016, Pinnacle). Bouncy pop-styled cut with brass from Parker-Asbury Jukes stable. Some rather pointless whoops but generally spirited vocals.

PHIL THORNALLEY

So This Is Love (Riva 41T, WEA). Boisterous number with fiercely competing sounds. No strong identifying line even if the title is heard many times.

JUDGE DREAD

The Ten Commandments (Trojan TRO 9073, PKT). Eleven-hit Judge (with little of consequence since 1978) sets forth with a "humorous" chauvinist's charter in a mock Jamaican accent.

JOE ERICSON

Take Your Time (Steinar STE 711/1211, Pinnacle). Clubs and discos should like this fast floor number which has atmosphere, mood and something different — without exactly being a killer cut.

For swifter review, send your singles

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LP REVIEWS

Album review ratings outside Top 20 and Top 50: ***good, **fair, *poor sales predicted in own specialist market. Star rating under General heading indicates sales potential in general pop-rock market, with **rating indicating entry into the lower half of chart only.



TOP 20

Sunsplash. K-tel NE 1229.

Indies

VARIOUS

The Marquee Collection. England. Records MAR 1-4. Distribution: Spartan. Four albums recalling 25 years of rock music at London's revered pop and rock venue, and forming an impressive package which many Marquee "regulars" (past and present) will prize. Not a dud track to be found, and the list of featured artists includes just about every major rock group in the history of UK rock. Each album is packaged in an attractive sleeve which resembles one of the familiar Marquee handbill and advertising posters; a percentage of the royalties go towards The Prince's Trust so sales deserve to be very good.

*** (each album)

ROY AYERS

Silver Vibrations. Uno Melodic Records UMLP. Distribution: Pinnacle. Ayers may be a relatively unknown quantity in the UK (so far), but during the last 12 years he has worked with Herbie Hancock, Rick James and George Benson, and this solo album is a highly-satisfying fusion of jazz and funk which could well attract a lot of interest. Pinnacle's promotion includes a single, Silver Vibrations, and a cassette version of the LP, featuring a bonus track, Fast Money.

WEEKEND

Live At Ronnie Scott's. Rough Trade RTM 139. Sadly, the last album from Weekend who are now pursuing individual musical careers, but at least they have left behind a worthy album. Alison Statton's remarkable voice is used to good advantage on a selection of ballads which include the little-known Hoagy Carmichael song Winter Moon — one of these days, she is going to be a big name. Highly recommended.

VARIOUS ARTISTS

The 1983 Military Musical Pageant. Bandleader BNC 3001. Distribution: Lugtons, H R Taylor. Sub-titled "the biggest band show in the world", this double-album is a 24-track live digital recording of this year's Wembley event at which 2,000 military band musicians did their stuff. Remarkable sound (also on chrome tape) and if you only ever stock one military band record this should be it.

BRIAN ENO (with DANIEL LANOIS & ROGER ENO)

Apollo Atmospheres and Soundtracks. EG Records. EGLP 53. Producers: artists. Distribution: PolyGram. As the soundtrack to a documentary about the Apollo space shots this quietly subtle and hypnotic music could be very apt. As a piece of music to sit down and listen to without the benefit of the visuals, the whole thing sounds a bit too flimsy to work.

AU PAIRS

Live In Berlin. AKA Records AKA 6. Distribution: IDS. With the "disappearance" of Au Pair Lesley and, consequently, the chances of old line-up changing, this high-quality live LP could become sought after. This features all the old favourites from the band (pictured above), who, although they have been quiet of late, still retain a large following. Indie charter.

ANNE CLARK

Changing Places. Red Flame RF 22. Distribution: Rough Trade & The Cartel. Poet Anne Clark has been working hard on the pub circuit for a while now, and although it's difficult to imagine a mass market for her poems "played" by David Harrow and Vini Reilly, the overall effect of her work is often fascinating. Clark's voice — she wisely speaks rather than sings her poems as John Cooper Clarke sometimes does — is sometimes vague, but this seems to add to the sporadic mood of some of the poems rather than detract from it. A steady seller in its own field.

Yasashiku — Brian Hazelby Plays Yamaha. Grosvenor Records GRS 1130.

Nighthawk — Brian Sharp Plays The Technics Pro 90. Grosvenor GRS 1129.

TWO MORE albums from Grosvenor, which specialises in electronic organ music. Hazelby's LP is his third for the label and features 14 easy listening tracks, while the Sharp offering is a selection of well-known standards, given his own special arrangements.

** (each album)

SANDRA REID

If Love Were Real. Sir George Records SGLP 001. Distribution: Jet Star. Lightning and Rough Trade. First solo album from Reid, who has sung for, among others, reggae band Black Slate. There are similarities with Susan Cadogan, and the overall effect is impressive.

**

Jazz

ARTHUR BLYTHE

Light Blue. CBS 25397. Producer: artist. Basically a tribute to the late Thelonious Monk, although omitting one of his best compositions Round Midnight. Blythe is an alto-saxist of rasping, discordant sound and volume, his rhythm section is extremely heavy-handed, and this album altogether lacks any discernible touch of subtlety or finesse, leave alone inspiration. The sleeve note eulogy is eminently worthy of Pseudis' Corner.

JOHN DANKWORTH

Gone Hitchin'. Repertoire Records RSR 2012. Producer: John Dankworth.

JOHN DANKWORTH

What The Dickens. Repertoire Records RSR 2010. What The Dickens is one of the best of Dankworth's big band efforts from the Sixties. This tribute to, as the leader puts it "the only author I've ever really read", features Kenny Wheeler (trumpet) and Art Elfeason (tenor sax) with guest soloists Ronnie Scott, Tubby Hayes, Tony Coe (tenors), Ronnie Ross (bari), Peter King (alto) and Jimmy Deuchar (trumpet). With that kind of line-up, watch the eyes of your 40 years plus jazzers light up and in-store play could even intrigue the kiddiewinks. A worthwhile reissue.

Gone Hitchin', recorded in January, brings us up to date with what Dankworth is about now. He has gathered a little band which has the experience of Bill Le Sage (vibes) and Kenny Clare (drums) plus the youth and ideas of Alec Dankworth (bass) and the often brilliant work of pianist John Horler, who falls somewhere between the two extremes. Out front, Dankworth senior is as authoritative as ever and the result is a satisfying mix of styles and outlook. The tunes have a modern tinge which should widen the appeal.

GILEVANS

The British Orchestra, Mole 8. Producers: Peter Ould and Peter Ball. The concert from which this music comes took place in March 1983 and the producers must be congratulated for their efforts in getting the results to us so quickly. The occasion was The Camden Jazz Festival, and Evans, together with a number of our more adventurous young musicians, made it an event to remember. This album is about as close as anyone could get to the real thing — the excitement is there, especially in the opening Hotel Me, a sprawling, multi-faceted piece written by Miles Davis. Evans' name should assure good sales figures and Mole could have another winner in what is becoming a very good track record.

SCOTT HAMILTON

Close Up. Concord CJ 197 (IMS). Producer: Carl E Jefferson. Super mainstream jazz from tenor-man Hamilton, whose playing has more than a trace of the big band era to commend it. This young man struts his stuff with great authority and makes no apologies for his influences — why should he? A good set of tunes includes Cole Porter's All Of You and Johnny Mercer's I Remember You. Lovely stuff.

Second time around

AN INTERESTING range of re-issues and new compilations of old material has been released in recent weeks. A timely release on Charly — in view of the band's reformation and upcoming tour — is *The Animals' House Of The Rising Sun* (CRY 50 731), originally released on the German Crystal label. As well as the title track, it includes *We've Gotta Get Out Of This Place*, *Bring It On Home To Me* and *Roadrunner*.

Also on Charly, and originally released in France, is *Les Yardbirds' Our Own Sound* (CFF 7001) which unfortunately lacks the usual comprehensive Charly sleeve notes. All we can glean from the back of the sleeve — apart from the track listing which features *Heart Full Of Soul* and *For Your Love* — is that Jeff Beck has *yeux bleus* and Jim McCarty, *yeux verts*.

Colin Miles continues to compile interesting archive material for his *See For Miles* range, the latest two being *Adam Faith's Not Just A Memory* (CM 121) — 23 John Burgess-produced tracks — and *Johnny Kidd & The Pirates' Rarities* (CM 120) which includes 10 previously unreleased tracks.

More Devil's Music (RL 0038) is the latest blues release from Red Lightnin centred on the BBC TV series of the same name. Side one features *James De Shay and his Band* with such numbers as *Crossroads* and *Forty Four*, side two has tracks from *Big Joe Williams*, *Victoria Spivey* and *Henry Townsend*.

From Bear Family Records, via Roller Coaster in the UK comes a classic collection — *Rockin' Rollin' Browns* (BFX 15104) from *The Browns*. Includes *The Three Bells* and a number of previously unissued tracks. From the same source comes *Frank Penny's Rompin' Stompin' Singin' Swingin'* (BFX 15102) which features the dancehall music of the early Fifties that preceded the advent of rock 'n' roll in the Southern USA.

Edited
by
NICOLAS SOAMES

CLASSICSCENE

CBS promo campaign for long-play tapes

THE EXTENDED play cassette industry expands again as CBS enters the market with an aggressive promotion campaign for its double play cassettes called Greatest Hits.

The 80 or 90-minute cassette package, aimed mainly at the car stereo market, was pioneered by EMI's Miles of Music series and DG's Double-Time series, and was followed this year by Decca.

Now CBS is making a bid for a market share with 10 titles ranging from Beethoven's Greatest Hits (40-79017) to Tchaikovsky's Greatest Hits (40-79018) and Bach's Greatest Hits (40-79019). The only non-composer title in this first release is Mormon Tabernacle Choir's Greatest Hits (40-79025) which mixes Land of Hope and Glory, Climb Every Mountain and Jesu, Joy, with the Londonderry Air.

The tapes include complete works and selected movements — being aimed at the popular market. Top artists, including John Williams and Glenn Gould, are featured.

Dealers are being offered a pack (Pack No SH30) of 40 cassettes — new release orders charged as 35, which includes a counter display unit which holds 40 cassettes. The display unit has 20 facings — with a renewable message card fitted to the rear of the unit so the company can change messages and keep the unit "looking fresh and interesting".

When purchased as a pack, the cassettes are bought by the dealer at a price of £3.45 per cassette, which compares with £4.05 for EMI's Portrait Of. Both the Miles Of Music and Classics Of... are £3.50, while DG's Double-Time has a dealer price of £3.05 and Decca's Double Run, which was launched in June, is priced at £3.03.

Uncertainty surrounds RCA classical plans

AFTER A trade relationship lasting nearly two decades, the last of the Melodiya material is being released under the EMI label in this country.

But although a contract was signed between the Russian label and RCA (which at the time was felt to be a surprise move from the US company) there are no firm release dates for the UK.

This reflects the continuing uncertainty of RCA's classical presence in the UK market. Since the departure of Ray Pocock, who had been responsible for the classical department, this key classical post has remained vacant — despite appointments in other RCA areas last month.

Galway and Bream are continuing to be recorded and actively promoted, and other artists (such as Benjamin Luxon) have records in the pipeline. But Gareth Harris, divisional manager of marketing, said RCA's involvement with classical music in the UK still needed to be clarified.

He said that most classical sales figures had not come up to the company's expectations, and that US releases were not necessarily relevant to the UK market. He hoped, however, that the situation would be clearer by the autumn.

News in brief...

TWO OPERAS by Vaughan Williams are being re-issued by EMI to mark the 25th anniversary of his death.

The *Pilgrim's Progress*, originally issued in 1972 and conducted by Boult (deleted in 1980) re-appears on four sides instead of the original five (SLS 1435133 2LPs and tape). *Riders to the Sea*, conducted by Meredith Davies, first appeared a year earlier and fills one side. The second comprises 11 folk songs arranged by Williams and performed by the London Madrigal Singers.

ENRIQUE BATIZ continues to supply new digital recordings on EMI at lower-mid-price. His latest release, Mexican works by Ponce, Chavez and Soler (orchestrated Halfter) appears in new packaging (ESD 1651051 and tape) with a 60-minute re-issue of a Nielsen selection played by the Danish Radio Symphony Orchestra under Blomstedt (ESD 1434471 and tape).

Three majors add to mid-price series

DECCA ADDS five recordings to its mid-price series Viva this month, headed by Haydn's Symphonies Nos 103 (Drum Roll) and 104 (London) played by the VPO Karajan (Viv 55).

Other releases include Saint-Saens' Symphony No 3 with Suisse Romande Orchestra under Ansermet with Pierre Segon, organ, (Viv 51 and tape), and Bruckner's Symphony No 4 with the Los Angeles Philharmonic under Zubin Mehta (Viv 53 and tape).

● Philips adds five recordings to its upper mid-price re-issue series Living Baroque, headed by a double album — 1 Music's recordings of Vivaldi's *L'Estro Armonico* Op 3 (6768 307 and tape) from the late Sixties. Other Living Baroque

releases include Oboe Sonatas and Concertos by Bach, Couperin, and Marais played by Heinz Holliger (9502 070 and tape) and Pergolesi's *Stabat Mater* with Evelyn Lear and Christa Ludwig conducted by Lorin Maazel (9502 100 and tape).

● CBS is releasing its second disc in the mid-price Masterworks Portrait series, which features New Dolby A transfers from the original master tapes. There are 10 titles, ranging from Glenn Gould playing Bach's Two and Three Part Inventions (60255), to an inspired coupling of Berio's *Sinfonia* and Bartok's *Music for Strings Percussion and Celeste* (60259).

Solti, Barenboim on Wagner

TWO CONDUCTORS with established reputations for Wagner present new single Wagner discs this month. Sir Georg Solti's Complete Ring Cycle on Decca is still the best-selling cycle of all, yet last year he returned to the Vienna Philharmonic Orchestra to make a digital recording of some of the most popular orchestral excerpts from the Ring.

The release (SXDL 7612 and on cassette) presages his visit to Bayreuth, where he will conduct the cycle. The sleeve (Wagner: Der Ring des Nibelungen, excerpts) has a striking illustration by German artist Ulderico.

Last year, Daniel Barenboim made a sensational impact at Bayreuth with Tristan and Isolde, and on this, his first Wagner disc, he conducts the Choir and Orchestra of the Orchestre de Paris in the Preludes to Acts 1 and 3 and the Liebestod. He includes (as well as excerpts from the Flying Dutchman and Meistersinger) the first recording of *La Descende de la Courtille*, written by Wagner in his early years. (2532 086 and tape).

EMI's decision to withdraw from involvement with Melodiya was obviously based on reduced interest in the Soviet material. Yet the last three titles are interesting. The new 2LP double wallet set of Prokofiev's *Romeo and Juliet* contains three previously unrecorded numbers — the music was taken from a piano score in the Central State archive and orchestrated by the conductor on this recording, Algis Zuraitis, who performs with the Bolshoi Theatre Orchestra (SLS 1650933 and on cassette).

The second release is Glinka's *Ivan Susanin*, with a cast headed by Evgeny Nesterenko and the Bolshoi Theatre Orchestra conducted by Mark Ermler. Ermler conducts the Welsh National Opera in performances of *Carmen* and *The Bartered Bride* in the provinces (Bristol, Cardiff, Liverpool and Birmingham from October to December).

The work is best known in its later title of *A Life for the Tsar*, but is recorded here in its original version (SLS 1651123 3LPs).

The last release is a popular one, Mussorgsky's *A Night on the Bare Mountain*, Borodin's *Poltovian March* and Ippolitov-Ivanov's *Caucasian Sketches*, played by the Moscow Radio Symphony Orchestra under Vladimir Fedoseyev (ASD 1650251).

Pianists dominate new releases

PIANISTS sell more records than any other solo instrumentalists, and this dominance is reflected in the impact that pianists — of many different kinds — have on the August releases.

Philips features no fewer than six pianists covering most of the major names on its roster. The best-selling will probably prove to be the inevitably fiery recording of Stravinsky's *Petrouchka* and the *Concerto for Two Solo Pianos* made by the incomparable Labeque Sisters (4103 011 and on cassette).

Retailers will remember that the Labeques' first Philips issue — Gershwin's *Rhapsody in Blue* — sold more than 300,000 worldwide and they have since remained in the public eye with a series of successful recordings.

The most recent was Gladrags, which marked the scoop signing of the couple by EMI, and Philips can only despair that it let slip the Labeques and make as much on this Stravinsky record as it can. The Labeques appear in the Edinburgh Festival in September, and — due to unforeseeable delays — product will not reach the shops until mid-September.

Another interesting two-piano disc comes from Deutsche Grammophon, with Martha Argerich joined by Nicolas Economou — they play Tchaikovsky's *The Nutcracker Suite* and Rachmaninov's *Symphonic Dances, Op 45* on 410 616 and on cassette.

Economou, a Greek Cypriot pianist, arranged the Tchaikovsky score and boasts that he has not omitted one note of the original.

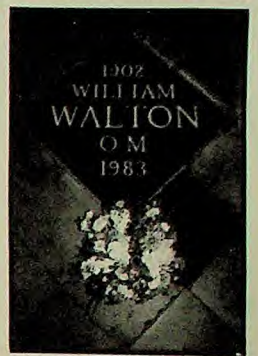
Bella Davidovich, the Russian emigre now living in the US, has not made the impact here that she has in her new-found home. Philips is hoping that more frequent appearances in the UK will help and two titles are released this month: Rachmaninov's *Rhapsody on a Theme of Paganini* coupled with Saint-Saens' *Piano Concerto No 2* (6514 164 and on cassette/CD); and Chopin's *Piano Concerto No 2* and *Krakowiak* (6514 259), originally issued on CD.

There will be much interest in the latest Brendel release. The pianist is recording all of Schubert's piano repertoire for Philips, and here two relatively early Sonatas — *A minor* and *A major*, D537 and D 664 — are released on 6514 282 and on cassette/CD.

Claudio Arrau's Schubert playing is also featured on an August release — this time the *A major Sonata D 959*, which is taken from the 4LP box set issued as part of the Arrau Edition (6514 368 and on cassette is the single issue); and a Liszt selection, including *Après un Lecture du Dante*, also from the Arrau Edition (6514 273 and on CD/cassette).

Philips is also grooming young musicians for the future — including the Hungarian Zoltan Kocsis, who plays two recitals, Chopin's *Waltzes* (6514 280 and on cassette); and Grieg's *E minor Sonata* and the *Lyrical Pieces* (6514 115).

Decca, too, should do well with a repackaging job on Beethoven's three most popular sonatas (*Moonlight*, *Appassionata* and *Pathétique*) played by Ashkenazy (SXL 7012).



A SERVICE of Thanksgiving for the life and work of Sir William Walton was held in Westminster Abbey on July 20 attended by Sir Laurence Olivier, who read the famous Agincourt speech from Henry V, and numerous other celebrities.

A memorial stone (above) was placed with those of other great UK musicians who are remembered there. The stone was unveiled by the composer's widow, Lady Walton.

The service closed with Walton's much-loved *March Crown Imperial*, first performed at the Abbey over 40 years ago at the Coronation of George VI.

Meanwhile, memorial tributes and record issues continue for the composer who died in March.

He is featured in this year's Proms with the *Viola Concerto* and the *Facade Suite No 1* (on the last night), and his music is the subject of two important issues from CBS.

The recordings are, in many cases, historic documents. The four-record set *In Memoriam — Sir William Walton*, contains *Belshazzar's Feast*, the first recording of *Symphony No 2* (under Szell), the first and only recording of the *Hindemith Variations*, excerpts of *Facade* with Edith Sitwell, the first stereo recording of the *Viola Concerto* in its revised version. It is issued on 79411.

The second issue is a single release containing the first LP version of the *Viola Concerto* played by William Primrose, *Facade's Suite No 1* and the only recording of the *Scapino Overture* (71115 and on cassette).

CLASSICAL TOP 10

1. RHAPSODY IN BLUE, Gershwin. Los Angeles PO, Bernstein. DG 2532 082.
2. THREE CORNERED HAT, Falla. Montreal SO, Dutoit. Decca SXDL 7560.
3. APPALACHIAN SPRING, Copland. Los Angeles PO, Bernstein. DG 2532 083.
4. FOUR SYMPHONIES, Arne. Bournemouth Sinfonietta, Montgomery. HMV ESD 1060241.
5. REQUIEM, Howells. Corydon Singers, Best. Hyperion A66076.
6. RING EXTRACTS, Wagner. UPO Solti. Decca SXDL 7612.
7. SYMPHONY NO 7, Sibelius. Philharmonia, Ashkenazy. Decca SXDL 7580.
8. TONE POEMS, Richard Strauss. LSO, Abbado DG 2532 099.
9. OPERA ARIAS, Mozart. Te Kanawa. LSO Davis. Philips 6514 319.
10. MASS IN B MINOR, Bach. Rifkin. Nonesuch 79036.

Chart courtesy of the HMV Shop, Oxford Street.

NEW CFP

DOUBLES

CFP 114293 TC-CFP 114293
BEETHOVEN MISSA SOLEMNIS
Gundula Janowitz, Agnes Baltsa
Peter Seiffers, José van Dam
Victoria Singers
Berlin Philharmonic Orchestra
HERBERT VON KARAJAN

CFP 114293 TC-CFP 114293
VERDI REQUIEM
Montserrat Caballé, Frederica
Costa, Jon Vickers, Roberto
Raimondi, New Philharmonia
Chorus, New Philharmonia
Orchestra
SIR JOHN BARBIROLI

CFP 114293 TC-CFP 114293
MAHLER SYMPHONY NO. 6
New Philharmonia Orchestra
SIR JOHN BARBIROLI

CFP 114293 TC-CFP 114293
MAHLER SYMPHONY NO. 3
Berlin Philharmonia Orchestra
SIR JOHN BARBIROLI

ALSO RELEASED

BRUNNEN'S GERMAN REQUIEM
VARIATIONS ON A THEME BY
HAYDN
TRAGIC OVERTURE

2 LPS/2 CASSETTES ONLY

£4.49

18	18	SWEET DREAMS (ARE MADE OF THIS) ●	RCA RCALP 6063
19	16	BODY WISHES ●	Warner Brothers 9238771
20	21	TRUE ●	Reformation/Chrysalis CDL 1403
21	20	TWO LOW FOR ZERO ●	Rocket/Phonogram HISP 24
22	23	PIECE OF MIND ●	EMI EMA 800
23	25	RID ●	EMI EMC 3411
24	19	BURNING FROM THE INSIDE	Beggars Banquet BEGA 45
25	24	DUCK ROCK ●	Charisma/Phonogram MM1P 1
26	22	SECRET MESSAGES ●	Jet JETLX 527
27	35	PRIVATE COLLECTION	Polydor POLH 4
28	30	THE HURTING ●	Mercury/Phonogram MERS 17
29	27	WAR ●	Island ILPS 9133
30	31	QUICK STEP & SIDE KICK ●	Arista 204 924
31	26	CARGO ●	Epic EPC 25372
32	29	TWICE AS KOOL ●	De-Lite/Phonogram PROLP 2
33	28	LOVERS ONLY! ●	Ronco RTL 2093

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Week ending August 6, 1983

NEW = NEW ENTRY

1	1	THE VERY BEST OF THE BEACH BOYS	Capitol TC-BBTY 1867195
2	7	18 GREATEST HITS	Telstar STAC 2232
3	2	THRILLER	Epic 40/85930
4	3	SYNCHRONICITY	A&M CXM 63735
5	5	FANTASTIC	Inner Vision 40/25328
6	16	NO PARLEZI	CBS 40/25521
7	4	JULIO	CBS 40/10038
8	NEW	THE CROSSING	Mercury/Phonogram MERC 27
9	9	THE LOOK	Solar 9802394
10	8	YOU AND ME BOTH	Mute CSTUMM 12

51	37	IN THE GROOVE (THE 12 INCH DISCO PARTY)	Telstar STAR 2228
52	74	FRIENDS ●	Solar K 52345
53	61	UPSTAIRS AT ERIC'S ●	Mute STUMM 7
54	44	THE WILD HEART	WEA International 250071-1
55	50	SHE WORKS HARD FOR THE MONEY	Mercury/Phonogram MERL 21
56	75	TUBULAR BELLS ●	Virgin V 2001
57	NEW	JERKY VERSIONS OF THE DREAM	Virgin V 2272
58	62	HOLY DIVER	Vertigo/Phonogram VERS 5
59	52	BUSINESS AS USUAL ●	Epic EPC 85669
60	40	CONFRONTATION	Island/Tuff Gong ILPS 9760
61	RE	JOB LOT ●	Rocknery/Towerbell ROD 910
62	73	PENTHOUSE & PAVEMENT ●	B.E.F./Virgin V 2208
63	NEW	PUNCH THE CLOCK	F-Beat XL1P 19
64	49	JARREAU	WEA International U 0070
65	36	DIONNE WARWICK - THE COLLECTION ●	Arista/Dione DIONE 1
66	68	DEEP SEA SKIVING ●	London RAMA 1
67	78	RICHARD CLAYDERMAN ●	Delphine/Decca SKL 5329

RE = RE-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)

TOP 30 CASSETTES

85	76	THE LAUGHTER & TEARS COLLECTION	WEA LTC 1
86	70	MIDNIGHT AT THE LOST AND FOUND ●	Cleveland International/Epic EPC 25243
87	53	FIRE DANCES	EG (Polydor) EGMD 5
88	87	DIAMOND DOGS	RCA International INTS 5068
89	46	PETER GABRIEL PLAYS LIVE	Charisma/Phonogram PGDL 1
90	RE	HEROES	RCA International INTS 5066
91	RE	KISSING TO BE CLEVER ●	Virgin V 2232
92	93	RETURN OF THE JEDI	RSD RSD 5023
93	98	SHAPE UP AND DANCE WITH FELICITY KENDAL (Vol 1)	Lifestyle LEG 1
94	92	LOVE ME TENDER	Peach River JULIE 1
95	RE	LOVE AND DANCING ●	Virgin DYED 6
96	RE	FEAST	Wonderland/Polydor SHELP 1
97	65	STREET SOUNDS - EDITION 4	Street Sounds STSND 004
98	RE	JAZZ SINGER ●	Capitol EAST 12120
99	41	CHART STARS ●	K-tel NE 1225
100	NEW	EVOLUTION	CBS 32342

Compiled by Gallop for the BPI, Music & Video Week and BBC, based on a sample of 250 conventional record outlets. To qualify for a chart position albums and cassettes must have a dealer price of £1.92 or more.

11	11	THE LUXURY GAP	BEV/Virgin TCV 2253
12	14	HITS ON FIRE	Ronco 4C RTL 2095
13	6	ORIGINAL SOUNDTRACK FROM "FLASHDANCE"	Casablanca/Phonogram CANHC 5
14	13	LET'S DANCE	EMI America TC-AML 3029
15	12	CRISES	Virgin TCV 2262
16	15	IN YOUR EYES	Warner Brothers K9237444
17	10	BODY WISHES	Warner Brothers 9238774
18	30	THE PRINCIPLE OF MOMENTS	7901014
19	21	RID	EMI TC-EMC 3411
20	17	SWEET DREAMS (ARE MADE OF THIS)	RCA RCALP 6063

21	20	TWO LOW FOR ZERO	Rocket/Phonogram REMND 24
22	19	TRUE	Reformation/Chrysalis ZCDL 1403
23	18	SECRET MESSAGES	Jet JETLX 527
24	29	THE KIDS FROM "FAME" SONGS	BBC KIDK 004
25	22	CARGO	Epic 40/25372
26	23	LOVERS ONLY!	Ronco 4CRTL 2093
27	24	TWICE AS KOOL	De-Lite/Phonogram PROMIC 2
28	27	QUICK STEP & SIDE KICK	Arista 404 924
29	26	DUCK ROCK	Charisma/Phonogram MMMC 1
30	RE	FASTER THAN THE SPEED OF NIGHT	CBS 40/25304

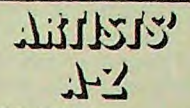
TOP 100 ALBUMS

INCORPORATING LP AND CASSETTE SALES

NEW = NEW ENTRY
RE = RE-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)

This Week	Last Week	Wks on Chart	TITLE/Artist (Producer)	Label number (Distributor) C: Cassette
1	5	2	THE VERY BEST OF THE BEACH BOYS ● The Beach Boys (Various)	Capitol BBTV 1867193 (E) C: TC-BBTV 1867195
2	10	5	18 GREATEST HITS Michael Jackson Plus The Jackson 5	Telstar STAR 2232 (R) C: STAC 2232
3	6	2	NO PARLEZI Paul Young (Laurie Latham)	CBS 25521 (C) C: 40/25521
4	NEW		THE CROSSING Big Country (Steve Lillywhite)	Mercury/Phonogram MERS 27 (F) C: MERSC 27
5	1	4	YOU AND ME BOTH ● Yazoo (E.C. Radcliffe/Yazoo)	Mute STUMM 12 (I/SP) C: CSTUMM 12
6	2	34	THRILLER ● Michael Jackson (Quincy Jones)	Epic EPC 85930 (C) C: 40/85930
7	4	5	FANTASTIC ● Wham! (Steve Brown/George Michael)	Inner Vision IVL 25328 (C) C: 40/25328
8	3	7	SYNCHRONICITY ● The Police (Hugh Padgham/The Police)	A&M AMLX 63735 (C) C: CXM 63735
9	7	2	THE LOOK Shalamar (Leon F Sylvers III)	Solar 960239-1 (W) C: 960239-4
10	9	14	THE LUXURY GAP ● Heaven 17 (B.E.F./Greg Walsh)	B.E.F./Virgin V 2253 (F) C: TCV 2253
11	13	3	THE PRINCIPLE OF MOMENTS Robert Plant (Plant/Lefevre/Moran)	7901011 (W) C: 7901014
12	17	4	HITS ON FIRE ● Various (Various)	Ronco RTL 2095 (B) C: 4C RTL 2095
13	8	6	JULIO Julio Iglesias (Ramon Arcusa)	CBS 10038 (C) C: 40/10038
14	11	10	CRISES ● Mike Oldfield (Mike Oldfield/Simon Phillips)	Virgin V 2262 (E) C: TCV 2262
15	12	16	LET'S DANCE ● David Bowie (David Bowie/Nile Rodgers)	EMI America AML 3029 (E) C: TC-AML 3029
16	15	9	IN YOUR EYES ● George Benson (Arif Mardin)	Warner Brothers 9237441 (W) C: K 9237444
17	14	14	ORIGINAL SOUNDTRACK FROM "FLASHDANCE" ● Various (Various)	C: CANH 5 Casablanca/Phonogram CANH 5 (F)
18	18	26	SWEET DREAMS (ARE MADE OF THIS) ● Eurythmics (Stewart/Williams/Crash)	RCA RCALP 6063 (R) C: RCAF 6063
19	16	8	BODY WISHES ● Rod Stewart (Rod Stewart/Tom Dowd)	Warner Brothers 9238771 (W) C: K 9238774
20	21	22	TRUE ● Spandau Ballet (Tony Swain/Steve Jolley/Spandau Ballet)	Reformation/Chrysalis CDL 1403 (F) C: ZCDL 1403
21	20	9	TOO LOW FOR ZERO ● Elton John (Chris Thomas)	Rocket/Phonogram HISP 24 (F) C: REWND 24
22	23	10	PIECE OF MIND ● Iron Maiden (Martin Birch)	EMI EMA 800 (E) C: TC-EMA 800
23	25	91	RIO ● Duran Duran (Colin Thurston)	EMI EMC 3411 (E) C: TC-EMC 3411
24	19	3	BURNING FROM THE INSIDE Bauhaus (Bauhaus)	Beggars Banquet BEGA 45 (W) C: BEGC 45
25	24	10	DUCK ROCK ● Malcolm McLaren (Trevor Horn)	Charisma/Phonogram MMLP 1 (F) C: MMMC 1
26	22	6	SECRET MESSAGES ● ELO (Jeff Lynne)	Jet JETLX 527 (C) C: JETCX 527
27	35	6	PRIVATE COLLECTION Jon And Vangelis (Vangelis)	Polydor POLH 4 (F) C: POLHC 4
28	30	21	THE HURTING ● Tears For Fears (Chris Hughes/Ross Cullum)	Mercury/Phonogram MERS 17 (F) C: MERSC 17
29	27	22	WAR ● U2 (Steve Lillywhite)	Island ILPS 9733 (E) C: ICT 9733
30	31	24	QUICK STEP & SIDE KICK ● Thompson Twins (Alex Sadkin)	Arista 204 924 (F) C: 404 924
31	26	15	CARGO ● Men At Work (Peter McLean)	Epic EPC 25372 (C) C: 40/25372
32	29	14	TWICE AS KOOL ● Kool & The Gang (Eumir Deodato/Kool & The Gang)	De-Lite/Phonogram PROLP 2 (F) C: PROMC 2
33	28	8	LOVERS ONLY ● Various (Various)	Ronco RTL 2093 (B) C: 4CRTL 2093
34	34	13	THE KIDS FROM "FAME" SONGS ● The Kids From Fame (Barry Fasman)	BBC KIDLP 004 (R) C: KIDK 004
35	32	8	OIL ON CANVAS ● Japan (John Punter/Japan)	Virgin VD 2513 (E) C: TCVD 2513
36	51	19	THE RISE AND FALL OF ZIGGY STARDUST ● David Bowie (David Bowie/Ken Scott)	C: INTK 5063 RCA International INTS 5063 (R)
37	45	15	WHITE FEATHERS ● Kajagoogoo (Colin Thurston/Nick Rhodes)	EMI EMC 3433 (E) C: TC-EMC 3433
38	55	13	HUNKY DORY ● David Bowie (Ken Scott)	RCA International INTS 5064 (R) C: INTK 5064
39	38	238	BAT OUT OF HELL ● Meat Loaf (Todd Rundgren)	Epic/Cleveland Int. EPC 82419 (C) C: 40/82419
40	33	17	FASTER THAN THE SPEED OF NIGHT ● Bonnie Tyler (Jim Steinman)	CBS 25304 (C) C: 40/25304
41	47	6	DURAN DURAN ● Duran Duran (Colin Thurston)	EMI EMC 3372 (E) C: TC-EMC 3372
42	63	4	QUEEN GREATEST HITS ● Queen (Various)	EMI EMTV 30 (E) C: TC-EMTV 30
43	43	12	DRESSED FOR THE OCCASION ● Cliff Richard and The LPO (Cliff Richard/Richard Hewson)	EMI EMC 3432 (F) C: TC-EMC 3432
44	86	6	GREATEST HITS ● Rod Stewart (Various)	Riva RODTV 1 (W) C: RODTV 41
45	71	13	POWER CORRUPTION AND LIES New Order (New Order)	Factory FACT 75 (P/R) C: FACTUS 12 (C)
46	66	2	PORCUPINE ● Echo & The Bunnymen (Kingbird)	Korova KODE 6 (W) C: CODE 6
47	39	7	BITE Altered Images (Mike Chapman/Tony Visconti)	Epic EPC 25413 (C) C: 40/25413
48	48	14	TOTO IV ● Toto (Toto)	CBS 85529 (C) C: 40/85529
49	42	44	LOVE OVER GOLD ● Dire Straits (Mark Knopfler)	Vertigo/Phonogram DSLP 4 (F) C: DSMC 4
50	60	17	OFF THE WALL ● Michael Jackson (Quincy Jones)	Epic EPC 83458 (C) C: 40/83458
51	37	10	IN THE GROOVE - THE 12 INCH DISCO PARTY Various (Various)	Telstar STAR 2228 (R) C: STAC 2228

This Week	Last Week	Wks on Chart	TITLE/Artist (Producer)	Label number (Distributor) C: Cassette
52	74	6	FRIENDS ● Shalamar (Leon F Sylvers III)	Solar K 52345 (W) C: K4 52345
53	61	48	UPSTAIRS AT ERIC'S ● Yazoo (EC Radcliffe/Yazoo)	Mute STUMM 7 (I/SP) C: CSTUMM 7
54	44	6	THE WILD HEART Stevie Nicks (Jimmy Iovine)	WEA International Z50071-1 (W) C: Z50071-4
55	50	4	SHE WORKS HARD FOR THE MONEY ● Donna Summer (Michael Omartian)	Mercury/Phonogram MERL 21 (F) C: MERLC 21
56	75	10	TUBULAR BELLS ● Mike Oldfield (Oldfield/Heyworth/Newman)	Virgin V 2001 (E) C: TCY 2001
57	NEW		JERKY VERSIONS OF THE DREAM Howard Devoto (Howard Devoto/Greg Walsh)	Virgin V 2272 (E) C: 7CV 2272
58	62	9	HOLY DIVER Dio (Ronnie James Dio)	Vertigo/Phonogram VERS 5 (F) C: VERSC 5
59	52	29	BUSINESS AS USUAL ● Men At Work (Peter McLean)	Epic EPC 85669 (R) C: 40/85669
60	40	11	CONFRONTATION Bob Marley & The Wailers (Bob Marley & The Wailers/Errol Brown)	Island/Tuff Gong ILPS 9760 (E) C: ICT 9760
61	RE		JOB LOT ● Chas & Dave (Hodges/Peacock)	Rockney/Towerbell ROC 910 (A) C: ZCROC 910
62	73	13	PENTHOUSE & PAVEMENT ● Heaven 17 (B.E.F.)	B.E.F./Virgin V 2208 (E) C: TCV 2208
63	NEW		PUNCH THE CLOCK Elvis Costello And The Attractions (Langer/Winstanley)	F.Beats XXLP 19 (R) C: XXC 19
64	49	15	JARREAU Al Jarreau (Jay Graydon)	WEA International U 0070 (W) C: U 0070-4
65	36	12	DIONNE WARWICK - THE COLLECTION ● Dionne Warwick (Various)	Arista/Diona DIONE 1 (A) C: ZCDD 1
66	68	3	DEEP SEA SKIVING ● Banarama (Barry Blue/Tony Swain/Steve Jolley/Dave Jordan)	London RAMA 1 (F) C: KRAMC 1
67	78	37	RICHARD CLAYDERMAN ● Richard Clayderman (De Senneville/Toussaint/Baudot)	Delphine/Decca SKL 5329 (F) C: KSKC 5329
68	83	20	SCRIPT FOR A JESTER'S TEAR ● Marillion (Nick Tauber)	EMI EMC 3429 (E) C: TC-EMC 3429
69	82	42	REFLECTIONS ● Various (Various)	CBS 10034 (C) C: 40/10034
70	99	9	WRAP YOUR ARMS AROUND ME Agnetha Faltskog (Mike Chapman)	Epic EPC 25505 (C) C: 40/25505
71	57	19	THE FINAL CUT ● Pink Floyd (Roger Waters/James Guthrie/Michael Kamen)	Harvest SHPP 1983 (E) C: TC-SHPP 1983
72	59	9	WHAT IS BEAT? (THE BEST OF THE BEAT) ● The Beat (Bob Sargeant)	Go-Foot BEAT 6 (F) C: TCBT 6
73	54	13	NIGHT DUBBING ● Imagination (Tony Swain/Steve Jolley)	R&B RBDUB 1 (A) C: ZCDDUB 1
74	85	3	MAKIN' MOVIES ● Dire Straits (Jimmy Iovine/Mark Knopfler)	Vertigo/Phonogram 6359 034 (F) C: 7150 034
75	64	28	WORKOUT ● Jane Fonda (-)	CBS 88581 (C) C: 40/88581
76	91	13	ALADDIN SANE David Bowie (David Bowie/Ken Scott)	RCA International INTS 5067 (R) C: INTK 5067
77	72	38	HELLO, I MUST BE GOING! ● Phil Collins (Phil Collins/Hugh Padgham)	Virgin V 2252 (E) C: TCV 2252
78	67	2	RUMOURS ● Fleetwood Mac (Fleetwood Mac/Dashut/Calliat)	Warner Brothers K 56344 (W) C: K4 56344
79	58	4	ROSS Diana Ross (Diana Ross/Gary Katz/Ray Parker Jnr)	Capitol EST 1867051 (E) C: TC-EST 1867054
80	90	8	SPEAKING IN TONGUES Talking Heads (Talking Heads)	Sire 9238831 (W) C: 9238834
81	89	19	MAGICAL RING Clannad (Richard Dodd)	RCA RCALP 6072 (R) C: RCAF 6072
82	80	24	THE KIDS FROM FAME LIVE! ● The Kids From Fame (Barry Fasman)	BBC KIDLP 003 (R) C: KIDK 003
83	RE		COMPLETE MADNESS ● Madness (Langer/Winstanley)	Stiff HIT-TV 1 (C) C: ZHIT-TV 1
84	77	3	THE KIDS FROM FAME ● The Kids From Fame (Barry Fasman)	BBC REP 47 (A) C: ZCH 47
85	76	13	THE LAUGHTER & TEARS COLLECTION Various (Various)	WEA LTC 1 (W) C: LTC 41
86	70	14	MIDNIGHT AT THE LOST AND FOUND ● Meat Loaf (Tom Dowd)	C: 40/25243 Cleveland International/Epic EPC 25243 (C)
87	53	3	FIRE DANCES Killing Joke (Killing Joke)	EG (Polydor) EGMDF 5 (F) C: EGMDC 5
88	87	2	DIAMOND DOGS Peter Dinklage (David Bowie)	RCA International INTS 5068 (R) C: INTK 5068
89	46	8	PETER GABRIEL PLAYS LIVE Peter Gabriel (Peter Gabriel/Peter Walsh)	Charisma/Phonogram PGDL 1 (F) C: PGDMC 1
90	RE		HEROES David Bowie (Tony Visconti)	RCA International INTS 5066 (R) C: INTK 5066
91	RE		KISSING TO BE CLEVER ● Culture Club (Steve Levine)	Virgin V 2232 (E) C: TCV 2232
92	93	2	RETURN OF THE JEDI Original Soundtrack (John Williams)	RSO RSD 5023 (F) C: TRSD 5023
93	98	2	SHAPE UP AND DANCE WITH F. KENDAL (Vol 1) ● Lifestylo (Vol 1) (Lifestylo)	LEG 1 (C) C: LEGC 1
94	92	4	LOVE ME TENDER Julie Andrews (Larry Butler)	Peach River JULIE 1 (A) C: ZCJUL 1
95	RE		LOVE AND DANCING ● The League Unlimited Orchestra (Martin Rushent)	Virgin OVED 6 (E) C: OVEDC 6
96	RE		FEAST The Creatures (The Creatures/Mike Hedges)	Wonderland/Polydor SHEL 1 (F) C: SHEMC 1
97	65	7	STREET SOUNDS - EDITION 4 Various (Various)	Street Sounds STSND 004 (A) C: ZCSTS 004
98	RE		JAZZ SINGER ● Neil Diamond (Bob Gaudio)	Capitol EAST 12120 (E) C: TC-EAST 12120
99	41	9	CHART STARS ● Various (Various)	K-tel NE 1225 (K) C: CE 2225
100	NEW		EVOLUTION Journey (Roy Thomas Baker)	CBS 32342 (C) C: 40/32342



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Compiled by Gallup for the BPI, Music & Video Week and BBC, based on a sample of 250 conventional record outlets. To qualify for a chart position albums and cassettes must have a dealer price of £1.82 or more.

TOP US SINGLES

THIS WEEK	LAST WEEK	TITLE	ARTIST	LABEL
1*	1	EVERY BREATH YOU TAKE	The Police	A&M
2*	6	SWEET DREAMS	Eurythmics	RCA
3*	8	SHE WORKS HARD . . .	Donna Summer	Mercury
4*	5	IS THERE SOMETHING . . .	Duran Duran	Capitol
5	3	FLASHDANCE . . .	Irene Cara	Casablanca
6	2	ELECTRIC AVENUE	Eddy Grant	Portrait/Ice
7*	11	MANIAC	Michael Sembello	Casablanca
8	4	NEVER GONNA LET YOU GO	Sergio Mendes	A&M
9	9	STAND BACK	Stevie Nicks	Modern
10	7	WANNA BE STARTIN' SOMETHIN'	M Jackson	Epic
11*	15	IT'S A MISTAKE	Men At Work	Columbia/CBS
12	10	OUR HOUSE	Madness	Geffen
13*	17	FASCINATION	Human League	A&M
14*	18	HOT GIRLS IN LOVE	Loverboy	Columbia/CBS
15*	16	CUTS LIKE A KNIFE	Bryan Adams	A&M
16	13	COME DANCING	The Kinks	Arista
17	12	1999	Prince	Warner Bros
18*	20	CHINA GIRL	David Bowie	EMI America
19*	19	ROCK OF AGES	Def Leppard	Mercury
20*	25	I'LL TUMBLE 4 YA	Culture Club	Virgin/Epic
21*	22	SAVED BY ZERO	The Fixx	MCA
22*	26	PUTTIN' ON THE RITZ	Taco	RCA
23	23	TAKE ME TO HEART	Quarterflash	Warner Bros
24*	24	ROCK 'N' ROLL IS KING	ELO	Jet
25*	28	LAWYERS IN LOVE	Jackson Browne	Asylum
26	14	BABY JANE	Rod Stewart	Warner Bros
27*	35	HUMAN NATURE	Michael Jackson	Epic
28*	31	AFTER THE FALL	Journey	Columbia/CBS
29*	38	TELL HER ABOUT IT	Billy Joel	Columbia/CBS
30*	32	HUMAN TOUCH	Rick Springfield	RCA
31*	33	PIECES OF ICE	Diana Ross	RCA
32*	37	THE SAFETY . . .	Men Without Hats	Backstreet/MCA
33*	34	THE BORDER	America	Capitol
34	21	TOO SHY	Kaja GooGoo	EMI America
35*	50	DON'T CRY	Asia	Geffen
36*	40	FAKE FRIENDS	Joan Jett	Blackheart/MCA
37*	42	DEAD GIVEAWAY	Shalamar	Solar
38*	41	ALL TIME HIGH	Rita Coolidge	A&M
39	29	STOP IN THE NAME OF LOVE	The Hollies	Atlantic
40*	43	IT'S INEVITABLE	Charlie	Mirage

BULLETS 41-100

41*	46	PROMISES, PROMISES	Naked Eyes	EMI America
42*	47	HOW AM I SUPPOSED . . .	Laura Branigan	Atlantic
43*	62	MAKING LOVE OUT OF NOTHING AT ALL	Air Supply	Arista
47*	58	TOTAL ECLIPSE OF THE HEART	Bonnie Tyler	Columbia/CBS
49*	69	FAR FROM OVER	Frank Stallone	RSO
50*	55	DON'T YOU GET SO MAD	Jeffrey Osborne	A&M
51*	N	(SHE'S) SEXY AND 17	Stray Cats	EMI America
53*	57	TONIGHT I CELEBRATE MY LOVE	Peabo Bryson/Roberta Flack	Capitol
56*	61	BLAME IT ON LOVE	Robinson/Mitchell	Tamla
57*	67	YOU'RE DRIVING ME OUT OF MY MIND	Little River Band	Capitol
58*	68	LADY LOVE ME	George Benson	Warner Bros
59*	66	TIP OF MY TONGUE	The Tubes	Capitol
60*	N	KISS THE BRIDE	Elton John	Geffen
62*	71	WHO'S BEHIND THE DOOR?	Zebra	Atlantic
65*	70	SHARP DRESSED MAN	ZZ Top	Warner Bros
67*	N	TRUE	Spandau Ballet	Chrysalis
72*	86	COLD BLOODED	Rick James	Gord-y
74*	84	BURNING DOWN THE HOUSE	Talking Heads	Sire
76*	83	SHINY SHINY	Haysi Fantayzee	RCA
78*	89	GET IT RIGHT	Aretha Franklin	Arista
80*	85	RADIO FREE EUROPE	R.E.M.	I.R.S.
81*	91	WORDS, F.R. David		Carrere
82*	88	A MILLION MILES AWAY	The Pilmsouls	Geffen
83*	90	CRAZY	Manhattans	Columbia/CBS
86*	N	BIG LOG	Robert Plant	SwanSong
90*	N	CHANGE	Tears For Fears	Mercury
92*	N	HOLIDAY ROAD	Lindsey Buckingham	Warner Bros
95*	N	MAYBE THIS DAY	Kissing The Pink	Atlantic

* Bullets are awarded to those products demonstrating the greatest airplay and sales gains.
Chart Courtesy Billboard, for w/e August 6, 1983

NEW SINGLES

Artist A-Side/B-Side Label No (Distributor)

ACTIVED DAWN OF A LEGION EP - CREATION/PROPHECY/Innocent Exit **JUNG 7 12"** (HJ)
 AIR SUPPLY MAKING LOVE (OUT OF NOTHING AT ALL) Lay It Again **Arista ARIST 541** (F)
ANDREWS, Julie & Johnny Cash LOVE ME TENDER/JULIE ANDREWS: Love Is A Place Two People Fall/ Still Miss Someone
 Peach River **BVVR 5** (A)
ASHFORD & SIMPSON HIGH RISE/Instl **Capitol 12CL 304 12"** only (E)
ASIA DON'T CRY/True Colours **Geffen A3580** Pic Bag (C)
ASIA DON'T CRY/True Colours/Daylight **Geffen TA3580 12"** Pic Bag (C)
AXXESS OWLS/The Griffins **Lamborghini LMG 3** (A)
BEAU LEISURE AMERICAN BEAT/The Exit **World Organisation** (P)
BELLE AND THE DEVOTIONS GOT TO LET YOU KNOW/Reach Out For Love **DJM DJS 3** Pic Bag; **DJR 3 12"** (C)
BENTLEY, Earlene WHEN THE BOYS COME TO TOWN/Ina **SOHO SOHO 8; SOHOT 8 12"** (IDS)
BLOW, Kurtis PARTY TIME/Instl **Mercury/Phonogram BLOW 11; BLOW 1112 12"** (F)
BROWN, Dennis SAVE A LITTLE LOVE FOR ME/Country Living/Get High On Your Love **A&M AMX 130 12"** (C)
BROWN, Dennis SAVE A LITTLE LOVE FOR ME/Country Living/Get High On Your Love **A&M AMX 130 12"** (C)
BUSH, Kate NE TENFUIS PAS/Un Baiser d'Enfant **EMI (France) PM 165 1527** Pic Bag (CON)
CASE OH!SMILING MY LIFE AWAY/Criminal Ways **SUS 1** Pic Bag (A)
CASHMERE TRY YOUR LOVIN'/Tracks Of My Tears **Philly World PWS 113; PWSL 113 12"** (A)
CLARK SISTERS, The YOU BROUGHT THE SUNSHINE INTO MY LIFE/Ovardose Of The Holy Ghost **Elektra/Westbound E 9810** (W)
COLE, Natalie TOOMUCHMISTER/Where's Your Angel **Epic A3617** (C)
COMSAT ANGELS WILL YOU STAY TONIGHT/Shining Hour **Jive JIVE 46** (C)
COMSAT ANGELS WILL YOU STAY TONIGHT/Shining Hour/A World Away (Dub Mix) **Jive JIVET 46 12"** (C)
COOK DA' BOOKS WOULDNT WANNA KNOCK IT UP/In Smoke/In The Papers **Kiteland CUSTY 124** (IDS)
COOL IT REBA MONEY FALL OUT THE SKY/HISTORY OF LOVE/ Saw Snakes/Out Where The Buses Don't Run **Hannibal HNEP 3302 12"** only (IDS/MW)
CUTTING EDGE LONESOME COWBOY/Instl **MCA 833** Pic Bag (C)
DANSE SOCIETY BREAK UP/Seclusion **Arista SOC 5** (F)
DEAD MAN'S SHADOW TOLERATION STREET/In My Dreams **Expulsion OUT 4** Pic Bag (IDS)
DEPECHE MODE EVERYTHING COUNTS/Live At Hammersmith Odeon: New Life/Boys Say Go/Nothing To Fear/The Meaning Of Love **Mute L12BONG 3** Pic Bag 12" only (USP)
DIBANGO, Manu SOUL MAKOSSA/Big Blow **London LON 19; LONX 19 12"** (F)
DINZEE, Pietro WHEN YOU GET WHAT YOU WANTED/Won't Come Together **Priority P 2** Pic Bag; **PX 2 12"** Pic Bag (A)
DOWN ALL THE DAYS JUST ONE WORD/Love Wants Love **Outrider JOHN 100** Pic Bag (Self - 0582 452928)
DREAMS 17 ELECTRIC (LOOK OUT . . .) (Instl) **Arista ARO 317** Pic Bag (F)
DREAMS 17 ELECTRIC (LOOK OUT . . .) (Instl) **Arista AROD 317 12"** Pic Bag (F)
EDGE BROTHERS COCONUT GIRL/On The Shores **Code COD 007** Pic Bag; **12COD 007 12"** (A)
ESSEX, David as Fletcher Christian TAHITI/Hell **Mercury/Phonogram BOUNT 1** Pic Bag (F)
FREEZE I.O.U. (ACAPPELLA MIX/Instl) Magamix/We Got The Jazz **Beggars Banquet BEG 96TA 12"** (W)
GENE LOVES JEZEBEL BRUISES/Punch Drunk **Situation :2 SIT 24** (IPI)
GENE LOVES JEZEBEL BRUISES/Punch Drunk/Brando **Situation :2 SIT 24T 12"** (IPI)
HENRY, Clarence "Frogman" THAT OLDE PIANO/Keep Your Hands Off Her **Rockney/Towerbell KOR 20** (A)
HERION, Trevor FALLEN ANGEL/Betrayed **Interdisc/Island IN 5** Pic Bag (E)
HERION, Trevor FALLEN ANGEL (EXT)/Betrayed/Fallen Angel **Interdisc/Island 12IN 5 12"** Pic Bag (E)
HLEVEL STONE HEART/Minfield (American Club Mix) **Virgin VS 626** Pic Bag; **VS 626-12 12"** Pic Bag (E)
J. Tony/Alton Ellis TELEPHONE LINE/PRODIGAL PLAYERS: West Of Knochbull **Cypron CYP 03 12"** only (JS)
JEAN PIERRE AND VICKY LA MEME CHOSEN/With One Look **Battersea ETTO 121 12"** (A)
JOBBOXERS JOHNNY FRIENDLY/Why Don't You Do Right (Get Me Some Money Too) **RCA BOXX 3** Pic Bag; **BOXXT 3 12"** Pic Bag (R)
JOEL, Billy TELL HER ABOUT IT/Easy Money **CBS A3655** Pic Bag (C)
JOHNSON, Anthony STOP MY LOVING/JAH THOMAS: AFTER ME/ROOTS RADICS: Rock With Radics **Rusty International RI 014 12"** only (JS)
JONES, Jackie/Whitfield Batson I WILL ALWAYS LOVE YOU/WHITFIELD BATSON: One Direction **Ruff Cutt 002 12"** only (JS)
JUDGE DREAD THE TEN COMMANDMENTS/Give It Up **Michael Trojan TRO 9073** (A)
JUST, Barry JUST A WILLIE PRINCE: Baby Boogie **Monarch MON 46** (A)
KASHIF STONE LOVE/The Mood **Arista ARIST 534** (F)
KEYWI LET'S GET IT RIGHT/Dubl **Virgin VS 623** Pic Bag; **VS-12 12"** Pic Bag (E)
KIHN BAND, Greg HAPPY MAN/Trouble In Paradise **Beserkley X 9735** (W)
KIHN, Greg HAPPY MAN/Trouble In Paradise **WEA X 9735** (W)
KLANGE, Stevie DON'T WANT TO CRY NO MORE/Remember My Name **Jive JIVE 23** (C)
McCOLL, Kirsty BERLIN/Rhythm Of The Real Thing **Now NOW 100; NOWX 100 12"** (IDS)
MECANO THE UNINVITED GUEST/London **CBS A3140** Pic Bag (C)
MONOPOLY, Tony THE GOLDEN-HAIRED BOY FROM THE VALLEY/ Want The Whole World To Love You/From Today **President PTE 3 12"** (IDS/PR)
NAZARETH DREAM ON/Juicy Lucy **NEMS International NIS 103** (IDS)
NEW EDITION POPCORN LOVE/Pass The Beat **London LON 31** Pic Bag (F)
NEW EDITION POPCORN LOVE/Instl/Pass The Beat **London LONX 31 12"** Pic Bag (F)
NO EXIT CASABLANCAN NIGHT/Anything You Say **Slug SLIMY 1** Pic Bag (I)
OSBORNE, Jeffrey DON'T YOU GET SO MAD/So Much Love **A&M AM 140** (C)
OSBORNE, Jeffrey DON'T YOU GET SO MAD/So Much Love/New Love **A&M AMX 140 12"** (C)
PASSION PUPPETS LIKE DUST/House Of Love **Stiff SBUY 178 12"** (C)
PIPANANNAKIM WILLIE CAN/Heart Talk **Dakota DAK 13** (A)
POPULAR VOICE TEMPTATION/Dubl Mix/In Your Hands **Backs 12NCH 005 12"** only Pic Bag (BK/I)
POSH, The SAND IN MY FACE/Bad Atmosphere **Marathon JOG 1** (IDS)
QUIET RIOT CUM ON FEEL THE NOIZE/Run For Cover **Epic A3616** (C)
RANKING DEVON TELL IT TO THE NATION/LEE VAN CLEEF: Bubble Reggae Music **GG Records GG 16 12"** only (JS)
REEDY, Winston MOI EMMA OO/Leid Me Inner **Light IN 001 12"** only (JS)
RICH MIX I'VE GOT THE LOVE/Dubl **Satril SAT 509; 12SAT 509 12"** (SP)
SCADDING, Sue SIMPLE LOVE/Poland **Speed FIRED 5** (SP)
SEE YOU IN VEGAS WORK/Dirty Harry **Red Rhino RED 30** Pic Bag (I/Red Rhino)
SILVER, Jimmy YOUR ENDLESS LOVE/Love Is **Dakota DAK 11** (A)
SILVER, Jimmy YOUR ENDLESS LOVE (DUB MIX)/Disco Mix/Love Is **Dakota 12DAK 11 12"** (A)
SPANDAU BALLET GOLD/Instl **Reformation/Chrysalis SPAN 2** Poster Bag (F)
SPANDAU BALLET GOLD/Instl (Live) **Reformation/Chrysalis SPANX 2** Pic Bag 12" (F)
STARR, Edwin SMOOTH/Instl **Calibre CAB 114; CABL 114 12"** (A)
STARR, Freddie HOLLYWOOD/Locomotion **Savoir Faire FAIS 3** Pic Bag (A)
13TH & 14TH HOW LUCKY YOU ARE/The Muggler **Little Acorns SRR 0021** (P)
STILL LIFE PASSION PLAY/My World **Funzone FUN 2** Pic Bag (IDS)
THOMPSON, Carol YOU MAKE IT HEAVEN/Inba **Carousel CAR 7 12"** only (JS)
UB40 RED, RED WINE/Suffering **DEP International DEP 7; DEP 712** (C)
URIAH HEPP STAY ON TOP/Playing For Time **Bronze BRO 168** Pic Bag (F)
URIAH HEPP STAY ON TOP/Playing For Time **First 10,000 in gatefold sleeve with 7" 4-track EP GYPSY/EASY LVIN/Sweet Lorraine/Stealin' Bronze BROG 168** (F)
VIVA LULA DAD SINGS THE BLUES/Surely There Must Be Some Mistake **Arista ARIST 540** Pic Bag (F)
VIVA LULA DAD SINGS THE BLUES/Instl/Surely There Must Be Some Mistake **Arista ARIST 12540 12"** Pic Bag (F)
WALSH, Steve LETTER OF LOVE/Love Revisited (Version) **Inner Vision A3635** Pic Bag; **TA3635 12"** (C)
WAY, Darryl AS LONG AS THERE'S A SPARK/Maggie/Love Is The Driver **Venturi VR 1** Pic Bag (IDS)
WILSON, Jackie REET PETITE (THE SWEETEST GIRL IN TOWN)/You Brought About A Change In Me/I'm The One To Do It **SMP SKM 3** (A)
WILSON SISTERS, The THE PRICE OF LOVE/PROBLEMS/Single Girl **President PT 517** (PI)
Y&T MEAN STREET/Straight Through The Heart/Dirty Girl **A&M AMX 135 12"** (C)
Y&T MEAT STREET/Straight Through The Heart **A&M AM 135; AMP 135** Pic Disc (C)

American Beat B Money Fall Out Of The Sky C
 As Long As There's A Spark W No I'Enfuis Pas M C
 Berkin M Oh M C
 Biggles K Dubs A B
 Break Up D Party Time W
 Bruces G Piece Of Love, The W
 Casablan Night E Problems W
 Coconut Girl E Reet Petite (The Sweetest W
 Cum On Feel The Noze O Girl In Town/ W
 Dad Sings The Blues V Sand In My Face B
 Dawn Of A Legion EP A Save A Little Love For Me B
 Don't Cry A Simple Love C
 Don't Want To Cry No More A Smiling My Life Away C
 Don't You Get So Mad O Smooth C
 Dream On N Soul Makossa D
 17 Electric (Look Out) O Stay On Top U
 Everything Counts D Stone Heart K
 Fallen Angel H Stone Love K
 Gold S Stop My Loving J
 Golden Haired Boy From Tahn E
 The Valley M Telephone Line J
 Got To Let You Know B Tell Her About It J
 Happy Man K Tell It To The Nation R
 High Rise N Temptation P
 History Of Love C Ten Commandments, The J
 Hollywood S That Old Piano H
 How Lucky You Are T Toleration Street D
 I Will Always Love You J Toomuchmister C
 I've Got The Love R Try Your Lovin' C
 Johnny Friendly J Uninvited Guest, The M
 Just A J When The Boys Come To Town B
 Just One Word D When You Get What A
 La Meme Chose J You Wanted D
 Let's Get It Right X Willie Can P
 Lener Of Love W Will You Stay Tonight C
 Like Dust P Work C
 Lonesome Cowboy C Wouldn't Wanna Knock It C
 Love Me Tender A You Brought The Sunshine C
 Making Love Out Of Into My Life C
 Nothing At All A You Make It Heaven T
 Mean Street Y Your Endless Love S
 Mo Emma Oth R



SINGLES THIS week from The Comsat Angels (top), Billy Joel and Nazareth.

Distributor codes: see album releases page

Total Releases: 92

August, 5, 1983

NEW ALBUMS

TOP US ALBUMS

Artist Title Label Cat No/Cassette No Dealer Price (Distributor) * Denotes Available on Compact Disc

ABBA ARRIVAL Epic EPC 32320/40/32340 £1.82 (C)
 AFTER THE FIRE DER KOMMISSAR CBS 25227/40/25227 (C)
 AKENGUENDE MANDO CBS 25355/40/25355 (C)
 BLOOD, SWEAT AND TEARS GREATEST HITS CBS 32159/40/32159 £1.82 (C)
 BODDY, Ian THE CLIMB Signal SIGNAL 1/- £3.04 (I/MW)
 BOHANNON MAKE YOUR BODY MOVE Complete CLTLP 1/2CCLT 1 £3.20 (A)
 BREAD THE BEST OF BREAD/BEST OF BREAD VOL II (Double Play Cassette) Elektra/Asylum 960284-4 £3.20 (W)
 BREWER, Michael BEAUTY LIES WA K 99253/- (W)
 BROWN, Dennis THE PROPHET RIDES AGAIN A&M AMLX 64964/- £3.34 (C)
 BROWN, James BRING IT ON Sonet SNTP 9091/- £3.20 (A)
 BROWNE, Jackson LAWYERS IN LOVE Elektra/Asylum 960268-1/960268-4 (W)
 BROWNE, Jackson BROWNE/RUNNING ON EMPTY (Double Play Cassette) Elektra/Asylum 960277-4 £3.20 (W)
 BURNING SPEAR FITTEST OF THE FITTEST Radio ROC 1077681/TC-ROC 1077684 (E)
 BYRDS, The 5TH DIMENSIONS CBS 32284/40/32284 £1.82 (C)
 CARTER, Carlene C'EST SI BON Epic EPC 25529/- (C)
 CHI-LITES, The CHANGING FOR YOU R&B RBLP 1003ZCRB 1003 £3.20 (A)
 *CLAPTON, Eric MONEY AND CIGARETTES Warner Brothers 923773-2 £6.50 (W)
 CRETU, Michael LEGIONAIRES Virgin V2281/- £3.20 (E)
 DANIELS BAND, Charlie A DECADE OF HITS Epic EPC 25587/40/25587 (C)
 DIAMOND, Neil CLASSICS CBS 32349/40/32349 £1.82 (C)
 DOOBIE BROTHERS, The LIVE (2LP) Warner Brothers 923772-4/- £3.96 (W)
 DORSEY, Tommy TRUMPETS & TROMBONES VOL 2 Broadway BR113/- £3.75 (ISW)
 DUET, Emme OR SO IT SEEMS Mute STUMM 11 £3.05 (HSPI)
 DUKE, George BRAZILIAN LOVE AFFAIR Epic EPC 32348/40/32348 £1.82 (C)
 DYLAN, Bob BRING IT ALL BACK HOME CBS 32344/40/32344 £1.82 (C)
 EAGLES HOTEL CALIFORNIA/THE LONG RUN (Double Play Cassette) Elektra/Asylum 960275-4 £3.20 (W)
 EVERLY BROTHERS, The SONGS OUR DADDY TAUGHT US Ace/Chiswick CH 75/- £2.99 (PI)
 *FLEETWOOD MAC MIRAGE Warner Brothers 25695-2/- £6.50 (W)
 FLESHTONES, The HEX BREAKER IRS SP 70605/- £3.20 (C)
 GALE, Eric ISLAND BREEZE Elektra/Asylum 960198-1/- (W)
 GARNER, Errol ERROL GARNER PLAYS GERSHWIN & KERN Bulldog BDL 4004/- £2.90 (ISW)
 GIBSON, Lacy SWITCHY TITCHY Black Magic 9002/- £3.25 (ISW)
 GILLAN BAND, Ian LIVE AT BUDDOKAN (VOL 1 & II) (2 LP) Virgin VGD 3507/VGDC 3507 £3.65/£3.20 (E)
 GRIFFIN, Johnny CHANGE OF PACE Carrere 68.925/- £4.00 (ISW)
 GRIFFIN, Johnny TO THE LADIES Carrere 68.929/- £4.00 (ISW)
 GRIFFITH PARK II THE CONCERT (Double Album) Elektra/Asylum 960262-1/- £4.50 (W)
 GUY, Buddy & Junior WELLS THE ORIGINAL BLUES BROTHERS - LIVE Magnum Force BMLP 1007/- £2.99 (A)
 HARRIS, Peppermint I GOT LOADED Route 66 KIX 23/- £3.25 (ISW)
 HIGGINS, Bertie PIRATES AND POETS Epic EPC 25327/40/25327 (C)
 HOLLIES, The WHAT GOES AROUND WEA 250139-1/- (W)
 HOPKINS, Lightnin' PO'LIGHTNIN' Arhoolie 1087/- £4.00 (ISW)
 HUDSON, Keith THE BLACK MORPHOLOGIST OF REGGAE Visto Sounds STLP 001/- £2.85 (HDS/JSV)
 HUNTER, Ian ALL THE GOOD ONES ARE TAKEN CBS 25379/40/25379 (C)
 JACKSON, John DEEP IN THE BOTTOM Rounder 2032/- £3.50 (ISW)
 JACOBS, David THE SATURDAY SIDE OF DAVID JACOBS BBC RH 475/ZDR 475 £2.43 (A)
 JANKEL, Chaz CHAZABLANCA A&M AMLH 64917/- £3.20 (C)
 JARREAU, AI ALL FLY HOME/THE TIME (Double Play Cassette) Elektra/Asylum 923948-4 £3.20 (W)
 JOHNSON, Eddie/Zac THE GREEN ALBUM EMI EST 4001831/TC-EST 4001834 £3.39 (E)
 *JONES, Rickie Lee RICKIE LEE JONES/PIRATES (Double Play Cassette) Elektra/Asylum 923949-4 £3.20 (W)
 *JONES, Rickie Lee RICKIE LEE JONES Warner Brothers 25662-8 £6.50 (W)
 JORDAN, Clifford STARTING TIME Carrere 68.931/- £4.00 (ISW)
 JOURNEY EVOLUTION CBS 32342/40/32340 £1.82 (C)
 KC & THE SUNSHINE BAND ALL IN A NIGHT'S WORK Epic EPC 85847/40/85847 (C)
 KENNEDY, Jayne LOVE YOUR BODY Complete CLTLP 2/2CCLT 2 £3.20 (A)
 KING, Carole HER GREATEST HITS Epic 32345/40/32345 £1.82 (C)
 *LED ZEPPELIN FOUR SYMBOLS (Runes 'Led Zeppelin 4') Atlantic 25000-8 £6.50 (W)
 LEGENDARY BLUES BAND, The RED HOT 'N' BLUE Rounder 2035/- £3.00 (ISW)
 LEONIE, Paul PAUL LEONIE'S FLIGHTS OF FANCY Nouveau NML 1002/ACNMC 1002 £3.91 (A)
 LEWIS, Ramsey LES FLEURS CBS 25524/40/25524 (C)
 LIGHTFOOT, Gordon SALUTE Warner Brothers 923901-1/- (W)
 LONDON, Julie CALENDAR GIRL Edsel XED 109/- £3.35 (I)
 LOVERBOY KEEP IT UP CBS 25436/40/25436 (C)
 MANFRED MANN MANMADE/THE FIVE FACES OF MANFRED MANN (2 LP) EMI EDP 1546363/TC-EDP 1546369 £3.65 (E)
 *MANHATTAN TRANSFER BEST OF MANHATTAN TRANSFER Atlantic 250841/- £6.50 (W)
 MILES, John PLAY ON EMI EMC 165147/TC-EMC 1651474 £3.39 (E)
 MITCHELL, Joni COURT AND SPARK/IF THE ROSES (Double Play Cassette) Elektra/Asylum 960276-4 £3.20 (W)
 *MITCHELL, Joni COURT AND SPARK Elektra/Asylum 25300-2 £6.50 (W)
 MOTHER'S FINEST ONE MOTHER TO ANOTHER Epic EPC 25363/40/25363 (C)
 MULLEN, Jim THUMBS UP Coda CODA 4/- £3.04 (W)
 NEW SADLER'S WELLS OPERA THE COUNT OF LUXEMBOURG That's Entertainment TER 1050/ZCTER 1050 £5.49 (A)
 NEW SADLER'S WELLS OPERA COUNTESS MARIZTA That's Entertainment TER 1051/ZCTER 1051 £5.49 (A)
 *NEW YORK SKYY SKYY LIGHT Epic EPC 25632/40/25632 (C)
 *NEWMAN, Randy TROUBLE IN PARADISE Warner Brothers 923755-2 £6.50 (W)
 NICOL, James THE LAST ROSE OF SUMMER Lismor LILP 5123/JLCS 5123 £2.75 (H/MK/WU)
 ORIGINAL LONDON GAST NIGHTINGALE That's Entertainment TER 1031/ZCTER 1031 £5.49/£7.99 (A)
 ORIGINAL SOUNDTRACK ASCENDANCY WEA 240221-1/- (W)
 O.X.O. O.X.O. Geffen GEF 25425/40/25425 (C)
 PARTON, Dolly/Donna FARGO QUEENS OF COUNTRY Sundown SDLP 1001/- (A)
 PAUL, Billy GREATEST HITS Philadelphia International PIR 32347/40/32347 £1.82 (C)
 POWELL, Andrew and the Philharmonia Orchestra PLAY THE BEST OF THE ALAN PARSONS PROJECT EMI EMS 1077391/TC-EMS 1077394 £2.44 (I)
 QUARTERFLASH TAKE ANOTHER PICTURE Geffen GEF 25507/40/25507 (C)
 R.E.M. MURMUR IRS SP 70604/- £3.20 (C)
 RESEARCH LAWS OF MOTION View VS0022/- £3.20 (Impetus) - 01-720 4460
 RICHARD, Cliff WHEN IN ROMEW/WHEN IN SPAIN (2 LP) EMI EDP 1546303/TC-EDP 1546309 £3.65 (E)
 ROBBINS, Marty THE MARTY ROBBINS FILES VOL 2 1953-54 Bear Family/Rollercoaster BFX 15096/- (I/MW/SW)
 ROBBINS, Marty THE MARTY ROBBINS FILES VOL 3 1954-56 Bear Family/Rollercoaster BFX 15118/- (I/MW/SW)
 ROBBINS, Marty JUST ME AND MY GUITAR Bear Family/Rollercoaster BFX 15119/- (I/MW/SW)
 RODNEY, Rod and Ira Sullivan SPRINT Elektra/Asylum 960261-1/- (W)
 *RONSTADT, Linda GREATEST HITS Elektra/Asylum 25305-5 £6.50 (W)
 ROYAL TOURNAMENT ROYAL TOURNAMENT Polydor POLD 5107/POLD 5107 £3.25/£3.38 (PI)
 SCOTT, Isaac BIG TIME BLUES MAN Red Lightnin' RL0046/- £2.70 (I/MW/Arabesque) - 01-955 3023
 SERGEANT PEPPER JUDGEMENT DAY Ariva ARILP 006/- £2.95 (JS)
 SHADOWS, The THE SOUND OF THE SHADOWS/DANCE WITH THE SHADOWS (2 LP) EMI EDP 1546323/TC-EDP 1546329 £3.65 (E)
 SHAPIRO, Helen TOPS WITH MEHELEN HITS OUT (2 LP) EMI EDP 1546343/TC-EDP 1546349 £3.65 (E)
 SINATRA, Frank FRANK SINATRA'S GREATEST HITS/FRANK SINATRA'S GREATEST HITS VOL II (Double Play Cassette) Elektra/Asylum 923954-4 £3.20 (W)
 SLEET QUINTET, Don ALL MEMBERS Carrere 68.930/- £4.00 (ISW)
 SMITH, Rex CAMOUFLAGE CBS 24343/- (C)
 SOUND EFFECTS COMEDY SOUND EFFECTS NO. 28 BBC REC 478/ZCM 478 £1.82 (A)
 STARS ON 45 STAR SISTERS CBS 25588/40/25588 (C)
 STEWART, Andy COME IN, COME IN Lismor LIDL 6008/LIDC 6008 £2.75 (H/MK/WU)
 STEWART, Rod ATLANTIC CROSSING/NIGHT ON THE TOWN (Double Play Cassette) Warner Brothers 923955-4 £3.20 (W)
 STROLLERS, The LONDON PRIDE Magnum Force MFM 0161/- (A)
 *TALKING HEADS REMAIN IN LIGHT Warner Brothers 256867 £6.50 (W)
 TENANTS, The THE TENANTS Epic EPC 25541/- (C)
 THOMAS, B. J. NEW LOOKS Epic EPC 25378/40/25378 (C)
 THOMPSON, PRINCE LINCOLN & THE ROYAL RASSES RIDE WITH THE RASSES Visto Sounds GSLP 100/- £2.85 (HDS/JSV)
 THOMPSON, PRINCE LINCOLN & THE ROYAL RASSES HUMANITY Visto Sounds GSP 200/- £2.85 (HDS/JSV)
 THOMAS, Ruddy WHEN IVE GOT YOU Hawkeye HLP 010/- £2.95 (JS)
 TRACTOR TRACTOR Thunderbolt THBL 002/- (A)
 TRISTANO, Lennie NEW YORK IMPROVISATIONS Elektra/Asylum 960264-1/- (W)
 T.V. SLIM FLAT FOOT SAM Moonshine BLP 101/- £3.00 (ISW)
 U BROWN JAM IT TONIGHT CSA CSLP 8/- £3.08 (JS)
 UFO T.B.A. Chrysalis CTY 1437/ZCTY 1437 £3.82 (I)
 VARIOUS A TASTE OF HARP Moonshine BLP 102/- £3.00 (ISW)
 VARIOUS IT'S GREAT TO BE RICH Red Lightnin' RLEP0045/- £1.85 (I/MW/Arabesque) - 01-955 3023
 VARIOUS MORE DEVILS MUSIC Red Lightnin' RL0038/- £2.70 (I/MW/Arabesque) - 01-955 3023
 VARIOUS STREET SOUNDS EDITION 5 Street Sounds STSND 005/ZCTS 005 £2.43 (A)
 VARIOUS SUN SPLASH K-tel NE 1229/CE 1229 £3.55 (K)
 VARIOUS SOUND OF LONDON London SAMP 1/- (I)
 VAUGHAN, Stevie Ray TEXAS FLOOD Epic EPC 25534/40/25534 (C)
 VEGA, Alan SATURN STRIP Elektra/ZE 960259-1/- (W)
 VISION IN SIGHT MVM MVMLP/ZCMVM 6 £3.20 (A)
 WATERS, Muddy ROLLIN' STONE Blue Moon BMLP 1006/- (A)
 WITHERS, Bill GREATEST HITS CBS 32342/40/32342 £1.82 (C)
 WOLFGANG PRESS, The THE BURDEN OF MILES AAD CAD 308/- £2.79 (PI)
 WYNNETTE, Tammy EVEN THE STRONG CAN CRY Epic EPC 25585/- (C)
 YOUNG, Neil NEIL YOUNG/EVERYBODY KNOWS THIS IS NOWHERE (Double Play Cassette) Elektra/Asylum 923956-4 £3.20 (W)



ALBUMS THIS week from Carlene Carter and KC & The Sunshine Band.

Distributor Codes

A - PRT 01-640 3344
 B - Ronco 01-876 8682
 BK - Backs 0603 26221
 BLM - Black Marketing - 01-609 7017/8
 BM - BiBi Magnetics 01-223 5955
 BU - Bullet 08894 76316
 C - CBS 01-960 2155
 CEL - Celtic Music 0532 432637
 CON - Conifer 08954 47707
 CS - Cassion 01-485 8704
 E - EMI 01-561 8722
 F - PolyGram 01-590 6044
 FP - Faulty 01-727 0734
 G - Lightning 01-969 8344
 GR - Graduate 0384 59048
 GY - Greyhound 01-385 8146
 H - HR Taylor 021-622 2377
 I - Cartel (Backs, Rough Trade) and Fast Product - 031 661 5811
 Probe - 051 236 6591
 Red Rhino (Mid) - 0926 26376
 Red Rhino (Nth) - 0904 641415
 Revolver - 0272 299105
 IDS - Independent Distribution Services 01-476 3222
 IKF - 02514 20053
 ILA - Independent Record Labels Association 01-935 2303
 IMS - Import Music Service (via Polygram) 01-590 6044
 IMP - Impex 01-229 5454
 IN - Inferno 021-233 1256
 IRS - Independent Record Sales 850-3161
 J - Jungle 01-359 9161
 JS - Jetstar 01-961 5818
 JSU - Jazz Services Unlimited 0422 64773
 K - K-tel 01-992 8000
 KS - Kingdom - 01-836 4763
 L - Lugtons 01-348 9122
 M - MSD - 01-602 3483
 MB - Menace Breakers 01-381 1391
 MFP - Music For Pleasure 01-561 3125
 MK - 041-333 9553
 MW - Making Waves 01-481 9917
 N - Neon 09363 5029
 O - Outlet 0232 222826
 OR - Orbitone 01-965 8292
 P - Pinnacle 0689-73144
 PK - Pickwick 01-200 7000
 PR - President 01-839 4672
 PRO - Projection 0702 72281
 R - RCA 021-525 3000
 RT - Rough Trade 01-221 1100
 RU - Ruff Lion - 01-221 1604
 SO - Stage One 0428 4001
 SP - Spartak 01-903 8223
 SW - Swift 0424 220028
 T - Trojan 01-961 4565
 TE - Tent 0708-751881
 TOL - The Other Label 01-624 1843
 V - Vista Sounds 01-951 3178
 W - WEA 01-998 5929
 WU - Wynd Up 061-798 9252
 X - Clyde Factors 041-221 9844
 Y - Relay 01-579 6125

Total releases: 127

August 5, 1983

THIS WEEK	LAST WEEK	TITLE	ARTIST	LABEL
1*	1	SYNCHRONICITY	The Police	A&M
2	2	THRILLER	Michael Jackson	Epic
3	3	FLASHDANCE	Soundtrack	Casablanca
4	4	PYROMANIA	Daf Leppard	Mercury
5*	5	THE WILD HEART	Stevie Nicks	Modern
6	6	LET'S DANCE	David Bowie	EMI-America
7	7	KEEP IT UP	Lover Boy	Columbia/CBS
8	8	CARGO	Men At Work	Columbia/CBS
9	9	1999	Prince	Warner Bros
10	11	FRONTIERS	Journey	Columbia/CBS
11	12	H ₂ O	Daryl Hall & John Oates	RCA
12*	13	STATE OF CONFUSION	The Kinks	Arista
13*	18	REACH THE BEACH	The Fixx	MCA
14*	16	DURAN DURAN	Duran Duran	Capitol
15*	15	PIECE OF MIND	Iron Maiden	Capitol
16*	19	SHE WORKS HARD . . .	Donna Summer	Mercury
17*	17	SPEAKING IN TONGUES	Talking Heads	Sire
18	14	CUTS LIKE A KNIFE	Bryan Adams	A&M
19	10	KILLER ON THE RAMPAGE	Eddy Grant	Portrait/Ice
20*	24	SWEET DREAMS	Eurythmics	RCA
21*	21	ALBUM	Joan Jett	Blackheart/MCA
22*	22	KISSING TO BE CLEVER	Culture Club	Virgin/Epic
23*	39	STAYING ALIVE	Soundtrack	RSO
24	20	ELIMINATOR	ZZ Top	Warner Bros
25*	25	FASCINATION	Human League	A&M
26*	72	THE PRINCIPLE . . .	Robert Plant	SwanSong
27	27	SERGIO MENDES	Sergio Mendes	A&M
28*	31	METAL HEALTH	Quiet Riot	Pasha
29	23	KILROY WAS HERE	Styx	A&M
30*	35	ZEBRA	Zebra	Atlantic
31	26	LIVING IN OZ	Rick Springfield	RCA
32*	43	AFTER EIGHT	Taco	RCA
33	28	IN YOUR EYES	George Benson	Warner Bros
34	29	LISTEN, A Flock Of Seagulls		Live/Arista
35	37	VISIONS	Gladys Knight & The Pips	Col/CBS
36	36	BETWEEN THE SHEETS	Elton John	Geffen
37*	38	MURMER, R.E.N.		I.R.S.
38*	41	ROSS	Diana Ross	RCA
39	40	GIRL AT HER VOLCANO	Rickie Lee Jones	Warners
40*	42	TAKE ANOTHER PICTURE	Quarterflash	Geffen

BULLETS 41-100

43*	46	ALLIES	Crosby, Stills & Nash	Atlantic
45*	52	SECRET MESSAGES	ELO	Jet
46*	51	FASTWAY	Fastway	Columbia/CBS
62*	77	THE CLOSER YOU GET	Alabama	RCA
63*	117	GET IT RIGHT	Aretha Franklin	Arista
65*	79	TEXAS FLOOD	Stevie Ray Vaughn	Epic
73*	81	MARY JANE GIRLS	Mary Jane Girls	Gord-y
76*	84	THE HURTING	Tears For Fears	Mercury
82*	115	NO PARKING ON THE DANCE FLOOR	Midnight Star	Solar
85*	99	FAREWELL TOUR	Doobie Brothers	Warner Bros
88*	100	A DECADE OF HITS	The Charlie Daniels Band	Epic
91*	104	NAKED EYES	Naked Eyes	EMI America
93*	102	BRANIGAN 2	Laura Branigan	Atlantic
94*	114	BELLA DONNA	Stevie Nicks	Modern
95*	N	STAY WITH ME TONIGHT	Jeffrey Osborne	A&M
97*	N	RHYTHM OF YOUTH	Men Without Hats	Backstreet/MCA

*Bullets are awarded to those products demonstrating the greatest airplay and sales gains.
 Chart Courtesy *Billboard*, for w/e August 6, 1983.

3 OF THE BEST



Metallica
"Kill 'em All" MFN 7



Manowar
"Into Glory Rides" MFN 6



Virgin Steele
"Guardians of the Flame" MFN 5

OUT NOW ON MUSIC FOR NATIONS

Available from PINNACLE

MUSIC & VIDEO WEEK

TOP SINGLES

HEAVY METAL

TOP ALBUMS

THIS WEEK
LAST POSITION
WEEKS ON CHART

1	3	2	BIG LOG, Robert Plant	B 9848 (W)
2	NEW		NIGHTMARE, Saxon	Carrere CAR 284 (R)
3	1	3	THE TROOPER, Iron Maiden	EMI 5397 (E)
4	2	4	GARDEN PARTY, Marillion	EMI 5393 (E)
5	NEW		SHINE, Motorhead	Bronze BRO 167 (F)
6	25	2	HOT GIRLS IN LOVE, Loverboy	CBS A3365 (C)
7	4	3	I'D RATHER GO WILD, Witchfynde	Expulsion OUT 4 (SO/I)
8	10	4	BREAK THE CHAIN, Raven	Neat NEAT 28 (P)
9	9	5	GIMME ALL YOUR LOVIN', ZZ Top	Warner Brothers W 9693 (W)
10	6	2	SHOUT, Grand Prix	Chrysalis PRIX 2 (F)
11	8	3	MAKE IT WITH YOU, Anvil	Attic MET 002 (P)
12	5	5	SEND ME AN ANGEL, Blackfoot	Atco B 9880 (W)
13	11	2	RAZOR'S EDGE, Meat Loaf	Cleveland International/Epic A3511 (C)
14	7	4	I WON'T HOLD YOU BACK, Toto	CBS A3392 (C)
15	15	3	WE BECAME ONE, Fastway	CBS A3480 (C)
16	13	4	DON'T LET IT END, Styx	A&M AM 120 (C)
17	14	6	THE KIDS ARE BACK, Twisted Sister	Atlantic A 9827 (W)
18	12	4	MALIBU BEACH, Hanoi Rocks	Lick LIX 1 (IDS)
19	19	3	ESCAPE FROM NEW YORK, Geddes Axe	Bullet BOLT 4 (N)
20	23	4	DIE HARD, Venom	Neat NEAT 27 (P)
21	24	8	FLIGHT OF ICARUS, Iron Maiden	EMI 5378 (E)
22	18	6	SHE'S A BEAUTY, The Tubes	Capitol CL 288 (E)
23	16	4	LONELY NIGHTS, Uriah Heep	Bronze BRO 166 (F)
24	20	6	GIVE ME WHAT'S MINE, Grand Prix	Chrysalis PRIX 1 (F)
25	NEW		OH BABY, Xero	Brick Yard XERO 1 (P)
26	17	3	THE OTHER SIDE, Stampede	Polydor POSP 592 (F)
27	27	15	MARKET SQUARE HEROES, Marillion	EMI 5351 (E)
28	21	4	BRIDGES, Jess Cox	Neat NEAT 26 (P)
29	22	4	TYRANT, Judas Priest	Gull GULS 7612 (A)
30	29	7	COUNTDOWN/NEW WORLD MAN, Rush	Mercury/Phonogram RUSH 10 (F)

1	11	2	THE PRINCIPLE OF MOMENTS, Robert Plant	790101-1 (W)
2	1	4	HOLY DIVER, Dio	Vertigo/Phonogram VERS 5 (F)
3	2	6	PIECE OF MIND, Iron Maiden	EMI EMA 800 (E)
4	10	3	RATT, Ratt	Music For Nations MFN 2 (P)
5	4	3	THE PLAGUE, Demon	Clay CLAY LP6 (P)
6	7	10	SCRIPT FOR A JESTER'S TEAR, Marillion	EMI EMC 3429 (E)
7	5	8	ELIMINATOR, ZZ Top	Warner Brothers W 3774 (W)
8	14	3	WILDLIFE, Wildlife	SwanSong 790078/1 (W)
9	18	2	BACK IT UP, Robin Trower	Chrysalis CHR 1240 (F)
10	8	5	ANOTHER PERFECT DAY, Motorhead	Bronze BRON 546 (F)
11	15	13	TOTO IV, Toto	CBS 85529 (C)
12	6	4	SAMURAI, Grand Prix	Chrysalis CHR 1430 (F)
13	16	2	MICHAEL BOLTON, Michael Bolton	CBS 25342 (C)
14	23	4	OUTSIDE INSIDE, Tubes	Capitol EST 12260 (E)
15	12	3	KEEP IT UP, Loverboy	CBS 25436 (C)
16	NEW		BEHIND ENEMY LINES, Spys	EMI Import ST 17098 (N/GY)
17	19	4	HURRICANE TOWN, Stampede	Polydor POLS 1083 (F)
18	17	6	UNDER THE BLADE, Twisted Sister	Secret SECX 9 (E)
19	13	6	SIOGO, Blackfoot	Atco B 0080 (W)
20	30	2	RESTLESS AND WILD, Accept	HM Worldwide HMI LP6 (F)
21	25	3	THIS MEANS WAR, Tank	Music For Nations MFN 3 (P)
22	9	4	HEAD FIRST, Uriah Heep	Bronze BRON 545 (F)
23	3	3	ROCKIN' EVERY NIGHT (LIVE IN JAPAN), Gary Moore	Virgin Import VIL 6039 (C)
24	27	5	FORGED IN FIRE, Anvil	Attic LAT 1170 (P)
25	NEW		OUT FOR BLOOD, Lita Ford	Mercury/Phonogram MERL 26 (F)
26	NEW		AGAINST ALL ODDS, Quartz	HM Worldwide HMRLP 9 (A)
27	20	11	KILROY WAS HERE, Styx	A&M AMLX 63734 (C)
28	NEW		ARCANGEL, Arcangel	Portrait Import BFR 38247 (N/GY)
29	22	3	HEADLINE NEWS, Atomic Rooster	Towerbell TOWLP 4 (A)
30	26	5	BACK TO MYSTERY CITY, Hanoi Rocks	Lick LICLP 1 (IDS)

AIRPLAY
ON MOST
ROCK SHOWS



1st pressing now completely
sold out . . . but 12" features
bonus track "KILLER FROG"

OH BABY c/w

HOLD ON Taken from the MCA LP "Brute Force"

SPECIAL LIMITED EDITION 1st PRESSING ONLY. LONE WOLF An extra track from

an early demo with Bruce Dickinson of Iron Maiden on Vocals.

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"There's nothing unheavy about melody. It's the one thing that will still be left when we're all dead and buried. Too many young players these days seem to despise it. Some of those NWOBHM guitarists sound like they hate their chord sequences. Def Leppard are the one exception. Oh, and a band called Xero. They're on MCA. I think I heard some of their tapes the other week which were really good." Brian Robertson of Motorhead in Kerrang!
Already played on the BBC1 The Friday Rock Show, and by David Jensen, and BRMB - Robin Valk Tuesday Rockshow and Radio Thames West - Peter Stewart's Rock Show and others.

Dealers: Cut out and display
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IN THE CHARTS NOW!

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THE NEW DANCE SMASH

«BOOGIE NIGHTS»



12" ENAT 111

Produced by Ben Liebrand

7" ENA 111



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MUSIC & VIDEO WEEK

TOP SINGLES

DISCO & DANCE

TOP ALBUMS

THIS WEEK LAST WEEKS ON CHART

7" (12") number (Dist.)

1	1	8	I.O.U.	Beggars Banquet BEG 96 (T) (W)
2	4	4	THE CROWN	Motown TMGT 1312 (R)
3	5	3	DO IT AGAIN/BILLIE JEAN	Island (12)IS 132 (E)
4	2	13	IT'S OVER	Master-Funk 7(12) MF 004 (A)
5	10	4	ROCKIT	CBS (T) A3577 (C)
6	7	4	DOUBLE DUTCH	Charisma/Phonogram MALC 3(12) (F)
7	3	6	ALL NIGHT LONG	Gord-y TMG (T) 1309 (R)
8	12	3	FEEL LIKE MAKIN' LOVE	Warner Brothers W 9551(T) (W)
9	6	6	GET DOWN SATURDAY NIGHT	MCA MCA(T) 828 (C)
10	8	5	BETWEEN THE SHEETS	Epic (T)A3513 (C)
11	35	2	GIVE IT UP	Epic (T) A3017 (C)
12	11	9	FLASHDANCE...WHAT A FEELING	Casablanca/Phonogram CAN(X) 1016 (F)
13	40	6	CRAZY	CBS (T) A3578 (C)
14	9	6	MESSAGES FROM THE STARS	TMT TMT(T) 5 (IDS)
15	NEW		PUT OUR HEADS TOGETHER	Philadelpia International A3642 (C)
16	16	7	FALLING IN LOVE	Salsoul SAL (T) 104 (R)
17	47	3	WAIT UNTIL TONIGHT (MY LOVE)	Ensign/Island (12)ENY 503 (E)
18	15	3	(DO YOU REALLY LOVE ME) TELL ME LOVE	RCA(T) 348 (R)
19	13	3	SHE'S THE MASTER (OF THE GAME)	Jive JIVE(T) 38 (C)
20	34	2	TELL ME WHY	MCA YOU (T) 5 (C)
21	17	3	WATCHING YOU, WATCHING ME	Chrysalis GRAN(X) 2 (F)
22	20	11	YOU AIN'T REALLY DOWN	TMT TMT (T)4 (IDS)
23	21	3	WE CAN WORK IT OUT	Capitol (12)CL 299 (E)
24	26	3	TROUBLE IN PARADISE	WEA International WEA U 9871(T) (W)
25	14	7	ALL NIGHT LONG	Sanity/PRT 7(12)P 284 (A)

26	19	8	DEAD GIVEAWAY	Solar E 9819(T) (W)
27	24	2	WHAT DO WE DO	Elite DAZZ 23 (BLM)
28	NEW		CHANGING FOR YOU	R&B RBS(RBL) 215 (A)
29	23	3	KEEP GIVING ME LOVE	Prelude PRL(T) A3497 (C)
30	39	5	GET IT RIGHT	Arista ARIST (12)537 (F)
31	31	7	SHE WORKS HARD FOR THE MONEY	Mercury/Phonogram DONNA 1(2) (F)
32	33	2	IN THE MIDDLE OF SPRING	Passion PASH (12) 1 (A)
33	18	10	YOU MAKE IT HEAVEN	Philly World PWS (L) 111 (A)
34	28	2	NEVER TOO LATE	Doctor Jazz/PRT 7AS 100 (A)
35	41	6	SKIP TO MY LOU	Motown TMG (T) 1304 (R)
36	NEW		HOPSCOTCH	Island (12) IS 106 (E)
37	NEW		YOU'RE THE ONE (YOU'RE MY NUMBER ONE)	Jive JIVE(T) 37 (C)
38	22	6	SEARCHIN' (I GOTTA FIND A MAN)	Proto ENA(T) 109 (A)
39	32	4	TURN THE MUSIC ON	Magnet (12)MAG 246 (R)
40	NEW		CLUB TROPICANA	Inner Vision (T)A 3613 (C)
41	NEW		SPACE COWBOY	21 Records/Polydor POSPI(X) 623 (F)
42	NEW		THE SUN GOES DOWN (LIVING IT UP)	Polydor POSPI(X) 622 (F)
43	43	4	LONDON BRIDGE IS FALLING DOWN	Jive JIVE(T) 43 (C)
44	36	5	BRING IT ON... BRING IT ON	Sonet SON(L) 2568 (A)
45	27	2	HAVE YOU SEEN HER?	SMP SKM (12) 2 (A)
46	25	8	WANNA BE STARTIN' SOMETHIN'	Epic (T) A3427 (C)
47	37	3	PIECES OF ICE	Capitol (12)CL 298 (E)
48	NEW		HAPPY	Tamla Motown TMG 986 (R)
49	42	10	SO MANY MEN, SO LITTLE TIME	Record Shack SOHO(T) 6 (IDS)
50	48	11	LADY LOVE ME (ONE MORE TIME)	Warner Bros W 9614(T) (W)

THIS WEEK LAST WEEKS ON CHART

1	1	8	IN YOUR EYES	Warner Brothers K 9237441 (W)
2	3	24	THRILLER	Epic EPC 85930 (C)
3	NEW		THE LOOK	Solar 960239-1 (W)
4	2	4	FANTASTIC	Inner Vision IVL 25328 (C)
5	4	6	STREET SOUNDS - EDITION 4	Street Sounds STSND 004 (A)
6	8	10	BETWEEN THE SHEETS	Epic EPC 25419 (C)
7	6	3	GET IT RIGHT	Arista 205 544 (F)
8	5	14	MARY JANE GIRLS	Gord-y STML 12189 (R)
9	10	4	I-LEVEL	Virgin V 2270 (E)
10	7	18	JARREAU	WEA U 0070 (W)
11	9	5	WIRED FOR CLUBS (CLUB TRACKS VOLUME 1)	Club/Phonogram CLUBL 001 (F)
12	12	6	WHEN WILL I SEE YOU AGAIN	Epic FZ 38518 (Import)
13	11	13	TWICE AS KOOL	De-Lite/Phonogram PROLP 2 (F)
14	25	2	ROSS	Capitol EST 1867051 (E)
15	13	11	SATURDAY NIGHT	MCA MCF 3179 (C)
16	21	2	FOREVER BY YOUR SIDE	US Columbia FC 38600 (Import)
17	15	4	LIFE (IS SO STRANGE)	RCA RCALP 14598 (R)
18	23	2	SKYYLIGHT	Epic EPC 25632 (C)
19	16	13	CONVERSATIONS	Capitol EST 4001701 (E)
20	RE		LOST IN SPACE	21 Records/Polydor POLD 5098 (F)
21	17	12	DREAMS OF TOMORROW	Dr Jazz/PRT ASPL 100 (A)
22	14	3	DANCE MIX, DANCE HITS	Epic EPC 25564 (C)
23	NEW		18 GREATEST HITS	Telstar STAR 2232 (R)
24	19	3	SHE WORKS HARD FOR THE MONEY	Mercury/Phonogram MERL 21 (F)
25	24	10	CONFRONTATION	Island/Tuff Gong (LPS 9760) (E)

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new 3 track single

Jealous Lover

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produced by Colin Thurston



Dealers: Cut out and display in a nationwide panel of 50 specialist disco shops. The key to distributor codes can be found on the new albums page.

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YOU PLAYED IT
YOU SOLD IT
YOU LOVED IT
Now we are going to
CHART IT

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 - Radio Hallam - Sheffield
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MUSIC & VIDEO WEEK

TOP SINGLES

INDIES

TOP ALBUMS

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	Label
1	2	7	EVERYTHING COUNTS	Dapcha Mode	Mute 7BONG 3 (I/SP)
2	3	2	BROTHERS GRIMM (EP)	Death Cult	Situation 2 SIT 23T (I/P)
3	5	3	WHO DUNNIT	Crass	Crass 121984/4 (I)
4	6	5	THE MAN WHOSE HEAD EXPANDED	The Fall	Rough Trade RT 133 (I)
5	1	6	WAR BABY	Tom Robinson	Panic NIC 2 (IDS)
6	8	3	THINK ZINC	Marc Bolan	Marc On Wax SBOLAN 14 (P)
7	7	8	SHEEP FARMING IN THE FALKLANDS	Crass	Crass 121984/3 (I)
8	9	4	GARY GILMORE'S EYES	The Adverts	Bright BULB 1 (IDS)
9	4	7	BIRDS FLY (WHISPER TO A SCREAM)	Icicle Works	Situation 2 SIT 22 (I/P)
10	11	5	BIRTHDAY PARTY (EP): RELEASE THE BATS	Birthday Party	4AD BAD 307 (I/P)
11	14	4	CLOCK/CONTINENT	Danse Society	Society SOC 2 (I)
12	28	3	ONE GOOD REASON	Poison Girls	Illuminated ILL 23 (IDS)
13	13	21	BLUE MONDAY	New Order	Factory FAC 73 (I/P)
14	19	5	REPTILE HOUSE	Sisters Of Mercy	Merciful Release MR 023 (I)
15	12	12	NOBODY'S DIARY	Yazoo	Mute YAZ 003 (I/SP)
16	17	9	QUAL	X-Mal Deutschland	4AD BAD 305 (I/P)
17	16	6	JAILHOUSE ROCK	Abrasive Wheels	Clay CLAY 24 (P)
18	20	9	HAND IN GLOVE	Smiths	Rough Trade RT 131 (RT/I)
19	34	4	CUM ON FEEL THE NOIZE	One Way System	Anagram ANA 9 (P)
20	23	6	ARE YOU READY (FOR THAT FEELING)?	Virgin Dance	Spartan SP5 (SP)
21	10	11	WAITING FOR A TRAIN	Flash & The Pan	Easy Beat/Ensign EASY 1 (IDS)
22	25	3	WE'RE SO HAPPY	The Danse Society	Society SOC 123 (I)
23	31	3	LONDON BOUNCERS	Action Pact	Fall Out FALL 016 (I/J)
24	NEW	1	SYSTEM IS MURDER (EP)	The System	Spiderleg SDL 11 (I)
25	37	33	BAD SEED (EP)	Birthday Party	4AD BAD 301 (I/P)

26	30	2	THERE IS NO SHAME IN DEATH	The Danse Society	Society SOC 1 (I)
27	15	5	NEW RISEN	Eyeless In Gaza	Cherry Red CHERRY 63 (P)
28	22	8	EVOLUTION (EP)	Subhumers	Bloung FISH 2 (I)
29	36	3	ONE DAY	APB	Oily SLICK 10 (I)
30	48	2	BLITZKRIEG BOP/HYPOCRITES	Newtown Neurotics	Razor RZS 107 (I/DS)
31	NEW	1	GOOD TECHNOLOGY	Red Guitars	Self Drive SD 006 (I)
32	21	5	FACTS OF WAR (EP)	Mau Maus	Paragon PAX 12 (I/Red Rhino)
33	28	5	SEBASTIAN	Sex Gang Children	Illuminated ILL 22 (I/K/F/S/O)
34	35	6	COLOURS	Brilliant	Risk/Rough Trade RTT 105 (I/RT)
35	NEW	1	SHOW ME THE DOOR	Jazzstarts	Rough Trade RT 138 (I/RT)
36	46	2	SUFFRAGETTE CITY	Rose Of Victory	No Future 01 24 (P)
37	44	2	KARDOMAH CAFE	Cherry Boys	Crash CRA 510 (SP)
38	42	20	ANACONDA	Sisters Of Mercy	Merciful Release MR 013 (I)
39	43	99	BELA LUGOSI'S DEAD	Bauhaus	Small Wonder WEENY 2 (I)
40	NEW	1	TREES AND FLOWERS	Strawberry Switchblade	92 Happy Customers HAP 001 (I/RT)
41	3c	4	LOVE WILL TEAR US APART	Joy Division	Factory FAC 23 (I/P)
42	NEW	1	THE STRENGTH OF YOUR CRY (EP)	Luddites	Xcentric Noise SECOND 1 (I)
43	41	15	ALICE	Sisters Of Mercy	Merciful Release MR 015 (I)
44	27	13	SHIPBUILDING	Robert Wyatt	Rough Trade RT 115 (I/DS)
45	29	7	PENELOPE TREE	Felt	Cherry Red CHERRY 59 (P)
46	NEW	1	WATERLOO SUNSET	Affairs Of The Heart	Heartbeat PULSE 100 (I)
47	32	7	LET THE VULTURE FLY	Icon AD	Radical Change RC 4 (BK/I)
48	40	10	WALK OUT TO WINTER	Aztec Camera	Rough Trade RT 132 (I/DS)
49	24	8	IT'S A FINE DAY	Jane	Cherry Red CHERRY 65 (P)
50	NEW	1	EAST OF DACHAU (EP)	Underdogs	Riot City RIOT 26 (I/P)

THIS WEEK	LAST WEEK	WEEKS ON CHART	ARTIST	TITLE	Label
1	1	4	YOU AND ME BOTH	Yazoo	Mute STUMM 12 (I/SP)
2	3	9	YES SIR, I WILL	Crass	Crass 121984/2 (I)
3	2	6	OFF THE BONE	Cramps	Illegal ILP 012 (I/P)
4	4	13	POWER, CORRUPTION & LIES	New Order	Factory FACT 75 (I/P/RT)
5	18	2	RUST RED SEPTEMBER	Eyeless In Gaza	Cherry Red B RED 50 (P)
6	9	16	FETISCH	X-Mal Deutschland	4AD CAD 30 (I/P)
7	5	7	HAND OF KINDNESS	Richard Thompson	Hannibal HNB 1313 (IDS/MW)
8	8	3	PAN-ORAMA	Flash And The Pan	Easy Beat/Ensign EASLP 100 (IDS)
9	8	15	HIGH LAND, HARD RAIN	Aztec Camera	Rough Trade ROUGH 47 (I/DS)
10	7	6	DAYS OF WINE AND ROSES	Dream Syndicate	Rough Trade ROUGH 53 (I/RT)
11	10	7	UNREHEARSED WRONGS	Disruptors	Radical Change RCLP 1 (BK/I)
12	11	8	NOTHING CAN STOP US	Robert Wyatt	Rough Trade ROUGH 35 (I/RT)
13	12	7	THE GRIND	Will Sergeant	92 Happy Customers HAP LP 001 (RT)
14	17	10	A NIGHT FOR CELEBRATION	UK Decay	UK Decay DK 6 (I)
15	21	3	Punishment Of Luxury	Red Rhino	Red Rhino REDLP 34 (I/Red Rhino)
16	NEW	1	ANOTHER SETTING	Danzon Column	Factory FAC 74 (I/P)
17	15	9	MERCURY THEATRE - ON THE AIR!	Action Pact	Fall Out FALL LP 013 (I/J)
18	20	17	MACHINE	1919	Red Rhino REDLP 25 (I)
19	22	32	PILLOWS AND PRAYERS	Various	Cherry Red 2 RED 41 (P)
20	13	2	LIVE IN YUGOSLAVIA	Anti-Nowhere League	Identity NOSE 3 (IDS)
21	25	2	THE PLAGUE	Demon	Clay CLAYLP 6 (P)
22	NEW	1	RASTA	Benjamin Zephaniah	Upright UPLP 2 (ISQ)
23	RE	1	THE FIRST FLOWER	Play Dead	Jungle FRED 3 (I/J)
24	19	7	THE GUILTY HAVE NO PRIDE	Death In June	New European BAD VC 3 (I/RT)
25	RE	1	1981-82 MINI LP	New Order	Factory FED 313 (I/RT)

Dealers: Cut out and display. Compiled by MRIB from a nationwide panel of 50 specialist shops. Only independently distributed records are eligible. The key to distributor codes can be found on the new albums page.

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RETAILING

Indie group takes on the multiples

A NEW organisation representing the interests of independent retailers has pledged to campaign against the "uncontrolled exploitation of the buying power of the large multiples and the discrimination by some suppliers against small traders" — a subject close to the hearts of many indie record and video dealers.

The Association of Independent Retailers (AIR) has issued a draft manifesto stating its aims and it is inviting comment from members "so that in its final form it will reflect the true aspirations of those we aim to serve and define the policies around which they can unite", says director Bill Banning.

On the subject of multiples' buying power, the manifesto says that AIR will "seek reform or refinement of existing legislation which imposes unjust or unnecessary restriction on indie retailers".

It goes on: "The AIR will do all within its power to assist retailers to concentrate their collective purchasing power to counter the pressures of the large multiples. It will encourage its members to give preference to those suppliers and manufacturers who support the independents."

The manifesto lists a number of other aims:

- To help retailers secure a fair deal from governments, local authorities, suppliers, landlords etc and to campaign on local and national

issues, giving practical support and encouragement to retailers whenever they are faced with unjust treatment or unfair competition.

- To fight high rents and rates, unfair terms of leasing, the "all too easy" granting of planning consents for hyper- and supermarkets, unnecessary and detrimental reclassification of shopping areas, and unjustified parking restrictions.

● To press all local authorities for an assurance that they will consult with representatives of local independent retailers at an early stage on any proposed development which could damage their business interests.

- To seek "radical reform" of the rating system and as an interim measure it will press for improvements in the present system of valuation to take greater account of the nature of the retailing business and in particular the situation of the smaller retailer.

● To pursue improvements in security of tenure for tenants of business premises under Part Two of the Landlord and Tenants Act, seeking to place the onus on the landlords to apply to the courts for termination of a tenancy if they wish to oppose renewal, as is now the case with residential tenancies.

- To strengthen the influence of the independent retailer in the EEC with a single organisation representing all independent

retailers working in conjunction with the Retail Consortium on matters of common concern, but acting independently where there is conflict of interest between the large and small retailers.

The AIR was launched in June and, according to Bill Banning, "membership has got off to a good start and is representative of retailers across the whole spectrum of trading".

Particular interest has apparently been shown in the legal expenses scheme which is included in the £50 membership fee.

"It is clear that retailers feel they are often in a beleaguered position when fighting for their rights because of the high costs which can be involved," says Banning.

"Many retailers who have felt quite powerless in the face of problems with trading standards requirements, health and safety regulations, Inland Revenue etc, have recognised the value of the services we offer."

The association reports a number of enquiries from video retailers and library operators and Banning has had talks with Graham Bright, the MP steering the new piracy bill through Parliament.

Retailers interested in joining AIR can contact Banning on Worcester (0905) 611226, or write to: AIR, 91 Lowmoor, Worcester WR1 2RS.



STEVE BRYANT of Sounds Familiar, Walthamstow (left), won first prize of £500 holiday vouchers in Ronco's "chart encounters of the hit kind" display competition for independent dealers. Second prize went to A C Bellward of Rondo Records, Newhaven, and third prize to Rosemary Allum of Martins, Arndale Centre, Eastbourne. Winner of the multiples section was Woolworth, Hounslow.

Dealer warning on Killing Joke

A WARNING to dealers not to handle alleged Killing Joke bootleg albums has gone out after EG Records obtained High Court orders preventing the manufacture, sale or distribution of the recordings entitled The Bums Rush, The Unperverted Pantomime and The Original Killing Joke.

"In some cases we are led to believe that The Bums Rush is being sold as the new Killing Joke LP," says Polydor in a letter to dealers, "and we feel it is only fair to point out that stocking this, or any of the other items, will result in legal proceedings being taken."

The (legitimate) new Killing Joke album, The Fire Dances (EGMD 5/EGMDC 5), was released on July 15.

How to handle theft—official

GUIDELINES FOR retailers wishing to take out private prosecutions of suspected shoplifters have been issued by the National Chamber Of Trade after consultation with the Home Office.

"In recent months, much concern has been expressed by NCT members about the reluctance of some police forces to prosecute in cases of alleged theft from shops," says NCT director general Leslie Sweeney. "In more and more instances, shopkeepers have to decide whether to bring private prosecutions."

The guidelines are available from the National Chamber Of Trade, Enterprise House, Henley-On-Thames, Oxon RG9 1TU.

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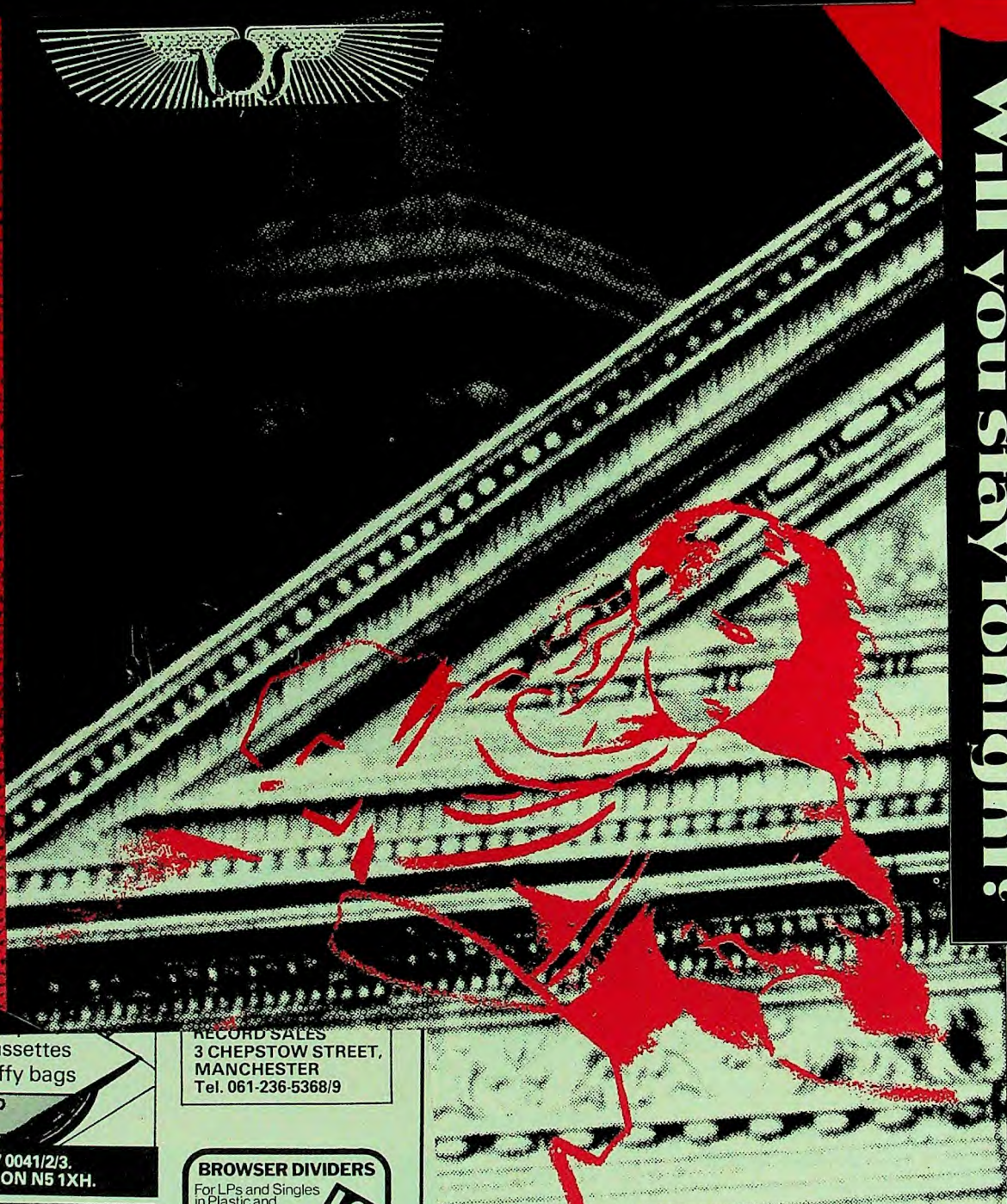


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VIDEO WEEK

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THIS WEEK



● MP Graham Bright's Bill on video content has serious implications. p36



● Will home computers swamp the games market? p14



● The VTA has plans for the ideal shop p28
 ● An essential dealer guide to security p32, 34
 ● A critical view of cassette design p40
 ● Wholesalers plan to stick together. p27



● Video Extra features the Best of British centre pages

Cheap blockbuster trial waits for "right timing"



CIC: Star Trek II, but at a price

CIC VIDEO has lined up Star Trek II: The Wrath of Khan to spearhead its autumn sell-in season — but not at a giveaway dealer price.

Following the US release of cut-price blockbusters, including Star Trek II, CIC fuelled speculation in the spring that a low-price recent theatrical release would top the company's autumn releases in a bid to encourage firm sales.

Although this will not now take place in September, CIC has not ruled out all prospects of a low-price experiment.

"They are still only prospects at the moment, but we will do something along those lines at some time," says CIC's Laurie Hall. "I think it comes down to timing. Just because we released Star Trek II in the US in that way, there's no reason to do the same here. It's a different territory."

Strong possible contenders for the cut-price treatment before Christmas are Airplane II and An Officer And A Gentleman.

Star Trek II's release has been set for the week ending September 9, along with Goin' South, at a dealer price of £31.50 (excluding VAT). The sell-in period begins this week.

The former, released theatrically last summer, is the third Star Trek tape from CIC. As well as the first movie, two episodes from the TV series — Space Seed and The Changeling — appeared on one tape on the Arena label in May and the story of Space Seed is continued at feature length on Star Trek II.

Goin' South was directed by and stars Jack Nicholson plus John Belushi.

Released at the same time are the latest titles in CIC's Arena series, with a dealer price of £19.50

(excluding VAT). The four titles are Woody Allen's Play It Again Sam, Jane Fonda and Robert Redford in Barefoot In The Park, Gregory Peck as MacArthur, and Gray Lady Down, starring Charlton Heston, Stacy Keach and David Carradine.

New look VCL Video

VCL VIDEO has undergone "a complete re-vamp", backed by new appointments and a strong line-up of new releases over the next few months.

"In the last year we have been determined to build up the international status of the company and have not been fighting to buy films at high prices," says the company's marketing and publicity manager Martin Goldthorpe. "Now that we've built up our financial strength we have been able to line up an impressive list of feature films for the coming months, including several with a theatrical release."

These kick off with Brainwash on August 24, followed by Runners and House On Sorority Row.

Among new appointments at the company are Nigel Wake in the new role of financial director, responsible for the financial direction of the company both here and abroad, and Alan Welch who joins VCL as sales director-designate. Geoff Goy has joined the company as sales executive for facilities.

Dual standards warning

THE BRITISH Videogram Association is launching a campaign against what it warns could be a system of "dual standards" once MP Graham Bright's Bill becomes law next year.

BVA chief executive Norman Abbott posted the warning at a special Video Trade Association meeting on the topic at Crystal Palace last week when predicting that the new Private Member's Bill could impose greater restrictions on video releases than apply to

cinema releases, leading to a major influx of organised crime.

In another session on piracy, Warner Home Video's newly-appointed MD David Rozalla said that low pricing loses the video industry more potential revenue per day than piracy.

"We're not making enough money," he said bluntly. "Curing piracy is one solution, but it is not the only one."

"The other solution is to charge a premium price for premium pro-

duct. If people want the new movies in quantities, we have got to make more cash."

The trade is losing an estimated £76,000 a day on Warner product and of that £49,000 could be attributed to low pricing and only £27,000 to piracy, based on rentals being charged today compared with a year ago. Rozalla said he would like to see a three-tier pricing system — £3 for major recent titles, £2 for good items not televised, and £1 for others.

September Release

The second of Russ Meyer's Bosomania Blockbusters



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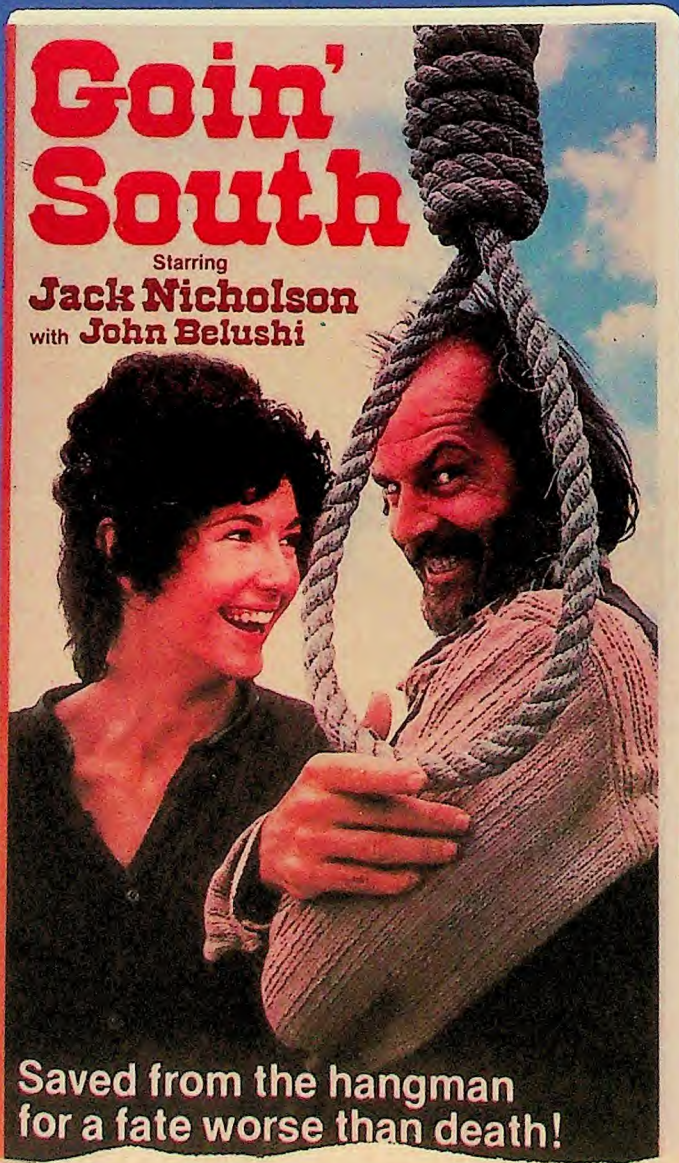
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NEW PRODUCT

Promo: Palace bypasses 'unimaginative' dealers

VIDEO DEALERS can be brick walls in the path of releases other than feature films, says Irving Rappaport, director and general manager of Palace Video, which is now placing as much importance on direct-to-the-public promotion as dealer promotion when it comes to the launch of "specialist" titles.

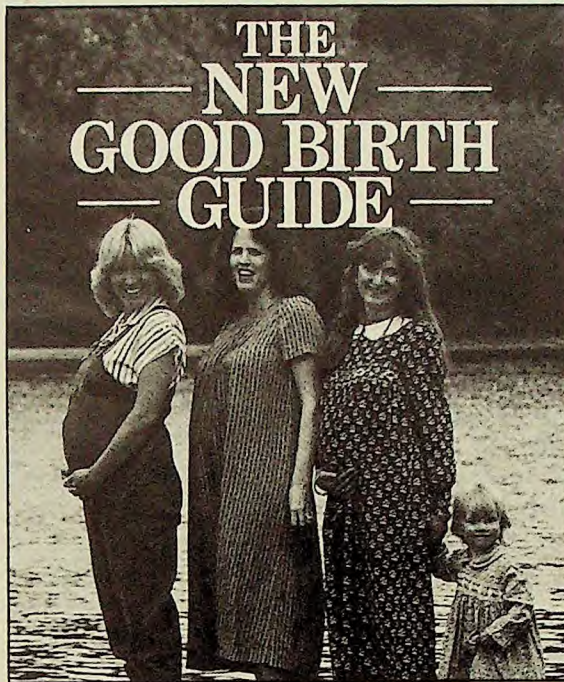
"Obviously retailers have to be careful what they stock," says Rappaport. "But they are doing themselves an injustice by not being imaginative sometimes."

"Take our Coronation Street cassette. When we released that last November, take-up by the trade was pretty unexciting although we expected it to be much in demand from the public. More recently, we persuaded Granada Television to promote the title at the end of a number of Coronation Street TV screenings, and the public response has been fantastic. We have shipped out 2,500 copies in the last month alone."

Rappaport's "brick wall" accusation comes as Palace is set to launch a new specialist title, *The New Good Birth Guide*, in which six sets of parents are followed through the course of pregnancy. And it, too, will be introduced with particular emphasis being attached to direct-to-the-public promotion.

In fact, all pregnant women will receive information as to the availability of the cassette as part of the NHS pack they automatically receive.

"It is not that we are forgetting the trade," says Rappaport. "In



fact, we want to encourage them because we need them as much as they need us. What we are saying is that titles like *The New Good Birth Guide* can be significant sale and rental items.

"As W H Smith has decided. When we first approached them about stocking *The New Good Birth Guide*, they were not over-

enthusiastic. Then they showed the tape to some of the young couples around their head office, and the reaction was so enthusiastic that they have now ordered copies for every branch of Smith's with a video department — the first time that has ever happened with a Palace Video release."



Improper Channels

Wide range appeal from Rank

OPERA, HORROR, sword-and-sorcery and family adventure all figure in a broad spectrum of August new releases from Rank Video. Lead title of the nine-strong launch is shocker *Just Before Dawn*, a film which Rank describes as "the most powerful movie of its kind since *Texas Chainsaw Massacre*".

Also falling into the horror category are *Creeping Flesh* with Peter Cushing and Christopher Lee, and *De Sade*, starring Keir Dullea and veteran actor John Huston. While at the other end of the spectrum are the Will Hay comedy classic *Good Morning Boys* and Strauss opera *Der Rosenkavalier*.

And falling somewhere in between are *The Norseman*, *The People That Time Forgot*, road drama *Return To Macon County* and weepie *Improper Channels*.

3M tackles World Cup Finals film



3M HAS released *G'ole*, the official commemorative film of the 1982 World Cup finals, which captures all the atmosphere of last year's final at Madrid between Italy and Germany in 100 minutes. Sean Connery narrates with musical accompaniment of Rick Wakeman.

Available in mid-August, *G'ole* will be distributed in all three formats at a trade price of £18.25.

Manson: the movie

THE FAMOUS murders of Charles Manson appear on video in *Worldwide's The Other Side Of Madness*, released through Palace Video. The film tells the true story of Manson and the brutal crimes he committed with his hippy followers.

Thriller heads CBS/Fox releases

THE CHALLENGE, a thriller about a young American who gets caught up in a bloody Japanese family feud, spearheads the August releases from CBS/Fox Video.

Other titles in the five-strong launch are *Back Roads*, a light-hearted comedy starring Sally Field and Tommy Lee Jones about two youngsters on their way to California in search of their fortune; *Move*, a comedy about a porno movie writer who seeks a new start by moving apartments; *Pretty Poison*, a psychological thriller starring Anthony Perkins and Tuesday Weld; and *Flight Of The Phoenix*, with James Stewart, Richard Attenborough and Hardy Kruger among plane crash survivors stranded in the desert.

The French connection: AFE goes adult

A FE VIDEO enters the adult video market with the release of *New Look*, a "sophisticated" adult magazine programme produced in France, featuring aspects of Parisian life that tourists never see plus a visit to Bangkok, sex capital of the world.

Available at a trade price of £18.95, *New Look* runs for 60 minutes. AFE's MD, John Parry, comments: "There is an obvious need for an up-market adult magazine and *New Look* will certainly fill this gap."

Embassy's triple

THREE FEATURE films make up Embassy Home Entertainments August releases, each headed by a strong cast. *Goldengirl*, *All The Way Boys* and *Diamonds* all carry a trade price of £30.

Colour Your Home Video

THE SECRETS of using colour to make a home more attractive are revealed in the latest release from Michael Barratt Home Video.

The *Dulux Videoguide To Colouring Your Home* runs for 55 minutes and carries a trade price of £9.75 excluding VAT. The low price reflects Dulux's sponsorship of the production, but there are no forms of direct advertising carried on the tape to interrupt viewing.



A Barratt home

Now it's the video 'nicies'

VIDEO 'NICIES' seem set to be a summer phenomenon. Intervention is re-promoting 20 of its family entertainment titles under the saintly banner of *The Halo Collection*. And PolyGram, too, is aiming at the family with its August new releases.

Intervention's re-promotion is an attempt to provide an antidote to the much-publicised video "nasties", says marketing director Judith Monday. "It seems a shame that the video industry is rebuked almost daily in the newspapers at the

moment," she says.

"The emphasis is always on the video 'nasties' so *The Halo Collection* is an attempt to redress the balance — even at the risk of being totally ignored by Fleet Street.

"Obviously the authorities are going to be looking extremely closely at all video product, but we feel that these particular films could cause no offence to anyone. We want to provide the best in family entertainment."

The *Halo Collection* titles, all specially priced, range from all-

action feature films like *Zulu Dawn*, *Fall Of The Roman Empire* and *Inside Moves* to kid-vids like *Smurfs And The Magic Flute*, *Pinocchio* and *Jack And The Beanstalk*.

PolyGram Video's August releases are spearheaded by *The Flight Of Dragons*, an animated film based on the popular *Dungeons And Dragons* role-playing game, and also include wild-life adventure *The Last Giraffe* and a kids comedy called *Nutcase*.

Further adventures of Alice



SHOCKERS ARE put to one side as Atlantis Video changes it tack for its latest release — a £3m modern-day version of *Alice In Wonderland* starring *We'll Meet Again* star Susannah York and French heart-throb Jean Pierre Cassel (left).

Alice will be subject to a 12-month TV holdback and is set in the south of France and Poland. It features an Alice who, depressed at the failure of her marriage, gets caught up in the

glittering swirl of the Queen Of Heart's Sloane Ranger set.

The film is full of songs and dance routines, and according to Atlantis managing director Roger Coghill, is aimed at the same sort of audience that has made *Fame* and *Flashdance* such successes. Release date is the end of August, and dealer price £26 plus VAT.

The film was only recently completed, with Alice's vocals sung by Lulu. A theatrical release is not expected until 1984.

NEWS



Fiona Maxwell (above)

Crisis to the rescue

THE FIRST temp service specialising in stand-in staff with video experience has just started business in London. Crisis Video Service has been formed by Fiona Maxwell who has eight year's experience in the technical aspects of the video and TV industries.

"The video and TV industries have a language and life of their own," she says. "And when a schedule, sales or reception person goes on holiday or falls ill it is almost impossible to find a temp who can technically handle and understand the job."

"Crisis Video Cover changes all that because we have experienced video temps who can step into staff shoes at very short notice. This is the first service of its kind and one that is badly needed."

Temp rates start at £35 per day for a receptionist to £45 per day for schedule and sales staff. For full details ring 01-286 8909.

Games packs

ATARI MAINTAINS that good, colourful point-of-sale material is an essential element in the retailer's effort to build sales in the fast-moving world of video games. And, to back its belief, it has just launched point-of-sale packs for its two latest games cartridges, Centipede and Ms Pac-Man. The packs comprise shelf strips, stickers and self-assembly mobiles.

Parker moves into new area

PARKER IS the latest video games company to move into the production of software for the burgeoning UK home computer market with software for a range of computers including the Atari 400 and 800, Commodore VIC 20 and the new IBM.

But Parker will not neglect the market for games for dedicated games consoles and will continue to produce cartridges for the Atari 2600, and start producing games for the CBS Colecovision, Philips G7000 and Mattel Intellivision consoles.

Its dedicated-machine and home-computer cartridge launches will be backed by a £4m promotional campaign in the UK, largely based on TV advertising and extensive in-store dealer promotion.

50 per cent of homes will own a VCR by 1988

SPENDING ON video software will rise steadily through the Eighties as the ownership of video reaches 50 per cent of households by 1988.

These are among the conclusions of the latest forecasting report on *Media Leisure* produced by Leisure Consultants.

As VCR penetration rises from the current 25 per cent of households, the report predicts a greater emphasis on pre-recorded cassettes as the range of titles available widens. The expected shift in the use of video from primarily entertainment to more of a source of information and instruction will also encourage people to buy rather than rent the tapes they need.

After the massive leap in consumer spending on video software last year to £270m, representing an increase of 132 per cent, the rise this year is reckoned to be more modest, by 5.3 per cent to £218m. This should increase by 12.8 per

cent to £246m and eventually to £419m in 1988.

The report shows that demand for hardware has kept up very well in the first quarter of 1983. Apart from the underlying desire to own a VCR, people have been encouraged to buy a machine now by fears that the fall in sterling and the new EEC import agreement will mean higher prices from mid-year and possible shortages.

As VCRs become more established, there is likely to be a steady swing away from rental to direct purchase of machines and the report estimates a 50:50 split for new deliveries by 1986.

There will be an increasing degree of competition through the Nineteen Eighties from video disc systems but these will be slow to achieve any substantial market penetration, perhaps reaching 10 per cent of households by 1988. Leisure Consultants suggests the inability to record on disc systems

will remain a substantial disadvantage, while consumers will be slow to recognise the special advantages of discs.

Copies of the full *Media Leisure* reports are available (with the company's Annual Leisure Review) for £150 from W H Martin, Leisure Consultants, Lint Grows, Foxearth, Sudbury, Suffolk.



RANK VIDEO has started a free window display service for leading video dealers throughout the country. The service is currently available to 250 outlets, and is updated on a monthly basis to coincide with Rank's new releases. Pictured above are Nigel Roberts (left), managing director of London's Tottenham Court Road shop *Land Of Video*, "window shopping" outside his store with Rank Video's London area manager Phil Street.

Rozalla named new MD at Warner Home Video

DAVID ROZALLA has been appointed managing director at Warner Home Video following the promotion of Ed Byrnes to the position of vice president, Warner Home Video, WEA Europe Incorporated.

Rozalla, who is now responsible for all aspects of Warner activities in the UK, was formerly director of marketing and one of his first tasks is to recruit a replacement.

Coming from a long background in marketing records and audio tape, he becomes one of the youngest MDs in the video business at the age of 32.

Another marketing vacancy arises as Steve Ayres, leaves his position as sales marketing manager at MGM/UA to become MCA Record's director of sales and marketing.

First UK deal for CBC

A DISTRIBUTION agreement signed with the Canadian Broadcasting Corporation at this year's MIP-TV at Cannes brings new product to Intervision and marks CBC's first UK distribution deal.

Intervision managing director Bev Ripley comments: "The arrangement is in line with Intervision's policy of always seeking to break new ground and to obtain the very best product."

The three major CBC features to be released in the near future on the Intervision label are the drama, *You've Come A Long Way, Katie*, *Best Of Both Worlds*, a comedy love triangle, and a disaster film, *Accident*.

Prizes galore

A FE VIDEO is lining up a major incentive scheme with monthly prizes of weekend holidays in Paris and Amsterdam.

A security numbering system is carried by all AFE tapes; each month a film celebrity will draw a number at AFE's Pinewood Studios headquarters and the winning dealer will be invited to Pinewood Studios to receive the prize.

As well as providing an obvious incentive to dealers, AFE Video hopes to draw further attention to its latest anti-piracy move.



FREEZE-FRAME

● Following the launch of the extravagantly-named McNallyvision, expect news of another new UK video system with similar claims to be "pirate-proof" ... EEC consumer watchdogs calling themselves the Consumers In The European Community Group have lined up with the Tape Manufacturers Group in lobbying against suggestions for a levy on blank tape ... VTC reports worthwhile response to its Scottish and Cumbrian dealer road shows - an enterprising early start to the autumn sell-in ...

● Expect music on video product from MCA following Steve Ayres' arrival from MGM/UA next month as part of this summer's job merry-go-round ... "Like carrying coals to Newcastle", says a delighted Electric Video boss Adam Cole after signing a deal to provide the US Playboy Channel cable TV station with eight further programmes as part of a deal said to be worth more than \$1m ... In its annual report The Heron Corporation promises "a constant search for new product" following the acquisition of Videoform ...

● According to *hysbysrwydd* reaching *Fideo Week* (no, our printers haven't had a brainstorm, it's just a press release about BBC Video's new programme featuring Welsh entertainer the late Ryan Davies) pirates in Wales are warned not to transgress the *Deddf Hawlfraint 1956* ... It was all Greek to everyone at the launch party of Daley's Decathlon, hosted appropriately for FilmTown and VideoSpace at the Greek Embassy ... Expect larger wholesalers to speak more with one voice from September onwards ...

● Video juke boxes are gradually becoming significant outlets for visual material and are even creeping into video stores ... Compromising pictures resulted from the visit to VW's offices of a gorgeous lady dressed just as she appears on the cover of the Xtasy label's *Centrefold Fever* and will certainly, not find their way into print ... Have not yet had a visit from Delta Video's Ted Taber dressed as a debonaire Guy The Gorilla, but, judging from the dozens of photographs *Video Week* has received, almost everyone else has ...

VIDEOWEEK

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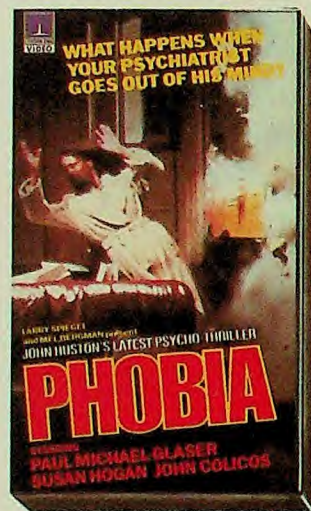


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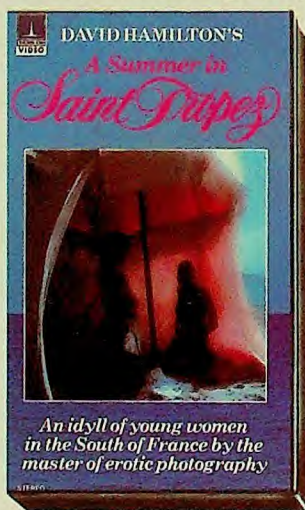
High camp, low farce and bitter tragedy is the potent mixture in *Privates on Parade*, a major August release from THORN EMI VIDEO. Dennis Quilley is superb as the flamboyant drag artiste Acting Captain Terri Dennis, whose troupe entertains the troops in Malaya in the troubled late 1940s. John Cleese also stars as the naive Major Giles Flack. Suspicious things going on behind his back end with disastrous consequences when live bullets remind them all that this is a theatre of war. In *Phobia* Paul Michael Glaser of *Starky and Hutch* plays a psychiatrist attempting to prove to his patients that their

phobias are all in the mind. But things go terrifyingly wrong as one by one they become the victims of their own worst fears. David Hamilton is a photographer obsessed with the beauty and innocence of young girls. And in his lyrical tribute *A Summer in Saint Tropez* Hamilton's girls reveal their grace and charm as they amuse themselves with harmless escapades in a remote country house. *Fedora* is a bewitching mystery by the great director Billy Wilder starring William Holden, Marthe Keller and Henry Fonda. A legendary Hollywood star is kept prisoner on a Greek island in this cunning tale of intrigue and scandal. From a screen

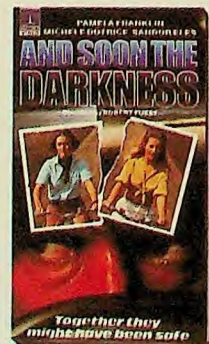


beauty to *Beauty and the Beast* in Jean Cocteau's classic French film *La Belle et la Bete*. The film has an atmosphere and the extravagance of a dream weaving a blinding spell of mystery and magic. Another mystery is

horrifyingly unravelled in *And Soon The Darkness* a story of two English girls on a cycling holiday in France. One girl disappears. Or does she? Rock history was made when George Harrison brought together an amazing array of super-stars in *The Concert for Bangla Desh*. Ringo, Eric Clapton, Bob Dylan and many others were all there giving legendary performances recorded for posterity on this great tape. There are other lasting images in volume 2 of John Hedgecoe's photography series *What a Picture!* The well-known Professor of Photography at the Royal College of Art demonstrates the art of his craft including ways to achieve stunning shots of the nude, both erotic and romantic. To cope with the army of customers you can expect, ring EMI Telephone Sales, or Michael Gardener on (01) 561 8722 for details of all our hot August titles.

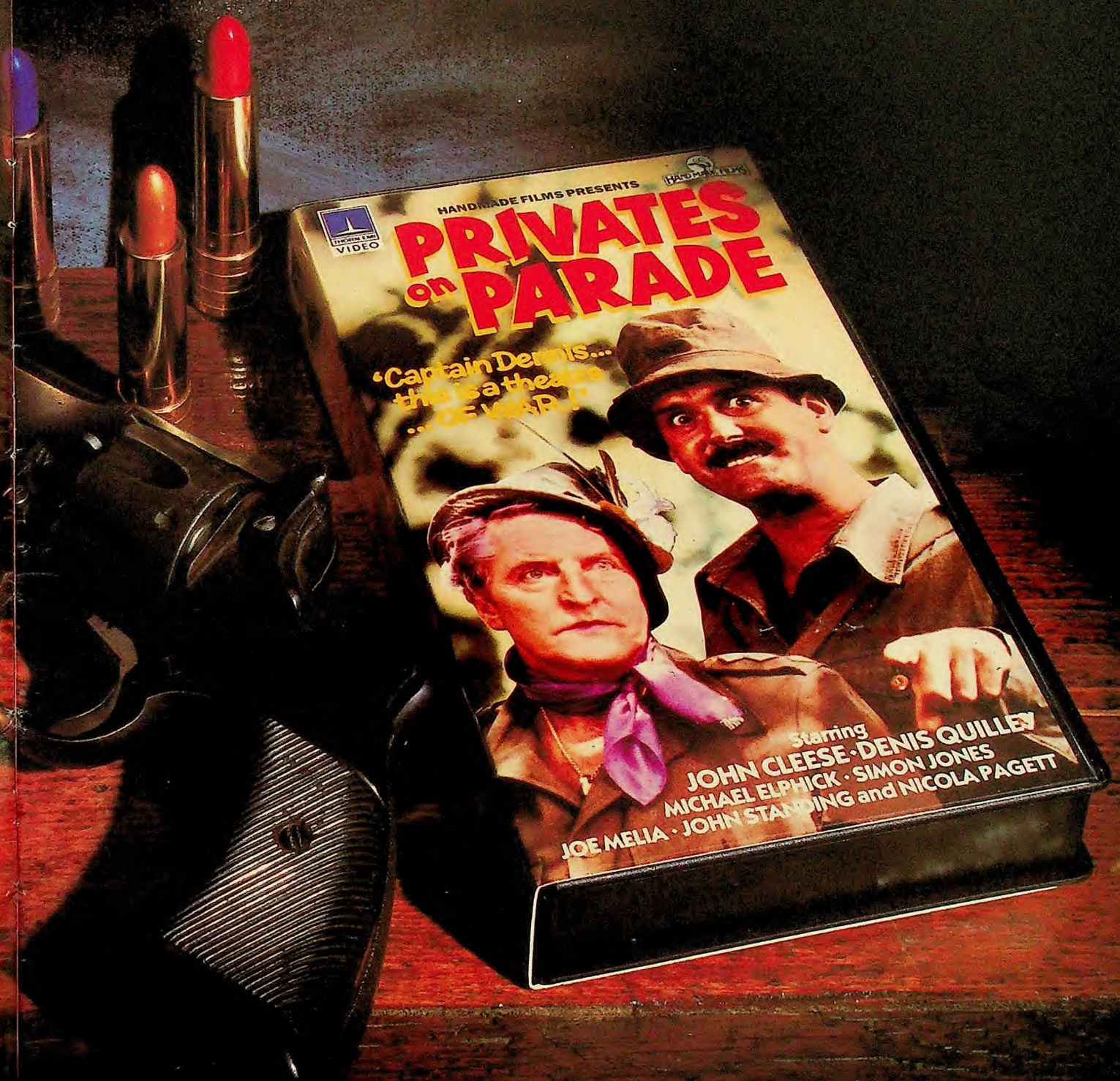


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LEADERS IN HOME VIDEO ENTERTAINMENT.



NEWS

Library move spells danger for dealers

A JOINT move by Video At Home and Thorn EMI Cinemas could sound the death knell for many independent retailers if developed on a national scale.

A new video library next to the ABC Film Centre in Lothian Road, Edinburgh, opened last month with highly competitive prices and a mid-week half-price rate operating from Monday to Thursday.

This means that members paying

the usual Video At Home catalogue prices of £2.50, £2.00 or £1.50 at weekends can pick up a tape for as little as 75p during the week.

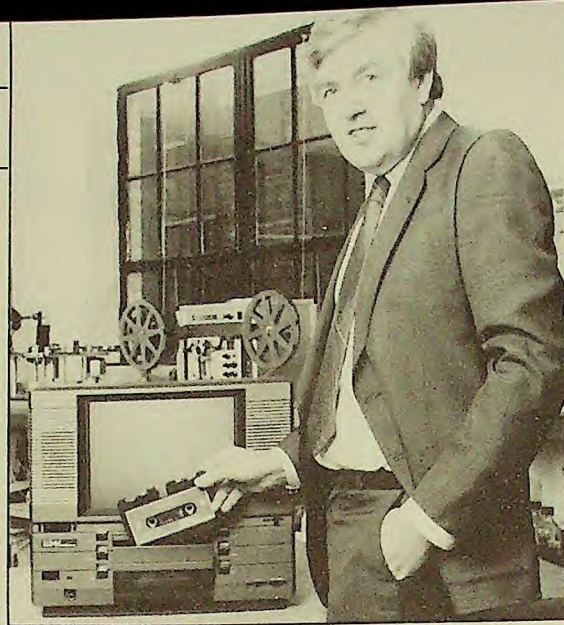
The entire Video At Home catalogue is stocked as are a number of old Magnetic Video titles and others which have been specially bought in by Video At Home, but which are not included in the catalogue. Titles not in the catalogue carry the half-price rental rate throughout the week and all are available in both VHS and Beta formats.

The library is open seven days a week from 10am until 10pm Monday to Saturday, and from 2pm until 10pm on Sundays, staffed by specially-trained personnel.

A second branch is to be opened in Northampton at the end of August, the start of a projected chain of video libraries spreading over the country.

Video At Home's Elizabeth Stockwood says: "If these two are successful we will be looking around for new sites. There aren't any proposed at the moment, but obviously Thorn EMI has cinemas throughout the country."

Siting the libraries next to cinemas is no coincidence — Video At Home hopes to attract the custom of film enthusiasts. Stockwood says: "The sites are good. They are self contained shops, but part of the cinema property. We looked at other places, but either the cinema was out of touch with the shopping precinct or the shops themselves were not big enough. Our rental rates are competitive and we are very enthusiastic."



INVENTOR MCNALLY: High hopes for his 'pirate-proof' baby.

UK challenges Japanese with low cost system

THE UK is set to have its own home-grown "video" playback system in six months' time. And it will be low-cost and allegedly pirate-proof, according to inventor Graham McNally.

The system, called McNallyvision after its creator, was developed during the course of six years work in top-secret conditions at a London laboratory.

"We intend to take the Japanese on at their own game by providing a video system that the poor can really afford for the first time," McNally predicts.

McNally anticipates that McNallyvision hardware will cost between £150 and £175, depending on whether the customer opts for a machine with integral view-screen, one that projects its picture on to a separate screen or one that connects to a TV in conventional video fashion.

Software will be very cheap as well, he believes — around £10 to the consumer for a typical two-hour feature film and around £2 for a "two-sided" stereo-sound video music "single".

Talks are currently under way with at least half a dozen programme distributors whom McNally claims are delighted at the concept of his playback-only system — particularly its purported pirate-proof quality.

This stems from a lock-and-key player and cassette design. The player carries 95 per cent of the playback electronics, the other five per cent are contained actually within the cassette, and are moulded in at assembly time.

An electronic interlink coding system between player and cassette makes it impossible, McNally maintains, for the machine to play a pirate cassette. And there is no way of bypassing this coded data system because its random characteristics actually change while a cassette is being played.

McNally describes the cassette itself as a "hybrid" of video, film and audio technologies. It looks like a large audio cassette, plays

back in audio tape-style first in one direction, then the other, but contains ultra-thin film stock carrying scanned images and a stereo sound stripe.

"And every single aspect of the system's development is British through and through," McNally says. "We want all the hardware and software to be ultimately manufactured here, though, initially, for production-capacity reasons, some of the components and assembly work will have to originate in Japan and Hong Kong."

McNallyvision was demonstrated recently to representatives in London. The perceived sound and picture quality from all three prototype players on show was unarguably poor. But McNally maintains that all will be all right on the night, adding that a lot of money is to be spent before the launch getting the system 100 per cent right.

Choice on Sophie

PRECISION Video is going ahead with the August launch of Sophie's Choice despite the likelihood that its new anti-piracy measures will not be ready in time.

The aim was to make counterfeit copies of the cassette more readily detectable, a feature that will be included on all future releases, reflecting Precision's concern at the current level of counterfeiting.

"I have one man working full time just looking out for counterfeiters," says Precision head Walter Woyda. "Take On Golden Pond, for example. We estimate that, for every legitimate copy, three counterfeiters are circulating."

"And, of course, Sophie's Choice is even more of a prime target. But we could not delay its launch after we had already announced it, anti-piracy measures or not."

Green light for Electric Blue



IN WHAT was widely regarded as a test case for the Electric Blue series, a destruction order under Section Three of the Obscene Publications Act was refused recently at Marlborough Street Magistrates Court

A London stipendiary magistrate dismissed all charges that the company's series of "girlie" magazines on tape depicted sexual acts of an unnatural nature. Pictured above giving the magistrate's ruling their thumbs-up are (left to right) Electric Video's David Sweet, director Adam Cole, sales manager Steve Hughes and production manager Vic Marchant.

Royal premiere in the balance

THE FIRST Royal premiere for a video release could be scrapped following fears that the film's theatrical success could be hit if the simultaneous launch goes ahead.

Odyssey Video and Enterprise Pictures had planned a joint cinema and video premiere for a



OLIVER: More success if Odyssey holds back?

new version of Oliver Twist at the Classic Cinema in London's Haymarket on November 2 in the presence of Princess Anne.

Now, however, while the Royal film premiere will go ahead as scheduled, the video release of the George C. Scott/Tim Curry/Michael Hordern film looks likely to be delayed because of pressure from the Cinema Exhibitors Association.

"The theatrical exhibitors are concerned about the number of simultaneous cassette and cinema releases and the effect such co-incident releases can have on the theatrical success of major releases in particular," says Adrian Munsey, head of Odyssey Video.

"There is a feeling that Oliver Twist could be a big success theatrically, so we are thinking of holding fire on the video release to see what happens."

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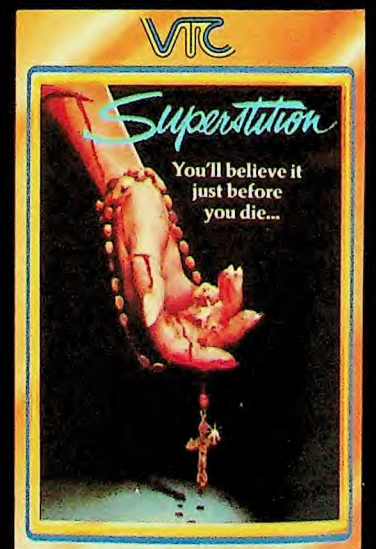


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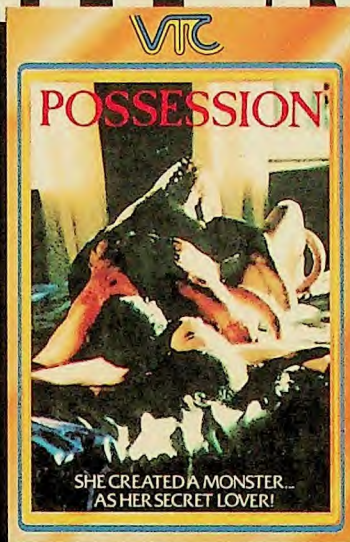


VTC 1036

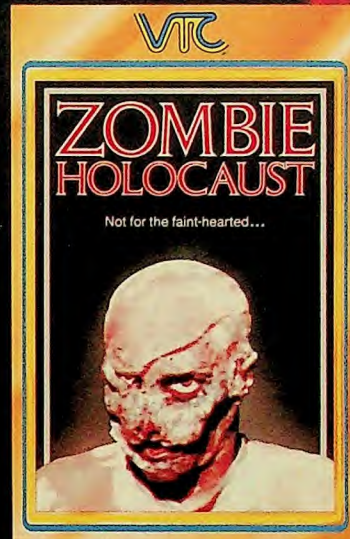
THE FRIGHTENERS



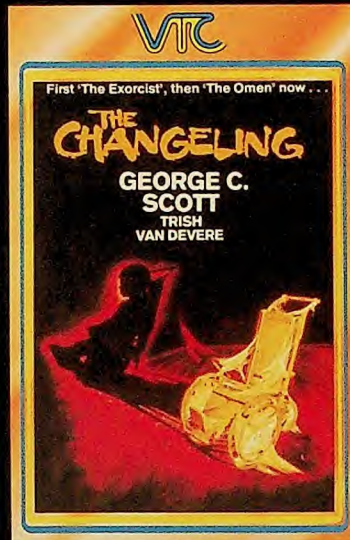
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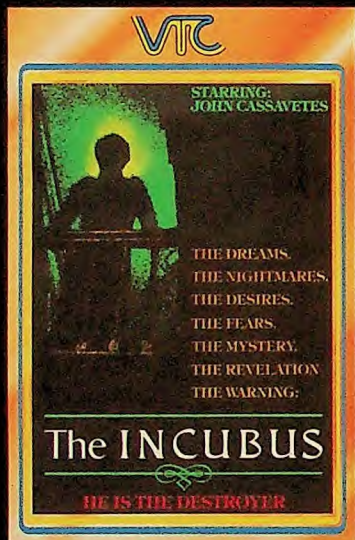
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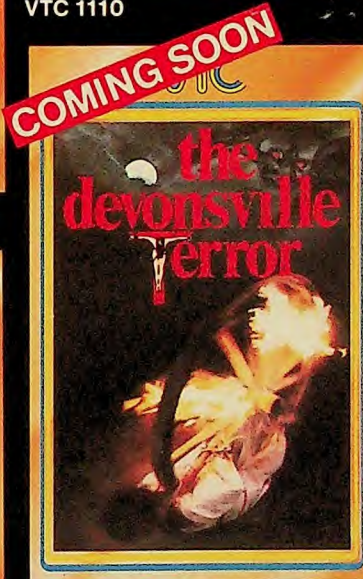
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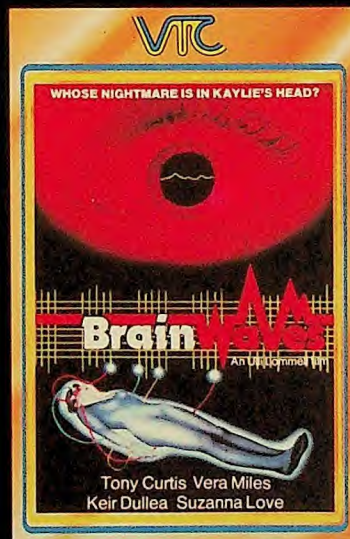
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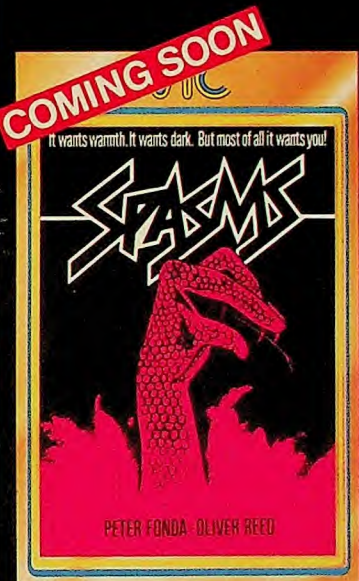
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INTERNATIONAL NEWS

Ira Mayer reports on the impact of Coleco at the recent CES

Coleco: It's all in the box

CHICAGO: COLECO'S Adam home computer may well have been the star of Consumer Electronics Show this summer — heralded even before the show began with an exclusive half-page story in the *Wall Street Journal*.

The significance of the new model, which Coleco expects will retail for about \$600 (£400), including terminal, data recorder and daisy wheel printer, is that it will be sold as a package — "bundled", as the current jargon has it.

The reasoning is simple, according to Coleco's vice

president Al Kahn: the consumer is confused enough about home computers and wants to be sure that everything he or she needs in order to use one comes "in the box" and is there as soon as it is unpacked.

Whether consumers are ready for a machine as sophisticated as Adam, or one at that price level (even if buying the individual components of other systems would add up to the same eventual investment), was the primary debate of the show.

"You'd have to be crazy not to be thinking about bundling," admits an executive with Texas Instruments, who preferred not to be identified. Texas has not made such a move as yet (though in the

wake of poor sales registered in the second quarter it would hardly be surprising if it did so with the 99/4A before Christmas), though Atari and Mattel have.

Atari's response to the Coleco challenge came by way of an announcement one day into the show that its own 600XL (replacing the 400) would be bundled with an even better printer and equivalent data recorder — also at the \$600 (£400) level.

Mattel's Aquarius line — not especially well received when introduced six months ago, and with little presence in the market as yet — will be similarly packaged, with all of these systems adaptable for games as well.

As big a problem as marketing

for Coleco's Adam — with the company promising to spend \$25m (£16m) on advertising as part of the formal rollout — is production, and many on the floor at CES doubted that Coleco would be able to meet its August deadline.

Last minute manufacturing problems for the microwafer "stringy floppy" disc drive that was to have been Adam's data recording system forced the company to switch to audio cassettes two weeks prior to CES.

All of Coleco's promotional photos featured the Microwafer, which ideally would have been a far faster retrieval method than cassette, though the company claims its cassette system is

quicker. Rumour has it Coleco also did not want to be prey to one manufacturer for the supply of all its disc drives, as would have been the case with the Microwafer.

Regardless, those working on software for the system say they are still at it — and that they have been given variously, September and October target dates.

That could conceivably still get Adam into the stores for the November and December shopping boom. And that's where Adam, and the concept of bundling, will really have to prove themselves.

Dutch raids criticised

AMSTERDAM: VIDEO tapes, VCRs and other equipment worth over £260,000 have been confiscated from videotheques in three Dutch cities, following raids carried out by the new Video Security Foundation and members of the police. But a lawyer acting for Dutch video retailers has attacked the Foundation's activities as "inexpert and unacceptable," in a move that could have serious consequences for the country's anti-piracy drive.

A total of 15,000 counterfeit video cassettes was seized in the latest raids at Den Bosch, Zaltbommel and Rosmalen, and a further 8,000 pirated tapes in a related raid on a video wholesale company. Quality of the counterfeit software was described by a Video Security spokesman as "very poor".

A few days after the swoop, lawyer P Signer, adviser to the Dutch Association of Video Retailers, criticised the activities of the Video Security Foundation. He said there was considerable doubt whether all confiscated video tapes were in fact illegal, and to demonstrate the difficulty of distinguishing legitimate software from counterfeit he called as witnesses two employees of copyright organisation BUMA/STEMRA, and showed them a number of video cassettes. Neither expert was able to say which were bona fide.

White Button on tape

ZAGREB: YUGOSLAVIA'S first commercially marketed video cassette went on sale here during the recent Song Contest in the tourist resort Split. Made by record company Jugoton, it features the country's top rock act Bijelo Dugme (White Button).

Only 450 copies are available, and Jugoton is expecting a good sale as there are estimated to be over 60,000 VCRs in Yugoslavia. The cassette is selling at around £30.

US TOP TWENTY

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SALES				RENTAL			
This Week	Last Position	Weeks on Chart	TITLE Copyright owner, distributor, catalogue number	This Week	Last Position	Weeks on Chart	TITLE Copyright owner, distributor, catalogue number
1	4	4	48 HOURS Paramount Pictures, Paramount Home Video 1139	1	14	14	48 HOURS Paramount Pictures, Paramount Home Video 1139
2	1	62	JANE FONDA'S WORKOUT □ (ITA) KVC-RCA, Karl Video Corporation 042	2	2	6	SOPHIE'S CHOICE CBS Fox Video 9076
3	2	22	AN OFFICER AND A GENTLEMAN □ Paramount Pictures, Paramount Home Video 1467	3	1	11	FIRST BLOOD Thorn/EMI 1573
4	7	4	HIGH ROAD TO CHINA Warner Bros Pictures, Warner Home Video 11309	4	17	4	HIGH ROAD TO CHINA Warner Bros Pictures, Warner Home Video 11309
5	4	12	AIRPLANE II — THE SEQUEL Paramount Pictures, Paramount Home Video 1489	5	5	7	THE TOY RCA/Columbia Pictures, Home Video 10538
6	16	5	FRANCES Thorn/EMI 1621	6	NEW	NEW	THE VERDICT CBS Fox Video 1188
7	9	5	ALICE IN WONDERLAND Walt Disney Home Video 36	7	7	6	FRANCES Thorn/EMI 1621
8	5	8	LORDS OF DISCIPLINE Paramount Pictures, Paramount Home Video 1433	8	9	8	MY FAVOURITE YEAR MGM/UA Home Video 800188
9	NEW	NEW	THE VERDICT CBS Fox Video 1188	9	NEW	NEW	MAD MAX Vestron V 4030
10	NEW	NEW	MAD MAX Vestron V 4030	10	4	8	LORDS OF DISCIPLINE Paramount Pictures, Paramount Home Video 1433
11	13	20	BLADE RUNNER ● Embassy Home Entertainment 1380	11	3	9	BEST FRIENDS Warner Bros Pictures, Warner Home Video 11265
12	10	9	BEST FRIENDS Warner Bros Pictures, Warner Home Video 11265	12	NEW	NEW	THE STING II Universal City Studios Inc, MCA Dist. Corp. 71015
13	6	11	FIRST BLOOD ● Thorn/EMI 1573	13	6	22	AN OFFICER AND A GENTLEMAN Paramount Pictures, Paramount Home Video 1467
14	NEW	NEW	AIRPLANE I □ Paramount Pictures, Paramount Home Video 1305	14	8	10	AIRPLANE II — THE SEQUEL Paramount Pictures, Paramount Home Video 1489
15	8	6	SOPHIE'S CHOICE CBS Fox Video 9076	15	11	22	ROAD WARRIOR ● Warner Bros Pictures, Warner Home Video 1181
16	14	7	THE TOY RCA/Columbia Pictures, Home Vide 10538	16	12	5	KISS ME GOODBYE CBS Fox Video 1217
17	18	11	GREASE ● Paramount Pictures, Paramount Home Video 1108	17	NEW	NEW	I, THE JURY CBS Fox Video 1186
18	15	35	STAR TREK II — THE WRATH OF KHAN (ITA) □ Paramount Pictures, Paramount Home Video 1180	18	10	9	LOVESICK Warner Bros. Pictures, Warner Home Video 20011
19	NEW	NEW	PLAYBOY'S PLAYMATE REVIEW CBS Fox Video 6255	19	13	9	TIMERIDER Pacific Arts, Video Records; MCA Dist. Corp. 528
20	NEW	NEW	WINNIE THE POOH Walt Disney Home Video 025	20	NEW	NEW	THAT CHAMPIONSHIP SEASON Cannon Films, Inc., MGM/UA Home Video 800221

Late entries from Warner-Pioneer

TOKYO: WARNER-PIONEER, a late arrival in the Japanese video software marketplace, has finally made its entry with a debut release batch of five titles, including Rod Stewart's Live At The LA Forum and Paul Simon In Concert.

The other three titles are Eikichi Yazawa's Miles And Miles, Mashashi Sada's Karuizawa '82 and The Summer Festival: Osaka Castle Live by Chage and Asuka.

The Stewart and Simon video cassettes are priced at £41, the Yazawa and Sada titles at £27 and the fifth at £33.

Koji Kobayashi, in charge of the Warner-Pioneer software division here, says the Yazawa tape has an initial pressing of 5,000 copies, the biggest of the batch. Releases planned for mid-August are the Simon and Garfunkel Concert In Central Park and Jane Fonda's Work Out.

Euro pirate conviction figures high

HAMBURG: FIGURES released by the German branch of the International Federation of Phonogram and Videogram Producers have revealed the scale and extent of the struggle now being waged against West Germany's video pirates. They show that since August 1981, an average of two new lawsuits against offenders have been initiated every day, and around 300 illegal video cassettes confiscated.

This month, the 851st video pirate will be taken to court by the IFPI, with a further 1,614 cases on the files. On the basis of IFPI applications, the German police have carried out a total of 603 raids in which 128,304 pirate video copies have been seized, most of them subsequently destroyed.

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FEATURE

Eric Salamon of Atari tells David Aldridge that dedicated games consoles are far from dead despite home computers hogging all the headlines

Dedicated to the game

HOME COMPUTERS may point the way ahead but, contrary to rumour, there is plenty of life left yet in the good old dedicated games console, according to Atari marketing director Eric Salamon, talking only weeks after his company's decision to merge its computer and games-console division.

"There's certainly some blurring of these two markets, and they will move together more in the future. But there still is, and I reckon always will be, a market for a dedicated games machine," he says.

"There has been a lot of comment recently that the dedicated games market is waning and that it is being overtaken by home computers — but the hard facts do not bear such comment out.

"Yes, the home computer market is growing enormously quickly, but there is still a very healthy market for dedicated games machines. For instance, we expect to sell more of our 2600 VCS games consoles this year than last.

"The reason is that the home computer and the video games console are two



Pole Position

fundamentally different things, and the things we do with them when we've got them are fundamentally different.

"Certainly, they may share a similar technology, but that does not concern the consumer. He does not buy technology, he buys what a particular machine can do for him. And a lot of people simply want something that they can play games on."

The Atari 2600, old war horse that it is, may be about to enjoy a new lease of life courtesy of a whole new range of peripherals that the company is currently assessing with a view to shipping in, and several new cartridge ranges



Atari marketing director Eric Salamon (above) says: "We are not a company that's standing still. We are operating on a broad front."

that will be launched over the next few months.

These include Disney film tie-ins, RealSports games and the first releases in an important new line of Atari educational programmes.

"Tastes in video games have changed," says Salamon. In the early days of video, games were all basically shoot-'em-down affairs. They have now developed into games of skill and challenge, and games with a far broader family appeal.

"The next area that we shall be moving into in a big way is that of educational games. It is not that we regard the video games console as the ultimate teaching machine or that it will mean that you won't need to send your children to school any more.

"The best comparison to draw is that of board games where a lot of examples have 'an educational benefit'. Everybody recognises that people can learn through such games entertainment."

Turning to the home-computer and dedicated-games market in general, Salamon says: "There will be changes. "One of the most interesting aspects of the market is that software and hardware have gone hand in hand whereas in the video and audio industries there have been totally separate manufacturing, distribution and marketing chains for the equipment and what you play on it.

"It is interesting that we now have dealers who would not have considered selling software for hi-fi or video gear selling software for home computers. It is partly that they recognise that there is good business in doing both,

and partly because they realise it has been necessary for the two elements to be closely connected for the overall market to develop.

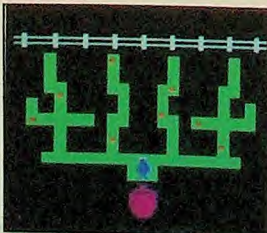
"Now, however, there are a large number of machines already in people's homes — an estimated 1m and that figure is likely to double by the end of the year. And, with that size of in-store base, it is inevitable that we shall start seeing the growth of software-only outlets and more mass merchandising-type outlets.

"Not that that means the end of the specialist hardware and software seller. Computers are high-tech products, and very complex once connected to TVs, so we are always going to need them."

The next few months are likely to see a large number of new Atari peripherals appear on the UK market — the possibilities include everything from infra-red "cordless" games joysticks to an add-on keyboard that turns the 2600 games console into a basic home computer.

Many non-Atari peripherals for Atari products are already on sale in the UK so how do Salamon and the company view this competition?

"Such peripherals are a fact of life," says Salamon



Cookie Monster Munch

tolerantly. "If you are particularly strong in a particular market then everybody else looks for a business opportunity based on that strength. We expect it, and to some extent it is flattering.

"As long as the products concerned are to the consumer's benefit, are of good quality and don't actually damage the Atari equipment they are used with, then fine. Because all the quality peripherals make our basic products more attractive to the consumer."

Even adult cartridges? "Well, that sort of thing motivates us to keep on improving our own software range. The best way to combat something like that is to create better and better software ourselves — good, clean family fun stuff.

"Mind you, if we thought that something was objectionable and that our product was being used to help sell it, then we would use every legal recourse that we had to deal with the matter."

Atari has been by far the quickest dedicated games marketer to broaden out into home computers. Mattel's first home computer system, Aquarius, has only just been announced and any Philips equivalent is still in the pipeline. Why has the company moved faster than the rest?

"Company strategy from Day One, or at least from the day when Warner took us over, has been that we are not a games company, we are not a home computer company — we are a company operating in a fairly broad-based advanced

consumer electronics market," explains Salamon.

"It has always been company strategy to develop and market products along that kind of line as opposed to being locked into a 'we're this' or 'we're that' attitude. And in order to support this strategy we have made substantial research and development investment in several areas.

"We are not a company that's standing still. We are operating on a broad front."

According to Salamon, Atari has a 65 to 70 per cent share of the dedicated games market, and a hefty slice of the home computer one. But the company is careful to avoid the danger of complacency. "It is easy to get complacent with such large market shares," he confirms.

"One always has to remember that Atari has to work for those large market shares by continuing to



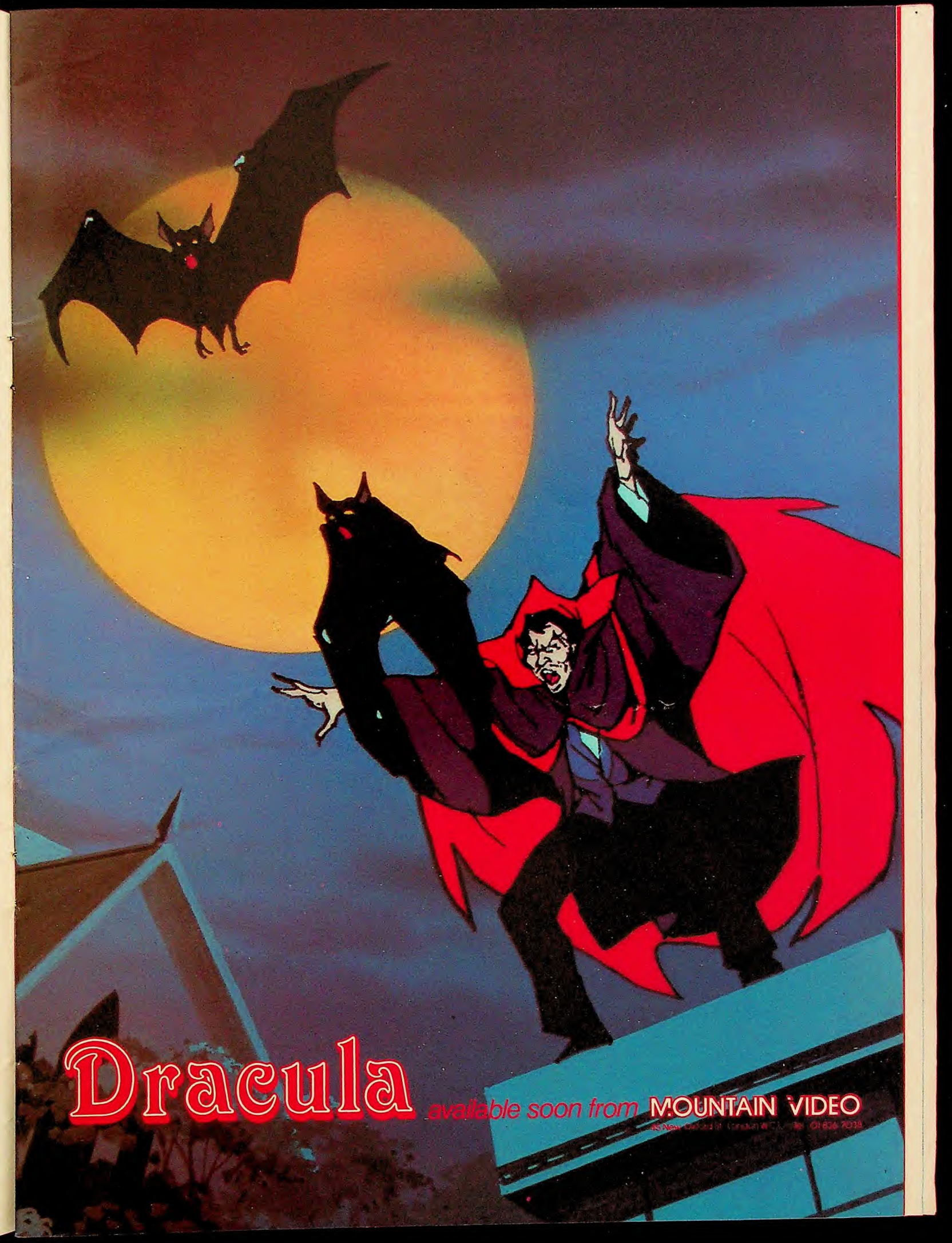
RealSports Tennis

develop products, keeping an eye on what all our competitors are doing, and being first to the post with any new developments."

Such include a voice-control system for the 2600 games console, recently advanced- previewed to the trade in the US, and the imminent UK launch of three new ultra-modern home computers with self-diagnostic fault finding systems.

"The accent in all the new developments, is on 'user-friendliness,'" says Salamon, who is convinced that many recently-bought competitor computers now lie gathering dust in people's homes simply because they have proved too tough to use.

"We are basically a consumer company. We are not a high-tech company nor a company of boffins who have got together to make a computer to suit themselves. Our whole attitude is completely different." □



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FEATURE

To test the pulse of the trade, Sue Pearce talked to dealers in a day's work on the road with Embassy Home Entertainment's South-West salesman Peter Cowdrey.

EMBASSY is relatively new to the UK with its own sales force on the road for just a few months, but Peter Cowdrey is no novice when it comes to selling. His career began with Mars Confectionery and from there he moved on to join the sales force of Mills and Boon, before gaining two years experience in the video market with 20th Century Fox.

At first Embassy used the Rank sales force. Cowdrey explains: "When you haven't much product available it isn't worth a sales force. Once you have built up a catalogue of about 20 titles then you can set up your own sales force."

Embassy experienced little problem when it set out with its own sales force and Cowdrey says: "The reaction to Embassy has been tremendous. Every time you go into a shop we are complimented on things like the packaging. The films are not blockbusters, but they are bloody good films. You have to sit down and watch them to appreciate them."

Sure enough the reaction to Embassy during my day on the road was favourable and some fascinating points emerged when talking to the dealers.

The Beta format, for instance, plays a more significant role in areas such as



PETER COWDREY (pictured extreme left) is one of the six-strong sales force assembled by Embassy Home Entertainment in April and lines up alongside (left to right) Gary Sidaway (London and South East), Phil Spooner (Northern England), Simon Brown (East Midlands and East Anglia), Chris Furphy (Scotland and Northern Ireland), plus Peter Scott who acts as sales co-ordinator.

Testing the sales climate down south

Bristol than in other parts of the country.

But Bath retailer Locksbrook Video finds that where new members are concerned the ratio between VHS and Beta customers is about equal. Ian Smith of Locksbrook comments: "It is a chicken and egg situation. If a customer knows there is a wide selection of Beta films available, he is more prepared to rent a Beta video recorder. When video first started you

could only get VHS, but now there's a lot of low-cost Beta recorders around."

In practice the majority of retail outlets do buy titles on a one-to-one ratio — literally. Dealers faced with a flood of new titles take the cautious approach of committing themselves to an initial order of just one copy of a title in each format, with the exception of blockbusters.

While Beta is holding its own against VHS, V2000 was noticeably absent from all outlets called on. Dealers consider it a dead duck and a waste of valuable space.

Inadequate display space is a common problem which Video Concepts of Bristol has overcome by replacing the usual row upon row of video cassette boxes with a neat and efficient cataloguing system. Philip Chapman at Video Concepts says: "It's very successful. Even with 10 or 15 customers in the shop there's room for everyone to look through the titles."

As the choice of a video cassette is often determined by the cover, this seems to be an effective system and one which other dealers suffering from lack of space could pick up on.

A mixed view of the market emerged with all dealers experiencing a quiet period thought by many to be due to the hot weather.

Another explanation is the common complaint of competitors renting out titles at ridiculously low rates and also customers preferring outlets which offer private tapes.

Bristol-based Express

Television is primarily an outlet for video hardware which started software rental as a sideline three years ago.

In the early days it could afford to offer video cassettes at a rate of £4.95 for a period of three days, making a healthy profit. With the emergence of competitors offering tapes at 50p a night it has had to lower its rate to £1.50 a night for feature films.

Brian Steele of Express Television says: "Initially we had very high hopes of the library succeeding. We stock titles that go across the board, things like flower arranging that most shops wouldn't have stocked then, or even now. We now offer these tapes which don't shift off the shelf at 49p and titles which haven't done as well as we expected at £1."

"We would even drop the non-movers down to 20p, but those dealers running off tapes on a back-to-back basis would even undercut that and the last thing we want to do is increase the price war."

To entice customers, Express Television offers one free tape rental per month, but so far this has only resulted in people coming in once a month to claim their free rental.

Meanwhile, just outside Bristol, business appears to be booming.

Locksbrook Video recently moved to its Bath premises because its business had outgrown the original premises. Custom had doubled and is still on the increase; even the space recently taken up by a large screen projector is now given over to stock.

An ordinary TV is now used to show customers trailer tapes.

In-store promotion is an important feature for Locksbrook, but the general opinion is that the majority of distributors are not over-helpful in this respect. Trailer tapes are not supplied as a matter of course despite the firm conviction in the trade that they do help to sell titles.

But things are gradually improving. Locksbrook's Smith says: "I think they have improved because people like us have been griping. Distributors have got to improve, especially during the summer months. Dealers are getting very selective in what titles they buy."

Locksbrook aims to promote family viewing titles, but this proves a problem while distributors continue to churn out the horror/nasties. These are almost guaranteed to move off the shelf and a retailer cannot afford to exclude these titles in an effort to educate the public.

"Sex and violence are still the biggest renters," says Smith, "but not as much as they used to be, except that now you've got programmes saying that all nasties are going to be banned, so everyone is rushing out to watch them before they are."

The problem of knowing which nasties a retailer is allowed to stock is a constant source of worry.

Peter Deighton of Causeway Video in Bristol had some doubts about titles in stock. "We've just seen a list of banned titles in one of the weekly video magazines, the first list we have seen. I suppose it's something, but before we had nothing. You just hear rumours from reps and customers," he says.

The most impressive sight among the dealers in the South-West was the security/filling system operated by Express Television. Whereas others range from a filing cards to a computer file, Express' computer system has an extra feature.

Expresses Steele explains: "When anybody hires a film, they are timed to the very second. A video camera records the counter which also shows a clock, so you get a picture of the customer with the time of the transaction."

An expensive system and one Express Television could not afford if it was purely a software outlet, but the shop has not lost a single tape since installing it. □

DJK VIDEO CENTRE LIMITED

Wholesalers of pre-recorded tapes in the South/West, South coast and South Wales.

Regular Van Sales by reps.

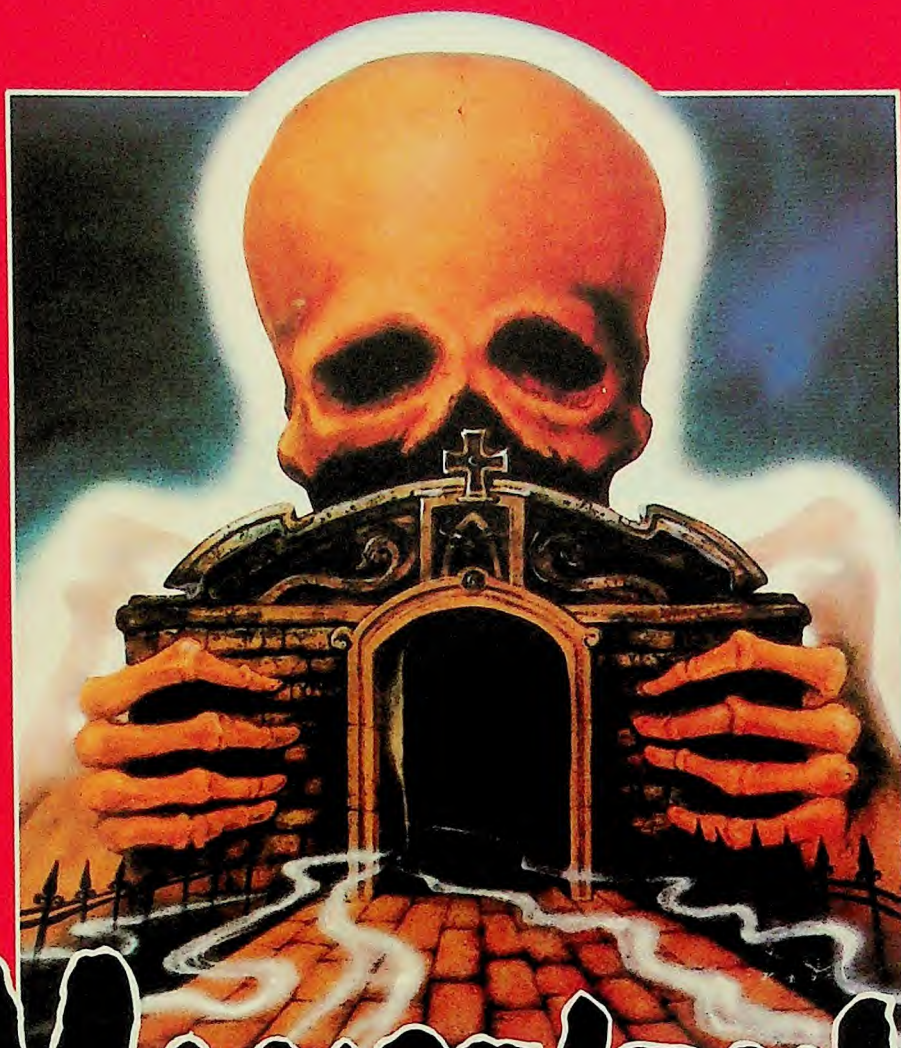
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AMERICA'S NEW TOP TEN CHILLER THRILLER



MAUSOLEUM

Centuries of evil
erupt from the tomb

Top choice because...

1 US Best Seller

1983 US release with top box office returns

2 TV holdback

TV holdback for 2 years from date of video release

3 Free poster

Dealer poster inserted behind the sleeve of each cassette so every dealer buying the film gets free point-of-sale material

4 Certificate

US rating: R BBFC classification: 18 applied for

FilmToun

Video
through
distributing

5 Special Effects

Special effects makeup by John Buechler - Android

6 Trailers

The film contains two trailers for the established

FilmToun horrors - 'Evilspeak' and 'Dawn of the Mummy'

7 Playboy feature

First leading role for Bobby Bresser, featured in Playboy August 1983 and who has appeared in the top rating TV programmes 'The Fall Guy', 'Police Story' and 'Charlie's Angels'

Audience

This brand new film for all horror addicts successfully combines a strong original plot with the attractions of Bobby Bresser and startling special makeup effects

For further information simply complete and return the coupon

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Shop _____
Address _____

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272 London Road, Wallington, Surrey SM6 7DJ. Tel: 01 775 0921. 2 Telex: 8819571 VSPACE G

There's someone we'd

like you to meet.



Poor bastard. He spends three million pounds a week on your products, and you have completely ignored him. Not only that, you've managed to confuse him and spoil him as well.

He is, of course, The Consumer, and it's about time you said hello. Tell him who you are and what you have to offer, and you may begin to find out who he is. A relationship begins. That's what little things like brand loyalty and target marketing are all about. And one day in the not too distant future, your business will be built on things like this, just like every other.

We started a conversation with The Consumer about 8 months ago, with the launch of **MOVIE**. Research on the first 3 issues has just come in, and it tells us we're doing something right.

Over 1,000,000 people have seen one or more copies of **MOVIE**. It seems once they've seen one, they want to watch them all. 60% of our dealers are renting back issues more than 3 times a week. 77% say **MOVIE** definitely stimulates business. 65% show **MOVIE** in their shops, and fully a third of these do it 7 days a week. 86% say it is better than a trailer tape (of course), and 95% say **MOVIE** is a good idea.

Come and join our good idea. There are many ways we can work together. Straight commercials, which we can produce for you, advertorials, sponsored features, the new **MOVIE** classified section...

We have an audience, you have a message. The Consumer is listening. Lets all of us start talking.

MOVIE

*The magazine on video
about movies on video*

PUBLISHED BY CATALYST 28 SHELTON STREET LONDON WC2H 9HP 01-379 7771

THE OFFICIAL GALLUP CHART

Compiled exclusively for
VIDEO WEEK

PRIVATE'S ON PARADE

Handmade Films Presents
Starring
JOHN CLEESE · DENIS QUILLEY
MICHAEL ELPHICK · SIMON JONES
JOE MELIA · JOHN STAMPING and NICOLA PAGETT

"Captain Dennis...
this is a theatre
... OF WAR!"

AMERICA'S NEW TOP TEN
CHILLER THRILLER

1	(1)	MAD MAX II	Warner Home Video	5/9/83
2	(7)	FIRST BLOOD	Thorn EMI	5/9/83
3	(2)	VIGILANTE	Intervision	5/9/83
4	(3)	POLTERGEIST	MGM/UA	5/9/83
5	(6)	BRONX WARRIORS	Entertainment In Video	5/9/83
6	(1)	ANDROID	APE	5/9/83
7	(7)	ROCKY III	Warner Home Video	5/9/83
8	(2)	THE EVIL DEAD	Palace	5/9/83
9	(3)	ROCKY II	Intervision/Warner	5/9/83
10	(16)	ANNIE	RCA/Columbia	5/9/83
11	(1)	ONE FLEW OVER THE CUCKOO'S NEST	Thorn EMI	5/9/82
12	(7)	AMITYVILLE II - THE POSSESSION	Thorn EMI	
13	(2)	EVERY WHICH WAY BUT LOOSE		
14	(3)	CALIGULA		
15	(6)	CONFES...		
16				

ORION

A BRIAN De PALMA FILM
JOHN TRAVOLTA NANCY ALLEN

BLOW OUT

Murder has a sound all of its own.

CASTING BY DENNIS FRANZ
JOHN LITHGOW DENNIS FRANZ BRIAN De PALMA DOLBY DIGITAL SYSTEM

VIDEO WEEK
Top 50

Compiled by the Gallup research organisation
using computer techniques and
display.

Vigilante

A SPECIAL FOCUS ON THE BEST OF BRITISH FILMS ON VIDEO

VIDEO WEEK

Extra

Dealers can cash in on British film success

BFI salutes British talent

THE BRITISH Film Institute is staging a true-Brit film celebration all this month at London's National Film Theatre and provides the opportunity

for dealers to fly the flag.

What better hook could you have on which to hang your own local "Best Of British" promotion, for no fewer than 22 of the 28 top home-grown films of the Eighties featuring at the NFT are available on video.

The full NFT screening list comprises: *Bad Timing*; *Rude Boy*; *Time Bandits*; *Gregory's Girl*; *Prostitute*; *McVicar*; *Pink Floyd — The Wall*; *Britannia Hospital*; *The Dogs Of War*; *The Long Good Friday*; *Looks And Smiles*; *Brimstone And Treacle*; *Moonlighting*; *Scrubbers*; *The French Lieutenant's Woman*; *Maevie*; *Angel*; *The Return Of The Soldier*; *An Unsuitable Job For A Woman*; *The Draughtsman's Contract*; *Privates On Parade*; *Sir Henry At Rawlinson End*; *Breaking Glass*; *The Great Rock 'n' Roll Swindle*; *Memoirs Of A Survivor*; *The Secret Policeman's Other Ball* and *The Animals Film*.

Also included is perhaps the most famous contemporary British film of them all, and one that literally seems set to run and run — *Chariots Of Fire*.

Of that high-class list, only *Love And Smiles*, *Maevie*, *The Return Of The Soldier*, *Memoirs Of A Survivor*, *The Animals Film* and *The Draughtsman's Contract* are as yet unavailable on video. *Draughtsman's Contract* has already been snapped up for cassette release by a major distributor but is

currently on temporary "hold" following a recent screening by Channel Four.

As far as the 22 "Best Of British" NFT films which are available on video are

concerned, each is detailed on the following pages. You will find full facts and an objective appraisal for each, plus details of the relevant video distributor.

So, dust off the British films you have in stock but have not really done a thing with. Order or re-order the others and start flying the flag this month.



SCENES FROM the BFI's British blockbuster bonanza.



CBS
FOX
VIDEO

Chosen for
The Royal Film Performance
1981



CHARIOTS OF FIRE

STARRING
BEN CROSS IAN CHARLESON
NIGEL HAVERS CHERYL CAMPBELL ALICE KRIGE
SCREENPLAY BY COLIN WELLAND MUSIC BY VANGELIS
EXECUTIVE PRODUCER DODI FAYED PRODUCED BY DAVID PUTTNAM DIRECTED BY HUGH HUDSON

CBS/FOX VIDEO

BEST OF BRITISH

Cinema/video — the odd couple make a match

Is video simply another nail in the ever-closing coffin on the cinema? Or is it a vital alternative medium for putting second-tier films in particular before audiences that otherwise either would not or could not go to see them at their local cinema? To attempt to answer this vital question, VW spoke to two men at the film/video interface — Nigel Algar, head of the film and video library at the British Film Institute, and Nik Powell, whose Palace empire presides straddles both video and theatrical releases, sometimes simultaneously.

Nik Powell, Palace Video

BASICALLY, nine out of 10 films benefit from having a video release because of the much wider access that there is to video equipment. It's not so much the blockbusters that I'm talking about — more the quality second-tier films that simply don't attract people out to the cinema.

"For example, I expect *The Draughtsman's Contract* [a film, incidentally for which Palace put in an unsuccessful cassette-release bid] to do much better as a video release than it has done in the cinemas. Angel [released by

Palace Video] has already achieved a much bigger video audience — though admittedly it could have been much bigger theatrically had certain circumstances not dictated otherwise.

"It's hard to imagine many people going to the cinema that often these days.

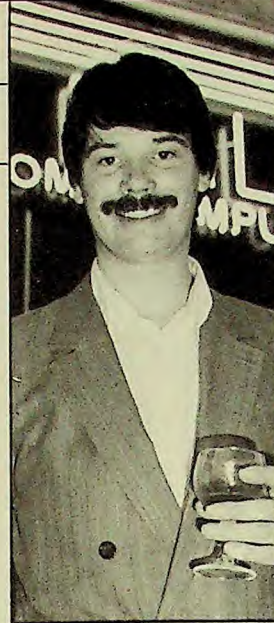
"Now, however, they have all got the chance of seeing all these good second-tier films via video. And many of them are taking that chance.

"Simultaneous releasing on film and video is also mutually beneficial in most instances. Films do more business at the box office if there are simultaneous video releases,

and do better on video if they're also showing at cinemas.

"Simultaneous release can be particularly beneficial for a small film which gets good word of mouth response but on which a company can't necessarily afford to lavish a major promotional campaign.

"But it also helps big films, albeit in a different way, because simultaneous releasing cuts down on the money lost to pirates. And if, like Palace, you handle your own video and theatrical distribution, the financial rewards of ensuring that as much money as possible ends up where it should can be quite



NIK POWELL: nine out of 10 films benefit from video release.

significant.

"However, the real influence that video will have on the film business has still to be felt. It will be felt as companies like ourselves and Virgin Video, as a result of our experiences in both video and theatrical releasing, start moving into feature-film production."

Palace has, in fact, just announced first details of just such a move. In conjunction with Glinwood Films, it is making an £850,000 feature film called *Company Of*

Wolves. Pre-production work is well under way already, with shooting on location in the UK set to start later this year. The director is Neil Jordan of Angel fame. □

Nigel Algar, British Film Institute

VIDEO films are cheap to hire and there's no fuss involved — so people get through a lot of video viewing. And that means that there's every chance they'll become a bit more adventurous in what they watch, encounter films like the ones we're showing during our British season, enjoy them — and want to see more.

"But I reckon that the audience has always been there for this sort of film. It's just that unless people happen to live close to one of the BFI-supported cinemas that tends to screen them, their chance of being able to go and see them at all has been fairly slender.

"All of these 'Best Of British' films have done very well at BFI theatres, but because, for a variety of reasons, cinemas in this country have tended not to be run with the best of judgement to say the least, a large proportion of the interested

A TERRIFYING LOVE STORY

BAD TIMING

A brilliant totally absorbing film which will leave you physically and mentally exhausted.

The story of two Americans in Vienna who fall in love, and proceed to destroy each other.

Of a man who becomes so obsessed with a woman that he would rather see her die than share her.

Of a beautiful young woman who seems happy and carefree but hides a hopeless truth.

Of the Austrian detective who finds himself enmeshed in a web of half truths, a bitter life and death struggle for survival.

Bad Timing will shock you with its honesty and frankness probing far deeper into not only the physical joy but also the anguish and selfish cruelty of this doomed relationship.

Bad Timing is one of those rare films which will draw people back to it again and again.

It is, without doubt, one of the most poignant, moving, terrifying love stories ever to be filmed, and appear on video cassette.

For further details contact your Rank Video Area Manager

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A NICOLAS ROEG FILM
 STARRING ART GARFUNKEL AND THERESA RUSSELL
 WITH HARVEY KEITEL AND DENHOLM ELLIOTT

BEST OF BRITISH

film audience outside London has been disenfranchised from seeing many of the films they might be interested in, in the cinema, at least.

"Now the people that have been left out in the cold in this way have a new viewing opportunity offered to them by home video.

"It's fair to say that we regard theatrical exhibition and video release as mutually supportive — although I must stress that the BFI has a clear policy of preserving and strengthening theatrical exhibition.

"It is something we are heavily committed to, both in terms of energy and finance. And that is the way it should be. After all, the home video market is pretty buoyant and doesn't really need any subsidy. The cinema circuit is not and does — and it must not be allowed to diminish any further because it does offer a very different and equally valid viewing experience from

video. "The cinema is a far better viewing environment for films of scale and films possessing what I can only call an

"As an aside, it is interesting to note that A Draughtsman's Contract played through its TV transmission in a London cinema (and, at the time of our interview, was still playing). Admittedly it was only a small cinema, but there was still a large enough audience each night to support its theatrical screening despite the TV one.

emotional edge. And video viewers are starting to realise that. Many people now see a film for the first time at home

on their small screen, realise that they're missing something seeing it on that scale, and go and see it again at the cinema.

"No, our experience is that video release does not seem to harm a film's theatrical business very much at all. What theatrical business is a lot more sensitive to is the effect of a film's TV transmission.

"Take A Draughtsman's Contract, for example. We distributed that theatrically, and we had to get it out pretty sharpish because it got shown on Channel Four so quickly. We may be able to revive the film theatrically in three or four months' time."

"There are, in fact, some films that can only effectively be seen either on video release or at a BFI-supported cinema. An agreement between the cinema owners and the TV companies means that they are effectively precluded from screening in any of the major circuit cinemas." □

UK season: the cream of the screen available

BREAKING GLASS VCL Hazel O'Connor brings freshness and vitality to the familiar tale of a young girl who is ripped off, packaged and finally destroyed by her rise to fame in the music business. The old story about 'the price of fame' still packs a punch in this New Wave incarnation, thanks largely to a first-class cast. GB 1980/Dir Brian Gibson. With Phil Daniels, Jon Finch, Jonathan Pryce.

BRIMSTONE AND TREACLE VideoSpace The big screen version of Dennis Potter's banned TV play about one hell of a nice young man who insinuates himself into the household of a suburban couple and their crippled daughter. The film substitutes ambiguity for the ambivalence of the original, but remains a disturbing and ironic comedy about politics, sex, religion, and that old black magic called love. GB 1982/Dir Richard Loncraine. With Sting, Joan Plowright, Denholm Elliott.

BRITANNIA HOSPITAL Thorn EMI Lindsay Anderson's vision of Britain as a terminal case is a heady mixture of Swifbian satire, Carry On vulgarity, sit-com conventions and Langian prophesy, with mad scientist Graham Crowden got up to resemble Rudolf Klein-Rogge. As an NHS hospital prepares for a Royal visit, ancillary workers strike, an African dictator in a private ward precipitates demonstrations and Malcolm McDowell has a head transplant. GB 1982/Dir Lindsay Anderson. With Leonard Rossiter, Joan Plowright.

CHARIOTS OF FIRE CBS/Fox A visually magnificent, emotionally exhilarating account

BAD TIMING Rank Video In Vienna, American psychologist Alex (Art Garfunkel) falls in love with enigmatic beauty Milena (Theresa Russell). It's a disillusioned film about the destructive nature of love. Alex destroys Milena through the strength of his love, through his insistence on knowing everything, on trying to own her. Shot in ex-cameraman Roeg's inimitable style, complex of structure and ravishing to look at GB 1980/Dir Nicolas Roeg. With Denholm Elliott.

Selected by the 'British Film Institute' and by VideoSpace

These four home-produced classics have been selected by the British Film Institute for their season of British Films at the National Film Theatre. All four are available on video from VideoSpace.

Brimstone & Treacle

A disturbing and ironic comedy about politics, sex, religion, and... love. National Film Theatre catalogue.

Secret Policemans Other Ball

If you never got Beyond the Fringe, if you yawned at Monty Python, if you watch Not the Nine O'Clock News for the weather report — then you must miss this film. National Film Theatre catalogue.

Prostitute

Has a latent power which continues to disturb long after the film has ended. National Film Theatre catalogue.

Rude Boy

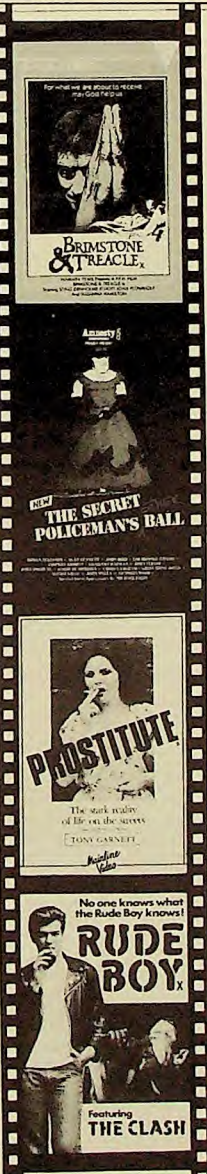
Excellent music by The Clash. National Film Theatre catalogue.

For further information simply complete and return the coupon.

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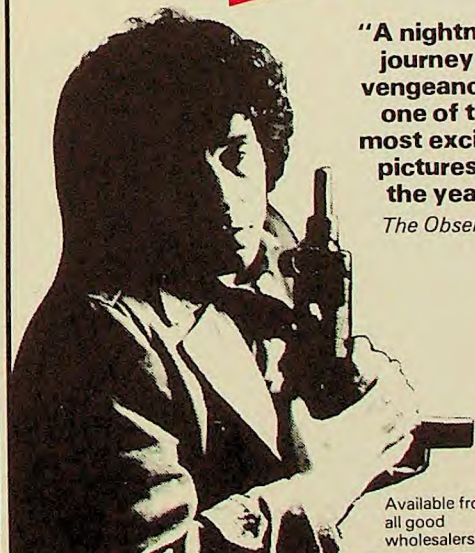


Music, Death, Obsession, Revenge

Neil Jordan's

Angel

"A nightmare journey of vengeance — one of the most exciting pictures of the year"
 The Observer



Available from all good wholesalers

BEST OF

of the battle by Eric Liddell (Ian Charleson) and Harold Abrahams (Ben Cross) to compete on their own terms in the 1924 Olympics. This is the one that brought home the gold — at the Cannes Film Festival (for Ian Holm as best supporting actor), at the Hollywood Oscars (for producer David Puttnam and writer Colin Welland), and at the box-office throughout the world. *GB 1981/Dir Hugh Hudson. With John Gielgud, Lindsay Anderson.*

THE DOGS OF WAR

Warner Home Video
Shannon, a weary, battle-scarred American mercenary, becomes involved in an attempt to engineer a *coup d'état* and install a puppet leader in an impoverished West African state on the brink of civil war. The coup is meticulously mounted and backed by a huge international corporation to exploit the country for their own designs. A tautly directed version of Frederick Forsyth's best-seller, with impressive camerawork by Jack Cardiff. *GB 1980/Dir John Irwin.*

**THE FRENCH LIEUTENANT'S WOMAN**

Warner Home Video
Reisz and Pinter's treatment of John Fowles's 'unfilmable' novel arrives at a contentious solution to the original's twin-layered narrative, by having Jeremy Irons and Meryl Streep as movie actors filming this story of a Victorian man's infatuation with a soldier's whore. The shifting sands of time and morality, history and fiction, prove somewhat elusive but the strength of the playing and the remarkable photography more than compensate. *GB 1981/Dir Karel Reisz.*

**THE GREAT ROCK 'N' ROLL SWINDLE**

Virgin
Fictionalising documentary material (and documenting a fiction) *The Great Rock 'n' Roll Swindle* chronicles the chaotic career(ing) of The Sex Pistols during their brief spell of infamy under Malcolm McLaren's maniacally manipulative management. Director Julien Temple deftly conjures up a catalogue of media cons (including Ronnie Biggs), with the film itself perhaps the biggest con of all. It was hailed by *Variety* as 'the *Citizen Kane* of rock 'n' roll pictures'. *GB 1979/Dir Julien Temple.*

**GREGORY'S GIRL**

Hokushin
A story of love and football set in a New Town on the outskirts of Glasgow and what happens when Gregory (Gordon Sinclair) loses his heart — and his place in the school team — to the beautiful Dorothy (Dee Hepburn). The sharp Glaswegian humour that Bill Forsyth brought to *That Sinking Feeling* is once more evident here and he achieves a mellower mood as the film reaches its conclusion on an idyllic midsummer night when the chaos of young love is resolved. *GB 1980/Dir Bill Forsyth.*

THE LONG GOOD FRIDAY

Thorn EMI
Rescued from the diminutive jaws of the censors' scissors and the indignity of a TV premiere, *The Long Good Friday* has been a domestic hit of note, an action-packed thriller involving the Mafia, the IRA and a Thames waterside development. *GB 1980/Dir John Mackenzie With Helen Mirren.*

McVICAR

PolyGram
Unlike ex convict McVicar's autobiography, the film goes for entertainment rather than enlightenment: Sweeney veteran Tom Clegg keeps the action tough and taut, and Roger Daltrey (as McVicar) is a sensation. *GB 1980/Dir Tom Clegg. With Adam Faith, Cheryl Campbell, Georgina Hale.*

MOONLIGHTING

3M
Jeremy Irons plays the English-speaking member of a group of Polish builders 'moonlighting' in London; when martial law is declared in Poland, he is faced with the decision of whether or not to tell the others the news from home. *GB 1982/Dir Jerzy Skolimowski.*

PINK FLOYD — THE WALL

EMI Music Video
Alan Parker and Gerald Scarfe's apocalyptic rendering of Pink Floyd's album have visions of fascist and feminist violence orchestrated into an ear-splitting technical tour-de-force. *GB 1982/Dir Alan Parker, 70mm.*

PRIVATEES ON PARADE

Thorn EMI
Set in a British Army garrison in Singapore during the period of unrest following World War II, Peter Nichols' enormously successful stage play transfers uneasily to the screen, but the songs and the performances make it unmissable entertainment. *GB*

BRITISH

1982/Dir Michael Blakemore. With John Cleese, Denis Quilley, Michael Elphick, Nicola Pagetti.

PROSTITUTE

VideoSpace
Tony Garnett's directing debut dramatises the experiences of a Birmingham street prostitute, whose attempt to move into the big time in London is contrasted with the efforts of a group of prostitutes to organise in their own defence. *Prostitute* has a latent power which continues to disturb long after the film has ended. *GB 1980/Dir Tony Garnett.*

RUDE BOY

VideoSpace
From the directors of *A Bigger Splash* comes this contrasting second half of a diptych (as they see it) on contemporary British life. Scenes of police brutality are juxtaposed with shots of Margaret Thatcher demanding a stronger police force. Excellent music by The Clash. *GB 1980/Dir Jack Hazan, David Mingay.*

SCRUBBERS

Thorn EMI
Mai Zetterling's first English language feature chronicles the unsentimental education of two teenage girls in the hands of the Borstal system. *GB 1982/Dir Mai Zetterling.*

THE SECRET POLICEMAN'S OTHER BALL

VideoSpace
The 1981 Amnesty benefit, featuring Rowan Atkinson, Alan Bennett, Graham Chapman, John Cleese, Billy Connolly, Griff Rhys Jones, Alexei Sayle, Pamela Stephenson, John Wells, Jeff Beck, Eric Clapton, Donovan, Bob Geldof, Sting et al. *GB 1982/Dir Julien Temple.*

SIR HENRY AT RAWLINSON END

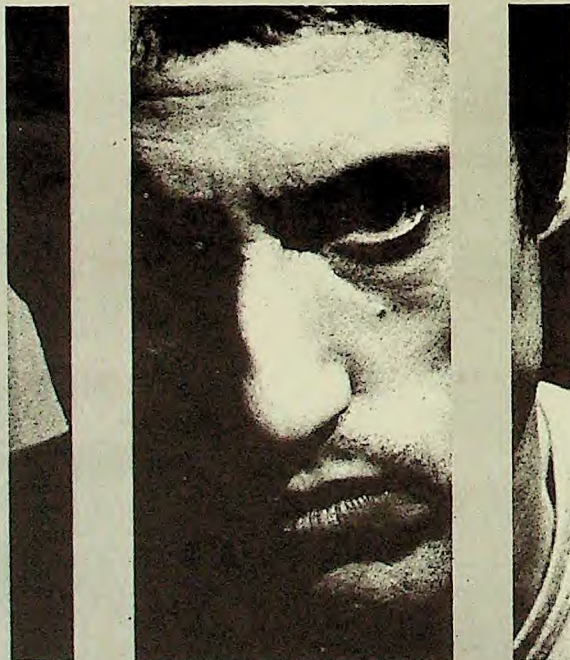
Channel
Viv Stanshall's scatty, scatological tribute to the vanishing English Eccentric, with Trevor Howard. *GB 1980/Dir Steve Roberts. With Patrick Magee, J G Devlin, Denise Coffey.*

TIME

Thorn EMI
An extraordinary science fantasy for all ages, *Time Bandits* is a starry production, with John Cleese as a Robin Hood with distinct Basil Fawley overtones. Sean Connery as Agamemnon, and many more, as well as sumptuous special effects. *GB 1981/Dir Terry Gilliam. With Michael Palin.*

AN UNSUITABLE JOB FOR A WOMAN

Palace Video
More clearly a thriller than *Radio On* — but no less clearly the work of director Chris Petit — *An Unsuitable Job for a Woman* is based on PD James's novel about a young woman who inherits a detective agency, and finds herself involved with murder. *GB 1981/Dir Christopher Petit. With Pippa Guard, Billie Whitelaw, Paul Freeman, Dominic Guard, Elizabeth Spriggs.*

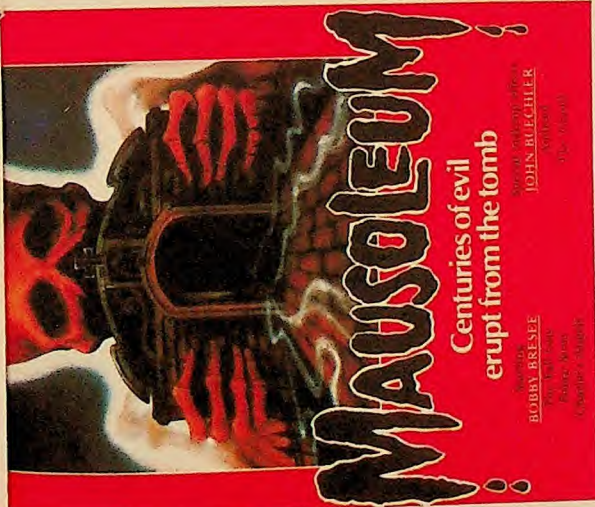
NOW HE'S OUT (ON VIDEO)

ROGER DALTREY
McVICAR
ADAM FAITH

PolyGram Video

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VIDEO WEEK would like to thank the British Film Institute for its invaluable help in compiling this supplement. For full details of the National Film Theatre screenings of the films featured, contact the NFT, South Bank, London SE1 (Box office: 01-928 3232).



MAUSOLEUM!

Centuries of evil erupt from the tomb

Directed by JOHN BUECHLER

Produced by LOBBY BESEE

Cast: Bruce Jay Goldstein, Christopher M. Lambert

Stock car racing in the U.S.A. like you've never seen it with Kenny Rogers and six pint-sized crooks!



SIX PACK

KENNY ROGERS
DIANE LAINE · ERIN GRAY

CBS/FOX VIDEO

- Compare the latest cover to pull out using the latest presented to our first attractively presented each week from our first
- The chart system is currently being set up and the Top 50 will be updated each week of Video Week, weekly issue on September 5.
- To ensure your regular copy of your business address, please complete the reader registration card attached to this issue
- Don't miss out on the most authoritative chart research information available.



'If the law won't get them...we will!'

THE LAST WORD ON ENTERTAINMENT

THRILLER COLOUR A-A0983

PRECISION VIDEO PRESENTS
Academy Award Winner
Meryl Streep
For Best Actress
SOPHIE'S CHOICE

Between the innocent, the corrupt, the sensual and the unbreakable... There are still some things we have yet to imagine.

Meryl Streep Kerin Kline Peter Mac NiCol

38	(2)	THE CANNONBALL RUN	CBS/Fox	5/9/83
39	(33)	ANY WHICH WAY YOU CAN	Warner Home Video	5/9/83
40	(36)	MIDNIGHT EXPRESS	RCA/Columbia	5/9/83
41	(1)	THE EXECUTIONER'S SONG	Virgin	5/9/83
42	(17)	NIGHTMARE MAKER	Atlantis	5/9/83
43	(2)	THE SECRETS OF NIMH	Warner Home Video	5/9/83
44	(3)	THE IRON MASTER	Medusa	5/9/83
45	(6)	CREEPSHOW	Intervision	5/9/83
46	(1)	THE SWORD AND THE SORCERER	Rank	5/9/83
47	(7)	PIRANHA	Warner Home Video	5/9/83
48	(2)	THE LONG RIDERS	Warner Home Video	5/9/83
49	(3)	PRIVATE LESSONS	CIC	5/9/83
50	(6)	THE BLUES BROTHERS	CIC	5/9/83

"Shocking... the steamiest sex saga of the year!"

News of the World

"Often explicit... Has a knack of getting to the parts other movies wouldn't dream of reaching. A wealth of exuberant humour... frequently hilarious... a sumptuous delight!"

What's On In London

"Ribald, erotic... very funny and very sad... Stunning... A tour de force!"

The Guardian

**Currently on theatrical release –
on video soon.**

**Tales
of**

A film by
Marco Ferreri

**ORDINARY
MADNESS** ¹⁸

**BEN GAZZARA ORNELLA MUTI
SUSAN TYRRELL TANYA LOPERT**





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HARDWARE

Sanyo knocks loss leaders

SANYO IS urging its high street multiple outlets to cool a loss-leading operation that is getting many of its independent dealers hot under the collar.

The row is over Sanyo's low-cost VTC 5000 video recorder which, following the recent imposition of import price restrictions, now carries a suggested retail price of £349.

A number of multiple chains are, however, continuing to sell it at its barrier-breaking, pre-restriction price of £299. And that, says Sanyo, has led to complaints from many smaller shops that they simply cannot compete on price.

A Sanyo spokeswoman says: "On the one hand, we can sympathise with the smaller dealers, but on the other, the £299 price being offered by the bigger outlets is helping us shift machines.

"Officially, however, we are trying to get everybody to sell the VTC 5000 at £349."

● Sanyo's first UK-assembled video cassette recorder is scheduled to come off the production lines at its Lowestoft plant within the next few weeks. The VTC 5150, a £400 Beta machine, could well be the first in a line of home-assembled Sanyo videos since more staff are currently being taken on at Lowestoft.

Ferguson launches new front loader

FERGUSON HAS replaced its popular 3V29 video recorder with a slim new front loader, the 3V35 (below). Costing around £489, it features a one-touch recording system rising incrementally in 30-minute steps from half an hour to four hours, infra-red remote control, a one-event/14-day timer and colour picture search in both directions. The format is, of course, VHS.



Mattel ads back computer debut

MATTEL is mounting a substantial TV and in-store advertising campaign to back this week's launch of its first home computer system, the Aquarius (above).

Described as aggressively priced and expected to make significant inroads into this market area, the system comprises a keyboard, thermal printer, data recorder and a mini expander with hand controllers to enhance games playing.

Import play rebounds on the French

PARIS: The re-routing of all imported video recorders through the tiny customs post of Poitiers, a Government ploy to slow down the flood of hardware from Japan, seems to have had a disastrous effect on the French video retail trade.

According to the watchdog organisation for retailers, many retailers have already gone bankrupt in the throes of what has proved a 30 per cent reduction in the overall market.

Though the restrictions, imposed on mainly Japanese VCRs, have now been lifted, it will still be some months before the backlog — at one time estimated at 200,000 units — trickles through on to the marketplace.

The video trade federation believes that the retail business should be supplying a national market of around 3m domestic VCRs, but that because of Poitiers, the figure has stagnated

at not much more than 1m.

Another factor in the slow development of the French video business is the high price (about £40) of the recently-introduced video recorder licence fee, 33 1/3 per cent VAT plus uncertainty because of the anticipated arrival of a universal format for video.

VHD launch at last for UK?

A UK launch for JVC's VHD "Video High Density" video disc system seems much more likely now following news that VHD licensee Sharp has received internal information from its Japanese parent company to the effect that the system will shortly be brought into the UK. "Forget we mentioned it," said a Sharp UK spokesman when confronted with *Video Week's* exclusive information.

Rumours round Philips' long play

PHILIPS is reliably reported to have developed a 16-hour video recorder. Few details are known as yet beyond the facts that the machine is scheduled to be premiered in some form at the Berlin video show in a month's time, and the launch date has been tentatively set for next spring.

It is rumoured that the new recorder is a half-speed machine, enabling the current V2000-format eight hours maximum recording time to be doubled at the flick of a switch. There are also reports that Philips has, in some way, overcome at least some of the sound and picture degradation drawbacks that afflict other half-speed VCRs.

Philips is also understood to be developing recorders with speed variations that will allow even longer recording times — both 24-hour and 36-hour machines are being mooted. The aim of the exercise, apparently, is to boost V2000 appeal by increasing the economy of its tape usage.

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CBS/Fox leads the way ahead

THE WHOLESAL distribution agreement between CBS/Fox and 10 national and regional video wholesalers is being hailed as the first shot in the fight to rid the industry of "disreputable" traders now that its effects have begun to filter through.

The recent franchise-style agreement is aimed at banning sub-distribution and making the control of piracy easier. It comes at a time when the heatwave has kept people away from the video recorder and in the pubs, parks and gardens.

The squeeze is already on many of the smaller wholesalers and if as expected other major distributors follow the CBS/Fox lead, harder times still are ahead.

Wholesalers who have signed the agreement have given glowing reports of its success and are urging the other big distributors to follow suit.

"We are delighted with the deal, and reckon it is high time other important distributors took a leaf

out of the CBS/Fox book," says Ray Laren, managing director of Lightning, one of the appointed wholesalers in the agreement.

Laren went on to attack what he called the disreputable wholesalers who were under-supplied, under-financed and involved in piracy.

"These disreputable traders are diluting the business. The cake is only so big and the business should be given at sensible margins to respectable wholesalers to enable them to run an efficient business."

Laren forecasts a future where only a few wholesalers will survive. But they will be stronger as those without the proper background and expertise will go to the wall.

His optimism is reflected in the formation of the Lightning sales team, a national network of trained and trusted representatives to add to the existing customer service and supply record.

And another large wholesaler, Terry Blood, is doubling his video sales force from 15 to 30 — a move which, it says, reflects the increasing importance of its video operation.

The company is also appointing its first three area managers — appointments which, together with the sales force increase, will enable it to have full national video wholesaling coverage for the first time.

Blood hopes to have completed its video staff increases by the end of this month when it will set about attempting to establish a video wholesaling reputation to match its record wholesaling operation.

Chairman of another of the

CBS/Fox appointed wholesalers, Centre Video, Peter Graham, explained that CBS/Fox had cut down the number of wholesalers it distributes to in order to ban sub-distributing and make sure it stays banned.

Graham says: "I am absolutely delighted with this agreement. I believe such agreements are necessary to clean the industry up. When you have a couple of hundred wholesalers all serving video shops, you are immediately creating a situation where piracy can flourish."

Graham echoes the remarks of Laren when attacking irresponsible wholesalers which he says are doing no real service to the industry. All they are interested in is new product, and they do not have the resources or inclination to offer dealers any back-up services.

He agrees the deal with CBS/Fox was overdue, and is something he has campaigned for along with some other major wholesalers for a long time. Graham thinks it highly likely that now CBS/Fox has broken the ice, other major distributors will follow the lead.

Turning his attention to the quiet summer, he compares it with last year's and observes there was a seasonal drop in trade. But he was not pessimistic about the future. The next step for Centre Video is to battle for a bigger share of the market and work hard to gain success.

Another company in the agreement with CBS/Fox is MAD Video, who are currently undergoing an expansion programme tagged the "Marketplace 83".

MAD Video general manager Joe Hunter says it is important that the industry is seen to be dealing in a reputable manner, especially in view of all the recent bad publicity in the national press.

He praises the terms of the agreement and confirms it looks as though some major distributors have a similar course in mind.

Leading wholesalers have already met throughout the summer with a view to establishing a video wholesalers' association, and it seems likely an announcement regarding the formation of such a society will be made later this year.

New wholesale manager at VCL



VCL is one of the many distributors to attach great importance to its links with the wholesale trade and Suzi Collins (above) has been promoted to wholesale manager, in addition to her duties as UK dealer manager.

WHOLESALE'S Sell-in CHART

1	THE THING (CIC)	VHA 1062
2	FIRST BLOOD (Thorn EMI)	TVA 90 1720
3	THE SENTINEL (CIC)	VHA 1063
4	VICE SQUAD (Embassy)	2015
5	TENEBRAE (Videomedia)	1032
6	SORCERESS (Atlantis)	AVP 301
7	CANDY STRIPE NURSES (Thorn EMI)	TVB 90 0969
8	AUTHOR AUTHOR (CBS/Fox)	1181
9	THE LAST HORROR FILM (Intervision)	AA 0469
10	RABBIT TEST (Embassy)	2100
11	THE BORDER (CIC)	VHA 1055
12	DURAN DURAN (EMI Music)	TVE 90 0984 2
13	FUNHOUSE (CIC)	VHA 1058
14	STONES IN THE PARK (Granada)	GVE 823012
15	HOUSE OF THE LONG SHADOWS (Guild)	8252-5
16	MAGIC OF CORONATION STREET (Granada)	GCS 1
17	SOLDIER BLUE (Embassy)	2032
18	ONE DOWN-TWO TO GO (PolyGram/Spectrum)	7915 462
19	BARBARIAN WOMEN (Rex)	RX 004
20	JANE FONDA'S WORKOUT (Warner Home)	PEV 99001
21	VIGILANTE (Intervision)	AA 0483
22	POLTERGEIST (MGM/UA)	UMV 10165
23	Q—THE WINGED SERPENT (Hokushin)	VM 81
24	JENNIFER (Pyramid)	6259
25	TALES OF ORDINARY MADNESS (VCL)	M339D
26	THE BUMPER FUN VIDEO ANNUAL, 2 (Go Video)	KID 2
27	THE GUNS AND THE FURY (Guild)	8264-2
28	BRONX WARRIORS (EV)	EVV 1001
29	SEXPLORER (Cobra)	CF 1001
30	FRIDAY THE 13th, PART 2 (CIC)	VHE 2035
31	TIGER GANG (Mercury)	N/A
32	SCARED STRAIGHT (PolyGram/Spectrum)	7915 522
33	THE SCARLET AND THE BLACK (Precision)	VTC 3133
34	THE PIRATE MOVIE (CBS/Fox)	1185
35	EVILSPEAK (VideoSpace)	FT 2
36	PATERNITY (CIC)	VHA 2048
37	PORTRAIT OF A SEDUCTION (Worldwide)	N/A
38	THE RAVAGERS (RCA Columbia)	CVT 10106
39	THE ARCHER & THE SORCERESS (CIC)	VHL 1045
40	AMERICAN DREAM (Video Brokers)	0015X

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FEATURE

What makes the ideal shop? The VTA plans to demonstrate, as David Aldridge reports.

Shopping for the perfect image

THE SOMEWHAT tarnished image of the typical independent video dealer is about to undergo a transformation, courtesy of an "ideal" supershop that is being put together for exhibition at the Great Home Entertainment Spectacular, an ambitious trade-and-public audio-visual extravaganza to be staged at London's Olympia this September.

The flagship shop, which will not just stock tapes, but all types of home-entertainment material from home computers to video magazines, is being put together by Video Trade Association chief field executive Colin Antrobus with the aid of a whole range of specialist companies from sign writers to shop fitters.

It won't, he says, be some pie-in-the-sky effort but instead "a financially viable, down to earth shop." And it could lead, he adds, to a range of VTA-approved shop fitting "packages" for the prospective home entertainment shopkeeper craving perfectly-equipped premises.

"We could tailor the ideas we're formulating for the Home Entertainment Spectacular supershop, and produce, say, Grade A, B and C shop packages which wouldn't even have to be capitalised," says Antrobus. "They could be leased."

That is a plan for the future. More immediately, Antrobus is anxious for the spectacular supershop to help establish an alternative image for the independent video dealer to the somewhat tawdry one that exists in the popular mind.

"One of the VTA's major concerns at this point is the seedy sort of image that video dealers have won for themselves — albeit with some help from a press that has found that stories about 'nasties' and pirates helps sell papers," says Antrobus.

"It's far worse press than the many honest video dealers deserve. And that's a point that the industry needs to get across to the consumer as a matter of urgency."

It is a point that Antrobus

hopes will be helped brought home by the September Spectacular where the supershop accent will be on quality appearance from the exterior inwards, and on informed and interested customer service.

"It will be the latest thing in modular shops, typified externally by an attractive sign and eye-catching window displays, and internally by nicely laid-out display units and a computerised records system," says Antrobus.

"There will be particular emphasis laid on having well-trained staff. A good video or home entertainment shop has got to have people with practical knowledge to an adequate degree to service the average customer's requirements. I'm not necessarily talking about a high level of specialist knowledge. That should be available from the management — one doesn't expect it from shopfloor

workers."

The supershop will carry products spanning the whole broad spectrum of the home entertainment sphere: video software, video hardware, video games, computer games, home computers, video books, video magazines, and so on.

"It's vitally important that today's specialist video library becomes tomorrow's all-round home entertainment centre. There just won't in the fullness of time be cassette-rental business enough to produce the profits people need to run reasonably good businesses. They'll need to be into all manner of peripheral video products to survive."

Unsurprisingly in the light of recent adverse popular press publicity, the pre-recorded cassette material that will be on show in the Spectacular supershop will be confined to what Antrobus terms as material that won't offend.

THE VTA'S Colin Antrobus, looking at home in a typical retail environment.



Training scheme

The first youth training scheme for the video trade could be in operation from September, according to Video Trade Association training officer Dave McKirgan, who will be stressing the links between training professionalism and profitability through the medium of the Great Home Entertainment Spectacular supershop.

The youth training scheme is one of several VTA plans for improving the professionalism and image of its members in particular and the video trade in general. Another is a series of one-day management training seminars for video retailers which begins on August 30 and runs through to mid-September at various nationwide venues. (For full details telephone 0532-594740).

"A lot of people are coming into video who simply don't know anything about it, or even about retailing itself," says McKirgan. "There are two levels at which they require training. One is the technical level — what, for instance, will be the effects of cable TV on the video business? The other level is that of retail techniques."

"Professionalism is essential for profitability. The video industry has a

poor image in that respect, but there is a growing awareness of, and interest in, the need to improve matters."

Shop signs

There is no such thing as a standard video shop sign, according to Dennis Austin, technical sales representative of Pearce Signs. It needs to be tailored to suit the particular premises concerned "so that it gives it a reasonably good front, but without costing the owner an arm or a leg.

"Some shops might need signs that project out that they are the biggest and the best," Austin adds. "Others just want something that discreetly advertises the fact that they are there."

"The sign we are designing for the Great Home Entertainment Spectacular supershop will project the fact that the dealer is a member of the Video Trade Association and is therefore renting and selling bona fide tapes."

Fittings

Video rental outlets may often call themselves libraries — but that is not what they want to look like.

Brian Howard, marketing manager of Beanstalk, the London fittings specialists that has been commissioned by the VTA to design interior display apparatus for its Great Home Entertainment Spectacular supershop, says: "A video shop is not a library, whatever it calls itself. It is a retail outlet, and whether it is loaning tapes or selling them, its titles have to be 'sold' to the customer in the sense that the shop displays should create excitement and interest.

"The other important factor is that shop display fittings need to be flexible. For instance, a video shop when starting up, may only have a very limited stock of titles and will want to display them all without the place looking too empty.

"Yet, within a year's time, the stock may have doubled and the shop may want to display them all, utilising the same basic sort of fittings without the place looking too crammed. So flexibility for rapid expansion is an important fittings attribute."



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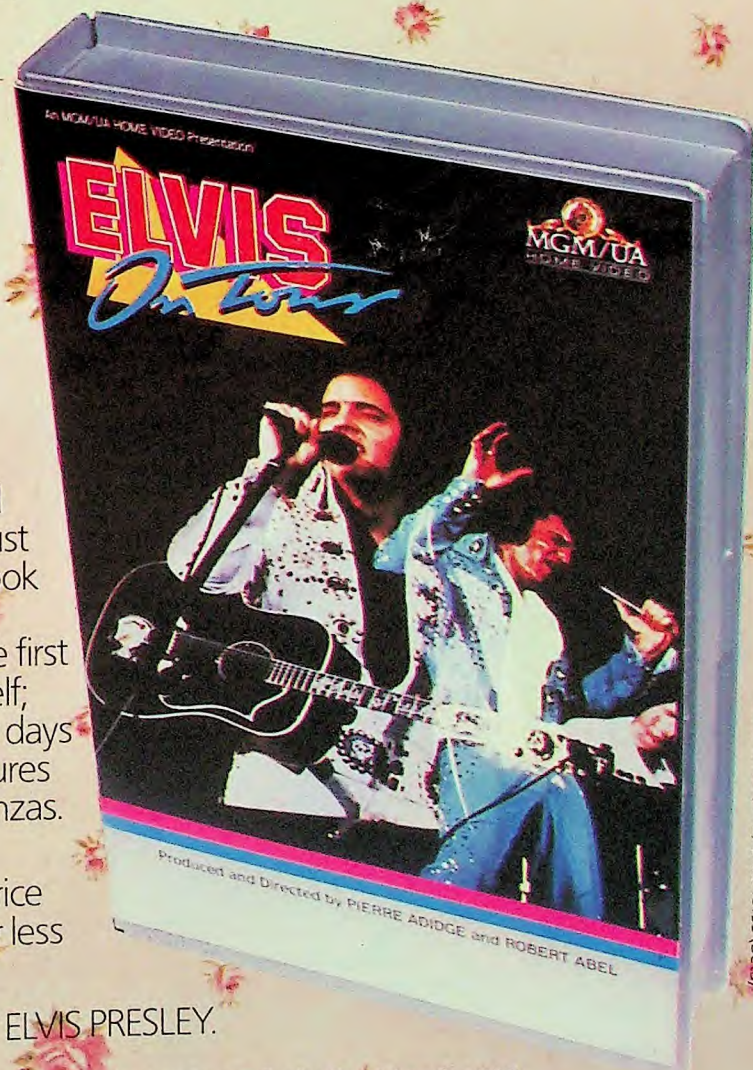
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FEATURE

Video Week provides an essential dealer guide to security.

Setting a high standard in security

VIDEOSHOPS springing up in the last couple of years are proving to be the proverbial Aladdin's cave for burglars and, subsequently the insurance company's nightmare. In addition to smash and grab theft, there are the crooks that "do the rounds" with stolen identification, renting tapes and walking off with them.

Quinton Video in Birmingham was open less than a week before it experienced its first burglary. James Woakes says: "On the very first weekend I was open I was attacked by two men and all the cash was taken."

An unfortunate start, and not the end of Woakes' troubles. Since that day, Quinton Video has been broken into three times. "Each time we have added to our security," he says. "We have put bars on the windows inside and out, added to the alarm system and put heat sensors inside the windows."

In each of these incidents only video recorders were taken with the video cassettes left untouched.

Beckenham-based S M Electronics has also had its fair share of problems. Over a period of four years the shop has been broken into 15 times. Shutters on the window have not stopped the main problem of people backing vans through the shop front and grabbing what they can.

Mr Moutta comments: "There seem to be a lot of burglaries round here. Some of us got together and moaned to the police because there are not enough patrol cars in the area. We had our own patrol at one time with people we knew who had CB radios patrolling the area for about three weeks. During that period we had no break-ins, but as soon as we stopped we had another one."

Another Beckenham retailer, Supa Electrics, has resorted to erecting concrete

bollards outside the shop front to stop thieves backing vans through the window.

Break-ins are just one of the problems faced by video retailers. Another bane of their existence is the casual thief who becomes a member under a false identity, and takes out tapes with no intention of returning them.

Manchester's Moston Video Centre has recently introduced a free membership scheme. Ken Hulfe says: "One of the first people to take part in this scheme came in with a driving licence, which we accept as sufficient identity, but I didn't check the signature. It turned out to be a licence stolen in a pub and the police weren't able to help."

Stolen documents and customers who give false names and addresses, are common problems. There are also the less honest regular customers who move house without informing their local shop of a change in address, and keep the tapes they still have.

David Merryweather of Grimsby Video does not hesitate to take court proceedings if these customers can be tracked down. "The last chap who held on to a number of my tapes was taken to court. He didn't turn up. The court ruled that he must pay me the money due and now the bailiffs have been sent round. I have four or five court cases pending. The way I look at it, I have to take them to court or my business would suffer."

The above incidents are all planned theft. When you have a shop full of customers there can be a tendency to leave returned tapes to one side to check in when it's less hectic. This is a great temptation to anyone browsing round the shop.

Barry Scanlon of Rox Video in Merseyside says: "Most of our trouble with tape loss is when on a busy Saturday a customer brings back films



Insurance companies already recognise the added security provided by lockable storage systems.

and leaves them on the counter rather than handing them directly to us. If someone sees a tape lying around they take it. We've lost about twelve tapes in the eighteen months we've been open in this way. At first we were just accepting it, but now we insist that it is the responsibility of the hirer until it's handed in and checked off."

Then there are the customers who push the tapes through the letterbox after hours. London's Video House has lost several tapes through passers by fishing them out of the letterbox. Barry Rose comments: "We told our customers not to do it, but we still had problems. Now we have installed a security letterbox."

Despite the large number of retailers suffering through inadequate security precautions, the Video Trade Association has not laid down any guidelines to its members.

Derek Mann replies: "There is only one way we can overcome the problem and we are in the process of doing it. We are on the last legs of introducing an insurance policy to cover members for loss of, or damage to, tapes taken out of a shop by members.

"It's very difficult because insurance companies think shops lose thousands of tapes whereas the average shop doesn't suffer from a lot of

theft. We are negotiating a policy with a maximum claim of up to twenty-five tapes per annum."

The insurance policy should be in operation by September, with the possibility of a small charge to members who wish to be included in the scheme.

Mann says: "At the moment the subscription level asked for by the insurance company is £50 per annum, per member. If it remains at that we will have to make a small charge to members. We hope to bring it down to a subscription of £25, in which case it would become an integral part of VTA membership."

This may give dealers piece of mind but it won't put a stop to their problems. So how can the dealer prevent tape loss?

In respect of vetting prospective customers, dealers must insist on seeing at least two official documents to establish a customer's identity. Video Wizard in Potters Bar, Hertfordshire, prefers a form of identity which contains a photograph of the customer to ensure it is not a stolen document. Nigel Bateman says: "A passport is ideal, but we find that a recent telephone bill is the best bet. It's not likely to have been stolen."

John Dyer of London-based Atlantis Leisure asks new members to fill in an application form. They then post off a membership card to the given address. "It's our way of finding out if they are legitimate customers," he

says. "Although it may not be their address, if they come back with that card they must know the people who live there, so that address is involved. We do not let them take any tapes until they produce the card."

Portsmouth's Flickers Videobar only allows local people to join. Dave Smith explains: "We're in the situation where we only serve local people. We are one of the few retailers in the area who stock Warner tapes and you know that if a stranger comes in you're only going to see him once, say for Rocky III. Unless they work in the area or live on the main road leading here, I don't let them take tapes."

Flickers Videobar also takes the precaution of having a video camera linked up with a VCR to record any prospective customer who cannot provide sufficient identification.

Smith says: "If somebody has a local address, but only a driving licence and a library ticket as identification, I get them to stand in front of the camera."

A visual record of customers, combined with a computer, has solved Bristol-based Express Television's problem of disappearing tapes. Brian Steele says: "We were losing so many tapes — anything up to 12 a month. It was difficult with a card index system because somebody could have two or three membership cards and there was so much human error. At the end of the day there was nothing we could do legally if a customer insisted he had returned a tape."

Now Express Television operates a system whereby all information is entered into a computer and a video camera records all transactions. In direct view of the camera is a clock. The time is also entered automatically on to the computer, so if a tape goes missing a visual record is available to show exactly who has the tape. Since installing the system Express Television has not lost a single tape.

Computers do eliminate a large proportion of human error in logging tapes in and out, but many dealers still feel that it is a luxury they cannot afford.

Doncaster's Video Take Away operates a card filing system, but if it were not for the expense, the company would install a computer right away. David McCawley comments: "We have always had a card filing system, but we are thinking about getting a

TO PAGE 34

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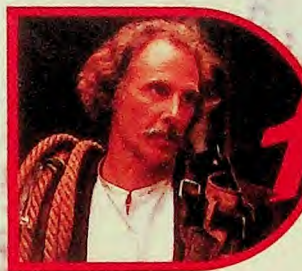
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FEATURE

FROM PAGE 32

computer. Apart from the problem of human error, we have to spend a couple of hours every morning doing filing."

Wellington Video of Shropshire also operates a card filing system. Gary Westman says: "We have 1,500 titles in this shop and we are finding the card system archaic. Overdue tapes are hard to trace quickly, whereas with a computer we could just press a button."

A reliable method of vetting customers and an efficient system of checking tapes in and out are essential to keep track of stock, but as illustrated by the examples earlier in the feature, video shops are a prime target for burglars and require a high standard of security.

Insurance companies are becoming increasingly reluctant to offer policies to video shops as it is felt that only a small percentage provide adequate protection for their premises.

Kedrick Rhodes of Sceptre Insurance says: "The big problem is that people insured

SECURITY GUIDELINES

Vetting customers

- 1 Forms of identification — ask for official documents containing name and address. Always check the signature. A reliable document is a passport or even a recent telephone bill.
- 2 Take telephone number if applicable. This can be checked against address in a telephone directory.
- 3 Deliver or send membership card to address. Only allow customers to take out tapes when they produce this card.
- 4 A membership fee deters members walking off with

Shop security

- 1 Fit an approved alarm system, preferably visible and wired to police station.
- 2 Doors should have at least two locks.
- 3 Wooden doors should be two inches thick, and preferably reinforced with a metal sheet.
- 4 Glass doors should be protected by metal grilles.
- 5 Windows should be protected by metal grilles or shutters.
- 6 Rear or side doors and windows should be protected in the same way.
- 7 Tapes should be safely locked away overnight.

tapes.

- 5 A reliable system for checking tapes in and out is essential whether it be a card system or computer.
- 6 Display only empty video cassette boxes.
- 7 Never leave tapes lying around within temptation's reach.
- 8 Never let customers leave tapes on the counter without checking them in.
- 9 Never let customers return tapes through the letterbox.

These guidelines have been compiled by Video Week after talking to dealers and insurance companies.

a year and a half ago were not asked to carry out too many precautions. They were treated in the same way as an electrical shop, but they are not like electrical shops, they are much more attractive. Last year the theft risk was tremendous.

"Any shop seeking insurance now has to be pretty secure, with grilles on the

windows and two decent locks on the door so it can't be kicked in. Two locks make a door twice as secure."

The obvious security methods a video shop should employ are a good alarm system and shutters or grilles on the windows.

London's Atlantis Leisure feels that it has well-protected

premises. John Dyer says: "We have burglar alarms, shutters on the windows and a direct line to the police in the event of a burglary. We also lock all our tapes away in safes overnight. The system doesn't give much time for anyone to break in before the police arrive on the scene.


"Locking our tapes away in

safes gives us the additional benefit in that we have no problem getting insured and we get a lower premium, because our premises is considered secure."

Video House, also based in London, understands the importance of locking tapes away overnight. Rose comments: "We store them in filing cabinets with bars on them, which are fixed to the wall and padlocked."

Several companies already manufacture purpose-made security cabinets for the storage of video cassettes. Dieline Toolmakers manufactures the Vidsafe Cabinet. Peter Williamson of Dieline says: "All the leading insurance companies approve the cabinet — Royal, General Accident, Prudential and Eagle Star, to name a few. The Liverpool branch of the crime prevention unit was also delighted to see such a construction readily available."

Expo Security manufactures the VTA-supported Expoguard security cabinet. It is also approved by major insurance companies.



Autumn

Heathrow Penta Hotel Heathrow Airport

11th, 12th, 13th September

The Autumn Video Software Show 1983 will be the fifth London event to be held at the Heathrow Penta Hotel. The first show held at Heathrow in September 1981 was a tremendous success with 40 major stand holders taking part and over 3,000 trade visitors attending. By the February 1983 show these figures had increased to over 125 exhibitors and a trade attendance in excess of 7,000. In September we anticipate that all records will be broken!

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Exhibitions Controller
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VIDCOM '83

LA CROISSETTE, CANNES



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Video Week has arranged a special block booking on a scheduled flight to make sure you get to Cannes in style, with minimum fuss and maximum care and attention, AND, at an unbeatable price. At an exclusive rate of £139, the Video Week flight is well below any existing fare to VIDCOM this year - from the Club Class at £326, even down to the lowest Air France flight at £156.

AT ONLY £139 RETURN

SEE YOU AT THE SHERATON SKYLINE - 1ST OCTOBER!

Instead of checking-in in the usual (tedious) way, Video Week invites you to a buffet lunch, and drinks, at the Sheraton Skyline Hotel (next to Heathrow) to get things off to a 'flying start'! From then on you

can forget your worries - we will check in your baggage and give you your boarding passes there



SHERATON SKYLINE

and then. After lunch you will be taken by coach to Heathrow to board the airbus and enjoy free in-flight drinks.

Video Week and The Travel Business personnel will be with you at every stage of the journey. The same attention will be taken on the return journey. Optional extras include transfers to and from Cannes, travel insurance and car rental at specially reduced rates. However, we advise you to book early. Only a limited number of seats have been reserved and therefore tickets are available on a first come, first served basis.

Hotel accommodation can be booked directly via the VIDCOM office in London - tel: 01-499 2317. In addition to this, the Travel Business can arrange 3-star and 4-star accommodation. For further details please contact Jim Pocock at The Travel Business on 01-299 1621.

For more information on the flight, contact Angela Fieldhouse or Sue Ash at Video Week.

OUTWARD JOURNEY

SATURDAY 1ST OCTOBER

DEPART - LONDON HEATHROW 15.30

ARRIVE - PARIS CHARLES DE GAULLE 16.30

DEPART - PARIS CHARLES DE GAULLE 17.40

ARRIVE - NICE 19.00

RETURN JOURNEY

FRIDAY 7TH OCTOBER

DEPART - NICE 17.45

ARRIVE LONDON HEATHROW 19.40

On receipt of your payment, The Travel Business will forward confirmation and receipt.

If you have to cancel, the following charges will apply: up to 4 weeks prior - 25% up to 2 weeks prior - 50% within 2 weeks - 100%

All prices quoted are based on current air fares, hotel tariffs and rates of exchange. The Travel Business, Members of ABTA, licensed by C.A.A. ATOL No. 355 will charge out increases covering fuel surcharges or increases resulting from adverse exchange rates, etc.

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- Please reserve necessary coach transfers to Cannes and return at \$9.00 per person.
- Please advise me of car hire rates and details.
- Travel insurance at \$8.00 per person. Details of cover will be forwarded with acknowledgement of reservation. Contact Jim Pocock 01-299 1621 with queries. Please advise me of:
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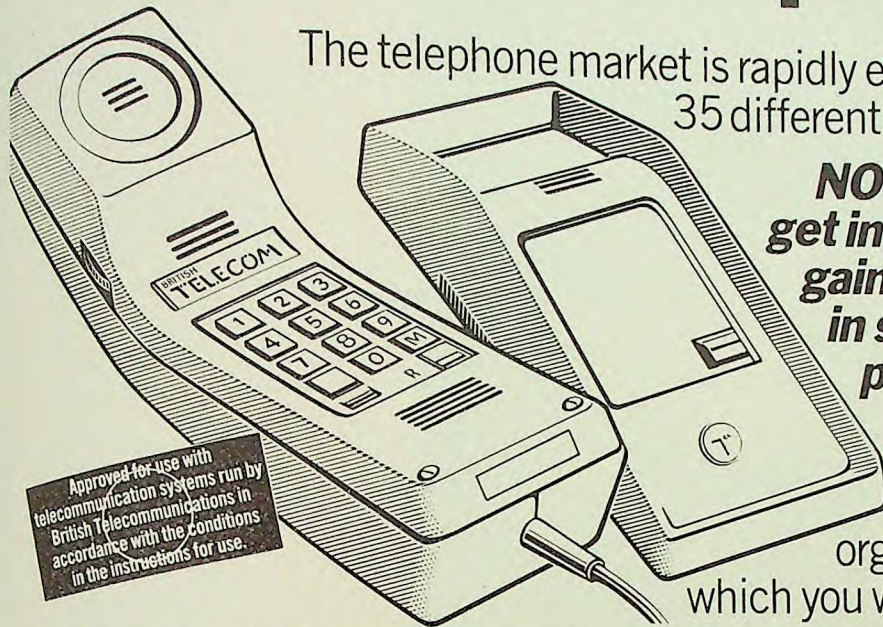
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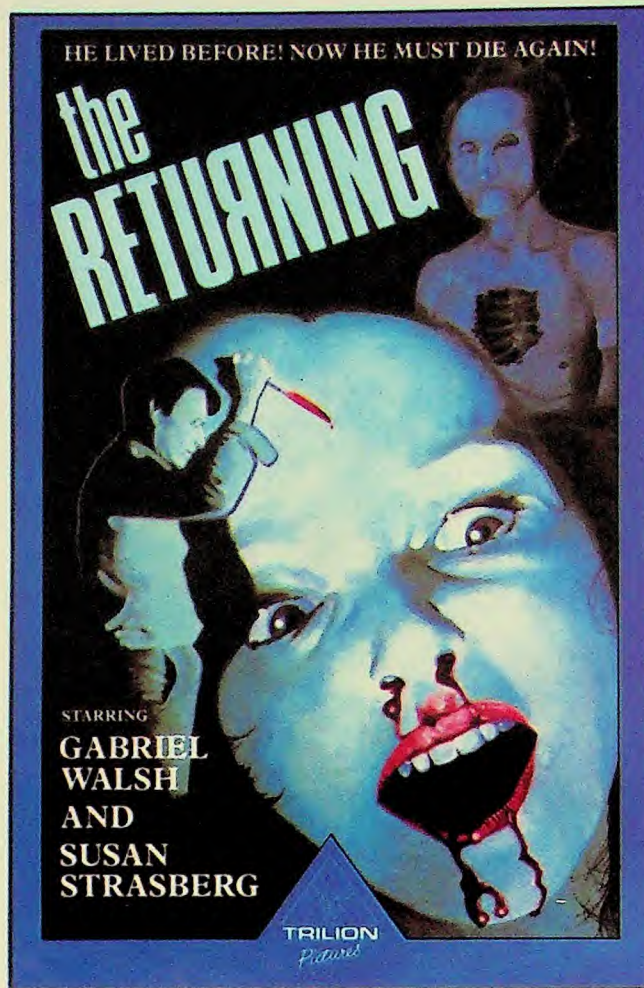
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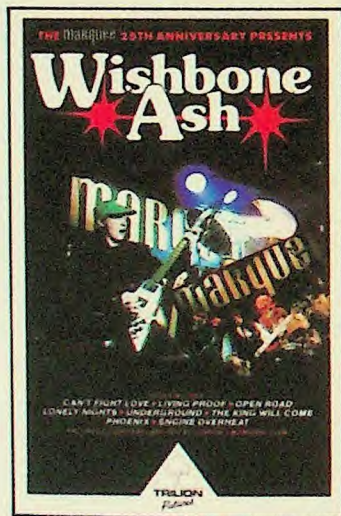
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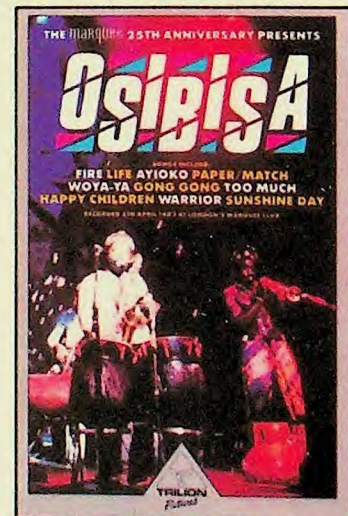
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FAMILY FUN



OTHERS

**THE SPY WHO LOVED ME**

Warner Home Video/Warner

WEV/WEX 99201

007 Roger Moore in action as British and Russian subs mysteriously vanish

Dir: Lewis Gilbert

1977 ENGLISH

Certificate 15

2hr 05min

Trade Price —

**THE INCREDIBLE HULK II**

Guild Home Video/Guild

Further animated adventures of the jolly green Marvel Comics giant.

ENGLISH

Certificate U

1hr

Trade Price: varies

**SECRET SQUIRREL II**

Guild Home Video/Guild

More cartoon escapades with Hanna-Barbara's secret-agent super squirrel.

ENGLISH

Certificate U

1hr 18min

Trade Price: varies

**THE MIGHTY THOR II**

Guild Home Video/Guild

Animated tales of the Norse thunder god and his mighty hammer Mjolnir.

ENGLISH

Certificate U

1hr

Trade Price: varies

**THE HOUSE OF USHER**

Guild Home Video/Guild

Vincent Price in a low-budget but acclaimed version of the Edgar Allen Poe shocker about a doomed family.

Dir: Roger Corman

1960 ENGLISH

Certificate PG

1hr 02min

Trade Price: varies

**THE OBLONG BOX**

Guild Home Video/Guild

Vincent Price and Christopher Lee co-star in an Edgar Allen Poe tale of violent murders and the living dead.

Dir: Gordon Hessler

1969 ENGLISH

Certificate 18

1hr 35min

Trade Price: varies

**HURRICANE**

Guild Home Video/Guild

Trevor Howard, Jason Robards and Mia Farrow in a love story set against the backdrop of a South Seas storm.

Dir: Jan Troell

ENGLISH

Certificate 15

1hr 59min

Trade Price: varies

**TURKEY SHOOT**

Guild Home Video/Guild

The story of a deadly future sport in which people are the prey.

Dir: Brian Smith

1982 ENGLISH

Certificate 18

1hr 28min

Trade Price: varies

**REGGAE SUNSPASH II**

VCL/VCL

2337G

Top reggae artists in a second helping of music and sun from 1982 Sunsplash festival in Jamaica.

1983 ENGLISH

Made for video

1hr

Trade Price: £13

**DEATH CHASE**

FVC/VCL

365

Hunter takes on hunted in a motorcycle race through the jungles of the Amazon basin.

1972 ENGLISH

No certificate

1hr 26min

Trade Price: £30

**DOUBLE TROUBLE**

FVC/VCL

366

An innocent man is mistaken for an outlaw by a small out-of-the-way US town. His brother plays along until talk turns to hanging.

Dir: Richard Erdmann

1972 ENGLISH

No certificate

1hr 30min

Trade Price: £30

**ERNANI**

Longman Video/CBS

LGVH/IGBE 7005

Placido Domingo is the principal singer in this version of Verdi's opera; Riccardo Muti conducts.

1982 ITALIAN

No certificate

2hr 18min

Trade Price: £26.05

**THE SLEEPING BEAUTY**

Longman Video/CBS

LGVH/LGBE 7006

The Russian Kirov company performs the most famous and grandest of all the surviving 19th century ballets.

1982

No certificate

2hr 50min

Trade Price: £26.05

**SOPHIE'S CHOICE**

Precision/PRT

LaserVision

VITC/BITC/CRITC 3135

LVITC 0017

Meryl Streep in her Oscar-winning performance as the concentration camp survivor at the apex of a love triangle.

Dir: J Pakula

1982 ENGLISH

Certificate 18

2hr 20min

Trade Price: £35

**MISSING**

CIC/CBS

VHA/BEA 1064

Jack Lemmon in his critically acclaimed portrayal of a distraught father searching for his son, missing after the 1973 military coup in Chile.

Dir: Costa Cavras

1982 ENGLISH

Certificate 15

1hr 56min

Trade Price: £31.50

**SERPICO**

CIC/CBS

VHA/BEA 2060

Al Pacino stars as the cop who makes himself unpopular by exposing police corruption.

Dir: Sidney Lumet

1974 ENGLISH

Certificate 18

2hr 15min

Trade Price: £31.50

**THE LAST GIRAFFE**

PolyGram/PolyGram

791 540/2, 791 540/4

Simon Ward stars in the true story of the fight to save rare giraffes from extinction.

Dir: Jack Couffer

1979 ENGLISH

Made for TV

1hr 40min

Trade Price: £19.50

**MANTRAP**

Spectrum/PolyGram

790 671/2, 790 671/4

Glossy thriller starring top pop group ABC, build round songs from their Lexicon Of Love LP.

Dir: Julien Temple

1983 ENGLISH

Made for video

55min

Trade Price: £16.50

**SOLDIER BLUE**

Embassy/CBS

2032/2032/2032

Gandice Bergen and Peter Strauss in a western about the cavalry's treatment of Cheyenne Indians.

Dir: Ralph Nelson

1970 ENGLISH

Certificate X(18)

1hr 41min

Trade Price: £30

**RABBIT TEST**

Embassy/CBS

2100/2100/2100

Comedy about a MAN who gets pregnant.

Dir: Joan Rivers

1978 ENGLISH

Certificate X(18)

1hr 24min

Trade Price: £30

**GO FISHING WITH JACK CHARLTON -**

SALMON FISHING

Thorn EMI/EMI

TVF90 0864 2/TXF90 0864 4

Charlton and salmon expert Jeremy Miller go fishing in the Scottish Highlands.

1983 ENGLISH

Made for video

30min

Trade Price: £13.04

**CONCERT FOR BANGLADESH**

Thorn EMI/EMI

TVD90 0911 2/TXD90 0911 4

Bob Dylan, Eric Clapton, George Harrison, Ringo Starr and Ravi Shankar in 1971 charity performance

1971 ENGLISH

No certificate

1hr 35min

Trade Price: £13.04

**WHAT A PICTURE! - VOLUME 2**

Thorn EMI/EMI

TVE90 1719 2/TXE90 1719 4

Composition and the world of the pro photographer in second part of four-part photography series.

1983 ENGLISH

No certificate

52min

Trade Price: £13.04

**LA BELLE ET LA BÊTE**

Thorn EMI/EMI

TVE90 0848 2/TXE90 0848 4

Atmospheric 1945 version, in black and white, of the Beauty And The Beast fairytale.

Dir: Jean Cocteau

1945 ENGLISH (subtitles)

Certificate PG

1hr 26min

Trade Price: £13.04

**THE CONCRETE JUNGLE**

Videoform/Videoform

MGS 27106

An innocent woman is thrown into prison after cocaine is planted on her.

Dir: Tom De Simone

1982 ENGLISH

Certificate 18

1hr 39min

Trade Price —

**RETURN TO OZ**

Odyssey, CBS/Fox

6305-50/6305-50

Animated sequel to The Wizard Of Oz.

1964 ENGLISH

No certificate

Trade Price: £20 per single copy,

£30 VHS + Beta pair

**BORN INNOCENT**

Odyssey, CBS/Fox

6252-50/6252-50

A 14-year-old girl goes through "hell" in a Juvenile Detention Home for Women.

Dir: Donald Wrye

1974 ENGLISH

1hr 32min

Trade Price: £30

**THE OTHER SIDE OF MADNESS**

Worldwide, Palace/Virgin

WW993

The story of US mass murderer Charles Manson in a mix of both colour and black-and-white footage.

Dir: Frank Howard

ENGLISH

1hr 30min

Trade Price —

**WAR OF THE WIZARDS**

Videoform/Videoform

MGS25

Richard "Jaws" Kiel in sword and sorcery adventure.

Dir: Richard Caan

ENGLISH

1hr 32min

Certificate 18

Trade Price: £32.50

**THE GIRLS IN THE OFFICE**

Videoform/Videoform

MGT12

Three young women enter the hard-hitting, competitive world of business.

Dir: Ted Post

1979 ENGLISH

Certificate 15

1hr 37min

Trade Price: £27.50

**21 HOURS AT MUNICH**

Videoform/Videoform

MC5026

William Holden in the story of the terrorist attack on the 1972 Olympic Games village.

Dir: William A Graham

1976 ENGLISH

Certificate 18

1hr 41min

Trade Price: £32.50

**THE SELFISH GIANT**

Diplomat/Videoform

MGT12

A combination of three children's cartoons.

ENGLISH

1hr 30min

Trade Price: £24.95

**CRY BLOOD APACHE**

Cinema Indoors/Cinema Indoors

CID 009

FEATURE

The cover can "sell" a cassette, but is the current quality of design good enough? David Aldridge reports

Playing on visual impact

VIDEO CASSETTE covers as works of art... That is the aim of Andy Airfix, creative force behind Satori, the design group that has just been commissioned to design Mountain Video's tape covers and establish a strongly distinguishable, visual company image.

Airfix, who has designed cassette-covers in the past for Videomedia — "the first company I came across who were receptive to my ideas" — is also now about to undertake cover commissions for VCL and PolyGram. He has worked extensively for the record industry where album covers are already a recognised art form and has designed disc covers for the likes of Musical Youth and The Thompson Twins.

And he is critical of the quality of the typical video cassette cover by comparison with the typical LP cover.

"The video market went wrong from the start by happening so fast," he says. "A lot of design companies were called in in too much of a hurry and came up with cassette covers that were advertisements rather than anything really creative.

"I'm a video fan, and I go into video libraries and am confronted by an absolute chaos and confusion of images. Companies try to cram images that occupy two hours on a large cinema screen or largish TV screen on to a tape cover which measures just 8 inches by 5 inches.

"That's a big mistake. You can't simply say that what is OK for a large cinema poster is OK for a video case. There are totally different artistic criteria governing the two designs. Yet

the attitude basically seems to be that there's no difference.

"There is, of course. For starters, there is the obvious difference that a film poster is very large and a cassette case is very small. When something is large, you can put a lot of things on it. When it's small and featured on a shop shelf beside hundreds of others, or as only part of a page-size advertisement in a newspaper or magazine, exactly the opposite is true.

"For a start you have to be fairly bold with colours, partly because bold colours stand out strongly. The ideal cassette jacket would be pure black with one or two words picked out in white. Unfortunately, such a cover would not be very attractive to look at once it had initially caught your eye.

"So a good cassette cover has to be a compromise to a certain extent between something that looks nice and some-

thing that still retains an immediate visual impact. And that is a very difficult balance to achieve.

"There's no need either to put as much information on the front of a cassette cover as most companies seem to. All you have got to do is catch a person's eye so that he'll pick the tape up. If he wants any information, he can then turn the cassette over and read the back, which is where I prefer to put the information on sleeves I design.

"I believe in keeping the front uncluttered. Obviously, if a film features some big stars that add to its customer appeal, then that is different and the names have to go on the front. But how many video features does that apply to?"

The top cassette cover of last year, I believe, was An American Werewolf In London. I don't rate it as a particularly good cover from

an overall design point of view, but the simple image on it was a particularly strong one.

Airfix outlines a cover he has designed for a Mountain Video Elvis Presley In Concert cassette. "There's a pink square with a silhouette of Elvis against it, a bright blue background and yellow lettering. Most video cassette companies would not conceive something like it because they would reckon there was not enough information on it. But Danny Brant (managing director of Mountain Video) thought it was visually attractive and that was all that mattered."

Airfix also feels that scruples play a part in successful creative design. "You've got to feel some sort of empathy with what you are doing to be successfully creative. I couldn't for example, design a fantastic cover for a lousy film — my heart just wouldn't be in it.

"And, after all, we are talking about an art form, or at least a potential art form. It's still at the teething stage as opposed to the album-sleeve field where we're seeing today some of the finest visuals on the commercial market.

"That will spread more and more to the video cassette cover field, I'm sure, particularly with high-quality-sound music cassettes now starting to introduce the video market to an audio-LP audience already used to high-quality album artwork.

"Improved video cassette sleeves will go hand in hand with the improved quality of video soundtracks."

Airfix describes the cassette cover as a work of art

covers he is creating now for Mountain Video as colourful, clear "and hopefully very strong.

"They will all be different because the featured films will be very different, but they will be connected somehow to constitute a company style. It's a pretty intangible thing to pinpoint — but there will be a cleanness identifying them from a single source.

Airfix and Satori are currently working on the creative designs for Mountain's latest children's "kid-vids". Airfix is also already excited at the prospect of doing sleeves for the video release of some Japanese animated movies that Mountain has just acquired.

"They're amazing," he enthuses. "Japanese animation is one of my favourite sorts of veiw[ing]." If empathy is important, Airfix's covers for them should be real works of art.

Mountain Video MD decided to sign up Satori because "with their sort of design experience they can convey via the cover more about the content of the film with a few choice lines and a well-picked colour than all the still-picture and re-used film poster merchants put together.

"A film poster that might have worked in a four by three foot format can just look a mess when reduced down to cassette-cover size.

"Everybody in video marketing knows that it is vital to get a customer to pick something off a shelf in preference to anything else.

"We reckon Satori can give us that visual edge on the competition," he claims.



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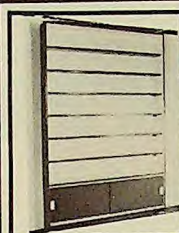
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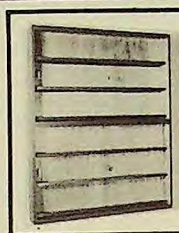


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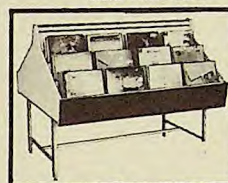


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DEALER POLL

Dealers say no loss due to 'nasties' law

Dealers are more concerned with the image of the video trade and its long-term future than any short-term loss through the banning of so-called nasties and adult films which fail to get a certificate. That is the verdict of *Video Week's* latest Dealer Poll which aims to give voice to the feelings of the trade on the hot topics of the moment.

Video Week has a number of important topics lined up on which to test dealers' opinions, but as everything is currently overshadowed by the outcry over nasties it was inevitable that we would return to this vital subject.

In the last poll a majority of dealers said they would prefer a voluntary system of controls rather than a law to govern what they can stock. That opinion is now largely academic as the lobby for legal controls became so strong that Conservative MP Graham Bright is now introducing a government-backed Bill to curb nasties.

Taking that into account, our question to dealers was "Will you lose custom by the outlawing of uncertificated tapes rather than benefit from a cleaning up of the trade?" While a significant 36 per cent felt that business would suffer, a hefty 62 per cent answered no. Two per cent were not sure.

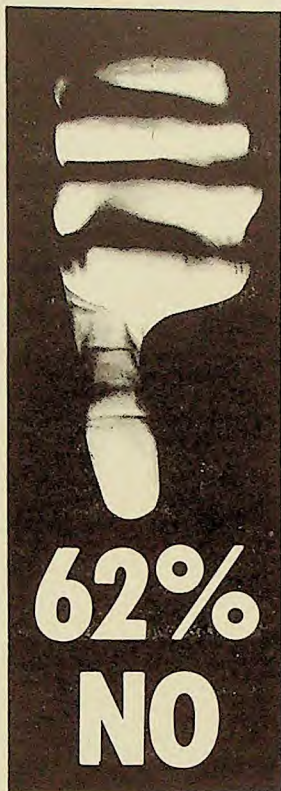
Although a number of dealers replying no reckoned they will lose some custom if restrictions on stock are imposed, they felt that any loss will be outweighed by the "cleaner" image of video attracting a broader range of library members. A constant theme was also the peace of mind that a clear cut position on the legality of cassettes will bring.

Dealers concerned that business will be damaged felt that some of the most popular tapes could be outlawed and that some of the best customers could be lost to black market traders.

These are just some of the many comments made by those dealers polled:

"Horror films are popular, but if people can't get them they will take something else." — Martin Andrieux, Video Cassette Rentals, St Helier, Jersey.

"There is a good trade in adult films so we would lose a bit of business in that respect. But I think we would gain more than we would lose — in terms of both peace of mind and increased business from people knowing that we would only be stocking reputable films." — Peter White, Homestead Video, St Albans, Herts.



"It will undoubtedly affect business. Horror and adult films are the best sellers." — Sarwan Jandu, Videonics, Nottingham.

"We won't lose business because no more than perhaps one in 500 of customer requests is for a nasty. And we turn them away. Our view is that if a film is on any black-list whatsoever, we will not stock it. As a dealer, we welcome certification because it will at least mean we can sleep comfortably at night without worrying about what we're stocking." — Arun Nayar, Video 2001, Sutton, Surrey.

"We might lose a few customers initially, but I reckon we'll soon get them back." — Peter Chaker, Mr Video, London SW12.

"90 per cent prefer the sort of films that are likely to be uncertificated." — Paul Bradford, Home Videos, Leicester.

"I think we'll benefit. Parents and families will allow their children to take a lot more films out knowing that they are clean films. We already operate our own certification system and watch every film before we put it on the shelves. One of our members is a member of the British Board of Film Censors

and she has filled us in on the proposed new certification system. We welcome it." — Richard Biguzzi, Canterbury Video Library, Canterbury, Kent.

"I think we can only benefit. We have a competitor who deals in the seamier side of video. I think if he had to buy the better stuff, he would give it up and I'd get all his business. I don't think I'd lose any of mine." — Derek Smith, Yeaddon Home Video, Leeds.

"I don't think we'll benefit at all. Quite frankly the horror movies are very popular. Some of the stuff that is supposedly banned already has a certificate. People are going to go to those shops prepared to supply them with what they want." — Douglas Smith, World of Video, Cumbria.

"I don't think it would make much difference, mainly because we try to tell our customers whether a film should be watched by children. In a way we try to certificate films ourselves, although we can't be sure with all of them. Official certification will make our job a lot easier." — Brenda Higginbottom, Morley Video Centre, Wakefield.

"Unfortunately we get a lot of demand for horror films, and particularly for adult films which I think it's safe to say won't get certificated either. It's the thought that adult films will be hard to get that really annoys our customers. They'll go to the black market for those and horror films — and that means organised crime coming back into the business." — Colin Coomes, C & L Video, Sandown, Isle of Wight.

"It would only benefit us all. I have never stocked any of those titles that are outlawed. If they are not readily available elsewhere it will help us all." — Helen Boyle, Crost Video, Cumbria.

"Our customers like horror films, and the more gory the better. We've already had to take 20 titles off our shelves, and they think it's stupid. They regard video as something to watch in the privacy of their own homes. We take care not to rent such tapes to children." — Trevor Jones, Alban Video, Taunton, Somerset.

"The customers think it's a good idea. They want the situation regarding the content of tapes to be clarified — and so do we." Brian Archer, Emprise Video, Colchester.

"We'll lose business. There are a lot of people who like watching nasties." — David Wright, March Video Library, Cambridgeshire.

Gripe!

Coping with demand abroad

The latest Gripe has an international flavour and illustrates problems of dealers in smaller territories as well as the variation in export constraints.

Video Week is so concerned with interests of its dealer readership that it will even investigate the problems of readers as far flung as Malta, as in this instance. If you have a video gripe from closer to home, send full details to the Editor, Video Week, 40 Long Acre, London WC2E 9JT, or telephone 01-836 1522.

DUE TO the restrictions on the importation of hardware and the small size of the market in a country with less than a ½ m people, our business in video is of course, rather limited. Nevertheless, from our recent experience we feel that there is a reasonable demand for video product which should increase substantially once importation of VCRs, is freely allowed.

But our biggest problem over here is one which seems universal, and that is pirating. In Malta pirating of video and audio tapes is conducted very openly on a big scale. In fact more than 90 per cent of subscribers to our rental library admit to having at home or having seen films like Gandhi, ET and other blockbusters. Only yesterday, one person said that he has obtained a copy of Return Of The Jedi, which is very clear.

Despite all this, we regret to say that we have hardly found any co-operation from majors or independent labels. The only people that showed some form of co-operation were EMI, Precision Video, Rank Film Distributors, and some smaller labels. And even these either give us a very high export price or do not supply us with their latest films.

We have been unable, at least up to now, to obtain supplies from such companies as CBS/Fox, MGM and CIC, so imagine our problems with Warner, RCA and Walt Disney.

What these companies do not seem to realise is that there are people here who go to London regularly, buy all the latest releases, return to Malta and flood the market

with pirate copies. And yet these same companies are trying to combat pirates all the time. But with their attitude they are actually protecting the pirates by not making the legitimate product available. Malta may be a small island but believe me, when VCRs are freely available the demand will be attractive enough but the only people who will be profiting will be the pirates.

It's true that ours is a small market, but ten small markets could make a worthwhile business. Besides co-operating will mean combating pirates in some way and helping to stop pirating in Malta or any other country does not only mean more revenue for the rightful owners but is also a matter of principle. Pirates in Malta could serve as a base for other countries, especially close ones. What a much better idea it could be to use Malta as a base for nearby countries with legitimate product.

Through this letter I ask all interested parties to contact me personally if they wish to know more about our market here. We cannot promise very high returns but we will promise to be genuine and to fight any pirates who try to deal in product handled by our firm.

Joseph Borg
Exotique Video, Manwell
Dimech Street, Sliema, Malta

Colin Bayliss, MGM/UA's UK managing director and newly appointed area director for Europe, the Middle East and Africa, says that "local political problems" too sensitive to air here are currently making it impossible for the company to supply tapes to Malta.

"We have not said 'no' to Mr Borg," he adds. "In fact we know of his good reputation and would like to furnish him with titles. But there are problems, though I'm optimistic that they will be resolved."

CIC Video's international president Roy Featherstone reiterates the problems involved in getting tapes into Malta. He also adds that his company has received Maltese requests to start local cassette duplication using, for economy reasons, ordinary Betamax cassette copies as masters.

"And that is just not on," he says. "If we are going to allow local production, then it has to be done using half-inch masters. What we will probably do is visit Malta to see what we can come up with to help them."

Tim Smith, marketing manager of CBS/Fox, says simply that the company has no licence for supplying product to Malta — and has no plans for obtaining one "in the immediate future".

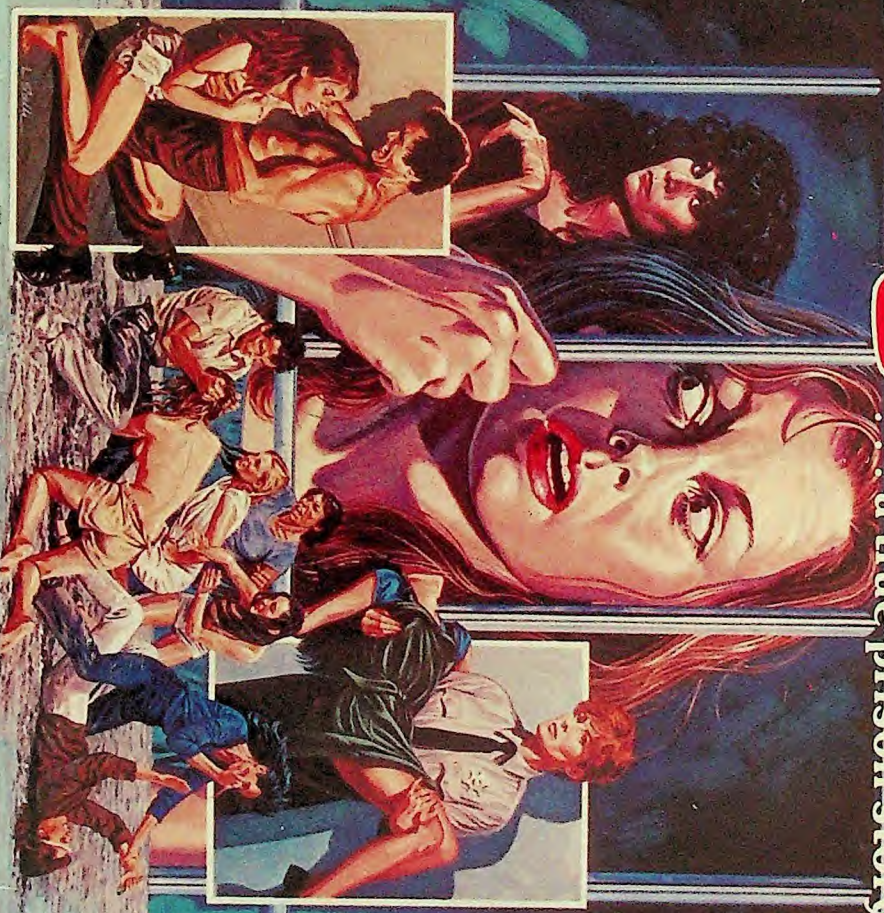
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