

# RECORD BUSINESS

November 5, 1979 VOLUME TWO Number 33

## INSIDE

Single chart, 6-7; Album chart, 29; Disco Top 75, 16-17; Airplay guide, 26-27; New singles, 31; New albums, 28; TV albums, 14/19.

## Polygram's takeover aims at giving Decca new impetus

AILING DECCA RECORDS, with a £1.6 million trading loss on its music activities last year, is due for a new lease of life as a result of the Polygram group's undisclosed cash bid, announced last week.

But in securing outline agreement for the sale, likely to be confirmed before the end of the year, Polygram has concentrated on the acquisition of repertoire and brand name, largely with a view to boosting its position in the classical market. Decca's status in terms of repertoire and catalogue no longer compares with its standing in the classical market where artists of huge international reputations like Luciano Pavarotti, Joan Sutherland, Georg Solti, and Vladimir Ashkenazy are under contract. Artists of this calibre, plus the

strength of the Deutsche Gramophon and Philips labels will give the Polygram group an unrivalled position in the classical world.

The announcement of the proposed sale, reckoned by financial journalists, to be worth about £10 million, referred only to the acquisition of "certain of the recording and music publishing activities." Decca's interest in Teldec in Germany was specifically excluded, but although not mentioned, the American subsidiary London Records is part of the deal. London Records Canada, a subsidiary with manufacturing capability, is likely to be included. Decca Nigeria is not being picked up and it is not expected that the share of Deccadisch in Italy will be involved.

Closer to home, Decca director

Arthur Cullis confirmed that the New Malden factory, which employs something less than half of Decca Records total workforce of 1,500 people, will not be part of the purchase. Decca's West Hampstead studios is also excluded, although technical personnel may be taken on. The Selecta sales force is expected to continue to function in a form still to be decided.

At the 49th annual meeting last week, chairman Sir Edward Lewis admitted that there would be inevitable redundancies, but that these would not happen until well into 1980. In the meantime attempts would be made through a re-training programme to redeploy staff into other parts of the group. This could be construed as meaning that having disposed of the less attractive division of Decca, Lewis is planning to put Decca back on the way to profitability. However, a widely held view by financial journalists is that Decca, minus the record side will prove more attractive to purchasers with no experience of the record industry.

David Fine, managing director of Polygram's UK record activities, stressed to *Record Business* that Decca would continue to be run as a record company. "We have no intention of absorbing Decca. Its acquisition by Polygram will give it the impetus and support it needs," he said. "We attach huge importance to the historic brand names of Decca and London."

Fine added that after on-off discussions going back some 12 years the takeover talks had become serious about eight weeks ago. No decision had yet been taken about who would run the Decca label, but an appointment would be made once the deal had gone through.



THE WORLD'S most successful composer, recording artist and collector of gold discs celebrates his entry in the Guinness Book of Records and the award of the first rhodium disc. Watching Paul McCartney cut the cake at a reception in his honour are Norman St. John Stevas, Minister for the Arts, dancer Wayne Sleep, discographer Tim Rice and boxer John Chabot.

## End to EMI delays near

EMI RECORDS claims that the distribution problems that have been creating serious delays on dealer orders over the last month will be solved by the end of this week.

Retailers all over the country have complained that EMI product is taking up to a week to be delivered - although the hold-ups have been less acute with chart albums and singles.

However, an EMI spokesman told *Record Business* last week that the problems had been caused by the installation of new computers, computer re-programming and changes in ordering systems aimed at "improving the company's service".

He added that, in most cases, delays were now no longer than 48 hours and that by the end of this week the situation should have returned to normal.

## WEA commissions survey on trade RRP attitudes

GUEST SPEAKER John Fruin, md of WEA Records, fielded criticism levelled not just at his own company but manufacturers in general at last Wednesday's GRRR meeting in Croydon.

Despite an extremely poor attendance, dealers brought up a stream of controversial topics that included certain shops receiving preferential treatment over new releases, lack of in-store support and the abolition of RRP.

Fruin revealed that WEA had just commissioned a six-month survey of independents and multiples to assess trade attitude towards the abolition of RRP, although any final decision would rest with the BPI.

On new release distribution, Fruin

said that although WEA did have a list of priority shops, it was not necessarily based on chart shops or those with the largest volume. He claimed: "It is morally wrong to hype a record into the charts and it is not worth it because of the aggravation it causes."

He pointed out that most record companies were being forced to reduce the level of in-store and window-display back-up because of rising costs. He also defended WEA's strongline on faults, claiming that certain retailers were sending back up to 35 per cent returns on faults.

Full details of the meeting will appear in next week's issue.

HERALD OF A NEW WORLD  
RISE  
THE ALBUM  
Featuring The Millionaires, The Grays, The Stars

## Family Favourites axed in Radio-2 re-shuffle

RADIO-2 adopts a new format in January next year – the first major change since the introduction of round-the-clock broadcasting at the station a year ago.

Out go Pete Murray's weekday *Open House* show, the 34-years-old *Family Favourites* and presenter Tony Brandon, and in come former Radio Clyde DJ Steve Jones. Ed Stewart from Radio-1, a two-hour daily edition of David Symonds' *Much More Music* show.

The specialist folk programme *Folkweek* is dropped after nine years to be replaced by *Folk 80*, an occasional programme centred around international folk festivals as and when they happen.

Specialist evening programming.

such as Mondays being devoted to big band music, has been radically changed with a greater mix of music coming in throughout the week.

Pete Murray's new programmes are on Saturdays from 10am – 1pm and Sundays from 10am – 1.30pm, the latter including the religious *People's Service* programme and a segment following the format of *Family Favourites*.

Steve Jones takes over Tony Brandon's *Early Show*, from 5am-7.30am, in December, because the latter is leaving to concentrate on his acting career. Ed Stewart takes the 2pm – 4pm request show, while David Hamilton takes noon – 2pm daily white David Symonds fills the 4pm-6pm slot.



**LIVE ACTION** at a presentation to Darts of silver discs for sales of the 'Duke Of Earl' single. Sax player Horatio Hornblower spills the contents of his glass over Magnet managing director Michael Levy. The band's Thump Throos looks amused while Kenny Andrews looks aghast.

## Zoom returns to independence

FOLLOWING THE recent acrimonious split with Arista Records, the Edinburgh-based label, Zoom Record has announced that it is returning to independent status.

Negotiations over the last month with various record companies have failed to produce a new licensing deal. Distribution will now be through Scotia, Rough Trade and Bonapartes plus other UK one-stops.

Zoom boss, Bruce Findlay, claimed that the move to independent status was only a temporary measure. "It was a question of control," he told *Record Business*. "As an independent we can make as much impact and be more experimental musically."

The new Simple Minds LP *Real To Real Cocophony* is still to be released through Arista on November 23.

## Court ban on Disc Empire

LONDON IMPORTER. Disc Empire, is the latest company to be taken to the High Court by a UK record manufacturer for handling non-EEC imports.

In an action brought by CBS Records, Disc Empire gave a High Court undertaking on October 26 not to import or

sell North American copies of Cheap Trick's *Dream Police* or Stan Getz' new LP *Children Of The World*.

CBS also obtained an order instructing Disc Empire to return all infringing product and provide detailed accounts of profits made on their sales.

## Freeman joins Capital Radio

ALAN FREEMAN, who quit Radio-1 16 months ago, joins Capital Radio next month. He will present a weekly Monday night rock show on the station starting in the New Year.

Freeman will be heard on Capital on December 30 when he co-presents with Maggie Norden a four show series called *Into The Eighties*, looking at future technology, and on New Year's Eve he hosts

a programme looking back on the hits of 1979. Freeman's job comes after he stood in for Nicky Horne in the summer.

A report that Freeman was to join Radio Luxembourg was dismissed by a spokesman for 208. "We were amazed to read in another trade paper that Alan would be joining us. We know nothing about such a move," he stated.

## EMI Christmas tokens boost

A MASSIVE £150,000 campaign is to be unleashed by EMI Records later this month to boost the Christmas tokens market.

Spurred by five weeks of national print advertising in the *Daily Mirror*, *Sun*, *News Of The World*, *Sunday Mirror*, *Sunday People* and *Radio Times*, it will also take in an extensive point-of-sale campaign. In addition, 30 EMI salesgirls have already started visiting the top 1,500 record token dealers to take advance orders. Retailers are being asked to take their entire Christmas token requirements in one order – placing part of the stock in their own banks – to avoid postal delays.

SIRE RECORDS has signed Australian band The Sports for the service 'Who Listens To The Radio?' released on November 16, and an album *Don't Throw Stones*, previously only available on import, is released on November 23.

MANCHESTER BAND Salford Jets has signed a recording deal with RCA Records and a publishing deal with Noon Music. First release will be an EP on November 30 titled 'Salford Jets EP', which will retail at the price of a standard single.

GAFF MANAGEMENT has secured the services of Howlin' Promotions to work on all radio and TV promotion for Riva Records and GM Records. Local radio and TV activities will continue to be handled by WEA Records.

## Deals

STIFF RECORDS has lined up extensive consumer advertising for the first release from new signing Pointed Sticks. The three-track EP titled 'Out Of Luck' (BUY 59) is out next week with the first 2,000 copies on 12-inch. A UK tour is planned for later this month.

RELEASE OF the debut Craze single, titled 'Motions' (COB 3) and on EMI Records' new Cobra label, is being supported by trade and consumer press advertising.

RAY. GOODMAN and Brown, previously known as the Moments and signed to All Platinum Records, have signed directly to Phonogram on the Mercury label. Their first single under the deal titled 'Special Lady' (Mercury 6008 800) is available immediately.

## Lawyer's attack on BPI plan "irresponsible"

AN ATTACK on BPI plans to counter home taping in a recent edition of the Law Society's official journal, reported last week in *RB*, has drawn a heated response from BPI director general, John Deacon.

Solicitor, Michael Rubinstein, writing in the *Guardian Gazette*, ridiculed BPI hopes that the public would obtain home taping licences and poured scorn on the proposed blank tape levy pointing out its high administrative costs.

However, Deacon last week described Rubinstein's article as "irresponsible and very disappointing" and emphasised that the BPI was trying to get compensation, not just for record companies, but for producers, artists, songwriters and publishers.

He told *Record Business*: "The most sensible way of recovering the huge losses incurred through home taping is via a Government imposed royalty on hardware and blank cassettes – which is our aim."

Deacon added: "Mr Rubinstein's inference that the royalties should be exclusively for the benefit of record companies is both salacious and dangerous."

## Airplay payment hearing set

THE ASSOCIATION OF Independent Record Companies (AIRC) is finalising its case for reduced neddlime payment. From November 17 the Performing Rights Tribunal will be sitting in London to decide what rate of payment should be made by ILR stations.

AIRC is bringing in witnesses from around the world to support its case for payments to Phonographic Performances Ltd., the industry's collection organisation, to be reduced from the current level of 7 percent of net revenue. On the other hand, PPL is campaigning for a maximum of 9 percent.

BRMB Radio md David Pennell is leading the AIRC subcommittee dealing with the copyright tribunal. He is not prepared to state the figure that AIRC would be prepared to accept. However, the radio companies would regard the recent settlement in New Zealand which set radio performance revenues at 1.5 percent as a suitable settlement figure.

PPL payments were negotiated by the IBA before the first ILR stations went on the air. This year AIRC estimates that the stations will pay about £2 million to PPL. For all networks, the BBC pays approximately £1.09 million out of the total, including TV and local radio of £1.85 million.



## dumbfounded?

TYG 4 is TYGER LABEL'S new release by the  
DUMB <sup>c/w</sup> HOME MOVIES

## Statistics



TYGERPHONE 35777 (UXBRIDGE)

DISTRIBUTION: SPARTAN TEL 01-903-4753/6

# MULLINGS

AT THE risk of inducing the onset of a severe attack of boredom, gentle readers, your columnist is faced with the need to mention the **B\*\*\*\*\*S** at the top of the column for the second week in succession. They who do not thank anybody for perpetrating the legend have not been amused to find that in addition to **B\*\*\*\*\*S** on stage, that ageless **Dick Clark** has jumped on the bandwagon (or should it be bandstand?) and has made a biographical film entitled *The Birth of The B\*\*\*\*\*S*. Writs have duly flown in America. The outcome is of considerable interest to **Laurence Myers**, prexy as they say in the movie business, of GTO Films. Not only was the film made in this country, but GTO Films invested a large sum of money towards the finance of the production, as it did indeed with **Dick Clark's** earlier biopic on the life of **Elvis Presley**. There were rumblings of discontent about the legality of the Presley film in America, but in the event nothing happened. **Myers** is keeping his fingers crossed that the American screening of the **B\*\*\*\*\*S** movie on the ABC TV network goes ahead, so that GTO Films may ultimately proceed with its UK distribution through cinemas. He does not, however, have any plans as with the Presley movie to issue a soundtrack album. Enough, presumably, is enough . . .

MUCH KNOWLEDGABLE sipping and a'spitting recently in the company board room at the first meeting, organised by group deputy m.d. **Terry Connolly** and recently elevated board member and international director **Des Brown**, of the Chrysalis Wine Club. A number of unpretentious young things were duly appreciated, before the time came to identify an anonymous red. **Peter Caisley**, company secretary cleverly figured that **Findlaters**, whom members will be able to patronise at preferential terms, would not uncork a drop of Chateau Lafite and then give away a crate as a prize, won a dozen bottles of a spiffing South African claret as a reward for his well developed palate. . . it's an ill wind that doesn't blow somebody good - since taking over Radio-1's Top 40 Show **Tony Blackburn** has seen the audience figure climb by around two million listeners to 15.9 million and has noticed something suspiciously like a smile on **Derek Chinners**' face now when they meet . . . no points to **Capital Radio** and **Nicky Horne** for announcing in advance that the whole of **Stevie Wonder's Secret Life of Plants** would be featured in his Friday night show. How many sales were lost to EMI and Motown as home-tapers had a field night? Surely the BPI should discourage such liberal gestures by the radio stations? . . . much glee at Logo to see that **Statieside Duncan Browne's Streets of Fire** album listed ahead of **Fleetwood Mac's Tusk** in Most Added section of *Record World's* survey of airplay activity . . .

**TONY HAMLIN**, managing director of Relay wholesalers quit the company after five years to launch own aircraft leasing company. **John Winnert** takes over . . . parting of the ways for UA and press officer **Geoff Deane**, of which more may be heard - **Pat Stead** now heads the department . . . **Britt Ekland's** sweet nothings which could be heard at the end of the original recording of 'Tonight's The Night' missing from **Rod Stewart's Greatest Hits** version . . . RCA pressgal **Shirley Stone** would like to hear from one of her predecessors now editing a trade paper as to what she should do with a certain monthly magazine which continues to arrive on to her desk . . . with perfect timing, **Herb Alpert** arrives here this week to promote his American chart topper 'Rise' which looks like taking off here . . .

AT PMcC's Guinness reception, (which he handled with good natured patience, before during and after receiving his rhodium disc) the Minister for the Arts, **Norman St. John Steves** confided to smooth-talking **Paul Gambaccini** that his fave Radio-1 rave is none other than presentable young presenter **Peter Powell** - a meeting between Peter, Paul and Norman is being arranged . . . after an 11-year courtship, BPI statistician **Peter Scaping** finally did the decent thing last week - at Richmond registrar's office he married **Julia Gafford**, a librarian at the British Museum, and then departed to New Zealand on honeymoon . . . famous last words "From my knowledge of Sir Edward's character, if anything was ever sold off, the last possible part of the company would be the music side because that is where his heart is" - **Jonathan King** in a recent interview.

# THE ART IS MAKING IT

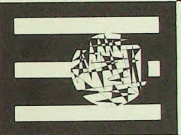
LENE LOVICH  
SINGLE "BIRD SONG"  
7" BUY 53  
12" BUY IT 53



MADNESS  
SINGLE "ONE STEP BEYOND"  
7" BUY 56  
12" BUY IT 56  
ALBUM "ONE STEP BEYOND"  
SEEZ 17



THE G.T.S.  
SINGLE "BOYS HAVE FEELINGS TOO"  
BUY 60 (NOV 23)

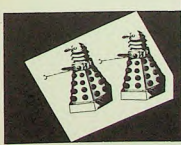


MICHAEL O'BRIEN  
SINGLE "MADE IN GERMANY"  
BUY 58

POINTED STICKS  
SINGLE "OUT OF LUCK"  
7" BUY 59  
12" BUY IT 59  
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THE DUPLICATES  
SINGLE  
"I WANT TO MAKE YOU VERY HAPPY"  
BUY 54



RACHEL SWEET  
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Subscriptions c/o RBP Ltd., Oakfield House, Perrymount Road, Haywards Heath, Sussex RH16 3DH.

Published by Record Business Publications Ltd., Hyde House, 13 Langley Street, London WC2, set by TypeMatters (London) Ltd., and printed by Garrod and Lofthouse Ltd., Bedford. Registered at the Post Office as a newspaper.

## Nat. ads for Bee Gees' best

POLYDOR is launching three major campaigns for albums over the next month, kicking off with a massive push for the Bee Gees' Greatest album (RSO RSDX 1).

Full pages have already appeared in *Record Business* and the rest of the trade press. National newspaper advertising will include the *Sun*, *Daily Mail* and the *Observer* and space will also be taken in *Tune In*, *Smash Hits* and the *Woolworths* and Access booklets. Display activity will include posters and special props consisting of round centre pieces featuring the Bee Gees logo and the album cover.

A poster campaign will cover 264 sites throughout London for two months.

Coinciding with Jack Jones promotional visit to this country on December 3 Polydor will be advertising his album *Nobody Does It Better* (2383 547) in the *Daily Mail*, *Radio Times* and *Miss London*.

The new *Headboys* album, simply titled *The Headboys* (RSO RSS 13), will be advertised in *Record Business*, other trade papers, the music consumer press, local newspapers and ILR stations Clyde and Forth.



DENIS KNOWLES, Arista's marketing director, presents *Radio City* with a platinum disc for its part in breaking Barry Manilow in the UK. Discs will also be going to Radio Piccadilly and

Capital. Pictured left to right: Pete Winkleman, Arista Midlands promotion, Johnny Jason, and Dave Lincoln of Radio City, Denis Knowles and David Marker, Radio City.

## CBS superstars get boxed for Christmas

WITH THE Christmas market in mind, CBS Records is to release six three record box sets next week - each retailing at £10.99.

The Earth, Wind & Fire set features *All 'n' All*, *Spirit* and *The Way Of The World*. From Art Garfunkel, CBS releases *Angel Clare*, *Breakaway* and *Watermark*. The Bruce Springsteen set contains *Greetings From Asbury Park*,

*Born To Run* and *The Wild The Innocent And The E Street Shuffle*.

The other three box sets are Billy Joel's *Pianoman*, *Street Life Serenade* and *Turnstiles*, Barbra Streisand's *Greatest Hits Volume 1*, *Stoney End* and *Superman* plus Jeff Wayne's *War Of The Worlds* - which includes the recent 12-inch single.

## MCA's major disco splash

MCA/INFINITY Records is launching a major campaign titled "Our Hot 12-Inches" to back the release of five 12-inch disco singles during November.

Available immediately is Atmosfar's 'Dancing in Outer Space' (MCAT 543). Released on November 11 are Sixx Hooper's 'Cordon Bleu' (MCAT 543), 'Music' by One Way and 'Do You Love What You Feel' by Rufus and Chaka Khan - all three available in picture bags for the first 10,000 copies. And available on November 18 is 'I Just Can't Control Myself' by Nature's Divine. All releases will be backed by press advertising, in-store and window displays and dealer leaflets.

The Atmosfar single 'Dancin' In Outer Space' was picked up and released by MCA following strong initial sales on the small independent label Elite Records. It has already shipped more than 3,500 12-inch copies on Elite through disco retail outlets.

## Deals

MCA RECORDS, following a deal up by Roy Featherstone, president of international operations, is to set up its own independent operation in Germany - utilizing Ariola's pressing, sales and distribution services. The move is the first step in a long-term international expansion plan.

Initially, MCA product will be available under licence through Ariola in Germany, Austria and Switzerland. This arrangement will last until the end of June, 1980, when the new German MCA company is expected to be fully operational.

And as part of the agreement with Ariola, the MCA label will be licensed to Ariola from the beginning of January in Benelux, France, Spain, Mexico and Brazil on a long-term basis.

Featherstone commented: "It has been our intention to become independent in the important German market for some time. This is the first stage of a planned expansion programme for MCA's international operation."

SIRE RECORDS has signed Australian band The Sports for the UK.

PUBLIC RECORDS, the new label launched by songwriter/producer Patrick Campbell-Lyons and journalist Gloria Sattin, has signed a sales and distribution deal with Spartan Records. First release, on November 9, is the single 'Japanese Girls' by Urban Gypsy. A unique feature of the Public set-up is that all profits from sales are to be divided equally between the label and artist.

PINNACLE HAS signed a one-off deal with the band Canned Rock for distribution of its next album *Live* (CAN 003). The group ran its own TV campaign in the Anglia area for its last album, shipping 12,000 copies.

## Merchandising

A NEW mid-price series - the File Series - has been launched by Liberty/United Records in an attempt to reinvigorate back catalogue product.

Retailing at £3.99, five LP's are released on November 9. They are an Ike and Tina Turner compilation titled *Soul Sellers*, *On Parole* by Motorhead, which is backed by rock press advertising, Johnny Winter's *The Progressive Blues Experiment*, *The Very Best Of Jay Shepard* and *The Very Best Of Jay And The Americans*.

A NEW *Henry* Python album *The Life Of Brian* film soundtrack is released by WEA Records on November 9. It will be supported by advertising in *ME*, *Melody Maker*, *The Guardian* and *Private Eye* plus in-store displays. A single titled 'Brian' is released on the same day. ADVERTISING SPACE in *ME*, *Melody Maker*, *Sounds* and *Black Echoes* plus a 20,000 poster campaign is being utilised by Virgin's Front Line label to back last Friday's release of the *Gladiators* album *Sweet So Till*.

PROMPTED by good initial sales, EMI Records is to extend the special retail price of the debut LP from Rak band Racey titled *Smash & Grab*. It was originally due to retail until November 1 at £3.99. It will now stay at this price until the beginning of December.

ARIOLA RECORDS is putting heavy campaigns behind two LP releases - Linda Lewis' *Hacienda View*, and Delegation's *Eu De Vie*, both out on November 9. Both promotions take in radio advertising, press advertising and window displays.

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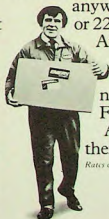
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# THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

**SALES RATING**  
100 = Strong No. 1 Sales

**AIRPLAY RATING**  
100% = maximum radio play plus BBC's Top Of The Pops

The Record Business Top 100 is compiled from sales and airplay on a system adapted from the charts of the successful US trade paper Record World. The Top 30 is based on sales alone. Positions 31-100 are determined by the sales rating + 5% of the airplay rating. 300 shops report weekly sales, average reporting time being Thursday noon.

## Action Of The Week



COMMODORES: Still Rising

This Week	Last Week	Who on Chart	TITLE/ARTIST	Label/Cat. No	D	Chart List	
★ 1	1	7	87	50	ONE DAY AT A TIME LENA MARTELL	● PYLE 7N 46021	A
★ 2	2	7	72	75	WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN DR.HOOK	● CAPITOL CL 16039	E
★ 3	6	4	52	79	GIMME, GIMME, GIMME (A MAN AFTER MIDNIGHT) ABBA	● EPIC EPC 7914	E
★ 4	4	9	52	78	EVERY DAY HURTS SAD CAFE	● RCA PB 5180	R
5	3	8	40	67	VIDEO KILLED THE RADIO STAR BUGGLES	● ISLAND WIP 6524	E
★ 6	13	3	33	70	CRAZY LITTLE THING CALLED LOVE QUEEN	● EMI 5001	E
7	7	7	31	49	THE CHOSEN FEW DOOLEYS	○ GTO GT 258	C
8	8	6	29	77	TUSK FLEETWOOD MAC	● REPRISE K17468	W
9	5	9	29	66	DON'T STOP 'TIL YOU GET ENOUGH MICHAEL JACKSON	○ EPIC EPC 7763	C
★ 10	20	6	29	77	GONNA GET ALONG WITHOUT YOU NOW VIOLA WILLS	● ARIOLA/HANSA AHA 584	A
★ 11	52	2	29	20	THE ETON RIFLES JAM	● POLYDOR POSP 83	F
★ 12	14	5	27	58	ON MY RADIO SELECTER	● 2 TONE CHS TT4	F
13	10	7	26	55	OK FRED ERROL DUNKLEY	● SCOPE SC 6	W
14	12	8	21	53	MAKING PLANS FOR NIGEL XTC	● VIRGIN VS 282	C
★ 15	16	4	21	85	SHE'S IN LOVE WITH YOU SUZI QUATRO	● RAK 299	E
★ 16	21	3	21	63	A MESSAGE TO YOU RUDY - NITE KLUB SPECIALS FEATURING RICO	● 2 TONE CHS TT5	F
★ 17	56	2	21	70	STILL COMMODORES	● MOTOWN TMG 1166	E
18	19	4	20	75	MY FORBIDDEN LOVER CHIC	● ATLANTIC K 11385	W
★ 19	34	4	17	32	THE SPARROW RAMBLERS	● DECCA F13860	S
★ 20	30	3	17	45	LADIES NIGHT KOOL & THE GANG	● MERCURY KOOL 7/12	F
21	9	8	17	37	MESSAGE IN A BOTTLE POLICE	● A&M AMS 7474	-C
★ 22	28	7	15	52	RISE HERB ALPERT	● A&M AMS 7465	C
23	23	8	15	71	THE DEVIL WENT DOWN TO GEORGIA CHARLIE DANIELS BAND	● EPIC EPC 7737	C
24	11	7	15	35	DREAMING BLONDIE	○ CHRYSLIS CHS 2350	F
25	15	9	15	24	SINCE YOU BEEN GONE RAINBOW	● POLYDOR POSP 70	F
26	26	5	14	78	STAR EARTH WIND & FIRE	● CBS 7902	C
★ 27	29	5	14	57	LUTON AIRPORT CATS U.K.	● WEA K18075	W
28	22	8	13	53	QUEEN OF HEARTS DAVE EDMUNDS	● SWANSONG SSK 19419	W
29	17	8	13	30	WHATEVER YOU WANT STAY QUO	○ VERTIGO 6059 242	F
★ 30	58	3	12	7	HE WAS BEAUTIFUL (CAVATINA) IRIS WILLIAMS	● COLUMBIA DB 9070	E
★ 31	46	3	10	81	KNOCKED IT OFF B.A. RATIONSON	● ASYLUM K12396	W
★ 32	74	2	12	30	NO MORE TEARS DONNA SUMMER & BARBRA STREISAND	● CAS/CAN 174/CBS 13 8000	A
★ 33	41	5	11	43	I DON'T WANT TO BE A FREAK (BUT I CAN'T HELP MYSELF) DYNASTY	● SOLAR FB/FC 1694	R
34	33	5	8	82	SARAH THIN LIZZY	● VERTIGO LIZZY 5	F
35	35	4	11	26	YOU'VE GOT MY NUMBER (WHY DON'T YOU USE IT) UNDERTONES	● SIRE SIR 4024	W
36	25	12	12	22	YOU CAN DO IT - HAPPY FEET AL HUDSON & THE PARTNERS	● MCA/MCAT 511	C
37	18	7	12	3	ROCK AROUND THE CLOCK SEX PISTOLS	● VIRGIN VS 290	C
38	32	6	8	69	LET ME KNOW (I HAVE A RIGHT) GLORIA GAYNOR	● POLYDOR STEP/STEP 5	F
39	40	2	9	15	YOU'RE A BETTER MAN THAN I SHAM 69	● POLYDOR POSP 82	F
40	24	3	11	1	SMASH IT UP DAMNED	● CHISWICK CHIS 116	E
★ 41	55	3	7	65	IF YOU REMEMBER ME CHRIS THOMPSON	● PLANET K12399	W
★ 42	86	2	10	17	ONE STEP BEYOND MADNESS	● STIFF BUY/BUYIT 56	C
★ 43	36	5	7	73	HEARTACHE TONIGHT EAGLES	● ASYLUM K12394	W
★ 44	47	3	8	37	TRYOUTS FOR THE HUMAN RACE SPARKS	● VIRGIN VS 289/28912	C
45	38	5	6	65	BIRD SONG LENE LOVICH	● STIFF BUY 53	E
★ 46	54	2	6	64	HOT SHOT CLIFF RICHARD	● EMI 5003	E
47	50	5	6	61	GOODBYE STRANGER SUPERTRAMP	● A&M AMS 7481	C
★ 48	53	3	7	40	SAD EYES ROBERT JOHN	● EMI AMERICA EA 101	E
49	45	5	7	41	SPIRIT, BODY AND SOUL NOLAN SISTERS	● EPIC EPC 7796	C
50	27	4	8	3	NUCLEAR DEVICE (WIZARD OF AUS) STRANGLERS	● UNITED ARTISTS BP 318	E
51	31	12	7	21	BACK OF MY HAND JAGS	● ISLAND WIP 6501	E
52	39	4	5	56	SO MUCH TROUBLE IN THE WORLD BOB MARLEY & THE WAILERS	● ISLAND WIP 6510	E
53	59	4	7	15	SPOOKY ATLANTA RHYTHM SECTION	● POLYDOR POSP 74	F
54	44	6	4	58	BRIGHT SIDE OF THE ROAD VAN MORRISON	● MERCURY 6001 121	F
★ 55	■	1	5	43	LET YOUR HEART DANCE SECRET AFFAIR	● I-SPY SEE 3	F
56	57	3	4	56	CAN'T GET ENOUGH OF YOUR LOVE DARTS	● MAGNET MAG 156	E
★ 57	95	2	4	49	MONKEY CHOP DAN-I	● ISLAND WIP 6520	E
★ 58	76	2	4	51	A NIGHT AT DADDY GEES SHOWADDY WADDY	● ARISTA ARIST 314	F
59	60	3	5	24	FREEDOM'S PRISONER STEVE HARLEY	● EMI 2994	E
★ 60	96	2	6	9	IT'S A DISCO NIGHT (ROCK DON'T STOP) ISLEY BROTHERS	● EPIC EPC 7911/13 7911	C



WE ARE thoroughly fed up with the attitude of all the major record companies regarding new releases. In our case, over the past six months the receipt of new release material - ordered via the rep well in advance in the normal manner - has become a joke.

The majority of multiples are receiving some new releases in our area approximately one week in advance of us and despite many heated and lengthy telephone calls to company offices the situation seems to be getting worse.

We now find that we are able to get new releases on time via the one-stops. Do the major companies really want us to deal direct or would they prefer us to deal with one-stops. We are by no means a small shop and one wonders as to the outcome of this crazy situation.

We all realise only too well the various problems that the industry is suffering but surely there is no need for what appears to be preferential shipping of new releases to multiples.

It is not surprising from this attitude of the major record companies that things are not as they should be. They would do well to take an example from the smaller companies such as A&M, Chrysalis etc, whose first class efforts and attitude do not go unnoticed even in these difficult times. Duncan Hands, Record and Tape Centre, Evesham, WORCS.

## Observation Post MARTIN ANSCOMBE

### This week's surprise parcels

FOLLOWING MY criticism of EMI for deleting recent Shadow singles, Peter Buckleigh rang me to say that was not the case, the deletion was cancelled at Notice 1332. If you get a "D" on your delivery note against such items please tell them about it.

Wonderful EMI. Every parcel a lovely surprise: this week three extended items arrived in a nice little box all by themselves, and all wrong! Somebody is waiting for three rather nice Cadenza label classics.

I must agree with Simon Gee (*Record Business* October 15). It's very annoying to find catalogue items out of stock for weeks, even months, on end despite being listed in new catalogues which we buy at some expense - yes, WEA is a particular offender at present, especially for singles. I guess the artists wouldn't be too pleased if they knew the situation - it loses money to them as well as us.



ELLEN FOLEY sign copies of her new LP *Nightout*, on Epic Records, at Virgin's Oxford Street megastore. Looking on is Frank Brunger, Epic product manager.

Not too impressed when I see publicity blurb telling me the new Boomtown Rats album will ship, on Monday, October 22 and find the items are still extended on my Polygram order delivered on Wednesday, October 24. The customers are getting impatient!

*Bad Batches*. EMI's MFP 50397 (Pink Floyd's *Relics*) all warped. EPC 7914, Abba's new single, entire batch twisted, although subsequent supplies have been okay.

A NEW step in spoken word entertainment has been taken by Ivan Berg Associates with the launch of a new cassette quiz game, released last week on the company's Chiron label.

Known as "Mindbender", the game is contained in a double cassette pack retailing at £4.49 and will be sold through record outlets and multiples. It is introduced by Norris McWhirter, editor and compiler of the Guinness Book of Records.

## Wholesale & Import Round-up

TIM SMITH

### Australasia Far Record Business every week

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THE LONG-AWAITED return of TV advertising is giving wholesalers and one-stops a welcome sales boost, however picking up on the early best sellers as the first campaigns hit the small screen could create some problems.

As Derek Wrenn, of Edinburgh's Scotia, commented: "Obviously we are pleased ITV's back, but at the moment we're completely flooded with TV product. And it's very hard to know what will emerge as the strongest seller until the market settles down."

Meanwhile, London's I-Stop has announced its Christmas back catalogue discount scheme. Retailers will receive five percent off standard trade price during November, December and January on all albums except new releases, chart material and TV product. This apparently covers over 10,000 titles.

I-Stop will also be operating a van service in the London area during the Christmas period delivering chart LP's and singles and TV product.

Record Corner, in Balham, reports heavy sales on two 12-inch US singles - the Sugar Hill Gang's 'Rapper's Delight' and 'We've Got The Funk' by Positive Force. Other new American imports include the Brian James, of the Damned, single 'Ain't That A Shame' and 'You Can Borrow My Car' by US new wave outfit the Necessaries.

With considerable demand being stimulated by the film *Quadrophemia*,

Neil Rushton's Inferno Records has imported and released the original US versions of 'Green Onion' by Booker T and the MG's, on Atlantic Oldies. It is available direct from Inferno or through Pinnacle and Wynd-Up.

Scotia has just received a good selection of cut-outs that include Joan Armatrading's *Shots* Some Emotion, Nils Lofgren's *Night After, Night, Oxygene* by Jean Michael Jarre and various Judy Collins titles - all selling at between £1.25 and £1.65 trade.

Among the new imports immediately available from Stage-1 are a new Richard Lloyd solo album, Nicholette Larson's *In The Neck Of Time*, Bob James and Al Klug's *One On One* plus a jazz LP by Friendship - all shipped in from America.

From Australia, Stage-1 has a Monkee's *40 Greatest Hits*, Elton John's *Lady Samantha* album plus the *Best Of Graham Parker And The Rumour*.

London's Rough Trade will in future be distributing and manufacturing Liverpool-based Zoo Records product. Catalogue effected immediately includes Echo and The Bunnymen's 'Pictures On My Wall', 'Bouncing by the Teardrop Explodes' and 'To See You' by Expelaires.

Finally, Spartan will be distributing the album *BBC TV Nationwide's Gamble*, on Word Records, which is released this week in conjunction with the programme's annual card signing competition.



# SINGLES REVIEWS

**DR FEELGOOD PUT HIM OUT OF YOUR MIND** (United Artists BP 306)  
A pumping R&B rocker from the band's imminent Let It Roll album, produced by veteran blues producer Mike Vernon. Less immediately commercial than their last few singles, it could find chart progress correspondingly more difficult unless radio support is very strong. Pic sleeve.

**MARIANNE FAITHFULL** (THE BALLAD OF) LUCY JORDAN (Island WIP 6491)

From the forthcoming *Broken English* album, this represents an extremely strong comeback for Marianne, far removed from her whispery folksy style of yore. Media interest is bound to be strong, and the combination of gutsy vocal, rich production and a fairly familiar Shel Silverstein oldie could well score. Pic sleeve.

**INMATES THE WALK** (Radar ADA 47)

A snappy revival of Jimmy McCracklin's old R&B dancier, once a UK beat group staple. The Inmates aroused some interest recently with their version of 'Dirty Water', and in the current mod sound revival climate, this original mod club favourite stands an excellent chance of strong sales, particularly if given some vigorous live promotion. Pic sleeve.

**BENELEX AND NANCY DEE DO IT** (Scope SC 8)

(Follow-up to 'Switch' is a mid-tempo disco-aimed hustler which has dance appeal but probably lacks the wider appeal to follow its predecessor into crossover sales. The group's faceless image could well prove detrimental to them in trying to follow what was basically a novelty hit.

**FORCE ROCK YOUR BABY** (Philadelpha International PIR 13 7923)

A big disco import earlier in the year, this stabbing, energetic disco production is now inexplicably 12"-inched here as the official B-side to the far less effective (and less commercially successful) US follow-up 'The Dirty Dog'. Its proven dancefloor reputation will take it to big sales in disco outlets, and there is the strength for crossover action.

**MILLA JACKSON & ISAAC HAYES FEELS LIKE THE FIRST TIME** (Spring POSP 87)

From their first album as a duo, Royal Ransom's two soul giants make an effective blend on this familiar heavy groover from the Foreigner songbook, turning what would seem to be inappropriate material into a very commercial side. Will need radio support to sell outside the specialist market, but could well get it.



**WHITESNAKE LONG WAY FROM HOME** (United Artists BP 324)

A 33rpm maxi-single which also includes live versions of 'Trouble' and the longstanding Whitesnake favourite

**KIT HAIN THE JOKE'S ON YOU** (Harvest HAR 5191)

Half the hitmaking Marshall Hain duo returns with an overtly disco styled uptempo hustler. Commercial enough for the airwaves, though maybe a little too 'poppy' for discos as such; should be at least a middling chartmaker. Pic sleeve.

**PETER TOSH STEPPING RAZOR** (Virgin VS 304)

Featured in the 'Rockers' film soundtrack, this Tosh self-composition is his strongest cut to feature on single for

some time. Exposure may be limited, but it's an incisive and quite commercial sound, and will certainly pick up big sales in the specialised field. Pic sleeve.

**MOODY BLUES NIGHTS IN WHITE SATIN** (Deram DM 161)

Hardly new, this Moodies classic has smashed before and has never actually been deleted, selling in consistent numbers to this day wherever it was still in stock. Decca are re-promoting now to tie in with K-Tel's Moody Blues TV compilation, and a renewed spurt of sales looks inevitable.

# ALBUM REVIEWS

## Top 10

**THE BOOMTOWN RATS: The Fine Art Of Surfacing** (Ensign ENROX 11)  
Prod: Robert John Lange

Bob Geldof's vision of the world may not be a recipe for longterm optimism—but it certainly produces songs which demand to be treated seriously. The downer aspect of 'I Don't Like Monday's' is further developed on the new album where suicide, urban boredom, religious disillusionment, and office routine are among the themes explored with perception and compassion. And behind him, the Rats play like men inspired to develop an album of driving, hard-hitting British rock at its finest. Likely to do even better than *A Tonic For The Troops*, particularly with the band out on tour.

**ROD STEWART: Greatest Hits Vol. 1** (Riva RODTY)  
Prod: Tom Dowd

A favourite to become the best-selling LP of this coming Yuletide, seems to restrict it to a mere 10 tracks, although to do less than justice to the man's recording career, 'Maggie May' from the Phonogram days is included—why not others which would have given the 'Greatest Hits' more validity and made the album better value, too? However, for what it is, the album's strong enough, with all Stewart's recent vintage winners included, among them 'Da Ya Think I'm Sexy', 'The Killing Of George' and the classic 'Sailing' all included.

**STEVIE WONDER: The Secret Life Of Plants** (Motown TMSF 6009)  
Prod: Stevie Wonder

Can Stevie Wonder's reputation as a volume-seller transcend a three-year absence which he has chosen to terminate with a 2LP vastly different from anything he has done before? TSLOP is based on the soundtrack he has written for the film documentary of that name and Motown's accompanying blurb makes it clear that Wonder himself regards the music as his greatest achievement, the meeting of a challenge to prove his blindness knows no creative limitations. While final judgment of the appositeness of the music must be postponed until it can be appreciated in the context of the film, the album indicates that Wonder's genius has not failed him, even if the results are not what most would have expected or even wished for a com-

## Top 40

**BEE GEES: The Bee Gees Greatest (RSO RSDX 1) Prod: Bee Gees/Karl Richardson/Alby Galuten**

What with Fleetwood Mac Stevie Wonder and now The Bee Gees all indulging themselves in double albums, this is likely to prove an expensive season for consumers. This 20-track offering contains all the classics, 'Night Fever', 'How Deep Is Your Love', 'Live Talkin' 'Nights On Broadway' et al, but presumably there were too many winners for a single LP and not enough to completely fill a double, since the spare vinyl has been filled up with tracks 'never before released' in

album form. Closer investigation reveals only one really new item, the attractive 'Don't Throw It All Away', plus a couple of B-sides. The act may have dipped below their 1978 sales peaks, but this strong compilation, even minus tv support, has abundant sales potential.  
**SPECIALS: Specials (2 Tone CDL TT5001) Prod: Elvis Costello**  
Specials play what some consider to be an uneasy amalgam of ska and punk and certainly the more positive aspects of the band — a touching determination to be multi-racial, musical competence and street-tough lyrics — are perhaps a little offset by a rather stilted and self-conscious rhythm. But Specials have attracted

great press interest and this, plus the 'Gangsters' hit (not included here) should give this deliberately sparse, ska-style production a strong go up the charts.

## Top 60

**MADNESS: One Step Beyond** (Stiff SEEZ 17) Prod: Clanger Winstanley

Madness is easier to grasp than Specials, although both bands derive from the general environs of the new mod movement, while not actually attempting to play 'mod music'—whatever that is. Unlike Specials, when Madness plays a reggae tune it swings, freely and wholeheartedly. But mainly its forte is vaudeville rock of an Ian Dury variety — cockney chirpiness, zany awareness and a street rock sense providing the base. As yet, the songs are over-simple but with the help of a recent hit ('-The Prince — on here), a £3.99 price tag and a growing following of skinheads looking for new heroes after Sham, Madness could take off into the charts.

## Best of the rest

**HERB ALPERT: Rise (A&M AMLH 64790) Prod: Herb Alpert Randy Badazz**

The title track has re-energised Alpert's recording career in the States and has given him a number one single. It is a superbly atmospheric piece with an insistent disco backbeat supporting Alpert's hauntingly toned trumpet-playing. If it ultimately scores here then expect this collection of solid instrumentals to surge accordingly.



# Lady sings the Golds.

EMI are pleased to announce the release of Diana Ross's 20 Golden Greats.

A collection of some of her finest songs, including 'I'm Still Waiting', 'Ain't No Mountain High Enough', Theme From Mahogany 'Do You Know Where You're Going To', 'Love Hangover' and 'Remember Me'.

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Recommended retail price is £5.29 for discs, cassettes and cartridges.

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Side One: Theme From Mahogany 'Do You Know Where You're Going To', Touch Me In The Morning, Stop, Look, Listen (To Your Heart), No One Gets The Prize, Ain't No Mountain High Enough, Love Hangover, All Of My Life, I'm Still Waiting, Lovin', Lvin' And Gwin', The Boss.

Side Two: You Are Everything, Sorry Doesn't Always Make It Right, Last Time I Saw Him, Love Me, Remember Me, Surrender, Reach Out And Touch (Somebody's Hand), Gettin' Ready For Love, Doobedood'ndoo, Doobedood'ndoo, Doobedood'ndoo, I Thought It Took A Little Time (But Today) Fell In Love).

DIANA ROSS, 20 GOLDEN GREATS


DIANA ROSS, 20 GOLDEN GREATS



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ROD STEWART GREATEST HITS

# A Special RECORD BUSINESS Round-Up

# TV ALBUMS

## advertised on TV in November

Figures show starting date of campaign

See the weekly TV Guide for updates

AREA	AMT	BORDER	CHANNEL	GRAMMA	LONDON	SCOTTISH	SOUTHERN	TYNS TES	ULSTER	WESTWARD	YORKSHIRE	Comments
EDONS OF GOLD Adagio Start (Warwick WW/WW4 5065)	4.59 5.29	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	Ends 9/11
THE BITCH Soundtrack (Warwick WW/WW4 5061)	4.59 5.29	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	NOW NOW	Ends 9/11
20 GOLDEN GREATS Guy Mitchell (Warwick PR/PRA 5066)	4.99 5.29	19	19	19	19	19	19	19	19	19	19	Ends 16/11
TRANQUILITY Mary O'Hara (Warwick WW/WW4 5072)	4.99 5.29	19	19	19	19	19	19	19	19	19	19	Runs 3 weeks
JUST FOR YOU Doc O'Connor (Warwick WW/WW4 5071)	4.59 5.29	19	19	12								Runs 2 weeks
20 GOLDEN GREATS Shimmie Ray (Warwick PR/PRA 5065)	4.59 5.29											Runs 2 weeks
25 GOLDEN GREATS Psychobits (Warwick WW/WW4 5068)	4.59 5.29											Runs 2 weeks
ROCKABLY DYNAMIC Venus (Warwick WW/WW4 5074)	4.59 5.29											Re-later runs 2 weeks
COUNTRY GUITAR Various (Warwick WW/WW4 5070)	4.59 5.29	12										Runs 2 weeks
YESTERDAY'S HERO Soundtrack (Warwick WW/WW4 5073)	4.59 5.29				26		26					Runs 2 weeks possible extensions
20 GOLDEN GREATS Dore Ross												Runs 2 weeks



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## Disco Dealer

THE SUGARHILL Gang's 'Rapper's Delight' is turning out to be the biggest import since the heady days of 'Ring My Bell' and 'Ain't No Stopping Us Now'. The record is reputed to have sold over a million copies in the USA in the New York area alone(!), and after a slow start on Record World's black-oriented and disco charts, has taken the former by storm and made its first impact on the latter. Its latest entry is into the pop top 100, which suggests that similar crossover action may well be in line on this side of the Atlantic when (or if) the disc is eventually released here. At the moment, no UK deal seems to be in sight - and if this situation continues, the prospect of the import topping RB's disco chart should not be discounted. How British radio would react to such a lengthy cut is another matter altogether.

THE FLOOD of hot import albums also continues unabated, headed by *One On One*, featuring the combined talents of Bob James and Earl Klugh (Tappan Zee), and a long-awaited new release by Donald Byrd, titled *And 125th Street*, NYC (Elektra). Also hotly tipped is *Light As A Feather* by

the jazz aggregation Azymuth (Milestone), with a long track titled 'Jazz Carnival' pulling strong specialist DJ support. Watch too for Dave Valentin and The Hawk, another strong jazz crossover release from the Arista/GRP group.

TEENA MARIE'S 'Don't Look Back', her follow-up to the top 10-ing 'I'm Just A Sucker For Your Love', has finally surfaced in the RB disco chart long after its official release date, another example of how necessary the 12-inch format still is before a lot of disco-styled product can be expected to chart. The initial release was on 7-inch only, and sales response as indicated through the RB panel was fairly minimal, the disc never looking like making the top 75. When a 12-inch release followed some 3-4 weeks later, though, sales boomed. A lot of DJ customers had simply dug in their heels and insisted on awaiting the possibility of the larger format, rather than 'making do' with the standard single. Teena has now charted and looks set for a healthy run, and the moral would appear to be straightforward.

## BARRY LAZELL

ONE CURRENT surprise is the renewed sales action on Candido's Salsoulo release. This is partly due to a late influx of 12-inch copies where dealers had previously found them rather hard to come by, and partly to the undoubted replacement of 'Dancin' And Prancin' by the flipside 'Jingo' in DJ affections. Sales are particularly strong in the Midlands, but the disc's significant upturn in chart activity reflects a national renewal of interest. EMI, which had already written Candido off a few weeks ago, is probably more surprised than anybody.

OTHER 12-INCH oriented news is that A&M has apparently injected another 12-inch run into Herb Alpert's 'Rise', the surprisingly slow chart progress of which must have been causing some furrowed brows among marketing executives fresh from

12" 8's	
1	LADIES KNIGHT Kool & The Gang Mercury
2	RAPPER'S DELIGHT Sugarhill import
3	I DON'T WANT TO BE A FREAK Epic
4	IT'S A DISCO NIGHT (ROCK DON'T STOP) Epic
5	YOU CAN DO IT MCA
6	THE HONKY TONK SPACE MCA
7	14 Herbie Alpert A&M
8	MY FORBIDDEN LOVER Chic Atlantic
9	ONNA GET ALONG WITHOUT YOU NOW RCA
10	EXPANSIONS Lonna Liston Smith RCA
11	11 TOP OF VIEW Marmalade Atlantic
12	BABY BABA THE HAWK Gap Band Mercury
13	GLORIA Gaynor Polydor Int'l
14	20 JIMMO Candido Salsoulo
15	21 BABY BOA THE HAWK Gap Band Mercury
16	21 DON'T LET GO Isaac Hayes Polydor
17	18 LET ME KNOW IF YOU'RE POSITIVE Force Turbo Import
18	19 DON'T STOP BY LOVE Anita Ward MCA
19	18 DEJA VU Paulinho Da Costa Pablo Today
20	21 THE DRIVE DRIVE Light Beyond A&M import
21	20 HOW HIGH Cogic/Giacca/Orch Epic
22	15 THERE'S A HEAVEN IN THIS HEAVEN Island
23	20 CAN'T LIVE WITHOUT YOUR LOVE Tamko Jorum Polydor Int'l
24	25 BABY BLUE Dusty Springfield Mercury
25	22 SLEAZY Village People Mercury
26	22 SLEAZY Village People Mercury
27	25 THE DOWN Dan Hartman Sola Import
28	18 INTRO DISCO Discotheque Mercury
29	30 DON'T CREME D'COOLE Venture Import

## UK Albums

1	1 OFF THE WALL Michael Jackson Epic
2	1 JOURNEY THROUGH THE SECRET LIFE OF PLANTS Steve Wonder Motown
3	2 MIDNIGHT MAGIC Commodores Motown
4	4 I AM Earth Wind & Fire Mercury
5	1 LADIES KNIGHT Kool & The Gang CBS
6	6 SURVIVAL Bob Marley & The Wailers Island
7	1 ON THE RADIO GREATEST HITS Casablanca
8	8 BROUQUE Chic Atlantic
9	3 OCEANS OF FANTASY Atlantic/France
10	5 STREET LIFE Crusaders MCA
11	5 SRO Salsoulo Atlantic/Gap
12	11 THE BEST DISCO ALBUM IN THE WORLD Atlantic
13	14 WE ARE FAMILY Sister Sledge Atlantic
14	13 BAD GIRLS Donna Summer Casablanca
15	11 HAPPY PEOPLE Tom Browne Pablo Today
16	16 BROUQUE Chic Atlantic
17	16 BKJ Fun Shamaler Island
18	10 GLOBE Globe Island
19	11 TEDDY TATCHY Pendegras Phil Int
20	10 HEARTY HEARTY Curtis Mayfield RSO Custom
21	11 LIVE AND SLEAZY Village People Mercury
22	11 THE BOSS Bob Dylan CBS
23	25 THE BEST OF EARTH, WIND & FIRE Atlantic/France
24	15 DON'T LET GO Isaac Hayes Polydor
25	23 RAINBOW CONNECTION IV Rise/Rose Whitfield
26	11 MEMORIES OF THE WAY WE WERE Gladys Knight & The Pips Budden
27	19 HAPPY FEET The Partners MCA
28	12 MORNING DANCE Siggy Guy Infinity
29	1 YOUR PIECE OF THE ROCK Sola
30	22 WINNER TAKES ALL Isley Brothers Epic

## Imports

1	1 LOWELL Lowell AVI
2	2 ONE ON ONE Tappan Zee M&M
3	3 ONE ON ONE Tappan Zee M&M
4	4 RISE Herb Alpert & The Wailers Arista/GRP
5	5 DAYS LIKE THESE Jaye Hogard MCA
6	7 THE WORLD WITHIN Sio Hogue Spring
8	9 ROYAL RAPPIN'S The Jacksons US Columbia
10	10 A SONG FOR THE CHILDREN Tabu
11	15 NO ONE HOME Lata Schifrin Infinity
12	11 UNCLE JIM WANTS YOU Funkees Warner Bros
13	13 THE HAWK Dave Valentin Gordy
14	14 FINE TIP Lata Schifrin Warner Bros
15	12 EMPHASISED Wayne Henderson Warner Bros
16	14 KEEP LOVE ALIVE Quavon
17	14 FRIENDSHIP Friendship Elektra
18	18 GET UP Hip-Hop Choccolate City
20	27 IN A TEMPLE BURN CTI
21	21 ONLY MAKE BELIEVE Bell & James A&M
22	22 ANGIE Bots Arista/GRP
23	23 RICHIE RIDERS Laoder Polydor
24	18 HAVE A NIGHT Like Herby Fusion Arista
25	16 WATER SIGN Jeff Lorber Gaynor Mercury
26	23 CLIMB! HIGHER Telephones And Lenny White Elektra
27	23 YELLOW FEVER Herbie Man 20th
28	29 DAZE Various Artists
29	29 WHEN I FIND YOU LOVE Pine Int



ALPERT: Getting A Rise out of 12-Inchers

admiring Herb's US number one status. If these make the shops fairly soon, expect the characteristic boost in chart position. Certainly the hiccupping deliveries of the initial 12-inch run did the record no good at all. Meanwhile, Michael Jackson, with a clear sales advantage above all comers at the disco chart top, is definitely long-gone on UK 12-inch. Some imports are still around, but more to the point, dealers have rediscovered the original 7-inch American pressing, which has a distinct advantage over its British counterpart in being the same longer running length as the 12-inch and the album cut. When it comes down to it, it's probably length rather than size which counts with disco punters. And therein, perhaps, lies another simple moral.

Record Business  
Disco Forum &  
Awards  
At The Venue  
November 11

**ATMOSPHERIC**

**DANCING IN OUTER SPACE**  
(9.24 mins)

12" MCAT 543 ALSO AVAILABLE ON 7" PRESSING MCA 543  
ORIGINAL ELITE RECORDS RECORDING NOW  
AVAILABLE ON MCA

**NUMBER 8 UK DISCO ACTION**  
(Black Echoes)

**NUMBER 19**  
(Record Business Disco Chart)

**NUMBER 6**  
(Record Business  
12" Disco Chart)

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BEING PLAYED IN DISCOS THROUGHOUT THE COUNTRY

MCA RECORDS  
A Division of MCA Inc. 1715 N. Clyburne  
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Printed by CBS (1978)



# CUSTOM PRESSING Special

## DAMONT RECORDS

ONE OF the longest-established and certainly one of the most successful of the independent pressing companies is Damont Records of Hayes (01 573 5122) – just down the road from the old EMI factory.

Not only does boss Monty Presky boast that his independently-financed firm is banging out nine million singles per year and three million 12-inch discs, but Damont also developed the UK's first commercial picture disc process and turned them out in bulk while the fad lasted. It still presses large orders for companies in Germany, Holland and Italy.

He was also involved in the coloured vinyl revolution which swept the country last year, and estimates at least a million of the nine million 45s pressed in that period were in one of 20 different available colours.

One of the basic problems of the custom presser is keeping the machinery busy all year round. Said Presky: "It's easy when demand is high from August onwards when we service, among others, the TV companies like K-tel and Ronco. But we also manufacture a lot of budget lines and mail order albums, which sell in huge quantities."

Speed and flexibility are the secrets of success. Presky claims he can be manufacturing within two hours of parts arriving at Hayes – an important factor when gaining a company towards overflow business from the majors.

This is reflected in the plant's mix of 7-inch and 12-inch machinery. A number of them are interchangeable, so if there is a sudden burst of 12-inch demand, Presky is ready to cope. "We have been taking advantage of the buoyant singles market and have expanded our capacity on that side of the business," he said.

The explosion of tiny record labels in the past three years has also served to boost demand for custom pressing facilities. "It is a healthy sign and has stopped the majors getting into a rut," is the Damont verdict. "However, they are a bigger credit risk than the older established customers and can be very picky about quality. Obviously with small companies, records are their life blood and sometimes they are looking for something that isn't really practical on a small scale."

## PR RECORDS

IT IS on that side of the business that newly-founded PR Records of Merton (01 543 4345) has been set up to cope with. Formed by former Island and CBS manufacturing man Phil Race and experienced Pye and Orlake (another leading custom presser) executive Ray Young, PR has set up shop with three brand new Swedish Alpha-Data 12-inch automatic presses and is now taking orders.

They have founded their company in the middle of a so-called recession, which has raised a few eyebrows, but general manager Young said: "I think most of this depression talk is coming

# Now is the time for the indie pressers to come to the aid of disc industry

NOW IS the time when the industry's custom pressing factories swing into action to ensure fully stocked shelves for the Christmas season.

The plants plug away all the year round in an efficient but unsensational sort of way, but when things go suddenly crazy around this time of year, record company production managers are down on their knees, begging for spare capacity. Last year it was *Saturday Night Fever* and *Cross*. This year's big runaway hits are a long time making themselves known. It could be anything.

There are something like 40 inde-

pendent plants studded across the map of Great Britain, some concentrating purely on cassette duplication, others with just a couple of 7-inch presses. But all can be brought into service to press up big hits at the drop of a hat.

Size and location are no barrier when an act is playing *Top of the Pops* on Thursday and the disc is out of stock.

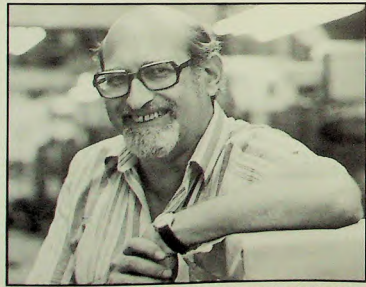
Who are these companies and how do they work? How do they keep their plant in action when most of the major record companies have their own giant factories?

from the majors because the smaller companies are very buoyant right now. That is why we set up the company. From a commercial point of view it seems a depression is a good time to start things because business can only get better. And I can tell you business is already very good indeed.

"We are really looking at the lower volume end of the custom pressing market, which is average of about 2,000 copies across a wide spread of customers, although obviously we won't turn down a major company. But we don't want to get ourselves swamped with massive orders, because we want to keep supplies flowing to the small labels.

Young cites two main factors PR has borne in mind while aiming itself at the independent labels: 1) Consistency of quality, (2) A personalised service with advice and day-to-day communication. "We won't be the cheapest on the market," said Young. "But quality will come first here, and we are hoping that the small classical companies will bear us in mind. Those are the sort of customers who are prepared to pay the extra 1p or 2p for the right pressing."

Managing director Phil Race added: "We wanted to go for an up-market operation right from the start and I think we have better facilities than some of the majors we will be competing against."



MONTY PRESKY, whose successful Damont company also developed the UK's first commercial picture disc.

"We have budgeted the operation and we are in a position to expand our present capacity very quickly. I am also very optimistic about the video revolution and we are ready, and properly capitalised, to keep up with every new technological advance."

On the gimmick side, PR states that its 12-inch presses are quite capable of coping with unusually-shaped records if there is a demand for them, along with coloured vinyl under the same circumstances.

"We took a long time choosing our site," added Race. "We are close to local sleeve printers and recording studios, while there is easy road, rail and underground communication. As a record collector myself I intend to press records of a quality I think is satisfactory," he concluded.

## MULTIPLE SOUND PRESSING

THERE IS a third category of record pressing company – discounting the majors – in the market for custom pressing work, and that is typified by Multiple Sound Pressings (01 602 3483), the manufacturing arm of MSD, chiefly famous for Warwick Records and the Woolwoth Chevron line of discs and tapes.

## "Just at the moment there are a lot of disgruntled little labels around"

Around 50 per cent of the company's output is taken up with these lines and the tape offshoots, but as Multiple Sounds Group of companies manufacturing director John Coates puts it: "It's difficult to know whether the market is as strong as it was last year on the tv album side because of the strike, but we are working hard on behalf of several majors companies including A&M, Phonodisc and CBS at the moment."

Multiple Sounds was badly hit by a catastrophic fire earlier this year at its Leicester factory, but the company responded rapidly by purchasing the respected ISS operation in North London.

"We've £500,000 invested in new automatic machinery throughout the group," said Coates. "And it's most important we get our message across."

"Multiple Sounds will take on the small labels as readily as the majors – the only thing that matters is that they can pay the bill. You need new stampers every 1,000 copies anyway, so if the order is 2,000 that's OK by us. We had a large number of independent customers at the old factory before the fire including tiny jazz labels like

## **QUESTION:**

What do ZE, Rough Trade, Greensleeves, Safari, Factory and Criminal have in common?

## **ANSWER:**

**ISLAND MANUFACTURING**

Island Manufacturing offer you a complete service. Supply us with master tapes and artwork and we'll do the rest. We'll even arrange distribution.

Island Manufacturing is geared towards small, independent labels. Colour Vinyl? Picture Disc? No problem.

Come to the best  
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Nick Flower. Tel: 01-748 6065/6114

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DAMONT

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We impress  
when you've  
hard pressed!



PHONE DAMONT  
FOR ALL CUSTOM PRESSINGS  
IN A HURRY

# CUSTOM PRESSING Special

"Swinghouse and Submarine," said Coates.

"There will be no change of attitude to the indie labels at the new place. I want as much custom pressing as I can get. Just at the moment I know there are a lot of disgruntled little labels around and I am confident that if they call for a quote they may be favourably surprised by the sort of service we can give."

The company also offers a limited amount of tape cartridge capacity - one of the few such facilities that exist in the UK.



**PHIL RACE**, co-founder of the new custom pressing company **PR Records**.



**ONE OF** three newly installed Alpha-Delta automatic presses at **PR Records**. **PR** plans to buy another three of these twelve inch presses, each of which is equipped with a computer operated fault-finding mechanism.

## TAPE DUPLICATING CO.

POSSIBLY EUROPE'S largest independent tape manufacturer is The Tape Duplicating Company (01-609 0087) which also offers a cartridge service, but by far the largest call on its service is on the cassette duplication side.

"We work for any record company whatever its size and will duplicate any material as long as the client can prove he holds the copyright," said managing director Peter Robey.

"Basically we concentrate on providing a service to the big companies which don't have their own tape plant, which means big orders from the tv companies like K-Tel.

"There are about 12 firms in the same business at the moment, but I think we are the biggest. Since we merged with Metrosound about two years ago we can produce about 300,000 cassettes a week, which is bigger than either CBS or EMI. And we use the same standard of equipment."

Apart from music, Robey pointed out

**"We don't want to get ourselves swamped with massive orders because we want to keep supplies flowing to the small labels"**

the recent expansion in spoken word cassettes. He recently turned out a half-million Arabic nursery rhymes plus many thousands of sets of the entire Koran - a 31 tape set.

"We are going quite rapidly into the children's market on the spoken word side and we have a strong footing in the market for demonstration tapes for advertising agencies and other small-order users."

PEI of Bromley in Kent, stands for Production Express International and was set up last year as an extension of Damont's custom pressing activities. The idea is that the company buys pressing and printing facilities in bulk and sells in smaller batches to customers at competitive prices.

PEI's boast is that because it buys most of its capacity abroad - mainly France - it can offer the major companies the extra seasonal pressings they require. It also provides an efficient linguist and shipping service.

Past clients have included everybody from WEA, CBS and A&M down to the more specialised requirements of Rabid, Cherry Red and Graduate Records, and they can be contacted at 15, Britten Lodge, Fair Acres, Bromley Kent (01-464 3249).

## ISLAND RECORDS

ISLAND RECORDS (01-741 1511) operates a similar company from its Hammersmith warehouse annex under Nick Flower, although because of the parent company's licence deal with EMI, hardly any of his pressings brokerage work is actually for Island.

Explained Flower: "The small new companies need a brokerage like us because we are constantly in touch with every type of custom presser and even with the majors. We regularly buy capacity in large blocks, so we get it at a much cheaper price than the tiny

**Speed and flexibility are the secrets of success**

indies could ever hope to.

"The other thing is that we always have some capacity on our hands when perhaps the pressers might say they are full up. We can even do complete manufacturing and distribution services. We do this for Oval and Greensleeves, doing their printing, labelling and distribution via Spartan.

"We try to keep each label with the same manufacturer so that when repeat orders come through the whole system is easier, but we can shift things around if that's not convenient. I think the main advantage of using brokerage like ourselves is through our longstanding a good relationship with the major manufacturers. We can quite



*POSSIBLY THE BEST CUSTOM PRESSING PLANT EVER FOR PERSONAL SERVICE WITH CONSISTENTLY HIGH QUALITY*

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**ON 01-543 4344/5/6.**

**P.R. RECORDS LTD.  
HAMILTON WORKS, LONDON,  
SW19 2LP.**

## PRODUCTION EXPRESS INTL.

For total newcomers to the record industry who don't know where to start, there are at least two custom pressing brokerages currently in operation.

# CUSTOM PRESSING Special

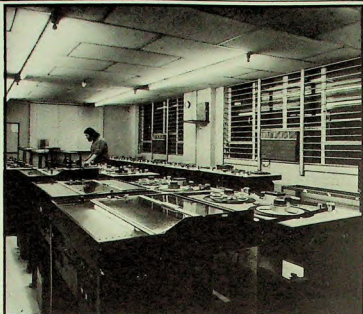


FLANKED BY a row of Alpha Delta automatic 7-ins and 12-ins presses John Coates, Multiple Sound Pressings group manufacturing director (left) checks production details with Fred Harris, night shift press shop manager, at the Orsmam Road factory in North London.

often squeeze that little bit extra out of them."

That's the custom pressing scene. The retail customers never notice their

existence, but without them the majors would be hard put to cope with those big break-out records they all hope for.



TAPE COPYING proceeding smoothly in the spotless duplication department.

## CARLTON PRODUCTIONS

DUBLIN BASED Carlton Productions first entered the custom pressing scene back in 1975 and since then the

company has experienced a constant period of growth over four years.

Vince Smilak, director at Carlton, explained that the company prides itself on its flexibility to cope with the varying requirements of clients in

# CARLTON PRODUCTIONS (1967) LIMITED

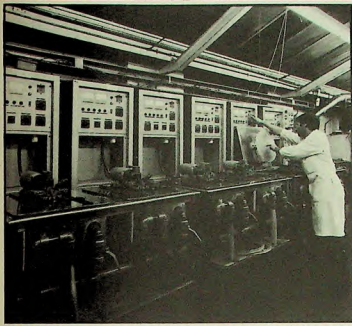
IRELANDS LARGEST INTEGRATED  
AUTOMATIC RECORD PRESSING AND  
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150,000 ALBUMS PER WEEK  
(200,000 SPRING 1980)  
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And full metal processing from lacquer

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Telex: 30544 Disc EI.

# CUSTOM PRESSING Special



TARIQ HUSSEIN inspects the growth of a stamper in the galvanic department.

boom times and lean periods. "Proper attention to detailed production planning and control has been the key to our success in the custom pressing field," explained Smilak.

Carlton has already embarked on a

major expansion programme, phase one of which was the purchase of new premises which boasts an area of around 35,000 square feet, incorporating large warehousing facilities.

Carlton's tape plant was moved into

the company's premises at John F. Kennedy Drive, Naas Road, Dublin, in March last year to centralise the total manufacturing and distribution complex. This move has proved a major success and has provided Carlton's customers with a back-up tape service which is showing a healthy growth in spite of the generally depressed music industry market.

The development of Carlton's pressing plant has been highly impressive. Over a two-year period the plant has been converted from manually-operated presses to a fully automated operation which, by the end of March next year, will have a weekly output of 200,000 albums and the same number of 7 ins pressings.

**Without the custom presses the majors would be hard put to cope with those big breakout records they hope for**

## QUIZ OF THE WEEK: NO 1

Q. What Do These Have In Common?

Tubeway Army  
Anita Ward  
Ruts  
McFadden & Whitehead  
Spyro Gyra  
Specials  
Stiff Little Fingers  
Dire Straits  
Crusaders  
Al Hudson  
GQ

A. Their hits were all on *RB* pop and disco charts at least one month (and up to nine) before anyone else's.

**RECORD BUSINESS Charts. You really should look where they're going.**

**P.E.I.**  
**Our track record is excellent**  
Comprehensive pressing & printing service

15 Britten Lodge, Fair Acres, Bromley, Kent. Telephone (01) 464 3249 Telex 912881



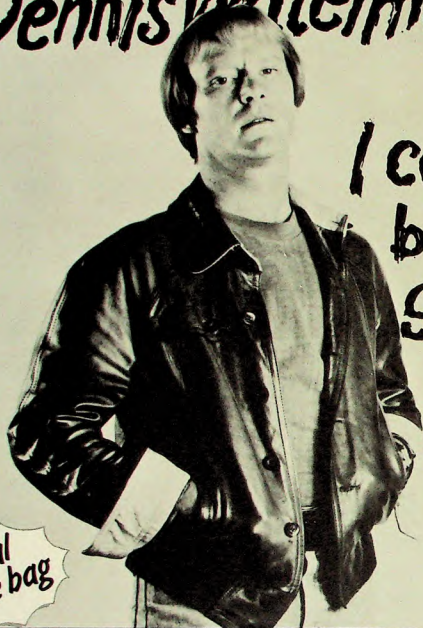








# Dennis Waterman



I could  
be so  
good  
for  
you

Special  
picture bag

His latest single.  
From the Thames T.V. series

*Minder*

'I could be so good for you'

EMI 5009

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





# Six

## HOOPER



### THE WORLD WITHIN

MCG 4006

FEATURING THE SINGLE

### CORDON BLEU

MCA 536

US DISCO MIX AVAILABLE ON 12" SINGLE

CORDON BLEU C/W

BRAZOS RIVER BREAKDOWN

MCA 536

EXTENSIVE ADVERTISING IN THE  
MUSIC PRESS AND BLACK/DISCO PUBLICATIONS

Produced by Wilton Felder, Six Hooper  
and Joe Sample for *Capitol* Productions Inc.

#### Imports

- Best Selling Disco import albums
- 1 THE WORLD WITHIN Six Hooper MCA
  - 2 LADIES FIRST De-Lite
  - 3 I GOT THE FEELING OWRELL Lowell De-Lite
  - 4 BROTHERS AND SISTERS YOU FURCHANCE Warner Bros. 20th Century
  - 5 UNCLE SAM WANTS YOU! FURCHANCE Warner Bros. 20th Century
  - 6 EMPHASIS ON THE BASS Warner Bros. 20th Century
  - 7 BEAT THE BOSS Warner Bros. 20th Century
  - 8 SPECIAL TREATMENT JAMES WINGHAMSON US Country
  - 9 I CAN'T CONTROL MYSELF JAMES WINGHAMSON US Country
  - 10 4 SONGS FOR THE CHILDREN LARRY LYVE

SHIPPING MON NOV 5th

MCA RECORDS

1 Great Pudding Street, London W1R 3JW  
Distributed by CBS (960 2155)





# CDs

November

## NEW RELEASES

### Albums of the Month and the top new titles

- RTS**
- ton AM
  - ignard Arista/GFP
  - REN Tappan Ave
  - US Columbia
  - Warner Bros
  - Polygram
  - Enigma
  - Radio
  - RCA
  - Atlantic
  - Solar
- TRY**
- ems NE 1048
  - zy Rogers UA 30283
  - Jo Sayers UA 30281
  - Central Castles CBS 89102
  - BLAKE WILLIAMS**
  - RA 1008
  - MCA 3002
  - CBS 82372
  - K55027
  - PL 12378
  - 20 Golden Grabs
  - VARIOUS**
  - Rockably Dynamic
  - WH 5009
  - UAG 30236
- MAN**
- ALC 1004
  - CBS 88833
- AE**
- Front Line
  - Greenvee
  - Islane
  - Trojan
  - Jah Life
  - Trojan
  - Midnight Rock
  - Bax
  - Burning Rockers
  - Love Child
  - Howlways
  - Burning Sons
  - UA/Baltic
  - Greenvee
  - Sarge
- RO**
- EPC 83468
  - STML 8032
  - CBS 86034
  - K5064
  - ILPS 8542
  - INS 2008
  - IN THE WORLD
  - 55062
  - MCF 3038
  - ILPS 2039
  - PH 80566
  - NS 2000
  - CALD 5007
  - 2480 510
  - 2312 102

### Albums of the Month

#### SEE THESE ADVERTISEMENTS ON TV

**ABBA**  
Greatest Hits Vol 2  
Bee Gees  
Blue Eyes  
Diana Ross  
20 Golden Grabs  
**ROD STEWART**  
Greatest Hits  
**SWINGWITCH**  
Greatest Hits  
Cappes and Doges  
**STEVE WONDER**  
Steve Wonder's Journey  
Through The Secret Life  
Of Plants

Epic EPC 10017  
RSD RSD X1  
Molown EMTV 21  
Molown TMSF 6009

**ADRIAN BRETT**  
Echoes Of Gold  
**BOB DYLAN**  
20 Golden Grabs  
**MARY D'AMARA**  
Temporarily  
**DES O'CONNOR**  
Just For You  
**JOHNNIE RAY**  
20 Golden Grabs  
**RACHELLE**  
20 Golden Grabs  
**VARIOUS**  
Rockably Dynamic  
**VARIOUS**  
Country Guitar  
**SOUNDTRACK**  
Friday's Hero  
**VARIOUS**  
Rock 'n' Roller Disco  
**TONY STEELE**  
Family Album  
**LENA MARTELLE**  
Lena's Music Album  
**MOODY BLUES**  
Out Of This World  
**TOM DALLI**  
Italian Serenade  
**VARIOUS**  
Love And Understanding  
**HARRY MILLSON**  
Harry And...  
**VARIOUS**  
Night Moves  
**EVIE PRESLEY**  
Elvis - Love Songs  
**MANTOVANI**  
20 Golden Grabs  
**GILBERT & SULLIVAN**  
Mograms II  
**LONDON SYMPHONY**  
ORCHESTRA  
Encores

Warwick WW 5082  
Warwick PR 5066  
Warwick WW 5072  
Warwick WH 5071  
Warwick PR 5065  
Warwick WW 5068  
Warwick WW 5060  
Warwick WW 5070  
Warwick WW 5075  
Ronco RTL 2040  
Ronco RTL 2041  
Pye N123  
K-Tel NE 1051  
K-Tel NE 1047  
K-Tel NE 1061  
K-Tel NE 1050  
K-Tel NE 1053  
K-Tel NE 1065  
K-Tel NE 1062  
Warwick WW 5067  
K-Tel NE 1052  
K-Tel NE 1055

### Rock

#### EMERSON LAKE & PALMER

#### THE HEADBOYS

#### JEREMY SPENCER BAND

#### MADNESS

#### MAGNUM

#### MICKEY RUPP

#### POP

#### SPECIALS

#### STEVE HOWE

#### LITTLE WITCH

#### MOTOWHEAD

#### STEVE FORBERT

### Disco/Soul

#### AMIR STEWART

#### ANITA FRANKLIN

#### FUNKADELIC

#### HERB ALPERT

#### JACK AND

#### JUNIOR WALKER

#### MILLIE JACKSON & ISAAC SPAYS

#### REBECKA

#### SHALLAM

#### STE WOODER

#### THE WORLD WITHIN

#### DELEGATION

#### IKE & TINA TURNER

#### MELBA MOORE

#### MICHAEL HENDERSON

#### NORMAN CONNORS

#### MARVIN GAYE

### ROGER CHAPMAN

#### ROGER CHAPMAN

#### ROCK DERRINER

#### ROBERTS

#### GENTA HAVAN

#### VARIOUS

#### DUROCS

#### MOTELS

#### MISTRESS

#### VARIOUS

#### BOONIE & CREME

#### ROLLING STONES

#### ROLLING STONES

#### ROLLING STONES

#### ROLLING STONES

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#### ROLLING STONES

#### ROLLING STONES

#### ROLLING STONES

### VARIOUS

#### EMOTIONS

#### MARLENA SHAW

#### DYNASTY

#### WICKIE SUE ROBINSON

#### BILL SUMMERS & SUMMERS HEAT

#### CHARLES JACKSON

#### YVONNE ELLIEMAN

#### STYLISTICS

#### VAN MCCOY

#### BELMAY BROTHERS

#### HARRY CHAPIN

#### PAUL ANKA

#### JOHNNY MATHIS

#### PAUL ANKA

#### RITA COOLIDGE

#### ROGUE

#### Wanda You Let Your Daughter

#### JAMIS IAN

#### LINDA LEWIS

#### MICHAEL JOHNSON

#### NOLAN SISTERS

#### THE NOON SISTERS

#### ROCKY

#### SMOKEY

#### THE OTHER SIDE OF THE ROAD

#### ANDY DOLMANS

#### WHILE YOU WAIT

#### CHARLY WILLIAMS

#### THE CLASSIC COLLECTION

#### TOBY BEAU

#### SMOKEY

#### ANDY DOLMANS

#### WHILE YOU WAIT

#### CHARLY WILLIAMS

#### THE CLASSIC COLLECTION

#### TOBY BEAU

#### SMOKEY

#### ANDY DOLMANS

#### WHILE YOU WAIT



# Isla

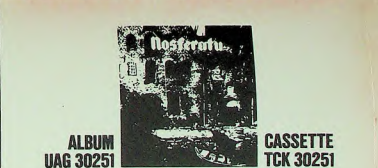
"Isla" features 12 songs for Christmas including Winter Wonderland, The First Noel and her new single Mid-Winter Song.



Marketing campaign includes Nationwide P.A.s and interviews, full colour posters and counter display cards.

Available on SKL 5317 (LP) KSKC 5317 (Cassette) £ 1 3981 (single) **DECCA**

# HUGH CORNWELL OF THE STRANGLERS NEW ALBUM NOSTERATU WITH ROBERT WILLIAMS



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