

RECORD BUSINESS

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INSIDE

Singles chart, 6-7; Album chart, 25; Disco Top 75, 14-15; Airplay guide, 22-23; New singles, 26; New albums, 24.

50p

WEA shocks trade with 3% dealer margin cut

WITH ONLY 19 shopping days to go to Christmas, WEA has presented the retail trade with an early and unwelcome "present" in the shape of a reduction in its trade discounts. The effect of a restructuring of the company's dealer prices is that the trade discount, with effect from today, will be 30 percent.

And with WEA now following where Polydor has already led, and the probability of Phonogram and Decca coming into line in the Polygram group from January 1, the prospect of more companies jumping on the bandwagon cannot be ruled out. If so, then the plight of Britain's owner-operated independent record shops in their battle for survival against the multiples' discount policies will not be made any easier. On the other hand, a reduction in the dealer margin prefacing a move away from recommended manufacturers' list prices could lead the way back towards greater price stability throughout the trade by making the "£1-off" offers a less appealing prospect to record stores.

With recommended retail prices remaining unchanged, the dealer price on a single album will go from £2.90 - £3.04 (ex-VAT), a rise of just under 5 percent, and on a single from 64p-67p. There will be no change in tape prices on which a 30 percent trade discount is already applicable.

According to WEA marketing director David Cliphsham the move will bring WEA trade prices "broadly into line with those of its competitors." "It is the first stage in a series of changes designed to lead to a move away from recommended retail pricing in all aspects of our business," he added.

WEA is obviously out to force dealers into setting their own prices and margins in relation to the requirements of

their individual businesses. The basis for this, the company is claiming, is the evidence supplied by an autumn survey conducted by BMRB of 400 independent stores. This showed that only 16 percent were not discounting.

"The retail trade is already setting its own retail pricing structure so that only dealer prices are genuinely important in the trading relationship between manufacturers and retailers. The price they sell at is their business," said Cliphsham.

"Whether there is a reduction in the dealer margin depends on the price they chose to sell at to the public."

Beeb dispute gives hope to TV merchandisers

ITV'S DISMAL audience ratings could receive a welcome boost if the BBC's industrial partners continue to escalate - giving TV album advertisers an unexpected Christmas bonus.

Only one ITV programme appeared in the top ten in the latest Jaxar figures prompting a stream of complaints from industry TV advertisers that, with rates up 20 percent on last year, they were not receiving value for money.

TV merchandisers and major record companies currently running TV campaigns agreed last week that ITV's audience figures were not having a drastic effect on sales, however the general consensus was that sales could be better.

K-Tel managing director, Colin Ashby, commented: "Our turnover is down on last year and this must be partly due to the ratings. But TV product is



SCENES LIKE this have accompanied Motorhead on its national concert tour as the band members drop in on unsuspecting record stores to undertake personal appearances. At the Birmingham HMV stopover shop assistant Tina Whiting met Lemmy, Robert Lemon (Bronze general manager) and members of the group.

accounting for a larger slice of the album market than last year."

And Peter Robinson, CBS marketing director, told *Record Business*: "We had expected higher ratings for our TV expenditure. Abba sales are very strong - but it's fair to say that they would probably have been higher with improved TV ratings."

However, the likelihood of ITV's audience figures receiving a sudden boost was growing last week as the BBC technicians' dispute continued and the Corporation readied programme repeats for broadcasting.

As Warwick managing director, Ian Miles, commented: "It's beginning to look like the BBC problems will escalate and they could end up in the same situation as ITV during the autumn. That would certainly be a bonus for TV merchandisers."

Spartan dangles Dingle single

WITH ORDERS for more than 30,000 copies of 'Day Trip To Bangor' by Fiddler's Dram on Dingle's Records received by distributors Spartan last Wednesday alone, competition between the majors to pick up the single for Christmas is mounting.

'Day Trip' Radio-1 DJ Simon Bates record of the week - looks like being the surprise Christmas breakout of 1979, but Spartan's Tom McDonald and Dingle's chief Roger Holt are adamant that the disc will remain independent, despite unorthodox approaches from several large record companies.

"Some dealers were caught by surprise when radio stations began playing the single prior to release date," said McDonald. "It was officially out last Friday and we have thousands of copies in the warehouse with 150,000 on order.

The tiny Dingle's label is based around the Dingle Folk Club which operates at The Adam's Arms pub in London's West End.

RB introduces Video Awards

RECORD BUSINESS is introducing a Video Awards competition, the first to offer all-embracing recognition of the industry's growing involvement in visual promotion. The awards will be divided into two sections covering television commercials and promotion films.

"This will be an increasingly important area of creativity and sales promotion in the future and it is right that the contributions of companies and individuals should be recognised," commented RB editor Brian Mulligan. For full details see page 13.

Part of the proceeds of the sale of this record is being donated to the Blue Peter Cambodia Appeal.

MIKE
OLDFIELD
BLUE
PETER
NEW SINGLE
OUT NOW
VS317

Virgin

BPI survey shows 5,500 UK disc specialists

DESPITE THE economic problems facing the UK retail trade, the structure of the number of outlets has hardly changed over the past two years, with specialist shops accounting for nearly one third of the total.

According to a report published in the new BPI Year Book, a survey by the British Market Research Bureau disclosed a total of 5,500 conventional record outlets in Britain. Of these, 1,750 were classified as record specialists, more than all the departments of major multiple chains combined. However, the breakdown of the multiples is restricted to Woolworth (860), Boots (260) and W.H. Smith (200). Other multiples such as Rumbelow, Menzies and Debenhams are presumably lumped together under the heading of other department/variety stores which number 520 and added to the three main companies would bring the total to 1,840.

The remaining retail breakdown shows 850 radio/electrical stores, 450 general goods shops, 250 bookshops/newsagents/confectioners and 360 others.

The specialist shops are also the places where most record buyers purchase singles, but their domination of the full-price album market is less, possibly a reflection of the heavy promotional activities of the multiples to advertise their cut-price offers. The survey shows that specialist shops account for 46 percent of singles sales and 42 percent of full-price albums. The three major multiples, plus other department stores, cover 38 percent of singles and 36 percent of full-price albums.

While Woolworth with four times as many departments as W.H. Smith, leads the field with 15 percent of singles sales, Smith's with 11 percent is actually ahead of FWW by one point in the full-price LP market, and three points ahead of Boots, which has a greater strength on singles with 10 percent against 9 percent by WHS. With 33 percent, Woolworth totally dominates the budget market.

Interestingly, Woolworth with its low-price Chevron tape line, claims 16 percent of the cassette business and

TV for UA Slim Whitman hits LP

LIBERTY UNITED Records is re-adding a TV advertising campaign for the Slim Whitman album *20 Greatest Love Songs*.

It will take in three weeks of peak time slots in Scotland, Border, Grampian, Anglia, Ulster, HTV, Tyne-Tees and Yorkshire running from December 10 to 28. It will be supported by about 350 nationwide window displays.

MR. DAVID Calcutt is leading counsel for the PPL at the Performing Rights Tribunal hearing, and not Hugh Francis as reported in last week's RB.

WHS 13 percent, both higher percentages than on singles or LPs.

The other notable contenders for record buyers cash are the direct mail firms. These are shown as catering for 6 percent of LP sales and 9 percent of cassettes.

Other interesting statistical data to be found in the welter of detail in the Year Book shows that recorded music accounted for 1.7 percent of the nation's total leisure spending in 1978 of £20.1 million, an improvement of 0.1 percent on 1977.

Ownership of record playing equipment, it is suggested, may have reached saturation point between 1977-79: the number of households with record players increased by one percent to 79 percent, although replacement continues at 10 percent annually. However, ownership of tape playing equipment rose by three percent to 61 percent between 1978-79. Most common purchase is the mono cassette recorder, but the home taping trend is emphasised with 20 percent of new purchases being Music Centres.

An extract from an Annan Impney Morris research document shows that in 1977 that 23,000 copies was the break-even figure of a single or an album. The analysis suggests that 1:9 of the 3517 singles and 1:16 of the 4928 pop LPs made a profit.

Stiff to launch returns plan & margin cuts in '80

FOLLOWING ITS recent pressing and distribution deal with CBS and Virgin, Stiff Records plans to raise its retail prices, cut dealer margins and for the first time institute a five percent returns system.

The announcement coincides with the independent's plans to move to larger premises at 9-11 Woodfield Road, London W9 (Tel: 01-289 6221). The new trading terms come into effect from January 1.

Full price albums rise from £4.78 to £4.99 but this is the only upwards move in rrp. Margins are cut to 33 percent in line with Virgin and CBS - down from 36 percent.

However, Stiff expects to be releasing more album product under its £3.99 SEEZ prefix with an undiminished dealer margin with the aim of breaking new artists.

Stiff companies including Stiff Secret Service Mail Order, Stiff Films, The China Shop Mobile and the record company, which are currently spread between several shop fronts in Alexander Street will be amalgamated under one roof at the new offices.

Said general manager Paul Conroy: "The returns system will be administered in the normal way by CBS, but Stiff inspectors will be operating spot



LAST WEEK'S Country Music Association awards dinner at London's Hilton Hotel saw Boxcar Willie consolidate his British popularity by winning International Artist of the Year and Top Album award. Alvin Stardust is seen making the presentation to Boxcar and his manager Drew Taylor.

Polygram shuffle

A CORPORATE reshuffle within the Polygram group could be in prospect following the resignation of Steve Gottlieb as chairman of Polygram Leisure. He will sever his connection with the company on December 31 after ten years.

With Polygram's UK activities branching out into feature and TV films, and mail order records, as well as publishing, records, manufacture and distribution, a new senior co-ordinator will presumably be appointed. Obvious contender is David Fine, managing director of Polygram's record activities but with a major reorganisation of Polydor and Phonogram coming into effect from January 1, his priorities may immediately lie elsewhere. One name being mentioned as the new UK overlord is that of Heinz Voigt, currently president of Polygram Publishing.

Electric label to close down

ELECTRIC RECORDS is closing down on January 1 following the resignation of general manager Jeremy Thomas.

But this will not spell the end of the Cube/Electric group founded by Essex music chief David Platz who is currently negotiating with Pye Records on the future of the labels under his control.

Electric has recently had its most successful year with hits from Quantum Jump, Gordon Giltrap and John Williams but Platz told RB: "The decision has been made purely by virtue of Jeremy Thomas leaving. It was his label, and there is no future for it without him."

Thomas decided to quit: "Owing to substantial policy differences coupled with my long association with Max Hole and belief in his artists." Thomas has decided to go into partnership in a new management and independent label venture with Criminal Records and co-manager of Camel, Martin Carthy and Vapour Trails Max Hole.

Platz indicated that product currently on Electric would be transferred to the 30-40 album strong Cube label, although no firm decision would be available before the end of the week.

Blondie angry over 'blondes'

DECCA HAS been forced to withdraw its advertising campaign for the New York Blondes single 'Little GTO' and faces further legal action from Chrissy over the disc which features Blondie singer Debbie Harry and other members of the band.

The record was made by American DJ Rodney Biggenheimer who, Chrissy claim, was aided by Ms. Harry in launching a studio guide vocal for the disc jockey to follow under the agreement that it would be erased afterwards.

However, Chrissy alleges this guide vocal was used on the mix of the song that is out as a single at the moment and is being sold giving the impression of genuine Blondie product.

Through solicitors, Decca has agreed to cancel its promotion campaign. Meanwhile Chrissy is considering suing for damages, and has launched an action against Dan and David Kessel of Deep Sleep Productions of Hollywood for breach of agreement. Blondie intend to take action over the disc's 'B' side which they claim was written by Chris Stein, although it is uncredited on the label.

At press time a Decca spokesman said: "We understand that Chrissy has applied for an injunction to stop us from marketing the single. The matter is now in the hands of our legal department. We understand the hearing will be on Friday (November 30)."

P'gram cut back

THE FIRST casualties in what is expected to be wide-spread redundancy programme were revealed by Phonogram Records last week.

Initial redundancies included Karen Fox, head of press, who has been with Phonogram for five years, Nigel Morgan, product manager for Ensign and Mercury, international exploitation manager, Marek, and a number of secretaries.

Managing director, Ken Maliphant, told *Record Business*: "The industry is going through many problems and we have been forced into a redundancy programme. It's not that drastic - we are just trimming departments and making organisational changes."

Maliphant confirmed that more redundancies would follow. But he refused to reveal the planned overall redundancy figure.

MULLINGS

ART FROM spending an estimated 700,000 dollars on recording *The Wall* double album, **Pink Floyd** have also been investing a few bob on building blocks. For their forthcoming concerts, it is intended that during the proceedings a wall 120 feet x 60 feet will be made on stage from polystyrene blocks each weighing 5 lbs. By the end of the first half, the band will be walled in – but fear not, gentle readers – in response to cries from frustrated audiences, the band, presumably, will tear it down, although in the UK one fears either a demarcation dispute over thing. What's it all about? Well, Floyd's Canadian producer **Bob Ezrin** has been telling *Billboard* that the wall is symbolic of individualism and the separation between the performer and the audience . . . is **EMI** breathing a further sigh of relief that it did not become involved with **Gulf Western**, parent company of Paramount Pictures? Last week it was disclosed that **G&W** is in trouble with the Security Exchange Commission over alleged misleading disclosures about its business operations. In response **G&W** has accused the SEC of also making false and misleading charges against the company and its directors, promising to "litigate the matter to the end." . . . first you see him then you don't – before **RCA** actually had a chance to release it, **Tommy Boyce** had bought back his T-Band album, figuring that since the company had disposed of its promotion department its chances of success were slim. "There were no hard feelings," reports Boyce, who is now looking for a smaller company to release the record . . . American sources predicting that **Motown** about to dispose of its Jobete Music publishing operation to **Charlie Kopleman's** Entertainment Company for something in excess of 20 million dollars – but **Motown's** man in London **Peter Prince** says that although there have been offers, the publishing arm is not for sale . . .

INDUSTRY ADVERTISING managers anticipating a £1000 per page rate soon from the booming **NME** . . . bomb hoax at **CBS Aylesbury** plant resulted in production being suspended at the tape and record factories as well as staff being cleared from the new factory while police carried out a fruitless search. "The things the opposition get up to," one executive was heard to mutter . . . former **EMI LRD** promotion manager **Ken Bruce** a golf fanatic, about to enter his own personal idea of heaven – he's been appointed general manager of the **Gleedoch House** hotel and sporting complex with its own 18-hole course overlooking the Clyde and will be moving back to his homeland in January . . . more golfing news – **Dave Machray**, former **RCA** pop product manager, now working as a marketing manager to the **Professional Golfers' Co-operative Association** which provides all the pro shops around the country with equipment . . . in the absence of ailing **Tammy Wynette**, **Alvin Stardust** stepped out of character to do a good job presenting the **CMA** awards last week . . .

CHINNICHAP'S HOT producer **Mike Chapman** expected to turn his attention next to the talents of **Tanya Tucker** . . . voice of onetime London tradescribe **Adam White**, now a New York resident, can be heard on the opening of **Phonogram's** festive goody 'Christmas Rappin' by **Kurtis Blow** . . . **Alan Garrett**, showbiz editor of the *Daily Mirror*, off to Montreal to become editor-in-chief of **Global Communications** which publishes the three biggest circulating weekly papers in North America . . . **Harry Tittle** out-voted in a bid to become European president of the **Tobaccoists' Federation** by his French rival who employed his own speech writer . . . between High Court battles, importer-wholesaler **Simons** found time to hire plush **Inn On The Park** hotel room for reception to launch its own disc label . . . for those with nothing else to do and £80 to spare, **Boney M** is playing a gala cabaret on New Year's Eve at the **Inter-Continental Hotel**, with profits going to **International Year Of The Child** – but who was the Scotsman at group's press conference who claimed to be **Godfrey Rust** representing **RB** in the absence of **John Hayward**, all overheard by **Dafydd Rees** who was really representing **RB**?

RECORD BUSINESS

Hyde House, 13 Langley Street, London WC2H 9JG
01-836 9311. Telex No: 262 554

EDITOR/MANAGING DIRECTOR Brian Mulligan
DEPUTY EDITOR (News) John Hayward

EDITORIAL David Redshaw (Production/Reviews); Brian Harrigan (Radio); Tim Smith (Retailing); Frank Granville Barker (Classical)

RESEARCH Godfrey Rust (Director), Dafydd Rees (Assistant Manager); Barry Lazell; Patricia Thomas; Alan Jones.

ADVERTISING Nigel Steffens (Manager); Gill Richardson

COMMERCIAL/CIRCULATION Richard Tan (Manager); Jacquie Harvey; Ken Ball (Accounts)

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The Isley Brothers

NEW DOUBLE ALBUM



'WINNER TAKES ALL'

'Winner Takes All' is a triumph. Four great sides of hot funk. Including The Isley's current smash single, 'It's A Disco Night (Rock Don't Stop)'

The Isley Brothers
WINNER TAKES ALL



EPC 88460

'Winner Takes All' includes the single 'It's A Disco Night' Also available on cassette

Island's biggest ever LP campaign for December

DECEMBER SEES two large-scale album promotion campaigns from Island to push *Cuba* by the Gibson Brothers and the soundtrack from the Amnesty International concert *The Secret Policeman's Ball*.

Starring John Cleese, Peter Cook, Michael Palin, Billy Connolly and Anna Ford, *Secret Policeman's Ball* (ILPS 9601) is out on December 14 and is believed to be the company's most extensive marketing campaign ever.

London Weekend TV advertising is planned for December 19, 20 and 21 coinciding with the screening of the concert on December 22. Cook and Cleese explain in the commercial how one can die laughing at the album over Christmas.

Musical press, *The Guardian*, *Sunday Times* colour supplement, *Time Out*, *Private Eye*, *Note Magazine*, *Campaign* and *Marketing Week* will all carry advertising space.

Ins & Outs

MCA RECORDS has restructured its marketing and promotion departments because of "increased chart activity and increased sales".

Stuart Weston is appointed general manager, marketing. Reporting to him is Ray Still, previously Infinity label manager, and now MCA product manager. Siobhan Wells, formerly with Infinity, also joins MCA.

London promotion managers John Gould and Dave Brown have also new responsibilities. Gould is appointed creative promotions manager, with responsibility for disco, and Brown is appointed promotions manager.

JUNE BRYANT has been appointed director of promotions at Radio Luxembourg after seven years with the station as personal assistant to managing director Alan Keen. She will spearhead an increasing promotional involvement being planned for 1980 by the British service which will build on the success of this year's Summer Tour and also expand to embrace in-store activities.

STEVE WRIGHT joins the long list of Radio Luxembourg DJs to switch to the BBC when he takes over a regular Saturday evening show on Radio 1 in January.

TIM BOWEN has been appointed director, business affairs, at CBS Records. He joined the company in 1976 and for the last seven months has had managerial responsibility for all aspects of the business affairs department's activities.

CLIFF FRASER has joined Charly Music as general manager after 13 years with Selecta, the last eight as head buyer and 11 years as general manager of President Records, during which he was also managing director of British Homophone pressing plant.

Cuba (ILPS 9579) features three hit singles and on December 3 Island begins a three-week nationwide commercial radio blitz of 15-second spots at peak listening times. Every ILR station is covered. The effort is backed by 5,000 trade posters, a Captain Video spot and *Daily Mail* and *Sun* advertising between December 10 and 14.

Merchandising

WEA ALBUMS by ELP, Boney M and Talking Heads are being heavily promoted during the next fortnight.

With the aim of breaking Talking Heads into a broader market the company has booked peak-time rockshow spots commencing December 3 on Capital, Piccadilly, Trent, City, BRMB, Clyde, Forth, Beacon, Victoria, Orwell, Thames Valley, Metro and Luxembourg. These, together with consumer press advertising and in-store merchandising, coincide with the band's 11-date UK tour between November 26-December 8 to promote the album *Fear Of Music* and single "Life During Wartime".

The second burst of advertising is lined up to Boney M's *Ocean of Fantasy*. During the same period with full page advertisements going into *Record Mirror*, *Jack*, *Blue Z*, *Pink*, *Mates*, *Smash Hits*, *Blue Jeans* and *Superpop* plus space in *The Sun*, *Mirror*, *Star* and *Daily Record*. The band's new single "I'm Born Again" is out on November 30.

Atlantic's ELP *Live In Concert* album is currently the subject of a two-week rock radio campaign on Capital, City, Trent, Clyde, Forth, BRMB, Piccadilly, Thames Valley and Orwell with back-up consumer press advertising space.

CULT SCI-FI album *Hitch Hiker's Guide To The Galaxy (ORA 42)* — which has sold 6,000 copies to date on mail order and from Directions store of Dean Street, London — is now available from 25 shops nationwide.

The 25 stores are mostly Virgin branches plus Breuer Miller, of Aberdeen, Hoppers of Cambridge, L&N of Dundee, Basermis-



TO MARK Radio Luxembourg's 50th anniversary, Kim Glover, head of radio promotion at Magnet Records is pictured presenting Tony Prince with a special gold disc commemorating the occasion.

ter of Edinburgh, Orpheus of Glasgow, St Martins of Leicester, Blackwells of Oxford and Bath and Long Playing Record Library of Blackpool.

These stores have the double album exclusively until Christmas, and Don Mousseau of Original Records commented: "The book from the radio series has sold 99,000 copies and is number one best seller. We will hold back general release of the £6.00 LP until January when a new series of the radio goes out on BBC."

THE GROWING trend towards selected albums being offered at reduced retail prices continues with Phonogram and Pye Records climbing aboard the bandwagon.

Pye has released the new Planets album *Goon Hilly Down*, on Rialto, at the special price of £3.45. Carrying the usual dealer mark-up, the company does not plan to increase the r.p.

Originally released in September, at the standard retail price, Phonogram is now offering the Roy Sundholm album *The Chinese Method* at only £2.99 — until December 31. Phonogram has also been offering the Carolyn Mas LP at £2.99 retail. It has now reverted to £4.99.

ACROBAT RECORDS has put out the debut album from five-piece band Speed-O-Meters, titled *Day In The Lights*, at the special retail price of £3.00. It reverts to the normal retail price of £5.00 in six months.

I-Spy Records has also released the first album from *Secret Affairs* titled *Glory Boys* at the reduced retail price of £4.00. However, the album returns to the full price of £5.00 a week after release.

£7,250 settlement climaxes BPI piracy probes

DAVID BRITTON, trading as Book-chain, has agreed to pay £7,250 in damages plus costs to the BPI for his part in a Manchester-based bootlegging syndicate, busted during the BPI's "Operation Moonbeam" earlier this year.

The settlement follows an appearance by Britton in the High Court in August when he gave an undertaking to cease bootlegging activities immediately. "Operation Moonbeam" was the most

costly exercise mounted by the BPI. Plaintiffs against Britton were David Bowie, Bob Dylan, Susan Ballion, Peter Shelly, Steven Digg, John Maher, Steven Garvey, Polydor, RCA, United Artists and CBS Records.

Britton's appearance in court along with several other members of the bootlegging syndicate was the climax of five months of investigations by the BPI's anti-piracy division.

Sponsorship & TV mark expanded Conn Country Festival

BACKED FOR the first time by commercial sponsorship and with a five-year commitment by the BBC to TV coverage, the International Festival of Country Music at Wembley will next year run for four days at Easter.

The sponsorship deal negotiated by promoter Mervyn Conn is with Marlboro cigarettes whose makers, Philip Morris has supported country music in the UK since 1976. The contract with Marlboro is initially for one year with options to renew.

The BBC's involvement is an indication of the network's confidence in the continuing appeal of the festival to both its live audience and the viewing public. There will be eight, two more than previously, shows lasting 45 minutes each on BBC 2.

The festival, from April 4-7, will feature a glittering line-up of country talent including Charley Pride, Roy Acuff, Faron Young, Ronnie Prophet, Brenda Lee, Willie, Charlie Rich, Roxana Lee, Bobby Bare, Emmylou Harris, Jerry Lee Lewis and the Bellamy Bros.

● BOXCAR WILLIE, a relatively unknown American artist without a major record deal in the UK, was the star of the Country Music Association's annual awards dinner last week at the Hilton Hotel.

The singer's reputation in the UK has grown steadily since he was first brought over here three years ago by promoter Drew Taylor. After gaining a following in Scotland, Boxcar Willie then worked country music clubs in England on his way to becoming one of the great hits of this year's Country Music Festival at Wembley. His success in Britain has found its way back to America and has led to invitations to appear on the far out Grand Ol' Opry show in Nashville.

As well as topping the cabaret bill, following a lively performance by British act Little Ginny and Room Service, Boxcar Willie also collected the Album of the Year award for *Daddy Was A Railroad Man* (Big R) and was named International Artist of the year.

Other awards were — Single Of The Year, "If I Had A Beautiful Body" by the Bellamy Brothers (Warner Bros); British Artist, Poacher (RK Records); Country music journalist, Don Ford; British songwriter, Terry McKenna; Music Publisher, Sunbury Music; BBC DJ, Paddy O'Flaherty (Radio Ulster); ILR DJ, Tim Lyons (Piccadilly Radio); Favourite chairman's award, Yvonne Littlewood (BBT TV) for her support for country music, notably as a feature of the Val Donnican shows which she produced. Marketing campaign, David Anthony Promotions for Poacher.

Cassettes? Let this Penguin be your guide

THE PUBLICATION of the first Penguin Cassette Guide (Penguin Books £5.95, paperback £4.95) could not have been better timed. Its 838 pages are packed with information about the thousands of performances now available on cassette as well as disc, and it must surely prove as valuable to dealers and customers alike as the Penguin Stereo Record Guide whose format it follows.

Until now it has been difficult to trace all the recordings available in this handy, relatively new form, the number of releases each year having been so great. The companies have done little to promote new cassette releases, and the record magazines have not had the space to review them as they do new albums, so both dealers and collectors have been left pretty much in the dark.

The Guide at last provides a clear comprehensive picture of what is available and how each cassette rates in terms of performance and quality of sound. Take, for instance, a popular classic like Tchaikovsky's Piano Concerto No 1, of which there are 15 alternative versions. It is difficult for the customer to know which one to choose, equally difficult for the dealer to offer any really helpful advice. Here they will find four pages in which more than 2,000 words are devoted to a critical look at all the rival versions.

There's a strong personal element, of course, in any artist evaluation of different performances, but these are as fairly balanced as seems humanly possible. They give a very clear idea of the kind of performance each pianist and supporting orchestra give, so that the reader can decide quite easily which is most likely to suit his particular taste.

The three critics, Edward Greenfield, Robert Layton and Ivan March, scrutinise sound quality very closely, which is especially important in the case of cassettes. As they point out in their Introduction, standards vary enormously,

particularly because in the early days many back-catalogue recordings were rushed out on tape too quickly. An outstanding LP has frequently made its appearance in cassette form of lamentably inferior quality. In most cases, however, newly released cassettes are rated virtually as good as the discs, occasionally even better.

Some interesting points are made in the Introduction about attitudes to cassettes in general. It is argued, quite convincingly, that nostalgia makes us all reluctant to move on to a new format from the one we have grown up with. Then the huge amount of capital invested in world-wide manufacturing plant deters the companies giving up discs in favour of cassettes.

In practical terms, however, the advantages of cassettes are overwhelming. They are more compact, easier to store and play, and almost impossible to damage by careless handling. They also pose no problems with regard to dust, which the vinyl disc picks up more efficiently than any vacuum cleaner.

Two spot-checks with London dealers made it clear just how much headway the cassette is already making. Robin Wells of the HMV Shop in Oxford Street revealed that cassettes account for about one-third of their classical sales.

Even more surprising news was given by Anthony Raymond of Liberty & Co. "More than half our sales," he declared, "are cassettes. This makes life much easier for us, because the number of faulty cassettes is minimal, whereas the proportion of faulty albums is appallingly high and is getting worse all the time. The customer knows that he is, and he has no storage problem with cassettes. Discs, on the other hand, have to be stored very carefully in the home to avoid warping."

If it should prove that the disc, which has been around for almost a century, is on the way out, then the classical dealer and customer have a complete and reliable guide to the complete cassette repertoire ready to hand.



ITZHAK PERLMAN (right) celebrates his Royal Festival Hall success in the Sibelius Violin Concerto after the concert with DJ Kenny Everett, who recently featured Perlman's recording of the Brahms Violin Concerto (HMV ASD 3385) on his Capital Radio Show. Everett: "Itzhak challenged me to a pop quiz - and won." Perlman: "The inclusion of classical recordings in pop programmes introduces a lot of people to classical music, and I am sure it sells records."

Orchestra of which he is music director, was presented by Decca with a gold disc to mark the worldwide sale of two million records. The presentation was made by Philip Caldwell, chief executive of Ford Motor Company, which has sponsored the Detroit orchestra for many years.

Debussy on digital

EMI ENTERS the digital market this month with a recording making use of the purpose-designed recorder it has developed to deal with the new techniques involved in this latest system. The album brings Debussy's complete *Images*, with his popular *Prelude à L'Après-Midi d'un Faune* as the fill-up. (HMV ASD 3804.) This music, exotically scored, is well suited to the particular style of André Previn and the London Symphony Orchestra. It is also ideal for showing off the high quality of sound that can be achieved through the digital process. The album, which discreetly displays the HMV digital logo on its top right-hand corner, is released at the normal price.

Stars team up for La Bohème

THERE IS NO shortage of recordings of *La Bohème*, but Phonogram is confident that its new version will attract wide sales. (Philips 6769 031.) Trump cards are favourite stars José Carreras and Katia Ricciarelli in the leading roles, with Colin Davis conducting the Royal Opera House Chorus and Orchestra.

SINGALONG THE SINGLE OF THE YEAR



Day Trip to Banorc

"Isn't we have a lovely time!"

Fiddler's Dram

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DEMAND
PREPARE FOR
ORDER NOW.

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RECORDS
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WEMBLEY MIDDLESEX HA9 7HD

Top 10

- 1 BEETHOVEN: SYMPHONIES 1 - 9. BERLIN PHILHARMONIC KARAJAN (DEUTSCHE GRAMMOPHON 2740-172)
 - 2 MAXWELL DAVIES: SYMPHONY. PHILHARMONIC ORCHESTRA RATTLE (HEADLINE HEAD 21)
 - 3 CHRISTMAS FROM CLARE. CHOR & ORCHESTRA OF CLARE COLLEGE, CAMBRIDGE RUTTER (ARGO ZRG 914)
 - 4 HANDEL: BALLETT. THE ACADEMY OF ST. MARTIN-IN-THE-FIELDS MARRINER (ARGO ZK 68)
 - 5 GOULD: FAUST. SOLOISTS. PARIS OPERA CHORUS & ORCHESTRA PREHRE (HMV SLS 5170)
 - 6 MOZART: THIRTEEN PIANO CONCERTOS. ALFRED BRENDEL. ACADEMY OF ST. MARTIN-IN-THE-FIELDS MARRINER (PHILIPS 6768 096)
 - 7 DEBUSSY: IMAGES. CONCERTGEBOUW ORCHESTRA HATIN (PHILIPS 6500 400)
 - 8 BEETHOVEN: SYMPHONY NO 3. LOS ANGELES PHILHARMONIC GULINI (DEUTSCHE GRAMMOPHON 2351 123)
 - 9 ADAGIO. BERLIN PHILHARMONIC. KARAJAN (DEUTSCHE GRAMMOPHON 2530 247)
 - 10 DRUMMING. STEVE REICH (DEUTSCHE GRAMMOPHON 2740 106)
- (Courtesy of St Martin's Records, Leicester)

Briefs

FIRST VICTIM of the cut-backs in Government subsidies to the arts is the new production of Giordano's *Andrea Chénier* which was to have been given at Covent Garden next February. This production, now postponed to another year, was being eagerly looked forward to by record collectors as it was to have featured three of the biggest names on disc, tenor Plácido Domingo, soprano Sylvia Sass and conductor Riccardo Muti. It is being mooted that they might all appear instead in a revival of Verdi's *Otello* on the dates scheduled for *Andrea Chénier*.

ANTAL DORATI, in London to give a concert with the Detroit Symphony

CAN YOU A NIBBLE

A nibble at an album that's Chocolate-coated dynamite: Hot Chocolate's 20 Hottest Hits.

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Put Your Love In Me.

Love Is Life. You'll Always Be A
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Love). A Child's Prayer.

Don't Stop It Now. I'll Put You
Together Again.

Side Two.

Emma. Brother Louie. Man
To Man. Cheri Babe.

Mindless Boogie. You Could've
Been A Lady. Going Through
The Motions.

Heaven Is In The
Back Seat Of My
Cadillac.

Disco Queen.

Every 1's A Winner.

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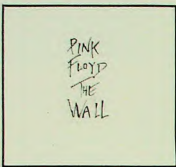


RAK
Produced by Mickie Most.

ALBUM REVIEWS

Top 10

PINK FLOYD: The Wall (Harvest SHSP 4111) Prods: David Gilmour, Bob Ezrin, Roger Waters
Floyd return with a block-busting double set which in earlier times might have called a concept album. Always an ambitious band, this time they have attempted to show how human potential is throttled by The System which encourages the building of a wall round the individual and the stifling of anything outside of some spurious 'norm.' Roger Waters indulges in some alarming imaginary to make his point while Dave Gilmour's guitar playing is sweeter and more dramatic than ever, with inter-track gimmickry used to add a sense of continuity. Possibly Floyd's best work since *Dark Side Of The Moon* and surely destined to be a



long-term catalogue item. Current radio exposure for the 45 'Another Brick In The Wall (part 2)' can only help.

because most of Harvey's previously rather self-indulgent streak seems to have been cut out, revealing him as a good current mainstream songwriter surrounded by good solid mainstream rock players. The dramatic title track stands out well, with some good guitar and sax work from Matthew Gang and Don Weller returning, and a flurry of sales should be forthcoming.

EDGAR FROESE: Stuntman (Virgin V2139) Prod: Edgar Froese
Although this kind of synthesiser music is currently out of vogue, Virgin continues to keep the genre alive with releases like this one from Tangerine Dream leader Edgar Froese, who is one of the leading exponents of the instrument. He shows himself capable of producing striking themes with some sharp effects and nice tunes - especially 'Drunk Mozart In The Desert', and the moderate but dedicated following for this kind of music will seek it out.

THE MONKS: Bad Habits (EMI EMC 3309) Prod: John Ford, Richard Hudson & Terry Cassidy

Once part of The Straws, later the prime movers of Hudson Ford, The Monks emerged briefly this year with the jokey 'Nice Legs Shame About Her Face' as a sort of self-consciously humorous answer to punk - about two years too late. This collection of titles like 'Johnny B. Rotten' and 'Spotty Face' does little to indicate a long life for the band as anything other than a down-market cabaret attraction. Even the cover art is a cliché.

JOHNNY PEARSON ORCHESTRA: Bright Eyes (Rampage RAMP7) Prod: Larry Page-Adrian Kerridge
Changing attitudes by manufacturers to the MOR market make albums like this increasingly rare, but it doesn't mean that there is no longer an audience for elegant instrumental recordings. This is a particularly tasteful collection conceived as a showcase for Pearson's deft piano playing set against a lush backdrop of strings and brass. Contemporary easy-listening winners like 'You Don't Bring Me Flowers', 'Just The Way You Are', 'Cavatina' and 'Annie's Song' are featured.

EBERHARD SCHOENER: Video Flashback (Harvest SHSM 2030) Prod: Eberhard Schoener

Really rather beautiful album from one of Germany's seemingly endless supply of synthesiser composers and one that will pick up solid sales here merely through sporting the talents of Sting, Andy Summers and Stewart Copeland. Schoener's compositions have a drifting atmosphere to them, aided no end by Sting's clear soprano (much in the Jon Anderson mould) and some thoughtful guitar lines from Summers together with breathy sax work from Olaf Kubler. Given the right breaks this could become a left-field hit.

VARIOUS: Fast Product - The First Year Plan F11 (EMI EMC 3312) Prods: Various

Bands like Gang Of Four, The Mekons, and the Human League are busy pushing back the boundaries of popular music with what's sometimes described as 'mutant pop.' It's often jagged, atonal and more than a little political, but it's main drawback seems to be a certain humourlessness. EMI appears to be strongly represented in the field and there's no doubt there is quite a lot of interest in the bands represented here, especially from the consumer rock press. This Fast Product sampler is a good introduction to the above-named bands plus 2-3 and Scars.

THE BOYS: To Hell With The Boys (Safari 1-2-BOYS) Prod: Bjorn Nessjoe

After charting their first album, The Boys vanished for a couple of years, but they seem to have used the time to tighten up and drop the three-chord thrash approach for a more thoughtful, if no less energetic style. Opening with a guitar treatment of 'Sabre Dance' ala Edmunds they move through the best number 'Rue Morgue' and even include a couple of slower rockers of the type The Stones used to vary the pace of their albums. The sound achieved in the Norwegian studio is as good as anything to come out of the UK, with a particularly nice edge to Matt Dangerfield's guitar. Could do well as long as the band can re-establish its identity quickly enough.

IAN GOMM: Gomm With The Wind (Albion DAI 1) Prod: Martin Russhert

There's nothing particularly deep and meaningful about Ian Gomm. His whole career to date has been concerned with writing and performing bright little pop songs with a wide appeal and a definite lack of pretension. Now that Nick Lowe has made this approach acceptable to the cognoscenti as well as the general public, the time seems right for a few big hits for Gomm, which has certainly already happened in the USA. 'Hooked on Love' is already familiar, as is Chuck Berry's 'Come On' - slowed moodily on this album, but any of the rest of the numbers could make it on their own as breezy 45s.

IRIS WILLIAMS: He Was Beautiful (Columbia SCX 6627) Prod: Walter Ridley

The unusual voice of Iris Williams, introduced to the record buying public via the hit title track, is intriguingly showcased in her timely debut album. It has a richness and depth is unique in pop music. Allied to this is majestic power faultlessly employed which conveys drama and emotion without going over the top. She brings something special to every song on the album and it's to be hoped that EMI will capitalise on her potential to become the most significant British female entry into the MOR album market for many years.

ELVIS, SCOTTY & BILL: The First Year (Very Wonderful Golden Editions Ltd. King 1) Prod: Stan Kesler-Bill Heffernan

These are the legendary first recordings made by Elvis Presley during a live appearance in Houston in 1955. It contains but five songs and despite the low-fi quality of the recording, plus popping and sibilance on his vocals, Presley sounds remarkably strong and assured vocally and equally at home in his rapping with the screaming audience. The rest of the album is taken up with interviews with Presley, and the recollections of Scotty Moore, guitarist with Presley and his first manager. Fine for the hard-core collectors, but of no interest otherwise.

LINDA LEWIS: Hacienda View (Ariola ARL 5033) Prod: Mike Batt

A fine album from Linda Lewis who deserves to be better supported as a record seller. Mike Batt's sympathetic and imaginative production is tailored to bring out the best from her distinctive high-ranging voice. She is equally at home tackling the gentleness of 'Sleeping Like A Baby' and then turning on the power for rockers like '109 Jamaica Highway'. The wide variety of songs includes 'That's Love' from Carmen Jones, a lovely Ballad 'Beggars and Kings' and a rocking 'Save The Last Dance For Me'.

STIX HOOPER: The World Within (MCA MCG4006) Prod: Crusaders

Belatedly the fortunes of the Crusaders seem to be on the up and up in this country since the success of *Street Life*. Hooper's first album as a band-leader takes in the musical influences of the Orient, Europe, Mexico, South America and Africa. It's an ambitious concept, but it works well enough with the disparate styles blended into a series of highly entertaining workouts where a certain funkiness is always apparent, even in something as delicate as the Japanese-sounding 'Jasmine'. The accordion feature 'Cordon Bleu', with its disco beat, has been winning some airplay support and will focus attention on the album accordingly.

Top 40

MIKE OLDFIELD: Platinum (Virgin V2141) Prod: Tom Newman

A much stronger and more tuneful work than last season's double *Incantations - Platinum* - the extended piece that takes up the entire first side of Oldfield's new one is replete with little tunes and orchestrated doodles that grab the attention. The second side features four tracks including an amusing treatment of 'I Got Rhythm' and a little ditty called 'Punkadiddle'. The album is further proof that Oldfield has decided there is nothing wrong with sounding commercial now and again, and occasional doses of disco beat confirm this view. Always a strong Christmas seller Oldfield is certain to sell well again this year, especially with a major campaign forthcoming from Virgin.

Top 60

BARCLAY JAMES HARVEST: Eyes Of The Universe (Polydor POLD 5029)

Despite being portrayed as unfashionable and pseud, Barclay James Harvest have a legion of fans scattered around the land and dealers know by now the strength of the market. The new album is unlikely to do anything to change their image. It is extremely well-recorded and features eight pleasant if not world-beating songs, the best of which is 'Alight Get Down Boogie' which works well as mindless disco. A flying chart appearance seems likely.

Best of the rest

ALEX HARVEY: The Mafia Stole My Guitar (RCA PL 25257) Prod: Danny Beckerman & Matthew Carg

It's been a long time coming, but veteran Scottish rocker Harvey has put together The New Band, and released a new album on a new label. RCA should be pleased with the result

VIDEO MADE THE RADIO STARS!

Announcing the *Record Business* Video Awards

To recognise the growing involvement of the record industry in visual promotion, we have decided to institute the RECORD BUSINESS VIDEO AWARDS.

The awards will be made for

- 1) Best Video Promotion Film and
- 2) Best Television Commercial.

Each section will be sub-divided as follows:-

VIDEO FILMS

- a) Best screened film clip (Major record company)
- b) Best screened film clip (Independent company)
- c) Best un-screened clip (Major)
- d) Best un-screened clip (Independent)

TV COMMERCIALS

- a) Best by a major company
- b) Best by an independent company
- c) Best by a tv merchandising company

To keep the judging down to manageable proportions, entries should comprise a maximum of THREE tv commercials, THREE video films (screened) and ONE (un-screened). All entries should have been produced in this country and should be forwarded in the U-matic configuration to the Record Business office by Tuesday December 11 for judging later that week. Please indicate clearly for which sections they are being entered. Names of the panel of judges will be announced shortly.

DISCO ACTION

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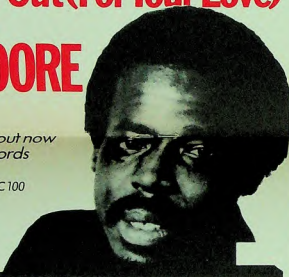
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RECORD BUSINESS

Magazine's best-selling disco singles

(figures in brackets represent last week's position; last weeks on chart; and weeks on chart to date)

1 (13) RAPPER'S DELIGHT RUGBY: RAYMOND J. COLE (1)	38 (38) SPRING HIGH RUGBY: RAYMOND J. COLE (1)
2 (11) LADIES NIGHT RUGBY: RAYMOND J. COLE (1)	39 (33) MY FORBIDDEN LOVER RUGBY: RAYMOND J. COLE (1)
3 (3) NO MORE TEARS (ENOUGH IS ENOUGH) RUGBY: RAYMOND J. COLE (1)	40 (26) DON'T STOP TIL YOU GET ENOUGH RUGBY: RAYMOND J. COLE (1)
4 (2) QUE SERA MI VIDA RUGBY: RAYMOND J. COLE (1)	41 (28) GROOVE ME RUGBY: RAYMOND J. COLE (1)
5 (16) OFF THE WALL RUGBY: RAYMOND J. COLE (1)	42 (4) GREEN ONIONS RUGBY: RAYMOND J. COLE (1)
6 (5) IT'S A DISCO NIGHT (ROCK DON'T STOP) RUGBY: RAYMOND J. COLE (1)	43 ROTATION RUGBY: RAYMOND J. COLE (1)
7 (4) MELLOW MELLOW RIGHT ON RUGBY: RAYMOND J. COLE (1)	44 (47) EGG TRIPPING OUT RUGBY: RAYMOND J. COLE (1)
8 (15) THE SECOND TIME AROUND RUGBY: RAYMOND J. COLE (1)	45 (58) I WANNA BE YOUR LOVER RUGBY: RAYMOND J. COLE (1)
9 (9) I DON'T WANT TO BE A FREAK RUGBY: RAYMOND J. COLE (1)	46 (29) WE GOT THE FUNK RUGBY: RAYMOND J. COLE (1)
10 (6) DANCING IN OUTER SPACE RUGBY: RAYMOND J. COLE (1)	47 (55) HOW STEPPIN' HIP DRESSIN' FELLA RUGBY: RAYMOND J. COLE (1)
11 (10) IS IT LOVE YOU'RE AFTER RUGBY: RAYMOND J. COLE (1)	48 PUT YOUR FEET TO THE BEAT RUGBY: RAYMOND J. COLE (1)
12 (11) THE RIVER DRIVE (EAST) RUGBY: RAYMOND J. COLE (1)	49 (39) ROCK WITH YOU RUGBY: RAYMOND J. COLE (1)
13 (8) MONKEY CHOP RUGBY: RAYMOND J. COLE (1)	50 (48) LADY'S DELIGHT RUGBY: RAYMOND J. COLE (1)
14 (7) STILL RUGBY: RAYMOND J. COLE (1)	51 (45) BAND OF GOLD RUGBY: RAYMOND J. COLE (1)
15 (20) GET UP & BOOGIE RUGBY: RAYMOND J. COLE (1)	52 HOW HIGH RUGBY: RAYMOND J. COLE (1)
16 (19) MUSIC RUGBY: RAYMOND J. COLE (1)	53 (66) SAFARI RUGBY: RAYMOND J. COLE (1)
17 (51) MY SIMPLE HEART RUGBY: RAYMOND J. COLE (1)	54 (61) DOWN THE DOG RUGBY: RAYMOND J. COLE (1)
18 (44) SPACE RUGBY: RAYMOND J. COLE (1)	55 YOU TURN ME ON RUGBY: RAYMOND J. COLE (1)
19 (19) RISE RUGBY: RAYMOND J. COLE (1)	56 SLAM RUGBY: RAYMOND J. COLE (1)
20 (14) GODIN BLEU RUGBY: RAYMOND J. COLE (1)	57 (46) DANCE TO THE MUSIC RUGBY: RAYMOND J. COLE (1)
21 (23) IT'S MY HOUSE RUGBY: RAYMOND J. COLE (1)	58 (43) GREEN ONIONS RUGBY: RAYMOND J. COLE (1)
22 (24) DO YOU LOVE WHAT YOU FEEL RUGBY: RAYMOND J. COLE (1)	59 I PLEDGE MY LOVE ROLLER SKATIN' MATE RUGBY: RAYMOND J. COLE (1)
23 (17) BOOGIE ON DOWNTOWN RUGBY: RAYMOND J. COLE (1)	60 (-) HEY GIRL RUGBY: RAYMOND J. COLE (1)
24 (32) SEND ONE YOUR LOVE RUGBY: RAYMOND J. COLE (1)	61 (53) INTRO DISCO RUGBY: RAYMOND J. COLE (1)
25 (21) GIMME GIMME GIMME RUGBY: RAYMOND J. COLE (1)	62 (48) CAN'T LIVE WITHOUT YOUR LOVE RUGBY: RAYMOND J. COLE (1)
26 (27) IT'S MY HOUSE RUGBY: RAYMOND J. COLE (1)	63 (41) EXPANSIONS RUGBY: RAYMOND J. COLE (1)
27 (18) DANCIN' LOVE AFFAIR RUGBY: RAYMOND J. COLE (1)	64 (71) CISSELIN' HOT RUGBY: RAYMOND J. COLE (1)
28 (75) READY FOR THE 80'S RUGBY: RAYMOND J. COLE (1)	65 (65) WEAR IT OUT RUGBY: RAYMOND J. COLE (1)
28 (40) SWEET TALK RUGBY: RAYMOND J. COLE (1)	66 (54) LET ME KNOW (I HAVE A RIGHT) RUGBY: RAYMOND J. COLE (1)
30 REACHIN' OUT (FOR YOUR LOVE) RUGBY: RAYMOND J. COLE (1)	67 (62) DON'T LET GO RUGBY: RAYMOND J. COLE (1)
31 (22) GONNA GET ALONG WITHOUT YOU NOW RUGBY: RAYMOND J. COLE (1)	68 (-) I JUST CAN'T CONTROL RUGBY: RAYMOND J. COLE (1)
32 (4) FEELS LIKE THE FIRST TIME RUGBY: RAYMOND J. COLE (1)	69 COME TO ME RUGBY: RAYMOND J. COLE (1)
33 (31) YOU CAN DO IT RUGBY: RAYMOND J. COLE (1)	70 MY FEET BEEP DANCING RUGBY: RAYMOND J. COLE (1)
34 (25) DK FRED RUGBY: RAYMOND J. COLE (1)	71 (68) DON'T DROP MY LOVE RUGBY: RAYMOND J. COLE (1)
35 (50) ROCK IT RUGBY: RAYMOND J. COLE (1)	72 (-) DO IT IN THE DARK RUGBY: RAYMOND J. COLE (1)
36 (36) (NOT JUST) KNEE DEEP RUGBY: RAYMOND J. COLE (1)	73 (59) JEALOUSLY RUGBY: RAYMOND J. COLE (1)
37 (37) JINGO RUGBY: RAYMOND J. COLE (1)	74 (49) GIVE ME YOUR LOVE RUGBY: RAYMOND J. COLE (1)
	75 CAN'T STOP DANCING RUGBY: RAYMOND J. COLE (1)

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Observation Post MARTIN ANSCOMBE

ITV's return: help or hindrance?

HAS THE return of ITV done much to boost sales? Not really: all that's happened is some customers have switched from buying regular LPs to TV albums, leaving the retailers with a lower margin.

It would help if the supply situation were improved. TV cassettes are particularly hard to come by and the availability of Warwick material, either from CBS or wholesalers, is very erratic.

Ronco's ad for *Rock 'n' Roll Disco* — "£20 value for £4.99" — is a bit much. Not until invoiced did we find that the cassette was £5.49. My customers were none too impressed.

And EMI is just too much. We were told about the Diana Ross TV campaign, commencing November 7 on Anglia, but when my order arrived on November 8, I found the item extended! And "So Hurry" exhorts EMI for the new Nancy album. Hurry and what do you get? Order extended.

Pity that RCA didn't manage to ship the new James Galway album (RL 25253) in time for the first of his TV appearances on November 4. Not a very dynamic marketing policy, methinks.



WEA's MANHATTAN Transfer make a personal appearance at Virgin's Oxford Street megastore to sign copies of their latest LP *Extensions*. Left to right: Johnny Fewings, megastore assistant manager, Alan Paul, Cheryl Bentyne, Janis Siegel, Tim Hauser and Geoff Grimes, Atlantic general manager.

Wholesale & Import Round-up

TIM SMITH

THE RECENT decision by EMI Records to shut down its Hayes based EMI Imports division at the end of December is likely to create a significant — if temporary — vacuum in the UK imports market.

Over 25 labels are at present handled by EMI Imports, many under exclusive deals, and speculation is that when the imports division folds, many of these will be seeking distribution agreements with UK importers and wholesalers.

In addition to the numerous EMI-owned labels, EMI Imports currently distributes jazz labels Galaxy, Concord and Biograph plus Scotia, Disneyland,

Victor, Chandos, DRG, DSC, CTI, Sonopresse and Preifer. The future of EMI Import's two UK labels, Patch and Burning Sounds, is unclear.

London's I-Stop, plus its sister company Non-Stop, move from their present premises in NW1 today. The new offices are at Brett House, Park Parade, London NW10. New telephone number is: 01 961 5211.

Distribution of independent label White Dove Records has switched from Spartan to Pinnacle. First release under the recently finalised deal is the single "I've Got To Get To Indiana" by Tan.

Interesting collection of import albums now in stock at Camden's Pacific Records. They include *Dreams And Nightmares* by Nash The Slash, *Skimo* by The Residents, *Breakfast At Sweethearts* by Canadian band Cold Chisel and *Surveillance* by FM plus a number of US new wave compilations.

Due in shortly at Pacific are Bill Bruford's *The Bruford Tapes* — despite the BRUBOOT 28 catalogue number apparently a legitimate live recording, and the compilation *Devotes Album*, which features various Devo send-ups.

London wholesaler, Lugtons has new releases in stock from such labels as Grosvenor, Supraphon, Sydney Thompson, Affinity, Third World, President and Rock Star Promotions plus a batch of Christmas carol albums from Abbey Records.

Edinburgh one-stop, Scotia, has a wide selection of North American cuts currently on the shelves. Among them are Tom Petty's *You're Gonna Get It* at £1.65 trade, three Stanley Clarke albums at £1.65 each including *Journey To Love*, *Farewell To Kings* by Rush at £1.25 and Neil Young's *Harvest* at £1.65.

One of the hottest items currently on

the shelves at Stage-1 is the Joe Jackson LP *I'm A Man* — packaged as five different 7-inch singles all in picture bags imported from the USA and carrying a trade price of £4.45.

Stage-1 also has the Strangers LP's *Black And White*, *No More Heroes* and *The Raven* at £2.00 trade on Italian import and, also from Italy, Santana, Boston, Neil Diamond and Chicago albums at between £1.25 and £1.60.

Finally, Brian Smith has resigned his directorship of *Charmdale Records* to take over as UK sales director at Haslemere-based Stage-1.

Briefs

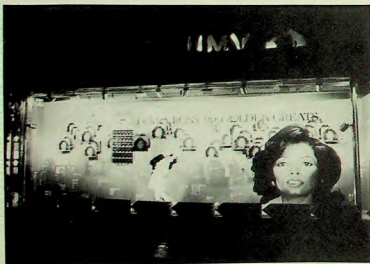
LONDON RECORD shop staff are being given the opportunity to win a pair of tickets for Capital Radio's annual music awards at the Grosvenor House Hotel in March — if they help distribute voting forms for the awards to the public. A draw will be held to decide which shop gets the tickets. Anyone interested should contact Capital's promotion department.

THE HORNCURCH-based company T.P.L. is currently offering retailers free electric cash registers — provided they agree to have their outlet refitted by the company. T.P.L. provides a range of wall shelving based on Spur Readiclip modules plus Silver Streak counters and check-outs.

BIB HI-FI has introduced a new tape head demagnetizer, suitable for all types of tape records and supplied with two removable probes. Retail price is £8.74.

THE RECENTLY set-up Retail Trades (non-Food) Wages Council has issued proposals for a minimum weekly wage of £47.50 for shop assistants aged 20 or over.

A NEW automatic car cassette carrier has been launched by Cambra International. With space for up to 12 cassettes, tapes can be selected automatically by means of a set of keys. Retail price is £3.25.



THE HMV store in London's Oxford Street gives the Diana Ross compilation album *20 Golden Greats*, currently riding high in the *Record Business* album chart, the full display treatment. EMI Records' £250,000 TV campaign is now drawing to a close with the LP at present being advertised in only the Ulster region.

12"s

- 1 **8 RAPPER'S DELIGHT** Sugarhill
Supernat Gang
2 **1 LADIES NIGHT** Kool & The Gang Mercury
3 **WALK ME MELLOW RIGHT ON LOVE** Mercury
4 **NO MORE TEARS** ENOUGH IS ENOUGH AVI
5 **QUE SEERI IN VIDA E' YOU SHOULD GO!** CBS
6 **DANCING IN OUTER SPACE** Atmosphere Island
7 **THE RIVER DRIVE** Jupiter Beyond Pye Int
8 **THE SECOND TIME ROUNDING** Island
9 **IT'S A DISCO NIGHT** RUFF DON'T STOP! Epic
10 **MUSIC One Way** Hudson MCA
11 **GET UP AND BOOGIE** Warner Bros
12 **I DON'T WANT TO BE A FIREAK** Dynasty Solar
13 **CORDON BLEU** Six Hooper MCA
14 **DO YOU LOVE WHAT YOU FEEL** MCA
15 **IS IT LOVE YOU'RE AFTER** Whitefish Island
16 **MONKEY CHOP** Can-I Polydor
17 **DANCING LOVE AFFAIR** Warner Bros
18 **BOOGIE ON DOWNTOWN** Virgin
19 **SPACER** Sheila B. Devotion Scoop
20 **REACHIN' OUT FOR YOUR LOVE** Source
21 **JUNGO** Candido Salsoul
22 **SWEET TALK** Rogio Bamba A&M Import
23 **ROTATION** Harry Belafonte CBS
24 **SPRING HIGH** Ramsey Lewis CBS
25 **BEAT FOR THE FUNK** Mercury
26 **SOOT THE FUNK** Sugarhill
27 **LIKE THE FIRST TIME** Spring
28 **MBA Jackson & Isaac Hayes** Apollo
29 **HIGH-STEPPIN' HIP DRESIN'** Fella
30 **Love Unlaminated** Unlimited Gold import

Imports

- 1 **LIGHTS AS A FEATHER** Azymuth Milestone
2 **BRASS CONSTRUCTION 5** United Artists
3 **PRINCE** Prince Warner Bros
4 **LOWELL** Lowell Epic
5 **MASTERJAM** Rufus & Chaka Khan MCA
6 **THE SOUND OF THE GAME** George Duke MCA
7 **ONE WAY** One Way w. Al Hudson Columbia
8 **THE TOUCH OF LOVE** Steve Farris CBS
9 **PZZAZ** Patricia Rushen Elektra
10 **WHEN I FIND YOU** Love Jean Armstrong Phil Int
11 **ONE ON ONE** Bo James & Earl Kugl Tappan Zee MCA
12 **THE MUSIC BAND 2** War EMI
13 **FRIENDSHIP** Friends EMI
14 **THE HAWK** Dave Valentin Arista/GRP
15 **ON SUNSHINE** BB Summers & Summers Heat Prestige
16 **AND 1200 STREET, NYC** Donald Byrd Elektra
17 **WITON DOCTOR** Instant Funk Salsoul
18 **A SONG FOR THE CHILDREN** Lionel Richie US Columbia
19 **WUJY** Bar-Kays Mercury
20 **DON'T ASK** Sonny Rollins Milestone
21 **BACK ON THE RIGHT TRACK** Sly Aziz The Family Stone Epic
22 **EMERSONED** Wayne Henderson Polydor
23 **NO STRANGER TO LOVE** Roy Ayers Gordy
24 **FIRE UP** Rick James Warner Bros
25 **CHANGING OF THE GUARD** Jeff Lorber Fusion Anitra
26 **WELCOME TO MY FANTASY** Equipe Rapaz Warner Bros
27 **IN THE BEGINNING** Nature's Divine Infinity
28 **THE DANCE OF LIFE** Narada Michael Walden Atlantic

UK Albums

- 1 **20 GOLDEN GREATS** Diana Ross Motown
2 **OFF THE WALL** Michael Jackson Epic
3 **ON THE RADIO - GREATEST HITS 1 & 2** Donna Summer Casablanca
4 **MONKIE!** Magic Commodes Moon
5 **I AM Earth, Wind & Fire** CBS
6 **OUR BEST THROU' THE SECRET LIFE** Plants Stevie Wonder Moon
7 **RIBE** Herb Alpert Moon
8 **LADIES NIGHT** Kool & The Gang Mercury
9 **ROYAL RAPPIN'S** Mike Jackson & Isaac Hayes Spring
10 **THE WORLD WITHIN** Six Hooper MCA
11 **OCEANS OF FANTASY** Boney M Atlantic/Hansa
12 **LURA** Gibson Brothers Island
13 **BIG FUN** Shamal Solar
14 **BOOGIE** Chic Atlantic
15 **SURVIVAL** Bob Marley & The Wailers Island
16 **UNCLE JAM WANTS YOU** Funkadelic Warner Bros
17 **SECRET OMEN** Cancao Casablanca
18 **THE BEST OF EARTH, WIND & FIRE** Earth, Wind & Fire CBS
19 **RAINBOW CONNECTION IV** Rose Royce Whitehead
20 **MOTOWN CHARTBUSTERS VOL. 10** Patti LaBelle Motown
21 **STREET LIFE** Cheekers Motown
22 **WHEN TAKES ALL** Isley Brothers Epic
23 **DO GOOD OR GET IT** Jackson 5 MCA
24 **THE BEST DISCO ALBUM IN THE WORLD** 20
25 **DON'T LET GO** Isaac Hayes WEA
26 **MEMORIES OF THE WAY WE WERE** Diana Knight & The Pines Budden
27 **BEST OF CHIC** Chic Atlantic
28 **ORIGINAL MOO CLASSICS** Various Atlantic
29 **YOUNG** Teddy Pendergrass Phil Int
30 **TEENY PIECE OF THE ROCK** Dynasty Solar

Disco dealer by Barry Lazell



IN A VERY short while, dealers are going to be ringing RB to ask 'Do You know whether there's a 12-inch version of Chic's 'My Feet Keep Dancing'? Because I can't seem to order it. . . . The answer is unlikely to please anyone, but as we understand it, the way to avail yourself of Chic 12-inchers (in batches of five) is to order copies of the 'Best Of Chic' album (in batches of five), in which case the 12-inch discs will cost you nothing. Or so a normally reliable dealer source informs us, based on what he has learned from WEA. If you have a rep, chances are you'll be offered the same deal; if not. . . well, as this dealer says, 'WEA's computer won't accept the 12-inch number.'

ALBUMS hot from the States include Dan Hartman's 'Relight My Fire' (Blue Sky), the title cut of which, a duet with Loleatta Holloway, is apparently highly rated. There's also a Brass Construction's 'Brass Construction 5' (UA), War's 'The Music Band 2' (MCA), 'Stargazer' by Peter Brown (TK), and on American Columbia 'The Best Of Herbie Hancock', a release which should buzz with DJ appeal, containing as it does full disco versions of 'I Thought It Was You', 'Doin' It', 'Tell Everybody', etc.

12-INCH newies include Harold Melvin's 'Prayin' on Source (which is scheduled for early EMI release here), 'Rotation' (A&M), and 'This is Herb

AFTER a slight hiatus, the hot imports, both on album and 12-inch single, are out in force again. Chuck Cissel's 'Cisselin' Hot' on Arista arrived and caught on with such a flash that it has already made RB's disco chart almost before anybody knew it was around. This should have a clear field on import until after Christmas, since Arista, which usually gets caught napping by its off-the-wall disco product, will not want to do anything with it UK-wise until January now, since a pre-Christmas rush release would stand every chance of getting lost in the customary year-end welter of product.

MCA has every reason to be pleased with the progress of its hot bunch of disco releases. As I reported last week, deliveries were originally patchy, with only the Six Hooper and Atmosfear discs reaching pretty well everyone who wanted them. Nature's Divine's 'I Just Can't Control Myself' appears to now have been pulled back to give preference to the others, at least on 12-inch; it's possible that this delay plus the news of Infinity's closure may conspire to lose the record, whether MCA decide to continue with it or not. One Way's 'Music' has made up for its initial slow start, but there are probably still many punters who haven't yet twigged that this is actually Al Hudson's follow-up to 'You Can Do It', with One Way being hisre-christened Soul Partners. Dealers would probably gain themselves a sale or two by pointing out to buyers where the opportunity arises.

Alpert's disco-aimed follow-up to 'Rise', and an inevitable bunch of rapping discs which includes 'Rhythm' And Rappin' by Paultette & Tanya Niny (Paul Winly records - a respected old R&B label in the State).

AND FINALLY on the rapping front, Phonomag will have undoubtedly made everyone aware by now of 'Christmas Rappin' by Kurtis Blow, a hot LA acquisition by the company's new English expatriate A&R man Johnny Stainzie. It's good and it's ultra-topical, of course, so Phonomag's anticipation of strong pre-Yule sales is probably justified.

THE YEAR'S batch of Northern Soul chartmakers, an area which is served almost exclusively by three labels - Inferno, Casino Classics and Grapevine - is rounded up conveniently in compilation form on an imminent release from the second of these labels. Title is 'Casino Classics Vol. 2' (CCLP 1002), and featured among the fourteen tracks are Gloria Jones' 'Tainted Love' and the Show-toppers 'Ain't Nothing But A House Party' (both disco charters from Inferno), and Diane Duane's 'Better Late Than Never' and Tommy Hunt's 'Living On The Losing Side' (both from Casino Cassica). A similar mixture is also on the way from Inferno, with some duplications seeming likely.

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TV ALBUMS

advertised on TV in December

The Record Business TV Guide shows the starting date of planned pre-Christmas TV campaigns. See each week's TV GUIDE for regional updates. Compiled in conjunction with Relay Records.

Title/Arist/LP & Cassette No	SRP	ANGLIA	ATY	BORDER	CHAMEL	GRAMPAN	GRAMADA	ITV	LONDON	SCOTTISH	SOUTHERN	TYNE TEES	ULSTER	WESTWARD	YORKSHIRE	Comments
GREATEST HITS VOL 2 Abba (Epic EPIC 40-10017)	5.29/ 5.49	NOW			NOW								NOW	NOW	NOW	Anglia ends 7/12, remaining areas end 14/12. Number one lp should sell a million by the New Year.
GREATEST HITS Rod Stewart (Riva R02TV 1)	4.99	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	Runs three more weeks. Another greatest hits compilation at special £4.99 price.
ALL ABOARD Various (EMI EMTX 101)	3.99	3	3	3	3	3	3	3	3	3	3	3	3	3	3	Campaign runs three weeks. Best loved childrens songs for the young and the young at heart.
20 HOTTEST HITS Hot Chocolate (EMI EMTV/C/BX 22)	5.29	3	3	3	3	3	3	3	3	3	3	3	3	3	3	Campaign runs three weeks. Greatest compilation covering 10 years of hits.
SEMI DETACHED SUBURBAN Manfred Mann (EMI EMTV/C/BX 19)	5.29	3	3	3	3	3	3	3	3	3	3	3	3	3	3	Campaign runs for three weeks. Already a successful greatest hits compilation extended thru christmas.
FAMILY ALBUM Tommy Steele (Ronco RTL/TRK4C 2041)	4.99/ 5.49	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	Campaign runs four weeks. Middle of the road album containing old favourites and new covers.
CHEERS Kenny Ball (Ronco RTL/RTL 4C 2043)	4.99/ 5.49	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	Campaign runs four weeks. Party album.
PEACE IN THE VALLEY Various (Ronco RTL/RTL 4C 2043)	4.99/ 5.49	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	NOW	Campaign runs four weeks. Contains tracks by Lena Martell, Andy Williams and Pal Boone.
CLASSICAL GOLD VOL 1 Various (Ronco RTD/RTD4C 42020)	6.99/ 7.99	3	3	3	3	3	3	3	3	3	3	3	3	3	3	Runs for three weeks. An introduction to classical music for the layman.
CLASSICAL GOLD VOL 2 Various (Ronco RTD/RTD 4C 42032)	6.99/ 7.99	3	3	3	3	3	3	3	3	3	3	3	3	3	3	Runs for three weeks. An introduction to classical music vol 2.
MILITARY GOLD Various (Ronco RTD/RTD4C 42042)	6.99/ 6.99	3	3	3	3	3	3	3	3	3	3	3	3	3	3	Runs for three weeks. Military and brass band music. Four record set at special price.
YESTERDAY'S HERO Soundtrack (Warwick WW/WW4 5075)	4.95/ 5.29								10		10					Runs through Christmas. Soundtrack from the film starring Paul Nicholls, Adam Faith.



Rhapsody in Black
K-Tel ONE 1063



Elvis Presley: Elvis Love Songs
K-Tel NE 1062

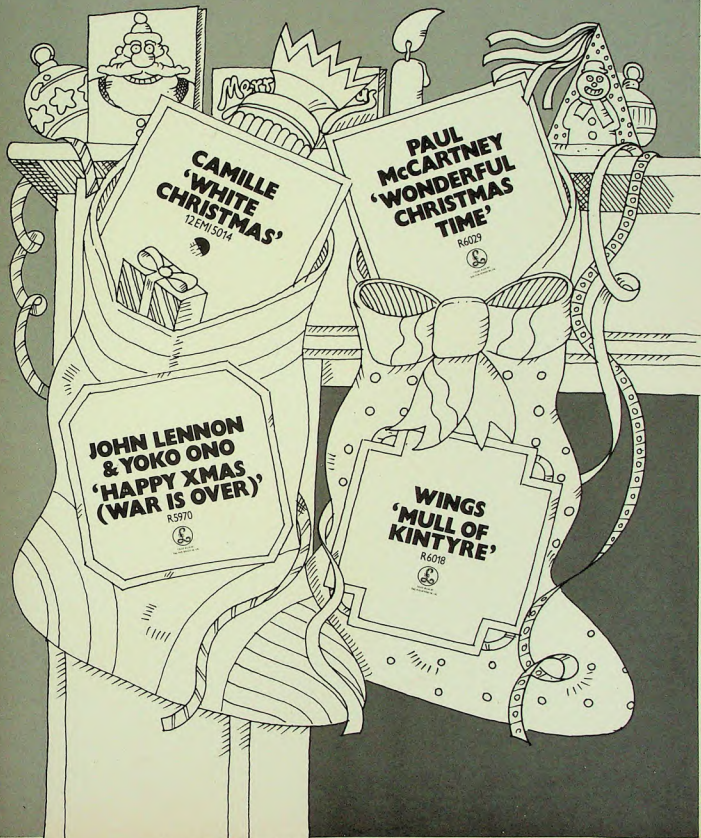


Together
K-Tel NE 1053

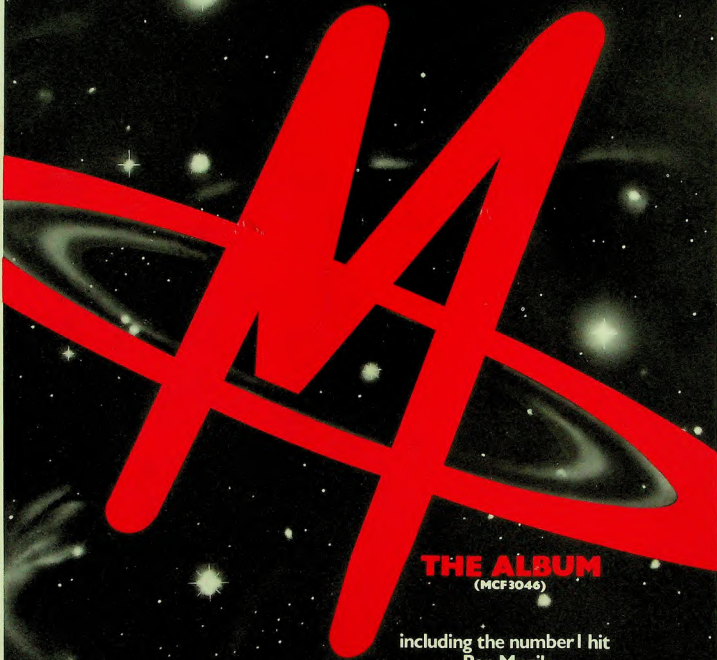


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