

RECORD BUSINESS

WITH
RADIO WEEK

Singles chart, 6-7; Album chart, 26; New Singles, 27; New Albums, 24; Airplay guide, 22-23; Retailing, 17; Soul/Reggae/Ska Special, 9.

May 12, 1980 VOLUME THREE Number Eight

60p

PPL hopes rise as long running tribunal closes

THE PPL'S hopes of a satisfactory outcome to the Performing Right Tribunal hearing the needletime case rose sharply after AIRC failed in an 11th hour bid to amend its case for lower payments.

As the six-month hearing reached the closing speeches by counsel for the opposing side, Andrew Bateson, the QC representing AIRC, sought permission to amend his side's pleadings. Instead of

a lower percentage payment for the broadcasting or recorded music, AIRC proposed to put forward a modified formula based on the BBC's lump-sum payment and linked to population in ILR areas.

David Calcutt, the PPL's QC objected to the AIRC making any changes at such a late stage and after some deliberation the Tribunal upheld the PPL point of view. At this point, Bateson asked for the hearing to be adjourned while AIRC applied to the High Court for an order instructing the Tribunal to allow the pleadings to be amended. Hugh Francis QC, the Tribunal chairman, refused Bateson's request as a result of which there were what one observer described as "heated exchanges" between counsel and chairman which went on through Tuesday afternoon and again on Wednesday morning.

Finally, after lunch on Wednesday, Bateson said that he had conferred with two ILR managing directors, believed to have been John Whitney of Capital and David Pinnell of BRMB, and announced that the application would



THESE ARE the men who will coordinate, review and direct EMI Music's &r resources worldwide. They are (left to right) Don Grierson (&r vice president of Liberty United in America), Brian Shepherd (&r director EMI Records UK), Bhaskar Menon (chairman and chief executive of EMI Music Worldwide), Rupert Perry (&r vice president at Capitol Records) and Graham Fletcher, head of &r at Liberty United UK. Together they make up the newly-formed EMI Music International Repertoire Committee.

be withdrawn. He asked that the arguments concerning the amendment which had already been put forward in evidence should be taken into consideration by the Tribunal.

The Tribunal has cost in the region of £500,000, shared between the two sides, and it is anticipated that a decision may be made known by the end of June.

Lopez to lead Polygram UK

RAMON LOPEZ, former managing director of EMI Records, has been appointed managing director of Polygram Record Operations in Britain.

In his new position, Lopez will have overall supervisory responsibility for Polydor and Phonogram and in addition will take charge of the day-to-day running of Decca. The appointment, announced last week by Polygram Leisure chief executive David Fine, does not cover manufacture or distribution areas.

Lopez stressed to *RB* that the separate identities of the three companies would be maintained and that any

further rationalisation would only be in non-vital areas.

So far as Decca was concerned, the intention was to build up the company's strength once again to the point where it would function with its own independent management.

"I am particularly pleased with this assignment," he added. "It gives me the opportunity to work at the heart of the record industry developing the repertoire aspects of the three labels and providing the necessary support. A solid base is already there. There are only enjoyable things to be done."

Atom war tapes offer advice

A LONDON spoken word tape company is gearing up for big demand for its twin cassette pack designed to give the uniformed layman civil defence information to enable him to prepare for nuclear war.

The *Nuclear War Information Tapes* have been produced by Sounds Like Sense Ltd, the spoken word offshoot of Regent Sound of 4 Denmark Street, London WC2.

Written by company director John Gartland, the tapes retail at £5.95 per set (£3.00 plus VAT) to the trade and have taken just over a year to research from Home Office and scientific sources. The company has manufactured an initial order of 5,000 copies and is expecting heavy demand.

"We are not scaremongering," said Gartland, "there is a genuine need for this information, which has been demonstrated to us by the enormous number of calls we have had since the news of the project went out on the radio."

"We have also had calls from architects asking for fall-out shelter plans, and we propose to market these plans in the near future."

Narrated by actor Kevin Sheehan, the tapes run for 80 minutes giving advice on 'Nuclear Weapons: The effects (heat flash, air blast and radiation hazards)'; 'Warning of impending attack. Shelter and Survival. Protection from heat blast and air blast'; 'Shelter and Survival: Protection from fallout. Shelter construction, stores and supplies' and 'Food, crops and livestock hazards (questions and answers)'.
"All this information is relevant in the current climate of uncertainty," said Gartland. "But the government is doing damn-all to get this information to the general public."

RB's Ulster chart

THE DOWNTOWN Top 40 - Northern Ireland's Singles Chart - is now being researched by *Record Business*.

RB has added 16 Ulster retailers to its dealer panel who now contribute each week both to the Downtown Chart and the UK Top 100, published on pages 6-7.

Downtown Radio is the only ILR station broadcasting in Ulster. The Top 40 show is hosted by Ivan Martin each Sunday from 3-5pm. Downtown joins Capital, Luxembourg, BRMB, Beacon, Tees, Trent, 210, Plymouth and Forth as stations whose main weekly chart shows now use *RB* charts. Merzia Sound will bring the *RB* Top 40 to Coventry listeners when it goes on air in a few weeks time.

RB now produces three major regional charts - the Capital Countdown (London), the Scottish Chart (Forth) and the Downtown Top 40. Because of production deadlines these are not published in the magazine but details of all three are available from *RB* Research (01-836 9311) after 11am on Fridays.

PRECIOUS METAL
MCF 3069

THE HEAVY METAL COMPILATION ALBUM

GARY MOORE
WISHBONE ASH
AXE-NEW ENGLAND
STEPHENWOLF STORM
TYGERS OF PAN TANG
POINT BLANK BUDGIE
LYNYRD SKYNYRD

MCA RECORDS
1 Green Palmerie Street, London W1R 3PW
Distributed by CBS (060 218)

PRECIOUS METAL

WISHBONE ASH
STORM

LIMITED EDITION
£3.99

* previously unreleased material

Pye-RCA link: talks go on

IF AN association between Pye and RCA materialises – and further discussions will take place this week when an American delegation visits London – then a final structure something on the lines of the Phonogram-Polydor link may emerge.

It looks as though the two companies are talking about retaining creative and marketing identities, while amalgamating in areas of manufacture, distribution and possibly sales.

Derek Honey, Pye md, denied last week a suggestion in *Billboard* magazine that reciprocal pressing and distribution arrangements in Britain and America were contemplated.

If a deal goes through, then RCA may be expected to withdraw from its manufacturing activity in Washington, Co. Durham and utilise the Pye plant at Mitcham. But in the early stages at least separate warehousing at Mitcham and West Bromwich would have to be retained, since neither company has adequate available space to accommodate both catalogues.

Indie chiefs for PPL board

FOLLOWING PRESSURE exerted by the independent companies for membership of the board of PPL, two representatives are among three new directors being elected to the organisation which controls a £4.3 million income from broadcast and public performance of records.

Chris Wright, newly-elected vice-chairman of the BPI, has accepted an invitation to join the board and it is expected that Charles Levinson, md of Arista, will follow suit on the new trading name for the joint Arista/Ariola company has been agreed.

A third new PPL director is Michael Kuhn, Polygram's director of legal and business affairs. He will join Phonogram n.d. Ken Maliphant.

Despite the appointment of new directors, the future structure of the PPL board still remains unclear. The death of Sir Edward Lewis followed by the retirement of Bill Townsley leaves vacancies as does the departure of RCA chief Ken Glancy. The forthcoming retirement of L.G. Wood and the change at the top of EMI Records with John Bush replacing Ramon Lopez is likely to mean further new faces on the board in due course.

Dealer margins reduced by A&M

WITH EFFECT from June 1, A&M Records is to reduce its dealer margin to 30 percent in line with tape product, but will also be introducing five percent returns on the same date on all product. Record stores will be mailed with details of the move this week.



THE CBS & R department welcomes new contemporary soul band The Step to its Soho Square offices by an alternative entrance. The band has now signed its recording contract and has a single out later in May and then writes ten songs for a new movie called *Con*.

Northern traders form new anti-returns action group

A GROUP of leading independent retailers who estimate that their sales account for two percent of the industry's turnover have banded together in an informal association aimed at joint action in areas of mutual interest.

One of the prime movers in the group is Philip Ames, head of the Preston firm which sells records in 25 shops and department stores. Others involved, Ames told *RB*, are Martin Vallance of Leeds, John Bradley of Sheffield, Brian Findlay of Edinburgh and Jack Ainley of Leicester.

"As dealers we are concerned about the state of the business. In some areas in the North of high unemployment sales are 30 percent down on last year. We account for a lot of sales and we want to try to get some sensible, radical thinking from our suppliers.

"We are specialist dealers and we can't compete on price. We can't work on a 10 percent profit margin if we are faced with colossal rent and rates in the High Street. Fashion stores can – and we are in a fashion business. We need a 40 percent margin to survive."

Chief among the group's require-

Bonaparte among illegal disc dealers sued by BPI

LEADING SOUTH London wholesale and retail organisation Bonaparte Records was among a steady stream of record dealers and distributors brought before the High Court for counterfeiting or bootlegging by the BPI recently.

Product taken away from Bonaparte stores in Croydon and Bromley, its head office in Pentonville Road and the homes of directors Steve and Guy Melhush included bootleg and counterfeit discs by Blondie, David Bowie, Dire Straits, Talking Heads, Elvis Costello, Van Morrison, The Rolling Stones and The Tubes.

BPI investigators visited the premises after being granted Anton Pillar orders in the High Court. The company was said to have advertised extensively its illicit records in the *NME*.

On April 25 the company and the Melhush brothers gave undertakings not to knowingly make, sell or distribute bootleg or counterfeit recordings during a three-week adjournment of the hearing.

Also in court on April 25 was Rex Martin of 13, Nauton Crescent, Cheltenham after bootleg Elvis Presley albums were found at his home by BPI men.

This followed a lengthy investigation which was said to have revealed that Martin had been importing substantial quantities of Presley bootlegs from the USA. Also found at his home was equipment for making bootleg videos.

Martin gave the High court an undertaking not to make, sell or distribute bootlegs pending a full trial at a later date.

On April 30 George Kourioutzides of

Northdene, Beckenham Place Park, Beckenham, Kent appeared in court after BPI investigators had discovered him selling counterfeit cassettes at various retail outlets in London's Oxford Street.

Among the product he was handling were tapes by Santana, Cat Stevens, Paul Simon and the *Saturday Night Fever* soundtrack, and cassettes were found at The London Market, West-point, Marbles Market Arcade, Ariston and Downtown.

The court ordered an enquiry into damages and granted injunctions restraining Kourioutzides from dealing in counterfeit recordings. Costs were awarded and the court asked him to name his supplier.

Selling pirate cassettes at two retail outlets in Southall Middlesex cost two men and a woman £7,250 in damages at the High Court on May 1.

They were Pushpinder Khandpur, his wife Swinder Khan and Harjit Singh Oberoi, all of Southall who were selling illegally manufactured cassettes of Indian music at Oberoi's Gift Shop in the Broadway, Southall, and Oberoi's Sweet Centre, The Green, Southall.

They also gave the court undertakings not to infringe copyrights in EMI's sound recordings and artworks and not to pass off or infringe EMI's trademark.

Proceedings against the three began in 1976 and Pushpinder Khandpur had already paid the BPI approximately £6,000 costs for contempt of court after breaking previous High Court undertakings.

Finally, Iain Cameron Wallace of Unit 4, Hopewell Mills, Kippax, Yorkshire, agreed to pay £2,500 worth of costs to the BPI after investigators found he was distributing high grade counterfeit of the Beatles 1962-1966 and 1967-1970.

In court on April 15 Wallace gave an undertaking not to knowingly handle counterfeit material again.

Commented the BPI director general: "We are very concerned that highgrade counterfeiters have started circulating again in the UK."

Elton John LP gets big push

ELTON JOHN'S 21st album in little more than ten years *21 At 33* (HISPD 126), due for May 23 release, is being backed by an expensive advertising campaign which overlaps into differing markets.

Music trade and consumer press advertising is supplemented with space in *The Sun*, *Daily Mirror*, *Daily Mail*, *The Observer*, and *Sunday Times* as well as the *Daily Record*, *Time Out*, *Gay News*, *TV Times* and *Radio Times*. In addition Rocket Records and Phonogram are providing a massive amount of in-store and window display material related to the theme of the sleeve. The album will retail at £5.65 and the cassette (REWND 126) at £5.80.

MULLINGS

MEAL, THE company which monitors advertising spending on TV and in the press, has just come up with its annual listing of the nation's Top 250 Big Spenders, published in *Campaign* magazine. It's necessary to go down the list to position 88 before a record company appears. Predictably it is **EMI** which is shown to have spent £2,048,000 TV accounting for £1.9 million in 1979, slightly less than in 1978. Of the other major companies only **CBS** rates a mention—creeping in at a lowly 216 with a total spend of £969,000, in a year when the company claimed record sales and profits. Of the TV merchandisers, **K-tel** is listed at 91 with £1,986,000 (against £2.3 million in 1978), **Warwick** at 123 with £1.6 million and **Ronco** at 149 with £1.3 million... a feather in **Ken Maliphant's** cap—Phonogram's March figures were not only lightyears ahead of budget, but showed the UK company as the biggest moneymaker in the whole group...

STRONG POSSIBILITY that the **Bees Gees** will be playing concerts in the UK around Christmas... one of **Decca's** longtime loyalists **MOR** marketing manager **Colin Borland** now working in the customer relations department of a certain exclusive Knightsbridge store... Luton dealer **Fred Moore** disposing of his shops there and in Bletchley to Leighton Buzzard retailer **Dave Holland** to concentrate on his Dunstable and Hitchin outlets and also going into partnership with long-serving manager **Mich Woodward** in new Stevenage shop... **CBS** predicting that **Pink Floyd's** *The Wall 2LP* will sell five million copies in America, while **A&M** looking in nine million sales worldwide from **Supertramp's** *Breakfast in America*... May 16 is release date here for the first single from the Chinchap **Dreamland** label—'New Romance' by Spider which intrepid promotion man **Gary Farrow** is touting by a personal tour of the nation's radio stations...

CONGRATULATIONS ALL round for Sky's number one album—not least to two Abbey Road engineers **Tony Clarke** and **Haydn Bendall** whose digital remix produced that superb sound... for Gem label mad **David Simone** and wife **Linda**, a son **Benjamin**... **Stiff's** **Paul Conroy** and **Sire's** **Maxine Felstead** sending out invitations to their New York hitching in June in the form of a 7-in 45 on Nuptial Records... life goes on in the world of indie pr men—**Keith Altham's** right-hand man **Chris Carr** moves on to set up on his own, taking with him some of the newer clients, as did **Alan Edwards**. Meanwhile **Nick Massey** is using a desk in Altham's office, 734 0542 while he sets up his own business... in addition to the Capital Jazz Festival bill is **Ray Charles**, playing his first UK dates since October 1976... and **Bob Marley** headlines at the Crystal Palace Garden Party on June 7—his first London gig for three years... along with the John Player cricket, the Toyota dressage and the Embassy Snooker, Marlborough joins the BBC-2 non-commercial line-up this Friday with the first of six shows recorded at the Wembley Country Music Festival at Easter... **Broker Willy Robertson** quoted a premium equivalent to 13-1 against when asked by the **Bron Agency** to insure **Lena Lovich's** tour of Yugoslavia against cancellation in the event of President **Tito's** death. As it happened she had left the country 10 days beforehand.

DOLL BY DOLL, first signings to **Nick Mobbs** Automatic label—the one designed only to handle hit acts—have been dropped after two albums... recent parting of the ways between Phonogram and a&er head **Rodger Bain** who will be concentrating on his independent production activities... **Coen Solleveld**, Polygram president, has been made an Officer of the Order of Orange Nassau, one of Holland's most prestigious awards for service to the country... Polydor promotion chief **Tony Bramwell** intrigued to receive an American copy of the Beatles' *Rarities* album—and to find that most of the sleeve pix were taken by him in his days as a Fab4 roadie... in the midst of all the shock, horror, drama headlines of last Tuesday, the *Daily Mirror* ran a story about **Patti Boulaye's** 'nightmare cruise' on the QE2. The problem, it was revealed, was that she had been seasick... there but for the grace of God department—a recent **Lou Rawls** biog stated "During the early Sixties he was a smash and one of the most highly touted stars at Capitol. Not King Cole's label until he died in 1985!"

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);

Tim Smith (Retailing); Frank Granville Barker (Classical);

Gabrielle James (Facts)

RESEARCH Godfrey Rust (Director), Dafydd Rees (Assistant

Manager); Barry Lazell; Patricia Thomas; Alan Jones; Ian Shepherd.

ADVERTISING Nigel Steffens (Manager); Roger Kent (Sales

Executive); Jane Redman (Classified); Jacqueline Harvey (Production).

COMMERCIAL/CIRCULATION Richard Tan (Manager); Ken Ball

(Accountant)

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 WC2D, set by TypeMatters (London) Ltd., and printed by Garrod and Lothouse Ltd., Bedford. Registered at the Post Office as a newspaper.

THE ONLY ONES New Single 'Fools'

Featuring
Peter Perrett and Pauline Murray



Taken from
The Only Ones' highly acclaimed
new album
'Baby's Got a Gun.'

Limited Edition
available
in a
full colour
picture bag



The Only Ones
Single 'Fools' CBS 8535
Album 'Baby's Got A Gun' CBS 84089
Cassette CBS 40-84089

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

Ray Charles for TV ads

LESS THAN three months after the takeover by Polygram, Decca Records is to launch its first ever major TV campaign – for the Ray Charles LP *Heart To Heart – 20 Hot Hits*, released on May 19.

The campaign is spread over the next four months, kicking off this week with

a three week run on Granada. From June 23 to July 19, it will run on ATV, Yorkshire and Tyne-Tees, and from July 21 to mid-August on Southern HTV, Grampian and Anglia.

Full promotional back-up is scheduled in the form of window and in-store displays. Ray Charles will also be in the UK during July for the Capital Radio jazz festival at Alexandra Palace.

Retailing at £4.95, the album will carry a reduced margin of 25 percent.

Creole new prices

CREOLE RECORDS has announced a new price structure, effective from May 1, which brings its dealer prices into line with CBS Records. Single will retail at £1.15 and 12-inch singles at £1.99. Albums are upped to £4.99 and £5.29 with mid-price product increased to £3.99. The retail price of cassettes rises to £5.29.

Ins & Outs

HOWARD HARDING, former director of press relations at Arista, has joined Bastable Advertising and Marketing to run the firm's newly formed PR division. Bastable has divisions specialising in leisure, pharmaceuticals, consumer, financial, commercial and industrial, and recruitment. Harding will continue to represent the Blues Band and Earlobe Records in his new position. He can be contacted at 408-1818.

Merchandising

MCA RECORDS mounts a major marketing push for the May 16 release of a heavy metal compilation album *Precious Metal* (MCF 3069) which carries a £3.99 price tag for the first month on the market.

Compiled by *Sounds* contributor Paul Suter the LP contains four previously unavailable cuts by Gillan, Tigers Of Pan Tang, Storm and Axe plus two rare tracks from Budgie and Steppenwolf as well as material by Wishbone Ash, Lynyrd Skynyrd, Gary Moore, Point Blank and New England. Full page advertisements in *Sounds* and *Record Mirror* have been booked along with tour programme space on major heavy metal outings during May. Stand-up point-of-sale units, posters,



NEW POLYDOR Records signing Jimmy Edwards pictured with children from the Oakdale School choir who sang in his recently released debut single 'Toys'.

til stickers and streamers and window displays make up the store promotion effort.

AN EXTENSIVE campaign in the specialist and consumer rock press surrounds the May 16 release of the double 'A' sided single 'My Turn To Love You' c/w 'Use It Or Lose It' (GUY 37) and 12-inch disco version (GUY 3712) by Eddie Grant.

A fortnight later on May 30, another push will be put in around the album *Love In Exile* by Grant (ICE 19) taken more advertising plus 100 mounted full colour posters and 50 window displays will be placed in shops nationwide.

WITH THE first 5,000 copies retailing at the special price of £3.99, the debut LP by Blueprint signing Karl Fialka titled *Still Life* will be supported by consumer and trade press advertising and a national window and in-store display campaign.

TO SUPPORT release of the next Roxy Music single 'Over You' (POSP 93), Polydor has lined-up advertising space throughout the music consumer press. An extensive advertising and point-of-sale campaign is also scheduled for the new Roxy Music LP *Flesh and Blood*.

A&M gets rock film 'track

A&M RECORDS has picked up worldwide rights to its first film soundtrack – the rock musical *Breaking Glass* starring Hazel O'Connor.

With the film going on general release in August, A&M has lined up the soundtrack album for July release. It will be backed by an extensive production, although details are not yet available.

A single from the film titled 'Writing On The Wall' (AMS 7530) by Hazel O'Connor will be released on May 22.

Letters

Daring DJM tape move

REGARDING YOUR Comment entitled 'Time To Find A New Audience' (RB April 28), you ask 'What if some daring soul decided to sell cassettes at a lower price than records...?' I am the 'daring soul'.

On April 1, DJM increased the RRP of full price records from £4.99 – £5.29 (including VAT), but RRP of full price tapes remained at £4.99. I believe you will find we are the only company to have done this. Please also note that while our record margin is the normal 33 1/3 percent, our tape margin is 35 percent which I also believe to be unique.

Although at the moment there is only a 30p difference, we shall be monitoring tape sales over the next 6-9 months and comparing them against last year's performance of regular catalogue items. I shall be happy to let you have the findings of this 'experiment' at the end of the year. STEPHEN JAMES, MANAGING DIRECTOR, DJM RECORDS, LONDON WCL.

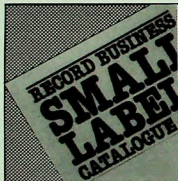
Deals

JOE STANLEY'S Mettle Group Of Companies has moved from 10, Barley Mow Passage, London W4 to 62 Berners Street, London W1P 4AE (Tel: 01-580 4720), and a new record company has been formed to operate from the new offices.

Hull band The Odds is the first signing to JSO Records and May 16 sees release of the band's new single 'Yesterday Man' (EAT 1). Jacques Laurent Seris has also been signed with a 45 'Free To Love - Old' (EAT 2) due out on May 23. The label is distributed through Spartan. JSO has promotional campaigns lined up including dealer mailing, in-store displays and trade and consumer advertising, while both singles come in unlimited picture bags.

COCKNEY RECORDS, a new label set up by South London club owners Mickey Finch and Roy Evans, has signed a distribution deal with Spartan. First release under the deal is the single 'When You're A Star' (CR 001) by reggae band Release. Cockney Records is based at 259, Barking Rd, London. Tel: 01-474 3634.

HAMMER RECORDS has signed Deepford R&B band Rubber Johnny. Their debut single will be released at the beginning of June and an album is scheduled for September.



- OVER 3,750 ALBUMS & SINGLES FROM 380 LABELS
- ALPHABETIC LABEL LISTING WITH ADDRESS, PHONE NUMBER & DISTRIBUTOR
- A-Z ARTISTS INDEX

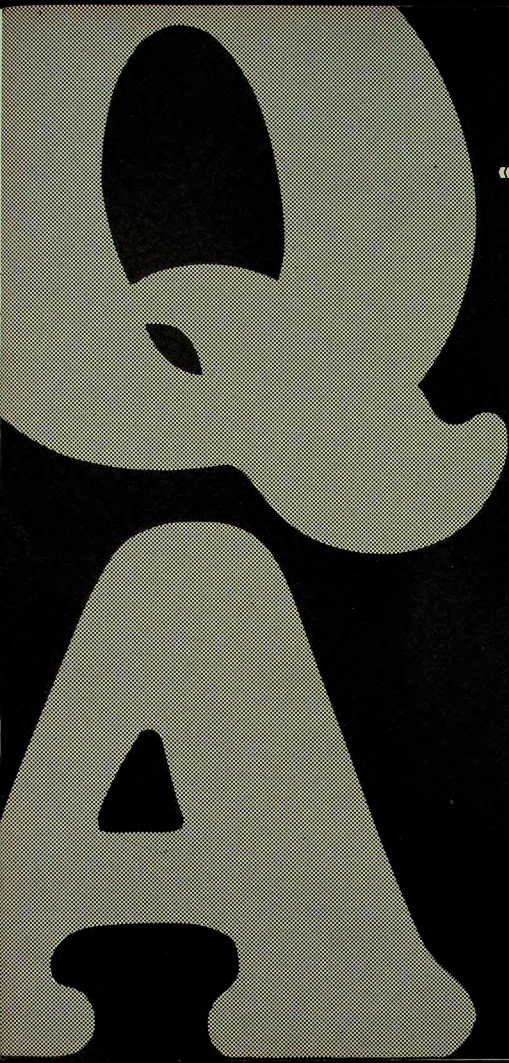
The definitive guide to the small label scene you can't afford to do without.

SELL TO YOUR CUSTOMERS!

Extra copies available for 80p per copy (orders of five or more) with cover price of £1.25. p&p extra.

Telephone Jacquie Harvey in RB's Sales Office.
01-836 9311





**“How do you
make Mondays
feel like
Wednesdays?”**

Simple — take out a subscription to *RECORD BUSINESS*. It's the paper that starts the week right. First with the news, fastest with those vital new chart entries, the early-warning Airplay Guide to the future best-sellers, and exhaustive with the new release listings.

It only costs a bargain £20 for a year's subscription, copies delivered first class through the letterbox. You can't afford to be without it!

RECORD BUSINESS cures those Monday morning blues.

Name

Address

Position

Nature of business

Subscription Rates

UK and Eire £24 for 51 issues

Europe £30.00

USA/Canada ... \$140.00 sent by airmail

I enclose a cheque for/
Please invoice me for* £

*Dates where not applicable

Send to

Jacque Harvey,
Record Business Subscriptions
Hyde House, 13 Langley Street,
London WC2H 9JG Tel: 01-836 9311

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 BBciv'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



JOHNNY LOGAN

This Week	Last Week	Wks on Chart		TITLE/ARTIST	Label/Cat. No.	D	Dist./Use	
★ 1	1	9	87	83	GENO DEXY'S MIDNIGHT RUNNERS	PARLOPHONE R6033	E	
★ 2	6	3	68	96	WHAT'S ANOTHER YEAR JOHNNY LOGAN	EPIC EPC 8572	C	
	3	2	4	62	77	COMING UP PAUL MCCARTNEY	PARLOPHONE R6035	E
	4	4	7	37	71	TOCCATA SKY	ARIOLA ARO 300	A
	5	5	7	36	76	SILVER DREAM MACHINE (PART ONE) DAVID ESSEX	MERCURY BIKE 1	F
★ 6	19	3	34	76	NO DOUBT ABOUT IT HOT CHOCOLATE	BRK 310	E	
★ 7	14	3	31	2	THE GOLDEN YEARS (LIVE) MOTORHEAD	BRONZE BRO/12BRO 92	E	
	8	3	6	31	62	CALL ME BLONDIE	○ CHRYSALIS CHS 2414	F
★ 9	29	5	31	77	HOLD ON TO MY LOVE JIMMY RUFFIN	RSO 57	F	
	10	8	4	30	69	THE GROOVE RODNEY FRANKLIN	CBS 8529/13 8529	C
★ 11	13	4	27	72	I SHOULD'D LOVED YA NARADA MICHAEL WALDEN	ATLANTIC K11413/K11413T	W	
	12	7	13	26	26	FOOD FOR THOUGHT UB40	GRADUATE GRAD 6	M
★ 13	36	2	24	71	MIRROR IN THE BATHROOM BEAT	GO FEET 22	F	
	14	10	8	23	67	CHECK OUT THE GROOVE BOBBY THURSTON	EPIC EPC 13 8348	C
	15	12	7	22	78	MY PERFECT COUSIN UNDERTONES	SIRE SIR 4038	W
	16	16	3	20	55	BREATHING KATE BUSH	EMI 5058	E
★ 17	21	4	20	55	FOOL FOR YOUR LOVING WHITESNAKE	UNITED ARTISTS BP 352	E	
	18	18	6	20	58	DON'T MAKE WAVES NOLANS	EPIC EPC 8349	C
	19	15	10	17	32	DON'T PUSH IT DON'T FORCE IT LEON HAYWOOD	20TH CENTURY TC/TCD 2443	R
★ 20	26	3	17	59	SHE'S OUT OF MY LIFE MICHAEL JACKSON	EPIC EPC 8384	C	
	21	11	8	17	63	SEXY EYES DR.HOOK	CAPITOL CL/12CL 16127	E
★ 22	23	5	16	73	THIS WORLD OF WATER NEW MUSIK	GTO GT 268	C	
	23	20	3	15	16	THE GREATEST COCKNEY RIP-OFF COCKNEY REJECTS	ZONOPHONE Z2	E
★ 24	9	13	15	18	WORKING MY WAY BACK TO YOU - FORGIVE ME, GIRL DETROIT SPINNERS	○ ATLANTIC K11432	W	
★ 25	32	4	14	68	JUST CAN'T GIVE YOU UP MYSTIC MERLIN	CAPITOL CL/12CL 16133	E	
★ 26	35	3	13	82	LET'S GO ROUND AGAIN PART 1 AVERAGE WHITE BAND	RCA AWB 1/12-1	R	
	27	17	7	13	60	TALK OF THE TOWN PRETENDERS	REAL ARE 12	W
★ 28	54	4	13	7	POLICE AND THIEVES JUNIOR MURVIN	ISLAND WIP 8539	E	
★ 29	33	6	13	42	TAKE GOOD CARE OF MY BABY SMOKIE	RAK 309	E	
	30	28	5	13	20	A FOREST CURE	FICTION FICS/FICSX 10	F
	31	40	8	13	4	WHEELS OF STEEL SAXON	CARRERE CAR 143	W
	32	22	7	12	12	WORK REST AND PLAY (EP) MADNESS	STIFF BUY 71	C
★ 33	60	3	11	35	YOU GAVE ME LOVE CROWN HEIGHTS AFFAIR	DE-LITE MER/MERX 9	F	
	34	27	4	10	36	STARING AT THE RUDE BOYS RUTS	VIRGIN VS 327	C
★ 35	65	2	12	7	THE BUCKET OF WATER SONG FOUR BUCKETEERS	CBS 8393	C	
	36	31	9	10	29	MY OH MY SAD CAFE	RCA SAD 3	R
★ 37	72	2	10	9	THEME FROM MASH MASH	CBS 8536	C	
★ 38	50	10	11	6	NE-NE NA-NA NA-NA NU-NU BAD MANNERS	MAGNET MAG 164	A	
	39	30	8	9	56	MISSING WORDS THE SELECTER	2 ONE TNS TT10	F
	40	87	2	9	32	NO SELF CONTROL PETER GABRIEL	CHARISMA CB 360	F
★ 41	63	4	9	26	THE SEDUCTION (LOVE THEME) JAMES LAST BAND	POLYDOR PD 2071	F	
★ 42	99	2	9	28	MESSAGES ORCHESTRAL MANOEUVRES IN THE DARK	DINDISC DIN 15/15-10	C	
★ 43	■	1	7	56	CRYING DON MCLEAN	EMI 5051	E	
	44	38	3	10	*	IN THE CITY JAM	POLYDOR 2058 866	F
★ 45	69	2	7	43	PULLING MUSSELS (FROM A SHELL) SQUEEZE	A&M AMS 7523	C	
	46	25	12	9	6	POISON IVY LAMBRETTAS	2 STROKE XPRES 25	F
	47	34	10	8	19	JANUARY FEBRUARY BARBARA DICKSON	EPIC EPC 8115	C
	48	73	2	7	31	LET'S GET SERIOUS JERMAINE JACKSON	MOTOWN TMG 1183	E
	49	24	12	8	10	DANCE YOURSELF DIZZY LIQUID GOLD	○ POLO 1/12-1	C
★ 50	90	2	5	63	BODY LANGUAGE DETROIT SPINNERS	ATLANTIC K11392/K11392T	W	
	51	39	9	8	1	GOING UNDERGROUND - THE DREAMS OF CHILDREN JAM	○ POLYDOR POSP 113	F
★ 52	59	3	8	12	HOLIDAY 80 (DOUBLE SINGLE) HUMAN LEAGUE	VIRGIN VS 105	C	
★ 53	71	3	6	36	YOU'LL ALWAYS FIND ME IN THE KITCHEN AT PARTIES JONA LEWIE	STIFF BUY 73	C	
	54	53	6	5	57	IN THE THICK OF IT - SO GOOD SO RIGHT BRENDA RUSSELL	A&M AMS/AMSP 7515	C
	55	41	5	6	28	LOVE ENOUGH FOR TWO PRIMA DONNA	ARIOLA ARO 221	A
	56	46	3	8	*	ALL AROUND THE WORLD JAM	POLYDOR 2058 903	F
	57	42	3	7	*	STRANGE TOWN JAM	POLYDOR POSP 34	F
	58	55	3	7	14	SOMETHING'S MISSING CHORDS	POLYDOR POSP 146	F
	59	45	3	7	3	DAVID WATTS JAM	POLYDOR 2059 064	F
★ 60	84	2	5	43	MIDNIGHT DYNAMOS MATCHBOX	MAGNET MAG 169	A	

Outlet buys Misty label

OUTLET RECORDS has purchased Misty Records from John McCormack and Henry McMahon. Outlet will issue three Mainliner album featuring John Glenn under the titles *Sunny Side Of The Mountain*, *Country Star* and *Make Mine Country Style* on the Homespun label, while a fourth former Misty product *Kevin Loughlin—All Ireland Champion* will be reissued on Outlet.

Outlet chief McBurney has decided to revive the Glen label with an album entitled *Paddy Lie Back... Kitty Lie Over*, featuring Belfast folk group Blackthorn. The album include's their previous chart hit 'Flower of Scotland'. Other releases from the Homespun



Ulster

label feature 'Sing Me A Good Old Country Song' featuring Joe E. Hamilton, plus an EP 'You're Special To Me' from songstress Colly McGurk former lead singer with The Fairways Showband. To coincide with Leon's English and Welsh tour a new single 'You've Made My Life Complete', a track from her *Leon Country* album will be issued. Leon's previous album *Country Love* amde the British Country Music Charts.

Mint Records has issued two singles and an album in recent weeks. Indian-born and Irish-based entertainer Roly Daniels is featured on *Let's Fall In Love* with a single 'Mr Jones' also issued. Daniels arrived in Ireland in 1965 and has enjoyed considerable success on disc. A new signing is a three guy and three gal group know as Love Bug, who issue a number entitled 'Wild Over You'. They are highly rated on the ballroom circuit, but still await success on disc. Emerald Records has issued *The*

KLUB RECORDS is putting its biggest promotion campaign behind the release of 'Scotland You're A Lady' by Valerie Dunbar. It is hoped to break the artist on a far wider scale North of the border.

The disc is the follow-up to her recording to 'The Rowan Tree'. To date this has sold more than 40,000 copies, and was awarded Best Selling Scottish Single of the Year in the recent Scotstars, organised by Clyde Factors. Klub plans to utilise its own sales force, Musac, Scotland, while Pye will handle promotion in England. In addition her management have employed an independent sales team to add extra weight to the campaign. Radio and television and club appearances have also been arranged as back-up. Produced by Pete Shipton the single, described as "a lovely, classic song given a modern country treatment" was recorded at Radio Clyde's studios in Glasgow.

Family Album featuring three generations of the Shand family Jimmy Shand

Playhouse back with opera

IN ANNOUNCING a new series of productions for their next season, Peter Ebert, General Administrator of Scottish Opera, last week told of plans to bring the Edinburgh Playhouse back into business.

The Playhouse, Edinburgh's largest venue, seats more than 3,500, and has been in a derelict state for some time. However Scottish Opera plans regular use from June beginning with a series of "crowd pulling" popular operas. Planned for November is the first subscription series of operas, lasting into next year.

In the meantime next year's programme has been cut from ten to eight productions - including five new operas, one for the Edinburgh Festival alone - but there are plans to expand touring commitments in Scotland England and abroad.

The operas planned are *Wozzeck*, *The Marriage Of Figaro*, *Tosca*, *La Boheme*, *Lucia di Lammermoore*, *La Traviata*, *The Makropoulos Case*, and *Parsifal*. For the Festival the opera will premiere *The Cunning Little Vixen*, another extension of the policy of presenting virtually the complete operatic work of Janacek.

Ebert himself, announcing the season, was a little vague about recording commitments for the company, although Sir Alexander Gibson was more forthcoming. Gibson pointed out that it was some time since the last recordings, sponsored by Scottish Mutual. But the current hunt for sponsorship, which this year has added two new productions to the repertoire, goes on.

Scotland

POSTCARD RECORDS mentioned in this column a couple of months ago, has been spending money it can barely afford on recording in Edinburgh.

Like all the small indies, Postcard is a tight ship - this one run by Alan Horn manager of their first signing (if that is the word for a gentleman's agreement) Orange Juice. The single 'Falling And Laughing' was released in February and sold out its pressing, neither band nor manager were happy with the sound and did not press more, in spite of the reaction from the consumer press which was wholly positive.



JUSTIN HAYWARD

NEW SINGLE

Night Flight

produced by Jeff Wayne

FROM THE FORTHCOMING ALBUM

Special Picture Bag

F13888

DECCA

Do ya still like soul music? Yeah yeah! yeah yeah!

DISCO IS dead — long live soul! Only the musical denomination has been changed to protect the music.

As the business backpals on last year's fashion, black music, which after all was the kind of rock upon which an industry was built, continues to gather momentum as the main ingredient of dance music. And for black music read soul — plus its near-relation jazz-funk.

Jazz-funk is an intriguing new phenomenon in the disco centres. Once looked upon as a surefire floor clearer, jazz-funk is catching on with the disco intelligentsia and is shaping as the in-fashion sound of 1980.

RCA, in particular, has seen this particular style show distinct signs of popularity since the beginning of the year when Azimuth's 'Jazz Carnival' instrumental made a solid impact on the chart, notwithstanding its nine-minute playing time minus a vocal. Now the company, currently making waves with its efficient exploitation of black repertoire, is looking to picking up business in the jazz-funk and other associated areas. David Yeats, RCA's product manager with much of the American repertoire under his control, points to the way Lonnie Liston Smith (now with CBS) made his mark with 'Expansions' from a 1975 album and, unlikely though it may seem, 'The Seduction' by James Last. Yeats is anticipating further enthusiastic club support for forthcoming re-mixed releases on Prestige from Patrice Rushen (now with Elektra) and her stablemate Michael Soskin, pianist with jazz saxophonist Sonny Rollins, whose 'Rhythm Vision' is out in July. The Funk Mafia, as a group on influential Home Counties DJs are termed, are already behind 'When I Come Home' by Aura, a four-strong vocal act on the Salsoul label, via 12-1ns

HARDLY ENOUGH to just say 'black music' any longer; 1980 has seen a revival of interest in soul, jazz funk, ska and plain old dance music, but this time with a new mingling of the influences. **BRIAN HARRIGAN** untangles the threads.

imports. This is the B-side of the American release and when RCA officially goes with the record here, the American A-side will be held in reserve for a subsequent release.

RCA's current success with black American repertoire is, according to Yeats, largely tied to the careful handling of releases to take account of the strength of import business. Where imports are showing some signs of action, then often the initial British release will be on 12-1ns only, until crossover potential has been carefully assessed. The Whispers 'And The Beat Goes On', was a case in point, while a current winner from Leon Haywood,



EDWIN STARR: ripe for yet another re-release.

'Don't Push It' on 20th Century is another example.

"We reckon that it can take up to six weeks to build a demand, but we rely on DJs in clubs and discos to trigger that initial consumer interest. They still dictate what they play and what gets people on to the dancefloor. It is our job to supply that demand."

MUSICAL TRENDS may come and go but soul remains forever. At least so it seems, and the most fascinating fact of what can be loosely categorised as soul music is that it seems to be completely ageless.

That's evidenced by the relatively new and thriving business operated by Neil Rushton, the Inferno label, which is mainly dedicated to re-issuing soul classics which have either been massive hits first round or which have always been rated highly from the critical point of view.

The label's main success to date has been the Smash disco hit it enjoyed with Freda Payne's 'Band of Gold' which, with its gold vinyl finish on initial

copies, established the label as the forerunner of the re-issuing boom. At the beginning of the year Inferno followed the Payne record with another classic — a trio of Chairmen Of The Board hits 'Give Me Just A Little More Time', 'You Got Me Dangling On A String' and 'Everything's Tuesday'.

At the same time Inferno has also been covering the Northern soul front with its Casino Classic album which has been much sought after over the last year or so.

Motown showed it could also get in on the game — and who's got a better collection of soul catalogue than that label?

To mark its 20th anniversary the company embarked on a major singles campaign during the second week in March releasing more than 20 records out of the back catalogue. The main aim of the move was to confirm to dealers that all of this material is still available — a fact which they may not have been aware of.

Singles involved in the campaign include Marvin Gaye and Kim Weston's 'It Takes Two', Martha and the Vandellas' 'Heatwave', The Isley Brothers, 'This Old Heart Of Mine', Edwin Starr's 'Stop Her On Sight', the Four Tops' 'This Old Heart Of Mine' and R. Dean Taylor's 'Stop Her On Sight'.

Back to Africa for the latest in fusion music

A GROWING grass-roots label in South London is showing how to tap new markets.

ON THE ethnic music scene, the sounds of Africa have usually been eclipsed by their skanking near relations bluebeat, ska and reggae from Jamaica but the Rokel label owned by Akie Deen from Sierra Leone, aims to change that bias with a new fusion music dubbed 'Discolypso' by the inventive Deen.

The Rokel label has been operating in the UK since 1974 when Deen produced a couple of tracks by a Ghanaian group called The African Brothers Band.

Deen found himself shut out of the South London ethnic stores because the music was not strictly reggae, but he persevered with his London Transport distribution system (hopping on and off buses with carrier bags full of singles) until he managed to get airplay exposure for his record and sales began to take off.

Eventually Creole took on national distribution and 22,000 copies were sold of the disc 'Marie'.

Progressing through 'Easy Dancing' by Wagadugu which he wrote and produced, selling 30,400,000 in 1978 copies through JetStar distributors here and outlets in New York, the West Indies and Africa, Deen continued to refine the sound of his label and finally hit the RB national singles chart last month with Bunny Mack's 'Love You Forever' which had the necessary crossover ingredients.

Now with an RCA pressing and distribution deal under his belt Deen intends to concentrate on production and extending the success story of Discolypso with four releases already set up for the Summer. Watch out for 'Jump Up Kalimba Man' by Senya, 'Tampá Tampoca' by Emmanuel Rentzus, 'Disco Africa' by Terry Davis and a cut from South African singer Yvonne Nobambo.

MADNESS
ON THE
BOX

ONE OF THE BEST OF THE BEST / CASEY CASSELL / STIFF'S FIRST EVER TV CAMPAIGN
ON AN ABSORBING AND UNUSUAL RELEASE
IN OCTOBER '79 AND HIT #1 IN THE CHARTS
EVER SINCE / COMMERCIAL WIND UP ON TV
IN SCOTLAND AND THE MIDLANDS BETWEEN
THE 12TH & 15TH MAY

ORDER YOUR EXCESS COPIES THROUGH TELE SALES
01-268-2155
STIFF RECORDS 2, 11 WOODFIN RD LONDON W9
01-289-6221
THIS MUST BE YOUR SUMMER MADNESS

If you've ever wondered what to ask for...



Dance Music you can pin a label on.

ORDER FROM: RCA LIMITED, LYNG LANE, WEST BROMWICH, WEST MIDLANDS B70 7ST. TELEPHONE: 021-525 3000

More than two tones to this year's dance music

THE END of the last decade saw the emergence of one of the most significant and commercially successful British musical trends in years.

Call it ska, reggae or bluebeat – or whatever name is technically accurate or most hip – the flood of class-y songs by bands such as Madness, the Selector, UB40, Dexy's Midnight Runners and, of course, the Specials has demonstrated that musical creativity is alive and kicking in the UK in the 80s.

Perhaps the best description of the music is the tag given it in this magazine at the beginning of the year: "A combination of Jamaican feel, new wave and elements of soul – the 2-Tone hybrid."

It was, of course, 2-Tone that started the whole new trend and enough words have been written about the label, its

SKA, BLUEBEAT and punk are all influences that have contributed to a revival in music to dance to in the clubs. It's a grass-roots movement.

origins and its bands to bury every building in Coventry with newprint.

The Selector, the Specials and the Bodysnatchers, currently charting with 'Let's Do Rock Steady', are still doing as well as ever which is as much a compliment to Roy Eldridge and his A&R department at Chrysalis – the company which was perspicacious enough to do a label deal with the 2-Tone crew – as to 2-Tone itself.

What's most interesting is the way in which the 2-Tone boom has spread to other bands and companies and also sparked off interest in other areas too.

Magnet picked up the stunningly exciting Bad Manners last year and, through adopting a highly understanding and musically open policy, are reaping the rewards with chart action on both the band's debut single and first album – 'Ne-Na Na-Na-Na Nu-Nu' and *Ska 'N' B* respectively. Likewise EMI have Dexy's Midnight Runners on the Parlophone label. Hosts of the more hard reggae-orientated bands, UB40, are up there in the top ten on the hiterto unsex Graduate label.

But is the new interest in ska and reggae simply confined to the new British bands or will those buyers of these singles find their appetites whetted for

other, more ethnic material? Steve Stanhope, general manager of Trojan Records, thinks the latter is the case and he quotes the business enjoyed by that company as proof of his opinion. "Our UK sales", he states categorically, "have tripled during the first three months of this year as compared with the same period last year and I've no doubt that much of that upswing in activity is as a result of interest caused by the new British bands."

"It's all to do with the re-advant of skinheads who describe the 2-Tone kind of bands as real skinhead music. This has led to a considerable demand for so-called skinhead music from the original era – the forefathers of the late-60s and early 70s."

Stanhope and Trojan haven't been slow in recognising this trend and considering they've been on the ska, bluebeat and reggae front for years, they have the material available to them to satisfy that demand.

Just after Christmas, for example, Trojan re-issued a six volume series of compilation albums called *Creation Rockers*. "They all featured tracks," explained Stanhope "from the ska era right through the present day. They represent the best of the early stuff combined with the best of the contemporary material. The whole idea, really, was to provide an introduction to 'skinhead music' through the years for people who are just getting into it. It's a beginner's guide, but that doesn't mean to say that people more familiar with the field wouldn't find them interesting too."

Also coming up, at the end of this month, is a 20 track greatest hits compilation titled *Money* which Trojan is retailing at £3.95.

And also at the same retail price there



TOP: PAULINE Black of Selector.
Bottom: Desmond Dekker.



will soon be available a series of albums without which no party was complete in 60s and early 70s – the *Tighten Up* albums. Again a series of compilations, Stanhope says there will be around 15 in all made available for the first time since 1972. "These will definitely be collectors items" he adds "because we plan to do only 1,000 copies of each."

"So with all this happening I hope, in many ways, that this current interest in ska will last. However, I have to admit that it's obvious no trend lasts forever. Still we have a sufficiently strong marketplace to cater too."

VENTURE RECORDS

994 Harrow Road, Kensal Green, Harlesden, London N.W.10
Telephone: 01-960 0044/45

COMING SOON A NEW HOT DISCO SOUND

from
EARGASM

who brought you
"THIS IS LOVERS ROCK"

PLUS

DENNIS PINNOCK
"I'VE ONLY JUST BEGUN"

AND

"SUNSHINE ON MY PILLOW"
by
L'Amour



MADNESS IS typical of today's black and white fusion.

Ska madness at Stiff

THE AMAZING Madness from North London – now nearing platinum status for *One Step Beyond* in the UK and beginning to set chart action all over the world – are soon to be joined in the Stiff stable by the most instantly recognisable voice from the first wave of rock steady stars, Desmond Dekker.

Stiff has already released a re-recorded version of his classic 'Israelites' and is now preparing the way for a new album entitled *Black and Dekker* (SEAZ 26) due out towards the end of May.

"Desmond has some really good new material," commented Stiff's Paul Conroy, "And we see it as a great party record. His voice is still in cracking form, and I am now in the process of trying to set up co-promotion possibilities with the Black & Decker tool firm."

Back on the subject of Madness, Stiff's first TV campaign is set for this month in Scotland and the Midlands, which Conroy hopes will push sales past the platinum barrier.

The Greatest Little Soul Label in the Land

New Releases Now Available

SKA CITY ROCKERS 12 inch BEAT 1 12

A Side – Time is Tight – You Don't Know Like I Know – Road Runner
B Side – In The Midnight Hour – Bare Footin' – I Can't Turn You Loose

Northern Soul Classics

THE CARSTAIRS – It Really Hurts Me Girl (HEAT 6)

BARBARA MILLS – Queen of Fools (HEAT 9)

JUS BROTHERS – Slice Tomatoes (HEAT 5)

GIL SCOTT-HERON – The Bottle (Original Version) (HEAT 23)

Don't Forget Our Fast Selling Album

Out On The Slaughter Tonight – Various Artists (INFERNO 001)

16 Soul Classics by the Original Artists

ORDER VIA INFERNO (0922) 644225 or PINNACLE (0689) 73141

VOYAGE INTERNATIONAL RECORDS

204 Liverpool Hill, Battersea,

London SW11 1LJ

Telephone: 01-823-6543

The Russians are Coming by A.D. 1984

(VOY 003)

Caught You In Lie by Louie Marks

(VOY 002)

Available on 7" and 12"

FUTURE RELEASES

New Wave

Clock-Work Generation by A.D. 1984

(VOY 020)

With picture sleeve

When You are Wrong by Beshara

(VOY 0015)

All My Loving by Louie Marks

(VOY 0016)

Distributed by – Pinnacle: 0689-73141

THE COMPLETE TWO TONE BACK CATALOGUE AVAILABLE NOW.

THE SPECIALS
'GANGSTERS' TT1
c/w 'THE SELECTER
'THE SELECTER'
CHS
TT2.

MADNESS
'THE PRINCE'
c/w 'MADNESS'
CHS
TT3

THE SELECTER
'ON MY RADIO'
c/w
'TOO MUCH PRESSURE'
CHS
TT4

THE BEAT
'TEARS OF A CLOWN'
c/w 'RANKING FULL STOP'
CHS
TT6

THE SPECIALS
'A MESSAGE TO YOU RUDY'
c/w 'NITE CLUB'
CHS
TT5

THE SELECTER
'THREE MINUTE HERO'
c/w 'JAMES BOND'
CHS
TT8

TOO MUCH TOO YOUNG
THE SPECIAL A.K.A. LIVE!

THE SPECIALS E.P.
'TOO MUCH TOO YOUNG'
'GUNS OF NAVARONE' c/w
'LONG SHOT KICK THE BUCKET'
'LIQUIDATOR'
'SKINHEAD MOONSTOMP'
CHS
TT7

THE BODYSNATCHERS.
'LET'S DO ROCK STEADY'
c/w 'RUDER THAN YOU'
CHS
TT9

THE SELECTER
'MISSING WORDS'
c/w 'CARRY GO BRING COME'
CHS
TT10

SPECIALS



THE SPECIALS
ALBUM
'THE SPECIALS'
CDL
TT5001

THE SPECIALS
'RAT RACE'
c/w 'RUDEBOYS OUTA JAIL'
CHS
TT11
(AVAILABLE 16TH MAY!)

2
TONE
RECORDS

Marketed by Chrysalis Records Limited

THE SELECTER

TOO
MUCH
PRESSURE

THE SELECTER
ALBUM
'TOO MUCH PRESSURE'
CDL
TT5002

© 1980 CHRYSALIS RECORDS LIMITED

Reggae – the real breeding ground for indies

ARE YOU ready for rough and rude reggae? Well apparently some of you are but by no means as many as was expected five years or so ago when reggae was supposed to become the saving grace and the future of contemporary music.

Strictly speaking only Marley ever achieved the ultimate crossover, transforming himself from an ethnic cult hero into an artist of truly international stature.

But that's not to suggest there isn't crossover potential aplenty in the reggae field. In fact it has proved the most fertile of the off-mainstream genres for coming up with surprise hit singles, and albums.

Junior Murvin's 'Police And Thieves', for example, is showing in the charts again having recently been revived by Island, while Desmond Dekker's classic 'The Israelites' is also showing up again. And let's not forget the chart action enjoyed last year by Eddy Grant with his rivetting 'Living On The Frant Line', on his own Ice label.

It's a fact that reggae is the home of truly independent labels. People in this genre were putting out material on their own little labels long before the new wave even thought of such a manoeuvre and these days the small operations are thriving more than ever.

One such is the Venture label, based in North London's Harlesden, which has as its main aim in business to continually investigate the commercial possibilities of reggae and dub and make the material as accessible as possible to mainstream audiences, without losing the essential ethnic feel of the music.

Venture is run by Tyrone who formed it

WITH THE supposed reggae boom now somewhat in abeyance, the need for more commercial sounds is now being taken up by the small labels.

about six years ago and, as he says, "experienced all the ups and downs in business at first like everyone else".

The label entered into business in a really serious way about two years later with Tyrone coming up with records by strong bands like Aswad and Tradition. "From that time," explained Tyrone, "we've continually been trying to make quite commercial material. By that I mean a commercial sound which everybody can get into: It's obvious that the general mass market isn't into reggae because the really ethnic stuff is probably difficult for them to understand and also a lot of the material is very difficult to get hold of.

"At the beginning I mostly concentrated on Tradition and we built up quite a strong following which was helped a lot with a deal we got into with RCA". Since then, according to Tyrone, the Tradition guys went their own way and he is now concentrating on a new crop of artists which is headed by a band called Eargasm. Incidentally Tyrone is a member of Eargasm himself.

In addition Venture has material coming out by a new band called Elements whose current single is a disco orientated number called 'Together Tonight'. The disco feel also comes into Snoopy's 'This Boy' and female artist Lamour's 'Sunshine On My Pillow'. Eargasm's latest record is a disco EP featuring Paul McCartney's 'Bluebird' plus a rework of 'Go Away Little Girl',

while Tyrone has his own single 'I Need A Woman Tonight' coming out soon as well.

"We've got a lot of material ready for release over the next few months," he explains, "and all of it has a lot of crossover potential. That doesn't mean to say it's all out and out pop music. There are commercial possibilities in everything.

"For example I'm just finishing off the mixes now on a dub album which we're going to call *This Is Lovers' Dub*. Now a lot of people will probably immediately think that this isn't their cup of tea because all the dub they've heard in the past is really boring.

"Well this stuff certainly isn't boring. We've put a lot of effort into making it a really good solid sound, not just the usual bass and drums thing which seems to be thrown together.

"The whole idea is that I think there are a lot of people out there who want to hear more reggae but they're not going to go out of their way to try and find it. It's up to us to give reggae to them."

Another label in the process of being

launched at the moment in this country is Dread At The Controls which is headed up by Kosmo Vinyl in partnership with producer and performer Mikey Dread who has his own label of the same name in Jamaica. The bulk of the material from the label will be Mikey's own stuff. The first album, Dread's *World War Three*, will be coming out during the next six weeks, hopefully to coincide with a British tour by the man himself.

Kosmo Vinyl says the singles on the label will be retailing at 90p from "shops sharp enough to stock them," or by mail order from 32 Alexander Street, London W2.

"The whole idea of Dread At The Controls is to try and take a lot of mystery out of reggae. We're not going for sort of commercial pap but I think a lot more people would get into reggae if they had a chance. But they're put off by the prices they have to pay for pre-releases and for 12 inch singles which everyone seems to be putting out. So we're doing seven inch singles only and we're trying to keep the covers and labels and all that as simple and straightforward as possible.

"If we can do that and keep the price down I reckon we stand a chance of getting a lot more people interested."

AFRODISC ON THE MOVE

with current hit single
Let Me Love You / Love You Forever



Bunny Mack

Forthcoming 12 inch disco releases on Rokel Label
"Jump Up Kalimbo Man / Weakness for Your Sweetness" – Senyah
"Tampi – Tampoca / Rock With You" – Emmanuel Rentzos
"Disco Africa / Rosali" – Teddy Davis

Telephone 01-828 5621
Air Call Number 5999



TRADITION: AN early project for the Venture label.



COCKNEY REJECTS

Bubbles

2.4
the other version

THE GREATEST
COCKNEY
RIP OFF
22

Both singles not taken from the album - Greatest Hits Vol. 1

RECORD BUSINESS

CHARTBUSTERS CHARTBUSTERS CHARTBUSTERS CHARTBUSTERS

The hottest singles
from the Record Business

POWERHO

Chartbuster

DON McLEAN/CRYING

ON THE RADIO

Hot on the RB Airplay Guide

- ELTON JOHN/LITTLE JEANNIE (Rocket XPRES 32)
- ELKIE BROOKS/
WHY DON'T YOU SAY IT (A&M AMS 7529)
- SISTER SLEDGE/EACH YOUR PEAK (Charisma CB 363)
- FRANKIE VALLI/PASSION FOR PARIS (MCA 572)
- HOYT AXTON/DELLA & THE DEALER (Youngblood YB 82)
- ORCHESTRAL MANOEUVRES/MESSAGES (DIN 15)
- SISTER SLEDGE/EACH YOUR PEAK (Atl K11447)
- LIPPS INC/FUNKYTOWN (Casablanca CAN 194)
- ROBERTA FLACK & DONNY HATHAWAY/ (Atl K11481)
- BACK TOGETHER AGAIN

DISCO/SOUL

Top new sellers on RB's Disco Chart

- TEENA MARIE/BEHIND THE GROOVE (Mot TMG 1185)
- MASS PRODUCTION/SHANTE (Atlantic K11475T)
- RONNIE LAWS/EVERY GENERATION (UA UP 626)
- CHAKA KHAN/CLOUDS (Warner K17617)

IMPORTS

Fastest moving Disco/Soul imports

- RHYZE/JUST HOW SWEET IS YOUR LOVE (SAM)

Hear Record Business



Disco Charts
Country Chart



Singles Charts
Disco Chart



Country Chart



Singles Chart
Disco Chart



Disco Chart



Country Chart



Radio
Singles
Country



Singles Chart



Singles Chart
Disco Chart



the Voice
of Mann
Disco Chart

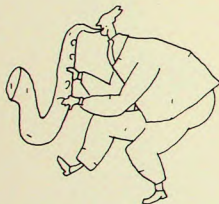


HANO KOTLUM
Singles Chart

For the full story behind the Chartbusters subscribe to the weekly trade magazine Record Business

GENESIS .DUCHESS.

CB 363



LIMITED EDITION
FIRST 50,000 IN PICTURE SLEEVE
TAKEN FROM THE ALBUM DUKE

B/W OPEN DOOR
(PREVIOUSLY UNRELEASED)

PRODUCED BY DAVID HENTSCHEL & GENESIS



CHARISMA RECORDS AND TAPES
ORDER FROM POLYGRAM RECORD SERVICES LTD.

SS MAGAZINE

CHARTBUSTERS CHARTBUSTERS CHARTBUSTERS CHARTBUSTERS

Singles of the week
Research Computer....

USE PICKS

Singles of the week

(EMI 5051)

NEW RELEASES

Due in the shops this weekend

SPECIALS/RAT RACE	(2 Tone CHS TT11)
ELO/I'M ALIVE	(JET 179)
GARY NUMAN/WE ARE GLASS	(Beggars BEG 35)
ROD STEWART/I DON'T WANT TO BE RIGHT	(Riva 23)
LAMBRETTAS/D-A-A-ANCE	(Rocket XPRES 33)
IRON MAIDEN/SANCTUARY	(EMI 5065)
STIFF LITTLE FINGERS/NOBODY'S HEROES	(Chrysalis CHS 2424)
TOYAH/IEYA	(Safari SAFE 28)

ROCK

Top action from the RB Top 100 and Indie Chart

COCKNEY REJECTS/BUBBLES (Zonophone 25)

OFF THE WALL

Coming out of nowhere

NO NEW OFF THE WALL CHARTBUSTERS THIS WEEK

Charts on these radio stations:

4 North Chart	beacon radio303 Singles Chart	RADIO TEES Singles Chart Country Chart	Radio Trent Singles Chart Country Chart	257 Radio Orwell Country Chart
206 Radio London Country Chart	206 Disco Chart	206 Country Chart	104 RADIO CLEVELAND 104-7 Country Chart	

Charts on these radio stations: RBP Ltd., Oakfield House, Perrymount Road, Haywards Heath, Sussex RH16 3DH.

HENRIETTE C
Rockin' On The Red Book

HENRIETTE C ROCKIN' ON THE RED BOOK



Door 7

OUT NOW

DALEK i
Dalek I Love You



Door 5

Still available: THE HIGH NUMBERS "I'M THE FACE" Door 4
THE REELS "PREFAB HEARTS" Door 3



Chinatown



Thin Lizzy are
back with a vengeance
with their new single

Chinatown

1st 50,000
in Special Bags

Nationwide tour until
June 5th.



CAT. No. LIZZY 6

manufactured by
phono gram

CLASSICAL

LOS ANGELES may not be thought of over here as a musical centre first and foremost, but its Philharmonic has always had a high reputation and under its current supremo Carlo Maria Giulini it has jumped into the world's top 10 orchestras. Four new albums appear this month to tie in with its first US visit.

Giulini is the conductor for Polydor's coupling of Debussy's *La Mer* with Ravel's *Mother Goose* and *Rhapsodie Espagnole* (Deutsche Grammophon 2531 264) and for Beethoven's *Pastoral Symphony* (2531 266). Decca has jumped on the bandwagon as well, but with Zubin Mehta conducting, issuing Mahler's *Symphony No 3* (D117 2) and Tchaikovsky's *Symphony No 5* with the *Marche Slave* as a fillup (SKL 6913).

Once again the companies are cutting one another's throats saleswise by simultaneous releases of the same works. EMI has also brought out a new *Pastoral Symphony*, with Riccardo Muti conducting the Philadelphia Orchestra (HMV ASD 3854). Muti also features in the month's classical clash, in this version of the Tchaikovsky *Vienna Concerto No 1*, with the spectacular young Andrei Gavrilov and the Philharmonia Orchestra (HMV ASD 3818) having to compete with the new Phonogram release which brings veteran pianist Claudio with the Boston Symphony conducted by Colin Davis (Philips 9590 695).

Decca should be on to a winner with its new *Tosca* with Mirella Freni, Luciano Pavarotti and Sherrill Milnes in the leading roles (D134D 2). Freni and Pavarotti have already successfully partnered one another in earlier Decca recordings of Puccini favourites, *La Boheme* and *Madama Butterfly*. Those were conducted by Karajan, but Nicola Rescigno wields the baton for *Tosca*.

Classics for Pleasure is sure to do well with its new batch of budget-price albums, which make a more attractive proposition than ever in inflationary times. Two reissues from the EMI back catalogue which have particularly strong appeal are Handel's *Coronation Anthems* with Yehudi Menuhin conducting the Ambrosian Singers and his *Fidelio* Orchestra (CFP 40321) and the Elgar *Violin Concerto* played by Hugh Bean and the Royal Liverpool Philharmonic conducted by Charles Groves (CFP 40322). A new album by Charles Groves (CFP 40323), a new album by Charles Groves (CFP 40323), a selection of the French composer's characteristically witty and tuneful pieces.

EMI has gone all-in over the crossover top. *Strictly for the Birds* (END 5533) is an excellent Yehudi Menuhin/Stephane Grappelli digital album, imaginative and ear-tickling, guaranteed to attract as much attention as the two fiddlers' previous best-sellers.

Music From The Movies (HMV ASD 3862) poses a question mark. The album bears the instruction 'File under Classical', though the more highbrow classical customer might jib at the 'Warsaw Concerto' and 'The Dream of Olesya', which taste like Rachmaninov with soda water. What makes it worth serious consideration is the inclusion of 'Rainy Day in Blue', a work of real originality, and Daniel Adin's playing.

DISCO CHART

Compiled by RB Research from returns from specialist disc-oriented shops

The	Chart	Wks	RBs	(RBs bet or more supplied by West Midlands & Pat Anthony)	Date	BM	12 wks	
1	4	THE GROOVE RODNEY FRANKLIN	CBS	6539	13	39	109	71%
*2	4	I SHOULD LOVE YOU NARADA MICHAEL WALDEN	Atlantic	K114131	W	17	70%	
3	5	JUST CAN'T GIVE YOU UP MYSTIC MERLIN	Capitol	CL 12CL 16133	X	123	79%	
4	6	CHECK OUT THE GROOVE BOBBY THURSTONE	EPIC	8438	12	638	120	95%
5	13	DON'T PUSH IT INTO THE HAYWOOD	20th Century TDC	TCD 2443	R	114	60%	
6	2	KISS UP IN TOUCH FREEZE	Pink	Phyline 12 12971	F	133	100%	
*7	11	LET'S GET SERIOUS JERMANE JACKSON	Motown	TM2 12MG 1183	E	110	26%	
*8	4	HOLD ON TO MY LOVE JIMMY RUFFIN	RSO	57	130	N A		
*9	12	LET'S GO ROUND AGAIN AVERAGE WHITE BAND	RCA	AWB 112-1	R	126	51%	
10	8	YOU GAVE ME LOVE CROWN HEIGHTS AFFAIR	De-La-MER	MERX 9	F	116	73%	
11	9	6 IN THE THICK OF IT BRENDA RUSSELL	A&M	AMS MP5 7515	C	103	71%	
12	13	3 BODY LANGUAGE DETROIT SPINNERS	Atlantic	K113921	T	126	56%	
13	7	5 CALL ME BLONDIE	Chrystals	GHS 2414	F	144	N A	
*14	23	5 THE SEDUCTION JAMES LAST BAND	Polydor	PD 2071	F	150	65%	
15	25	3 OVERNIGHT SENSATION JERRY KNIGHT	A&M	AMS 7521	SP 12033	C	120	65%
*16	26	3 SHE'S OUT OF MY LIFE MICHAEL JACKSON	EPIC	EPIC 8384	C	130	N A	
*17	27	2 FUNKY TOWN LIPS INC	Casablanca	CAN CAN 194	A	74	74%	
18	4	1 POLICE & THIEVES JONATHAN MURVIN	Island	WIP 12WV 6539	F	83%		
19	18	9 LOVE YOU FOREVER BUNNY MACK	ROCK	MAK 112-1	R	126	86%	
20	16	3 CALIBRE CUTS VARIOUS	Calibre	CAB CABL 502	A	85%		
21	7	4 SUPREMES BROTHERLY DIAH ROSS & THE SUPREMES	Motown	TM 1044	E	79%		
22	10	4 STOMP BROTHERS JOHNSON	A&M	AMS MP5 7509	C	121	59%	
*23	6	1 BEHIND THE GROOVE TEENA MARIE	Motown	TM2 12MG 1185	E	116	100%	
24	21	2 CLOSE TO YOU KLEER	Atlantic	LV 36	W	119	100%	
*25	6	1 CHANTE MAISE PRODUCTION	Atlantic	K114751	T	126	100%	
26	30	6 TWO PLACES AT THE SAME TIME RAYDIO	Ataris	ARTIST 334	F	N/A		
27	12	7 GO FOR IT THERIE HENRIKSEN	CBS	8352	12	8362	C	136
*28	16	3 BUMPER TO BUMPER ELVISA B BOOGIE BAND	Salsoul	SAL 212-1	R	112	70%	
29	20	2 DANCE YOURSELF DUFFY LIQUID GOLD	Polo	P 112-1	C	130	31%	
*30	6	1 EVERY GENERATION RONNIE LAWS	United Artists	UP 12UP 626	E	95%		
31	28	11 (OO)PS UP YOUR HEAD GAP BAND	Mercury	MERX 2	F	106	100%	
32	14	13 WORKING MY WAY BACK TO YOU DETROIT SPINNERS	Atlantic	K114321	T	123	44%	
33	29	5 IF YOU COULD READ MY MIND VIOLETTA WILLS	Arula	HANA AHA AHAD 557	A	124	44%	
34	20	2 USE IT UP, USE IT UP ODYSSEY	(RCA	PD 11963	imp	84%		
35	35	2 HARLEM SHUFFLE BOB & EARL	Sue	WIP 10WV 6599	E	83%		
36	22	5 SEXY DANCING	Warner Bros	K175901	T	122	96%	
37	31	12 RHYTHM IN THE HEAVENS	MCA	MCAT 560	C	131	92%	
38	31	13 I DANCE IN THE SOCKET (REMIX) SHALAMAY	Solar	SO 212-7	R	123	65%	
*39	6	1 CLOUDS CHAKA KHAN	Warner Bros	K176171	T	122	77%	
*40	6	1 JUST HOW SWEET IS YOUR LOVE RHYDOR	(S&M	5 12332	imp	86%		
41	33	3 RUNNING AWAY ROY AYERS	Polydor	POSP POSPX 135	F	116	100%	
42	55	13 GIVE UP FUNK BT EXPRESS	(US Columbia	111200	imp	115	11%	
43	4	2 MUSIC TRANCE BENE K KING	(Atlantic	3635	imp	N A		
44	36	2 JUST TO USE YOUR TONS OF FUN	Fantasy	FIT 12FT 188	E	81%		
45	1	1 DON'T CRY FOR ME ARGENTINA FESTIVAL	RSD	RSOX 60	F	60%		
46	42	2 TWILIGHT ZONE MANHATTAN TRANSFER	Atlantic	K11476	W	N A		
47	43	10 HONK IF YOU'RE AN ALRIGHT MICHAEL WALDEN	Atlantic	K114371	T	77%		
48	39	2 LADY WHISPERER	Salsoul	SO 502	R	N A		
49	6	4 SPECIAL LADY RAJ, GOODMAN & BROWN	Mercury	6008 800	F	121	79%	
50	39	10 YOUNG CHILD RONNIE LAWS	United Artists	UP 12UP 618	E	134	90%	
51	53	5 FIRST TIME ROUND (REMIX) SKYY	Salsoul	SAL 112-1	R	97%		
52	54	5 SWEET SENSATION STEPHANIE MILLS	(20th Century TDC	20MG 1206	imp	110	79%	
53	6	1 HANG UP (REMIX) KOOL & THE GANG	(De-Lite	DD5 502	imp	77%		
54	32	3 IT'S THE NIGHT BILLY COOPER	GTO	GT 211 27-1	C	117	63%	
55	44	12 THIS IS LOVERS ROCK EARGASM	Venture	EAR 26	M	Reg. 86%		
56	58	9 IF YOU WANT IT INFETIYE	Arula	ARO ARCO 220	A	115	62%	
57	26	11 I'M SO HOT DENISE LA SALLE	INCA	ICA 4122	imp	N A		
58	9	6 GET DOWN MELLOW SOUND PLAYERS ASSOC	Vanguard	VVS VSL 501	A	110	80%	
59	2	1 ISRAELITES DESMOND DEKKER	Shiff	BYUT 570	C	Reg. 53%		
60	4	1 HARD ROCK & DISCO TRAMPERS	Atlantic	K114581	T	Reg. 66%		

Key To Singles Distributors
A-B=Five One Shops C-D=Stage One E-M=EMI F-Phonogram G-Spartan & Rough Trade H-Fast Products J-Fresh
K-Gold Tone L-Hitlist M-Independent P-Pinnacle Q-Rough Trade R-RCA S-Selects T-Graduate
V-Red Rhino W-WEA X-Wind Y-Bullet imp-Import

UK DISCO LPS

1	3	THE MAGIC OF BONEY M	Atlantic	Hansa	1
2	4	GREAT LIPS THE ROSE FLOREY	Whitford		
3	1	KIDDY	Motown		
4	1	SIXTY ARKIN	Motown		
5	1	THE NIGHT	Motown		
6	5	LIGHT UP THE NIGHT BROTHERS JOHNSON	A&M		
7	1	EVERY GENERATION RONNIE LAWS	UA		
8	6	EVERY GENERATION RONNIE LAWS	UA		
9	1	SURE SHOT	DeLuxe		
10	1	YOU GOT WHAT IT TAKES	Epic		
11	10	THE DANCE OF LIFE	Atlantic		
12	1	TWO PLACES AT THE SAME TIME	Ataris		
13	12	GO TO GO	Ataris		
14	1	AMERICAN GIGGLO Soundtrack	Motown		
15	1	THE LAST DANCE David Soul	Motown		
16	1	GET IT IM SO HOT DENISE LA SALLE	Solar		
17	1	THE WHISPERERS	Motown		
18	1	WHEELS AND WHEELS	Motown		
19	1	WARM THOUGHTS	Island		
20	1	WARM THOUGHTS	Island		

IMPORT LPS

1	1	LET ME BE YOUR ANGEL	Coltson
2	1	ROBERTA FLACK feat. DONNY HATHAWAY	Atlantic
3	1	LET'S GET SERIOUS Jermaine Jackson	Motown
4	4	1980 B.T. Express	US Columbia
5	1	BARTY GARDNER	Arista
6	6	WARD ZILDARS	Arista
7	2	THE GLOW OF LOVE Change	A&M
8	6	ALURA ARA	RFC
9	1	NO MAD Chico Hamilton	Chocolope City
10	12	12 LPSS INC Lipps Inc	Casablanca
11	1	11 LOVE IS THE SWEETEST THING LORNA LOTT	US Columbia
12	1	GO ALL THE WAY JERRY BRONDER	US Columbia
13	8	YOU'LL NEVER KNOW	US Columbia
14	1	SHAKA	US Columbia
15	7	KWICK KWICK	EMI America
16	9	12	EMILY
17	1	12	EMILY
18	1	12	EMILY
19	1	12	EMILY
20	1	12	EMILY

Disco Dealer

GOOD NEWS for any dealers who may have had trouble getting hold of 'Keep In Touch' by Freeze is that the disc has been picked up by Polygram and Pye Records. It should be in the shops within a couple of weeks. The label is understandably anxious that the impetus of the Pink Rhythm indie pressing is not lost in the meantime, but this week the disc has maintained its blockbusting No. 6 position of first entry on RB's disco chart, with particularly huge sales around London and the South-East as before.

North of the Border, Lipps Inc's 'Funkytown' continues to be the pacesetter, and is now available on UK Casablanca (CAN 194), also appearing on 12-inch as the lead out on a 4-track EP which also includes items by Evelyn Thomas and Ultimate. The main competition in Scotland comes not from a current release at all, but an oldie which simply won't die down - 'Spank' by Jimmy Bo Horne. Shops in Glasgow and West Scotland have been abuzz with double disc requests for this for a couple of months now, and demand shows no sign of dying. It is being met by a healthy flow of imported original American 7-inch copies, which are being wholesaled by Kilmarnock's Card & Pop Inn. Any dealers elsewhere who have been getting requests for 'Spank' can ring 0563 36280 for details.

On the album front, the import chart has been set alight by the sudden arrival of Stacy Lattimore's *Let Me Be Your Angel* on Cotillion, a real left-field chart-topper if there ever was one. Obviously DJ reaction at specialist dealers' counters has been immediate for such an unknown quantity to have suddenly sold so quickly.

A host of other imports have reached these shores alongside Stacy, notably Freddie Hubbard's *Shaggy* (US Columbia), which also makes its chart debut at 18; *Top Step* from Chick Corea (Warner Bros); Bobby Hutcherson's *Un Poco Loco* (US Columbia); *Im So Hot* by Denise LaSalle (MCA); *Resistance* from the ADC Band (Cotillion); the *Invisible Man's Band's* eponymous effort on Mango; and the intriguingly titled *Touch Me Where It's Hot* from the equally intriguing-sounding Erotic Drum Band (Prism).

This week's 'bubblers' just below the disco top 60 are 'Happy Feeling' by Shogun (MCA); the L.A. Boppers' 'Is This The Best?' (Mercury); Donald Byrd's 'Dominos' (A&M); plus two which have slipped from last week's chart but stand every chance of returning - Randy Crawford's 'Same Old Story' (US Warner Bros), and the Heath Brothers' 'For The Public' (US Columbia).

Top 12-inch list of the moment is, unsurprisingly, Rodney Franklin's 'The Groove', while other notable 12-inch action is coming from the hitherto-issued larger format releases of 'Let's Get Serious' by Jermaine Jackson, and 'The Seduction' by the James Last Band. Jerry Knight's 'Overnight Sensation' continues to shift imported 12-inchers alongside the domestic 7-inch pressings, though A&M is now apparently importing the former itself to satisfy dealer demand the easy way.

Retailing in a UK island outpost

YOU THINK you've got problems, UK dealers. How do you fancy having 100 miles of water separating you from the suppliers of vinyl, asks a Channel Islands retailer. BRIAN MULLIGAN investigates.

TRADITIONALLY, IT HAS been the moan of dealers in Northern Ireland that they are at the end of the line where the priorities of British record companies are concerned.

Don LeFlem would dispute that undesirable claim to fame. In his mind there is no doubt that Jersey comes last in the UK retail pecking order, and is also largely ignored by major acts because the biggest venue seats only 2,000 people.

Indeed, to hear LeFlem talk, retailing in Jersey is a totally frustrating exercise, with the 100 or so miles separating the island from the British mainland acting as a barrier not easy to overcome. LeFlem's beef is as follows:

"Promotion and after-sales support is pretty well non-existent. I have tried to get the service improved by writing to sales managers, but my letters are ignored. I am even willing to pay for promotion material for window displays to be shipped to me in advance, but even that doesn't create any impression. All you get is promises." He has experience of placing large orders, finding the "guaranteed" display doesn't arrive, and being told: "Somebody always misses out—it must be you turn this week."

"We can prove growing business and if record companies choose to ignore us then we must do all we can to make ourselves self-sufficient," states LeFlem, and that, he feels, may involve a greater reliance on UK wholesalers like Rough Trade, Fresh Records and Stage One.

LeFlem's frustrations are all the more incomprehensible to him because he knows the potential is there for building sales in Jersey's capital, St. Helier, but as he can't get the records when he needs them, then he has to experience the irritation of lost business. One day, he recalls, he spent hours on the phone trying to get one hot title air-freighted over at his own expense in time for weekend sales. He finally found a person in the company concerned who agreed to despatch a consignment of the appropriate hit—which then arrived by sea the following Thursday. The usual ordering pattern is Mondays for Thursday delivery.

Nevertheless, LeFlem's frustrations might well be regarded by some dealers as little more than pinpricks of irritation by comparison with their own problems of maintaining turnover and profits while being forced to discount to remain competitive. LeFlem admits his good fortune in not having to contend with any serious cut-price activity in Jersey and not to have to worry about 15 percent VAT either.

He keeps albums below what he considers to be a "psychological barrier" of £4.50 and retails singles at 90p. Such competition as there is on discounting comes from local branches of Boots and



A SMART, brightly-lit interior at Lady Jayne Records, St. Helier, does its best to sell records in the absence of co-operation on posters and promotional material.

Woolworth, but LeFlem claims that both multiples are less aware of developments with new material than he is and therefore do not have any effect on his sales. It is worth noting that regular customers are encouraged to maintain their patronage by being given modest discounts geared to their level of purchases. "This selective approach allows us to take the decision as to how much we give off the list price and also ensure that we keep the business in the company."

LeFlem developed a following in the Channel Islands in the first place as a mobile DJ operating under the name Lord Don. He started Lady Jayne Records in 1974. The first shop was not far from Jersey airport and comprised a

mere 150 square feet. In December he opened Jersey's most modern shop in 1,150 sq. ft. of space in Queen Street, St. Helier.

Lady Jayne specialises in rock, reggae and synthesizer music, but outside anything due for TV promotion LeFlem finds little demand for acts outside the predictable Captain & Tenille and John Williams material.

As a former DJ, LeFlem recognises the importance of atmosphere to attract custom. Records and video are constantly in use and staff under manager Colin Gully are encouraged to offer a personal service and be involved in ordering and new releases. He considers the shop has an active part to play in the local music scene.

Oldies prove their worth

THE CUSTOMERS' desire for the good old standards of pop is being reflected, at last, by many of the record companies polishing up their singles back catalogue and re-issuing some of the more desirable items.

Just check the weekly releases to see the oldie outpourings: and a quick glance at any of the recent charts shows just how often a "golden oldie" makes it either in original form or re-packaging by new and up-coming artists.

Perhaps the major record companies have been rather slow to realise the potential of back catalogue singles, hence the apparent scramble now to bring dealers' attention to what is still available and to un-delete some of the more desirable deletions.

The specialist wholesalers, however, recognised the oldies potential some time ago and have been obtaining UK deletions from the States and elsewhere in their millions; and thank goodness they had the foresight to do so, albeit a pity for the British industry.

Lightning Records has been operating an extensive oldies catalogue for some years, and its difficulties in obtain-

ing sufficient material is reflected in the 1980 catalogue. This listing is but a shadow of Lightning's previous catalogue and B7 lists, and even now the completion rate against the new catalogue is dropping sharply as dealers cash in from it.

However, all praise to Lightning in its efforts to obtain material to expand re-issues on its own Old Gold label.

Last year, Terry Blood Records obtained, I understand, some two million oldies and issued an oldies booklet. Very promising at the time but, once again, completion rates quickly fell. This only goes to prove the terrific public demand for oldies. I am not aware of any new development in the Terry Blood stable.

Wynd-Up Records has also operated a successful oldies catalogue which, again, quickly became outdated. Like me, many dealers will have been waiting for the long overdue refurbished Wynd-Up listing. It was well worth the waiting.

Almost every available single, more than three months old, is listed, whether in manufacturer's current catalogue

On singles, particularly chart and golden oldie items, Lady Jayne generates a "tremendous turnover", and LeFlem is quick to credit *Record Business'* chart information as playing an important role in the shop's impressive volume increase.

"I have been a subscriber to *RB* since it first started and during that time I have seen my singles business increase from about 450 copies a week to around 1000 copies—largely because of the information contained in the paper's Airplay Guide and singles chart. These have proved invaluable in helping me to place orders confident that the records will sell," says LeFlem, who shifted 500 copies of the Jam single.

"We are a fair reflection of what happens on the mainland—but without discounting and chart hyping," he claims. "Sales trends in Jersey are similar to the mainland, but tend to begin slightly later and last rather longer. Singles have shown improved sales since the companies started using picture bags—but of course it is not much use when you put in a repeat order particularly for golden oldies and the records come back in plain bags."

For eight months of the year, record retailing in Jersey provides what LeFlem calls "good local sales", but for the four summer months from June it's time to climb on board the gravy train. Holidaymakers from the UK provide a significant sales boost, but the real big spenders are the French tourists. "They don't seem particularly interested in new releases, but they are great buyers of back catalogue particularly obscure items by artists like Patti Smith, Tangerine Dream and Genesis. One day a Frenchman came in with a suitcase, spent most of the day checking through our stock and left with £800 worth of albums."

Observation Post

(when that catalogue number is given) or obtained by the firm's own resources.

PS. Well done, too, to the staff of *Record Business* for the excellent 1980 small labels catalogue. We dealers welcome every bit of such information that we can get. MARTIN ANSCOMBE



POLYDOR'S IRISH band Protex made a personal visit to The Virgin Megastore in London's Oxford Street to sign copies of their new single 'A Place In Your Heart'. With the 'B' side of the single titled 'Jeepster', a jeep was the obvious form of transport for the visit.

SHOWCASE

CLASSIFIED ADVERTISEMENT RATES

£3.00 per single column cm (minimum 4cm). Box number charge £1.00.
Send Box No. replies c/o Record Business, 1st Floor, Hyde House, 13 Langley St., London WC2H 9JG.
Series placements: Monthly 10%, Fortnightly 15%, Weekly 20%.
THE DEADLINE FOR BOOKINGS AND COPY IS NOON TUESDAY
ONE WEEK PRIOR TO PUBLICATION.
Advertisements may be submitted as flat artwork or typed copy and layout for typesetting.
PAYMENT IN FULL MUST ACCOMPANY EACH ADVERTISEMENT.
For further information Contact: Jane Redman 01-836 9311, Hyde House, 13 Langley Street, WC2H 9JG.
Record Business cannot be held responsible for claims arising out of advertising on the classified pages.

DISCS



S. GOLD & SONS (RECORDS) LTD BRITAIN'S NO. 1

Complete manufacturers catalogue in stock at all times.
TOP 75 ALBUMS, SINGLES AND TAPES,
PLUS ALL TV PRODUCT

Our prices — strict trade on orders over £150 value, otherwise 3% handling charge. Free carriage on all orders above £100 ex-V.A.T. We also stock a large selection of accessories e.g. 50 designs of T-Shirts; over 80 different sew on patches, 1" Button Badges; 11" Fun Badges; 1" Crystal Badges; Two Tone & Rock Badges (Circular & Rectangular); 9" Dia Target Patches; 10" x 3" Rock Patches; Reflector Stickers; Plastic Pin-On Badges and many others.
Come in and see us or telephone for more information. We offer a 24 hour service to the whole of the U.K. and fast turnaround worldwide. If you want to increase your sales expand into accessories.

REMEMBER THE NAME — YOU'RE GOING TO HEAR IT A LOT

S. GOLD & SONS (RECORDS) LIMITED.,

777-779 High Road, Leytonstone,
London E11 4QS
PHONE 01-558 2121/2
24 hour answering service 01-556 2429

IMPORTS. NOW IN STOCK. LIMITED EDITIONS.

JAM — GOING UNDERGROUND + LIVE E.P. (Pic Sleeve)
SPECIALS — GANSTERS with Pic Sleeve
SELECTER — ON MY RADIO. Pic Sleeve
LAMBRETTAS — POISON IVY. Pic Sleeve
SIOUXSIE — HONG KONG GARDEN. Pic Sleeve
RAINBOW — SINCE YOU'VE BEEN GONE. Pic Sleeve
POLICE — CAN'T STAND LOSING YOU. Pic Sleeve
TUBEWAY ARMY — ARE FRIENDS ELECTRIC. Pic Sleeve
KATE BUSH — WUTHERING HEIGHTS. Pic Sleeve
PRETENDERS — STOP YOUR SOBBING. Pic Sleeve
PLUS UNDERTONES, DAMNED, PUBLIC IMAGE, SEX PISTOLS,
MADNESS, BEAT, BODYSNATCHERS & MANY MORE.
STILL LITTLE FINGERS — INFLAMMABLE MATERIAL L.P.
STOOGES — FIRST L.P. AND FUNHOUSE L.P.
New titles arriving every week. Phone today!

Anglia Record Distributors,
Fitzroy Lane, Cambridge.
(0223) 352639.

CHEAPICHEAPICHEAPI

We Undersell All Importers
See For Yourself
Send For Our Lists
TO-DAY!
GLOBAL RECORD SALES
3 Chestow St.
Manchester
(061) 236 5369

BY-PASS RECORD DISTRIBUTORS (IMPORTERS AND WHOLESALERS)

We have in stock Jazz Funk, Disco and especially American Country Albums.
TRY US — For your 12 Singles
For more details phone for lists TODAY
Contact: Ken 0563 36280
27-29 Portland Street,
Kilmarnock, Scotland.

DISCS

D.O.D. LTD

DIPLOMAT DISC DISTRIBUTION LTD

IMPORTERS AND WHOLESALERS OF U.S. DISCO, SOUL, JAZZ AND JAZZ FUNK ALBUMS AND 12" SINGLES. ALSO DISTRIBUTORS OF U.K. 7" SINGLES.
WE OFFER A VAN SERVICE IN LONDON AREA AND A FAST DELIVERY IN THE PROVINCES. ANY ENQUIRIES WELCOME.

PLEASE CONTACT:
JEFF 01-460 2671 EVES
HOWARD 01-207 2373 DAY
D.O.D. LTD 63 MOATFIELD RD, BUSHEY, HERTS

GOLDEN OLDIES SEND FOR LIST OF OLDIES FROM 20p EACH.

ELPES,
WHOLESALE DEPT.,
70 HUXLEY STREET,
BEXLEY, KENT.

BADGES

THE AUTHORIZED AGENT FOR ADDRESS BADGES PLEASE IGNORES BTP-OPP MERCHANTS

DON'T BUY THAT... BUY THIS!

BETTER BADGES

20p each + 50p max post. Send 5 A.S. for free list.
ADDRESS MAN (BLACK) MISSISSIPPI 241st price
ADDRESS MAN (WHITE) 454p. 50p max. Min. inc. in
ADDRESS MAN (WHITE + WORD) Lots of five.
CASH WITH ORDER.

286 PORTOBELLO RD LONDON W10 0K

EQUIPMENT



YOU SHOULD NEVER BUY BUTTON BADGES.

It is far more profitable to make and sell them yourself. Huge demand — minimal production space — no technical experience. Solidly engineered precision equipment for only £167 plus highest quality components at complete price. A turnover increasing investment for RECORD SHOPS, PHOTOGRAPHY STUDIOS OR COTTAGE INDUSTRY.

ENTERPRISE PRODUCTS
Details from: Dept. E,
GOLDEN OPPORTUNITIES,
78 HIGH STREET,
EWELL, SURREY KT17 1RE
Tel: 01-394 2633

NEW RELEASES

OUR NEW SHOP HAS OPENED

EMPIRE RECORD STORE
115 Stoke Newington Road,
London N16.
Telephone: 01-254 4732

We are stocking all the latest soul and reggae imports and local releases.

NEW DISCO 45 *
MAMA SAY — TREVOR HARTLEY
NO MORE HEARTACHE — FLOYD LLOYD

Available from Empire Record Stores,
and Jet Star Records, 01-961 4422
Open from 8.00-9.30pm

ONE STOP PARAPHENALIA

No need to hunt around. Dynamix offer you 11 button bodges, large and small size on patches, crystal badges, 11 sweat sweaters, 11 pop badges, Two-Tone hats, silk scarfs and ties, concert patches, metal paper badges and other user save or exchange. Send for free catalogue or £1.00 for samples to:

Dept. M2, Brookfield, Dynamics,
105 Doncaster Road, Amsthill, Beds.
Tel: 0525 402703

ROCK TOPS T-SHIRTS

Can be the answer to falling profits. Attractively packaged for nice display and easy storage. Contact us now for details:

Button Badge Promotions, The Arcade,
58A Stanley Street, Liverpool 2.
Telephone: 051-236 0221

TO ADVERTISE
IN SHOWCASE
CONTACT
JANE REDMAN
TEL: 01-836 9311



Directly imported from the U.S.A. quality silk screened T-Shirts, sweat shirts and baseball jerseys. Also litho painted posters on heavyweight paper of memorable U.S. concerts, and concert programmes. Now available for wholesale. For details send to:

Jet Lag,
Wholesale Dept.,
1 Stomaway,
Hemel Hempstead,
Herts. HR2 8TB.
Telephone (0442)
46514.

SHOWCASE

PACKAGING

WILTON PACKAGING

POSTING RECORDS?
ENVELOPES to post records and
CARDBOARD BOXES to hold LPs, Singles and cassettes
COMPETITIVE PRICES
QUICK DELIVERY

Contact Barbara on 01-607 0041
2 RONALDS ROAD, LONDON N5 1XH

TIES

THE OFFICIAL TOUR MERCHANDISING AGENTS

OFFICIAL TOUR TIES

MADNESS
JAM
SPECIALS
POLICE
TWO-TONE
SKA
BOWIE
PISS OFF
CLASH
SELECTER
MODS
LAMBRETTAS

Also T-Shirts, Posters, Photos & more.

24 hour service to the whole of the U.K.

Send now for your samples and lists.

WARNING! ALL OTHER TIES ARE BOOTLEGS.



APOLLO Telephone: 0273-720297.

BASEMENT STUDIO, 33 NORTON ROAD, HOVE, SUSSEX BN3 3BF.

NEW RELEASES

CHAD

NEW RELEASES

Disco 45

BABYLON - JOHNNY CLARK (CHAD 17)
SISTER SUE - MADOO & GENRAL ECHO (CHAD 19)
MY BABY OF MAGIC - SONIA FERGUSON (CHAD 21)
MR. SKA BEANA - ALTON ELLIS & THE HEPTONES (CHAD 21)
WARM & SUNNY DAY - BARRINGTON LEVY (CHAD 22)

FORTHCOMING RELEASES

GIRLFRIEND - JACKIE
AND A NEW L.P. FROM ALTON ELLIS & THE HEPTONES
Available from:

CHA CHA MUSIC,
2A CRAVEN PARK ROAD,
HARLESDEN, LONDON NW10 4LP.
Telephone: 01-961-0734.

NEW RELEASES

RED RHO
RECORDS



BLACK UHURU
SHOWCASE



RISE WITH A SMILE - JOHNNY CLARK (DRDD 30)
HARD TIMES - SONIA (DRDD 17)
BUNNY RYGIN - RINGO (NIADD 109)
HONESTY - BIDDY BROWN (NIADD 107)

D. ROY RECORDS,

5 Felixstowe Road, Kensal Green,
LONDON N.W.10
Telephone: 01-960 0547

NEAT RECORDS
"NAME RANK AND
SERIAL NUMBER"

by
FIST

(Near 04)

Available from:

Neat Records,
71 High Street East,
Waltham, NE28 7RJ
Telephone: 0632 624999
and through Bullet, Fresh
and Red Rhino.

RED RHINO RECORDS

New Single

(Red 3)

THE DEADBEATS

3 Track E.P.

Choose You, Julie's Boyfriend,
Oh No.

Available from:
Red Rhino Records,
9 Gillygate, York.
Telephone: 0904 36499
Also available from:
Rough Trade and Plantic.

SHOP FITTING

MAKE YOUR SHOP SPARKLE WITH OUR NEW 1980 RANGE OF RECORD BROWERS -



**COUNTER UNITS - TILL UNITS -
STORAGE RACKS - BROWSER BASE
UNITS ALL IN WHITE LAMINATE/
MELAMINE FINISH RACKS FROM
£29.95 - V.A.T.**

SEND FOR OUR PRICE
LIST, BROCHURE OR VISIT OUR
SHOWROOMS.
GRAY & BUTT LTD.,
45 KING STREET, STANFORD-LE-
HOPE, ESSEX
TELEPHONE 03756-3041/2 & 78813
TELEX GRABUT LONDON

MAGAZINES

MAY TROUSER

PRESS

AVAILABLE NOW

Content includes articles on the Ramones,
the Jam, Pink Floyd, Gary Numan and lots
more. Cover price 75p, trade price 50p.

Contact: Brian Hogg, 14 Forrest
Road, Edinburgh EH1 2QN.
Telephone: 031-225 4874

EQUIPMENT

KEENPAC

Polythene Sleeves and high quality
polythene record carriers LP and
single size
Printed to your own design at
competitive prices.
Why not let us quote NOW!

LEICESTER
20084 / 537806



On the Move

ONE OF two key vacant posts at the AIRC has been filled. Ian Nicholson, in his mid-30s, has been appointed industrial relations officer and joins the Association on June 1. He is presently working for the National Economic Development Corporation where he is involved both in research into industrial relations and practical work in the construction industry.

A decision will be made in the next few weeks as to the appointment of a marketing executive.

THE IBA has appointed Paul Kopel to the post of information officer replacing James Conway who is now London area officer. Kopel, 28, was formerly a press officer for British Shipbuilders and has previously worked in public relations for the Post Office and Coal Board.

A FARMER has been appointed chairman of Radio Lincolnshire's Local Radio Council. She is Mary Large who has been farming in Lincolnshire since 1951 and has been active in local council affairs for most of that time. Three other members of the Council have been appointed by the BBC Governors;

SHOWCASE

EQUIPMENT

EX JUKE BOX RECORDS
£16.00 per 1000 (min. 200)
RECORD ADAPTORS
1,000 - £7.00, 5,000 - £32.00
7in paper covers 1,000 -
£11.00

(Cols. White or Green)
7in Cardboard covers 500 -
£13.00
(with Poly inners) 400 - £18.00
P & F & VAT inclusive in
above prices. (Discount larger
quantities) C.W.O. or COD 5/pt
extra)

Kennedy's,
The Glebe, 6 Church Lane,
Outwood, Nr. Wakefield.
WFI 2JT
Tel: 0924 822650 or Leeds
35604.

Edited by GABRIELLE JAMES

Capital seeks support for national advertising rate card concept

THE CONCEPT of a national rate card enabling advertisers to buy every ILR station in one move has been deemed impractical and premature by the sales agencies. Tony Vickers, Capital sales director, obtained approval for such a proposal from the board of directors of Capital and used the Brighton conference to launch the concept, though not publicly.

Vickers intends to talk to the stations, sales companies, advertisers and agencies about the possibility which he has been exploring for the last couple of months. "I firmly believe that the growth of the medium will come from national advertising," he told RB. Vickers believes agencies want a simple method of buying the network and that small stations will find it hard to survive if national advertisers pass them by. He is therefore looking for an incentive for national advertisers to buy the whole network.

RB spoke to Mike Vanderkar, managing director of BMS, and Dick Seabright, managing director of R&M, both of whom have yet to be approached by Vickers with concrete proposals. Seabright told RB that if it was a question of adding up rates and offering discount on a rate package this con-

cepted then it would cut across the agreements between the stations and the agencies.

Vickers's idea is to compile a rate card which could be sold by anyone. He agrees that while simple in idea it is going to be very difficult to implement. He denies that the incentives which would have to accompany the scheme would necessarily be a straight discount. Discussions should be able to produce a workable formula, he says.

The many problems to be overcome include the current diversity in both rate card structures and the rates themselves around the network. Even if an acceptable compromise could be reached, how would one share the take? What happens as new stations come on air? How could availability be guaranteed even if the whole thing was run by a very sophisticated computerised system? As Seabright puts it: "You have to be able to sell reality, you can't sell a dream."

It seems that the areas considered by Vickers as problems to be overcome, are the very essence of ILR which a national rate card would damage, according to Vanderkar. "There are very real reasons why people don't want to buy all the stations all the time. I don't think Vickers recognises the marketing

strength of ILR. It's not a national medium. It's a local or regional one. Yes, the industry should be rationalising itself but let's not get carried away. I think a lot of garbage has been spoken about a national rate card. Either it's a good idea or it isn't. Personally I don't think it's practical."

If there is a practical solution which solves all the problems and pleases all the customers Vanderkar will believe it when he sees it. "There are too many bad decisions being made down the line. The medium can be sold regionally and yet Cardiff chose not to be sold with Swansea Sound and we have a situation where Dundee/Perth are struggling to be part of the Scottish rate card". Both Clyde and Forth are currently sold by BMS together and separately. TAY Sound is being pressed to contract AIR Services because of a shareholding interest.

Seabright considers it strange if radio starts a national rate card at a time when it would appear other media are moving away from this concept. "Basically radio is local," he maintains. "National press is national, TV is very aggressive regionally and radio is ultra aggressive locally." It's one of its principle advantages.

Ad. agency pledges money for radio research

PROBABLY THE most useful outcome of ILR's presence at the recent Advertising Association Conference in Brighton was a promise made by Roy Langridge of J. Walter Thompson that the agency would invest money in research into radio's effectiveness. The advertising industry's plea for qualita-

tive research into the medium's ability to shift product was one of the points raised at the radio workshop session hosted by AIRC and Capital Radio.

If other agencies can now be persuaded to take similar action then ILR cannot afford to sit back any longer relying on a selection of case histories which don't conform to the highly specialised and closely-monitored data produced by other media. If the industry can now work with advertising agencies neither points of reference nor prohibitive costs should prevent an early decision into ways and means.

This is not the only area where the AIRC and four selling houses will have to present a combined and determined front to the advertising industry. The diversification in rate card structures and widely differing rates and CPTs, not to mention the time-consuming and complicated job of buying radio were areas of contention brought out in comments previously obtained from a number of media directors and discussed further during the workshop session. Clyde managing director Jimmy Gordon who responded to these pre-recorded views, argued that the final decision rested with the advertisers. "They decide to spend," he said, "we cannot force them. We are all still feeling our way to the ideal rate card structure, quite apart from advertising rates. I would much prefer that we arrived at this by a process of discussion with advertisers, rather than a process of trial and error with advertisers boycotting stations whose rate card format or rates they did not like."

The session, chaired by Capital managing director John Whitney and presented by AIRC director Tony Stoller, was geared to stimulate discussion and perhaps most effect will be felt in later weeks as long as radio can maintain the momentum and build on the genuine areas of concern. It offered three short presentations to provide points for discussion within the umbrella title 'The Wonderful World of Wireless (or 'Radio' as Whitney quipped). The first dealt with the growth of ILR. The fact that it is growing, very fast, led delegates to a discussion on ILR as a local medium of national importance because by the mid-1980s it will cover 90 percent of the UK population. While the meaning of the word 'local' in ILR terms was questioned in comparison with other countries in the world whose stations are much smaller and more numerous, the discussion inevitably moved on to the difficulties in buying the medium and points were put on ice until the third part when Gordon dealt with agency objections.

Criticism has long been levelled at the apparent attitude of creative directors to radio - a secondary medium worthy of scant attention. Good radio commercials, British-made, are hard to catalogue. Radio blames the agencies for not encouraging expertise and the advertisers blame radio for not selling creativity with the medium. Following the second presentation on the Challenge of Sound the point was made that television encourages creativity to a high degree, but radio has made no such efforts.

MERCHANDISING

CHOICE

Huge product range. Kinds go to the shop with the biggest choice, so shops come to us and get the best price and service too.

1. Printed T-Shirts/Sweet Shirts.
2. Round badges
3. Cloth patches
4. Steel patches
5. Brass hangers
6. Pop scarfs
7. Printed fan bands
8. Large patches
9. Mod & Punk ties
10. Transfers

Berkshire Merchandise Centre, 6 Station Approach, Reading

Telephone: Reading 588607, 582023

Clyde holds public meeting in bid for Ayr franchise

ILLUSTRATING ITS determination to run an associate station covering Ayr, Radio Clyde has invited its competitors and members of the public to a meeting this evening (12) in an Ayr hotel. Managing Director Jimmy Gordon will outline Clyde's proposals and take questions from the audience.

According to JICRAR research, 50 percent of those people who can pick up Clyde in Ayrshire listen to the Glasgow station, an audience of around 120,000. This factor is part of Clyde's argument that an associate station could serve the area better than an independent operation. It wants to protect the considerable listenership it already attracts which compares with a 12 percent reach for BBC Radio Scotland and Radio-4, with the rest shared between Radios 1, 2, 3 and Luxembourg.

Capital rock story series

CAPITAL'S ANSWER to Radio-1's *Story of Pop* will show an hour of Mike Smith's UK Top 30 stand for 17 weeks from Sunday, May 18. *Madness' Waves - A Soundtrack For The 70s* tells the story of the music of the 70s using the voices of those who made it happen with very little commentary from presenter Alan Freeman.

Described by Capital as a "blockbuster" the series will be aired between 3pm - 4pm each Sunday, kicking off with "The Legacy of the 60s" with Rod Stewart, Roger Glover and Jimmy Page among the story-tellers. The programmes are roughly 50 percent music and speech covering "Singer Songwriters", "Glamour And Glitter Rock", "What Happened To The Beatles After The Beatles", "Old Wave (the state of music in 1975/6 before punk)", two programmes on new wave and its ramifications, the growth of independent record companies, electronic music, heavy metal, the Survivors (Pink Floyd, Bee Gees), how pop music was revitalised in the 70s and crystal ball gazing into the 80s.

Van Morrison, Kate Bush, Bob Geldof, Cliff Richard, Bryan Ferry, Smokey Robinson, Jackson Browne, Don McLean, Stephen Stills, Graham Nash and Ringo Starr are among those artists featured. Tim Blackmore, who worked on the BBC's *Story of Pop*, is executive producer of the series which was produced by David Briggs and compiled by John Pidgeon.

● Capital hopes to promote Knebworth annually and to help ensure success this year the station has put up more than £70,000 to pay for policing and local government services as well as a voluntary bond of £25,000 to be forfeited if the concert over-runs by as little as one second over time.

The station will record the festival for later transmission and will offer the resulting programmes to other ILR stations.

Two additional groups are reading applications to the IBA, one headed by publisher Keith MacDonald and the other by retired lawyer Robert Hunter. Clyde's argument is that setting up a station to cover a population of 300,000 would probably mean a staff of about 21 people and very little money to spend on programmes. Clyde's newsroom alone employs this number and in addition Clyde spends over £40,000 a year buying in Scottish news and sports coverage. This is with its £70,000 a year payment to IRN. A separate Ayr station could not begin to compete with this news coverage. The station's Ayr patronage is felt throughout programming at present. In one day Clyde can receive as many as 40 requests from Ayrshire. An independent station would in effect be in competition for listeners with one of ILR's most successful stations in the most heavily populated part of its area.

This evening at the Darlington Hotel, Miller Road, Gordon is hoping for a dialogue more than a public meeting. "The object of the get-together is for us to hear and to listen just as much as it is to talk. We will give the facts that lead us to believe that an independent operation would not only provide inferior service but make substantial losses. Presumably there will be some people in the audience involved in other groups who disagree with us. The audience can decide whose figures are right."

Should Clyde be successful in winning the franchise, it promises a custom-built station in Ayrshire broadcasting special programmes for the area on an opt-out basis with Clyde. It could be on the air the day after the IBA makes the transmitter available. It is the first time an existing ILR station has applied for an additional franchise.

Radio to help school leavers

AN INVITATION to any local radio station, BBC or IBA, interested in programming which will help young school leavers find jobs, to contact Manpower Services Commission for substantial assistance has been made by Geoffrey Holland, head of MSC's Youth Opportunities Programme.

RB spoke to Holland following the announcement by the BBC that DLT's breakfast show is spearheading a School Leavers' Special 8-week project also involving Radio-4, the Jimmy Young programme and, theoretically, local radio. While DLT's two daily bulletins at 7.40am and 8.40am are designed to reach school leavers, Radio-4 programmes *Now And Yours*, the *Sunday Food Programme* and *Tuesday Call* are being used to encourage parents to become involved.

Some ILR stations have already gained considerable experience in combating the youth unemployment problem with the help of MSC but this is the first time BBC radio has become involved.



WAS IT worth it? Jack McLaughlin (left) and George East cooling off during Victory's first on-air charity auction when a listener donated £50 for them to be on the receiving end of a well-aimed bucket of water. Nearly £8,000 was raised by the station in two days for four local charities, with a little help from 200 advertisers who donated auctionable items, IBM which installed a computer for the weekend, and a large department store's substantial cheque. McLaughlin hopes to make it an annual event... The appointment of a managing director to Devonair imminent... Ray Charles to play the Capital Jazz Festival - his first visit to this country since October

Rockshow Report

MOST AIRPLAY Descending Order	MOST ADDED Descending Order
1 HYPNOTISED Undertones Sire SKR 6088	1 SOLO IN SOHO Philip Lynott Vertigo 9102 038
2 WHEELS OF STEEL Saxon Carrere CAL 115	2 BABY'S GOT A GUN Only Ones CBS 84089
3 DUXE Genesis Charisma CHR 101	3 HEAVEN & HELL Black Sabbath Vertigo 9102752
4 WHAT'S THE WORD Fabulous Thunderbirds Chrysalis CHR 1287	4 THE RUSSIAN ARE COMING Brain Tchakorecky Radar RD56
5 15 SECONDS Cure Fiction FIX 4	5 THE CORRECT USE OF SOAP Marsalis Virgin V2156
6 GET HAPPY Eiv Osenberg F-Best XLLP 1	6 THE PAUL COLLINS' BEAT Paul Collins' Beat CBS 83895
7 IRON MAIDEN Iron Maiden EMI EMC 3330	7 SPORTS CAR Jude Tucker Rocket TRAIN9
8 LOVE & LEAR Sammy Hagar Capitol E-ST 25330	8 DANGER ZONE Sammy Hagar Capitol E-ST 10609
9 WOMEN & CHILDREN FIRST Van Halen Warner Bros K56793	
10 SONGS THE LORD TAUGHT US Cramps Illegal ILP 005	

THE UNDERTONES *Hypnotised* has given the Most Airplay list a long overdue shake-up at the top by moving straight in at number 1 with adds at Forth (Chris John), Metro (John Coulson), Orwell (Pete Barraclough), Plymouth Sound (Ian Calvert), Swansea Sound (Steve Mitchell), Victory (Andy Ferriss), London (Mike Sparrow, Stuart Colman), Medway (Mike Brill), Merseyside (Phil Ross), Nottingham (Graham Neal) and RTE-2 (Dave Fanning). The Cure's 17 Seconds and Iron Maiden's *Iron Maiden* also made the crossover from last week's Most Added to this week's Most Airplay.

Local talent being showcased

1976... This year's Hallam International Jazz Festival, May 28-31, includes Stephan Grappelli, George Chisholm and John Dankworth on the bill... Piccadilly finally secured the services of DJ Al Dylan from station CLKW in Detroit to host Pete Reeves' show during its Stars and Stripes... Hospital radio stations can now obtain pre-recorded greetings from Capital DJs Alan Freeman, Roger Scott, Mike Smith, Graham Dene, Dave Cash and David Rodigan for use on air, such has been the demand for messages from Capital presenters wishing patients a speedy recovery and encouraging them to listen to hospital radio... LBC sponsoring and promoting the City of Westminster's Bottle Bank as part of the Cleaner City campaign asking people for old bottles and jars to be recycled...

around the country includes Dawn Trader at Nottingham ("mucho interest from record companies," according to Graham Neal); Carl Green & the Scene did an "excellent session" at Tees; and at Orwell Pete Barraclough featured an hour of local groups recorded at Octopus Studios near Ipswich.

Phil Ross at Merseyside is doing his best to keep the indie scene alive, playing the Glaxo Babies' *Nine Months To The Disco*, John Cooper Clarke's *Snap, Crackle (&) Pop*, the Desperate Bicycles *Remorse Code*, and the Pop Group's *For How Much Longer Must We Tolerate Mass Murder*.

Medway's Mike Brill is featuring *Centerbury Pop 1980* (Criminal records) on his show. The album was recorded at the Marlowe Theatre with the Manor mobile.

NEW ALBUMS

—The Record Business 5-Star Album Guide

- **** CHART BUSTER — platinum album
- **** HOT — major album with silver or gold potential
- **** UP-AND-COMING — strong release from established act or expected breakthrough
- *** STEADY — worthwhile catalogue or specialist album with limited potential or simply new and hopeful
- ** STRICTLY CREDIT — specialist market sales only
- ** Single likely to boost sales

ARTIST/TITLE LABEL	LP/EP	CDS	COMP. YEAR	CDL	Release
AVERAGE WHITE BAND SHINE BICA ** • New album from former top five more albums than groups of both acts in comparsion, in-store videos and various tracks as back up. You're invited ●		MCY 2062	4 99	4 82	MAY 9
BILLY FALCON THE BEST OF BILLY FALCON ** • Best UK album since 1985 for MCA by pop rock artist gets consumer press only		MCY 2062	4 99	4 82	MAY 9
BILLY CORLIAN THE BEST OF BILLY CORLIAN (CBS) ** • Compilation of 1970-75 material from the jazz drummer whose style ranges from heavy rock and jazz to free form drum compositions		CBS 64233	4 99	40-84233	5 19 C MAY 16
CHARLIE DANIELS BAND FIRE ON THE MOUNTAIN (CBS) ** • Compilation of 1970-75 material from the best band whose 'Country Girl' single could well follow 'The Love Train' to 'Georgie' up the charts		CBS 31820	2 79	40-31820	2 79 C MAY 23
CHARLIE HUGH SONS OF LOVE (Epic/Am) ** • Compilation includes the slow ballad of the 'Country Girl' single could well follow 'The Love Train' over the last two decades		EMJ 3025	3 99	HSC 3025	1 99 H MAY 9
CHEAP TRICK CHEAP TRICK (Epic) ** • First British debut of debut album from rock group who have got to #1 in US in the previous active they have in fact hit at many places in Asia and Japan		EPC 81917	4 96		C MAY 9
DOLLY PARTON DOLLY DOLLY DOLLY (CMA) ** • New product from the country singer's current US hit single 'Starting Over Again' and gets consumer press only		RL 13248	4 99	RL 13248	4 99 R MAY 9
EDWARD STARR STRONGER THAN YOU THINK I AM (Don Carter) ** • New album, from the veteran soulstar who is back in favour, contains his new single 'Tid-A-Gar' and gets back track ads, in conjunction with label 'Harvest'		7E15	4 99	4 815	4 99 R MAY 9
ERIC GALE THE BEST OF ERIC GALE (CBS) ** • Best of collection of the veteran session guitarist who has had a number of hits on such tracks as 'Down You the Way to Go' by The Jacksons and 'Lined Up' by The Jacksons		CBS 64201	4 99	40-84201	5 19 C MAY 16
GEORGE JONES AND TAMMY WYNETTE ** • Collection of old material from the legendary country duo that had just got together again on vinyl		SHM 3024	1 99	HSC 3024	1 99 H MAY 9
GRACE SLECK CREAMS (RCA) ** • New album from former labeler Jackson Shupak's daughter contains up and coming single of the life track and gets consumer press ads		RL 13244	4 99		R MAY 9
GRADUATE ACTING MY AGE (Prestige) ** • Debut album from both group and label gets track ads, in-store displays and tracks as back-up. Group are supporting single 'Luz' on her tour which ends next week		PART 001	3 95		A MAY 9
ISAAC HAYES ONCE AGAIN (Polygram) ** • New album from the insurance of the marshall band who is going from strength to strength on both the vinyl and performing tours in US		4450 526	4 95		F MAY 9
JAY WOBBLER THE LEGEND LIVES ON (MCA) ** • Reggae tribute album which first came to notice via a 12" single in 1978 covers up with a new album and single two		W151	5 95		C MAY 9
JAMES GALWAY A CLEAR LAUREL (J&R) ** • Contains John Dankworth arrangements of MOR and classical pieces. Promotion includes posters on 88 and LT titles, in-store displays, ads in Guardian, Radio Times, Punch and Daily Mail. Set to be TV Guide for television campaign		RL 2220	5 43	RL 2220	5 43 R MAY 9
JOHNNY CASH MY SO LONELY... COULD YOU (Mercury) ** • First full CD release of the country singer who has had a number of hits on such tracks as 'Don't Pick A Side'		SM 3027	1 99	HSC 3027	1 99 H MAY 9
LEON HAYWOOD NATURALLY DON (Mercury) ** • First full CD release of the soul singer who has had a number of hits on such tracks as 'Don't Pick A Side'		1613	4 99	1613	4 99 R MAY 9
LOGGINS AND MESSINA ** • Budget price selection of tracks from the now separated West-Coad duo but includes 'The House You Pitter Came To' and 'Don't Dance'		CBS 31820	2 79	40-31820	2 79 C MAY 23
MAHAVISHNU ORCHESTRA THE BEST OF THE MAHAVISHNU ORCHESTRA (CBS) ** • Compilation of tracks from the jazz fusion band led by guitarist John McLaughlin		CBS 64222	4 99	40-84222	5 19 C MAY 16
MUNDAY JERRY SIX A SIDE (Santalita) ** • Compilation of tracks recorded since group linked in US includes several international hits and some previously unreleased single. Distributed by Santalita whose phone number is 01-727 8636		SAT 001	3 75		N APR 25
ORCHIDS THE ORCHIDS (MCA) ** • New from formerly popular an aggressive sounding new wave. All girl group. Ads in consumer press support release		MCY 3067	4 99		C MAY 9
PROFESSOR LONGHAIR CRASHIN' FEELTA (Gone) ** • The last album recorded by the sadly departed piano bluesman is currently finding favour with the likes of Alex		SWF 633	4 99		A APRIL
QUARTZ DELTID (MCA) ** • Issue under new title of long defunct experimental debut album by heavy metal outfit carries in a brown paper bag		JETLP 233	4 99		C MAY 9
RANDY CALIFORNIA RAY KOPFER AND THE FABULOUS TWINS (Mercury) ** • New from the rock and roll group with a mid-price re-issues of their debut catalogue and gets three press TV spots		CBS 31820	2 79	40-31820	2 79 C MAY 23
RAY CHARLES HEART TO HEART (Polygram) ** • Compilation of greatest hits follows Polygram's re-issues of his debut catalogue and gets three press TV spots		MATV 1	4 99	31820	4 99 F MAY 23
RETURN TO FOREVER THE BEST OF RETURN TO FOREVER (CBS) ** • Compilation of tracks by Ozzy Osbourne's 'occasional' rock congregation		CBS 64202	4 99	40-84202	5 19 C MAY 16
ROBERTA FLACK FEATURING DONNY HATHAWAY ROCKAWAY (Mercury) ** • First album in a while from respected soulstress features some of the best recordings made by Donny Hathaway		450066	5 00		W MAY 9
STEPHANE GRAWPEL (Mercury) ** • Star of the film 'The Catcher' getting heavy radio plays is enormous in USA and pressing his over-the-top, ballad oriented album all the way		RLM 51001	3 99		R APR 11
STEVE MARTIN A WILD AND CRAZY GUY (Black Box) ** • Star of the film 'The Catcher' getting heavy radio plays is enormous in USA and pressing his over-the-top, ballad oriented album all the way		MSF530	5 00		W MAY 9
SUICIDE SUGAR (Epic) ** • Second album from New York based postmodern rock group gets full in-store displays, hip hop ads in consumer press		RLPS 7007	5 99		E MAY 9
TAMMY WYNETTE IN LOVE (Pathmark) ** • Collection of tracks by ex-guitar group singer gets full in-store displays, hip hop ads in consumer press		SHM 3026	1 99	HSC 3026	1 99 H MAY 9
VARIOUS ARTISTS MUSIC USA (Mercury) ** • Compilation of tracks from artists such as Slim Whitman, George Jones and Maddy Montgomery		SHM 3028	1 99	HSC 3028	1 99 H MAY 9
VARIOUS SOULS OF COCKNEY MUSIC (Mercury) ** • Compilation of tracks from the likes of Billy Bragg, John Lydon, John Stewart's subject of 'top' phase featuring covering whole of England region by session between 23 and 30 July		ROSTY 1	4 99	ROSGM 1	5 15 F APR 25
VARIOUS CHAMPAGNE AND ROSALS (Pathmark) ** • First album in a while from respected soulstress features some of the best recordings made by Donny Hathaway		450066	5 00		W MAY 9
VARIOUS LESER AND STOLLER (Mercury) ** • Star of the film 'The Catcher' getting heavy radio plays is enormous in USA and pressing his over-the-top, ballad oriented album all the way		RLM 51001	3 99		R APR 11
VARIOUS WINDMILL MUSIC (Mercury) ** • Star of the film 'The Catcher' getting heavy radio plays is enormous in USA and pressing his over-the-top, ballad oriented album all the way		RLM 51001	3 99		R APR 11

ALBUM REVIEWS

Top 60

ERIC CLAPTON: Just One Night (RSO RSDX 2) Prod: Jon Astley
Clapton has participated on many live recordings in his time, none of which have done him much justice. This time, however, things are looking up, with this set from the Budokan. The double album kicks off with a selection of his subdued, trundling, country style pieces like 'Lay Down Sally' and 'Wonderful Tonight' before picking up feeling on 'Double Trouble' and 'Blues Power' and finishing with a blues medley. Clapton plays up a storm, and a UK-off offer on the first 20,000 and a £1-off should see it into the chart.

Too which yielded two fine chart singles, Gold has taken a couple of years now to reassess his sound. The result is a self-produced outing that shows him toughening things up considerably, injecting some of his rock 'n' roll into material that might have sounded better performed in his dreamier early style. His attempts to sound angry fall a bit flat and he cranks out one guitar solo too many. On the positive side, his writing is still up to standard and love songs like 'Little Company' work well.

EMMYLOU HARRIS: Roses In The Snow (Warner Brothers K56796) Prod: Brian Arner
Continuing her trend towards the country end of things, Emmylou goes full tilt into acoustic bluegrass (and earlier music). Ralph Stanley, A.P. Carter and the Louvin Brothers all show up in the song credits as do three traditional numbers arranged by the producer. Country fans will go for it in large numbers but floating punters expecting more of the heartfelt Harris voice may find the LP a bit low-key for their tastes. Nonetheless, her TV marketing treatment has widened her appeal considerably this last year.

JOE ELY: Live Shots (MCA MCF 3064) Prod: Michael Brovey
Although Ely has not registered too well sales-wise in his role as country's-acceptable-spokesman-to-the-rock-fan, this album goes out at £39.99 until end of May and sees him in good form all recorded in London, with his band playing more raunchily than usual and pictorial endorsements from the Clash all over the sleeve. Could do better than that for his fans, but for rock 'n' roll insiders, this man seems to be a long time coming.

CHEAP TRICK: Cheap Trick (EPC 81917) Prod: Jack Douglas
With the next Cheap Trick album not due until the Autumn, CBS has issued the band's first LP—released in America three years ago and not previously available—in the UK. It bears their distinctive heavy rock style but is rawer and less polished than either *In Color* or *Dream Police* but should clock up healthy sales.

STAPLE SINGERS: Brand New Day (Stax STM7009) Prod: Not listed
A selection of odds and ends that didn't make it during the heyday of Stax and intended for his own label, the group's treatment has widened her appeal considerably this last year.

FRANK MARINO AND MAHOAGNY RUSH: What's Next (CBS 83897) Prod: Frank Marino
The black sheep of the heavy revival, this Canadian three-piece still has to cash in on the British sales market. A dated sound (shades of Rainbow and Little or Paul tilt) nonetheless the music is a little more compact than before. Better sales action than previously perhaps, in the current climate, but don't expect miracles.

VARIOUS ARTISTS: We Do 'em Our Way (MFP 50481)
The budget label's second venture into new wave territory with a rather cleverly conceived compilation, based around the contemporary versions of a dozen yesteryear winners. Some of the treatments, like Those Helicopters' leery version of 'World Without Love' and UK Subs' frantic 'She's Not There' are lightyears from the sound of the originals—which may well be part of the appeal of an album which contains instantly relevant repertoire like Devo's 'Satisfaction', Money by the Flying Lizards, 'Walk On By' by the Strangers and 'Rock Around The Clock' and 'Stepping Stone' by the Sex Pistols. At £1.99 it's a bargain.

RIOT: Narita (Capitol E-ST 12081) Prod: Steve Loeb/Billy Arnell
Recently touted with Sammy Hagar, this heavy American five-piece, although very much a guitar band, does feature the sort of high-pitched, hysterical vocals that one associates with the art end of the spectrum—Pavlov's Dog for example. The fruits of the tour and the current metal vogue may well see this rather promising second album into the charts.

ROBERTA FLACK: The First Time Ever I Saw Your Face (Pickwick SHM3022) Prod: Not listed
It is eight years since the title track established Roberta Flack as a major record selling artist, but such is the enduring quality of Ewan McColl's haunting love song that its first recording on Budget with 'Surely' re-focuses consumer interest on the album, particularly since it contains her other smash single 'Killing Me Softly'. Also to be found in a package of style and quality are her versions of 'Bridge Over Troubled Water', 'To Love Somebody' and 'Will You Still Love Me Tomorrow', songs which the impulse buyer will immediately relate to.

Best of the Best

ANDREW GOLD: Whirlwind (Aylurum K 52219) Prod: Andrew Gold
After the excellent *All This And Heaven*



Country Welcome
Warwick WW 5082



Boxcar Willie: King of The Road
Warwick WW 5084



The National Brass Band: Golden Melodies
K-Tel ONE 1075



Good Morning America
K-Tel NE 1072

May Albums

TV GUIDE

For updates see RB's
weekly TV Guide

Title/Artist/LP & Cassette No

	ERRP	ANGLIA	ATV	BORDER	CHANNEL	GRAMPAN	GRANADA	HTV	LONDON	SCOTTISH	SOUTHERN	TYNE TEES	ULSTER	WESTWARD	YORKSHIRE	Comments
GOOD MORNING AMERICA Various (K-Tel NE 1072/2072)	£4.99 4.99						Now					Now			Now	These areas run three weeks, will roll out.
THEMES FOR DREAMS Various (K-Tel NE 1077/2077)	£4.99 4.99		19					19						19		Pan pipe music. Runs three weeks.
MAGIC REGGAE Various (K-Tel NE 1074/2074)	£4.99 4.99		Now													Runs three weeks.
HAPPY DAYS Various (K-Tel NE 1076/2076)	£4.99 4.99						Now				Now			Now		Runs three weeks.
GOLDEN MELODIES Various (K-Tel ONE 1075/2075)	£4.99 4.99		Now				Now									Brass band music. Finishing in these areas, will roll out.
BY REQUEST Lena Martell (Ritco RTU/RTLC 2046)	£4.99 5.49												Now			Runs through June.
CHAMPAGNE & ROSES Various (PolyStar PDS1V/PS1VMC 1)	£4.99 5.15								21	21						Runs until 6.5, roll out through June and July.
HEART TO HEART Ray Charles (Decca RAYTV/RAYMC 1)	£4.95 4.99						19									20 greatest hits compilation.
HIS GREATEST LOVE SONGS Charles Amstavour (K-Tel NE 1078/2078)	£4.99 4.99		12													Runs three weeks.
THE INCOMPARABLE Ella Fitzgerald (Polydor POLTV/POLTVM 9)	£4.95 4.99		26				26									Second phase of the campaign which started in April.
MELLOW MUSIC Acker Blik (Warwick WW/WW4 5069)	£4.99 5.29									Now						Ends this week.
COUNTRY WELCOME Various (Warwick WW/WW4 5082)	£4.99 5.29		19													Runs three weeks.
KING OF THE ROAD Boxcar Willie (Warwick WW/WW4 5084)	£4.99 5.29								12							Runs three weeks.



- OVER 3,750 ALBUMS & SINGLES FROM 380 LABELS
- ALPHABETIC LABEL LISTING WITH ADDRESS, PHONE NUMBER & DISTRIBUTOR
- A-Z ARTISTS INDEX

The definitive guide to the small label scene you can't afford to do without.

SELL TO YOUR CUSTOMERS!

Extra copies available for 80p per copy (orders of five or more) with cover price of £1.25. p&p extra.

Telephone Jacquie Harvey in RB's Sales Office.
01-836 9311

Singles Business

NEW SINGLES

The Record Business Singles Marketing Guide

■ Special bag (White/Special Vinyl) ■ E-149 Recommended Retail Price

75 Singles scheduled for release May 16

ARTIST/TITLE A SIDE/B Side (Label)	7-inch	Dist.	12-inch
ALICE COOPER CUES (WE'RE ALL Maded Cousins) (Warner Bros)	K17598	W	E
AMBER DE'NO MATE Take Your Time (EMI)	EM 5077	E	
APRIL LOVE & BRUCE Stay With Me Now (A&J)	AND 270	C	
BEACH BOYS SANTA ANITA WINDS Summer (Capitol)	EPIC 6593	C	
BEACH BOYS SANTA ANITA WINDS Summer (Capitol)	CRB 8633	C	
BERNARD WINGLER I'M LUCKY (Globe)	GLB 10247	A	
BOB SEGER & THE SILVER BULLET BAND AGAINST THE WIND No Man's Land (Capitol)	CL 16143	E	
BOBBS BRODACK Forever's Lovers	BD0451-1	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-2	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-3	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-4	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-5	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-6	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-7	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-8	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-9	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-10	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-11	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-12	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-13	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-14	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-15	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-16	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-17	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-18	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-19	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-20	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-21	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-22	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-23	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-24	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-25	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-26	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-27	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-28	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-29	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-30	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-31	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-32	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-33	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-34	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-35	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-36	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-37	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-38	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-39	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-40	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-41	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-42	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-43	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-44	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-45	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-46	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-47	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-48	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-49	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-50	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-51	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-52	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-53	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-54	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-55	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-56	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-57	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-58	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-59	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-60	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-61	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-62	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-63	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-64	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-65	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-66	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-67	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-68	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-69	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-70	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-71	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-72	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-73	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-74	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-75	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-76	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-77	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-78	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-79	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-80	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-81	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-82	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-83	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-84	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-85	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-86	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-87	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-88	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-89	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-90	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-91	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-92	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-93	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-94	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-95	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-96	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-97	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-98	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-99	E	
BOBBS BRODACK FOREVER'S LOVERS (Capitol)	BD0451-100	E	

BG Guns take aim this week: The Specials, ELO, Rod Stewart, Thin Lizzy and Gary Numan head more than a dozen hit acts with new product.

ELO's 'I'm Alive' (JET 179) is their first of the year and comes from the soundtrack of Xanadu, a musical fantasy film starring Olivia Newton-John and Gene Kelly, scheduled for release here in October. Jeff Lynne has written five songs for the film, and a second single teaming ELO with Newton-John will appear with the album in the summer.

Denny Laine aims to become the second solo wing in the chart with his 'Japanese Tears' (HS 40), licensed through Hammer and distributed by Pye), of which more has been written so far than heard: the song was born in various watering-holes in a Catswhisker McCarty languished at the Tokyo jail. Laine, Hammer and Scratch are promoting hard and a showing on the Airplay 100 is likely.

Two big indie singles are in the offing. Toyah's 'Ieyla' (SAFE 28/L28) is a remixed version of a track from her forthcoming *The Blue Meaning* Special Album, available on both 7 and 12-inch (5 and 8 mins respectively). Already a month overdue, Athletics Spizz 80's 'No Room' (RTSO 5) is promised imminently from Rough Trade, struggling to overcome problems with test pressings. As Spizz Energi and Spizz Oil, of course, the band have had several big-sellers, including the indie chart-topper 'Where's the Captain Kirk?'

Monster disco cuts from Lipps Inc. and Freeze now have major UK distribution, and reggae/disco outfit Cool Notes—whose 'My Tune' sold steadily right across 1979 on the Jama and Scope labels—debut for Gem with 'Sugar Sugar' (GEMS 32).

Nicky Chinn and Mike Chapman's Dreamland label bows in with 'New Romance' from American outfit Spider, bulleting healthily at 57 in the *Record World* US Chart and with good airplay chances here. Don't confuse with Spiders, whose reworking of 'Money Money' is currently getting Radio 1 rockshow interest, available on Red Shadow REDS 004.

Re-issues debut: Pye has dusted off the 1975 West Ham cup anthem (7N 45470) and Polydor re-services Ella Fitzgerald's Verve recording of 'Every Time We Say Goodbye' to bolster their enterprising TV album venture. Kenny Rogers, with three albums and a UA duet with Kim Carnes on the go, appears in yet another gem hit with the First Edition packed together on Reprise (K14483).

Will-it-be-worth-the-wait debut: official blurb from Decca calls 'Night Flight' the follow-up to Justin Hayward's 'Forever Autumn'. Two years separate the discs—though the product, Jeffrey Wayne, is the same.

Pic discs trickle on. The latest comes from the Lambrettas (XPRES 333) in limited edition though the major concern declined to say how limited, adding public-spiritedly, "the wholesalers will grab them all, and they're really meant for the dealers'".

Unbeatable for new releases

Key to Singles Distributions

A-Pye B-10 Steps C-CBS D-Stage One E-EMI F-Phonogram G-Rough Trade H-WEA I-Wynd U-Z-Bulet P-Pinnacle Q-Rough Trade R-RCR S-Salsita T-Transatlantic V-Radio Horn W-WEA Y-Dynast Y-Dynast

No other paper comes near *Record Business* for new product lists. In a typical week RB features 91 new singles and 38 new LPs (Music Week, by comparison, offers 51 singles and 25 LPs). But RB goes much further. Only here will you find complete 12-inch, pic bags and special vinyl details on singles and the unique "5-star" rating with editorial/marketing commentaries on every album. And only RB gives prices for all LPs, cassettes and 12-inches.

* Figures for Jan/Feb 1980

GAR SAMMY HAGAR
R SAMMY HAGAR
SAMMY HAGAR
SAMMY HAGAR SA
IMY AR SAM
Y HAR SAMMY
AR SAMMY HAGAR
GAR MY HAG
AGAR SAMMY H
HAG SAMMY
AGAR
R Y HAG
GAR



THE NEW SINGLE
HEART BEAT / LOVE OR MONEY
Two brand new tracks in special colour bag.

Capital RED 1