

RECORD BUSINESS

INSIDE

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November 17, 1980 VOLUME THREE Number 35

60p



THE NASH the Slash fan club seal a pact with DinDisc in suitably gear surroundings. Nash is the one in the hat, mainman Richard Branson is among those described as "satisfactory." But what happens to the DinDisc team when the bandages come off?

Dutch LPs flood UK through latest EEC legal loophole

DESPITE THE best efforts of the MCPS and the UK record industry, importers have found a new back door into the country for cut-price albums.

The new imports route is via Holland. American exporters can ship stocks of product to the Netherlands where copyright law is not as strong as the UK statutes. One importer has opened his own warehouse in Holland, which is acting as a staging-post for North American exports.

There the records can be stamped for legal sale by STEMRA - the Dutch equivalent of the MCPS - and then sent

on to the UK.

Quite apart from the new back door for Canadian and US albums, Dutch product has become an attractive buy for British importers and retailers because of the relative strength of the pound. Large quantities of Dutch pressings are now finding their completely legal way onto the UK market.

Top-selling titles like the new LPs from Blondie and Barry Manilow are being undercut by nearly £1.

The two-stage import of North American pressings, via Holland product that come under an MCPS import ban falls into a legal grey area that is yet to be tested in court.

A London importer, for instance, is

claiming that "goods circulating legally and with the consent of the copyright owner within an EEC member state cannot be restricted from being exported to any other member state."

In Britain, the MCPS has been watching the situation closely, but has yet to challenge the Dutch shipments, although a legal test case against them has not been ruled out. An MCPS delegation recently visited Holland to forge closer links with its opposite number there.

We believe that subject to litigation, in the European Court, we are not empowered to stop licensed product coming in from the EEC," said MCPS general manager Graeme Churchill.

Fruin returns as top executive with Pickwick

SIX WEEKS after his sudden resignation from WEA, John Fruin this week surprised the record industry once again by announcing that he is joining the Pickwick budget and racking company as senior executive.

Initially his responsibilities are not being precisely defined. "We expect John to spend the first few months familiarising himself with the overall operation and then to settle down into the areas of the business where his experience can be of most benefit," Pickwick Chief Monty Lewis told RB.

"It is the Board's intention, apart from increasing its involvement in the budget record and tape business, to move positively into videogram distribution next year and initial plans are already under discussion with various manufacturers."

He added: "Being a very successful

group we have not found it necessary, despite the downturn in business, to make redundant any senior personnel - on the contrary we have always been short at top management level."

Fruin commented that the offer from Pickwick provided him with the opportunity to remain within the music industry while allowing him to move

Stop Press

into areas which were challenging but different and not involving quite so much stress as in the past."

"Pickwick is extremely successful, so my job is not to put anything right, but to help it's further diversification and future growth."

Overcrowding means grim tour promoting prospects

MASSIVE OVERCROWDING on the tour circuit is leading to a rash of cancelled shows and "papered" halls - and it's a situation that shows no sign of letting up.

Top promoter Harvey Goldsmith described the national picture as 'grim' and blamed current problems on the large number of tours on the road which meant that both major and lesser acts were fighting for a share of a depressed market.

"Shows that should be instant sell-outs are taking two or three weeks to go clean," said Goldsmith. "Concerts that you could reasonably have expected to be sell-outs are doing 85 percent business."

Goldsmith added that he had decided to promote just two tours this

Autumn and had passed on 12 projects. "But there seem to be more promoters than ever these days and they are putting on anything and everything. All I can say is that they are cooking their own goose."

His views were backed up by promoter Paul King who described the number of tours on the road last month as 'just stupid'.

"Manchester and Glasgow have become graveyards recently," he told RB. "I think there has been too much pressure from record companies on bands to undertake uneconomic tours."

King's recent tours with Darts and Secret Affair proved slow sellers, while Yellow Magic Orchestra's con-

● TO PAGE TWO

THE LEGEND OF
Jesse James
 FEATURING PERFORMANCES BY
 LEVON HELM ~ JOHNNY CASH
AS JESSE JAMES AS FRANK JAMES
 EMMYLOU HARRIS ~ CHARLIE DANIELS
AS ZERVELDA JAMES AS COLE YOUNGER
 WITH ALBERT LEE
AS JIM YOUNGER
 Written and Composed by
 PAUL KENNERLEY
 PRODUCED AND ENGINEERED BY GLYN JOHNS
 ALBUM AVAILABLE ON CASSETTE FROM 1980

£53m dip in disc output reported by BPI survey

FACED WITH the continuing slide of trade deliveries throughout the year, the value of the British record industry's annual output is estimated by the BPI to be worth £58 million less than a year ago.

According to figures covering the year to end of September, output for the previous 12 months was worth £249 million, against £263.7 million to September 1979. To keep pace with inflation, it should have risen to £307 million to maintain an even value.

Although no figures are given, the BPI suspects that continuing growth of parallel imports, as well as home-taping, is having a serious impact on industry production figures.

While the supply of 18.1 million singles in the July-September period was 8.7 percent down on 1979, deliver-

ies of albums were down by 13.1 percent to 13.1 million copies. It is estimated that the British industry is pressing 36 million less albums than two years ago. Deliveries to the trade are down by nearly 20 million units to 67.6 million a year, while singles have dropped by a similar amount to 77.1m from the height of the disco boom 18 months ago.

Even the expansion in the pre-recorded cassette market, evident earlier in the year, has tailed off. Deliveries dropped by 7.6 percent to 4.9 million copies.

"Recent reports that trade has been picking up might be misleadingly optimistic," comments BPI director John Denny. "There has been a significant upturn it is only from a depressingly low base level."



LATEST SIGNING to Larry Uttal's Earlobe label is Noosha Fox, who scored a number of hits as lead singer of the group Fox. She's pictured looking well pleased with the contract being offered here by Utaal (right), while manager Michael Deeny also smiles approvingly. Her first release will be 'More Than Molecules', written by Andy Arthers and Phil Chamberlain, and produced by Dave Mackay.

Record Sales to 'repair industry image'

THE RECORD Sales retail promotion team is taking a responsibility to help the British industry repair and improve its "battered image", managing director Alan Wade told the field representatives at last week's half-year meeting to unveil seasonal releases at the Heathrow Holiday Inn.

Now in its fourth year of business, the company needed "more than ever to mark its image of legitimate and successful promotion", Wade stressed. Looking back to its early days in retail promotion, Wade commented: "When our clients, the record companies, saw

how efficient and effective we were they decided to have their own in-house promotional forces." However, after the *World In Action* disclosures, signs were that companies were winding down their teams. "This," said Wade, "will put us once again where we were three years ago, but with that much more experience, goodwill and mastery of our trade."

Wade pointed out that Record Sales was interested in promoting to "all record outlets" ready to reciprocate for the service with in-store play and display. Handing out copies of the last BPI draft proposals for a new Code of Conduct, Wade noted: "You will see

there is nothing contrary to our normal promotion practices."

Chairman Richard Jakubowski explained that Record Sales' 23-strong team was servicing over 1,000 dealers, on a weekly call pattern, providing free promotional copies, posters, sleeves and display material. "We work on three priority records, plus intros and records up on others. We don't hide the top two we promote."

During the meeting there were presentations of product from MCA, Spartan, Human, Neptune and NEMS which has signed Nazareth formerly with Mountain and will release a single after Christmas.

No ILR awards for record ads

RECORD COMPANY commercials came out badly at the first presentation of ILR Advertising Awards at the Hilton Hotel on November 10. Only six were submitted and not one of them was regarded worthy of receiving an award. "It was the worst supported section, both in the numbers of entries and in the standard of creativity," commented one of the judges.

Peter Tomlinson, md of Beacon Radio, who compered the presentations, made by IBA chairman Lady Plowden, suggested that the low standard might be a reflection of the hard times affecting the record industry.

Of the 18 sections, the judges made highly commended-only recommendations in three other categories, the Best Station ID Jingle, Best Travel Commercial and Best Community/Public Service Announcement. Radio City took the award for Best Station Produced Commercial with an advertisement for the Mad Butcher chain of shops, with Metro's 'Leaving Home' commercial for its rock music shows named as Best Station Promotion Announcement. The Gold Award for the year's best commercial went to the Radio Operators for "Confession", part of a series made for Guinness.

Dead Indian pirate forfeits house in BPI case

The Official Receiver in Bankruptcy has taken possession of a former tape pirate's house to help pay for the costs arising out of a High Court action that dates back to 1975. The house, valued at around £300,000 is at 42 Evington Lane, Leicester.

This step follows a High Court action instituted by the British Phonographic Industry in 1974 against Kishorilal Narshi Pandit after it was discovered by BPI

investigators that Pandit had been manufacturing and selling pirated Indian music cassettes, and the costs arising out of a Petition for Pandit's bankruptcy.

Pandit subsequently died in a car crash, but an Enquiry into Damages that the BPI were granted by the High Court is proceeding and the damages and outstanding costs will be paid out of the proceeds of

MRS pledges royalty cut opposition

PUBLISHERS WILL 'continue to resist by all possible means' any erosion of the 6¼ percent mechanical royalty on commercial records that might occur through the wide-scale industry move towards the abandonment of rrp.

At a private meeting of 150 members of the Mechanical Rights Society held at the Royal Lancaster Hotel last Tuesday there was unanimous support for a continuation of the campaign to preserve current royalty rates.

The MRS council reported its concern that certain record companies which had already dropped rrp might try to pay royalties calculated on an alternative basis, saving them possibly 0.81 percent of receipts, but depriving publishers of at least 9 percent in the amount previously payable per record.

Now the MRS council negotiating committee will be calling for one further meeting with the BPI committee in an effort to thrash out an amicable solution.

RRP dropped by Chrysalis

CHRYSLIS HAS dropped its 'list price' system which marketing director Keith Lewis considers is "no longer relevant since dealers tend to fix their own selling prices, based on their individual experience."

In future Chrysalis will refer only to the dealer price, effectively joining the ranks of the record industry recommended retail price abolitionists.

The retailer's guide to selling prices will now take the form of a survey, conducted by the British Market Research Bureau, giving current retail selling prices and which will be revised every three months.

The first survey concludes that selling prices average out at: singles - (CHS) £1.01 (previous rrp £1.15), 12-inch singles (CHS12) £1.99, albums - (CHM) £3.29 (previous rrp £4.99) (CHR) £4.49 (previously £5.29), (CDL) £4.77, (CTY) £6.06, and (CJT) £6.75. Cassette retail averages were: (ZCH) £3.29, (ZCHR) £4.79, (ZCDL) £5.03, (ZCTY) £6.06 and (ZCJT) £6.75.

A similar survey will be carried out for retailers of video cassettes every three months.

the sale of the house.

Commented Pran Gohil, UK representative of Polydor India: "We are determined to stamp out piracy of Indian music in this country which is proving to be so damaging to our industry, its singers, musicians, producers and thousands of others who depend on it. The penalties for anyone caught pirating will be extremely heavy."

● LIVE MUSIC DROP.

From Page One.

cert dates - heavily subsidised by A&M Records - were sparsely attended, and even proven pullers like Kool and the Gang have seen some difficulties in the provinces. In the October-November period, Birmingham Odeon has been booked for 27 consecutive nights for music events.

Bron agency manager Steve Hedges admitted the public was being very selective about shows they want to see, while others simply couldn't afford current ticket prices.

"Promoters are having to tighten their belts, and maybe in the future we will find deals being done at a slightly lower level," he said. "Putting massive productions on the road should not be the norm. Instead, costs should be kept down all round." Hedges added that business could remain tight for up to six months.

One of the few bright spots on the live circuit scene is the way college concert business is holding up relatively well. Acts like Rockpile and Dr. Feelgood have been playing colleges this term on a low-overheads basis, and National Union of Students entertainment committee member George Lillington estimated that although college concert attendances were lower than usual, they had fared better than commercial gigs and record sales.

PSST! Wanna buy a ticket to see **Barry Manilow** at Wembley next week? Then SuperSports of Hammersmith may be able to help. At a price. The firm which claims to be "the leaders in incentive and VIP customer entertainment packages to sporting and showbiz events" is offering a swish evening out at Wembley for a mere £99 (plus VAT of course). For this modest outlay, the Manilow fan is offered an hour's champagne reception and buffet at the nearby Starlight Restaurant beforehand, with a four-course dinner with wines and liquors after the show. For the concert SuperSports promise to provide "the best seats" and afterwards the lucky ones will be presented with "an autographed Barry Manilow album". But there appear to be a few snags. **Arista**, possibly fearing an onset of writers' cramp by the star, declined to supply any autographed albums and promoter **Andrew Miller** says he hasn't done so either. In fact, according to Miller he supplied SuperSports with 100 £8 tickets, £2 cheaper than the best seats. Miller is also curious about the contents of a letter from SuperSports in which an "entertainment package" including hotel accommodation and limousine transfer is mentioned, although no reference is made to these extras in the firm's publicity booklet. Not surprisingly Miller is hoping the company can supply him with an explanation. Maybe after deducting the cost of the £8 ticket and the presumably unautographed LP, a feast of remarkable proportions is in prospect to cover the rest of the outlay. A SuperSports spokeswoman said: "Well we do give them free champagne for an hour and that doesn't come cheap anymore." She promised to come back with further details but at press time we were still waiting for a call.

SOME CRYSTAL GAZERS are predicting that "Happy Days Are Here Again" by the **Ovaltineys** could be the "Day Trip To Bangor" of Christmas 1980 - which would be infinitely preferable to that cringing piece of vinyl, "Bright Eyes" by young master **Butler** . . . **John Hall** of Rocket Records keen to make contact with **Racket Records** - but don't call him he'll be calling you . . . soon to be announced by **Andrew Pryor**, new US label deal for **Joe Egan**, onetime partner of **Gerry Rafferty** . . . after only three years' silence **Steve Winwood** (remember him?) has only just missed the Christmas rush with his new album **Are Of A Diver**, which Island is promising to have in the shops on December 29 - and you thought **Stevie Wonder** held the record for the longest gap between releases . . . just in case anybody is curious, the impressive fireplace featured on the sleeve of the **Felice and Boudleaux Bryant** *All I Have To Do Is Dream* album for **DB Records** is the one in the new Buckinghamshire home of hot producer **Christopher Neil** . . .

HONOURABLE SONS of Nippon dig **Ben Findon** - after the success of his production for The Dooleys, the man had done it again in the Land Of The Rising Sun with his other packaged proteegees the **Nolans** whose "Dancing Sister" is single number two in charts, while similarly named album illuminates seventh position . . . more grains of rice from the inscrutable East - government-backed Radio Television Hong Kong's English channel, has wisely decided to drop the use of charts. Meanwhile Commercial Radio and **RTHK's** Chinese channel keep the charts going, despite allegations in the *Tin Tin Daily News* that PolyGram artists are given more favourable treatment than the opposition . . . congratulations to publicist **Nick Massey** on his recent marriage to **Anne Colver**, a former **JWT** account executive . . . also to former Radio-1 dj **Kid Jensen** and wife **Gudrun** on the birth of a son . . . **Mike Stamford's** Cream Creative Marketing awarded **CIC Video** account to add to existing **MCA Records** account. According to the *Times Diary the odds against longshot **Good Morning TV**, the **Chrysalis-MAM** consortium, winning the breakfast TV contract dropped sharply from 14-1 to 10-1 at **Ladbroke's** because two people closely connected with the firm, who also have credit accounts with the bookie, backed themselves heavily to win . . . expected **BPI** to invite **BMRB** to continue to provide an industry chart for a further six months from January 1 while further field testing of **Gallup's** system is carried out. . .*

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RECORD BUSINESS

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Home tape fears overstated - NOP research

A NEW survey by NOP Market Research has provided evidence that the problem of home taping may be less serious than the record industry is currently claiming.

The survey, carried out in September among just under 2,000 people over the age of 15, suggests that over half the population (57 per cent) never buy blank cassettes. And of those who do, 51 per cent have not purchased a blank tape during the previous three months.

However, the survey does show that people between the ages of 15 and 24 are the most regular purchasers of blank

cassettes, with the age group representing over half of those people buying tapes.

NOP Market Research comments: "Fears that there are vast libraries of unlawful cassette recordings throughout the UK appear to have been overstated."

A BPI spokesman said that the frequency of blank cassette purchases was not necessarily a basis for assessing the problem of home taping and that detailed comments could be made when the NOP report had been studied.

Manager wrongfully dismissed

FORMER PAPER LACE manager Rodney Harrod was wrongfully dismissed, a London High Court judge has decided.

Harrod should have been given four months notice and was entitled to 20 per cent of the group's takings and reasonable expenses between September 1976 and January 1977, said Mr Justice Chapman.

He ordered an enquiry into the earnings and accounts of two members of the group - Philip Wright and Clifford Fish - to assess payment to Mr Harrod. The judge dismissed a counter claim by the group that they had good grounds for dismissing Mr Harrod, but he also dismissed Mr Harrod's damages claim against two other musicians in the group - Larry Oliver and James Moses.

Other claims by Mr Harrod against Paper Lace for damages over equipment

and expenses, failed. The judge said that although the relationship between manager and group had not been a happy one he could find no evidence of misconduct on the part of Mr Harrod.

Steely Dan new album ready

STEELY DAN'S first album since *Aja* is being rush-released by MCA Records on November 21 following the resolution of protracted American legal disputes.

The company is backing the album with extensive full page advertising in the trade and consumer press and 500 window displays nationwide. The LP will also be discounted in the major chain stores HMV, Our Price and Virgin.

PRODUCT FROM Steve Winwood, Toots and the Maytals and Basement 5 forms the basis of Island's December release schedule, with heavy marketing activity already planned.

ARC Of A Diver (LP/PS 9576) is the first Winwood LP for more than three years and is being lined up for a December 29 release. Early December will see full page rock consumer press advertising and a large-scale in-store campaign is currently being prepared.

Toots Live (LP/PS 9647) is a remixed version of the limited edition live album that broke all records for production speed in September. An extra track '54-46 That's My Number' has been added and the disc will be in the shops on December 1.

The first 5,000 copies of Basement 5's single 'Last White Christmas' (WIP 6654) will be packed in Christmas wrapping

XTC & Ruts on same single

XTC'S NEW SINGLE 'Take This Town' is released on November 28 on the RSO label with The Ruts' 'Babylon Is Burning' on the flip side.

The temporary label change and unusual coupling is due to the fact that both songs are featured in the RSO film *Times Square* due to open in London next month.



RCA HAS continued its tradition of appointing American executives to head the British company with the confirmation last week of Don Ellis as RCA UK's managing director.

Ellis, was most recently creative executive vice president of Motown in Hollywood, and before that spent 16 years with CBS where he rose to the position of national vice president of A&R for both Epic and Columbia Records.

Jack Craigo, who took over running RCA just seven months ago will stay in London as a consultant for the UK company until his next RCA appointment is announced.

Ellis's biography records that he rose from director of merchandising at Epic to the head of all A&R for Epic and Columbia. He holds a private pilot's licence and flies his own plane. He officially takes over the reins at RCA on January 1.

He has lost little time getting involved with the UK company. He is pictured above (left) with Canadian band Triumph, national sales manager Dave Harmer and outgoing md Jack Craigo.

Merchandising

paper, while Island is also releasing a 12-inch disc mix of the song (12WIP 6654) on the same day - December 1.

KILLING JOKE'S debut single 'Nervous System' c/w 'Turn To Red' (WIP 6550) is being reactivated by Island this month. It was originally released last winter, and the new activity follows interest in the group's album. A 12-inch disc mix also featuring 'Are You Receiving' will be released on November 24.

RADIO ADVERTISING on Capital between November 19-21 spearheads Virgin Records' marketing push for Public Image Ltd's new live album Paris In The Spring. In addition, full pages have been booked in Time Out and the rock consumer press and displays in the form of posters and cardboard cut-outs are being supplied to selected stores nationwide.

A NEW management and production company has been formed by veteran drummer and man-about-the-industry John Dummer and photographer Helen April.

Locarno Productions will be working closely with producer Phil Chapman, Richard Hartley and Charlie Gillett of Oval Records. The first signing to the company is Auntie Sue on Septic Records.

Said Dummer: "We are on the look-out for the odd, the bizarre. We often see creative potential in artists who might otherwise be ignored. We've got the experience to channel their talent and develop their careers."

Locarno can be contacted at 45 Rudloe Road, London SW12 (Tel: 01-673 2733).

JUST SIGNED to Automatic Records, new band Small Hours has laid out an 'EPs Only' policy and releases its first

101 RECORDS is continuing its policy of record sleeves incorporating consumer competitions with its third release *Beyond The Groove* (Polydor 2478140) due out on November 28.

First prize in the contest is a portable TV cassette player and entrants must place in order of priority the qualities that go to make a good rock club. There is a caption-writing tie-breaker.

CURRENTLY ON tour with Elkie Brooks, Richard Digance has his first book *Animal Alphabet* published by Michael Joseph to coincide, and RCA is releasing an EP called 'The Journey'.

RECENTLY SIGNED to MAM Records, Scottish group Modern Man's first LP *Concrete Scheme* (MAMLP 5001) and single 'Body Music' (MAMS 206) are being backed with advertising in the rock consumer press as well as in-store posters and flyposting.

Deals

product this month.

The debut release 'Small Hours' will sell for the price of a WE A single - £1.15 - and will be available in a special bag in both 7-inch and 10-inch formats in a limited run of 5,000. The 45 carries four 'A' sides including 'The Kid' and 'Midnight To Six'.

"We're only going to do EPs," said lead singer Neil Thompson. "We're not interested in albums - we just want to give four 'A' sides every time for the price of one."

POLYDOR RECORDS has signed singer-songwriter Harvey Andrews. His first single under the new agreement is 'Margurita' (POSP 178) which precedes an album set for later this month *Brand New Day* (Harvey Andrews In Concert).

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1st A Swedish SAAB Turbo car **2nd** 3 long weekends for two in Stockholm **3rd** 10 clock/radio/cassette recorders

1,000 runners-up will receive an exclusive ABBA enamelled badge specially designed for this competition.

And dealers! Ask your CBS representative how you can win a week for two in Stockholm!

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FEATURE

50 swinging years and Joe is still 'in the mood'

THIS YEAR Joe Loss has been celebrating his fiftieth anniversary as a bandleader, 46 of them as a recording artist with EMI. During this remarkable unbroken spell with the company his name at the last count has been on over 400 singles and EPs, plus more than 70 albums, the most recent of which is appropriately *50 Fabulous Years*. career, SYD GILLINGHAM talks to the man whose career remains scarcely less active today aged 71 than it was when he began in 1930 leading the relief band at the Astoria Ballroom, Charing Cross Road.

FOR ME, the meeting is of some significance – face to face with the man I feel is partly responsible for the pretty awesome gaps in my education. One, Joshua Alexander Loss. I remember vividly his role in my academic undoing. When the air raid sirens wailed and we were sheltered to the shelters, the other kids took their school books with them.

Me, I took a gramophone and a pile of 78s, of which 'Blues Upstairs And

Downstairs' was the most played by far (come to think of it, 'Blues Upstairs And Downstairs' bouncing around in the confined space of an air raid shelter probably didn't do a lot for the other kids' education either).

"Ah, yes!" says Joe Loss, as we sit in his office above London's teeming Regent Street and chat about his 50 years as a bandleader, "I really think that was one of the best records we ever made!" That it was.

Of course, his long and successful career – his association with EMI began, would you believe, more than 46 years ago – entitles him to look back over his shoulder with more than a little satisfaction. But one suspects he much prefers to look ahead. Not for him, for example, the public display of trophies bagged along the way – in his office a framed colour photograph of the band and a recent issue of *Musican* are the only clues to what he has been about all these years.

Not a sign of a Carl Alan award – and he has won 14 of them. Nowhere a Gold or Silver Disc. And if it so happens that you have notched up thumping great million-sellers on your route to a place in the annals of popular music – as he has –



then a framed Gold or Silver Disc hanging on the wall is almost obligatory.

And when you attempt to pin him down about record sales he backs off a little, and apologises for doing so. He confesses to knowing little in detail. "I do know", he says, "that we must have sold a million copies of 'In The Mood' – and 'Begin The Beguine' probably topped the million mark, too.

But when Alan Dell tells me that 'Begin The Beguine' is still one of the most requested records 40 years on, well, I think what a wonderful thing! I have actually managed to give something to people which has given them so much joy!"

The best clue of all to the continuing success story of this 71-years-young cabinet-maker's son from Spitalfields – his office desk was made by his older



LOSS AS cafe bandleader in the 30s, and Loss today.

brother, Harry, in the East End workshop, once a cowshed, set up by their father – is to be found in the outer office where the current singles' chart is prominently displayed on one wall.

"I have always followed public taste in music", says Loss, "but I've never done it tongue-in-cheek. I must be able to believe in the music. If it's a number one and rubbish, then I won't play it. I won't play punk!"

"Never do we fail to keep an eye on the charts – we might find ourselves playing six or seven out of the top ten at any one time. But it has to be good music.

SHOWADDYWADDY

A hit like this happens once in a...

'BLUE MOON'

The new single taken from the forthcoming album "Bright Lights"

Order from: Polygram Record Operations Ltd., Grove Rd., Romford, Essex. Telephone: 01-590 6044 or your Tandem Sales Team.

ARISTEP

"I think another reason why it's still able to pack people in to hear us is that we have never broken down the foundations of the band – we will never leave out 'Woodchopper's Ball', 'Begin The Beguine', and the other odd ones which have proved so popular over the years".

It was Wally Ridley, Joe's recording manager for 32 years and more, who had told me earlier: "No other bandleader has ever been able to make a dance 'happen' like he can. It might be at Buckingham Palace or Windsor Castle, at a police ball or a palais de danse somewhere, he sees to it that it's an exciting affair.

"I believe that what he likes to do is to make people happy. He wants them to enjoy themselves and while he's working away at doing that, well, he's enjoying it, too. That's his secret".

The seemingly ageless Joe Loss, who as a youngster was locked in a room so he would practise his violin – and hated every minute of it – readily goes along with that view. Communicating is very much the name of his game.

"Unless I can really make them feel," he says, "that they have had a great night out – not an ordinary night out – then so far as I'm concerned, I've failed. The show has not been good enough.

He remains diffident about his special place in Britain's music scene. "The first day I started in this business I thought, 'Oh, you've got to do better next time!' I always thought there was

room for improvement – and I'm still never satisfied with what I do! But if you have false impressions that you're great, well, you're on the way out!

"When I became a bandleader in 1930 I was at the end of the queue. There were so many big names in front of me – the meticulous Ambrose, Jack Hylton, the greatest showman of them all, Harry Roy, Roy Fox, Lew Stone, Billy Cotton, and the rest. "I couldn't afford the sort of musicians that, say, Ambrose had, but we rehearsed day and night and this is what gave us our performance."

For Loss, the dreams of making the big time came true in spectacular fashion. After working as relief at the Astoria Ballroom, in Charing Cross Road, and the Kit-Cat Restaurant, in the Haymarket, he returned in 1934 to the Astoria – as the first band. Within a few weeks he was broadcasting regularly from the Astoria (it was also when things began to happen for an up-and-coming youngster called Vera Lynn – she sang with Loss after Wally Ridley, then working in music publishing at Peter Maurice, had introduced her to him).

The very first time the name of Joe Loss appeared on a record label was the result of a recording session for Edison Bell at the YMCA, in Tottenham Court Road. "I can't remember what we recorded or whether the titles were ever released", confesses Joe. Discographer Chris Ellis, of World Records, comes to the rescue. The session was on August 16, 1933, and the titles – on Edison Bell's Winner

label – were 'Happy Ending' (a great number with which to start a recording career?), and 'Mary Rose'. The label read, 'Joe Loss And His Band From The Kit-Cat Restaurant'.

There were more sessions for Edison Bell and then, in August 1934, Victor Carne of The Gramophone Company (EMI) took the band into the studios. The outcome was 'Over My Shoulder' and 'When You've Got A Little Spring- In Your Heart' on Regal-Zonophone. After recording on the independent Octacross label, later owned by Decca, Loss made his debut on HMV on October 22 1935, with 'Wyoing In The Gloaming' and 'Heads Or Tails'. A year later he was back on Regal-Zonophone and went on to record some of his biggest 'single' successes on the label – for example, 'Begin The Beguine' and 'My Prayer' in 1939 and 'In The Mood' in 1940 (he was still more than 20 years from one of his biggest 'single' hits of all, 'Wheels Cha-Cha').

His recording career with EMI up to 'In The Mood', in fact, has been captured on a 'World Records' double-LP called *Let's Dance At The Make-Believe Ballroom* (his signature tune before 'In The Mood'). *Fifty Fabulous Years* is the apt title of his latest.

"When you think about it", says Joe, "it was miraculous how we managed to record in the old days – before the use of tape. You had to try to cut a song in one go, and it was a terrible strain.

"I remember we were playing at the Alhambra, in Bradford, and they came up from London to record us. We had to do six titles, we had one or two problems, and we were running out of shellac – fast! We just about made it! "I was very frightened when we stepped up from Regal-Zonophone to HMV. Frightened because it meant that people would have to pay twice as much for our records.

"To be honest, I'm just as afraid today. I think records are still overpriced, although, I can't argue with management who point to the tremendous overheads they have to carry whether they have hits or not. What I do know is I have sold millions of records on Music For Pleasure – and look at the price of them!"

At the end of 1959 he decided he'd been rolling round the world long enough and went into the Hammer-smith Palais, staying for ten years. Then in 1970 he got itchy feet again and went back on the road. He remains a touring attraction, on land – and sea, having taken the band to play on board the QE2. In the summer the band played at Bridlington several times. I said to the parents, 'Bring in the children – allow them to hate the music, but give them the chance to listen to it!' We did colossal business!"

"I'd love to stay in harness," says Loss. "People ask me about retiring, but to me the most exciting thing in life is being wanted".

Congratulations on 50 Fabulous Years with E.M.I.



NTS 217 Also available on tape

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WHAT MORE CAN WE SAY?

The small voice that became an institution

PAUL SIMON
London, Hammersmith Odeon
 PAUL SIMON'S London concerts gave his rapturous audience a fine mix of entertainment.

Simon is primarily a songwriter. In two-and-a-half hours he only skimmed the cream of 15 years of creativity which, on the evidence of the latest 'One-Trick Pony' soundtrack shows no signs of drying up. 'Kodachrome', 'Still Crazy', 'American Tune', 'Something So Right', 'Loves Me Like A Rock', 'Me And Julio' and other recent tracks mixed happily with most of the latest songs and five Simon & Garfunkel standards including 'The Boxer' and his own gospel rendition of 'Bridge Over Troubled Water'.

On top of this, the performance itself was a bonus. Simon isn't the greatest singer in the world, but he knows his limitations, and he clearly loves working with top musicians of all kinds. His backing bands were a group of top New York jazz-funkers headed by keyboard man Richard Tee, and the stunning Jesse Dixon Singers — the gospel vocalists he first worked with on 'There Goes Rhymin' Simon'.

Much of the time he played electric guitar and 'Ace In The Hole' and

'One-Trick Pony' show that he's enjoying his current flirtation with funk. Simon shakes off musical labels easily and seems happy with his past. Ten years ago in London he looked lonely and nervous on stage. This time he was so much at home he even bought the entire audience a drink at the interval.

GODFREY RUST

ELKIE BROOKS

London, Victoria Apollo
 EEE. OUR Elkie seemed a mite marked. Trouble was, them toffeenosed Londoners weren't putting their hands together hard enough like for 'Salford lass and she weren't afraid to tell 'em either. You've seen all the big names, she complained in her usual outspoken way, sniffing meantime either with a touch of the November chills, or showing 'em how she felt.

Weren't no sign of trouble at all, mind, but happen show were a touch noisy for fans who reckon lass is a better bit of all right when power gets turned down. Saddy, she were in mood for socking it to 'em, which meant special texture and quality of her expressive voice was more often than not lost as she went into battle against heavy artillery time after time. 'Twere evident that 'Lilac Wine' and 'I Love You So' were what customers wanted, rather than all those bluesrockers.

It's easy to appreciate the stylistic problems with which she is forced to

grapple, but last time round at the Dominion she did rather better with a band which showed proper appreciation for light and shade, but still swung like the clappers.

BRIAN MULLIGAN

ROBERT PALMER

London, Rainbow
 NO, ROBERT Palmer's flirtation with Gary Numan material hasn't spoilt his stage act, but at the Rainbow there was no denying that his oldies and goodies were received much more rapturously by a typically Palmer audience of trendy guys and foxy ladies.

Palmer is obviously attempting to beef up his style to meet the 1980s. It's a good idea on paper given that dance music of late has thrived on the use of modern electronics, but isn't Palmer's own funk just a little too white and loose to make the fusion satisfactorily?

The star himself wore the obligatory trousers-lucked-into-boots and his ageing keyboard player made token Kraftwerk traffic signals.

But as far as the audience was concerned the Numan-style numbers were merely potboilers and the real triumphs of the night were 'Bad Case Of Loving You', 'Can We Still Be Friends' and a transcendent 'Pressure Drop'.

So Palmer has given his music another dimension, but with his voice sounding better than ever and his band playing lighter and harder than one can remember, an audience that had

come to dance finally made its preference known.

DAVE REDSHAW

LENA HORNE

London, Palladium

BY THE time this review appears, it will be too late to influence anybody to catch Lena Horne at the Palladium.

Her 90-minute show was a total and absorbing delight, full of modernity yet paying proper respect to the past. Obviously revelling in her senior citizenship, she took an impish pleasure in informing her opening night audience that "a lady is allowed to be as trashy as she likes".

Vocally, too, the years have treated her kindly. Accompanied for the most part by her own five-piece band, in which the fill-ins of Norman Johnson (guitar) and Charles McCarthy (reeds) were models of tasteful counterpoint, she generously gave of the expected repertoire like 'Stormy Weather', and 'Love Me Or Leave Me', with inflections jazzier and more adventurous than expected. But tops among many highspots were the contrasts of a powerfully swinging 'Better Than Anything' with the masterful control of the suggestive 'Bewitched, Bothered and Bewildered'. Right at the end, with her musicians supplying subtle vocal harmonies, came a marvellous 'Don't It Make You Want To Go Home', bursting with restrained contemporary funkiness.

BRIAN MULLIGAN

NEW 12' SINGLE

RISE & SHINE

CIS 12-2480
 ALSO AVAILABLE IN 7 CTS 2480

Disco Dealer

STEPHANIE MILLS just snatched Kool's chart-topping position by a whisker this week, though the challenge posed by Eddy Grant and Diana Ross for next week's pole slot looks formidable. Interestingly, on 12-inch sales alone, Kool is top with Grant and Young & Co closely behind, with Stephanie comparatively languishing at No. 6 and Diana down at 13.

Jimmy 'Bo' Horne's entry at No. 30 with 'Is It In' can be attributed in no small way to huge Scottish sales on the flipside 'Spahk', a perennial favourite north of the border where many have waited impatiently for months for this 12-inch reissue. Most of the other new entries were predictable, though Sea-ward, whose album has been ticking over on import for a while and is now just available here from A&M, are perhaps moving faster on British 12-inch release than might have been expected. Real Thing, missing from the charts for a long time, also make a strong initial impact with a single which is hotly tipped from many quarters.

Several items are clustering just below the top 60 and worthy of a mention: Realty Band with 'Step Into My Life' (Galactic); 'Walking The Voodoo Night' from Santiago (Hertford); 'Let's Get Funky Tonight' by Evelyn 'Champagne' King (SAR); Lakeside's 'Fantastic Voyage' (RCA import); 'Strawberry Letter 23' from Bunny Brown (EMI/Groove); and Rick James' 'Summer Love' (Motown).

The biggest new 12-inch import to hit the shops this week is Enchantment's 'Sitting It Out' on RCA, which also virtually reached the chart on its first few days' sales. Otherwise, new singles from across the Atlantic are fairly thin on the ground, with just a handful which have been around for some time continuing to trickle across some dealers' counters. Among these are 'I Still Love You Baby' by Mouzon's Electric Band; '1-2-3' from the Peter Jaccas Band; and Johnny Harris' 'Odyssey', which is seeing some renewed interest after it turned up in spectacular fashion on the soundtrack of the 'Buck Rogers' TV series a few weeks ago.

New import albums include MFBS's *Mysteries Of The World* (TSOP), which has been pounced upon by every DJ in sight, hence its chart debut at No.4; plus the Dramatics' *The Dramatic Way* (MCA); and *Sweet Vibrations* from Bobby 'Blue' Bland (MCA). Hot from the transatlantic flight as 12 inch, but likely to also be moving extremely well by the time you read this, is *Posh* by Patrice Rushen (Elektra). Hosting a whole bunch of really excellent tracks, it could well prove to be one of the year's classic import sellers.

As a footnote to recent items on the current proliferation of UK indie label jazz-funk recordings, Record Shack in London has announced its interest in hearing from bands around the country which may have suitable material for marketing via the indie label 12-inch route. Those who want to know more should ring 01 437 3655 for further details.

BARRY LAZELL



Rank	Artist	Title	Label	Chart Weeks	Peak
45	48	2 YOU AND ME SPARGO	Champagne F11Z/F11Z 1001	C	122
46	40	10 HOWE PARTY FRED WESLEY	RSD Custom RSOX67	F	102
47	34	7 NIGHT CRUISER DEADCATO	Warner Bros K178971/T	W	114
48	28	8 LET ME TALK EARTH WIND & FIRE	CBS1171892	C	112
49	48	4 (SOMETIMES) BELIEVE IN YOURSELF ROY AYERS	Polydor POSPKX1186	F	100
50	42	3 ARTIST FUNKIES EP VARIOUS	Artsy ARTIST 12368	F	98
51	38	16 SEARCHIN' CHANGE	WEA K71951/T1	W	126
52	45	6 WIDE RECEIVER MICHAEL HENDERSON	Buddah BSO514A	L	126
53	55	2 GANGSTERS OF THE GROOVE HEAVEE	GTOL 285	C	113
54	54	1 ALL MY LOVE LAX	(Prelude PRLD 604-B) Imp	L	118
55	44	5 HOW LONG LIPPS INC	Casablanca CAN1212	A	120
56	56	5 FUCHI (FREE SPIRITS) JAZZ SLITS	Epic EPC 1139874	C	86
57	51	1 IF YOU FEEL THE FUNK LA TOYA JACKSON	Polydor POSPKX1200	F	87
58	51	1 GOT TO GET YOUR LOVE CLYDE ALEXANDER	(Heavyweight Star 105) Imp	L	121
59	4	4 GET DOWN GET DOWN MLOYD STUART	(RHY BROS 2512) Imp	L	100
60	35	8 THE BREAKS KURTIS BLOW	Mercury BLO 812	F	115

See New Singles page for Distributor Code details

UK DISCO LPS

1	1	HOTTER THAN JULY	Stevie Wonder	Motown
2	3	WINEHIGHT	Groove Washington Jr	CBS
3	3	FACES	Earth, Wind & Fire	MCA
4	4	INHERIT	The Wind	Wilson Fargo
5	7	CELEBRATE	Koolha's The Gang	De-Lite
6	6	GIVE ME THE NIGHT	George Benson	Warner Bros
7	5	TRIMPH	Jacksons	Epic
8	8	ROUND TRIP	Light of the World	MCA
9	9	CARNIVAL	Soyuz Gipsy	K-Tel
10	10	GOLD	Three Degrees	Atlantic
11	10	VICTORY	Narcissa Michael Walden	Motown
12	18	DIANA	Diana Ross	Motown
13	9	HOW WE MAY BEGIN	Pamela Anderson	Elektra
14	16	DEE DEE	BRIDGEWATER	Elektra
15	11	THE WANDERER	Donna Summer	Elektra
16	13	NIGHT CRUISER	Deadcat	Warner Bros
17	13	THE GLOW OF LOVE	Change	WEA
18	12	THE GLOW OF LOVE	Change	Motown
19	16	IRONE IN THE FIRE	Forever	MCA
20	17	LOVE LIVES FOREVER	Minnie Riperton	Capitol

IMPORT LPS

1	1	MISTER HANDS	Herbie Hancock	US Columbia
2	6	AWAKENING	Haddadins Believe In A Dream	US Columbia
3	2	ROONEY	FRANKLIN	US Columbia
4	4	MYSTERIES OF THE WORLD	MFBS	TSOP
5	3	COMING TO YOU LIVE	Charles Evans	US Columbia
6	10	ODOR	Isroahama	MCA
7	4	OUTBURST	Azymuth	Motown
8	7	NIGHT SPON	Ahmad Jamal	Mercury
9	8	FEEL	THE TWO OF US	Yakorgoff & Peoples
10	11	STONE JAM	Slave	Universe
11	8	THE TWO OF US	Yakorgoff & Peoples	Mercury
12	12	SEAWIND	Seawind	A&M
13	13	14 KATANA	Fallick	A&M
14	15	PEOPLE'S CHOICE	People's Choice	Casablanca
15	12	THE WANDERER	Donna Summer	Elektra
16	9	TWENTY NINE	WITH LENNY WHITE	Elektra
17	17	INVITATION TO LOVE	Leeony White	Motown
18	16	AT PEACE WITH WOMAN	Jones	Posi Inc
19	17	THE DRAMATIC WAY	Dramatics	Gladys
20	18	WELCOME BACK	Peter-Jacques Band	Gladys

Forthcoming TV advertisement albums. All prices dealer prices except K-Tel (r.p.)

NATIONALS: All Regions
WINDY ACTIVE Various Warner WW41 5093 45
DIAMOND SYMPHONIES London Phiharmonic Now, 2 weeks (3.25-3.70) Ronco (4C)RTL 205
BUTTERFLY SUNDAY Lenka Marter Now, 4 weeks (3.25-3.70) Ronco (4C)RTL 205
SPACE INVASION Various Now, 3 weeks (3.25-3.70) Ronco (4C)RTL 205
SINGS 20 NUMBER ONE HITS Brotherhood of Now, 2 weeks (3.25-3.45) Warner WW41 5087

ANGLIA
EVERYTHING IS BEAUTIFUL Dana Now, 2 weeks (4.59-4.59) Warner WW41 5099
GOLDEN OVERTURES National Phiharmonic Now, 2 weeks (4.59-4.59) Warner WW41 5093 45
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
BUDDY HOLLY Holles Now, 1 week (3.25-3.36) Polydor POLV LP (POLM) 12

ATV
GOLDEN OVERTURES National Phiharmonic Now, 2 weeks (4.59-4.59) Warner WW41 5093 45
REMEMBER ROMANCE Des O'Connor Now, 1 week (3.25-3.45) Warner WW41 5100
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
THE LOVE ALBUM Various Now, 1 week (3.25-3.25) K-Tel NE 1094 (C) 2094
THE GREAT LOVE SONGS Charles Aznavour Now, 3 weeks (3.25-3.36) Polystar ETEV (EYEMC) 3

BORDER
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
THE VERY BEST OF Etton John Now, 1 week (3.25-3.25) K-Tel NE 1094 (C) 2094
THE LOVE ALBUM Various Now, 1 week (3.25-3.25) K-Tel NE 1092 (C) 2092

RAMPIAN
GOLDEN OVERTURES National Phiharmonic Now, 2 weeks (4.59-4.59) Warner WW41 5093 45

FRANADA
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
MASTERSWORLD Now, 1 week (5.49-5.49) K-Tel ONE 1093 (C) 2093
THE LOVE ALBUM Various Now, 2 weeks (3.25-3.25) Polystar BOBT (BOBMC) 2

ITV
GOLDEN OVERTURES National Phiharmonic Now, 2 weeks (4.59-4.59) Warner WW41 5093 45
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
MASTERSWORLD Now, 1 week (3.25-3.36) Polydor POLV (POLM) 11

LONDON
SERVICES Various K-Tel NE 1101 (C) 2103
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
THE GREAT LOVE SONGS Charles Aznavour Now, 1 week (3.25-3.25) K-Tel NE 1078 (C) 2078

SCOTTISH
GOLDEN OVERTURES National Phiharmonic Now, 2 weeks (4.59-4.59) Warner WW41 5093 45
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
THE VERY BEST OF Etton John Now, 1 week (3.25-3.25) K-Tel NE 1094 (C) 2094
THE LOVE ALBUM Various Now, 2 weeks (3.25-3.25) K-Tel NE 1092 (C) 2092

SOUTHERN
GOLDEN OVERTURES National Phiharmonic Now, 2 weeks (4.59-4.59) Warner WW41 5093 45
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103

THRENT (Yorkshire & Tyne Tees)
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
THE GREAT LOVE SONGS Charles Aznavour Now, 2 weeks (3.25-3.36) Polydor POLV (POLM) 13

WESTWARD
GOLDEN OVERTURES National Phiharmonic Now, 2 weeks (4.59-4.59) Warner WW41 5093 45
INSPIRATIONS Elvis Presley K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
CHART EXPLOSION Various K-Tel NE 1101 (C) 2103
MASTERSWORLD Now, 1 week (3.25-3.25) K-Tel ONE 1093 (C) 2093

The Dealer's Guide

Often a better deal than an album

BY NOW associated merchandising has become a recognised and valued part of the enterprising retailer's stock of goods. It's a fact that the margin of profit on, say, a simple 50p badge can – percentage-wise – be greater than that on an album.

The field, however, is not merely confined to badges. As this feature by BRIAN HARRIGAN explains, the goods on offer from a vast range of companies cover everything from patches, posters, photographs, postcard size prints, t-shirts, sweat shirts and a whole host of other goods.

Obviously many dealers feel that space can be a problem but there's no reason why even the

NAKED EYE is a company which offers two distinct services to the associated merchandising world. It has a broad range of stock items covering oblong, circular and jumbo patches, sew-on strips, photo-size rock print silk-type scarves, crystal badges and button badges. In addition, though, the company also handles a wide selection of

ne-Trick Pony show that he's enjoying his current flirtation with funk. He shakes off musical labels easily and seems happy with his past. Ten days ago in London he looked lonely nervous on stage. This time he was so much at home he even bought an entire audience a drink at the venue.

GODFREY RUST

IE BROOKS

don, Victoria Apollo
OUR Elkie seemed a mite tired. Trouble was, them toffees had Londoners weren't putting their heads together hard enough like for a Ford lass and she weren't afraid of em either. You've seen all the big names, she complained in her usual spoken way, sniffing meantime her with a touch a the November 11s, or showing 'em how she felt. Weren't no sign of trouble at all, but happen show were a touch lighter bit of all right when power gets socked in to 'em, which meant special texture and quality of her expressive voice was more often than not lost as she went into battle against heavy artillery time after time. 'Twere evident that 'Lilac Wine' and 'I Love You So' were what customers wanted, rather than all those blues-rockers. It's easy to appreciate the stylistic problems with which she is forced to

grapple, but last time round at the Dominion she did rather better with a band which showed proper appreciation for light and shade, but still swung like the clappers.

BRIAN MULLIGAN

ROBERT PALMER

London, Rainbow
NO, ROBERT Palmer's flirtation with Gary Numan material hasn't spilt his stage act, but at the Rainbow there was no denying that his oldies and goodies were received much more rapturously by a typically Palmer audience of trendy guys and foxxy ladies.

Palmer is obviously attempting to beef up his style to meet the 1980s. It's a good idea on paper given that dance music of late has thrived on the use of modern electronics, but isn't Palmer's own funk just a little too white and loose to make the fusion satisfactory?

The star himself wore the obligatory trousers-tucked-into-boots and his ageing keyboard player made token Kraftwerk traffic signals.

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SING

to keep up with the changing fashions on the associated merchandising front – an asset which is considerable, looking back on the speed with which the new wave boom collapsed and the heavy metal craze caught on. One of the company's hottest new products is a range of badges which glow in the dark. This is reckoned to be particularly popular among heavy metal fans. The plastic glowing badges retail at around 50p.

Berkshire Merchandising, 6 Station Approach, Reading, Berkshire
Telephone: 0734-588607

DYNAMICS MARKETING handles an extremely wide range of products from badges to scarves, patches to ties. Colin O'Leary, sales director, says that Dynamics has particularly high hopes of its recently introduced selection of crystal badges. 'This will probably turn out to be one of our strongest lines,' he says. O'Leary also points out that the company can handle relatively small numbers of custom-made badges, of particular interest to bands unable to afford huge quantities.

Dynamics Marketing, 105 Dunstable Street, Ampting, Bedfordshire
Telephone: 0525 402703

MISTER TEE specialises in marketing badges – button, crystal and enamel – as well as a wide range of patches. Terry Thomas, the head of the company, says that one of the best lines the company has enjoyed recently has been its range of low-price crystal badges, which retail at between 35 and 40p. Thomas has noticed that the people buying badges these days seem to be getting younger and younger and says that retailers should be aware of this, and that age range probably has limited disposable income. It's important, he says, to cater for kids who can probably only afford up to 40p a time. It may not sound much, he says, but the mark up even on this price range can be as good, from a percentage point of view, if not better than that, than on records.

Mister Tee, 66 Blackwell Street, Kidderminster, Worcestershire
Telephone: 0562-515291

● TO PAGE 16

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BERKSHIRE MERCHANDISING handles a range of t-shirts, badges and patches which it sells through record retailers, clothes shops and also on merchandising stalls with tours all over Britain and Europe. The company previously specialised in merchandising on tours and thus is fully attuned to changes in tastes among kids. Berkshire Merchandising prides itself on its ability

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THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

SALES RATING
100 = Strong No.1 Sales

AIRPLAY RATING
100 = maximum radio play plus BBC's
100% = 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



The Boomtown Rats

BOOMTOWN RATS: Bananas at 45

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Label/Cat. No.	D	Debut		
★	1	2	3	83	89	THE TIDE IS HIGH BLONDIE	○ CHRYSALIS CHS 2465	F
	2	1	8	62	83	WOMAN IN LOVE BARBRA STREISAND	○ CBS 8966	C
★	3	34	2	46	87	SUPER TROUPER ABBA	○ EPIC EPC 9089	C
	4	3	9	42	58	SPECIAL BREW BAD MANNERS	○ MAGNET MAG(P) 180	A
	5	5	6	40	44	DOG EAT DOG ADAM & THE ANTS	○ CBS 9039	C
★	6	21	5	36	62	I COULD BE SO GOOD FOR YOU DENNIS WATERMAN	EMI 5009	E
	7	4	7	34	72	WHAT YOU'RE PROPOSING STATUS QUO	○ VERTIGO QUO 3	F
	8	6	8	34	53	ENOLA GAY ORCHESTRAL MANOEUVRES IN THE DARK	○ DINDISC DIN 22(1)2	C
	9	9	4	32	77	FASHION DAVID BOWIE	RCA BOW(T) 7	R
★	10	20	5	32	75	NEVER KNEW LOVE LIKE THIS BEFORE STEPHANIE MILLS	20TH CENTURY TC(D) 2460	R
★	11	19	3	31	61	SAME OLD SCENE ROXY MUSIC	POLYDOR/EG ROXY 1	F
	12	7	11	29	50	IF YOU'RE LOOKIN' FOR A WAY OUT ODYSSEY	○ RCA (12)5	R
★	13	17	3	27	72	(JUST LIKE) STARTING OVER JOHN LENNON	GEFFEN K79186	W
	14	15	4	26	23	THE EARTH DIES SCREAMING - DREAM A LIE UB40	GRADUATE (12)GRAD 10	M
	15	18	3	25	21	ACE OF SPADES MOTORHEAD	BRONZE BRO 106	F
	16	8	8	24	68	WHEN YOU ASK ABOUT LOVE MATCHBOX	○ MAGNET MAG 191	A
★	17	25	3	24	61	PASSION ROD STUART	RIVA 26	W
	18	14	5	21	87	SUDDENLY OLIVIA NEWTON-JOHN & CLIFF RICHARD	JET 7002	C
	19	12	9	19	59	ALL OUT OF LOVE AIR SUPPLY	ARISTA ARIST 362	F
	20	11	12	18	45	GOTTA PULL MYSELF TOGETHER NOLANS	EPIC EPC 8878	C
★	21	29	3	18	71	CELEBRATION KOOL & THE GANG	DE-LITE KOOL 10(1)2	F
	22	10	11	16	44	D.I.S.C.O. OTTAWAN	● CARRERE CAR 16(1)T	W
	23	16	4	16	73	ONE MAN WOMAN SHEENA EASTON	EMI 5114	E
	24	13	10	15	37	BAGGY TROUSERS MADNESS	● STIFF BUY 84	C
★	25	32	4	12	28	I LIKE (WHAT YOU'RE DOING TO ME) YOUNG AND CO.	EXCALIBUR EXC(L) 501	A
	26	22	9	11	33	DON'T STAND SO CLOSE TO ME POLICE	● A&M AMS 7564	C
	27	23	8	11	48	ARMY DREAMERS KATE BUSH	EMI 5106	E
★	28	45	2	10	16	WOMEN IN UNIFORM IRON MAIDEN	(12)EMI 5105	E
	29	24	5	10	62	LOVING JUST FOR FUN KELLY MARIE	CALIBRE PLUS PLUS(L) 4	A
★	30	80	2	10	30	TO CUT A LONG STORY SHORT SPANDAU BALLET	REFORMATION CHS (12)2473	F
★	31	81	2	10	64	I'M COMING OUT DIANA ROSS	MOTOWN (12)TMG 1210	E
★	32	26	7	9	39	LOVE X LOVE GEORGE BENSON	WARNERS K17699 (LV 41)	W
★	33	59	2	8	74	BOURGIE BOURGIE GLADYS KNIGHT & THE PIPS	CBS (12) 9081	C
	34	28	5	8	64	LOVELY ONE JACKSONS	EPIC EPC 9302	C
★	35	41	6	8	34	FALCON RAH BAND	DJM DJS 10954(DJR 18014)	C
★	36	55	3	8	40	LONELY TOGETHER BARRY MANILOW	ARISTA ARIST 373	F
★	37	39	4	8	35	INHERIT THE WIND WILTON FELDER	MC(A)T) 646	C
★	38	88	2	8	*	MR CROWLEY OZZY OSBOURNE BLIZZARD OF OZZ	JET 7003 (12003)	C
	39	27	9	7	50	WHY DO LOVERS BREAK EACH OTHERS' HEARTS? SHOWADDY WADDY	ARISTA ARIST 359	F
	40	42	3	7	33	MILES AWAY JOHN FOX	VIRGIN VS 382	C
	41	30	8	7	32	CASANOVA COFFEE	DE-LITE MER(X) 38	F
★	42	52	3	7	32	LADY KENNY ROGERS	UNITED ARTISTS UP 635	E
★	43	58	2	6	43	HUNGRY HEART BRUCE SPRINGSTEEN	CBS 9309	C
★	44	60	2	7	3	CRY FOR THE NATION MICHAEL SCHENKER GROUP	CHRYSALIS CHS (12)2471	F
★	45	■	1	6	52	BANANA REPUBLIC BOOMTOWN RATS	ENSIGN BONGO 1	F
	46	33	10	6	17	YOU'RE LYING LINX	CHRYSALIS CHS (12)2461	F
	47	48	3	6	45	THE NIGHT... THE WINE AND THE ROSES LIQUID GOLD	POLO (12)6	C
	48	38	4	5	43	CAN'T FAKE THE FEELING GERALDINE HUNT	CHAMPAGNE FIZZ 501	C
	49	35	4	6	5	KILL THE POOR DEAD KENNEDYS	CHERRY RED CHERRY 16	M
★	50	89	2	6	18	FEELS LIKE THE RIGHT TIME SHAKATAK	POLYDOR POSP(X) 188	F
★	51	66	3	5	40	SHARING THE NIGHT TOGETHER DR HOOK	CAPITOL CL 16171	E
★	52	■	1	5	37	LOVE ON THE ROCKS NEIL DIAMOND	CAPITOL CL 16173	E
★	53	63	3	5	46	ELFRE BUGGLES	ISLAND WIP 6624	F
	54	31	10	5	38	WHAT'S IN A KISS GILBERT O'SULLIVAN	CBS 8929	C
★	55	72	4	5	16	MIDNIGHT COWBOY SOUNDTRACK	UNITED ARTIST UP 634	E
★	56	■	1	5	41	SUPERMAN'S BIG SISTER JAN DURY & THE BLOCKHEADS	STIFF BUY(T) 100	C
★	57	■	1	5	20	DO YOU FEEL MY LOVE EDDY GRANT	ENSIGN ENY 45(12)	F
★	58	40	10	5	13	MASTERBLASTER (JAMMIN') STEVIE WONDER	○ MOTOWN (12)TMG 1204	E
★	59	96	2	5	15	IT'S HARD TO BE HUMBLE MAC DAVIS	CASABLANCA CAN 210	A
	60	37	5	4	47	GIVE ME AN INCH BARCEL O'CONNOR	A&M AMS 7569	C

The Dealer's Guide to ASSOCIATED MERCHANDISING

● FROM PAGE 12

SCANDECOR HANDLES a vast range of posters, ranging from pictures of rock bands through to – believe it or not – a massive portrait of an American truck, which sales manager Leonard Groth says is the outfit's biggest selling poster. The company introduced postcard sized pictures earlier this year, retailing at 25p a time, which have apparently been extremely well received. Groth told *RB* that record retailers should realise – as many already do – that they don't have to stick to just music orientated posters, other subjects can be just as popular among record-buyers.

Scandecor, 3 Armadale Road, Feltham, Middlesex
Telephone: 01-890 8174

YOU COULD say that Apollo has the associated merchandising business all tied up – since it specialises in producing tour ties for artists such as the 2 Tone stable as well as the Jam, the Clash and David Bowie. Apollo also handles t-shirts, posters and photographs. Apollo, Basement Studio, 33 Norton Road, Hove, Sussex
Telephone: 0273 720297

PACE-MINERVA is among the best known names around as far as posters are concerned. The company is responsible for a vast range of posters

covering rock bands, pop artists, movie stars, personalities, cartoon characters, pin-ups, scenic shots, art nouveau classics, sporting personalities – just about any theme that could be named. In October the company brought out its latest catalogue intended to cover Pace-Minerva products for the first quarter of 1981.

Publishing manager John Orton said the company introduces a new batch of titles four times a year. "It's important," he said, "for us to keep on top of developments not only in the music world but in other aspects of the leisure industry as well."

Pace-Minerva, Allander House, 137 Leith Walk, Edinburgh
Telephone: 031-554 9444

DESPITE THE name Badge Sales doesn't only deal in badges – although the company does have a massive range of those too. The outfit also manufactures belts, ties, patches and posters too, as the picture shows.

Partner Bill Smith says that Badge Sales has 300 different designs of button badge, 80 different crystal badges, 60 photographic crystal badges (featuring artists like Elvis Presley and Blondie), 3D plastic badges and cast metal versions of the same.

Smith adds that the photographic crystal badges, which retail at around



AN OFFSHOOT of the Scott Lester company, Hot Property specialises in up-to-the-minute t-shirts and presents them folded like album sleeves.

60p and sell into shops at 22p, are one of the company's best newly-introduced lines. Badge Sales Limited, 2nd Floor, 48 Carnaby Street, London W1
Telephone: 01-437 5121

HOT PROPERTY is part of the Scott Lester company – or as Hot Property head Robert Orbach puts it: "If you think of Scott Lester as the EMI of the t-shirt and sweat shirt world we're the Harvest label, a rock and roll progressive company."

The firm is an outfit much in demand for t-shirts, among bands and record companies alike. Over the past few months they've been responsible for the official t-shirts for Clash, Madness, Generation X, Specials, Alvin Lee, security company Artists Services, Dexy's Midnight Runners, Wild Horses, Selector, Island Records, Pickwick, Warner Brothers, Whirlwind, the Jags, the Beach Boys and 4 Be 2.

Aside from providing t-shirts for bands on tour and for record company promotional activities Hot Property also has a thriving business through records and clothes shops.

About a year ago Orbach hit upon an idea which he claims put Hot Property one step ahead of the opposition.

Recognising that selling space is limited in record shops, Orbach worked

out a flatpack way of folding t-shirts around an album sized sheet of cardboard and then sealing them in a plastic bag. Dealers have responded enthusiastically.

The company prides itself in fast turn round of orders. Within 48 hours of receiving a design the first batch of 500 t-shirts can be delivered to a customer. Hot Property Limited, 46 Jamestown Road, London NW1
Telephone: 01-267 5131

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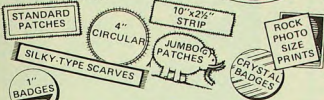
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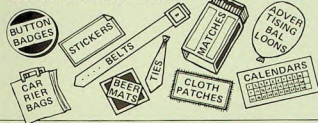
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2. DEBBIE HARRY

3. PINK PANTHER
4. DRAMA 50 x 100 cms by Roger Dean
5. AC/DC
6. POLICE
7. MOTORHEAD
8. STING
9. CLINT EASTWOOD
10. SPECIALS

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- RT 050... ESSENTIAL LOGIC... Eugene / Time The Neighbors
RT 052... ROBERT WYATT... At Last I Am Free / Strange Fruit
- RT 055... GIRLS AT OUR BEST... Politics / It's Fashion
INEV 004... WARI HEAT... Seven Minutes To Midnight
- RT 058... THE GIST... This Is Love / Tanks
- SOON COMING: FAC 22... A CERTAIN RATIO... Flight / Blown Away / Then Again
INEV 003... MODERN EON... Euthenics / Waiting for the Cavalry
- RT 065... BLUE ORCHIDS... Disney Boys / After The Flood
- RT 061... DELTA 5... Try / Colour
- RT 060... CABARET VOLTAIRE... Seconds Too Late / Control Addict

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- HOT CHOCOLATE LOVE ME TO SLEEP RAK 324
- DR. HOOK GIRLS CAN GET IT Mercury MER 51
- ARETHA FRANKLIN WHAT A FOOL BELIEVES Arista ARIST 377
- SPLIT ENZ NOBODY TAKES ME SERIOUSLY A&M AMS 7574

DISCO/SOUL

Top new sellers on RB's Disco Chart

- DIANA ROSS I'M COMING OUT Motown (12) TMG 1210
- SEAWIND WHATCHA DOIN' A&M AMS(X) 7575
- JIMMY BO HORNE IS IT IN SPANK TK TKR (13) 7586
- RANDY CRAWFORD TENDER FALLS THE RAIN Warner Bros K17728(T)
- LEVEL 42 WINGS OF LOVE Polydor POSP(X) 197

IMPORTS

Fastest moving Disco/Soul imports

* NO NEW IMPORT CHARTBUSTERS THIS WEEK *



Disco Charts
Country Chart



Singles Charts
Disco Chart



Country Chart



Singles Chart
Country Chart



Disco Chart



Country Chart



Radio For
Singles Charts
Country Chart



Singles Chart



Singles Chart



the voice
of Mann
Disco Chart



RAMS NORLAND
Singles Chart

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

SS MAGAZINE

LISTERS LISTERS LISTERS LISTERS LISTERS

...les of the week
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DISC PICKS

Ensign BONGO 1
Ensign ENY 45(12)

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KATE BUSH DECEMBER WILL BE MAGIC	EMI 5121
MATCHBOX OVER THE RAINBOW	Magnet MAG 192
SIUXSIE & THE BANSHEES ISRAEL	Polydor POSP 205
NOLANS WHO'S GONNA ROCK YOU	Epic EPC 9325
HAWKWIND WHO'S GONNA WIN THE WAR	Bronze BRO 109
ELTON JOHN DEAR GOD	Rocket XPRES 45 (ELTON 1)
EARTH WIND & FIRE BACK ON THE ROAD	CBS 9377
BILLY FRAZIER BILLY WHO?	Champagne FIZZ 503 (FIZY 5003)
DAMNED HIT OR MISS	Chiswick CHIS 139
SHOWADDYWADDY BLUE MOON	Arista ARIST 379
LINX RISE AND SHINE	Chrysalis CHS (12)2480
TOYAH DANCED	Safari SAFE 32

ROCK

Top action from the **RE Top 100** and **Indie Chart**

SAXON STRONG ARM OF THE LAW	Carrere CAR 170
WHITESNAKE LIVE IN THE HEART OF THE CITY	Sunburst (12)BP 381
VARDIS TOO MANY PEOPLE	Logo VAR 2
BAUHAUS TELEGRAM SAM	4AD AD 17

OFF THE WALL

Coming out of nowhere

* NO NEW OFF THE WALL CHARTBUSTERS THIS WEEK *

...s on these radio stations:

beacon radio303 Singles Chart	RADIO TEES Singles Chart Country Chart	Radio Trent Singles Chart Country Chart	257 Radio Orwell Country Chart
206 Singles Chart	206 Singles Chart	FM RADIO CLEVELAND 206 Country Chart	

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ROUGH 18...THE FALL...Grotesque-After The Gramme.
ROUGH 17...THE NORMAL & ROBERT RENTAL...Live At West Ruxton.
ROUGH-US 3...VARIOUS ARTISTS...Wanna Buy A Bridge? (RT compilation)
RT 050...ESSENTIAL LOGIC...Eugene / Tame The Neighbors
RT 055...GIRLS AT OUR BEST...Politics / It's Fashion
RT 060...CABARET VOLTAIRE...Seconds Too Late / Control Addict
INEV 004...WARI HEAT...Seven Minutes To Midnight
INEV 003...MODERN EON...Euthanics / Waiting for the Cavalry
SOON COMING:
RT 061...DELTA 5...Try / Colour
RT 052...ROBERT WYATT...At Last I Am Free / Strange Fruit
RT 065...BLUE ORCHIDS...Disney Boys / After The Flood
RT 058...THE GIST...This Is Love / Tanks

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The Airplay Guide features playlists which are in force in the current week (except for Radio Hallam which due to production deadlines is for last week). Playlists normally only affect daytime Monday-Friday shows.

NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE

Basic Key
A - Main Playlist/Chart
B - Breakers/Clippers
C - Extras
 ★ - Hit Picks
 ☆ - Station Pick

			LUTHERAN RADIO 7	CAPITAL	PICCADILLY CITY	DOWNTOWN	HALLAM	METRO	BELTON	WENTON	SWALESEA	PERNINE	PL WOOD	HORNBY	BBC SCOTLAND												
71	15	LOVING JUST FOR FUN KELLY MARIE														A	PLUS 4	A	19								
72	30	GIVE ME AN INCH HAZEL O'CONNOR														A	AMS 7569	C	19								
73	70	LIFE IS FOR LIVING BARCEL JAMES HARVEST	C	B	B	A	A	B	B	C	B	A	B	B	A	A	POSP 195	F	19								
74	87	AM I NORMAL? EYE TO EYE														A	K17698	W	18								
75	28	TOWERS OF LONDON XTC														A	VS 372	C	18								
76	6	ROMEO & JULIET DIRE STRAITS															MOVIE 1	F	18								
77	6	WOMEN IN UNIFORM IRON MAIDEN															EMI 5105	E	18								
78	6	CRY FOR THE NATION MICHAEL SCHENKER GROUP															CHS 2471	F	17								
79	32	GOTTA PULL MYSELF TOGETHER NOLANS	C	B		A	A	A	A	A	A	C	A			A	EP 8878	C	17								
80	33	OFFICIAL SECRETS M															MCA 650	C	17								
81	78	ACE OF SPADES MOTORHEAD															BRO 106	F	17								
82	99	HELP ME! ROBIN GIBB & MARCIA LEVY	C	C	B	B	A										RSO 65	F	17								
83	25	IF YOU'RE LOOKIN' FOR A WAY OUT ODYSSEY	C	B	A	A	A	A	A	A	A	C	A	A			RC 5	R	16								
84	6	IF YOU WALK OUT THAT DOOR JEROME	C	B	★												DJS 10956	C	15								
85	72	WAS EZO MARTHA & THE MUFFINS															DIN 27	C	15								
86	6	EASY DOES IT TOYS															BP 379	E	15								
87	6	RABBIT CHAS & DAVE															ROCKNEY 9	P	15								
88	6	HARMONY ELTON JOHN	C	C		A											DJS 10961	C	15								
89	6	STOP IT BABY INMATES															ADA 61	W	15								
90	77	HOLLYWOOD SMILES GLEN CAMPBELL															CL 16167	E	15								
91	6	MIDNIGHT COWBOY SOUNDTRACK															LP 834	E	14								
92	6	HAPPY DAYS ARE HERE AGAIN OVALTINES															OVA S100	M	14								
93	6	YOU'RE OK OTTAWAN															CAR 168	W	14								
94	62	IN A RIDDLE DOOLEYS															GT 283	C	14								
95	6	IT'S HARD TO BE HUMBLE MAC DAVIS															CAN 210	A	14								
96	80	MY LIFE'S A JIGSAW PURPLE HEARTS															SAFE 30	M	14								
97	6	JUMPING FROM LOVE TO LOVE DR FEELGOOD															BP 374	E	14								
98	85	FIND YOURSELF ANOTHER FOOL BLUES BAND															BOOT 3	F	14								
99	6	634-5789 RY COODER															A	K17713	W	13							
100	6	WAIT IN LINE KIM GOODY															BPS 006	A	13								
BREAKER		BELIEVE IN YOU DON WILLIAMS															A	MCA 631	C	13							
BREAKER		I DON'T WANT MY BODY PIRANHAS																SIR 4046	W	12							
BREAKER		I AM THE BEAT THE LOOK																MCA 647	C	12							
BREAKER		SOME BROKEN HEARTS NEVER MEND TELLY SAVALAS																HH 152	A	12							
BREAKER		IF YOU CHANGE YOUR MIND CRYSTAL GAYLE																CBS 9058	C	12							
BREAKER		WHAT'S IN A KISS GILBERT O'SULLIVAN																CBS 9929	C	12							
BREAKER		TAKIN' A CHANCE ON YOU DOLLAR																A	K18353	W	12						
BREAKER		D.I.S.C.O. OTTAWAN																A	CAR 161	W	12						
BREAKER		SOMETHING WASN'T QUITE RIGHT GINGER																	ERS 003	P	11						
BREAKER		SPANISH EYES AL DI MEOLA																	CBS 8946	C	11						
BREAKER		REDEMPTION SONG BOB MARLEY & THE WALLERS																	WIP 6653	E	11						
BREAKER		ROCK CITY HELICOPTERS FEATURING RY WOOD																	CHEAP 6	R	11						
BREAKER		WHAT'S YOUR HURRY DARLIN' IRONHORSE																	A	K11497	W	11					
BREAKER		TOUCH ME WHEN WE'RE DANCING ROCK-OLA																		OVS 1217	A	10					
BREAKER		THE GLOW OF LOVE CHANGE																		B	K79187	W	10				
BREAKER		YOU AND ME SPARGO																			★	FIZZ 101	C	10			
BREAKER		WHY DO LOVERS SHOWADDYWADDY																				★	ARIST 359	F	10		
BREAKER		JESSE CARLY SIMON																				★	K17689	W	10		
BREAKER		TELEGRAM SAM BAUHAUS																					AD 17	H	10		
BREAKER		HOUSE PARTY FRED WESLEY																					RSO 67	F	10		
BREAKER		STROBELIGHT B 52'S																					WIP 6665	E	10		
BREAKER		GOTTA HAVE MORE LOVE CLIMAX																					K17733	W	10		
BREAKER		MEET UTOPIA (EP) UTOPIA																					A	IEP 12	E	10	
BREAKER		THE WORRYING KIND MARSHALL DOKTORS																					B	REWIND 6	M	10	
BREAKER		LONDON TOWN LIGHT OF THE WORLD																					C	ENY 43	F	10	
BREAKER		ARMY DREAMERS KATE BUSH																					A	EMI 5106	E	10	
BREAKER		LIES MANFRED MANN'S EARTH BAND																					A	BRO 103	F	10	
BREAKER		DON'T STAND SO CLOSE TO ME POLICE																					A	AMS 7564	C	9	
BREAKER		WILD BULL RIDER HOYT AXTON																					B	YB 101	F	9	
BREAKER		LOOK WHAT YOU DONE TO ME BOZ SCAGGS																					A	CBS 9034	C	9	
BREAKER		LATIN AMERICA GIBSON BROS																					B	WIP 6659	E	9	
BREAKER		HERE COMES THE NIGHT JANIS IAN																					A	CBS 9324	C	9	
BREAKER		WALK AWAY DONNA SUMMER																					B	CAN 211	A	8	
BREAKER		IT'S ALRIGHT CURTIS MAYFIELD																						RSO 68	F	8	
BREAKER		I WILL FOLLOW U2																						WIP 6656	E	8	
BREAKER		TRAVEL SIMPLE MINDS																					C	ARIST 372	F	8	
BREAKER		SIMON JOAN ARMATRADING																					A	C	AMS 7571	C	8
BREAKER		DREAMER SUPERTRAMP																							AMS 7576	C	8
BREAKER		CHILDREN OF TODAY WEAPON OF PEACE																							TF 1082	F	8

Key To Station Playlists

- MERCA SOUND**
- ▲ A List
- ▲ B List
- ▲ Hit Picks
- Merca Breaker**
- ▲ A List
- ▲ B SAC List
- ▲ C Hit
- ▲ Penine Pick
- 210**
- Traffic Valley**
- ▲ A List
- ▲ B SAC List
- ▲ C Hit
- ▲ Hit Picks
- ▲ Peoples Choice
- PENNINE SOUND**
- ▲ A List
- ▲ B List
- ▲ Hit Picks
- CBC**
- ▲ A List
- ▲ Top 30
- ▲ Hit Picks
- BBC SCOTLAND**
- ▲ A List
- ▲ B List
- ▲ Hit Picks
- ▲ Single Or Week
- HORNBY**
- Peterborough**
- ▲ Playlist
- ▲ Station Pick

The Radioactive symbol (☼) is awarded for a gain of at least 3% in the airplay along - equivalent to one or two of three major ILR station playlists.

Each playlist is weighted according to approximate frequency of play and audience reach as indicated by available published research.

- Key To Distributors**
- ▲ Pvc
 - ▲ Fresh
 - ▲ CBS
 - ▲ Stage One
 - ▲ F-Polygram
 - ▲ Rough Trade/Swan
 - ▲ M-Fast
 - ▲ Fruity Products
 - ▲ Create
 - ▲ Logans
 - ▲ Swan
 - ▲ Neal
 - ▲ President
 - ▲ P-Prince
 - ▲ Rough Trade
 - ▲ RCA
 - ▲ Stage One
 - ▲ Sublime
 - ▲ MSO
 - ▲ V-Fred Rhino
 - ▲ W-USA
 - ▲ X-Restingtons
 - ▲ T-Wind Up
 - ▲ Z-belt

Spotlight on STAGE ONE

Something to interest every UK dealer

WITH STOCK of between 750,000 and 1,000,000 units and a range of almost 40,000 titles, Stage One can fairly claim that it has something to interest every record retailer in the UK.

"Unlike other independent distributors we have dealers coming to us for mainstream chart product," commented Stage One marketing director, Terry Shand. "To a certain extent we can sell the releases from UK distributed labels on the back of this material."

When Stage One moved to its current

premises in Haslemere, it employed a staff of ten. This has now grown to 40 with 20 people working on sales – eight on telephone sales, five van salesmen on the road, three looking after bulk accounts, three on specialist imports and one on distributed UK labels.

Shand said: "We have between £2-£3

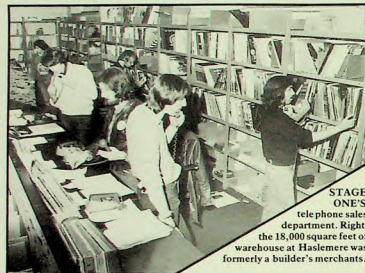
million invested in stock at any one time and hundreds of thousands of pounds owed to us by record retailers because of the credit terms we give. Our stock ranges from 35 pence cutouts to US box sets carrying a retail price of £50."

On the distribution side, Stage One offers deliveries between 24 and 72

hours with current product and specialist imports arriving the following day and cut-outs and overstocks within three days.

Servicing an estimated 2,000 retail accounts, Stage One does not stipulate any minimum order and gives dealers 30 days credit with a 50 pence handling charge per invoice.

Shand commented: "We have been able to build up our business over the last few years by the aggressive nature of our marketing strategy and the efficient way in which we run our business."



STAGE ONE'S telephone sales department. Right: the 18,000 square feet of warehouse at Haslemere was formerly a builder's merchants.



One Stoppers link to form new record label

THE LAUNCH of new label Human Records has been brought about by a unique link-up between Stage One and the London retail chain Bonapartes.

Bonapartes, operating from its recently opened premises in Pentonville Road, Kings Cross, will handle A&R, marketing, promotion and the manu-

facturing side and Stage One, which has put up 50 per cent of the capital, will handle distribution.

In addition to the single by Birming-

ham's Dangerous Girls titled 'Man In The Glass', which is already available, Human has lined up releases from The Slits, The Au Pairs and The Frankies.

The first of these will be a Slits single coupling 'Animal Space' with 'Animal Spacer'. A four-track 12-inch EP by the Slits, including the two UK tracks and re-recorded versions of 'Man Next Door' and 'In The Beginning', is being released in the US later this month by Human.

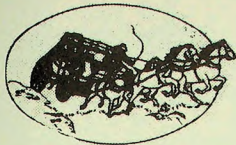
With the label headed up by Bonapartes' Steve Melhuish, Chris Youle, former RSO/Acrobat managing director, has been appointed to run the new company. Another former RSO executive, Brian Donahue, and independent promotions man, Ray Cane, will run the promotion team, as well as being involved in the day to day running of the company.

Melhuish commented: "Our aim is to provide a professional alternative to the current haphazard independent set-up and the inflexibility of the major labels."

Stage One's Terry Shand added: "For us Human Records is of considerable importance and we are very glad to be doing the whole thing with Bonapartes because of their extensive experience in the rock market."



TERRY SHAND, Stage One's marketing director, with labels manager Dave Fagence.



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ORIGINAL — The Hitchhikers Guide to the Galaxy and the HeeBeeGeeBees
HUMAN — Sills, Au Pairs, Dangerous Girls, Frankies
TRIDENT — The Famous Names, Rita Marley
TARA — Planxty Stocktons Wing, Oisín
BATTLE OF THE BANDS — The AK band
SATELLITE — Prime Suspect, Ray Dorset (Mungo Jerry) and many more.
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TARA 3006



TARA 3002



TARA 2009



TARA 3003



TARA 1012



TARA 3004

The TARA label is now regarded by most people involved in Traditional music as being THE Irish label for recordings of the finest traditional and contemporary music to emanate from that country.

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The Black Sabbath catalogue



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NEL 0 01



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NEL 6018



SABBATH
BLOODY SABBATH
NEL 6017



VOL 4
NEL 6005



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NEL 6004



PARANOID
NEL 6003



BLACK SABBATH
NEL 6002



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BSS 101

FRED HILL
NIGHTBEAT
BSS 102

New releases



SOFT TOUCH
IT'S MY LIFE
BSS 103

Spotlight on STAGE ONE

Small operator to £10m turnover in seven years

HOW STAGE One built from its original base of importing US specialist product to a position where it is now ready to radically increase its own export business.

THE DEVELOPMENT of Stage One Records from a small time specialist importer into an operation that should achieve a turnover of £10 million this year has fallen into four distinct phases.

The company was established seven years ago by Nigel Howick, the current managing director, and he was joined soon afterwards by Nick Anstey and Tony Sutton, who continue as directors with responsibilities for special product and van sales respectively.

Based in Godalming, Howick steadily built up Stage One's business as an importer of US 12-inch singles and albums and other specialist product from Europe. The import net soon widened to take in Australian and Japanese product.

Business was healthy and Stage One eventually established itself as one of the leading companies in this area with a turnover of almost £2 million a year. But to a certain extent its growth potential was restricted, and it was with the arrival of Terry Shand, as marketing director, four years ago that the first phase of Stage One's expansion took place.

Howick and Shand, who had previously worked as marketing director for a leading rack jobber, saw the potential for cut-outs and overstocks in the UK market and moved quickly to exploit an area that was being ignored by rivals.

Shand told *Record Business*: "In addition to cut-outs we went into parallel imports and turnover expanded fairly quickly. But the real turning point, in terms of volume, came at the end of 1978."

Stage One secured orders from the



MANAGING DIRECTOR and company founder Nigel Howick, flanked by marketing director, Terry Shand (left), and director Nick Anstey.

RECORD BUSINESS November 17 1980

SPECIAL OFFER

THE RITA MARLEY ALBUM



● TO PAGE 28

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TLP001

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Spotlight on STAGE ONE

● FROM PAGE 27

It was July of last year that the next phase in Stage One's development occurred. The company turned its hand to the export market.

Trudi Hunt, who had run Heathrow Records, the export subsidiary of Charmdale Records which folded at the same time as its parent company, joined Stage One to run the new department. Charmdale's Brian Smith moved over at the same time as sales manager.

SHAND COMMENTED: "We have now built up the export side to a turnover of almost £2 million and we have accounts with several major UK record companies. We have basically come to an understanding with those companies over what product we import and it seems to work."

The bulk of the company's export business is made up of UK product, but it also re-exports a fair amount of the product it imports into the UK.

As an import/export operation, Stage One had basically reached the limits of its expansion and the third phase in its growth was probably the most dramatic as well as the most profitable.

The company finalised a deal with Nems for the release of a mass of Black Sabbath back catalogue product plus a new Sabbath album *Live at Last* and immediately moved into distribution of UK product.

"It was a major breakthrough," said



BRIAN SMITH, Stage One sales manager and previously with Charmdale. Inset: the stage one general administrative office.

Battle of the Bands

1980
CONTEST
TOUR

STAGE ONE
of the most exciting
new event in Rock Music

PINK SLIPPERS

BOB1

By The

Ak
band

DISTRIBUTED BY STAGE ONE RECORDS

Shand," the *Live At Last* album shipped over 100,000 pieces and was in the charts 17 weeks. The 'Paranoid' single reached number 14 and including the nine back catalogue Sabbath albums we must have sold a total of almost a million units."

This phenomenal success provided ample evidence of Stage One's ability to chart product and it brought a steady stream of approaches from independent labels in search of distribution deals.

THE LAST few months have subsequently seen deals signed with the Trillion subsidiary Trident Records, which has put out product from Famous Names and Rita Marley, Original Records, which has clocked healthy sales with the cult *Hitch-Hikers Guide To The Galaxy* albums and the Heebegeebes, and Ray Dorset's Satellite Records.

Additionally, exclusive distribution deals have been signed with Mistral Records, which has just released a single by Levi Dexter and The Ripcords, Governor Records, featuring Captain Mog and the Private Sigh (previously The Smirks), and the Battle Of The Bands label, whose first release is the Ak Band's 'Pink Slippers'.

Looking after this new area for Stage One is labels manager, Dave Fagence, who explained the company's approach to distribution of UK labels and the reason for the development.

He said: "We realised we were servicing enough retail accounts to do something else. We were tested with the Black Sabbath product and labels started coming to us about three months ago."

Fagence continued: "We have been careful about which companies we do distribution deals with. Our job is impossible if they don't know how to promote their product or have the backing to do it properly. We have gone with companies that already know their way around the record business."

"The idea that a distributor can make a record into a hit is completely wrong — unless it's a lucky break. The record companies have got to get the airplay and the publicity and then we can do our job," he added.

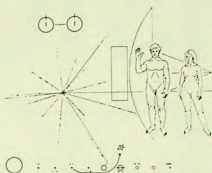
THE MOST recent, and fourth phase for Stage One has been the joint launch of Human Records in association with Bonapartes. Financially it's a 50/50 split with Stage One providing distribution and Bonapartes all other areas. The first release, a single by Dangerous Girls titled 'Man In The Glass', is now out.

For the current financial year, Stage One looks like clocking up a £10 million turnover, with exports accounting for £2 million, imports (specialist full price product, cut outs and parallels) making up about £6 million and UK distributed product an estimated £2 — £3 million.

However the company does not intend stopping here. Shand hopes that the next year will see an increase in the export business as well as rapid growth in distribution of UK product and the establishment of Human Records as a successful label.

Shand concluded: "We intend to become a major distributor of UK product — an alternative to people like Spartan and Rough trade — as well as a supplier of imports and a leading exporter."

Lots of acts have recently become Human...



THREE NEW SINGLES IN PICTURE BAGS!

DANGEROUS GIRLS

'Man In The Glass' c/w 'MO7S' HUM 1

THE SLITS

'Animal Space' c/w 'Animal Spacer' HUM 4

AU PAIRS

'It's Obvious' c/w 'Diet' OTO 4

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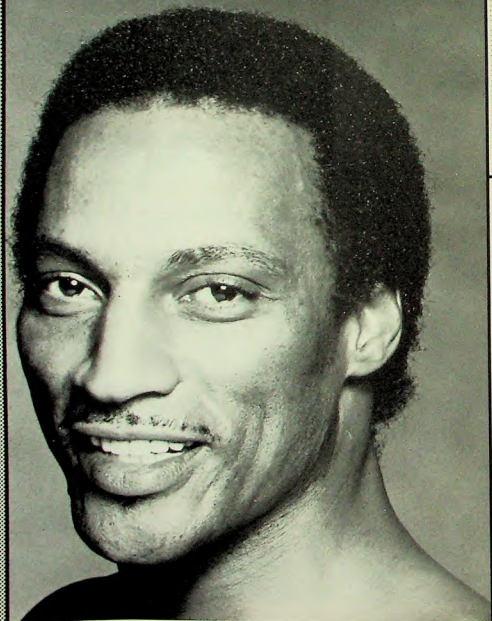
THE RICH AND THE POOR
THE RESTAURANT
A NEW ALBUM ON ORIGINAL RECORDS

THE HITCH-HIKER'S GUIDE TO THE GALAXY
ON ORIGINAL RECORDS

WE'VE BEEN FLOODED WITH ORDERS!
Exclusive UK Distribution by Stage One Records

Brian Smith of Stage One says:
"One's never alone with a rubber duck!"

BRISTOL'S BACK



*Johnny
Bristol*

Love No Longer
Has A Hold
On Me

c/w

Till I See
You Again



AHA 567

Hansa Productions Limited
Marketed and Distributed by
A & A Record Marketing

Orders to: Pye Records (Sales) Ltd.,
132 Western Road, Mitcham, Surrey,
Tel: 01-648 7000.

Top 40

SAXON: Strong Arm Of The Law (Carere CAL 120) Prod: Saxon/Pete Hinton

The British metal band's best album yet – it constitutes a *tour de force* for singer Bill Byford who is blessed with flaccid tonsils. The rest of the band provides, to quote one track, 'all-out heavy metal thunder'. That plus 'Hungry Years' and 'Dallas 1PM' are stand-out cuts on a powerful and superb collection. Should be a smash.

DON WILLIAMS: The Very Best Of (MCA 4014)

More repackaging of Williams' durable catalogue which doesn't appear to lose the freshness of its appeal, although it's debatable how many of his fans will not have 'Gypsy Woman' and 'You're My Best Friend' and others on a previous compilation, such as last year's TV promoted package. Other favourites featured included 'I Believe In You', 'Tulsa Time', 'It Must Be Love' and 'The Shelter Of Your Eyes'. Williams, great strength is the way he can express simple sentiments to immediately catchy melodies with an unaffected sincerity which makes him a winner everytime with the MOR market.

PUBLIC IMAGE: Image Publique S.A. Paris Au Printemps (Virgin V12183)

A live set, recorded in Paris in March – hence the French title. Even though the mix is good, it's perhaps not the best way for this band to present itself as it relies on tightness and tension to achieve its aim and the live treatment only accentuates the monotony that can set in after too much PIL at one sitting. Included are 'Poitones', 'Chant' and 'Carreering'.

ADAM AND THE ANTS: Kings Of The Wild Frontier (CBS 84549) Prod: Chris Hughes

With the band now signed to CBS and their current single 'Dog Eat Dog' giving them a first taste of significant commercial success, the prospects for the album must be good and a top 40 placing a near certainty. The four new musicians have given a freshness and direction to the product that was previously lacking and there are three or four cuts as powerful and distinctive as the single.

EAGLES: Eagles Live (Asylum K62032) Prod: Bill Szymczyk.

Perfect harmonies and masterful musicianship are combined to create a stunning facsimile of studio sound, the illusion shattered only by the ecstatic applause of the audience between songs. Against that backdrop *Eagles Live*, a double set recorded between 1975 and 1980, seems somewhat superfluous. Improvisation seems alien to the band's nature and with only one track previously uncommitted to vinyl one is tempted to write off the collection as an album release. However, the Eagles do have a committed following which is bound to ensure a healthy Top 20 chart run.

ABBA: Super Trouper (Epic EPC 10022) Prod: Benny Andersson/Bjorn Ulvaeus

Perfectly timed for a million Christmas stockings, this is another Abba package which is spot-on in every way. The new 'Super Trouper' single and the earlier 'The Winner Takes It All' lead into eight further tracks with scarcely a dull spot anywhere. The tempo varies from fast boogieing hustlers to slowies like the 'Fernando'-like 'Andante, Andante' and the hymnal 'The Way Old Friends Do', but everywhere the group's never-failing melodic knack and unmistakable production touches shine through. An obvious number one album.

Top 60

EMERSON, LAKE AND PALMER: The Best Of Emerson, Lake And Palmer (Atlantic K50757) Prod: Greg Lake

A 9-track selection, plucked from six of ELP's albums. The band have always been breathtaking technicians, but time has confirmed that Lake's voice and composing abilities were never up to scratch – his 'Still You Turn Me On' is not an enlightening experience. However, the album is good value, if only for the pyrotechnics of 'Hocwocwoc' and 'Fanfare For The Common Man'.

Best of the rest

THE BEATLES: Rock 'n' Roll Music Vols 1/2 (MIP 50506/7) Prod: George Martin

The first release on budget of Beatles material will help sustain the legend. MIP has utilised a 1976 EMI 2LP *Rock 'n' Roll Music* to release as two singles featuring some of their most fiery recordings. Vol. 1 covers the period 1963-65 when they were still recording other people's songs like 'Twist And Shout', 'Roll Over Beethoven' and 'Long Tall Sally'. On the reverse the focus is on later material, like their classic performances of 'Back In The USSR', 'Got To Get You Into My Life', and 'Get Back'. Simultaneously released are three solo albums, Ringo Starr's *Ringo* (MIP 50508) and John Lennon's *Mind Games* (MIP 50509) both from 1973, with George Harrison's *Dark Horse* (MIP 50510) from 1974.

JOE LOSS: 50 Fabulous Years (EMI NTS217) Prod: Walter Ridley

A nostalgic look back over the years to 1937 and 'Let's Dance At The Make Believe Ballroom' occupies side one of this album to commemorate the band-leader's 50th anniversary. This features such wartime favourites as 'Begin The Beguine', 'In The Mood', 'Woodchoppers Ball' and 60s winners like winners like 'Wheels Cha Cha' and 'March Of The Mods'. Side two presents the band as it is today with singers Larry Gretton, Rosa Loveband and Todd Miller, with a series of

Top 10

NEIL DIAMOND: The Jazz Singer (Capitol EAST 12120) Prod: Bob Gaudio

Original songs from the motion picture, as the album's sub title explains. The film is expected to be a massive hit as is the album and Capitol are pulling out all the stops on an enormous marketing and publicity campaign. And the music? Not the masterpiece one might reasonably have expected, but a highly impressive outing nonetheless. It drips with drama, particularly on 'America', but Diamond is at his best on big ballads like 'Love On The Rocks'.

singalong sortadiskieland treatments of familiar evergreens played as non-stop dancing segues.

PETER SELLERS: Songs For Swingin' Sellers (EMI NTS 212) Prod: George Martin. **SPIKE MILLIGAN, PETER SELLERS, HARRY SCOTCOMB: Dark Side Of The Moon** (EMI One-Up OU 2332) Prod: George Martin/Walter Ridley. **BOB NEHWART** (Pickwick SW3 3079)

A trio of superb comedy albums, all at value-for-money prices, with the Sellers and the Newhart collections being recognised classics. It's a measure of Sellers genius – and Martin's production knowhow – that *Songs For Swing-*

in Sellers has lost none of its appeal 21 years since it was recorded. With its accurately targeted vignettes of the pop stars' stable, skiffle, BBC Radio arts critics' panel, TV's tough interviews and the Indian singing 'Wouldn't It Be Luvly?' it was a mirror of its times. *Dark Side* (with apologies to Pink Floyd) is an assortment of Goonish goodies and not-so-goodies, plus some straight singing from Sccombe which seems rather out of context, amid the inspire nonsense of 'Boiled Babas And Carrots', 'You Gotta Go On' and 'My September Love' by the Famous Eccles. The Newhart album includes 'The Driving Instructor' and 'Introducing Tobacco To Civilisation' among its seven sketches and it's reissue by Pickwick will be warmly welcomed.

BLACK SLATE: Amigo (Ensign ENVY 15) Prod: Black Slate

After the single, the album – and a worthy one it is. Sticking to the kind of lulling skank which British reggae groups seem to favour, and produced in a less hard, more spongy way than the Jamaican product, the music is good on song ideas and melody. Keith Drummond's vocals are good to hear when he stretches out and he might well try to extend his tones more – at times he sounds to be playing a bit safe. But an auspicious album debut with 'Freedom Time', 'Boom Boom' and 'L'egalise Coliie Herb' outstanding.

STIFFS
NEW SINGLE
ORDER THROUGH EMI

VOLUME CONTROL

NEW ALBUMS

The Record Business Star Album Guide		★		★	
CHART BUSTER - platinum album		★		★	
HOT - major album with silver or gold potential		★		★	
BURNING - strong release with established or expected breakthrough		★		★	
ARTIST-TITLE LABEL		LP/Digital price	Cassette/Digital price	Dist.	Release
HALBON BAND LARK RISE TO CAMELWOOD (Cherry) CD\$ 22.97 3.04 A NOV 14					
★ Classic album, established by classic Rock Thompson book					
JANGEL CITY DARK ROCKS (Mercury) EP\$ 8.95 3.04 C NOV 7					
★ Rise Above Rock Band in the AC/DC mould, has impressed critics with Supporting Chap 17's victory, Group and John R. Kelly's production and band members					
BARRON KNIGHTS JESSIE DODGE (Epic) EP\$ 8.95 3.04 NO 4R500 3.04 C NOV 21					
★ Annual seasonal album contains The 53 Song and Never Mind The Pastors, their annual money single					
★ This material is new and professional! It is very easy to see why we're #18 for its depth. Music ●					
BARRY MANLOW MANLOW BOX SET (Atlantic) 2X CD\$ 49.98 2X CD\$ 19.98 A NOV 28					
★ Three box sets containing 'Tryin' To Get The Feeling', The Love You and Manly LP's and a collection of alternate recordings					
BARRY BROWN COOL 'N' YOU (Jive) (Columbia) TRL\$ 19.97 2.90 C NOV 7					
★ Reggae album from Jamaican dancer					
BING CROSBY BING - THE FINAL CHAPTER (RCA) RB\$ 39.98 3.04 2X NR 399 3.03 A NOV 7					
★ A tribute to the star singer. Includes his very last recordings, a CD of the BBC material					
BOBBY CAROL AND SKETTER DAVIS MORE TUNES FOR TWO (Mercury) CD\$ 11.95 3.04 2X NR 395 1.98 B NOV 14					
★ CD album unique in America. You'll love it. My wife and I were getting into this as well as the tunes for Part 1					
CAPTAIN AND TENNILE KEEPING OUR LOVE WARM (Columbia) NRP 7250 3.94 2X NR 720 3.29/A NOV 7					
★ Second Columbia set contains current single 'Keeping Our Love Warm' and the later's success will affect that of the album					
CELCL PARKER (Atlantic) EP\$ 5.95 3.07 E NOV 24					
★ Disc from 'Really, Really Love You' album. Contains 10 songs and a single is planned for release from the new future. Singles will therefore be available. In fact					
CHARLES HEAL ONLY THE BEST (Capitol) CD\$ 17.99 3.07 E NOV 17					
★ Disc album inspired from Los Angeles to UK release. Album was out in USA in 1971 and no doubt but it sales have been made					
CLIMAX BLUES BAND FINDING THE BLUES (Warner Bros) CBS871 3.04 W NOV 28					
★ A blues band from the UK. Includes the CD of the Starliner-based. Contains 'Get Right' album. Band signed to Warner in USA and album contains single 'I Wanna Move Love' along with many previous and new. Jimi Jam's producers. Release postponed to later					
DR. HOOR DR. HOOR'S GREAT HITS (Capitol) E\$ 20.97 3.26 E NOV 20/21 3.26 E NOV 24					
★ Includes 10 CD hits plus plus a Mother's tribute album. Includes 10 songs, tracks and consumer ads					
★ Includes 10 CD hits plus plus a Mother's tribute album. Includes 10 songs, tracks and consumer ads					
★ Includes 10 CD hits plus plus a Mother's tribute album. Includes 10 songs, tracks and consumer ads					
★ Includes 10 CD hits plus plus a Mother's tribute album. Includes 10 songs, tracks and consumer ads					
EARL KLUCE LOVE NIGHT (Globe) (Mercury) CD\$ 10.97 3.07 E NOV 17					
★ Includes 10 CD hits plus plus a Mother's tribute album. Includes 10 songs, tracks and consumer ads					
ELDISS LAISS ELDISS LAISS (Capitol) CD\$ 10.97 3.07 E NOV 17					
★ Long standing soul singer. Includes 10 songs, tracks and consumer ads					
ENKID GARDNER ENKID GARDNER (Mercury) NPS 5059 1.82 NR 5059 1.98 NOV 14					
★ Collection of 10 songs from one of his live albums. Includes 10 songs, tracks and consumer ads					
ERIC ARDEN FIGHT TO SURVIVE (Mercury) CD\$ 11.95 3.07 H NOV 14					
★ Single album signed to producer with new and old songs					
FATBACK A FABST (Mercury) 2X NR 399 3.01					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
FELICE AND GODEFRIDE BEYOND ALL HAVE TO DO DREAM (Jive) (Columbia) CD\$ 17.99 3.07 H NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
FRANKIE VALE HEAVEN ABOVE ME (Mercury) MCF 3881 3.04 MCF 3881 3.04 C NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
GADGETS LOVE CURIOSITY (FRODO AND DOBIE) (Mercury) FSLP 9002 3.00 H NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
G. LEWIS AND G. BILBERT 3RD (Atlantic) CAD 16 2.44 A NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
HARRY CHAPIN SEQUEL (Blackwood) PB 36872 3.04 A NOV 14					
★ Return for singer songwriter. Includes 10 songs, tracks and consumer ads					
HARD O'CONNOR SONS AND LOVERS (Mercury) ALB 354 1.89 CAB1874 2.89 M NOV 28					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
HERBIE Hancock MR HANCO (Jive) CBS 64032 3.04 CBS 64032 3.04 C NOV 21					
★ CD album signed to producer with new and old songs					
HOT CHOCOLATE CLASS RAIN (Mercury) 3XRA 543 3.07 3XRA 543 3.07 E NOV 19					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
INDUSTRIALS THE INDUSTRIALS (Mercury) CD\$ 14.99 3.04 C NOV 28					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
INSTANT FUNK THE FUNK IS ON (Mercury) SLP 4 3.04 A NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
JOHN HUNTING THE INSTANT SUNSHINE LP (Mercury) NPS 216 2.49 TC NPS 216 2.49 E NOV 17					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
JOHN WALKER 10 GOLDEN LOVE SONGS (Mercury) TRL\$ 19.97 2.90 C NOV 28					
★ Collection of 10 songs from one of his live albums. Includes 10 songs, tracks and consumer ads					
JUDGE DREDD 40 GIGS (Mercury) BG 1 3.05 C NOV 28					
★ Double album collection of 10 songs. Includes 10 songs, tracks and consumer ads					
JUST ANOTHER DAY (Mercury) CD\$ 11.95 3.07 H NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
KEVIN JOHNSON KEEP FIGHTING (Mercury) 3XRA 543 3.07 3XRA 543 3.07 E NOV 19					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
KENT WHITE 29 (Mercury) CD\$ 17.99 3.07 H NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
LANE CLAYTON MY HEAVEN (Mercury) 2X NR 399 3.01 2X NR 399 3.01 A NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					

LIPPS INC. PUNCH UP (Columbia) MSLP 7242 3.34 A OCT 10					
★ 7th studio set follows up on 10th of disco version of the band's 'Lipps Inc. Greatest Hits' the material but is not as good as the other two. Includes 10 songs, tracks and consumer ads					
MAX BYGRADES AND ACKER BILK (Mercury) CD\$ 11.95 3.07 H NOV 14					
★ 7th studio set follows Bill's single 'I Love Her' with an album that is not as good as the other two. Includes 10 songs, tracks and consumer ads					
MICHAEL BENTLEY SQUARE WASHING (Mercury) NPS 5054 1.82 NPS 5054 1.98 B NOV 14					
★ M.C. or the real life of the album from 'A Square World and All Stars' LP's contains tracks that are not as good as the other two. Includes 10 songs, tracks and consumer ads					
MODERN MAN (Mercury) (Mercury) MMLP 5001 2.43 A NOV 7					
★ Modern man's music. Includes 10 songs, tracks and consumer ads					
MORWELL UNLIMITED 41 (Dun) (Mercury) TRL\$ 19.97 2.90 C NOV 28					
★ 41st album from established soul singer. Includes 10 songs, tracks and consumer ads					
MUR DIAMOND THE JAZZ SPIN (Mercury) EAST 1209 3.29 TC EAST 1210 3.29 E NOV 14					
★ Second and new Diamond LP contains a 10-song set. Includes 10 songs, tracks and consumer ads					
NIGHT LOUIS DISTANCE (Mercury) CBS11 304 W NOV 28					
★ 4th studio album from established soul singer. Includes 10 songs, tracks and consumer ads					
ODIBISA MYSTIC ENERGY (Mercury) CABL 1002 3.07 2X NR 399 3.07 A NOV 7					
★ Afro-themed band. Includes 10 songs, tracks and consumer ads					
PHILLY CREAM NO TIME LIKE NOW (Mercury) WJAL 5001 3.07 A NOV 7					
★ Disco album from Jimmy Jam & The New Power Generation. Includes 10 songs, tracks and consumer ads					
PLANETS SPIRIT (Mercury) ALB 1022 3.19/A 2X NR 399 3.19/A OCT 10					
★ Second Planets album from established soul singer. Includes 10 songs, tracks and consumer ads					
POPE STYRENE TRANSCENDENCE (Mercury) JAG 3200 3.07 TC JAG 3020 3.07 E NOV 14					
★ 4th LP. Styrene has moved from his band and has formed a new band. Includes 10 songs, tracks and consumer ads					
RANDY HANCOCK RANDY HANCO (Mercury) E-S\$ 1219 3.07 E NOV 17					
★ American funk album. Includes 10 songs, tracks and consumer ads					
RANKING JAZZ ROUND THE WORLD (Mercury) STPL 009 2.40 J NOV 14					
★ Disc from 'Really, Really Love You' album. Includes 10 songs, tracks and consumer ads					
RICHAARD ROYAL RYD IN THE MOUNTAIN (Mercury) 500K 167 3.25/A A NOV 14					
★ New album from former Duke Bluebelts contains 10 songs, tracks and consumer ads					
ROCKY SHARPE ROCKET TO MARS (Mercury) CD\$ 11.95 3.07 H NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
ROSEMARY LOUGHEE ROSE LOUGHEE THE SWANSON (Mercury) NPS 5057 1.82 NPS 5057 1.98 B NOV 14					
★ Vinyl album from established soul singer. Includes 10 songs, tracks and consumer ads					
ROCKY SHARPE ROCKET TO MARS (Mercury) CD\$ 11.95 3.07 H NOV 14					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
RUFUS HOLMES ADVENTURE (Mercury) MCF 3084 3.04 MCF 3084 3.04 C NOV 21					
★ Titled single songster with a long standing career. Includes 10 songs, tracks and consumer ads					
SHAM BE THE BEST AND THE LAST (Mercury) 2X NR 399 3.07 H NOV 14					
★ Best of collection features most of his hits from the 1960s. Includes 10 songs, tracks and consumer ads					
STEELY DAN GAUCHO (Mercury) MCF 3090 3.04 MCF 3090 3.04 C NOV 21					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
SUPERHERO SUPERHERO (Mercury) STPL 10 3.16 MCF 3090 3.04 C NOV 21					
★ Long established soul singer. Includes 10 songs, tracks and consumer ads					
TODD RUNDGREN AWARD & TRIBE STAR (Mercury) RSP 10 2.00 E NOV 17					
★ New solo from established soul singer. Includes 10 songs, tracks and consumer ads					
TOOTS AND THE MAYTALS TOOTS LIVE (Mercury) LPS 9647 3.07 TC LPS 9647 3.07 E NOV 14					
★ 10th of 10 CD hits plus plus a Mother's tribute album. Includes 10 songs, tracks and consumer ads					
TOWNSEND LINDA (Mercury) 2482 488 1.80 2X NR 399 3.16 C NOV 28					
★ M.C. or the real life of the album from 'A Square World and All Stars' LP's contains tracks that are not as good as the other two. Includes 10 songs, tracks and consumer ads					
YANKEE SEE YOU LATER (Mercury) 2X NR 399 3.26 2X NR 399 3.26 H NOV 14					
★ 4th studio album from established soul singer. Includes 10 songs, tracks and consumer ads					
VARIOUS THE LEGEND OF JESSE JAMES (Mercury) AMX 6378 3.04 CMX 6378 3.04 C NOV 14					
★ Biographical album. Includes 10 songs, tracks and consumer ads					
VARIOUS SIXTES FOLKSONG (Mercury) EYVC 3 EYVC 3 F NOV 14					
★ 20 track collection of 10th hits. Includes 10 songs, tracks and consumer ads					
VARIOUS TOP OF THE POPS (Mercury) BELF 016 3.04 2X NR 399 3.04 A NOV 7					
★ 10th of 10 CD hits plus plus a Mother's tribute album. Includes 10 songs, tracks and consumer ads					
VARIOUS WORLD PIPE BAND CHAMPIONSHIP (Mercury) REC 401 1.84 2X NR 399 1.84 A NOV 7					
★ 10th of 10 CD hits plus plus a Mother's tribute album. Includes 10 songs, tracks and consumer ads					
WEATHER REPORT NIGHT PASSAGE (Mercury) CBS 64057 3.04 2X NR 399 3.04 C NOV 21					
★ Return for jazz group which has found wide acceptance amongst all sorts of music fans and best known for 'Birdland'					

CBS "three-in-one" boxed set Christmas issues					
BARBARA STREISAND BOX SET (CBS) CBS 66328 6.69 40 66328 6.69 C OCT 3					
★ 4th studio album from established soul singer. Includes 10 songs, tracks and consumer ads					
BILLY DOLY BOX SET (CBS) CBS 64494 6.69 40 66326 6.69 C OCT 3					
★ 4th studio album from established soul singer. Includes 10 songs, tracks and consumer ads					
BILLY BRIDGES BOX SET (CBS) CBS 66353 6.69 40 66353 6.69 C OCT 3					
★ 4th studio album from established soul singer. Includes 10 songs, tracks and consumer ads					
EARTH WINN AND FIRE BOX SET (CBS) CBS 66355 6.69 40 66355 6.69 C OCT 3					
★ 4th studio album from established soul singer. Includes 10 songs, tracks and consumer ads					
JOHNNY MATHER BOX SET (CBS) CBS 66356 6.69 40 66356 6.69 C OCT 3					
★ 4th studio album from established soul singer. Includes 10 songs, tracks and consumer ads					
JUAS PRILEY BOX SET (CBS) CBS 66357 6.69 40 66357 6.69 C OCT 3					
★ 4th studio album from established soul singer. Includes 10 songs, tracks and consumer ads					
SANTANA BOX SET (CBS) CBS 66358 6.69 40 66358 6.69 C OCT 3					
★ 4th studio album from established soul singer. Includes 10 songs, tracks and consumer ads					
VARIOUS 31 (Mercury) CBS 66359 6.69 40 66359 6.69 C OCT 3					
★ 31st studio album from established soul singer. Includes 10 songs, tracks and consumer ads					

See New Singles page for distributor city details

THE ALBUM CHART 1-6

CLASSICAL

The Last Week of New Week chart	Wks on chart	TITLE ARTIST	LP (cassette) No.	Dist.	Prices
1	7	GUILTY BARBARA STREISAND	CBS 440 86122	C	3.22 (3.22)
2	4	ZENYATTA MONDATHA POLICE	A&M AMH (CAM) 64831	C	3.04 (3.04)
3	1	KINGS OF THE WILD FRONTIER ADAM AND THE ANTS	CBS 440 84549	C	3.04 (3.04)
4	1	SUPER TROUPER ARBA	EPIC EPC 440 10022	C	3.45 (3.45)
5	2	HOTTER THAN JULY STEVE WONDER	MOTOWN TG13TAMA 8035	E	3.29 (3.29)
6	1	BACK OF SPADES MOTORHEAD	BRUCE (TC)BIRON 531	F	3.07 (3.07)
7	2	LIVE IN THE HEART OF THE CITY WHITESNAKE	US (C)SIRAME 1	E	3.65 (3.65)
8	5	JUST SUPPOSIN' STATUS QUO	VERTIGO 6302 097 (1744 657)	F	3.44 (3.50)
9	6	ORGANISATION ORCHESTRAL MANOEUVRES IN THE DARK	DINDIC DINDI 6	C	3.20 (3.20)
10	1	STRONG ARM OF THE LAW SAXON	CARRERA CARL (CAC) 120	W	3.04 (3.04)
11	14	NOT THE NINE O'CLOCK NEWS ORIGINAL CAST	BBC REC (ZCF) 400	A	2.89 (3.02)
12	5	THE RIVER BRUCE SPRINGSTEEN	CBS 440 88510	C	4.25 (4.25)
13	63	MANLOW MAGIC BARRY MANLOW	ARISTA ARTW 2	F	3.05 (3.05)
14	9	MAKING MOVIES DIRE STRAITS	VERTIGO 6302 097 (1744 657)	F	3.44 (3.50)
15	55	COUNTRY LEGENDS VARIOUS	RONCO (C)HRTI 2050	D	3.36 (3.70)
16	33	4 MAKING WAVES NOLAN	EPIC EPC 440 10023	C	3.44 (3.44)
17	22	11 SIGNING OFF U2	GRADUATE (GRAD)GRADU2	M	2.89 (2.89)
18	25	LITTLE MISS DYAMANTE BRENDA LEE	WARNER BROS (WB) 803	U	3.25 (3.45)
19	12	7 ABSOLUTELY MADNESS	STIFF (Z)SEZ 29	C	2.89 (3.03)
20	24	9 SCARY MONSTERS AND SUPER CREEPS DAVID BOWIE	RCA BOWPL (BOW) 2	R	3.34 (3.34)
21	13	2 LEVITATION HAWKWIND	BRONZE (TC)BIRON 530	F	3.07 (3.07)
22	10	10 NEVER FOR EVER KATE BUSH	EMI (TC)EMA 794	E	3.29 (3.29)
23	25	15 BREAKING GLASS HAZEL O'CONNOR	A&M AMH (CAM) 64820	C	3.04 (3.04)
24	19	6 THE LOVE ALBUM VARIOUS	K-Tel NE 1092 (ICE 2092)	G	5.25 (5.25)
25	18	8 GOLD THREE DEGREES	K-Tel (Z)C302	G	4.99 (4.99)
26	14	4 REMAIN IN LIGHT TALKING HEADS	SIRE SPR (SIR) 6095	W	3.04 (3.04)
27	21	60 REGATTA DE BLANC POLICE	A&M AMH (CAM) 64792	C	3.04 (3.04)
28	17	4 FACES EARTH, WIND & FIRE	CBS 440 88498	C	4.50 (4.50)
29	1	1 RADIO ACTIVE VARIOUS	RONCO (Z)CIRT 2049	D	3.38 (3.70)
30	25	2 SONG OF SEVEN JOHN ANDERSON	ATLANTIC (AT) 80758	W	3.04 (3.04)
31	15	1 CONTRACTUAL OBLIGATION ALBUM MONTY PYTHON'S FLYING CIRCUS	CHARISMA CAS 1152 (7144 042)	F	2.92 (3.14)
32	24	18 GIVE ME THE NIGHT GEORGE BENSON	WARNER BROS (WB) 815823	W	3.04 (3.04)
33	20	2 QEZ MIKE OLDFIELD	VIRGIN (VIC) 2181	C	3.20 (3.20)
34	43	25 FLESH AND BLOOD ROXY MUSIC	POLYDOR POLMCH 2	F	3.50 (3.50)
35	28	81 OUTLANDS D'AMOUR POLICE	A&M AMH (CAM) 68502	C	3.04 (3.04)
36	25	5 THE VERY BEST OF ELTON JOHN ELTON JOHN	K-Tel NE 1094 (ICE 2094)	G	5.25 (5.25)
37	28	3 STAGE STRUCK BORY GALLAGHER	CHRYSALIS (Z)CHR 1280	F	3.04 (3.04)
38	3	3 SMOKIE'S HITS SMOKIE	RAK (TC)RAK 540	E	3.29 (3.29)
39	50	2 HAWKS AND DOVES NEIL YOUNG	REPRISE K1454109	W	3.04 (3.04)
40	36	6 CHINATOWN TINA TURNER	VERDIGO 6302 096 (1750 090)	F	3.44 (3.50)
41	1	1 LIVE EAGLES	ASYLUM K1452032	W	4.57 (4.57)
42	2	3 CLASSICS FOR DREAMING JAMES LAST	POLYDOR POLY (POL)M 11	F	3.22 (3.25)
43	40	5 BORDERLINE RY COODER	WARNER BROS (WB) K145864	W	2.95 (3.04)
44	8	8 THE VERY BEST OF DON McLEAN	UA (UAG) (TC) 30314	E	2.62 (2.95)
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58	4	4 THE TURN OF A FRIENDLY CARD ALAN PARSONS PROJECT	ARISTA (ART) (CART) 1	F	3.34 (3.34)
59	48	3 BEATLES BALLADS BEATLES	PARLOPHONE (TC)PPC 7214	F	3.07 (3.07)
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CBS MAKES its digital debut this month with four albums featuring top orchestras in music demanding the highest recording quality. Zubin Mehta, always a dynamic maestro, conducts the New York Philharmonic in Stravinsky's *Petrushka* (CBS 35823), while Lorin Maazel, equally high-powered, presents the Cleveland Orchestra in Brahms Richard Strauss tone-poems including *Don Juan* and *Till Eulenspiegel* (CBS 35826). Leonard Bernstein is the star of the other albums, Prokofiev's *Symphony No 5* with the Israel Philharmonic (CBS 35877) and Shostakovich's *Symphony No 5* with the New York Philharmonic (CBS 35854).

There are no half measures when EMI puts its faith in a star conductor, so November sees three more major recordings from Riccardo Chailov. On the opera front he comes up with Bellini's *I Puritani* (HMV SLS 5201, three-LP set) co-starring Montserrat Caballé back in the bel canto repertoire which suits her best and Alfredo Kraus who is still the most stylish tenor in the world and doesn't need a publicity drive to prove it. With the Philharmonic Orchestra Muti rounds off his cycle of the numbered Tchaikovsky symphonies with the *Pathétique* (HMV ASD 3901), which promises to be an exciting performance, while he takes the Philadelphia Orchestra through its paces in virtuosic pieces by Chabrier, Ravel and Falla (HMV ASD 3902).

The company has just signed up its youngest maestro, Simon Rattle, on an exclusive contract. Next month sees the release of his digital recording of his *Symphony No 1* with the Bournemouth Symphony, and two later albums will feature him with the Birmingham Symphony, of which he is principal conductor, in Janacek's *Glagolitic Mass*, and with the Philharmonia in Holst's popular suite *The Planets*. This month, meantime, brings André Previn's first recording with the Vienna Philharmonic, a clutch of Richard Strauss tone-poems including *Don Juan*, as well as the digital treatment – a direct clash with the CBS album.

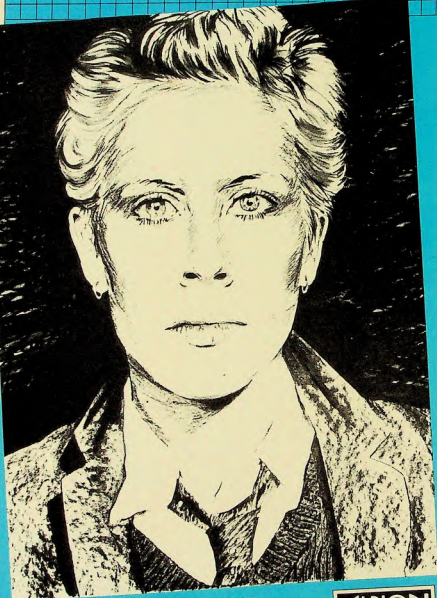
Polygram Classics turn its digital attention to Tchaikovsky's Violin Concerto with Gidon Kremer and the Berlin Philharmonic conducted by Lorin Maazel, which should be a big seller (Deutsche Grammophon 2532 001). Maurizio Pollini has a new album of the Brahms Piano Concerto No 1 with the Vienna Philharmonic and Karl Böhm. Sessions for this recording took a dramatic turn when Pollini, a stickler for perfection, couldn't find a piano to his liking anywhere in Vienna and insisted on having his own transported from Milan.

The Philips label plays safe with Rimsky-Korsakov's *Scheherazade*, this time with the Concertgebouw Orchestra conducted by Kiri Korndrasch (Philips 950 681), and an operatic album guaranteed to be a best-seller, José Carreras and Katia Ricciarelli in *Italian Love Duets* (9500 756). Opera fans have another goodie this month: Decca offers a mid price double album of Pavarotti's *Greatest Hits*, a collection of joyful arias by Verdi, Puccini et al. FRANK GRANVILLE BARKER

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