

RECORD BUSINESS

INSIDE

Singles chart, 6-7; Album chart, 17; New Singles, 19; Airplay guide, 14-15; Year End charts, 12; Indie Labels, 18.

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Indie retailers' sales 'disappointingly steady'

DESPITE REPORTS of a consumer spending boom around the nation's High Streets, Christmas business for independent record retailers appears to have held disappointingly steady.

Most traders reported revenue slightly ahead of last year's snow-bound season, but in unit terms few turned in significantly better figures than last year.

The glut of TV-promoted albums had a largely counter-productive effect, with sales following a predictable

'quick burst and rapidly petering out' pattern, apart from obvious huge successes like the John Lennon collection and the Abba singles package.

A late contender for major sales was Ronco's *Raiders Of The Pop Charts* twofer, while many dealers were pleased with the way Dionne Warwick's *Heartbreaker* set the tills ringing.

EMI's record token promotion, which took to the airwaves in the two weeks previous to Christmas appears to have paid off with most stores

contacted by RB telling of increased token business.

At Lancaster's Ear 'Ere Records, Nigel Waller was also impressed by the record companies' delivery record this season, with a very high rate of orders completion. "PolyGram managed to turn one of our orders around in 24 hours, after being one of the worst offenders last year," he said.

Alan Davison of London's Tudor Records commented: "Over the whole

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WHEN VIRGIN opened its new Croydon store last month, the town's most famous son – one Captain Sensible – was on hand to perform the ceremony and then carry manager Bill Sweatman over the threshold.

TV merchandisers struggle for sales as majors score

WHILE TV-promoted repertoire by the full-price companies performed impressively in the pre-Christmas market – EMI's *The John Lennon Collection* passed the one-million units mark in its sixth week of release – the intense competition between the three established merchandising companies and newcomers TV Records and Telstar produced numerous instances of disappointing campaigns.

Of the 55 titles given smallscreen backing from the beginning of November, only 25 gained placings in RB's Top 60 albums chart, with the full-price companies claiming 14 of the entries out of 17 releases. It was obvious, in terms of chart performance, that consumers responded most actively to superstar compilations like PolyGram's *Status Quo 3LP*, and the singles collections assembled by CBS for Abba and by A&M for Squeeze. Of the merchandisers' product, only K-tel's *Love Songs* by Diana Ross made the Top 10 – and was also the only one to make a noticeable impact among a counter-productive proliferation of albums with 'Love' in the title, possibly partially inspired by

the long-running success of *Love Songs* by the Commodores (K-tel) which had completed 19 weeks in the Top 60 by the year end.

K-tel was also the only company to score strongly with a pop compilation, its *Chart Hits '82* making the Top 20, but falling short of the runaway success of its 1981 predecessor. "Christmas certainly seemed to come late this year," commented K-tel marketing manager David Smith. "The teen albums and the 'Love' compilations appeared to share sales, which has probably made it difficult for all companies in profit terms." One pop compilation which has still to see its best sales is Ronco's twofer *Raiders Of The Pop Charts*, which according to sales manager Laurie Freeman shipped 300,000 before Christmas, too late for chart action, "in our best Christmas ever, across the board."

Also in a wait-and-see situation is Telstar which reduced the price of *Direct Hits* by £1 in an effort to stimulate sales. One other compilation which did good business was Warwick's nostalgia package *Hits Of The Screaming Sixties* which enjoyed a five-week chart-run. The

company is also anticipating further January sales for the *Bobby Crush Double-Decker Sandwich*. "In the last two weeks of sales we couldn't get enough of them," reported marketing director Ben Godbolt.

For the newcomers, the union problems encountered by Channel 4 in screening commercials caused added aggravation, causing late switches to ITV, where premium prices were being demanded. "C4 was a complete waste of time," said Telstar's Sean O'Brien. "We had six campaigns planned, but only one reached the screen. The rest had to be transferred with a consequent reduction in screentime." For Telstar, *Midnight In Motown* and the *James Galway Collection*, another last-minute seller, were the label's best performers.

TV Records, where LPs by David Essex, Elton John and Gary Numan attracted best sales, had to reduce the level of its projected TV spend to bring it into line with sales. "I think the independent dealers backed the established labels, but took something of a wait-and-see attitude on the new labels," said md Colin Ashby.

EMI introduces German direct-metal mastering

EMI IS to replace traditional lacquer mastering with a revolutionary new Germany process known as DMM or Direct Metal Mastering.

The new system, invented by Teldec, involves the cutting lathe, at the tape to disc transfer stage, producing a metal positive, or 'mother' rather than the normal lacquer.

These copper matrixes enable stampers to be obtained directly from the electroplating process, avoiding several stages used in the traditional method.

Stampers obtained by DMM are claimed to be entirely free from clicks and pops. Surface noise on the finished product is significantly reduced, while pre and post groove echo – caused by a phenomenon known as 'lacquer spring-back' – is eliminated. Space between grooves is also reduced, resulting in

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NEW 7" and 12" SINGLE
AVAILABLE NOW

Only K-tel has new LPs as TV labels move cautiously into 1982

AFTER A Christmas season when sales generally did not reflect the high level of expenditure, TV merchandisers are moving into 1983 with caution.

K-tel is the only label with new product on January release. *Visions*, a collection of film and TV music, including 'Chariots Of Fire' and the themes from 'Harry's Game' and 'E.T.', is already out. This will be followed by

Heavy, featuring Iron Maiden, Motorhead, Status Quo and Meatloaf among the acts, which will only have half its promotion budget allocated to TV. Radio and press advertising will be more extensively used as K-tel seeks to lengthen the sales life of new releases, a feature of which will be a catalogue campaign in April. Also due for light promotion in January is the Minipops

album, which will have full backing in February when C4 begins a six-week series with the youngsters Pre-Christmas albums by the Everly Brothers, Diana Ross and Rolling Stones will have continued sales effort.

Telstar will continue promoting the *Direct Hits* compilations, but will have no new releases until February-March, when another Motown Classics Tracks

package will be unveiled. The company plans an album each month for the rest of the year.

A further two weeks of TV will support Ronco's *Raiders Of The Pop Charts* twofer, but neither Warwick nor TV Records have disclosed future plans yet. "If the market looks like being as flat as it was last year, it may be Easter before we promote any new material," commented Warwick's Ben Godbolt.

Tube show research team goes to visit secondary schools

MARKET RESEARCH among young people to assess their reaction to C4's 90-minute weekly music show *The Tube* is being extended this month with a unique series of school visits.

Researchers from the Oxford Polytechnic and members of *The Tube* production team will be meeting senior pupils of Stantonbury Comprehensive, Milton Keynes, on January 31, where the whole day has been set aside while their views are canvassed. Similar visits will continue throughout the month, with schools in Bicester and Willesden already lined-up.

As previously reported (*RB*, December 20), Tyne Tees TV which makes the programme for C4, commissioned the market research to find out how teenage viewers are responding to the contents. To date, eight or nine groups of about 20 youngsters have been sampled each week. They are sent a questionnaire and then record their responses on a tape which is returned to the research centre. A report is then prepared and sent to Tyne Tees.

Brian Brown, head of TV research at the Polytechnic, told *RB* that responses had been sought from such sources as schools, youth clubs, unemployed groups and children's homes, selected at random from all parts of the country.

According to Brown, the forthcoming school visits were unlikely to be possible for a commercial research company. "Because we are an academic institution, we are able to gain access to schools which would be difficult for a commercial organisation. We have found that young people are delighted to be involved in a critical dialogue with the programme makers and as a result we have said some things to the company which other people might have been kicked out of the door for. But they have responded and our panels are now saying that the general content is very good."

At the end of the series, the Polytechnic team will assemble all its data and produce a report entitled 'The Tube - The Making Of A Youth TV Programme'.

MSD & Ronco office moves

TV MERCHANDISERS, Multiple Sound Distributors and Ronco both begin 1983 working out of a new premises.

Ronco has moved to custom-built accommodation at Ellerslie Park, 11

Lyham Road, Clapham SW4 2DZ (01-274 7761), after seven years at Kew. MSD completed its transfer to 3 Standard Road, Park Royal Industrial Estate, NW10 6EX (01-961 5646) at the beginning of last week.

● TV Albums: From P.1

four weeks we were certainly up on last year, and credit must go to the record companies for releasing a lot of great albums in plenty of time for Christmas so that customers knew exactly what they wanted when they came into the shop.

"I think many people were confused by the similarity of many of the TV-promoted albums, and so sales suffered. We did particularly good business on LPs from Michael Jackson, Dionne Warwick and Marvin Gaye."

Heather Harvey who manages F.L. Moore's Dunstable store reckoned business was ahead of last year and mentioned Culture Club, Phil Collins, Duran Duran and Dionne Warwick as the top sellers alongside the Lennon package.

Richard Clayderman was the pick of the bunch for Margaret Foote of the Leeds shop Record Gallery, who also found strong demand for Elkie Brooks' *Pearls II* and the TV-promoted Adams Singers LP. However, she found tokens down on 1981.

Andy's Records big outlet in Cambridge experienced a hectic pre-Christmas week, and was critical of the number of days the major depots were shut for the Yule holiday. Other dealers found a way round the delays by placing orders with local one-stops.

● Direct Metal Masters: From P.1 between ten and 15 percent more playing time per side.

EMI has licensed the system worldwide and intends to introduce DMM to its Cologne pressing plant early this year with other EMI territories installing it during the next 12 months.



SKY'S BASS player Herbie Flowers dons his pixie outfit and looks suitably elevated to be a signing a distribution deal with Pinnacle for his Magic Records label. Flowers is partnered in the venture by J. J. Barrie (seated left with Pinnacle md Tony Berry), a chartmaker in 1976 with 'No Charge'. Flowers' first release will be 'I Love 'er', co-written with Barrie who debuts with 'Lucille, I Got A Honey Of A Deal'. Also on the picture are Gary Nielsen, engineer at Flowers' Hampstead studio, and a white rabbit, Magic's good luck symbol.

Rough Trade-IDS distribution link

ROUGH TRADE is to split distribution of selected releases between its regionalised Cartel operation and IDS.

The surprise move follows December's news of financial problems and retrenchment at Rough Trade and will continue until the Cartel is fully capable of handling chart material.

First project under the arrangement will be the new Aztec Camera single 'Oblivions' (RT122) out on January 21.

"This will be a co-distribution arrangement similar to the way Mute Records is handled by both Spartan and Rough Trade," said a statement. "We felt it was necessary to take these steps for possible chart singles until the Cartel is 100 percent capable in that area itself. We are coupling the Cartel's regional expertise with IDS' broad-based industry knowledge."

Safari's cut-out Africa map disc

SAFARI RECORDS is releasing a special cut-out picture disc in the shape of a map of Africa as part of its promotion for newly-signed African band Juluka.

The 45, 'Scatterlings of Africa' (ZULU 1/ZULUA 1) is out on January 14 and will be backed by a national poster campaign. Distribution is via Spartan, and later this month, an extended remix of the single will be out in 12-inch format.

EMI looks to £2m extra from tokens

ALTHOUGH A final assessment cannot be made for several weeks yet, early indications suggest that EMI's wide use of television in its £200,000 promotion of record tokens has paid off handsomely.

John Mew, general manager EMI Record tokens, told *RB* that improved business in excess of £2 million was in prospect. About 25 percent more stock had been issued compared to last year and the level of returned tokens was already large enough to indicate that turnover, which was about 10 percent up on last year before Christmas, would finish about 20-22 percent ahead.

EMI restricted TV promotion, using commercials featuring Cliff Richard, to the Thames, Granada, Central and TVS areas, from which about 80 percent of all token sales are generated.

Mew said that his only disappointment was to have received reports that some dealers were charging an extra 10 percent to customers buying tokens. "Their case is that EMI takes 14 percent of the exchange value, but they conveniently forget that they retain 11 percent, while we have provided cash funding and haven't debited the dealers' account for some months. There is a danger that long term the dealer could do himself harm, particularly as tokens mean plus business."

Ins & Outs

Turner rejoins CBS to run EPA

JERRY TURNER has rejoined CBS, and takes up his new post as marketing director EPA this month. Turner was with the company for seven years, leaving in 1979, and has most recently been marketing and sales manager for video company CIC. He replaces Ian Groves.

GILES BARWOOD, previously chief accountant for Ariola/Arista Records, has been promoted to financial controller of the company reporting to financial director Art Jaeger.

ROGER BOWMAN has joined Magnet Records as head of promotion. He reports to marketing manager Lynne Peacock and takes on day-to-day control of all aspects of radio and TV promotion. He was previously an independent pluggier.

IN A YEAR when marketing innovations were conspicuous by their absence, the outstanding campaign was jointly orchestrated by **John Preston** of Decca and **Dennis Knowles** of Tellydisc for Richard Clayderman. As a result, the hearthrob French pianist became an established MOR attraction, with sales jointly for Tellydisc and Decca of around 450,000 albums, a sellout show at the Dominion theatre, with a repeat performance lined up for the Albert Hall . . . it was also a year when two tv merchandisers **Sean O'Brien** and **Colin Ashby** quit safe berths at Ronco and K-tel and dared form their own tv-promotion operations, working on a shoestring, but giving the competition some food for thought . . . while most companies tightened the belts, **Richard Branson** once again emphasised his entrepreneurial flair by keeping the chequebook open and being rewarded with the continuing success of Human League, here and abroad, Culture Club, and in the States the chart-topping 'Mickey' by Toni Basil – the latter totally vindicating the near-disastrous gamble of **Simon Lait** of Radialchoice – now it will be interesting to see whether the performance in 1983 of new Virgin hopefuls Pale Fountains and Hey Elastica justify the price paid . . . another smart move with the chequebook which paid off handsomely was the decision by **Maurice Oberstein** to lure **Mark Dean** away from Phonogram and finance his Innervisions label, the outcome of which was a speedy chart impact with Wham! . . . **Tony Berry**, tireless md of Pinnacle Records, whose persistence was rewarded with Renee and Renato's Christmas number one . . .

ALAN BILLYARD and **James Fleming** who proved that the success of *Not The Nine O'Clock News* was not just a flash in the pan, and came up with BBC Records first chart-topping album, courtesy of RCA, with *The Kids From Fame*, hard on the heels of Polydor's opportunist repromotion of the old Fame soundtrack . . . **Paul McCartney**, who was smart enough to spot the surest way to boost his record sales was to enrol the assistance of the two ranking black superstars Stevie Wonder and Michael Jackson . . . **David Betteridge**, no big leggy himself, who took a giant step and ensured that his own label was held in high regard . . . **Charlie Eyre**, the ears of MCA, for spotting the potential of Musical Youth which gave the label its biggest seller in years . . . and another piece of sharp-eared work came from RCA's **Bill Kimber** who jumped in and scored strongly with the unlikely 'Theme From Harry's Game' by Clannad . . . **Brian Southall**, EMI's publicity chief, still head and shoulders above all his contemporaries when it comes to efficiently servicing the trade press . . . **Marvin Howell**, **Morgan Khan** and **Dave McAleer** for keeping disco alive and bubbling . . .

MIKE HEAP for surviving all that Fleet Street and Granada TV could throw at him and ending up as WEA Records managing director . . . **John Howes** and

Geoff Hannington who dared venture into the troubled waters of distribution with IDS, but quickly made their mark with the excellent 'Heartache Avenue' by the Maisonettes, who also proved that **Dave Virr** hadn't lost the touch first displayed with UB40 . . . **Phil Cooper**, **Ray Cooper** and **Rob Partridge** at Island for building on the sound foundation laid in 1981 and breaking Kid Creole as the trendiest chart artist of 1982 . . . **James Tyrrell** who sadly quit the record industry, but before doing so restored the HMV retail chain to its old High Street glory . . . **Paddy Toomey** of Woolworths, who proved that it's possible to be the nation's number one retailer and a nice guy at the same time . . . **Alan Wade** who dared start an independent sales force when retail business was well into a decline, to supplement his Promopeople operation, now along with **Barry Evans** and **Stuart Coxhead's** Bullet company, an integral part of regional promotion activities . . . **Dave Dee** for battling against the odds and putting on the excellent 'Bring 'em back alive' concert of veterans as part of Radio-1's fifteenth anniversary . . .

KEN EAST and **Bhaskar Menon**, the latter remarkably now carrying simultaneously the titles of chairman, president and chief executive officer, who emphasised that EMI is still a potent recording force, and won 'jewel in the crown' congratulations from ThornEMI chairman Sir Richard Cave . . . **Ian and Nick Tichener** of Rush Release whose achievement of 136 chart entries proved their continuing impetus as an alert promotion company . . . **Don Ellis** who continues to lead the once unfashionable RCA onwards and upwards . . .

STEVO who unlocked Soft Cell and in so doing established a new record for chart longevity of 43 weeks in the States with 'Tainted Love' . . . **Don Reedman** and all at K-tel who backed the *Hooked On Classics* concept which made Louis Clark into a new Stateside MOR superstar . . . **Bill Hood**, the scourge of the pirates who ended up as a whipping boy, for conspicuous services as BPI's chief investigator . . . **Stephen James** and **Charles Levison** whose considerable personal efforts were instrumental in making the industry's first awards dinner into a notable success . . . **Alan Davison** for trying hard to bring some new enthusiasm and purpose into RAVRO in his capacity as chairman – and whose New Year resolution ought to be to change the body's name to more accurately reflect its representation of record dealers . . . **Sabrina Rules** whose first-year performance as founder of the Independent Labels Association has been interestingly innovative . . . **Ralph Simon** and **Clive Calder**, a pair of shrewd operators, whose successes with Tight Fit, A Flock Of Seagulls, and now Whodini, plus the tv promotion of keep-fit albums has made Zomba into an outfit to watch .

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7" mer 131

mercury

Cocker/Warnes Merchandising 45 gets two-month push

ISLAND RECORDS is launching a two-month campaign for the Joe Cocker and Jennifer Warnes single 'Up Where We Belong' (WIP 6830) and the soundtrack album from the American hit movie *An Officer and a Gentleman*.

The single topped the American charts last year, while the film replaced E.T. at the head of the *Variety* listings. The album (ISTA 3) is released on January 17, and features Dire Straits, Van Morrison, Pat Benatar, ZZ Top, Sir Douglas Quintet as well as Cocker and Warnes.

After opening in London on January 17 the film goes national from February 13. During the week of January 27 Island has booked advertising in *Time Out*, *Sounds*, *Record Mirror* and *London's Standard*, and follow this up on February 13 with space in the *Sun*, *Daily Mirror* and *Guardian*, plus space in regional papers to correspond with the film's release pattern. Window displays in 150 stores nationwide as well as cinema foyer displays have been booked.

Record dealers are being invited to regional previews of the film in Glasgow, Leeds, Birmingham, Oxford, Liverpool, Brighton, Edinburgh, Bris-

tol, Cambridge, Plymouth, Newcastle, Manchester, Cardiff, Southampton and Bournemouth. All film advertising will carry a tag line for the album, while a radio campaign for the film, launched on February 13, features the song.

STATUS QUO'S triple album set F.T.M.O. is being re-promoted on TV this month. PolyGram has booked commercials in territories not covered in the pre-Christmas campaign - in Anglia, Central, Scotland and Westward, and certain areas that have already been covered will be re-advertised.

However, tin box versions of the album will no longer be available after current stocks in shops have been exhausted.

MUSIC PRESS advertising and in-store posters will back Phonogram's release of a new three-track EP from Dire Straits featuring dance-tracks 'Twisting By The Pool', 'Two Young Lovers' and 'If I Had You.' The songs are not featured on the *Love Over Gold* album, and the EP comes in a 7-inch 33 1/3 rpm version DSTR 2 at an 85p dealer price and a 12-inch 45 format (DSTR 212) at £1.21. Both come in a full colour picture bag.

A REMIXED treatment of 'The Chinese Way' has been released by Level 42 on

Polydor (POSP 538/POSPX 538) in 7/12-inch with a previously unreleased live version of '88' on the 'B' side. Both formats come in a picture bag, the 12-inch carrying a £1.25 dealer price.

BLUE ZOO'S new single 'Loved One's An Angel' (Magnet 240) is being supported by Magnet with press advertising, flyposting and point-of-sale material.

VIRGIN RECORDS kicks off the New Year with a newly remixed version of Mick Karn's solo debut single 'Sensitive', set for January 14, backed with 'The Sound of Waves.' Both are available in 7/12-inch.

The same date sees Guildford-based trio Post War Nudes put out 'So Now' (VS 550) and China Crisis release 'Christian' (VS 562) with extended versions on the 12-inch version (VS 562/12) of two new songs 'Greenacre Bay' and 'Performing Seals'.

FLYPOSTING AND press advertising surround Towerbell Records' release of 'Miracles' (TOW 33) by new signing Ron Magness.

READY STEADY Go Records is rush-releasing an extended 12-inch remix of the Maisonnets' 'Heartache Avenue' (RSGT2) with 'The Last One To Know' and the previously unreleased 'Nightmares' on the 'B' side.

Deals

LYNDON NEEDS — well known in his Crazy Cavan alter ego — has signed an exclusive, worldwide solo recording contract with Magnum Force Records. His debut album for the label will be *Cool School Days* (MFLP 018) and is due for January 29 release via PRT.

NEW BLACK dance-oriented label Midas has signed a long-term worldwide licence deal with Magnet Records. First release from the George Hargreaves-Tony Ajagbe-headed label will be 'Falling' from *The Biz*, and Midas will have its own label identity, due to be officially unveiled at MIDEM.

EDWIN STARR has signed a recording deal with Avatar Records, which released his first single for the company 'I Wanna Take You Home' on December 27, in both 7/12 formats with an extra track on the 'B' side. An album *For Sale* follows shortly as well as a short promotional tour of the UK.

THE RIGHTS to 'Haven't Been Funked Enough' (TMTT 1) for the UK have been picked up by T.M.T. Productions from US-based Excellent Records. The disc is already on the UK disco chart on import.

FROM JANUARY 1, Magnet product is being distributed in the Benelux territories by Ariola, having previously been handled by EMI.

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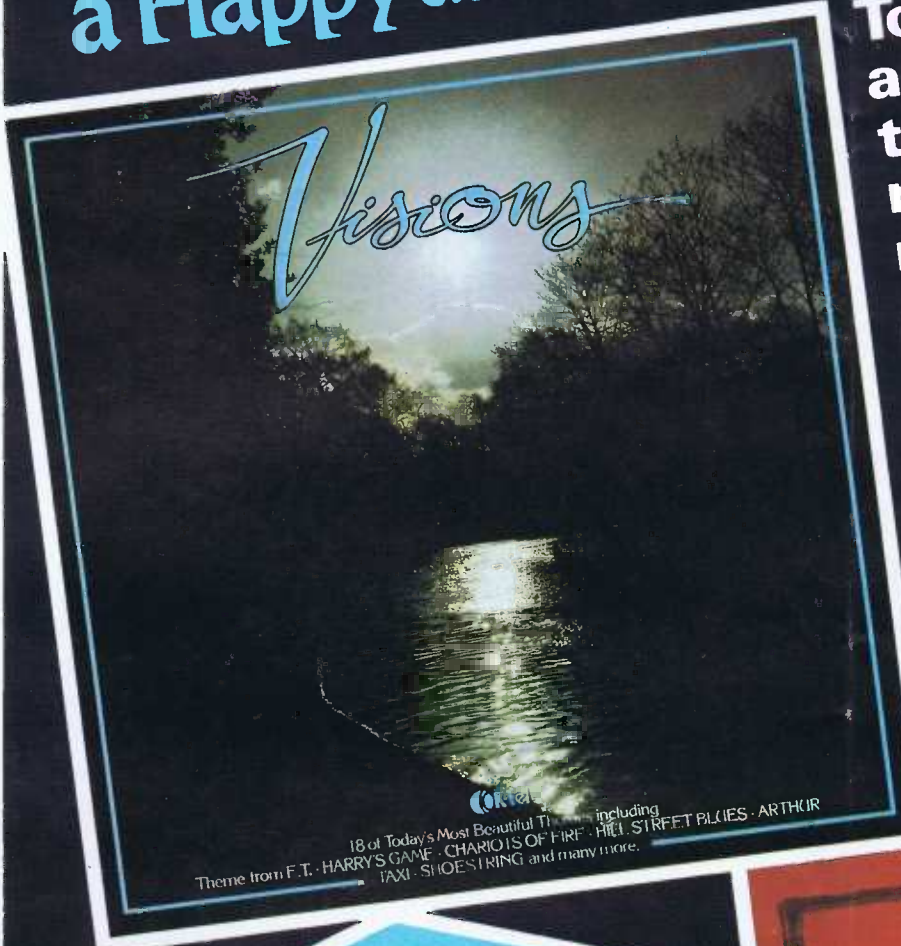
NEW SINGLE BUY 167

LIMITED EDITION PICTURE DISC AVAILABLE NOW BUY 167



K-tel wish all Record Retailers a Happy and Prosperous New Year.

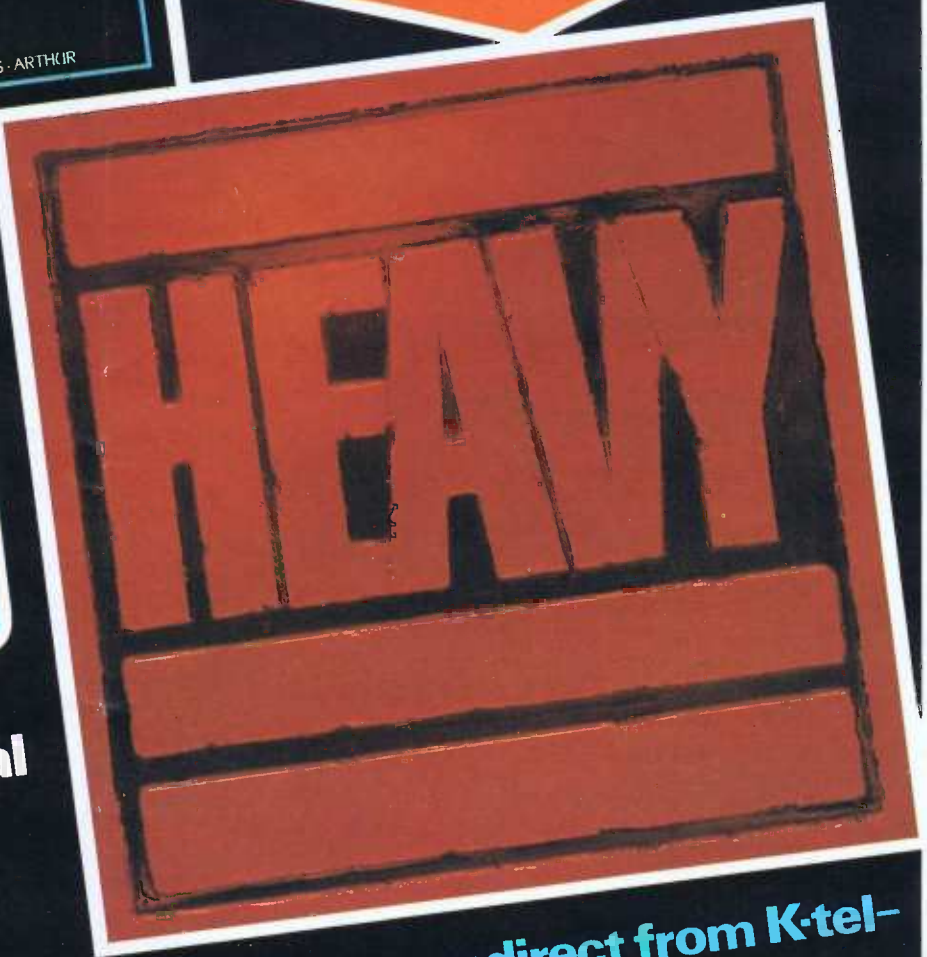
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18
of today's
most
Beautiful Themes from
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Record NE 1203 Cassette CE 2203

Top 100 Singles

RECORD BUSINESS
BESTSELLERS
RECORD BUSINESS

1	15	5	YOU CAN'T HURRY LOVE PHIL COLLINS VIRGIN VS(Y) 531(12) CBS
2	20	4	A WINTER'S TALE DAVID ESSEX MERCURY MER 127 POLYGRAM
3	1	10	SAVE YOUR LOVE RENEE AND RENATO HOLLYWOOD HWD 003 PINNACLE
4	2	6	TIME (CLOCK OF THE HEART) CULTURE CLUB VIRGIN VS(Y) 558(12) CBS
5	70	7	BEST YEARS OF OUR LIVES MODERN ROMANCE WEA ROM 1(T) WEA
6	9	6	OUR HOUSE MADNESS STIFF (P)BUY(IT) 163 CBS
7	14	5	BUFFALO GALS MALCOLM MCLAREN CHARISMA MALC(T) 1(12) POLYGRAM
8	42	2	ORVILLE'S SONG KEITH HARRIS & ORVILLE BBC RESL 124 PRT
9	5	5	LITTLE DRUMMER BOY/PEACE ON EARTH DAVID BOWIE & BING CROSBY RCA BOW(T) 12 RCA
10	13	6	HYMN ULTRAVOX CHRYSALIS CHS (12)2657 POLYGRAM
11	8	12	YOUNG GUNS (GO FOR IT) WHAM! INNERSVISION IVL A(13)2766 CBS
12	7	3	THE SHAKIN STEVENS EP SHAKIN STEVENS EPIC SHAKY 1 CBS
13	25	3	ALL THE LOVE IN THE WORLD DIONNE WARWICK ARIST (12)507 POLYGRAM
14	31	6	CACHARPAYA INCANTATION BEGGARS BANQUET BEG 84(T) TRULY
15	6	7	TRULY LIONEL RITCHIE MOTOWN TMG 1284 RCA
16	27	6	IF YOU CAN'T STAND THE HEAT BUCKS FIZZ RCA RCA(T) (P) 300 RCA
17	4	7	MIRROR MAN HUMAN LEAGUE VIRGIN VS(Y) 522(12) CBS
18	17	6	FRIENDS SHALAMAR SOLAR CHUM 1(T) WEA
19	3	5	BEAT SURRENDER JAM POLYDOR POSP(J)(X) 540 POLYGRAM
20	11	9	LIVING ON THE CEILING BLANCMANGE LONDON BLANC (BLANX) 3 POLYGRAM
21	NEW	1	DOWN UNDER MEN AT WORK EPIC EPC A 1980 CBS
22	24	4	I FEEL LOVE (REMIX) DONNA SUMMER CASABLANCA FEEL 7(12) POLYGRAM
23	67	3	THEME FROM E.T. (THE EXTRA TERRESTRIAL) JOHN WILLIAMS MCA 800 CBS
24	43	5	HEARTACHE AVENUE MAISONNETTES READY STEADY GO RSG(T) 1 IDS
25	12	9	WISHING (IF I HAD A PHOTOGRAPH OF YOU) A FLOCK OF SEAGULLS JIVE JIVE(T) 25 CBS
26	26	9	(SEXUAL) HEALING MARVIN GAYE CBS A(13)2855 CBS
27	NEW	1	STEPPIN' OUT JOE JACKSON A&M AMS(X) 8262 CBS
28	16	8	RIO DURAN DURAN EMI (12)EMI 5346 EMI
29	18	5	LET'S GET THIS STRAIGHT (FROM THE START) DEXYS MIDNIGHT RUNNERS MERCURY DEXYS 11(12) POLYGRAM
30	76	3	STORY OF THE BLUES WAH! ETERNAL JF1(T) WEA
31	19	5	LITTLE TOWN CLIFF RICHARD EMI EMI 5348 EMI
32	20	7	THE OTHER SIDE OF LOVE YAZOO MUTE 7(12)YAZ 002 SPARTAN
33	22	11	I DON'T WANNA DANCE EDDY GRANT ICE ICE(T) 56 RCA
34	28	4	UNDER ATTACK ABBA EPIC EPC A2971 CBS
35	30	4	DEAR ADDY KID CREOLE & THE COCONUTS ZE (12)(P)WIP 6840 EMI
36	23	5	WHERE THE HEART IS SOFT CELL SOME BIZZARE BZS 16(12) POLYGRAM
37	29	10	HEARTBREAKER DIONNE WARWICK ARISTA ARIST 496 POLYGRAM
38	44	3	BAA BAA BLACK SHEEP SINGING SHEEP SHEEP/VIRGIN BAA 1 CBS
39	35	13	MAD WORLD TEARS FOR FEARS MERCURY IDEA 3(12) POLYGRAM
40	32	4	HI DE HI, HO DE HO KOOL & THE GANG DE-LITE DE(X) 14 POLYGRAM
41	38	3	CHANGES IMAGINATION R&B RBS(RBL)(RBP) 213 PRT
42	50	16	DO YOU REALLY WANT TO HURT ME CULTURE CLUB VIRGIN VS 518(12) CBS
43	33	3	SINGALONG-A-SANTA SANTA CLAUS & THE CHRISTMAS TREES POLYDOR IVY-1 POLYGRAM
44	39	9	STATE OF INDEPENDENCE DONNA SUMMER WARNER BROS K79334(T) WEA
45	37	9	THEME FROM HARRY'S GAME CLANNAD RCA RCA 292 RCA
46	41	7	NIGHTPORTER JAPAN VIRGIN VS 554(12) CBS
47	NEW	1	EUROPEAN FEMALE STRANGLERS EPIC EPC A2893 CBS
48	36	9	IT'S RAINING AGAIN SUPERTRAMP A&M AMS 8255 CBS
49	34	6	YOUTH OF TODAY MUSICAL YOUTH MCA YOU(T) 2 CBS
50	80	2	FAT MAN SOUTHERN DEATH CULT SITUATION 2 SIT 19 PINNACLE/CARTEL
51	89	3	GLORIA LAURA BRANNIGAN ATLANTIC K11759(T) WEA
52	66	5	MAGIC'S WAND WHODINI JIVE JIVE(T) 28 CBS
53	88	2	THE SMURF TYRONE BRUNSON EPIC EPC A(13)3024 CBS
54	46	4	PARTY PARTY ELVIS COSTELLO & THE ATTRACTIONS A&M AMS-8267 CBS
55	55	7	IN AND OUT WILLIE HUTCH MOTOWN TMG(T) 1285 RCA
56	49	3	HAPPY CHRISTMAS (WAR IS OVER) JOHN LENNON, YOKO ONO & PLASTIC ONO BAND APPLE R5970 EMI
57	75	2	CHRISTMAS WRAPPING WAITRESSES ISLAND (12)WIP 6821 EMI
58	45	8	HERE I GO AGAIN/BLOODY LUXURY WHITESNAKE LIBERTY BP 416 EMI
59	52	2	THE LOOK OF LOVE (SCRATCH MIX) ABC MEUTRON NTXDJ 103 POLYGRAM
60	40	4	I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER BARRY MANILOW ARISTA ARIST 503 POLYGRAM
61	94	2	HEAVY VIBES MONTANA SEXTET VIRGIN VS 560(12) CBS
62	48	10	MANEATER DARYL HALL & JOHN OATES RCA RCA(T) 290 RCA
63	62	4	LOOPZILLA GEORGE CLINTON CAPITOL CL (12)CL 271 EMI
64	61	3	BIRDIE SONG/BIRDIE DANCE TWEETS PRT 7P(12P) 219 PRT
65	65	5	LET'S GO TO BED CURE FICTION FICS(X) 17 POLYGRAM
66	60	8	THE GIRL IS MINE MICHAEL JACKSON/PAUL MCCARTNEY EPIC EPC A2729 CBS
67	47	6	TALK TALK TALK TALK EMI (12) EMI 5352 EMI
68	56	3	THE MORE I SEE (THE LESS I BELIEVE) FUN BOY THREE CHRYSALIS CHS (12)2664 POLYGRAM
69	68	5	MANNEQUIN KIDS FROM 'FAME' RCA RCA 299 RCA
70	71	5	OH DIANE FLEETWOOD MAC WARNER BROS FLEET 1(T) WEA
71	NEW	1	MY LOVE IS WAITING MARVIN GAYE CBS CBS A2855 CBS
72	77	2	OLD AND WISE ALAN PARSONS PROJECT ARISTA ARIST 494 POLYGRAM
73	63	4	MERRY XMAS EVERYBODY SLADE POLYDOR 2058 422 POLYGRAM
74	97	2	SCORPIO GRANDMASTER FLASH SUGARHILL SH(C) 118 PRT
75	73	2	I BELIEVE IN FATHER CHRISTMAS GREG LAKE MANTICORE K13511 WEA
76	82	2	POSTMAN PAT KEN BARRIE POST MUSIC PP 001 PRT
77	NEW	1	LOCH LOMOND RUNRIG RUNRIG RRS 003 SPARTAN
78	64	6	CHEERS THEN BANANARAMA LONDONNANA(X) 3 POLYGRAM
79	72	9	UNCERTAIN SMILE THE THE EPIC EPC A(13)2787 CBS
80	85	15	PASS THE DUTCHIE MUSICAL YOUTH MCA YOU(T) 1 CBS
81	51	7	LOVE JOHN LENNON PARLOPHONE R6059 EMI
82	58	5	(AND NOW THE WALTZ) C'EST LA VIE SLADE RCA RCA 291 RCA
83	86	2	WAR CRIMES (THE CRIME REMAINS THE SAME) SPECIAL AKA TWO TONE CHSTT(10) 23 POLYGRAM
84	NEW	1	HOLD ME TIGHTER IN THE RAIN BILLY GRIFFIN CBS CBS A(13)2935 CBS
85	NEW	1	ELECTRIC AVENUE EDDY GRANT ICE ICE(T) 57 RCA
86	NEW	1	I HONESTLY LOVE YOU OLIVIA NEWTON JOHN EMI EMI(12EMI) 5360 EMI
87	100	2	IN THE NAME OF LOVE SHARON REDD PRELUDE PRL A(13)2905 CBS
88	NEW	1	IT'S RAINING MEN WEATHER GIRLS CBS CBS A2924 CBS
89	NEW	1	PAST PRESENT AND FUTURE CINDY AND THE SAFFRONS STILETTO STL 9 CBS
90	NEW	1	SOUL MAKOSSA NAIROBI LONDON LON 17 POLYGRAM
91	98	2	XMAS PARTY SNOWMEN SOLID STOP 006 IDS
92	53	5	MELT/IL EST NE LE DIVIN ENFANT SIOUXSIE AND THE BANSHEES POLYDOR POSP(X) 539 POLYGRAM
93	NEW	1	IN THE BLEAK MIDWINTER NEVADA POLYDOR POSP 203 POLYGRAM
94	70	6	THANK YOU PALE FOUNTAINS VIRGIN VS 557(12) CBS
95	79	19	LET ME GO HEAVEN 17 VIRGIN VS 538(12) CBS
96	81	6	HEARTLIGHT NEIL DIAMOND CBS CBS A2814 CBS
97	69	4	I CONFESS BEAT GO FEET FEET (12)16 POLYGRAM
98	NEW	1	LOVE IS JUST A GREAT PRETENDER ANIMAL NIGHTLIFE INNERSVISION IVL A(13) 2881 CBS
99	54	11	CRY BOY CRY BLUE ZOO MAGNET MAG 234 PRT
100	NEW	1	BE-BOP-A-LULA ALTAR BOYS SUNDANCE SUND003

Bubbling Under

Singles 101-150

- 101 **SULTANS OF SWING** DIRE STRAITS (VERTIGO 6059 206)
- 102 **WHAM RAP** WHAM (INNERVISION I/VL A(13)2442)
- 103 **ALL QUIET ON THE WESTERN FRONT** ELTON JOHN (ROCKET XPRES 88)
- 104 **COME DANCING** KINKS (ARISTA ARIST (12)502)
- 105 **HALLOWEEN DEAD KENNEDYS** (ALTERNATIVE TENTACLES STATIK STAT 27)
- 106 **SYMPTOM OF THE UNIVERSE** OZZY OSBOURNE (JET JET(12)(P) 7030)
- 107 **MORE THAN A DREAM** FARMERS BOYS (BACKS NCH 003)
- 108 **LOVE SONG** CHAS & DAVE (ROCKNEY KOR. 16)
- 109 **BALLADE POUR ADELINE** RICHARD CLAYDERMAN (DECCA/DELPHINE RC 2)
- 110 **SHADOWS OF THE NIGHT** PAT BENATAR (CHRYSLIS CHS2662)
- 111 **I'M NOT IN LOVE** SCHERRIE PAYNE (RECORD SHACK SOHO 1)
- 112 **EASTWORLD** THEATRE OF HATE (BURNING ROME BRR 4(T))
- 113 **LET LOVE SHINE** NEW YORK SKYY (EPIC EPC A(13)2957)
- 114 **I HAVE THE TOUCH** PETER GABRIEL (CHARISMA CB 405)
- 115 **KEEP THE FIRE BURNING** GWEN MCCRAE (ATLANTIC FLAM 1(T))
- 116 **JUST DRIFTING** PSYCHIC TV (SOME BIZZARE PTV 1)
- 117 **SUMMER OF '81** VIOLATORS (NO FUTURE O(19))
- 118 **BLADE RUNNER** MORRISSEY MULLEN (BEGGARS BANQUET BEG 87(T))
- 119 **LUCIFER'S FRIEND** VISION (MVM MVM(T)2885)
- 120 **ONE ON ONE** DARYL HALL & JOHN OATES (RCA RCA305)
- 121 **INTO THE ABYSS** SEX GANG CHILDREN (ILLUMINATED ILL 15)
- 122 **RAWHIDE** CHAPPS (STIFF (P)RAW 1)
- 123 **WONDERFUL YOU ARE** SLEEPING LIONS (CBS A2815)
- 124 **FOR YOU** ANTI-NOWHERE LEAGUE (WXYZ ABCD 6)
- 125 **DRUMBEAT FOR BABY** WEEKEND (ROUGH TRADE RT 116)
- 126 **MIND UP TONIGHT** MELBA MOORE (CAPITOL CL 272)
- 127 **STRAIGHT INTO DARK** TOM PETTY & THE HEARTBREAKERS (MCA 805)
- 128 **USED TO BE** CHARLENE & STEVIE WONDER (MOTOWN TMG 1287)
- 129 **GIS A JOB** YOSSERS GANG (RIALTO RIA 14)
- 130 **LET'S FORGET** WHITE & TORCH (CHRYSLIS CHS 2661)
- 131 **CREME DE CREME** WILLIAM DE VAUGHN (EXCALIBER EXCL) 527)
- 132 **SO CLOSE** DIANA ROSS (CAPITOL CL 277)
- 133 **BE MINE TONIGHT** JAMMERS (SALSOU SAL(T) 101)
- 134 **RUN WITH THE FOX** CHRIS SQUIRE & ALAN WHITE (ATLANTIC K1 695)
- 135 **OUT ON THE FLOOR** DOBIE GRAY (INFERNO BURN 2)
- 136 **OLD FLAMES** FOSTER & ALLEN (RITZ RITZ 028)
- 137 **BAD BOY** LUTHER VANDROSS (EPIC EPC A2776)
- 138 **CHANGE TEARS FOR FEARS** (MERCURY IDEA 4)
- 139 **MY MAN YOKO ONO** (POLYDOR POSP 541)
- 140 **CHRISTIAN CHINA** CRISIS (VIRGIN VS 562)
- 141 **A MATTER OF GENDER** ASSOCIATES (FICTION FICS(X) 16)
- 142 **COOL DOWN THE PACE** GREGORY ISAACS (ISLAND (10)WIP 6828)
- 143 **NO CONCERN** MAU MAUS (PAX 8)
- 144 **LOVE ME TOMORROW** CHICAGO (WEA K79338)
- 145 **NELLIE THE ELEPHANT** TOY DOLLS (VOLUME VOL 3)
- 146 **BABY BABY** VIBRATORS (ANAGRAM ANA 4)
- 147 **GROOVING IN GREEN** MARCH VIOLETS (MERCIFUL RELEASE MR017)
- 148 **EVERYTHING I OWN** CRYSTAL GAYLE (ELEKTRA E9909)
- 149 **I WANNA KNOW** ROCKET (VIRGIN VS 599(12))
- 150 **SOLE SURVIVOR** ASIA (Geffen GEF A2884)

Key

- TITLE**
ARTIST Label Catalogue No DISTRIBUTOR
- ☆ **Platinum Disc** 1 million sales (BPI certified)
 - **Gold Disc** 1/2 million sales (BPI certified)
 - **Silver Disc** 1/4 million sales (BPI certified)
 - () **Brackets** as part of a catalogue number indicates 12-inch availability, eg:
VS 435(12) indicates:
VS 435 = 7-inch single
VS 43512 = 12-inch single

Distributor Guide

BACKS, Norwich (0603) 26221 ★
BONAPARTE, London (01) 278 2481
CBS, London (01) 960 2155
CLYDE FACTORS, Glasgow (041) 221 9844
CONIFER, West Drayton (08954) 40450
EMI, Hayes (01) 561 8722
FAST PRODUCT, Edinburgh (031) 661 5811 ★
FAULTY PRODUCTS, London (01) 727 0734
GRADUATE, West Midlands (0384) 59048
GREYHOUND, London (01) 385 8146
H.R. TAYLOR, Birmingham (021) 622 2377
I.D.S., London (01) 476-3222
I.K.F., Hampshire (02514) 20053
I.L.A., London (01) 637-2111
INFERNO, Birmingham (021) 233 1256
JETSTAR, London (01) 961 4422
JUNGLE, London (01) 359 8444
K-TEL, London (01) 992 8000
LIGHTNING, London (01) 969 8344
LUGTONS, London (01) 348 9122
MAKING WAVES, London (01) 262 7377
MENACE BREAKERS, London (01) 381 1391
MIDLANDS RECORD COMPANY, West Midlands (05433) 78222
MK, Glasgow (041) 333 9553
OUTLET, Belfast (0232) 222826
PICKWICK, London (01) 200 7000
PINNACLE, Orpington (0689) 73146
POLYGRAM, Romford (01) 590 6044
PRESIDENT, London (01) 839 4672
PROBE, Liverpool (051) 236 6591 ★
PROJECTION, Essex (0702) 72281
PRT, Surrey (01) 648 7000
RCA, West Bromwich (021) 525 3000
RED RHINO, York (0904) 641415★
RELAY, London (01) 579 6125
REVOLVER, Bristol (0272) 299105★
RONCO, London (01) 876 8682
ROUGH TRADE, London (01) 221 1100★
S. GOLD & SON, London (01) 558 2121
SOLOMON & PERES, Co. Antrim (084) 9432711
SPARTAN, Wembley (01) 903 4753
STAGE ONE, Surrey (0428) 4001
SYMPHOLA, Co Down (0247) 50031
TERRY BLOOD, Staffordshire (0782) 620321
THE OTHER LABEL, London (01) 624 1843
TROJAN, London (01) 961 4565
VISTA-SOUND, London (01) 952 2776
WARWICK-MSD, London (01) 9615646:
WEA, Alpertown (01) 998 5929
WORD, Berkhamstead (04427) 74711
WYND UP, Manchester (061) 798 9252
 ★ Denotes members of "Carel"

TV Guide

ALBUMS SCHEDULED FOR TV ADVERTISING

NATIONAL
DIRECT HITS Now 1 week
 Various Telstar STAR(STAC) 2226 4.99

ANGLIA
FROM THE MAKERS OF... Now 1 week
 Status Quo Vertigo PROLP(PROMC) 1 6.49

BORDER
FROM THE MAKERS OF... Now 1 week
 Status Quo Vertigo PROLP(PROMC) 1 6.49

CENTRAL
BEST FRIENDS Now 2 weeks
 Various Impression LP-IMP (TC-IMP) 1 3.48
THE VERY BEST OF 17 January 3 weeks
 Cilla Black EMI (TC)EMTV 38 3.59

GRAMPIAN
FROM THE MAKERS OF... Now 1 week
 Status Quo Vertigo PROLP(PROMC) 1 6.49
THE VERY BEST OF 17 January 3 weeks
 Cilla Black EMI (TC)EMTV 38 3.59

HTV
VISIONS Now 2 weeks
 Various K-tel NE 1199(CE 2199) 5.99

SCOTTISH
FROM THE MAKERS OF... Now 1 week
 Status Quo Vertigo PROLP(PROMC) 1 6.49

TSW
FROM THE MAKERS OF... Now 1 week
 Status Quo Vertigo PROLP(PROMC) 1 6.49

TVS
BEST FRIENDS Now 2 weeks
 Various Impression LP-IMP 1 (TC-IMP 1) 3.58

YORKSHIRE
VISIONS Now 2 weeks
 Various K-tel NE 1199 (CE 2199) 5.99

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for their support on our first release
"Sting of the Gin" JU 102
 and for coming aboard the Juice Bus and proving a hangover kit can be fun.

make '83 a smash!!

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Distributed by
IDS



Ficker believes that the industry has cheapened its product.

WALTER FICKER can pinpoint the exact date that in his opinion marks the start of the record industry's slide into today's alarming fragmentation.

It was June 30 1966, when EMI decided to pull out of the national network of independent wholesalers and concentrate its distribution into its own, centralised hands.

One by one the rest of the British majors followed suit, until Ficker's firm Lugtons was left with just one label to handle – Melodisc.

It was as if the bottom had dropped out of the company's world. Almost overnight 50 percent of the long-established operation's turnover had vanished into thin air.

On the broader canvas of the industry as a whole Ficker believes the record consumer was neglected from that time on in favour of what the manufacturers perceived as a more cost-effective service.

Ficker has a unique perspective when speaking of the ups and downs of the record distribution business. His father was one of the founding fathers of the record business in 1898, and he has worked there – from floor sweeper to managing director – for 50 years since January 12 1933.

"Due to the abolition of retail price maintenance the manufacturers felt they would no longer be able to hold their prices," he said. "So the major companies went into direct selling to the trade."

"From that time, the whole industry began to break down. While formerly various alternative organisations had given a thoroughly competitive service to the trade, dealers suddenly had to open many accounts and had to deal with the tremendous amount of paperwork and accounting involved.

"Whereas for many years traders had been able to send off daily orders to local depots, they now waited until they had an order that made commercial sense for each company.

"The result was that the customer often had to wait a week for a record – and in a business that relies on spur-of-the-moment spending decisions for consumer's spare cash, the industry found it was not in a competitive position to pitch for that money.

Ficker looks back on a Lugtons' half-century

MD of Lugtons', Walter Ficker, considers some of the changes that have shaped a very different industry from the one in which he started 50 years ago.

"It was probably the worst thing that ever happened to the industry. It became weaker from that point onwards."

But the traumatic events of the mid-60s did have some positive effects. They opened the door to a great many new record labels, and although Ficker regards this as a backward step from the trade's point of view – because shopkeepers found it more difficult to keep track of new releases – these were the labels that saved Lugtons' bacon.

Hard graft

The firm was the first distributor to take on BBC Enterprises material and also came to handle a wide variety of unusual records on abstruse subjects, as Ficker now admits. Long players about narrow boats, cricket and steam engines had never featured in its catalogue before, but these hobbies, language courses and catering for private obsessions became part of the company's major selling effort.

"Building ourselves up again after these disasters was jolly hard graft," recalled Ficker. "Walter Collins who heads our records division was central to that effort."

To some, later in the next decade when the one-stopping wholesaler had a brief burst of prosperity, it seemed as if Lugtons had missed the boat. Could it not have converted itself back into a distributor of major companies via the back door? "Not at all," replied Ficker.

"The one-stops were basically large retailers who were using their record company accounts to order larger quantities than they needed in order to sell the rest locally. They could secure an additional margin by ordering in bulk in this way, but the service was generally restricted to chart hits.

"On the other hand, Lugtons business has always been to give a very broad service to the trade via well-briefed salesmen. We do not merely concentrate on the charts. It is a far more expensive operation to run than a one-stop, and we had to concentrate on the product for which we were known to maintain our connection with the dealers.

"We have certain administrative and accounting procedures which could not be changed and the economics of the company could not cope with launching a separate operation. You can't give Rolls Royce service on a light engine."

When the small labels explosion occurred in the late '70s, Lugtons were obviously interested in the new opportunities it offered. But after sifting the possibilities, the company felt it could not fulfill a service to all the new entrants, and often suggested another distributor which, it thought, would suit the newcomer better.

"There were usually limitations in the

material on offer," said Ficker. "I feel the dealer needs continuity, and a continual feed-through of releases and information. Some of the new labels could not guarantee regular release schedules, and this was not attractive for this firm."

Walter Ficker became a joint managing director of Lugtons on the death of his father in 1966, and was already steeped in the lore of one of the pioneers of the British record industry.

The original Lugtons had started as engravers in Glasgow, establishing branches in London and Birmingham. After a disagreement, the London firm separated under the second W. Lugton and commenced business on its own making post office parcel stencils and bicycle parts.

Diversification led it into supplying other engineering goods. The first British aeroplane to fly included parts supplied by Lugtons. Shortly after the turn of the century, Lugtons became interested in the newly-invented Phonograph and became factors for Edison Bell and Columbia.

Technical advance

Meanwhile C. Hertzog and A. Ficker (the present Ficker's father) were developing a company called the New Polyphone Supply Company in 1895 dealing in polyphones, which were the first record players, using a metal disc and working rather like a musical box. It moved naturally into the phonograph and gramophone business, distributing the players as well as the cylinders and discs.

As a result of the 1914-18 war, the pair had to sell the business which later became the Dulcet Polyphone Company, but in the 1920s they bought a controlling interest in Lugtons, and from this date until 1966 were in the forefront of technical advances in the sound reproduction and radio industries.

After serving his apprenticeship in the electronics side of the business – "The floors have never been swept better since" – Walter Ficker went out on the road as a salesman in the West Country, and although he was never the brash traveller type, he became the company's top salesman.

"I was a desperately shy boy," he remembers, "And all the buyers were girls in those days. The consequence was that I blushed a lot, but I did achieve the best figures in the business, which was pleasing. I decided to do the job the best way I could, and I was constantly on the look-out for new opportunities. Nothing stays the same for very long in this business, and as shops closed down I would go looking for another opening."

Ficker returned to the radio side of Lugtons for a while, getting back into records with the advent of the 33 $\frac{1}{3}$ long player in 1951.

"That gave the business a whole new sales dimension. Apart from the improved sound quality, there were the extra opportunities for pictorial advertising on the sleeves, although it took the manufacturers a long time to recognise the possibilities."

Lugtons saw that the LP was the future and was well geared up by the time the public latched on to the extra quality available on microgroove. Gradually it replaced the old shellac 78s.

Ficker mourns the way the record industry has cheapened its product over the years. In 1950 a full-price 12-inch 78 was six shillings retail, and a four-disc classical album was 24 shillings. When LPs were introduced they were 39/6d.

When Phillips released a recording of *My Fair Lady* at ten shillings above average, Lugtons, at Ficker's behest, ordered 10,000 of them and sold them all within weeks. "Some people thought they would be hard to sell at that price, but I took the plunge and it paid off for us. It was an outstanding production that the public perceived to be worth the price."

Taking inflation into account, the past 30 years have seen an enormous decline in the real price of records, which Ficker feels could have been avoided if the manufacturers had stressed the quality of their product rather than trying to compete for price. The result has been shaved margins and the squeezing of the essential specialist High Street retailer.

"The pace of change is accelerating, and it is more important than ever to be aware of the needs of the future and the tools in use," he said. "I am not as involved in day to day decision making as I used to be, but my experience helps us to avoid certain business pitfalls. I can contribute in that area. There will always be new methods evolving and you must be aware of the changes and know how to use them. The new compact disc, for instance, will become important, certainly in the classical field, as long as the playing equipment is standardised."

At almost 68, Walter Ficker still gets into his office near Turnpike Lane at 7.30am, where his first task is to read the company's mail – it gives him a complete picture of what is happening at Lugtons – and he does not leave until 6pm.

Outside of that demanding schedule he is Master of the Worshipful Company of Musicians, where he has also been Treasurer for the past four years in charge of substantial charitable funds.

Lugtons current catalogue reflects every facet of the music business from children's records to modern jazz with extensive classical, military, Irish and dance emphasis.

As far as the future is concerned, the last word is left to Walter Ficker: "We can't possibly hope to avoid the recession – with 3.5 million people out of work record companies are obviously going to make less money.

"However, by careful study of the market and energetic selling to it, our experience at Lugtons is that sales have been rising in the past two years."

GOLDEN ANNIVERSARY



Walter
Ficker

Lugtons
1933-83

Congratulations Walter on 50 years not out —
and still going strong. From your friends at:

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IVAN BERG CASSETTES

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DANSAN RECORDS

TEMA RECORDS

MCDONALD 345

HYPERION RECORDS

TEK MARKETING

Lugton & Co. Ltd, PO Box 182, Cross Lane, Hornsey, London, N8 7SB

Indie Top 50

- 1 4 2 **FAT MAN**
SOUTHERN DEATH CULT **SITUATION 2 SIT 19**
PINNACLE/CARTEL
- 2 1 7 **SAVE YOUR LOVE**
RENEE AND RENATO **HOLLYWOOD HWD 003**
PINNACLE
- 3 3 6 **HEARTACHE AVENUE**
MAISONNETTES **READY STEADY GO RSG(T) 1**
IDS
- 4 10 2 **HALLOWEEN**
DEAD KENNEDYS **STATIK/ALTERNATIVE**
TENTACLES STAT 27 ROUGH TRADE/CARTEL
- 5 5 6 **FOR YOU**
ANTI-NOWHERE LEAGUE **WXYZ ABCD 6**
PINNACLE/FAULTY/CARTEL
- 6 8 5 **SUMMER OF '81**
VIOLATORS **NO FUTURE OI 19** PINNACLE/
CARTEL
- 7 6 13 **SHIPBUILDING**
ROBERT WYATT **ROUGH TRADERT 115(T)**
ROUGH TRADE
- 8 2 7 **THE OTHER SIDE OF LOVE**
YAZOO MUTE (12) **YAZ 002** SPARTAN/CARTEL
- 9 7 6 **GIVE ME FIRE**
G.B.H. **CLAY CLAY 16(P)** PINNACLE
- 10 17 3 **MORE THAN A DREAM**
FARMERS BOYS **BACKS NCH 003** ROUGH
TRADE/CARTEL
- 11 12 4 **ALL ABOUT YOU**
THOMAS LEER **CHERRY RED (12) CHERRY 52**
PINNACLE
- 12 9 9 **EASTWORLD**
THEATRE OF HATE **BURNING ROME BRR**
4(T) ROUGH TRADE/CARTEL
- 13 14 8 **CHINESE TAKEAWAY**
ADICTS **RAZOR RZS 101** IDS
- 14 19 70 **BELA LUGOSI'S DEAD**
BAUHAUS **SMALL WONDER WEENY 2** CARTEL
- 15 20 3 **GOVERNMENT POLICY (EP)**
EXPELLED **RIOT CITY RIOT 17** PINNACLE/
CARTEL
- 16 11 10 **HOW DOES IT FEEL (TO BE THE**
MOTHER OF A 1000 DEAD)
CRASS **CRASS 22 1984/6** CARTEL
- 17 24 18 **BEASTS (EP)**
SEX GANG CHILDREN **ILLUMINATED ILL 112**
PINNACLE/CARTEL
- 18 15 5 **NEW BARBARIANS**
CHARLIE HARPER'S **URBAN DOGS FALLOUT**
FALL 008 CARTEL
- 19 23 4 **ALICE**
SISTERS OF MERCY **MERCIFUL RELEASE MR**
015 CARTEL
- 20 41 2 **BABY, BABY**
VIBRATORS **ANAGRAM ANA 4** PINNACLE/
CARTEL
- 21 18 6 **SHAME AND SCANDAL**
IN THE FAMILY
CLINT EASTWOOD & GENERAL SAINT
GREENSLEEVES (12) OINK 3 SPARTAN
- 22 13 5 **RUSSIAN ROULETTE**
LORDS OF THE NEW CHURCH **ILLEGAL ILSP**
0033 PINNACLE/CARTEL
- 23 48 2 **NELLIE THE ELEPHANT**
TOY DOLLS **VOLUME VOL 3** CARTEL
- 24 16 9 **DRUMBEAT FOR BABY**
WEEKEND **ROUGH TRADERT 116(T)** ROUGH
TRADE/CARTEL
- 25 29 4 **'TILL THE END OF THE DAY**
COCKNEY REJECTS **AKA AKF 102** STAGE ONE

- 26 22 7 **SHAKE UP THE CITY (EP)**
U.K. SUBS **ABSTRACT ABS 012** PINNACLE
- 27 25 6 **JUST A GIRL**
PALE FOUNTAINS **OPERATION TWILIGHT OPT**
9 PINNACLE/CARTEL
- 28 35 7 **THAT'S WHAT GOOD**
FRIENDS ARE FOR
BRILLIANT **LIMELIGHT LIME 7001** ROUGH
TRADE/CARTEL
- 29 NEW 1 **NO CONCERN**
MAU MAUS **PAX PAX 8** CARTEL
- 30 27 10 **BABY TURNS BLUE**
VIRGIN PRUNES **ROUGH TRADERT 119(T)**
ROUGH TRADE/CARTEL
- 31 26 9 **INTO THE ABYSS**
SEX GANG CHILDREN **ILLUMINATED ILL 15'**
PINNACLE/CARTEL
- 32 21 5 **DRAG YOU OUT**
LURKERS **CLAY CLAY 17** PINNACLE
- 33 30 10 **LIVELY ARTS**
DAMNED **BIG BEAT NS 80** PINNACLE
- 34 33 17 **MUTANT ROCK**
METEORS **WXYZ ABCD 5** PINNACLE/FAULTY/
CARTEL
- 35 36 25 **DON'T GO**
YAZOO MUTE **7Y AZ (12YAZ) 001** SPARTAN/
CARTEL
- 36 32 10 **BURN 'EM DOWN**
ABRASIVE WHEELS **RIOT CITY RIOT 16**
PINNACLE/CARTEL
- 37 NEW 1 **GROOVING IN GREEN**
MARCH VIOLETS **MERCIFUL RELEASE MR 017**
ROUGH TRADE/CARTEL
- 38 37 17 **LEAVE IN SILENCE**
DEPECHE MODE **MUTE 7 BONG (12 BONG) 1**
SPARTAN/CARTEL
- 39 28 6 **AGENTS OF CHANGE (EP)**
BLUE ORCHIDS **ROUGH TRADERT 117T**
ROUGH TRADE/CARTEL
- 40 47 2 **CHRISTMAS BOP**
MARC BOLAN **MARC ON WAX SBOLAN 12**
PINNACLE
- 41 40 10 **STATE VIOLENCE/STATE CONTROL**
DISCHARGE **CLAY CLAY 14** PINNACLE
- 42 44 12 **LOVE WILL TEAR US APART**
JOY DIVISION **FACTORY FAC 23** PINNACLE/
CARTEL
- 43 34 7 **WOMAN IN DISGUISE**
ANGELIC UPSTARTS **SANAGRAM (12) ANA 3**
PINNACLE
- 44 46 3 **THE LAST LAUGH (EP)**
FITS **RONDELET ROUND 30** PINNACLE
- 45 38 4 **KEEP ON RUNNING**
CRUX **NO FUTURE OI 18** PINNACLE/CARTEL
- 46 31 5 **DAY TRIPPER (EP)**
WALL **NO FUTURE 0221(7)(12)** PINNACLE/
CARTEL
- 47 39 12 **BE PROUD, BE LOUD (BE HEARD)**
TOYAH **SAFARI SAFE 52** SPARTAN
- 48 NEW 1 **TEDDY (RERECORDED)**
APOCALYPSE JAMMING! **12 CREATE 5**
PINNACLE
- 49 47 3 **POLITICIANS AND MINISTERS (EP)**
THREATS **RONDELET (12) ROUND 29**
PINNACLE
- 50 43 17 **LIVE AT THE CENTRO IBERICO (EP)**
CONFLICT **XNTRIX XN 2001** ROUGH TRADE/
CARTEL

BLITZ

NEW SINGLE

NEW AGE

AVAILABLE JANUARY 14

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Death *Coff*

FIRST SINGLE

FAT MAN
MOYA

GATE FOLD 7" SINGLE

SITUATION TWO SIT 19 DISTRIBUTION PINNACLE/CARTEL



Top Single: Dexy's Midnight Runners

- 1 **COME ON EILEEN**
Dexy's Midnight Runners Mercury
- 2 **FAME**
Irene Cara RSO
- 3 **EYE OF THE TIGER**
Survivor Scotti Bros
- 4 **DO YOU REALLY WANT TO HURT ME**
Culture Club Virgin
- 5 **PASS THE DUCHIE**
Musical Youth MCA
- 6 **I DON'T WANNA DANCE**
Eddy Grant Ice
- 7 **ZOOM**
Fat Larry's Band WMOT
- 8 **ONLY YOU**
Yazoo Mute
- 9 **THE LION SLEEPS TONIGHT**
Tight Fit Jive
- 10 **TOWN CALLED MALICE**
Jam Polydor
- 11 **GOLDEN BROWN**
Stranglers Liberty
- 12 **EBONY & IVORY**
Paul McCartney & Stevie Wonder Parlophone
- 13 **DON'T GO**
Yazoo Mute
- 14 **THE MODEL**
Kraftwerk EMI
- 15 **THE LAND OF MAKE BELIEVE**
Bucks Fizz RCA
- 16 **HEARTBREAKER**
Dionne Warwick Arista
- 17 **WALKING ON SUNSHINE**
Rockers' Revenge London
- 18 **LOVE PLUS ONE**
Haircut One Hundred Arista/Clip
- 19 **GOODY TWO SHOES**
Adam Ant CBS
- 20 **ABRACADABRA**
Steve Miller Band Mercury
- 21 **I WON'T LET YOU DOWN**
Phd WEA
- 22 **SAVE A PRAYER**
Duran Duran EMI
- 23 **HUNGRY LIKE THE WOLF**
Duran Duran EMI
- 24 **HOUSE OF FUN**
Madness Stiff
- 25 **OH JULIE**
Shakin' Stevens Epic
- 26 **JUST AN ILLUSION**
Imagination R&B
- 27 **IT STARTED WITH A KISS**
Hot Chocolate RAK
- 28 **HARD TO SAY I'M SORRY**
Chicago WEA/Full Moon
- 29 **INSIDE OUT**
Odyssey RCA

- 30 **STARMAKER**
Kids From "Fame" RCA
- 31 **YOUNG GUNS (GO FOR IT)**
Wham! Invision
- 32 **CAN'T TAKE MY EYES OFF OF YOU**
Boy's Town Gang ERC
- 33 **MAID OF ORLEANS**
Orchestral Manoeuvres In The Dark Din Disc
- 34 **MICKEY**
Toni Basil Radialchoice
- 35 **A LITTLE PEACE**
Nicole CBS
- 36 **I'VE NEVER BEEN TO ME**
Charlene Motown
- 37 **DEAD RINGER FOR LOVE**
Meat Loaf Epic/Cleveland Int.
- 38 **A NIGHT TO REMEMBER**
Shalamar Solar
- 39 **T'AIN'T WHAT YOU DO IT'S THE WAY THAT YOU DO IT**
Fun Boy Three Featuring Bananarama 2 Tone
- 40 **BEAT SURRENDER**
Jam Polydor
- 41 **MIRROR MAN**
Human League Virgin
- 42 **GET DOWN ON IT**
Kool - The Gang De-Lite
- 43 **THERE IT IS**
Shalamar Solar
- 44 **DRIVING IN MY CAR**
Madness Stiff
- 45 **FANASTY ISLAND**
Tight Fit Jive
- 46 **SAY HELLO, WAVE GOODBYE**
Soft Cell Some Bizzare
- 47 **LOVE COME DOWN**
Evelyn King RCA
- 48 **THE LOOK OF LOVE**
ABC Neutron
- 49 **SEVEN TEARS**
Goombay Dance Band Epic
- 50 **SAVE YOUR LOVE**
Renee & Renato Hollywood
- 51 **PAPA'S GOT A BRAND NEW PIG PIG**
Pigbag Y
- 52 **AIN'T NO PLEASING YOU**
Chas & Dave Rockney
- 53 **DON'T YOU WANT ME**
Human League Virgin
- 54 **DA, DA, DA,**
Trio Mobile Suit Corporation
- 55 **SEVEN TEARS**
Goombay Dance Band Epic
- 56 **MAMA USED TO SAY**
Junior Mercury
- 57 **I LOVE ROCK 'N' ROLL**
Joan Jett & The Blackhearts Epic
- 58 **ARTHUR'S THEME (THE BEST THAT YOU CAN DO)**
Christopher Cross Warner Bros
- 59 **SEE YOU**
Depeche Mode Mute
- 60 **CENTERFOLD**
J. Geils Band EMI America
- 61 **WHY**
Carly Simon WEA/Mirage
- 62 **THIS TIME (WE'LL GET IT RIGHT)**
England World Cup Squad England
- 63 **(SEXUAL) HEALING**
Marvin Gaye Epic
- 64 **SHY BOY**
Bananarama London
- 65 **MY CAMERA NEVER LIES**
Bucks Fizz RCA
- 66 **TORCH**
Soft Cell Some Bizzare
- 67 **HAPPY TALK**
Captain Sensible A&M
- 68 **I CAN MAKE YOU FEEL GOOD**
Shalamar Solar

- 69 **WE HAVE A DREAM**
Scottish World Cup Squad WEA
- 70 **GIVE ME BACK MY HEART**
Dollar WEA
- 71 **I SECOND THAT EMOTION**
Japan Hansa
- 72 **GHOSTS**
Japan Hansa
- 73 **I'LL FIND MY WAY HOME**
Jon & Vangelis Polydor
- 74 **MORE THAN THIS**
Roxy Music EG(Polydor)

- 75 **STRANGE LITTLE GIRL**
Stranglers Liberty
- 76 **I CAN'T GO FOR THAT (NO CAN DO!)**
Daryl Hall & John Oates RCA
- 77 **ONE STEP FURTHER**
Bardo Epic
- 78 **FORGET-ME-NOTS**
Patrice Rushen Elektra
- 79 **GIRL CRAZY**
Hot Chocolate RAK
- 80 **FANASTIC DAY**
Haircut One Hundred Arista/Clip
- 81 **NO REGRETS**
Midge Ure Chrysalis
- 82 **SADDLE UP**
David Christie KR
- 83 **PROMISED YOU A MIRACLE**
Simple Minds Virgin
- 84 **MUSIC & LIGHTS**
Imagination R&B
- 85 **STOOL PIDGEON**
Kid Creole & The Coconuts ZE
- 86 **INSTINCTION**
Spandau Ballet Reformation
- 87 **BLUE EYES**
Elton John Rocket
- 88 **GO WILD IN THE COUNTRY**
Bow Wow Wow RCA
- 89 **TIME (CLOCK OF THE HEART)**
Culture Club Virgin
- 90 **TODAY**
Talk Talk EMI
- 91 **NIGHT TRAIN**
Visage Polydor
- 92 **MIRROR MIRROR**
Dollar WEA
- 93 **EVER SO LONELY**
Monsoon Mobile Suit Corporation
- 94 **NOW THOSE DAYS ARE GONE**
Bucks Fizz RCA
- 95 **DAMNED DON'T CRY**
Visage Polydor
- 96 **BEATLES MEDLEY**
Bealtes Parlophone
- 97 **HAVE YOU EVER BEEN IN LOVE**
Leo Saver Chrysalis
- 98 **TAKE IT AWAY**
Paul McCartney Parlophone
- 99 **DEAR JOHN**
Status Quo Vertigo
- 100 **DON'T LOVE ME TO HARD**
Nolans Epic

TOP ALBUMS

- 1 **LOVE SONGS**
Barbra Streisand CBS
- 2 **THE KIDS FROM 'FAME'**
Various BBC
- 3 **AVALON**
Roxy Music EG(Polydor)
- 4 **COMPLETE MADNESS**
Madness Stiff
- 5 **THE LEXICON OF LOVE**
ABC Neutron
- 6 **DARE**
Human League Virgin
- 7 **RIO**
Duran Duran EMI
- 8 **PELICAN WEST**
Haircut One Hundred Clip-Arista
- 9 **LOVE OVER GOLD**
Dire Straits Vertigo
- 10 **UPSTAIRS AT ERIC'S**
Yazoo Mute
- 11 **PEARLS**
Elkie Brooks A&M
- 12 **TROPICAL GANGSTERS**
Kid Creole & The Coconuts Ze
- 13 **FAME**
Original Soundtrack RSO
- 14 **TUG OF WAR**
Paul McCartney Parlophone
- 15 **THE GIFT**
Jam Polydor
- 16 **GREATEST HITS**
Queen EMI
- 17 **TOO-RYE-AY**
Dexy's Midnight Runners Mercury
- 18 **LOVE AND DANCING**
League Unlimited Orchestra Virgin
- 19 **The Number Of The Beast**
Iron Maiden EMI
- 20 **THE JOHN LENNON COLLECTION**
John Lennon EMI
- 21 **BARRY MANILOW - LIVE IN BRITAIN**
Barry Manilow Arista
- 22 **THE KIDS FROM 'FAME' AGAIN**
Kids from "Fame" RCA
- 23 **NON-STOP EROTIC CABARET**
Soft Cell Some Bizzare
- 24 **ALL FOR A SONG**
Barbara Dickson Epic
- 25 **KISSING TO BE CLEVER**
Culture Club Virgin
- 26 **BAT OUT OF HELL**
Meat Loaf Epic
- 27 **HELLO I MUST BE GOING!**
Phil Collins Virgin
- 28 **ARCHITECTURE AND MORALITY**
Orchestral Manoeuvres In The Dark Din Disc
- 29 **THE VISITORS**
Abba Epic
- 30 **THREE SIDES LIVE**
Genesis Charisma
- 31 **1982**
Status Quo Vertigo

- 32 **DEAD RINGER**
Meat Loaf Epic
- 33 **CHARIOTS OF FIRE**
Vangelis Polydor
- 34 **ASIA**
Asia Geffen
- 35 **SQUEEZE - SINGLES - 45'S AND UNDER**
Squeeze A&M
- 36 **NIGHT BIRDS**
Shakatak Polydor
- 37 **ABBA - THE SINGLES - THE FIRST TEN YEARS**
Abba Epic
- 38 **MIRAGE**
Fleetwood Mac Warner Bros
- 39 **FRIENDS**
Shalamar Solar
- 40 **FROM THE MAKERS OF ...**
Status Quo Vertigo
- 41 **STEVIE WONDER'S ORIGINAL MUSIQUARIUM**
Stevie Wonder Motown
- 42 **HOT SPACE**
Queen EMI
- 43 **STILL LIFE (THE AMERICAN CONCERT 1981)**
Rolling Stones Rolling Stones
- 44 **H²O**
Daryl Hall & John Oates RCA
- 45 **FUN BOY THREE**
Fun Boy Three Chrysalis
- 46 **REFLECTIONS**
Various CBS
- 47 **LOVE SONGS**
Commodores K-Tel
- 48 **IN THE HEAT OF THE NIGHT**
Imagination CBS
- 49 **PICTURES AT ELEVEN**
Robert Plant Swansong
- 50 **NEW GOLD DREAM**
Simple Minds Virgin
- 51 **TIN DRUM**
Japan Virgin
- 52 **NEBRASKA**
Bruce Springsteen CBS
- 53 **GIVE ME YOUR HEART TONIGHT**
Shakin' Stevens Epic
- 54 **4**
Foreigner Epic
- 55 **UB44**
UB40 DEP International
- 56 **HEARTBREAKER**
Dionne Warwick Arista
- 57 **SKY 4 - FORTHCOMING**
Sky Ariola
- 58 **NON-STOP ECSTATIC DANCING**
Soft Cell Some Bizzare
- 59 **PINKY BLUE**
Altered Images Epic
- 60 **SIGNALS**
Rush Mercury



Yazoo: Two in Top 15

A personal choice of 1982 Singles and Albums by a selection of the country's Producers and Radio Disc Jockeys.

MARTIN RUSHENT

SINGLES
Come On Eileen
 Dexy's Midnight Runners
Look Of Love
 ABC
Do You Really Want To Hurt Me
 Culture Club
Shock The Monkey
 Peter Gabriel
Golden Brown
 The Stranglers
The Message
 Grandmaster Flash
I'm A Wonderful Thing
 Kid Creole & The Coconuts
Poison Arrows
 ABC
Say Hello, Wave Goodbye
 Soft Cell
State Of Independence
 Donna Summer

ALBUMS
Living My Life
 Grace Jones
Lexicon Of Love
 ABC
Love And Dancing
 League Unlimited Orchestra
Tropical Gangsters
 Kid Creole & The Coconuts
Donna Summer
 Donna Summer
Too-Rye-Aye
 Dexy's Midnight Runners
The Message
 Grandmaster Flash
The John Lennon Collection
 John Lennon
Complete Madness
 Madness
The Singles - First 10 Years
 Abba

TREVOR HORN

SINGLES
Theme From Harry's Game
 An Clannad
I don't understand the lyrics but who cares.
Promised You A Miracle
 Simple Minds
The younger (Pete) Walsh builds a wall of sound.
Club Country
 The Associates
Best-disguised E major to G chord sequence ever.
Our House
 Madness
Sane
Mirror Man
 Human League
Martin Rushent gets that Linn drum to sound even better.
Planet Rock
 Grandmaster Flash
Bit of distortion but who cares.
The Message
 Grandmaster Flash
No comment to make
Blue Victoria
 Bruce Woolley
Hi Bruce!
Stepping Out
 Joe Jackson
No comment to make.
My Camera Never Lies
 Bucks Fizz
Andy Hill is a great producer.

ALBUMS
Tom Jones Greatest Hits Vol. 1
Great!
Tom Jones Greatest Hits Vol. 2
Brilliant!
Tom Jones Greatest Hits Vol. 3
Contains 'Delilah' - best-ever example of Psycho MOR.
Best Of Tom Jones
'It's Not Unusual' guitar solo by Jimmy Page contains blueprint for entire Led Zeppelin catalogue.
Tom Jones Live At Las Vegas Vol. 1
Tom Jones Live At Las Vegas Vol. 2
Tom Jones Live At Las Vegas Vol. 4
Great solo on 'Kansas City' by Benny Moore.
Another Side Of Tom Jones
A different side of Tom.
Tom Jones - The Early Years
The Essential Jimi Hendrix
I really like most of what Tom does!

PETER COLLINS

SINGLES
Look Of Love
 ABC
Mickey
 Toni Basil
Mad World
 Tears For Fears
Do You Really Wanna Hurt Me?
 Culture Club
Jack & Diane
 John Cougar
I Won't Let You Down
 PhD
T'Aint What You Do
 Fun Boy Three
Young Guns
 Wham!
Just An Illusion
 Imagination
Hungry Like The Wolf
 Duran Duran
Lexicon Of Love
 ABC
Avalon
 Roxy Music
The Getaway
 Chris De Burgh
Upstairs At Eric's
 Yazoo

TONY VISCONTI

SINGLES
Come On Eileen
 Dexy's Midnight Runners
Breath Of Fresh Air, Number 1.
Night To Remember
 Shalamar
Most Irresistible Hook.
Pass The Dutchie
 Musical Youth
Fresh Air, Number 2.
House Of Fun
 Madness
Fresh Air, Number 3.
Run For The Hills
 Iron Maiden
Ace Vocal Performance

ALBUMS
No Man's Land
 Lene Lovich
Well worth the wait. Otherwise 1982 was not a vintage year for albums.

STUART COLMAN

SINGLES
Abracadabra
 Steve Miller
Such rare quality product.
Bluecoat Man
 Diz And The Doormen
Best of the still functioning pub rockers.
Cynical Girl
 Marshall Crenshaw
Deserved far greater success.
The Firm
 Arthur Daley
Funniest record for ages.
I'm Shaking
 The Blasters
Solid, fine band.
Just What I've Always Wanted
 Mari Wilson
Refreshing, non-nauseating UK pop.
Centrefold
 J. Geils Band
Best American single in three years.

It's Raining Again
 Supertramp
Consistency unruffled.
Groove Baby Groove
 The Stargazers
As far away from a synth as you can get.
Let Nothing Come Between You
 Warren Zevon
Just a good infrequent American record.

ALBUMS
Marshall Crenshaw
 Marshall Crenshaw
More please.
T. Bird Rhythm
 Fabulous Thunderbirds
Best Album of '82
Hit Git & Split
 Young Jessie
Best Reissue of '82
Rockin' Jimmy & The Brothers Of The Night
 Rockin' Jimmy
Reminiscent of Booker T. at his best.

it's A Groove
 The Five Keys
My kind of real music.
Charly Box Set
 Carl Perkins
Essential In Any Collection.
Some People Can't Dance
 Mickey Jupp
One day this guy will...
Singles, 45s & Under
 Squeeze
We shall miss their leadership.
Dr John Plays Mac Rebennack.
Beginners learn from here.
Paul Carrack
 Paul Carrack (US Epic)
Well done Paul after all this time.

GUS DUDGEON

SINGLES
River
 King Trigger
Very original record. Like the sense of humour in it.
Cynical Girl
Marshall Crenshaw
Very good pop record.
Stool Pigeon
 Kid Creole & The Coconuts
Basically a very good record.
The Message
 Grandmaster Flash
Living On The Ceiling
 Blancmange
Very original and interesting record. Like its humour. Great vocal.
Theme From Harry's Game
 An Clannad
Love the atmosphere and production.
Words
 Missing Persons
First heard it in America. It's on the B-side over here.
Pass The Kouchie
 Mighty Diamonds
By far the best version.
Mickey
 Toni Basil
It was out the previous year and I thought it was a great single then. Now it's number one in America.
Electric Avenue
 Eddy Grant
Very unique artist. I admire the sparseness of the record.

ALBUMS
Lexicon Of Love
 ABC
Love the clarity in the sound
Special
 Jimmy Cliff
Best of all the reggae I've heard this year.
20 Greatest Love Songs
 Nat King Cole
I haven't heard the album but I've already got most of the songs on single so this LP has got to be good.
The Nightfly
 Donal Fagan
What on earth was Walter Becker's contribution to Steely Dan?
John Lennon Collection
 John Lennon
Cannot hear anything by him without feeling sad.
Avalon
 Roxy Music
They always come up with that slight shift of direction every time and it's always good.

Complete Madness
 Madness
H20
 Hall & Oates
Excellent songs, playing, sound and arrangements.
Toto IV
 Toto
Bit slick but has great moments. A good all-round album.

CHARLIE GILLETT Capital

SINGLES
Madeleinea
 Pablo
African music sounds refreshing among all the synths.
The Message
 Grandmaster Flash
Great lyric, good beat, best rap.
Who Likes Jazz
 Via Vagabond
Interesting update of 40s jazz.

Pass the Dutchie
 Musical Youth
Reggae as pop music.
Only You/Situation
 Yazoo
Best new British singer. Good songs.
Let It Whip
 Dazz Band
Better arrangement than most disco records
Mad World
 Tears For Fears
Another good song and arrangement.
Papa's Got A Brand New Pigbag
 Pig Bag
Terrific Spirit.
Just An Illusion
 Imagination
Intense, as well as danceable.
C-O-O-L
 Time
The return of R&B, US style.

ALBUMS
Special Beat Service
 The Beat
Astute variations of pace and mood.
I Advance Masked
 Andy Summers & Robert Fripp
Atmospheric.
Youth Of Today
 Musical Youth
Brilliant range of pop reggae.
Soweto
 Various Artists
Again, variety is the key.
Dr John Plays Mac Rebennack
 Dr John
Pure music, if such a thing exists.
Friends
 Shalamar
Immaculate.
Dangerous Acquaintances
 Marianne Faithfull
Lovely grooves
Two Bad DJ
 General Saint & Clint Eastwood
Funny!
Big Ship
 Freddie McGregor
Among the few new reggae singers.
Happy Families
 Blancmange
A surprise - good songs one after another.

TOM RUSSELL Clyde

SINGLES
Market Square Heroes
 Marillion
Run To The Hills
 Iron Maiden
That's The Way It Is
 Uriah Heep
For Those About To Rock
 AC/DC
Subdivisions
 Rush
In The Heat Of The Night
 Diamond Head
Highway Songs
 Blackfoot
Back To Earth
 Magnum
Roll The Dice
 Heavy Petting
The Number Of The Beast
 Iron Maiden
Blackout
 Scorpions
Batle Hymns
 Manowar
Live At Budokhan
 MSG
Black Tiger
 Y&T
The Eagle Has Landed
 Saxon
Talk Of The Devil
 Ozzy Osborne
Signals
 Rush
Corridors Of Power
 Gary Moore
Abonimog
 Uriah Heep
It's been a great year for hard rock. Some of these albums will, in my opinion, be classics in years to come.
PHIL EASTON City
SINGLES
Private Investigations
 Dire Straits
Best produced British single in '82.

Continued on P.16

Top 100 Airplay

Due to computer failure R/B is unable to publish a new top 100 airplay chart. The add ons are for the current week, please phone for new chart.

1	5	36	FRIENDS SHALAMAR WEA CHUM 1 WEA	34	13	27	RIO DURAN DURAN EMI (12)EMI 5346 EMI	68	54	18	I CONFESS BEAT GO FEET FEET(BLS)(12)16 POLYGRAM
2	1	36	TIME (CLOCK OF THE HEART) CULTURE CLUB VIRGIN VS 558(12) CBS	35	43	28	OH DIANE FLEETWOOD MAC WARNER BROS FLEET 1(T) WEA	69	NEW	9	(YOU SAID) YOU'D GIMME SOME MORE KC & THE SUNSHINE BAND EPIC EPC A(13)2760 CBS
3	7	36	OUR HOUSE MADNESS STIFF (P)BUY(IT) 163 CBS	36	27	25	PARTY PARTY ELVIS COSTELLO & THE ATTRACTIONS A&M AMS 8267 CBS	70	53	14	I HAVE THE TOUCH PETER GABRIEL CHARISMA CB 405 POLYGRAM
4	6	37	TRULY LIONEL RICHIE MOTOWN TMG 1284 RCA	37	39	31	MANNEQUIN KIDS FROM 'FAME' RCA RCA 299 RCA	71	65	12	MELT /IL EST LE DIVIN ENFANT SIOUXSIE & THE BANSHEES POLYDOR POSP(X) 539 POLYGRAM
5	4	38	BEST YEARS OF OUR LIVES MODERN ROMANCE WEA ROM 1(T) WEA	38	21	21	YOUTH OF TODAY MUSICAL YOUTH MCA YOU(T) 2 CBS	72	69	19	SO CLOSE TO ME JULIO IGLESIAS CBS CBS A2932 CBS
6	18	37	LITTLE TOWN CLIFF RICHARD EMI EMI 5348 EMI	39	38	22	ALL QUIET ON THE WESTERN FRONT ELTON JOHN ROCKET XPRES 88 POLYGRAM	73	72	14	HEARTLIGHT NEIL DIAMOND CBS CBS A2814 CBS
7	10	36	HI DE HI, HO DE HO KOOL & THE GANG DE-LITE DE(X) 14 POLYGRAM	40	64	20	GLORIA LAURA BRANNIGAN ATLANTIC K11759(T) WEA	74	59	9	(SEXUAL) HEALING MARVIN GAYE CBS CBS A(13)2855 CBS
8	11	37	IF YOU CAN'T STAND THE HEAT BUCKS FIZZ RCA RCA(T) 300 RCA	41	50	26	EVERYTHING I OWN CRYSTAL GAYLE ELEKTRA E9909 WEA	75	81	12	PRETTY GIRLS RANDY EDELMAN ROCKET XPRES 87 POLYGRAM
9	32	36	LITTLE DRUMMER BOY/PEACE ON EARTH DAVID BOWIE & BING CROSBY RCA BOW 12 RCA	42	NEW	19	THEME FROM E.T. JOHN WILLIAMS MCA MCA 800 CBS	76	48	12	EMOTION EXPLOSION ART SCHOOL & THE MIGHTY MOTOR GANG RAK (12)RAK 343 EMI
10	2	37	MIRROR MAN HUMAN LEAGUE VIRGIN VS 522(12) CBS	43	41	27	OLD AND WISE ALAN PARSONS PROJECT ARISTA ARIST 494 POLYGRAM	77	77	6	DESPERATE BUT NOT SERIOUS ADAM ANT CBS CBS A2892 CBS
11	3	37	YOU CAN'T HURRY LOVE PHIL COLLINS VIRGIN VS 531(12) CBS	44	55	17	IT'S RAINING MEN WEATHER GIRLS CBS CBS A2924 CBS	78	63	13	SHADOWS OF THE NIGHT PAT BENATAR CHRYSALIS CHS 2662 POLYGRAM
12	23	34	A WINTER'S TALE DAVID ESSEX MERCURY MER 127 POLYGRAM	45	34	22	IT'S RAINING AGAIN SUPERTRAMP A&M AMS 8255 CBS	79	98	18	COME UPSTAIRS CARLY SIMON WEA/MIRAGE CARLY 1 WEA
13	30	35	THE SHAKIN' STEVENS EP SHAKIN' STEVENS CBS SHAKY 1 CBS	46	37	25	HAVE YOURSELF A MERRY LITTLE CHRISTMAS DAVID GRANT CHRYSALIS CHS 2651 POLYGRAM	80	73	11	CLASSIC ROCK CLASSICS LONDON SYMPHONY ORCHESTRA TOWERBELL (12)TOW 30 PRT
14	29	32	SAVE YOUR LOVE RENEE AND RENATO HOLLYWOOD HWD 003 PINNACLE	47	40	13	THANK YOU PALE FOUNTAINS VIRGIN VS 557 CBS	81	NEW	13	MAGIC'S WAND WHODINI JIVE JIVE 28 CBS
15	15	36	ALL THE LOVE IN THE WORLD DIONNE WARWICK ARISTA ARIST 507 POLYGRAM	48	68	19	IN AND OUT WILLIE HUTCH MOTOWN TMG(T) 1285 RCA	82	96	17	COME HOME FOR CHRISTMAS DAVID GATES ARISTA ARIST 446 POLYGRAM
16	8	37	LET'S GET THIS STRAIGHT (FROM THE START)/OLD DEXYS MIDNIGHT RUNNERS MERCURY DEXYS 11(12) POLYGRAM	49	46	23	ALLENTOWN BILLY JOEL CBS CBS A2981 CBS	83	NEW	17	USED TO BE CHARLENE & STEVIE WONDER MOTOWN TMG 1287 RCA
17	14	38	UNDER ATTACK ABBA EPIC EPC A2971 CBS	50	61	15	I'LL STRING ALONG WITH YOU PETER SKELLERN MERCURY MER 130 POLYGRAM	84	79	17	WILL YOU WRITE ME A SONG ELKIE BROOKS A&M AMS 8266 CBS
18	16	31	BEAT SURRENDER JAM POLYDOR POSP(J) 540 POLYGRAM	51	97	19	DIRTY LAUNDRY DON HENLEY ASYLUM E9894 WEA	85	NEW	7	ALL IN A MATTER OF TIME JON ANDERSON POLYDOR POSP 465 POLYGRAM
19	12	33	HYMNS ULTRAVOX CHRYSALIS (12)CHS 2657 POLYGRAM	52	56	20	PICTURE OF YOU ALVIN STARDUST STIFF BUY 160 CBS	86	NEW	17	YOU AND I EDDY RABBIT MERCURY MER 123 POLYGRAM
20	26	32	HEARTACHE AVENUE MAISONNETTES READY STEADY GO RSG 1 IDS	53	85	13	STRAIGHT INTO DARKNESS TOM PETTY & THE HEARTBREAKERS MCA MCA 805 CBS	87	78	13	LOVE ME TOMORROW CHICAGO FULL MOON K79338 WEA
21	9	33	THE OTHER SIDE OF LOVE YAZOO MUTE 7YAZ 002(T) SPARTAN/CARTEL	54	92	7	NOVEMBER NOVEMBER AUTO DE FE REWIND REWIND 13 SPARTAN	88	67	4	HERE I GO AGAIN WHITESNAKE LIBERTI BP 416 EMI
22	20	31	WISHING (IF I HAD A PHOTOGRAPH OF YOU) A FLOCK OF SEAGULLS JIVE JIVE(T) 25 CBS	55	58	18	CHRISTMAS WRAPPING WAITRESSES ISLAND (12)WIP 6821 EMI	89	42	6	LOVE JOHN LENNON PARLOPHONE R6059 EMI
23	25	30	I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER BARRY MANILOW ARISTA ARIST 503 POLYGRAM	56	76	16	COME DANCING KINKS ARISTA ARIST 502 POLYGRAM	90	NEW	10	THE LAST DANCE MIGHTY DIAMONDS KR KR(T) 16 RCA
24	19	19	BUFFALO GALS MALCOLM MCLAREN CHARISMA MALC(T) 1(12) POLYGRAM	57	NEW	13	HOLDING ON FOR LOVE CARGO GREYHOUND CG 1021 DUMMY	91	95	4	I WILL ALWAYS LOVE YOU DOLLY PARTON RCA RCA 270 RCA
25	36	27	CACHARPAYA INCANTATION BEGGARS BANQUET BEG84(T) WEA	58	74	19	STING OF THE GIN CHRIS SIMPSON JUICE PRIDS JU 102 IDS	92	86	4	YOU'RE SO SQUARE JONI MITCHELL GEFEN GEF A2950 CBS
26	33	33	DEAR ADDY KID CREOLE & THE COCONUTS ZE (12)(P)WIP 6840 EMI	59	80	5	WONDERFUL YOU ARE SLEEPING LIONS CBS CBS A2815 CBS	93	NEW	4	LA DI DA DI DA HENRY HALL ORCHESTRA MUSIC FOR LIVING A(A)1 STAGE ONE
27	17	26	YOUNG GUNS (GO FOR IT) WHAM! INNERSION IVL A2766 CBS	60	NEW	13	MY LOVE IS WAITING MARVIN GAYE CBS CBS A(13)3048 CBS	94	49	6	NIGHT PORTER JAPAN VIRGIN VS 554(12) CBS
28	28	35	CHANGES IMAGINATION R&B RB5(RBL) 213 PRT	61	60	18	PAST PRESENT & FUTURE CINDY & THE SAFFRONS STILETTO STL 9 CBS	95	51	7	STATE OF INDEPENDENCE DONNA SUMMER WARNER BROS K79344(T) WEA
29	47	24	I FEEL LOVE (REMIX) DONNA SUMMER CASABLANCA FEEL 7(12) POLYGRAM	62	NEW	17	SILENT NIGHT PRELUDE AFTER HOURS AFT 8 CBS	96	NEW	7	MIDNIGHT BLUE LOUISE TUCKER ARIOLA ARO 289 POLYGRAM
30	45	27	IN THE NAME OF LOVE SHARON REDD PRELUDE PRL A(13)2905 CBS	63	35	11	I DON'T WANNA DANCE EDDY GRANT ICE ICE(T) 56 RCA	97	84	19	THE GETAWAY CHRIS DE BURGH A&M AMS 8268 CBS
31	24	27	CHEERS THEN BANANARAMA LONDON NANA(NANX) 3 POLYGRAM	64	94	8	THE STORY OF THE BLUES WAH! ETERNAL JF 1 WEA	98	NEW	15	E.T. PHONE HOME JUPITER 8 21/POLYDOR POSP 543 POLYGRAM
32	22	19	LIVING ON THE CEILING BLANCMANGE LONDON BLANC(BLANX) 3 CBS	65	82	11	I BELIEVE IN FATHER CHRISTMAS GREG LAKE MANTICORE K13511 WEA	99	NEW	10	BAA BAA BLACK SHEEP SINGING SHEEP VIRGIN BAA 1 CBS
33	31	26	WHERE THE HEART IS SOFT CELL SOME BIZZARE BZS(BZM) 16 POLYGRAM	66	75	4	STEPPIN' OUT JOE JACKSON A&M AMS 8262 CBS	100	NEW	2	LOOPZILLA GEORGE CLINTON CAPITOL (12)CL 271 EMI
				67	52	3	I'M ALRIGHT YOUNG STEVE & THE AFTERNOON BOYS RCA RCA 296 RCA				

Only the top add ons for each station are listed. Full breakdowns are available only by special arrangement with the RB Research department on 01-836-9311.

Add Ons

AIRE A LIST

A WINTER'S TAKE DAVID ESSEX
ALL THE LOVE IN THE WORLD DIONNE WARWICK
CACHARPAYA INCANTATIONS
I'M GONNA SIT RIGHT DOWN BARRY MANILOV

BBC SCOTLAND A LIST

OUR HOUSE MADNESS
ALL THE LOVE IN THE WORLD DIONNE WARWICK
STORY OF THE BLUES WAH!
A WINTER'S TALE DAVID ESSEX
EUROPEAN FEMALE STRANGLERS
DOWN UNDER MEN AT WORK
ORVILLE'S SONG KEITH HARRIS & ORVILLE
THEME FROM E.T. JOHN WILLIAMS
TIME (CLOCK OF THE HEART) CULTURE CLUB
GHOST RIDERS IN THE SKY STEVE TRAVIS
PLANXTY IRWIN STEVE AND LES CHILCOTT
MORE THAN A DREAM FARMERS BOYS
SCORPIO GRANDMASTER FLASH
STEPPING OUT JOE JACKSON
MY LOVE IS WAITING MARVIN GAYE
ALLEN TOWN BILLY JOEL
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
JOY TO THE WORLD ERUPTION
NOBODY SYLVIA
HOLD ME TIGHTER IN THE RAIN BILLY GRIFFIN

BEACON A LIST

NATURE BOY CENTRAL LINE
VERY SPECIAL PART JERMAINE JACKSON
STORY OF THE BLUES WAH!

BRMB A LIST

GASOLINE ALLEY ELKIE BROOKS
LET'S STAY TOGETHER BOBBY M
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK
MY LOVE IS WAITING MARVIN GAYE
LET'S FORGET WHITE AND TORCH
SIGN OF THE TIMES BELLE STARS
STEPPING OUT JOE JACKSON
DOWN UNDER MEN AT WORK
IN THE BLEAK MIDWINTER NEVADA
CENSORED PARIS
IF YOU REALLY LOVE ME DANA
ELECTRIC AVENUE EDDY GRANT
SO CLOSE DIANA ROSS
NOBODY SYLVIA
ONE ON ONE DARYL HALL & JOHN OATES
FRONTLINE STEVIE WONDER
LOVE OF THE COMMON PEOPLE PAUL YOUNG AND THE FAMILY

CAPITAL A LIST

GASOLINE ALLEY ELKIE BROOKS
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
ELECTRIC AVENUE EDDY GRANT
STEPPING OUT JOE JACKSON
DOWN UNDER MEN AT WORK
SO CLOSE DIANA ROSS
IT'S RAINING AGAIN SUPERTRAMP
THEME FROM E.T. JOHN WILLIAMS

CLIMBERS

TWISTING BY THE POOL DIRE STRAITS
ONE ON ONE DARYL HALL & JOHN OATES
LET'S FORGET WHITE AND TORCH
LOVE ARETHA FRANKLIN
HURT SO GOOD JOHN COUGAR

CBC CARDIFF A LIST

DOWN UNDER MEN AT WORK
CACHARPAYA INCANTATIONS
MY LOVE IS WAITING MARVIN GAYE
ONE ON ONE DARYL HALL & JOHN OATES
TRUE LOVE BILLY FIELDS
SO CLOSE DIANA ROSS
GASOLINE ALLEY ELKIE BROOKS
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE

CENTRE A LIST

I FEEL LOVE DONNA SUMMER
GLORIA LAURA BRANNIGAN
ELECTRIC AVENUE EDDY GRANT
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
NOBODY SYLVIA

HIT PICKS

IF YOU REALLY LOVE ME DANA
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK
MIND UP TONIGHT MELBA MOORE
STORY OF THE BLUES WAH!
LOVE ISN'T A HOME JIGSAW
LET'S FORGET WHITE AND TORCH

CHILTERN A LIST

ORVILLE'S SONG KEITH HARRIS & ORVILLE
CACHARPAYA INCANTATIONS
HEARTACHE AVENUE MAISONNETTES
GLORIA LAURA BRANNIGAN

CITY

HIT PICKS

SO CLOSE DIANA ROSS
OH MY LOVE GERRY AND THE PACEMAKERS
LOVE ISN'T A HOME JIGSAW

NOBODY SYLVIA
DOWN UNDER MEN AT WORK
DEMOLITION MAN MANFRED MANN
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
NO REASON TO CRY CAVERN

CLYDE A LIST

EUROPEAN FEMALE STRANGLERS
DOWN UNDER MEN AT WORK

DEVON AIR A LIST

EUROPEAN FEMALE STRANGLERS
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
MY LOVE IS WAITING MARVIN GAYE
DOWN UNDER MEN AT WORK

HIT PICKS

GLORIA LAURA BRANNIGAN
LET'S STAY TOGETHER BOBBY M
SO CLOSE DIANA ROSS
THE CHINESE WAY LEVEL 42
HAND TO HOLD ONTO JOHN COUGAR
LOVE ISN'T A HOME JIGSAW

STATION PICK

TWISTING BY THE POOL DIRE STRAITS

DOWNTOWN A LIST

WHEN YOU AND I WERE YOUNG MAGGIE ANN WILLIAMSON
DOWN UNDER MEN AT WORK
STORY OF THE BLUES WAH!
EUROPEAN FEMALE STRANGLERS
STEPPING OUT JOE JACKSON
MAMA' FACE JOHN GREGG
LOVE DRIVES YOU CRAZY MIKE BATT
ELECTRIC AVENUE EDDY GRANT
HAND TO HOLD ONTO JOHN COUGAR
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
ONE ON ONE DARYL HALL & JOHN OATES
MY LOVE IS WAITING MARVIN GAYE
BILLY JEAN MICHAEL JACKSON
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN
LET'S FORGET WHITE AND TORCH
IF YOU REALLY LOVE ME DANA
SO CLOSE DIANA ROSS
LIKE STRANGERS ANN WILLIAMSON & ROLY DANIELS
FIRST LOVE KIRSTY MCNICHOLL
JOY TO THE WORLD ERUPTION
CENSORED PARIS
NOBODY SYLVIA

HIT PICKS

JODY AMERICA
WHAT ABOUT ME MOVING PICTURES
THE CHINESE WAY LEVEL 42
MIND UP TONIGHT MELBA MOORE
TRUE LOVE BILLY FIELDS

ESSEX A LIST

DOWN UNDER MEN AT WORK
ELECTRIC AVENUE EDDY GRANT
HYMN ULTRAVOX
YOU SHOULD HEAR MELISSA MANCHESTER

HIT PICKS

MAKE A CIRCUIT WITH ME POLECATS
FIRST LOVE KRISTY MCNICHOLL
1999 PRINCE
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN
LOVE OF THE COMMON PEOPLE PAUL YOUNG & THE FAMILY
HAND TO HOLD ONTO JOHNNY COUGAR

FORTH A LIST

LOVE DRIVES YOU CRAZY MIKE BATT
SIGN OF THE TIMES BELLE STARS
HURT SO GOOD JOHN COUGAR
TWISTING BY THE POOL DIRE STRAITS
MY LOVE IS WAITING MARVIN GAYE
THE CHINESE WAY LEVEL 42
DOWN UNDER MEN AT WORK
MIND UP TONIGHT MELBA MOORE
MAKE A CIRCUIT WITH ME POLECATS
SO CLOSE DIANA ROSS
EUROPEAN FEMALE STRANGLERS
I'M READY NARADA MICHAEL WALDEN
A VERY SPECIAL PART OF YOU JERMAINE JACKSON
STORY OF THE BLUES WAH!
ELECTRIC AVENUE EDDY GRANT

HEREWARD A LIST

CACHARPAYA INCANTATION

LUXEMBOURG A LIST

UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
STEPPIN OUT JOE JACKSON
THEME FROM E.T. JOHN WILLIAMS
OH DIANE FLEETWOOD MAC
STORY OF THE BLUES WAH!
DOWN UNDER MEN AT WORK

BULLETS

ELECTRIC AVENUE EDDY GRANT
TWISTING BY THE POOL DIRE STRAITS
THE LOVE PARADE UNDERTONES

MANX A LIST

ORVILLE'S SONG KEITH HARRIS & ORVILLE
CACHARPAYA INCANTATION
DOWN UNDER MEN AT WORK
OH DIANE FLEETWOOD MAC
TRUE LOVE BILLY FIELDS
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
I WILL ALWAYS LOVE YOU DOLLY PARTON
SO CLOSE DIANA ROSS
I'M NEVER GONNA SAY GOODBYE BILLY PRE-
STON
PRETTY GIRLS RANDY EDELMAN
CLASSIC ROCK CLASSICS RPO
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN
HOUSEWIFE'S CHOICE JULIE COVINGTON
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK

MERCIA SOUND A LIST

JOY TO THE WORLD ERUPTION
ELECTRIC AVENUE EDDY GRANT
DOWN UNDER MEN AT WORK
ONE ON ONE DARYL HALL & JOHN OATES

HIT PICKS

HURT SO GOOD JOHN COUGAR
NOBODY SYLVIA
LOVE MAKES YOU CRAZY MIKE BATT
SHINY SHINY HAYSI FANTAYSEE
WONDERFUL YOU ARE SLEEPING LIONS
GASOLINE ALLEY ELKIE BROOKS
CENSORED PARIS

METRO A LIST

STEPPING OUT JOE JACKSON
TOO SHAKY KAJAGOOGOO
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
MY LOVE IS WAITING MARVIN GAYE
DOWN UNDER MEN AT WORK
NOVEMBER NOVEMBER AUTO DE FE
ELECTRIC AVENUE EDDY GRANT
SO CLOSE DIANA ROSS

MORAY FORTH A LIST

SIGN OF THE TIMES BELLE STARS
SO CLOSE DIANA ROSS
STAR SONG SHEILA WALSH
E.T. (PHONE HOME) JUPITER
TAKE O.K. JIVE

NORTHSOUND A LIST

A WINTER'S TALE DAVID ESSEX
ORVILLE'S SONG KEITH HARRIS & ORVILLE
THEME FROM E.T. JOHN WILLIAMS
GLORIA LAURA BRANNIGAN

HIT PICKS

ONE ON ONE DARYL HALL & JOHN OATES

ORWELL HIT PICKS

HAND TO HOLD ONTO JOHN COUGAR
SO CLOSE DIANA ROSS
NOBODY SYLVIA
HOW CAN I OFFICE BOY
GLORIA LAURA BRANNIGAN
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK

PICCADILLY A LIST

TOO SHY KAJAGOOGOO
MIND UP TONIGHT MELBA MOORE
HERE I GO AGAIN SILAS
GASOLINE ALLEY ELKIE BROOKS
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN
JOY TO THE WORLD ERUPTION
STEVIE IS OKAY LOUISE LAMAR
LOVE OF THE COMMON PEOPLE PAUL YOUNG & THE FAMILY
STEPPING OUT JOE JACKSON

HIT PICKS

SO CLOSE DIANA ROSS
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK
IN THE NAME OF LOVE SHARON REDD
ELECTRIC AVENUE EDDY GRANT
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE

PLYMOUTH SOUND A LIST

CENSORED PARIS
CHRISTIAN CHINA CRISIS
LOVE ISN'T A HOME JIGSAW
SO CLOSE DIANA ROSS
LET'S FORGET WHITE AND TORCH
NEW MOON PASSPORT
CHEERS THEN BANANARAMA
LOVE ME TOMORROW CHICAGO
I SAW THE LIGHT TODD RUNDGREN
EUROPEAN FEMALE STRANGLERS
MY LOVE IS WAITING MARVIN GAYE
TRUE LOVE BILLY FIELDS
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
DOWN UNDER MEN AT WORK
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN
STEPPIN UP JOE JACKSON

SEVERN SOUND A LIST

HAND TO HOLD ONTO JOHN COUGAR
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK
SIGN OF THE TIMES BELLE STARS
LET'S FORGET WHITE AND TORCH
MIND UP TONIGHT MELBA MOORE
CENSORED PARIS
THE CHINESE WAY LEVEL 42
MY LIFE BUMBLE & THE BEEZ
PLEASE PLEASE ME BEATLES
SO CLOSE DIANA ROSS
NOBODY SYLVIA
SATELLITE AIRSTRIP ONE
ONE ON ONE DARYL HALL & JOHN OATES
SPACE AGE LOVE SONG A FLOCK OF SEAGULLS
TWISTING BY THE POOL DIRE STRAITS

HIT PICKS

IF YOU REALLY LOVE ME DANA
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
LET'S STAY TOGETHER BOBBY M

SWANSEA SOUND A LIST

SO CLOSE DIANA ROSS
DOWN UNDER MEN AT WORK
MIND UP TONIGHT MELBA MOORE
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN
IF YOU REALLY LOVE ME DANA
LOVE ISN'T A HOME JIGSAW
GLORIA LAURA BRANNIGAN
SIGN OF THE TIMES BELLE STARS
NOBODY SYLVIA
THEME FROM 'GHANDI' LOUIS CLARK & RPO

210 A LIST

STEPPING OUT JOE JACKSON
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK

HIT PICKS

ONE ON ONE DARYL HALL & JOHN OATES
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
SIGN OF THE TIMES BELLE STARS
HURT SO GOOD JOHN COUGAR
ELECTRIC AVENUE EDDY GRANT
GASOLINE ALLEY ELKIE BROOKS
FRONTLINE STEVIE WONDER

TAY B LIST

LOVE MAKES YOU CRAZY MIKE BATT
LOVE ISN'T A HOME JIGSAW
NOBODY SYLVIA
MIND UP TONIGHT MELBA MOORE
ALL IN A MATTER OF TIME JON ANDERSON
TELL HIM REVILLIOS
CENSORED PARIS
LET'S FORGET WHITE AND TORCH
LOVE OF THE COMMON PEOPLE PAUL YOUNG & THE FAMILY
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN

STATION PICK

SO CLOSE DIANA ROSS

HIT PICKS

SIGN OF THE TIMES BELLE STARS
DEMOLITION MAN MANFRED MANN
STEVIE IS OKAY LOUISE LAMAR
I'M READY NARADA MICHAEL WALDEN
MY LIFE BUMBLE & THE BEEZ

TEES A LIST

CENSORED PARIS
HAND TO HOLD ONTO JOHN COUGAR
SIGN OF THE TIMES BELLE STARS
MY LIFE BUMBLE & THE BEEZ
IF YOU REALLY LOVE ME DANA
SO CLOSE DIANA ROSS
LET'S FORGET WHITE AND TORCH
MIND UP TONIGHT MELBA MOORE
HOLD ME TIGHTER IN THE RAIN BILLY GRIFFIN

HIT PICKS

DEMOLITION MAN MANFRED MANN
LOVE DRIVES YOU CRAZY MIKE BATT
LET'S STAY TOGETHER BOBBY M
THE CHINESE WAY LEVEL 42

TWO COUNTIES A LIST

UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
TRUE LOVE BILLY FIELDS
MY LOVE IS WAITING MARVIN GAYE
EVERY THING I OWN CRYSTAL GAYLE
I WANT YOU, I NEED YOU, I LOVE YOU HOT FOOT GALE
A VERY SPECIAL PART OF YOU JERMAINE JACKSON
LOVE ISN'T A HOME JIGSAW
PHONE HOME JUPITER
MANEQUIN KIDS FROM FAME
CACHARPAYA INCANTATIONS
I HONESTLY LOVE YOU OLIVIA NEWTON-JOHN
SO CLOSE DIANA ROSS
I'LL STRING ALONG WITH YOU PETER SKELLERN
NOBODY SYLVIA

THEME FROM E.T. JOHN WILLIAMS
ALLEN TOWN BILLY JOEL
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK
ORVILLE'S SONG KEITH HARRIS & ORVILLE
DOWN UNDER MEN AT WORK

VICTORY A LIST

SIGN OF THE TIMES BELLE STARS
YOU CAN'T HURRY LOVE PHIL COLLINS
I KNOW A HEARTACHE WHEN I SEE ONE JENNIFER WARNE
MIND UP TONIGHT MELBA MOORE
FRIENDS SHALAMAR
HOLDING ON FOR LOVE CARGO
GASOLINE ALLEY ELKIE BROOKS
A WINTER'S TALE DAVID ESSEX
LET'S STAY TOGETHER BOBBY M
MISS YOU NIGHTS CARL WAYNE
ELECTRIC AVENUE PHIL COLLINS
EVERYTHING I OWN CRYSTAL GAYLE
WHAM! RAP WHAM!
MY LOVE IS WAITING MARVIN GAYE
EUROPEAN FEMALE STRANGLERS
DOWN UNDER MEN AT WORK
TRUE LOVE BILLY FIELDS
A VERY SPECIAL PART JERMAINE JACKSON
HAND TO HOLD ONTO JOHN COUGAR
STORY OF THE BLUES WAH!
I'M READY NARADA MICHAEL WALDEN
GLORIA LAURA BRANNIGAN
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK
LOVE OF THE COMMON PEOPLE PAUL YOUNG & THE FAMILY
I CAN'T LET YOU GO TALKBACK
WHAT ABOUT ME MOVING PICTURES
INSEPARABLE GAIL GREER
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
STEPPING OUT JOE JACKSON
TWISTING BY THE POOL DIRE STRAITS

WEST SOUND A LIST

ORVILLE'S SONG KEITH HARRIS & ORVILLE
GLORIA LAURA BRANNIGAN
DOWN UNDER MEN AT WORK
EUROPEAN FEMALE STRANGLERS
STEPPIN UP JOE JACKSON
STORY OF THE BLUES WAH!

WILTSHIRE A LIST

EUROPEAN FEMALE STRANGLERS
ELECTRIC AVENUE EDDY GRANT
SO CLOSE DIANA ROSS
MIND UP TONIGHT MELBA MOORE
HEARTACHE AVENUE MAISONNETTES
LET'S GO TO BED CURE
DOWN UNDER MEN AT WORK
HURT SO GOOD JOHN COUGAR
GOT YOU WHERE I WANT YOU JOHNNY MATHIS & DIONNE WARWICK
THEME FROM E.T. JOHN WILLIAMS
MY LOVE IS WAITING MARVIN GAYE
LET'S GET THIS STRAIGHT FROM THE START
DEXYS MIDNIGHT RUNNERS

WYVERN A LIST

NEW MOON PASSPORT
A VERY SPECIAL PART OF YOU JERMAINE JACKSON
STEVIE IS OKAY LOUISE LAMAR
EUROPEAN FEMALE STRANGLERS
MIND UP TONIGHT MELBA MOORE
HAND TO HOLD ONTO JOHN COUGAR
UP WHERE WE BELONG JOE COCKER & JENNIFER WARNE
NOBODY SYLVIA
LET'S STAY TOGETHER BOBBY M
HOLDING ON FOR LOVE CARGO
PLEASE PLEASE ME BEATLES

Greater marketing penetration for disco this year

By BARRY LAZELL

DISASTROUS though 1982 may have been for most aspects of the music industry in Britain, it has actually been a good year for disco-oriented black music – not only in terms of the quality of the records which were being made, but more important from a marketing point of view, in terms of the penetration of a far greater than usual number of this year's disco hits into the high reaches of the pop charts. Much of this, of course, has to do with the generally depressed state of record sales in general in recent months. In this sort of situation, black music always holds up better than most other pop forms because of its continuing dance appeal and the loyalty of its hardcore market. When sales elsewhere shrink, the big disco hits continue to do well because people will still buy them to dance to – a form of escapism, perhaps – in preference to less feet-oriented forms of music. In the middle

part of 1982, particularly, this effect worked with a vengeance, and the dance records which in economically sunnier days might have been competing for mid chart positions, sailed into the top ten. Hence the year-end top 30 printed on this page is full of titles which must be very familiar even to the least specialist of observers, because with hardly an exception, these were also among the year's biggest pop hits. With general trends, even after the Christmas mini-boom, still indicating a very flat record market for 1983, it is very likely that similar heavy pop crossovers will be the order of the day in the coming year. For specialist departments of the record companies, this must be a good thing; only by repeated pop recognition of disco-originated artists like Evelyn King and Sharon Redd can they eventually be broken as good pop album sellers – which in the long run is the only route by

which the companies are really going to be able to promote such artists to make money.

For specialist dealers, the current climate can be advantageous too, as they find themselves able to supply in depth the sort of music which is storming the charts but with high street multiples and so on may well be missing out on or proving slow to pick up – particularly in terms of the all important 12-inch pressing. One thriving specialist outlet in West London told this column that 1982 had been its most successful year yet in sales terms, with succeeding weeks repeatedly breaking sales records and the pre-Christmas period proving to be an absolute bonanza. It may not be a story which can be repeated everywhere through the specialist field, but the potential is certainly there at the moment for disco-oriented dealers to really benefit from their specialisation. Don't

be afraid of doing well just because the record trade is supposed to be doing so badly!

The most successful disco singles of the year have announced themselves in chart form, but in terms of companies and labels, special recognition should go to Decca, via the revitalized London label, for picking up Rockers Revenge's 'Walking On Sunshine' at exactly the right moment when the import was still cookin' hot on the *RB* disco chart. Both London and PRT marketed sensibly and energetically with both contractual product and shrewdly-acquired one-offs, while Virgin's entry into the field at the very beginning of the year was also followed through with a good run of strong records.

Of the other majors, RCA, CBS and Phonogram (via De-Lite and Mercury) continued their strong tradition of black music hits with even more crossover successes than in the last couple of years.

Top Singles Of 1982

- 1 **WALKING ON SUNSHINE**
ROCKERS REVENGE FEATURING DONNIE CALVIN LONDON
- 2 **LOVE COME DOWN**
EVELYN KING RCA
- 3 **YOU'RE THE ONE FOR ME**
D. TRAIN EPIC
- 4 **FORGET-ME-NOTS**
PATRICE RUSHEN ELEKTRA
- 5 **(SEXUAL) HEALING**
MARVIN GAYE CBS
- 6 **INSIDE OUT**
ODYSSEY RCA
- 7 **JUST AN ILLUSION**
IMAGINATION R&B
- 8 **THE MESSAGE**
GRANDMASTER FLASH & THE FURIOUS FIVE SUGARHILL
- 9 **I CAN MAKE YOU FEEL GOOD**
SHALAMAR SOLAR
- 10 **MAMA USED TO SAY**
JUNIOR MERCURY
- 11 **A NIGHT TO REMEMBER**
SHALAMAR SOLAR
- 12 **I'M A WONDERFUL THING (BABY)**
KID CREOLE & THE COCONUTS ZE
- 13 **I CAN'T GO FOR THAT (NO CAN DO)**
DARYL HALL & JOHN OATES RCA
- 14 **GET DOWN ON IT**
KOOL & THE GANG DE-LITE
- 15 **THIS BEAT IS MINE**
VICKY 'D' SAM
- 16 **ZOOM**
FAT LARRY'S BAND WMOT
- 17 **THERE IT IS**
SHALAMAR SOLAR
- 18 **EASIER SAID THAN DONE**
SHAKATAK POLYDOR
- 19 **NIGHT BIRDS**
SHAKATAK POLYDOR
- 20 **IDON'T WANNA DANCE**
EDDY GRANT ICE
- 21 **ISPECIALISE IN LOVE**
SHARON BROWN US PROFILE
- 22 **I JUST WANNA (SPEND SOME TIME WITH YOU)**
ALTON EDWARDS STREETWAVE
- 23 **FAME**
IRENE CARA RSO
- 24 **STOOL PIGEON**
KID CREOLE & THE COCONUTS ZE
- 25 **LOVE'S COMIN' AT YA**
MELBA MOORE EMI-AMERICA
- 26 **GRACE**
BAND A.K.A. EPIC
- 27 **E.T. BOOGIE**
EXTRA T'S SUNNYVIEW
- 28 **DO I DO**
STEVIE WONDER MOTOWN
- 29 **MUSIC AND LIGHTS**
IMAGINATION R&B
- 30 **YOUNG GUNS (GO FOR IT)**
WHAM! INNER VISION
- 30 **PLANET ROCK**
AFRICA BAMBATAA & THE SOUL SONIC FORCE 21/POLYDOR

PRODUCERS & DJs' CHOICE (cont. from P. 13)

Say You Will
Blanket Of Secrecy
A one-off gem. But who were they?

Here I Go Again
Whitesnake

Love Cascade
Leisure Process

Save Us
Phillip Jap

Living For The City
Gillan

Five Miles Out
Mike Oldfield

Stand By Your Man
Wendy O'Williams & Lemmy
Comedy record of the year.

Stand Or Fall
The Fixx

Buffalo Gals
Malcolm McLaren

ALBUMS

Pictures at Eleven
Robert Plant
Unexpected surprise.

Peter Gabriel
Peter Gabriel

Hello I Must Be Going
Phil Collins

Hendrix Concerts
Jimi Hendrix

Magic
Gillan

Little Steven & The Disciples Of Soul
Little Steven

Love Over Gold
Dire Straits

Saints And Sinners
Whitesnake

Coda
Led Zeppelin

Acting Very Strange
Mike Rutherford
All picked at random and if I did it again I'd probably change it.

ROBIN VALK BRMB

SINGLES

Save It For Later
The Beat

Faceless
Scritti Politti

Love Is A Stranger
Eurythmics

My Baby Just Cares For Me
Nina Simone

Theme From The Balcony
Swans Way

Animals In Music
Pictures In A Dark Room

Nothing To Lose
The Set

Annie I'm Not Your Daddy

Kid Creole & The Coconuts

Leader Of The Pack

Twisted Sister

Talk Talk 12-inch

Talk Talk

ALBUMS

Peter Gabriel

New World Dreams

Simple Minds

Tell Me A Lie

Bettye Lavette

Wild Things Run Free

Joni Mitchell

Fabrique

Fashion

Circus Animals

Cold Chisel

The Slide Area

Ry Cooder

UB44

UB40

Music From WOMAD

Various Artists

David Lindley & El Rayo X

CHRIS TETLEY Piccadilly

SINGLES

Eye Of The Tiger

Survivor

Rubbish, but commercial.

Rendezvous

Tygers Of Pan Tang

Common Sense

Here I Go Again

Whitesnake

Pure R&B – 1982

For Those About To Rock

AC/DC

Magic

Africa

Toto

Class.

America

Bernie Torme

Living For The City

Gillan

Pure Magic

Lock Up Your Daughters

Slade

Number Of The Beast

Iron Maiden

'Live' Caroline

Status Quo

ALBUMS

Abonimog

Uriah Heep

Brill!

Talk Of The Devil

Ozzy Osborne

Best 'live'.

Blackout

Scorpions

Scarred for Life

Rose Tattoo

Going to be enormous in 1983.

Pictures At Eleven

Robert Plant

Blackfoot 'Live'

Blackfoot

Superb atmosphere.

Magic

Gillan

Best since Mr Universe.

Borrowed Time

Diamond Head

Best 'young' band.

Corridors Of Power

Gary Moore

Great guitar.

Black Pearl

Pat Travers

Great guitar again.

GRAHAM NEALE Trent

SINGLES

Too Daze Gone

Billy Squier

Radio Girl

Albert Lee

Piece Of My Heart

Sammy Hagar

China

Kwong Chung

Shadow Of The Night

Pat Benatar

101 Damnations

Scarlet Party

Nowhere Girl

B-Movie

Butterfly

Hollywood Killers

A Celebration

U2

ALBUMS

Escape

January

Saints And Sinners

Whitesnake

Straight Between The Eyes

Rainbow

Rio

Duran Duran

Talking Back To The Night

Steve Winwood

1982

Status Quo

The Art Of Control

Peter Frampton

The Corridors Of Power

Gary Moore

Asia

Asia

Coda

Led Zeppelin

Albums/Tapes Top 60



This Week	Last Week	Wks.	TITLE	ARTIST	Label	Catalogue No	Price(s)	DISTRIBUTOR
1	1	6	THE JOHN LENNON COLLECTION	JOHN LENNON	EMI (TC)	EMTV 37	EMI ☆	
2	3	13	RIO	DURAN DURAN	EMI (TC)	EMC 3411	3.25 EMI ☆	
3	5	6	THE SINGLES – THE FIRST TEN YEARS	ABBA	EPIC ABBA (40)	10	CBS ☆	
4	6	9	HEARTBREAKER	DIONNE WARWICK	ARISTA 204(404)	974	3.05 POLYGRAM ●	
5	14	24	FRIENDS	SHALAMAR	SOLAR K(4)	52345	3.20 WEA-	
6	NEW	1	RAIDERS OF THE POP CHARTS	VARIOUS	RONCO (4C)	RTL 2088	5.99 RONCO	
7	2	3	DIG THE NEW BREED	JAM	POLYDOR POLD(C)	50753	3.25/3.38 POLYGRAM	
8	20	8	HELLO, I MUST BE GOING	PHIL COLLINS	VIRGIN (TC)	V2252	3.20 CBS	
9	4	4	DIANA ROSS – LOVE SONGS	DIANA ROSS	K-TEL NE 1200(CE 2200)		5.99 K-TEL	
10	13	7	FROM THE MAKERS OF . . .	STATUS QUO	VERTIGO PROLP(PROMC)		16.49 POLYGRAM ●	
11	8	8	PEARLS II	ELKIE BROOKS	A&M ELK(CLK)	1982	3.05 CBS ☆	
12	16	11	KISSING TO BE CLEVER	CULTURE CLUB	VIRGIN (TC)	V2232	3.20 CBS ●	
13	10	8	RISE AND FALL	MADNESS	STIFF (Z)	SEEZ 46	3.20 CBS ●	
14	22	4	LIONEL RITCHIE	LIONEL RITCHIE	MOTOWN (C)	STMA 8037	3.50 RCA	
15	12	23	THE KIDS FROM FAME	VARIOUS	BBC REB(ZCH)	447	3.20 PRT ☆	
16	7	7	GREATEST LOVE SONGS	NAT "KING" COLE	CAPITOL (TC)	EMTV 35	3.50 EMI ●	
17	11	7	RICHARD CLAYDERMAN	RICHARD CLAYDERMAN	DELPHINE SKL(KSKC)	5329	POLYGRAM ●	
18	52	30	COMPLETE MADNESS	MADNESS	STIFF (Z)	HIT TV 1	3.59 CBS	
19	43	10	20 GREATEST HITS	BEATLES	PARLOPHONE (TC)	PCTC 260	3.55 EMI ●	
20	29	11	REFLECTIONS	VARIOUS	CBS (40)	10034	CBS	
21	9	4	THRILLER	MICHAEL JACKSON	EPIC EPC (40)	85930	CBS ●	
22	33	2	CACHARPAYA	INCANTATION	BEGGARS BANQUET BEGA(BEGC)	39	2.79 WEA	
23	27	11	QUARTET	ULTRAVOX	CHRYSALIS (Z)	CDL 1394	3.34 POLYGRAM ●	
24	42	11	GREATEST HITS	OLIVIA NEWTON-JOHN	EMI (TC)	EMTV 36	3.50 EMI	
25	46	25	THE LEXICON OF LOVE	ABC	NEUTRON NTRS(C)	1	3.05/3.15 POLYGRAM ●	
26	23	3	THE STORY OF THE STONES	ROLLING STONES	K-TEL NE 1201(CE 2201)		5.99 K-TEL	
27	21	6	MIDNIGHT LOVE	MARVIN GAYE	CBS CBS (40)	85977	CBS ○	
28	15	7	CHART HITS '82	VARIOUS	K-TEL NE 1195A/B(CE 1195)		5.99 K-TEL ●	
29	18	7	SQUEEZE – SINGLES – 45'S AND UNDER	SQUEEZE	A&M AMLH(CAM)	68552	3.05 CBS ●	
30	51	10	TOO-RYE-AY	DEXYS	MIDNIGHT RUNNERS	MERCURY MERS(C)	5	3.05/3.15 POLYGRAM ☆
31	31	14	LOVE OVER GOLD	DIRE STRAITS	VERTIGO 6359(7150)	109	3.50 POLYGRAM ☆	
32	28	31	TROPICAL GANGSTERS	KID CREOLE AND THE COCONUTS	ZE (P)ILPS(ICT)	7016	3.25 EMI	
33	24	12	KIDS FROM "FAME" AGAIN	KIDS FROM FAME	RCA RCALP(RCAK)	6057	3.25 RCA ☆	
34	36	18	UPSTAIRS AT ERICS	YAZOO	MUTE (C)	STUMM 7	2.89 SPARTAN/CARTEL ●	
35	19	5	I WANT TO DO IT WITH YOU	BARRY MANILOW	ARISTA BMAN(TCBM)	2	3.34 POLYGRAM ○	
36	17	5	CODA	LED ZEPPELIN	SWANSONG A	0051(4)	3.20 WEA	
37	32	9	FAMOUS LAST WORDS	SUPERTRAMP	A&M AMLK(CKM)	63732	3.05 CBS ●	
38	25	4	THE YOUTH OF TODAY	MUSICAL YOUTH	MCA YOU LP(YOUC)	1	3.20 CBS	
39	37	35	PEARLS	ELKIE BROOKS	A&M ELK(CLK)	1981	3.25 CBS ☆	
40	26	5	SAINTS 'N' SINNERS	WHITESNAKE	LIBERTY (TC)	LBG 30354	3.25 EMI ○	
41	30	5	BEST FRIENDS	VARIOUS	IMPRESSION LP(TC)	IMP 1	3.58 CBS ●	
42	34	12	GIVE ME YOUR HEART TONIGHT	SHAKIN' STEVENS	EPIC EPC (40)	10035	CBS	
43	57	3	THE VERY BEST OF DAVID ESSEX	DAVID ESSEX	TV TVA(TVC)	4	5.99 CBS	
44	40	5	MIDNIGHT IN MOTOWN	VARIOUS	TELSTAR STAR(STAC)	2222	.99 RCA	
45	45	20	LOVE SONGS	COMMODORES	K-TEL NE 1171(CE 2171)		5.99 K-TEL	
46	—	1	DURAN DURAN	DURAN DURAN	EMI (TC)	EMC 3372	EMI	
47	38	3	E.T.	ORIGINAL FILM SOUNDTRACK	MCA MCF(C)	3160	3.20 CBS	
48	NEW	1	STREET SCENE	VARIOUS	K-TEL NE 1183(CE 2183)		5.99 K-TEL	
49	NEW	1	CHRISTMAS JAMBOREE BAG	CHAS & DAVE	WARWICK WW(4)	5116	WARWICK	
50	—	1	HAPPY FAMILIES	BLANCMANGE	LONDON SH(KSAC)	8552	POLYGRAM	
51	58	15	NEW GOLD DREAM	SIMPLE MINDS	VIRGIN (TC)	V2230	3.20 CBS ●	
52	NEW	1	RARITIES	DAVID BOWIE	RCA (TK)	PL 45406	2.95 RCA	
53	55	5	THE BEST OF CLASSIC ROCK	LONDON SYMPHONY ORCHESTRA	K-TEL ONE 1080(OCE 2080)		5.99 K-TEL	
54	39	5	INVITATIONS	SHAKATAK	POLYDOR POLD(C)	5068	3.25/3.38 POLYGRAM ○	
55	47	7	LOVE SONGS	ELTON JOHN	T V TVA(TVC)	35	5.99 CBS	
56	59	4	LOVE SONGS	CHICAGO	TV TVA(TVC)	65	5.99 CBS	
57	—	1	A FLOCK OF SEAGULLS	A FLOCK OF SEAGULLS	JIVE HOP(C)	201	CBS	
58	NEW	1	LOVE SONGS	EVERLY BROTHERS	K-TEL NE 1197(CE 2197)		5.99 K-TEL	
59	49	13	H2O	HALL & OATES	RCA RCALP(RCAK)	6056	3.25 RCA ○	
60	NEW	1	THE DISTANCE	BOB SEGER	CAPITOL (TC)	EST 12254	EMI	

This Week Last Week Wks. TITLE ARTIST Label Catalogue No Price(s) DISTRIBUTOR Prices show are dealer prices except on certain TV product. Where two prices are shown, the first is for LP, the second cassette. ☆ Platinum disc (300,000 sales) ● Gold disc (100,000 sales) ○ Silver disc (60,000 sales)

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SARAH LEWIS reviews a varied year which ended on an optimistic note

Mute takes the year's honours again

FOR THE second year running, Daniel Miller's Mute Records left most other contenders at the starting post. The label's leading acts, Depeche Mode and breakaway duo Yazoo between them take all the honours in both singles and albums year-end charts with three top 20 hits — 'See You', 'Leave In Silence' and 'The Meaning Of Love' the Number One album *Speak And Spell* by Depeche Mode, closely followed by Yazoo's total of three hits — 'Only You', 'Don't Go' and 'The Other Side Of Love' and the Number Two album *Upstairs At Eric's*. Quality pop music produced independently and efficiently distributed by Spartan and the Cartel. Both bands can expect further triumphs in 1983.

Other well established names in this area, Toyah on Safari and UB40 on Dep International, show no signs of decline with top 20 singles and albums under their belts over the last 12 months. However, surely Toyah's over-exposed pixie-like charms must pall a little with even the younger fans next year.

Punk/Oi held its own despite hopeful predictions that it might die a violent death last year. WXYZ's Anti-Nowhere League scored three hits, possibly helped along by the publicity surrounding the notorious 'Woman' single, seized by the police in February and later found to be obscene by magistrates. ANL's fellow punks, Exploited, Dead Kennedys, Blitz all did well. So

did the politically-motivated Crass, who were also threatened with legal action concerning their October single, 'How Does It Feel To Be The Mother Of A Thousand Dead' directed at Margaret Thatcher, the kind of record that probably needed the independent scene in order to see the light of day at all.

Underlining the continuing popularity of the genre were the successful *Punk And Disorderly* compilation albums, but surely future of the music once fondly known as 'new wave' lies with the crossover, fun-style, of bands like the Adicts who released a November single 'Chinese Takeaway' and album *Sound Of Music* on Razor Records, a label which has the right ideas, the right band and a promising future.

The independent charts always seem more prone to the one-hit-wonders, and 1982 gave us 'Drowning In Berlin' by The Mobiles, 'Do You Believe In The Westworld' by the now defunct Theatre Of Hate and a lesser but longer lasting hit 'Shipbuilding', written by Elvis Costello and sung by Robert Wyatt. Recorded on Rough Trade Records, it is probably one of best crafted, touching songs to figure in any chart over the last 12 months.

Rough Trade of course, ended the year by re-arranging their operations and staff to concentrate on certain artists like Aztec Camera, Cabaret Voltaire, The Monochrome Set and Scritti Politti.

The latter has to be the most obvious choice for fame and fortune, after two outstanding singles, 'Sweetest Girl' and 'Faithless', Green and his band came up with the sublime *Songs To Remember*, which must point the way to even greater artistic and commercial heights.

Finally, independent music has reached a landmark of sorts in the last month of 1982. Hollywood Records' 'Save Your Love' by Renee and Renato, described by the label as a 'joke' record



Farmer's Boys — outstanding single.

and certainly on the wrong side of the middle-of-the-road, reached the number one spot in the *Record Business* Top 100 Singles Chart. It is the first time an independently distributed (by Pinnacle) record has achieved this hallowed position.

A landmark, yes, but there can be few who believe in the original ideals of the indie movement that could not have hoped for a more representative song to

have gained this distinction.

However, it ends 1982 on a note of optimism, backed up by some outstanding singles, 'I Think I Need Help' by the Farmers Boys, 'Faithless' by Scritti Politti and 'Here I Am' by UB 40. They are all fine songs and indicate the continued expansion of the indie market led by imaginative a&r policies formulated by people who are prepared to take risks.

TOP INDIE SINGLES OF 1982

- 1 ONLY YOU
Yazoo Mute
- 2 PAPA'S GOT A BRAND NEW PIGBAG
Pig Bag Y
- 3 DON'T GO
Yazoo Mute
- 4 BELA LUGOSI'S DEAD
Bauhaus Small Wonder
- 5 DO YOU BELIEVE IN THE WESTWORLD
Theatre Of Hate Burning Rome
- 6 STREETS OF LONDON
Anti-Nowhere League WXYZ
- 7 DROWNING IN BERLIN
Mobiles Rialto
- 8 SEE YOU
Depeche Mode Mute
- 9 I WON'T CLOSE MY EYES
UB40 DEP International
- 10 NO SURVIVORS
G.B.H. Clay
- 11 LEAVE IN SILENCE
Depeche Mode Mute
- 12 ATTACK
Exploited Secret
- 13 I HATE PEOPLE
Anti-Nowhere League WXYZ
- 14 LOVE IS ALL (IS ALRIGHT)
UB40 DEP International
- 15 THE OTHER SIDE OF LOVE
Yazoo Mute
- 16 SHIPBUILDING
Robert Wyatt Rough Trade
- 17 SO HERE I AM
UB40 DEP International
- 18 LOVE WILL TEAR US APART
Joy Division Factory
- 19 TEMPTATION
New Order Factory
- 20 THE MEANING OF LOVE
Depeche Mode Mute
- 21 BRAVE NEW WORLD
Toyah Safari
- 22 WARRIORS
Blitz No Future
- 23 GIVE ME FIRE
G.B.H. Clay
- 24 WAIT FOR THE BLACKOUT/JET BOY
JET GIRL
Damned/Captain Sensible Ace
- 25 FAITHLESS
Scritti Politti Rough Trade
- 26 WOMAN
Anti-Nowhere League WXYZ
- 27 I THINK WE NEED HELP
Farmers Boys Backs
- 28 IN GOD WE TRUST
Dead Kennedys Statik
- 29 EVERYTHING'S GONE GREEN
New Order Factory
- 30 HOW DOES IT FEEL TO BE THE MOTHER OF A THOUSAND DEAD
Crass Crass

TOP INDIE ALBUMS OF 1982

- 1 SPEAK AND SPELL
Depeche Mode Mute
- 2 UPSTAIRS AT ERICS
Yazoo Mute
- 3 MOVEMENT
New Order Factory
- 4 DR. HECKLE AND MR. JIVE
Pig Bag Y
- 5 STILL
Joy Division Factory
- 6 TWO BAD DJ
Clint Eastwood & General Saint Greensleeves
- 7 SEXTET
A Certain Ratio Factory
- 8 WE ARE... THE LEAGUE
Anti-Nowhere League WXYZ
- 9 FOURTH DRAWER DOWN
Associates Situation 2
- 10 BROKEN FRAME
Depeche Mode Mute
- 11 CHANGELING
Toyah Safari
- 12 JUNKYARD
Birthday Party 4AD
- 13 BEST OF THE DAMNED
Damned Ace/Big Beat
- 14 THE SINGLES ALBUM
UB40 Graduate
- 15 WARRIOR ROCK (TOYAH ON TOUR)
Toyah Safari
- 16 UNKNOWN PLEASURES
Joy Division Factory
- 17 UB44 UB40
- 18 DEP International
- 19 IN THE FLAT FIELD
Bauhaus 4AD
- 19 HEX ENDUCTION HOUR
Fall Kamera
- 20 SONGS TO REMEMBER
Scritti Politti Rough Trade
- 21 VOICE OF A GENERATION
Blitz No Future
- 22 CITY BABY ATTACKED BY RATS
G.B.H. Clay
- 23 SEVEN SONGS
23 Skidoo Fetish
- 24 THE GOOD, THE BAD AND THE 4-SKINS
4-Skins Secret
- 25 CHRONIC GENERATION
Chron Gen Secret
- 26 NOTHING CAN STOP US
Robert Wyatt Rough Trade
- 27 TROOPS OF TOMORROW
Exploited Secret
- 28 CHRIST THE ALBUM
Crass Crass
- 29 2 x 45
Cabaret Voltaire Rough Trade
- 30 HEAR NOTHING SEE NOTHING
SAY NOTHING
Discharge Clay
- 30 PUNK AND DISORDERLY
Various Abstract

Compiled By MRIB

Compiled By MRIB

GREENSLEEVES NEW RELEASES

ALBUMS

WAILING SOULS

"INCHPINCHERS" (GREL 47)

RITA MARLEY

"HARAMBE" (SHAN 43010)

YELLOWMAN, PURPLEMAN & SISTER

NANCY

"THE YELLOW, THE PURPLE & THE NANCY" (GREL 49)

"JUNJO PRESENTS A LIVE SESSION WITH ACES INT."

with mike m.c.'s like: Eek-A-Mouse, Yellowman, Toyah, Fathead, Little John, Welton Irie & Buro (GREL 48)

"SCIENTIST ENCOUNTERS PACMAN" (GREL 46)

DON CARLOS

"DAY TO DAY LIVING" (GREL 45)

YELLOWMAN & FATHEAD

"BAD BOY SKANKING" (GREL 44)

GREENSLEEVES VALUE FOR MONEY DOUBLE-SIDED DISCO 45's

LINVAL THOMPSON

"ALL NIGHT LONG"/"BABY FATHER" (GRED 112)

FATHEAD

"IT'S ME"/"WHA DAT" (GRED 108)

EEL-A-MOUSE

"WILD LIKE A TIGER"/"OPERATION ERADICATION" (GRED 107)

WAILING SOULS

"THEY DON'T KNOW JAH"/"STICKY STAY" (GRED 111)

BILLY BOYO

"BILLY BOYO ON THE GO"/"THE GOOD, THE UGLY & THE BAD" (GRED 110)

YELLOWMAN & FATHEAD

"HOLD ON TO YOUR WOMAN"/"RUB-A-DUB A PLAY" (GRED 106)

KOUMBA

"WE A LEGGO"/"BILLY" (GRED 105)

MICHAEL PROPHET/PAPA DIMES

"JUST TALKING"/"THRU ME" (GRED 104)

FATHEAD

"RAT TRAP"/"COME ME A COME" (GRED 103)

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New Singles

TOTAL RELEASES: 84

ARTIST A SIDE TITLE B Side Label O 7-inch catalogue number.
 ● 12-inch catalogue number DISTRIBUTOR ■ (Pic sleeve)

- AD-NAUSEUM BRAINSTORM (4 Track EP) Flicknife O FLD 212 PINNACLE ■
 AIRSTRIP ONE SATELLITE/All Fall Down/Satellite (Slow Motion Mix)* (12" Only) Polydor O AIR 2 ● AIRX 2 POLYGRAM ■
 ALEX I LOVE WARSAW/Dream Boy CBS O CBS A2271 CBS
 AMERICA JODY/Inspector Mills Capitol O CL 274 EMI ■
 ARLENE DUNCAN I WANNA GROOVE/Wanna Groove (Instrumental) Proto ● EMA(T) 101 PRT
 B B BAND THE DUKE/Wan Ran Tan RA AVM O GIN 1 PRT
 BAKERLOO JUNCTION I REMEMBER BELFAST/Black Velvet Band Mint O CHEW 78 SPARTAN
 BEATLES PLEASE PLEASE ME/Tell Me Why Parlophone O R 49830 ● RP 4983 (Pic Disc) (Original 1963 Label*) EMI ■
 BEHEMOTH DEATHWINGS/Vengeance Bullet Continental O CONT 1 NEON ■
 BELLE STARS SIGN OF THE TIMES/Madness Stiff O (Out Now) O PBUY167 (Pic Disc) CBS
 BLACK ROOTS MOVE ON/Wha? Then A Do Silvertown ● STST 2 IDS
 BOBBY M LET'S STAY TOGETHER/Charlie's Back Beat Gordy O TMG 1288 ● TMGT 1288 RCA ■
 BOX (Five Track EP) NO TIME TO TALK/Burn Down That Village/Unstable/Hazard/Limpopo Go! Discs ● VFM 1 PINNACLE ■
 BRAD LOVE I'LL BE YOUR WARRIOR/Colour Me MCA O MCA 807 CBS ■
 CAPITOLS COOL JERK/CURTIS LEE/Under The Moon of Love/Pretty Little Angel Eyes Creole Replay O CR 219 CBS
 CAPTAIN SKY DON'T TOUCH THAT DIAL/Natural High/Them Changes* (12" Only*) Philly World O PWS 107 ● PWSL 107 PRT
 CAVA CAVA BROTHER BRIGHT/The Clown (Around And Around I Am Hunted) Regard O RG 105 RCA ■
 CENTRAL LINE NATURE BOY/Goodbye/TBA Mercury O MER 131 ● MERX 131 POLYGRAM ■
 CHERRY BOYS ONLY FOOLS DIE/TBA Cherryrosa O CY 2001 ROUGH TRADE/CARTEL ■
 CHERYL LYNN AND LUTHER VANDROSS IF THIS WORLD WERE MINE/I Just Wanna Be Your Fantasy CBS O CBS A2952 ● CBS A132952 CBS
 DARYL HALL & JOHN OATES ONE ON ONE/Art Of Heartbreak RCA O (Out Now) ORCAT 305 RCA ■
 DAVID AM I NORMAL/Am I Normal (Disco Mix) Stiletto O STL 11 ● STLT 11 PINNACLE ■
 DESMOND DEKKER THE ISRAELITES/It MeK/A Little Song Creole Replay O CR 216 CBS
 DIRE STRAITS TWISTING BY THE POOL/Two Young Lovers/If I Had You Mercury O DSTR 2 ● DSTR 212 POLYGRAM ■
 ECHO & THE BUNNYMEN THE CUTTER/Way Out And Up We Go/Zimbo Korova O KOW 26 ● KOW 26T WEA ■
 EDDY GRANT ELECTRIC AVENUE/Walking On Sunshine (American Mix) ICE O (Out Now) ICET 57 RCA ■
 EDWIN STARR I WANNA TAKE YOU HOME/TBA/Wanna Take You Home (Special Edn. Disco Mix*) (12" Only*) Avatar O AVAT 2 ● AVATX 2 CBS ■
 ERAZERHEAD LIVE AT KLUB FOOT (4 Track EP) Flicknife O FLS 211 PINNACLE ■
 EX TRASH HAVEN'T BEEN FUNKED ENOUGH/Ex Tras Special Mix/Soap Opera Rap/Instrumental TMT ● TMITT 1 IDS
 FAD GADGET FOR WHOM THE BELL TOLLS/TBA Mute O MUTE 026 SPARTAN ■
 FATHEAD IT'S ME/Wha Dat Greensleeves ● GRED 108 SPARTAN/JETSTAR
 FIAT LUX FEELS LIKE WINTER AGAIN/Days Illness Cocteau O COQ 9 IDS ■
 FLAMES YOUR LOVE IS SLIPPIN' AWAY/That's What You Told Me Masquerade O MASQ 2 IDS ■
 FREDDY CANNON WAY DOWN YONDER IN NEW ORLEANS/Talassie Lassie/Palissades Park Creole Replay O CR 210 CBS
 GAIL GREER INSEPERABLE/We'll Carry On Identity O IDS 003 IDS ■
 GEORGIA II THE FLAG/Tunnel Vision PRT O 7P 257 ● 12 P257 PRT ■
 GO 2 I LIKE MY OWN COMPANY/My Heart Bleeds Polydor O POSP 545 POLYGRAM ■
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Carbonara	S	Heartbreak Avenue	Miracles	R	So Here I Am
Cool Jerk	C	Hole In My Shoe	Move On	B	So Now
Dancin' All Night	M	I Do (Live Version)	Nature Boy	C	Tell Him
Deathwings	B	I Like My Own Company	New Years Day	U	The Cutter
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Don't Touch That C...	C	I Remember Belfast	Chickens	S	The Israelites
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Everybody	M	I'll Be Your Warrior	One On One	B	Way Down Yonder In
Everything Counts	V	It's Me	Only Fools Die	C	New Orleans
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