

RECORD BUSINESS

TOP SINGLE

OLIVIA NEWTON-JOHN/Hopelessly Devoted To You (RSO) (1st Week)

CHARTMAKER

ROD STEWART/'Da Ya' Think I'm Sexy? (Riva) 26

TOP ALBUM

GREASE/Soundtrack (RSO) (6th Week)

CHARTMAKER

DARTS/The Amazing Darts (K-Tel) 21

PANEL PICKS

Top new single chosen by the RB
 Panel of 55 UK radio personalities
 ROD STEWART/'Da Ya' Think I'm Sexy? (Riva)
 10cc/'Red' In My Bed (Mercury)
 LEO SAYER/Raining In My Heart (Chrysalis)
 COMMODORES/Just To Be Close To You (Motown)
 DEAN FRIEDMAN/Lydia (Life-size)
 DR. HOOK/Sharing The Night Together (Capitol)
 DAVID ESSEX/Goodbye First Love (Mercury)
 SYLVESTER/Dance (Disco Heat) (Fantasy)
 SALLY OLD-FIELD/Mirrors (Bronze)

November 13, 1978

VOLUME ONE/Number 35

35p

Music videos in pipe-line for '79

EMI IS set to grab the lead in the increasingly important video field with the launch early next year of the UK's first video cassette catalogue.

The move is the first step towards long-term plans for developing a potentially vast new consumer market, likely to be further stimulated by the introduction of the videodisc, expected in the UK late next year. RCA, JVC and Philips have already developed different types of videodisc and these products are being tested in EMI laboratories at Hayes.

The video cassette operation is being run by the recently established EMI Audio Visual subsidiary, EMI Videogram. Up to 150 programmes will be available initially—taking in live concerts, films, documentaries and a mass of other topics.

The video cassettes will be on sale either direct from EMI or via a television rental company. The average price is expected to be about £30 for each programme.

It was originally hoped that the catalogue would be launched for the pre-Christmas market, however, as EMI Videogram director, Gary Pownall, explained: "Delays over such aspects as royalty negotiations have held back the launch, although we may be able to introduce a few selected programmes before next year."

Pownall firmly denied rumours that EMI would be launching the catalogue as a joint venture with Polygram. But he did admit that talks had been held between the two companies and that some future agreement was likely.

Any agreement would probably give EMI distribution of Polygram video cassettes in the UK and Polygram

European distribution of EMI programmes.

For the last few months EMI Videogram has been sending out market research brochures, designed to assist with the building of the catalogue, with new video equipment.

Meanwhile, Island Records is re-designing its own music video catalogue for retail sale under the aegis of its successful Blue Mountain Films arm. Island has built up a massive library of video of its own artists over the years since it established its own video theatre and editing facilities. They will be approaching other record companies with a view to co-producing and distributing music videos, and a new video track is being bought.

Court test for PRS v MTA

THE LONG-RUNNING battle between the PRS and the MTA over the licensing of shops playing recorded music looks like finally being decided. In January, almost three years after the initial PRS announcement and two years since writs were issued against three retailers, Harlequin Records, the 48-outlet independent chain, will be in the High Court to defend what is being regarded as a test case.

The right of record shops to play records as a means of promoting trade and for them to be considered as a special case exempt from a licensing fee, has been stubbornly defended by the MTA which has so far incurred counsel's fees in excess of £4,000 and will be faced with further heavy

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Dis-approved of Motors

THE FAILURE of Virgin's *Approved By The Motors LP*—despite its two chart singles—has prompted a drastic sleeve re-design which underlines the awful truth... the Motors are ugly.

Market researchers, inquiring into low sales, came up with these comments about the original sleeve which pictured the group: "They look old, pasty, ugly, aggressive, convict and dumb." The researchers added they would need to hear and like the album before they would buy.

So now the Motors faces are completely missing from the new sleeve design, and bass player Andy McMaster says: "I don't care. People said the same about the Stones and it didn't do them much harm, did it?"



EMI's tv £1.1 million is "not a gamble"

AS EMI schedules a further four albums for heavy tv exposure, the company denied this week it is taking a massive marketing gamble.

The company's total television spend this Autumn now heads up towards the £11 million mark with the additional £250,000 effort for Olivia Newton-John's *Totally Hot*, booked for a two-week run on ten tv stations, Kate Bush's *Lionheart*, Queen's *Jazz* album and a re-promotion of the Nat King Cole *20 Golden Greats* EMTV set.

Jazz gets network advertising from early December through to January backed by extensive window displays

and press space, while *Lionheart* comes on for a fortnight's tv slots later this month supported by music press advertising and a London transport poster blitz. Delayed invoicing for a month applies to the Nat King Cole LP which kicks off on tv in December.

"In no sense is this a gamble," said an EMI spokesman. "We have a targeted audience and tv in this period enables us to reach it precisely. Neither are we opting out of other forms of promotion. But clearly we are spending more in total in the knowledge we will reach a vast audience. Response from the retail trade has been tremendous."

THE JACKSONS

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

'Evil genius' of live bootlegging must hand over all equipment

A 19-YEAR-OLD Manchester bootlegger raided by BPI investigators last year when lists of more than 200 illicitly-taped rock concerts were discovered, has promised the High Court not to make or sell any more of his bootleg tapes.

Neil Corkindale of Lady Bridge Avenue, Worsley, Manchester—described by a judge at an earlier hearing this year as "an evil genius" had been taken to court by groups including Be-Bop Deluxe, Genesis and Roxy Music, and the country's major record companies.

In a settlement of the action an-

Fine appointed Polygram MD

AN UNEXPECTED appointment at Polygram Leisure brings a South African, David Fine, in as managing director, responsible for supervising the group's record activities in the UK. Fine, who has been managing director of Gallo Records in South Africa since 1970 and has also been secretary and chairman of the South African record industry association, takes up his London appointment from February 1.

Steve Gottlieb, chairman of Polygram Leisure, told *Record Business*: "This is a group management appointment and is consistent with the current policy of strengthening

● from page 1

expense after a hearing likely to take several days. An attempt in the summer of 1976 by the PRS to settle the matter on terms which could have been beneficial financially to the MTA was turned down, so confident was the trade association of the rightness of its fight.

Meanwhile the PRS has continued its campaign and has secured over 1,000 licenses, a figure which includes

arrangements made by groups including Be-Bop Deluxe, Genesis and Roxy Music, and the country's major record companies.

The Judge, Mr. Justice Oliver, ordered an enquiry into any damage suffered by the artists and record companies as a result of Corkindale's activities.

The court appearance was the culmination of a story that began in December 1971 when BPI investigators raided a lonely Norfolk cottage management in major markets."

Asked whether the managing directors of Phonogram and Polydor would be reporting to Fine, Gottlieb said: "They will report to him as much as to me. They will have a direct line to him and a continuing direct responsibility to their respective head offices as well."

Fine's appointment will give him a seat on the Phonogram and Polydor boards, but whether in an executive capacity is not revealed. Gottlieb functions in a non-executive capacity.

● SUCH IS WEA's confidence in Boney M's version of 'Mary's Boy Child' to be rush-released on Atlantic-Hansa on November 24, that the company has pressed half a million copies to meet demand for Christmas. The number was a number 1 hit for Harry Belafonte in 1957.

arrangements with Boots, Woolworth and W. H. Smith. Judgement in his absence against a Coventry dealer was also gained at a local court hearing.

On the MTA side, questionnaires seeking the views of dealers, composers and consumers have been sent out and the results will be used in preparation of the defence. A defence has also been entered on behalf of a further five MTA members who have received writs.

and found evidence of up to 1,000 bootleg masters and discs, as well as top quality recording equipment.

Documents found there led the detectives back to Corkindale's Manchester home where more evidence of bootlegging was discovered.

He had been able to record concerts by major touring acts like Mahogany Rush, Rainbow and Motorhead using a stereo tape recorder costing just £170, microphones retailing at £18 and other cheap but effective equipment.



VETERAN DJ, Pete Murray, has finally bowed to all the requests for him to make a record by opting for a spoken version of Dylan's 'Forever Young' (DB9057). He's pictured here with producer Mike Green.

● TONY BURDFIELD becomes new senior director of A&M Records on the departure of John Deacon who succeeds Geoffrey Bridge as BPI director general on February 1, 1979.

In the wake of the news of Deacon's impending departure A&M have announced three more executive changes. John Adrian becomes director of promotional activities and Alan McGee is appointed head of promotions—both effective immediately.

Adrian Scar becomes national promotion executive, with special responsibilities for London based radio stations—including Luxembourg—on December 1.

Beeb delays 24-hour plan

PLANS TO separate Radio 1 and 2 and to take Radio 2 round the clock—revealed first by *Record Business*—were dropped on Friday, the day before the split was due to come into operation.

Disagreement between the BBC and the Association of Broadcasting Staff over manning arrangements means indefinite delay for the plans which, according to BBC radio deputy managing director Douglas Muggidge, the Corporation has been looking forward to for ten years.

The root of the problem lies in an acute shortage of technical staff at the BBC.

"The BBC will continue to try to overcome these problems with the ABS so that the separation of Radio 1 and 2 and the introduction of all night broadcasting on Radio 2 can be implemented as soon as possible," said Muggidge.

Ivor and BB go to WEA

JUST IN time for next week's release of Ivor Biggun's *Winker's Album*, Beggar's Banquet Records has signed a five-year licence deal with WEA. The agreement is worldwide except for Germany and the Benelux countries where there is an existing arrangement.

Under the deal, Ivor Biggun's 'Winker's Song' single in its picture bag is immediately available from WEA with its original catalogue number, as is all other Beggar's Banquet product.

Forthcoming material from the Earl's Court-based independent includes two singles set for November 24 release—'The Lurkers 'Just Thirteen' and Ivor Biggun's 'Hello My Baby'.

LINDA RONSTADT
"Back In The U.S.A."

 K13133

TELEX
"Twist A Saint Tropez"

 SIR4006

FRANKIE VALLI
"Save Me, Save Me"

 K17251

AC/DC
"Whole Lot Of Rosie"

 K11207

STAR CLIMBERS

MULLINGS

AFTER THOSE dismal year-end figures, impending loss by Capitol of WB custom pressing business in America cannot have brought joy to EMI board – Capitol's deal runs until 1982, but Warner Communications will have first of three manufacturing plants open in 1980 . . . but the arrival at the top of the American singles chart of **Anne Murray's** 'You Needed Me' following Taste Of Honey's number one with 'Boogie Oogie Oogie' will certainly have sweetened the pill, as will income from 3000 boxed sets of **Beatles'** 12 studio LPs priced at 132 dollars each . . . incidentally London publicity **Jenny Halsey** can take credit for introducing **Anne Murray** to the man who revived her recording career, producer **Jim Ed Norman** . . . Whiterose Records have a single 'Chatanooga Choo Choo' by **Delilah Samson** whose publicity shots make **Dolly Parton** look positively deflated . . . personal statement awaited from RCA's creative services manager **John Dyer** DESPITE NOTABLE achievement by Phonogram in re-establishing **Lindisfarne** as UK chart act, band has signed with Atco for America . . . at least two new additions in a marketing capacity expected at CBS . . . distinguished American trade paper refers to **Chris Eldridge** as being ad'r director of **Chrysalis** – does **Arista** p.r. person **John Eldridge** wish to know this? . . . **Billboard** magazine pondering whether lyrics of 'In The Bush' by **Musique**, just released here by CBS, are too suggestive for respectable radio stations – well the words don't seem to be causing any concern to **Luxembourg, Clyde and Victory** all of which have it playlisted . . .

THREE DEGREES look like replacing the Goons as **Prince Charles** favorites – but we hope they don't get stropky with the audience at HRH's birthday bash like they did at the MPA Ball . . . Island staff about to forgoeather in one openplan office, sited in the adjacent old laundry premises, and which will be known as **The War Room** . . . is your journey really necessary? – journalists and others being offered a mystery trip in a black-out coach by **Chrysalis** to see **Pere Ubu** gig – masks will also be provided, but not ear-muffs . . . audience not notably enthused at **WEA's** special preview of predictably stupid **Carry On Emmanuelle** film – but counter attraction, **Gull** screening of **The Silent Witness** documentary about the Holy Shroud (label has **Alan Hawkshaw's** soundtrack LP) drew a surprisingly large lunchtime audience for a fascinating account of historical investigation into a classic religious mystery . . .

MIKE LEANDER, no longer associated with his RAM partner **Roy Brown**, now out of the music business, about to become involved in record production again with **Laurence Myers'** new Gem label, thus renewing an association which began in 1968 when Myers was Leander's accountant and business advisor . . . incidentally Leander's star creation **Gary Glitter** is currently sunning himself in Australia prior to returning to his Paris home . . . a London visitor last week was ex-Island press officer **Brian Blevins**, now lotus-eating in Hawaii where he's p.r. director for an advertising agency . . . **ELP's** Mantecore rehearsal rooms in Fulham have been taken over by **ABM** and **Glyn Johns** as a tape-copying and rehearsal centre . . . American press release reveals that **Johnny Guitar Watson** leaving on European promotion trek which takes in UK tv show **Gay Whistle Stop** – eh? . . . **Bob England** has found a new Darts bass singer **Kenny Andrews**, a black American who has never worked professionally before . . . **THERE AIN'T** no justice – Beeb has passed on new **X-ray Spex** single 'Germ Free Adolescents' not on the grounds of **Poly Styrene's** ear-bursting voice, but because of reference to **Listerine** mouthwash, while reference to cocaine in Queen's 'Bicycle Ride' causes no apparent concern . . . the word is that a clause in **Jerry Lee Lewis'** UK tour contract insists that the killer performs 12 rock classics, thus preventing any excuse for retaliatory audience violence . . . **Hot Chocolate's** 'Everyone's A Winner' provides new **Ron Alexeburg** label **Infinity** with first American chart entry . . . heard at MM awards lunch – First m.d. "How's business?" Second m.d.: "We've never had it so average."

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THE GOLDEN TOUCH



Order from CBS Order Desk. Tel. 01-960 2195. CBS Distribution Centre, Barby Road, London W10

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

Child debut LP for tv promotion

THE DEBUT album from Child to be released on November 17 will come in the form of a tv-merchandising treatment from Ariola Records as part of a co-ordinated marketing barrage around the group which will extend into the New Year to attract the record token rush.

The campaign began with the release of the single 'Still The One' and continues with specialist tv spots timed for prime 'teeny market' viewing hours, beginning the day after the end of school terms in the London, ATV, Trident, Granada and STV areas. The 30-second spots go out on December 8, 9, 10, 15, 16 with plans to extend into the New Year.

Major window display activity will coincide, with 2000 dealers receiving display packs. National press and music consumer press advertising has been booked.

Entitled *The First Album*, the first 50,000 copies come with a special flexy-disc interview with the band by Radio-1 DJ Mike Reed.

● ANCHOR HAS decided after all to promote its new Don Williams' album *Expressions* (ABCL 5253) on tv. 7-second spots have been booked on Anglia, Scottish, Trident, Border and Tyne-Tees and are running until November 17. 30-second spots have also been running on Radio Luxembourg for the past two Saturdays and Anchor will be supplying some point-of-sale material to dealers.

● LINDISFARNE'S DOUBLE live album *Magic In The Air* (Mercury 641 877) is released by Phonogram on November 17, rrp £6.50.

The album will be supported by an extensive radio advertising campaign from now until Christmas, during which time the band will be doing a radio promotion tour.

In addition there will be space in the trade and music press and a nationwide display campaign featuring props, posters and album sleeves.

To preface the album Phonogram have released the Alan Hull composed single 'Brand New Day' (Mercury 6057

199).

● POLYDOR RELEASES *Step Into Our Life* (POLS 1004), an album recorded by vibes player Roy Ayers and ex-Crusaders trombonist Wayne Henderson this month, supported by advertising in *Melody Maker*, *Record Mirror*, *Black Music* and *Black Echoes*.

● SELECTIVE WINDOW displays, ad slots of various radio rock shows plus extensive advertising in the music press will be used by CBS Records to promote the new Ted Nugent album *Weekend Warriors*, released on November 10.

● POLYDOR RECORDS is linking the release of a disco compilation album with a drive on eight back catalogue albums.

The compilation, *Suppin' Out—Disco Greatest Hits* (POLDS 1005) released on November 20, features tracks by Roy Ayers, Carol Douglas, Isaac Hayes, Bionic Boogie, Fatback Band and Idris Muhammad. To promote this album Polydor is offering dealers a display pack of a back catalogue poster, six new release sleeves and stickers if they order the following list of albums: Idris Muhammad *Boogie To The Top* (KU 38); Carol Douglas *Burns!* (2310 630); Fatback Band *Man With The Band* (2391 314) and *Fired Up And Kickin'* (2391 351); Bionic Boogie *Bionic Boogie* (2391 322) and *Don Ray Garden Of Love* (2310 610).

The compilation album will be supported by music press full page advertisements, window displays and disco promotion nights.

Merchandising

● ROCK SHOW radio advertisements on Capital, BRMB, Piccadilly, Clyde, City and Metro will be part of the support given by Polydor to the new Tyla Gynn album *Moontroof* released on the Berkeley label.

In addition there will be advertising in the music press plus flyposting cam-

paigns in London, Liverpool, Manchester, Birmingham and Glasgow.

Other Berskerley action includes trade press advertising for the Smirks single 'Rosemary' and a full page corporate advertisement in the December issue of *ZigZag*.

● FOLLOWING ITS licence deal with EMI, Chiswick Records is putting its plans to market the rock 'n' roll oldies label Ace in to operation via direct distribution from Chiswick's Kentish Town Road headquarters.

The next few months should see an expansion of the re-issue catalogue which already boasts material from Frankie Ford, Hal Harris, Hershel Almond and George Jones. Ace compilation albums are also under preparation.

● STEVE MILLER'S compilation album *The Steve Miller Band: Greatest Hits 1974-78* (Mercury 9199 916) is being heavily promoted by Phonogram as the first step in a major year long campaign on Miller.

The first 50,000 copies have a special rrp of £3.50 (cassette £3.75) and the album, released on November 17, will be supported by space in the trade and consumer press, *Sunday Times* and *Observer* plus radio spots of 45 seconds on Capital, BRMB, Clyde, City and Piccadilly. Phonogram promises strong display activity and poster mail outs to dealers in the second and third of second and third week of December.

● MCA RECORDS will be unleashing a major campaign during December to launch the new solo album by Thin Lizzy's Gary Moore. Titled *Back On The Streets*, it is released on December 8.

It will take in radio slots, up to 350 window displays, an extensive mail-out plus advertising space in the trade and consumer press.

● COOL GHOU RECORDS, a music co-operative from South-East London which is currently seeking a national deal, released its second single last week entitled 'Chant Down The National Front' (COOL 002) by the Blazing Sons. It is available through Lightning, Rough Trade, Virgin and various regional wholesalers. Cool Ghou is based at 10, St. Agnes Place, Kennington, London SE 11 (Tel: 701 7056).

Also new in London is Ignition Records, a new independent formed and run by rock band Caribetta who release 'You Must Be Kidding Me' (IR 1) on November 17 with distribution via Virgin and Wholesalers. The label is based at 63, Priory Grove, London SW 8 (Tel: 01-720 7456).

● WITH HMS Ark Royal, the ship featured on the BBC tv series *Sailor*, going out of service at the end of the year, BBC Records has released a single of the Roger Whittaker song 'The Last Farewell' (RESL 61) sung by the 2,000 strong ship's crew with music by the Royal Marine Band. The single comes in a colour bag picturing the flagship sailing off into the sunset.

● A FULL scale "Smurf tour" of record shops throughout the country is planned by Decca to coincide with the release of the third *Father Abraham* and 'The Smurfs' single 'Christmas In Smurfland' (FR 13819). In-store display material will also be available.

● A NEW label Cool Rockers is

launched by reggae company Greenleaves on November 17 to specialise in sweet 'lovers rock' style reggae. First release will be 'Silhouettes/Thank You For Last Night' by East London band Cygnus (NICE 101). Distribution is by EMI.

Other action from Greenleaves includes a limited edition 12-inch single for Keith Hudson called 'Blody Eyes' which will go to red vinyl later.

Ranking Joe and the Steppers have a 12-inch scheduled for Christmas called 'The Homer Claps Clap Them' and there is a Jah Thomas single 'Stop You Loafin'.

● THE NEW Barry White single 'Just The Way You Are' (BTCL 3286) will be released by EMI Records in a limited edition 12-inch format on white vinyl. It is taken from White's new album *Barry White—The Man* which is out at the end of December.

● PHONOGRAM IS launching a heavy re-promotion campaign for 10CC's *Bloddy Tourists* album to catch the Christmas market. Trade press announcements will be followed by a two week radio campaign from the end of November featuring 45 second advertisements on Capital, BRMB, Piccadilly and City.

The London bus poster campaign will continue to the end of November and similar campaigns will be conducted in Birmingham and Manchester from now until mid-January. Key copy line for the campaign is "Make Your Presents Head".

● A SPECIAL ELO three album box set is to be released by Jet Records on December 1. Retailing at £8.99, it contains the albums *On The Third Day*, *Face The Music* and *Eldorado*. Each album will be in a specially printed inner bag.

To coincide with the box-set, an EP EP will be released on the same day, featuring four tracks—'Can't Get It Out Of My Head', 'Evil Woman', 'Strange Magic' and 'Ma Ma Ma Belle'. It will come in a colour sleeve and will retail at 90p.

Ins & Outs

● RACHEL BINNS has been appointed promotions executive at Dunstable's Rondecrist Records, her activities to include regional radio, disco and general promotion work.

● CAPITAL RADIO executive producer Tim Blackmore has been appointed head of music after 18 months with the station. Blackmore's promotion follows Aidan Day's recent elevation from programme director to programme controller.

● SALLY ORMSBY, formerly disco promotion and black product label manager at RCA, has joined St Pierre Publicity where she is setting up a disco promotional service under the title of Sally O's Funk Funktion.

● TWO NEW key appointments have been announced by the HMV chain. Jim Fraser is now financial controller and Ian Gray is the new manager, marketing and merchandising.

● TIM BOWEN has been appointed CBS business affairs manager. He joined the company in 1976.



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UNSUITABLE

HEAR IT ON THE UNSUITABLE TOUR

November

16th HMS Neptune, Helensburgh, Dunbartonshire
17th Aberdeen University
19th St. Andrews University, Fife
20th Strathclyde University, Glasgow

22nd

23rd

24th

25th

December

1st

15th

Bradford University
Lyceum, London
Marquee, London
University, Reading

Sheffield Polytechnic
University College Hospital,
London

ONE STOPS

BEST-SELLING ALBUMS Descending order of sales

NATIONAL

New and Reactivated Product

EMOTIONS - Various - K-Tel
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists
A SINGLE MAN - Elton John - Rocket
AMAZING DARTS - Darts - K-Tel
EXPRESSIONS - Don Williams - ABC
THE DAVID ESSEX ALBUM - David Essex - CBS
INNER SECRETS - Santana - CBS
ALL MOD CONS - Jam - Polydor

LIGHTNING/LONDON

GREASE - Soundtrack - RSO
MOVING TARGETS - Penetration - Virgin
GO 2 - KTC - Virgin
LIVE AND MORE - Donna Summer - Casablanca
NIGHT FLIGHT TO VENUS - Boney M - Atlantic/Hansa
ALL MOD CONS - Jam - Polydor
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
A SINGLE MAN - Elton John - Rocket
SEPARATES - 999 - United Artists
WIDE WAKE - Richard Widmark - Harvest
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic
THE DAVID ESSEX ALBUM - David Essex - CBS
STAGE - David Bowie - RCA
25th ANNIVERSARY ALBUM - Shirley Bassey - EMI
CHAS & DAVE WITH ROCKNEY - Chas & Dave - EMI
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
THREE DEGREES - Three Degrees - Arista

ONE STOP/LONDON

GREASE - Soundtrack - RSO
EMOTIONS - Various - K-Tel
NIGHT FLIGHT TO VENUS - Boney M - Atlantic/Hansa
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
OUT OF THE BLUE - ELO - Jet
DARK SIDE OF THE MOON - Pink Floyd - Harvest
NIGHT AT THE OPERA - Queen - EMI
I'M COMING HOME - Tom Jones - Lotus
A TONIC FOR THE TROOPS - Boomtown Rats - Virgin
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists

BLOODY TOURISTS - 10cc - Mercury
IMAGES - Don Williams - K-Tel
EVERGREEN - Van Cliburn - Lotus
AMAZING DARTS - Darts - K-Tel
INNER SECRETS - Santana - CBS
LIVE BURSTING OUT - Jethro Tull - Chrysalis
STAGE - David Bowie - RCA

WARRENS/LONDON

GREASE - Soundtrack - RSO
NIGHT FLIGHT TO VENUS - Boney M - Atlantic/Hansa
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
STAGE - David Bowie - RCA
EVERGREEN - Acar Bk - Warwick
OUT OF THE BLUE - Electric Light Orchestra - Jet
LIVE AND MORE - Donna Summer - Casablanca
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic
AMAZING DARTS - Darts - K-Tel
LIFE AND LOVE - Dennis Roudous - Philips
LINGALONGAMAX - Max Bygraves - Ranco
EMOTIONS - Various - K-Tel
COMES A TIME - Neil Young - Reprise
20 GREATEST - Brotherhood of Man - K-Tel
BLOODY TOURISTS - 10cc - Mercury
A SINGLE MAN - Elton John - Rocket

SCOTIA/EDINBURGH

MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
AMAZING DARTS - Darts - K-Tel
GREASE - Soundtrack - RSO
EXPRESSIONS - Don Williams - ABC
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic
BOTH SIDES OF DOLLY PARTON - Dolly Parton - Atlantic
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
MR. GONE - Weather Report - CBS
INNER SECRETS - Santana - CBS
HEMPHISFRS - Rush - Mercury
20 GOLDEN GREATS - Neil Diamond - MCA
SOME ENCHANTED EVENING - Blue Oyster Cult - CBS
NIGHT FLIGHT TO VENUS - Boney M - Atlantic/Hansa
STAGE - David Bowie - RCA
MIDNIGHT HUSTLE - Leo Sayer - Chrysalis
SKYRVD'S FIRST... AND LAST - Lynrd Skynrd - Atlantic
FATHER ABRAHAM IN SMURFLAND - Father Abraham and the Smurfs - Decca

MOSS MUSIC/BIDEFORD, DEVON

GREASE - Soundtrack - RSO
A SINGLE MAN - Elton John - Rocket
EMOTIONS - Various - K-Tel
20 GREATEST - Brotherhood of Man - K-Tel
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
EXPRESSIONS - Don Williams - ABC
SKYRVD'S FIRST... AND LAST - Lynrd Skynrd - Atlantic
INNER SECRETS - Santana - CBS
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
LIVE BURSTING OUT - Jethro Tull - Chrysalis

20 GREATEST HITS - Neil Diamond - MCA
NO SMOKE WITHOUT FIRE - Wishbone Ash - MCA
STAGE - David Bowie - RCA
ROSS - Diana Ross - Motown
LOVE IS IN THE AIR - John Paul Young - Arista
LINGALONGAMAX - Max Bygraves - Ranco
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists

WYND-UP/MANCHESTER

GREASE - Soundtrack - RSO
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists
THE BIG WHEELS OF MOTOWN - Various - Motown
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
CLASSIC ROCK - LSO - K-Tel
A SINGLE MAN - Elton John - Rocket
EMOTIONS - Various - K-Tel
THE DAVID ESSEX ALBUM - David Essex - CBS
NIGHT FLIGHT TO VENUS - Boney M - Atlantic/Hansa
IMAGES - Don Williams - K-Tel
20 GREATEST - Brotherhood of Man - K-Tel
OUT OF THE BLUE - Electric Light Orchestra - Jet
SATURDAY NIGHT FEVER - Soundtrack - RSO
ROSE ROYCE STRIKES AGAIN - Rose Royce - Whetzel
EXPRESSIONS - Don Williams - ABC
I'M COMING HOME - Tom Jones - Lotus
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic

CLYDE FACTORS/GLASGOW

GREASE - Soundtrack - RSO
NIGHT FLIGHT TO VENUS - Boney M - Atlantic/Hansa
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists
20 GREATEST - Brotherhood of Man - K-Tel
IMAGES - Don Williams - K-Tel
ECSTASY - Various - Lotus
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
I'M COMING HOME - Tom Jones - Lotus
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic
SATURDAY NIGHT FEVER - Soundtrack - RSO
ALL MOD CONS - Jam - Polydor
INNER SECRETS - Santana - CBS
TORMATO - Yes - Atlantic
TO THE LIMIT - John Armastrand - A&M
WELL, WELL, SAID THE ROCKING CHAIR - Dean Friedman - Lifesong
THE KILLING MACHINE - Judas Priest - CBS

TERRY LODGE/STOKE-ON-TRENT

GREASE - Soundtrack - RSO
EMOTIONS - Various - K-Tel
NIGHT FLIGHT TO VENUS - Boney M - Atlantic/Hansa
IMAGES - Don Williams - K-Tel
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
CLASSIC ROCK - LSO - K-Tel
AMAZING DARTS - Darts - K-Tel
ROSE ROYCE STRIKES AGAIN - Rose Royce - Whetzel
20 GREATEST - Brotherhood of Man - K-Tel
BOOGIE FEVER - Various - K-Tel
LEE SAYER - Leo Sayer - Chrysalis
MONTREUX ALBUM - Smokie - Rak
THE DAVID ESSEX ALBUM - David Essex - CBS
STAGE - David Bowie - RCA
TORMATO - Yes - Atlantic
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic
OUT OF THE BLUE - Electric Light Orchestra - Jet

ROCK BOTTOM/CROYDON

GREASE - Soundtrack - RSO
NIGHT FLIGHT TO VENUS - Boney M - Atlantic/Hansa
A SINGLE MAN - Elton John - Rocket
IMAGES - Don Williams - K-Tel
20 GREATEST - Brotherhood of Man - K-Tel
CLASSIC ROCK - LSO - K-Tel
OUT OF THE BLUE - Electric Light Orchestra - Jet
SATURDAY NIGHT FEVER - Soundtrack - RSO
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
I'M COMING HOME - Tom Jones - Lotus
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STAGE - David Bowie - RCA
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MONTREUX ALBUM - Smokie - RAK
LEE SAYER - Leo Sayer - Chrysalis

Rock Bottom still solvent claims

Laurie Adams

CURRENT RUMOURS that the Croydon-based non-stop Rock Bottom is on the verge of going into voluntary liquidation, apparently to the tune of around £500,000, were emphatically denied by managing director Laurie Adams last week.

He said that Rock Bottom was, at present, an entirely viable operation and that there was no danger in the near future of the company going out of business. Adams did, however confirm that a moratorium agreement had been concluded by the one-stop's creditors earlier this year.

A moratorium agreement is often used by creditors to help keep a company trading when it is thought that the company in question is healthy enough to repay any debts incurred in the past.

Edinburgh one-stop, Scotia, reports various problems with distributors Phonodisc. Considerable delay over arrival of orders, largely due to the seasonal rush, is being experienced, while a number of singles are being delivered without centres.

Also currently on the shelves at Scotia are a mass of American cut-outs - among them albums from Thin Lizzy and 10CC.

The other Croydon one-stop, Bonapartes, claims that an interesting collection of Swedish imports, for which the company apparently has exclusive distribution, should be in stock by today (November 13) including Elvis Costello and Blue Oyster Cult product.

London one-stop Chardmale now has copies of the Blondie album *Parallel Lines* on picture disc, the Brothers Johnson album *Blam* on picture disc plus a John Travolta US double album imported, just for a change, *Fever*. Also available from Chardmale is that huge collection of deleted US singles - around 29 pence each.

The West Country Moss Music operation has now postponed plans to move to larger premises (the company at present is operating from five different locations). Managing director, Eric Moss, says the long planned move is now scheduled for the New Year.

Eric Moss also reports copies of the Blondie picture disc, the Boston picture disc, the Rocky Horror Show original cast soundtrack album picture disc as well as all the coloured vinyl albums at present in circulation stock. The new Big Bear Records novelty single 'Honey Bee' (BB 18) by Belgium band Tien Couter, appropriately pressed in Brussel sprout coloured vinyl, is only available from one-stops. The coloured vinyl is in a limited edition of 10,000 and is already receiving airplay on BRMB Radio.

Let record dealers know what's happening in the *Record Business* weekly one-stop column; contact Tim Smith (01) 836 9311.

1 stop

Make More BREAD

USE YOUR LOAF AND
 USE YOUR DOUGH ON THE FOLLOWING

☆☆ FANTASTIC OVERSTOCK BARGAINS ☆☆ ☆☆

BOB MARLEY	LIVE	2.25
CAT STEVENS	TEASER	2.25
WINGS	LONDON TOWN	2.25
STRANGLERS	BLACK & WHITE	2.25
ROBERT PALMER	SOME PEOPLE	2.25
SLIM WHITMAN	HOME ON THE RANGE	2.49
ULTRAVOX	SYSTEMS OF ROMANCE	2.50
5 LIVE STIFF	QUEEN	1.69
	DAY AT THE RACES	2.25

SINGLES

ALL SINGLES WILL BE GOING UP
 FROM MONDAY 20 NOVEMBER

RUSH RUSH RUSH - LIMITED STOCKS ONLY
 CALL RAY LAWS ON 01-388 0137

CARRICKFERGUS



THE NEW SINGLE FROM
BRYAN FERRY

IFPI issues general European piracy alert

THE RECORD industry as a whole, and the returns departments in particular, should be on the alert for an ever-increasing tide of suspicious records and cassettes.

This was the warning issued at the fourth meeting of the Euro-Anti-Piracy Committee in Paris recently organised by the IFPI to exchange views and ideas on how to make national campaigns more effective.

IFPI - the international federation of phonogram and videogram producers - estimates last year's European sales value of unauthorised recordings amounted to around 100 million dollars.

And 99 per cent of the counterfeit product currently in Europe was being dressed up as legitimate imports, some of which were finding their way back to record company returns departments from the trade.

They were in the best position to carry out efficient checks and to prevent illicit recordings from being recycled on to the market.

The lawyers, investigators and other experts in the record and tape piracy field also carried out a 'product swap' of pirated, bootlegged and counterfeit material currently on sale around the world.

Briefs

□ CHICKEN-COLOURED vinyl will feature on the first 5,000 pressings of 'Best Dressed Chicken In Town', Doctor Alimantado's single (cat. no. GRE 13) released on November 13 on Greensleeves Records, distributed by EMI and taken from the album of the same name.

□ BIG BEAR Records is reactivating its American jazz, blues and rhythm and blues album catalogue which has been dormant for the last two years. First releases are albums from Cousin Joe, Big John Wrencher, Homespick James and Clark Terry's Big Bad Band.

□ CHERRY RED Records has taken the unusual step of releasing a cassette single - 'Howard Hughes' (SPC CHERRY 2) by the Tights. The decision was taken following pressing capacity problems.

□ TO CELEBRATE the re-opening of John Wesley's famous City Road Methodist chapel on November 1, Philatelic Records has released its second limited edition souvenir single. Each cover will be individually numbered and bear an Isle of Man stamp showing Wesley preaching together with a specially designed post mark which will be used only on the opening day. The hymns on the record are the ones sung at the ceremony. The discs sell at £1.45 and are available from Horsham Stamp Co., 22B North Street, Horsham, Sussex.

□ MERSEYSIDE HAS spawned another new independent record label, this time called Skeleton Records, which issues its first single on November 17 entitled 'Strange Thoughts'/'Just For You And Me' (SKL 001) by the Stopouts. Distribution is through Terry Blood, Lightning, Rough Trade, Taylors and most one-stops. Skeleton has also signed Flash Buga and the Posers, whose first single is expected in February.

□ POLYDOR BANDS Sham 69, Jam, Siouxsie And The Banshees, Jolt, Otway and Barrett and the Heart-

AFTER SIGNING a long-term recording and publishing deal with Joe Stanley's Mettle Records for the World Tony Hayes - writer of 'Black is Black' has come back together with co-composer and producer Steve Woody to produce 'Comin' Home to You' (MET 1) for release on November 10, available through Spartan distribution in a picture bag. A fly-posting cam-

breakers are featured in a compilation titled *Twenty Of Another Kind* (POLS 1006) set for release this month. Also featured on the album are Stranglers, Adverts, Generation X, Skids, Lurkers and Boys, all of which are signed to other companies.

□ PLANS TO introduce a home tape spoiler on records have ground to a halt. The BPI has received and considered a report on the project from Southampton University and BPI director Geoffrey Bridge says: "An awful lot of work is still to be done."

The main snag is that the reduction in sound quality caused to the record by the presence of the spoiler signal has not yet been overcome. A meeting involving the technical staff of record companies and scientists from Southampton University is due to be held before Christmas but Bridge is dubious about the chances of perfecting the signal in the immediate future.

□ THE DEPARTMENT OF Prices and Consumer Protection is inviting representations from the retail trade over its controversial proposal to ban the use of rrp as a basis for bargain offers, the issue which has sharply divided record dealers.

Deals

□ FOLLOWING THE demise of distributors CRD Ltd, Saydisc Records is now being handled by H.R. Taylor's of Birmingham. And Conifer Records, also formerly distributed by CRD, has set-up its own distribution - product available from its West Drayton premises (81) 48531 from London, and STD (08954) 48531.

□ ROB COOKSEY, ex-Deep Purple manager, Martin Birch, former producer of Deep Purple, and David Coverdale have formed a production company - Christy Production Ltd. First signing is a new group Mainland. A single from the band 'Who Do You Love', on Christy Records, a label formed by Cooksey and Birch, was released last week.

□ THE RECENTLY created label Aura Records has signed up London based Hi-Fi. A single, 'Run, Run', is released on November 10.

□ LONDON BAND Voyager has signed a long-term worldwide contract with Mountain Records. The group is currently recording both an album and single for release in the new year.

□ CHAPPELL MUSIC division has signed a worldwide deal with Nils Stevenson's Pure Noise Ltd for publishing rights to Siouxsie and the Banshees. It covers the current single 'Hong Kong Garden' and the forthcoming album *The Scream*.

□ RADAR RECORDS has signed former Motors guitarist Brian Tchakovsky and his band on a worldwide basis. An album is released early next year.

□ BARRY MASON and Alan Hawkshaw have formed a publishing and production company called Pennine Songs Ltd which will be administered by Marksman Music Publishers Ltd. Forthcoming releases include an album from Miquel Brown, written and produced by Mason and Hawkshaw.

□ APRIL MUSIC has signed songwriter, producer, arranger and performer Patrick Campbell-Lyons to an exclusive worldwide publishing deal. A member of Nirvana in the late 1960s, he has re-formed the group and is to release a new single on Pepper/UA entitled 'Love Is' shortly.

□ JET RECORDS has signed American singer/songwriter Kim Morrison. Her debut single was released on November 3, titled 'Hollywood and Vine' (JET 134).

Ins & Outs

□ VIRGIN RECORDS' long-serving press officer Al Clark has been appointed director of publicity, a role he said: "Will involve more scheming and supervising and less answering enquiries about Sid Vicious at 2 am." His assistants, Sally Cooper and Linda Gamble, are promoted to press officers and an assistant will be appointed in the new year.

□ ISLAND RECORDS' A&R director Martin Humphrey has left the company to set up his own publishing and production operation - full details will be available shortly.

□ BILL STEVENSON has been appointed marketing manager for Rondecord Records. He was previously a consultant in club entertainment.

VIRGIN RECORDS is increasing its chain of retail outlets to 22 with the opening of new shops in Cardiff and Brent Cross. The Cardiff store opened last week and the branch in the Brent Cross shopping complex, North London, opens on November 25. Virgin's Manchester store has also just reopened following re-decoration.



paign, with radio and tv appearances and 10,000 posters available to dealers form the push around the single. Pictured left to right are: Joe Stanley (Mettle Records m.d.) Tony Hayes; manager Tony Jackson (personal manager) and Mettle's s&sr man Martin Brown shortly after being thrown out of the BBC at White City.

Consultations will run until the beginning of January, however at present neither the MTA nor the GRR have decided on a firm policy. Arthur Spencer-Bolland, MTA secretary, said that any representations may well be made through the national chamber of commerce.

Letters

MANY THANKS for showing the MTA traders round your offices and explaining the philosophy of RB. Please also pass on our grateful thanks to Godfrey for his presentation. I found the afternoon quite fascinating and I know from the comments of the delegates that they too felt that it had been a useful visit. Keep up the good work.

Ann Foster
MTA Training Officer
London W.1.

THANK YOU for a very interesting afternoon at Record Business from one of the dealers on the recent MTA training course. Your paper is marvellous, I really don't know what I would do without it. Good luck to you all.

Anne Stephenson
Expression 2 & 3
9 George Street
Saffron Walden.

If you haven't got a
single idea
for your
Christmas stocking

stock up now with

"New Day"

Single 6007193

the Christmas single from

AIRWAVES

featured on their new album "New Day"

Album 9109 613
Cassette 7231 428



produced by
photongram



DEALER GUIDE TO CHRISTMAS TV. ALBUMS

COMPANY	ALBUM, ARTIST & CATALOGUE NO.	RRP	BEGINNING	REGIONAL	NATIONAL	ANGLIA	BORDER	CHANNEL	GRAMPIAN	GRAMADA	HTV	LONDON	SCOTTISH	SOUTHERN	TRIDENT	TYNE-TEES	ULSTER	WESTWARD	YORKSHIRE	COMMENTS
						ATV														
RONCO	BOOGIE FEVER/VA (RTL 2034)	£4.25	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Runs another three weeks.
EMI	20 GOLDEN GREATS/NEIL DIAMOND (EMTV 14)	£4.40	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Runs until end of November.
EMI	DON'T WALK, BOOGIE/VA (EMTV 13)	£4.40	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Ads right through to Xmas.
P'GRAM	LIFE AND LOVE: HIS 20 GREATEST/DEMIS ROUSSOS (Phillips 9199 863)	£4.39	NOW	NOW					X											Ends November 24.
ARCADE	CLEO/CLEO LAINE (ADEP 37)	£4.49	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	To run until Xmas, coincides with tv shows.
WARWICK	EVERGREEN/JACKIE BILK (PW 5045)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Winds up end of December.
WARWICK	LOVE SONGS/VA (WW 5046)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Runs throughout November.
WARWICK	BLACK VELVET/VA (WW 5047)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Until end of November.
WARWICK	ONE HIT WONDERS/VA (WW 5048)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	In red vinyl, until the end of November with ads.
WARWICK	LEMON POPSCICLE/VA (WW 5050)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Ends December.
WARWICK	YOU SHOULD BE DANCING/LES REED ORCHESTRA (WW 5051)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Runs until December.
WARWICK	BLESS THIS HOUSE/HARRY SECOMBE (WW 5052)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Warwick's Xmas religious offering, ends in December.
WARWICK	DISCO GOLD/BIDDU (PR 5054)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Lasts until end of December.
MCA	EVITA/VA (MCG 3527)	£4.70	NOW						X											Original London cast, ads end November 19.
K-TEL	I'M COMING HOME/TOM JONES (WH 5001)	£4.29	NOW			X	X	X	X	X	X	X	X	X	X	X	X	X	X	Runs another three weeks.
K-TEL	DOLLY PARTON/DOLLY PARTON (WH 5006)	£4.29	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Three more weeks.
K-TEL	20 GREATEST HITS/BROTHERHOOD OF MAN (7980)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Another three weeks.
K-TEL	AMAZING DARTS/DARTS (DLP 7981)	£4.29	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Ends mid-December.
K-TEL	MIDNIGHT HUSTLE/VA (1037)	£4.29	NOW			X	X	X	X	X	X	X	X	X	X	X	X	X	X	Lasts about four weeks with possible extensions.
CBS	SATIN CITY/VA (CBS 10010)	£4.49	NOW			X	X	X	X	X	X	X	X	X	X	X	X	X	X	Possible extension at end of November.
K-TEL	EMOTIONS/VA (NE 1035)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Last night up till Xmas.
K-TEL	IMAGES/DON WILLIAMS (NE 1033)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	On and off until Xmas.
K-TEL	CLASSIC ROCK/VA (1009)	£3.99	NOW	NOW	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Runs on and off until Xmas.
ARCADE	HIS 20 GREATEST HITS/HARRY BELAFONTE (ADEP 38)	£4.49	NOV 13		X															Three weeks, special extension.
EMI	THE MAGIC OF MANUEL/MANUEL (TWOX 1073)	£3.90	NOV 15		EMI					X	X	X	X	X	X	X	X	X	X	EMI's Superior Bonus 50p-off series, ends Dec. 1.
EMI	ROGER WHITAKER SINGS THE HITS/ROGER WHITAKER (SCX 6601)	£3.90	NOV 15			X				X	X	X	X	X	X	X	X	X	X	Superior Bonus.
EMI	SITTING PRETTY/ELAINE PAIGE (JEMC 3273)	£3.90	NOV 15			X				X	X	X	X	X	X	X	X	X	X	Superior Bonus series, ends December 1.
ISLAND	BABYLON BY BUS/BOB MARLEY (ESLD 11)	£6.50	NOV 15	NOV 15	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Runs for a month.
A&M	SINGLES 1974-78/CARPENTERS (AMLT 1974/78)	£4.49	NOV 15	NOV 15	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Lasts for three weeks.
EMI	LIONHEART/KATE BUSH (EMA 787)	£4.70	NOV 20			X				X	X	X	X	X	X	X	X	X	X	Runs until early December.
EMI	TOTALLY HOT/OLIVIA NEWTON-JOHN (EMA 789)	£4.70	NOV 20			X	X			X	X	X	X	X	X	X	X	X	X	Ads and December 3.
K-TEL	PRECIOUS MEMORIES/JIM BEAVIS (NE 1038)	£4.29	NOV 20						X											Test campaign.
RONCO	BOOGIE NIGHTS/VA (RPL 2027)	£3.75	NOV 22											X						Campaign lasts four weeks.
K-TEL	OH HAPPY DAYS/VA (5005)	£4.29	NOV 23	NOV 23	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	Runs for three week minimum.
P'GRAM	BEST OF VOL 1/ROD STEWART (6643030)	£4.50	NOV 24			X				X	X									Ends December 8.

COFFTS ON WARWICK RING IN THE PROFITS ON WA



PR5044



PW5045



WW5046



WW5047



WW5048

WARWICK RECORDS Available from MULTIPLE SOUND DISTRIBUTORS Ltd

The Album Chart is compiled by *Record Business* from sales up to Tuesday last from 350 shops.

THE ALBUM CHART 1-60

DISTRIBUTORS

A—Pye, C—CBS, D—Ronco, E—EMI, F—Phonodisc, G—K-Tel, H—Lightning, J—Multi-Choice, K—Creole/CBS, L—Lutlins, N—Enterprise, O—President, R—RCA, S—Selecta, W—WEA

KEY

NEW New Entry

RE Re-Entry

- Bullet
- ◆ Platinum Disc (£1m sales)
- ◆ Gold Disc (£300,000 sales)
- Silver Disc (£150,000 sales)

(Platinum, Gold & Silver Disc information supplied by the British Phonographic Industry)

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Producer	Label/Cat. No.	D	Chart Use
1	1	19	GREASE SOUNDTRACK	Various	RSD RSD 2001	F	
2	10	3	EMOTIONS VARIOUS	Various	K-TEL NE 1015	G	
3	2	17	NIGHT FLIGHT TO VENUS BONEY M	Frank Farian	ATLANTIC HANCA 45698	W	
4	6	3	25TH ANNIVERSARY ALBUM SHIRLEY BASSEY		UNITED ART. 871 4471	E	
5	8	15	IMAGES DON WILLIAMS	Not Listed	K-TEL NE 1033	G	
6	3	7	THE BIG WHEELS OF MOTOWN VARIOUS	Various	EMI EMY 12	F	
7	4	2	IF YOU CAN'T STAND THE HEAT STAY OUT	Phil Wainman	VERTIGO 9102 027	F	
8	7	6	20 GREATEST BROTHERHOOD OF MAN	Tom Hoar	K-TEL EMI 790	G	
9	12	2	THE MANHATTAN TRANSFER MANHATTAN TRANSFER	Tom Hoar	ATLANTIC K50540	W	
10	5	3	JEFF WAYNE'S 'THE WAR OF THE WORLDS' VARIOUS	Jeff Wayne	CBS 9000	C	
11	17	20	A TONIC FOR THE TRAPDOORS BOOMTOWN RATS	Robert John Lange	ENGINO ENY 3	F	
12	22	5	LIVE AND MORE DONNA DONNA SUMMER	George Moroder/Phil Eelands	CASABLANCA CALD 5066	A	
13	9	3	A SINGLE MAN ELTON JOHN	Elton John/Circ Records	ROCKET TRAM 1	F	
14	18	22	SATURDAY NIGHT FEVER SOUNDTRACK	Various	RSD 266 125	F	
15	20	2	ALL MOD CONS JAM	Vic Cooper/Henry Heusen	POLYGRAM POLD 5068	F	
16	15	4	IF YOU WANT BLOOD WE'VE GOT IT AC DC	George Young/Harry Vanda	ATLANTIC K50522	G	
17	11	4	ROCKEY VARIOUS	Various	VERTIGO 9102 027	W	
18	13	6	I'M COMING HOME TOM JONES	Various	LOTUS WM 5001	G	
19	19	22	OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA	Jeff Lynne	JET JETOP 400	C	
20	76	2	INNER SECRETS SANTANA	Brian Patton/Dennis Lambert	CBS 86075	C	
21	NEW	1	THE AMAZING DARTS DARTS	Richard Hartley/Tommy Bayce	K-TEL DE 9981	F	
22	1	9	PARALLEL LINES BLONDIE	Mike Chapman	CHRYSLER GDL 1192	F	
23	23	12	LEO SAYER LEO SAYER	Richard Perry	CHRYSLER GDL 1196	F	
24	14	19	CLASSIC ROCK LONDON SYMPHONY ORCHESTRA	Jeff Lynne/Dan Heumann	K-TEL ONE 1-09	D	
25	25	8	BLOODY TOURISTS 10CC	Eric Stewart/Graham Gouldman	MERCURY 9102 563	F	
26	NEW	1	BOOGIE NIGHTS VARIOUS	Various	RONCO RPL 2057	D	
27	36	2	40 GREATEST ELVIS PRESLEY	Various	RCA PL 42097	R	
28	27	3	TOMATO YES	Yes	ATLANTIC K50518	W	
29	49	3	EXPRESSIONS DON WILLIAMS	Don Williams/Garth Funks	A&C ABC 5253	C	
30	33	2	THE KILLING MACHINE JUDAS PRIEST	Judas Priest/Graham Gullifer	CBS 83135	C	
31	24	9	ROSE ROYCE STRIKES AGAIN ROSE ROYCE	Norman Whitfield	WHITFIELD K50627	W	
32	27	4	LINGLONGAMAX MAX BYGRAVES	Not Listed	RONCO RPL 2053	D	
33	29	5	TO THE LIMIT JON ARMSTRADING	Glyn Johns	ASM AMH 84702	C	
34	30	5	WELL WELL SAID THE ROCKING CHAIR DEAN FRIEDMAN	Bob Stevens	LIFESOUND LSLP 8019	C	
35	43	6	EVEN NOW BARRY MANILOW	Rob Dantico/Barry Manilow	ARISTA SPART 1047	F	
36	16	6	STAGE DAVID BOWIE	Tony Visconti/David Bowie	RCA PL 02943	R	
37	NEW	1	DON'T WALK, BOOGIE VARIOUS	Various	EMI EMY 12	E	
38	38	6	LIVE BURSTING OUT JETHRO TULL	Various	CHRYSLER GDL 4	F	
39	31	4	SOME ENCHANTED EVENING BLUE OYSTER CULT	Pharmakon/Krugman/Billy Ocean/Cat	CBS 80074	C	
40	NEW	1	EVERGREEN ACKER BILK	Alan Brown	WARWICK PW 5045	LJ	
41	9	9	WHEN I DREAM CRYSTAL GAYLE	Aileen Reynolds	UNITED ARTISTS UAG 30169	E	
42	9	9	JAMES GALWAY PLAYS SONGS FOR ANNE JAMES GALWAY	Ralph Mauk	FED SEAL RL 25163	R	
43	46	4	HIS 20 GREATEST DEMIS ROUSSOS	Various	PHILIPS 9199 873	F	
44	40	7	LOVE BITES BUZZCOCKS	Martin Razaband	UNITED ARTISTS UAG 30197	E	
45	NEW	1	FATHER ABRAHAM IN SMURFLAND FATHER ABRAHAM & THE SMURFS	Karlene Strussman	DECCA SMURF-91	S	
46	47	19	SOME GIRLS ROLLING STONES	Gimme Twins	ROLLING STONES GUN 39106	E	
47	NEW	1	ROSS DIANA ROSS	Various	EMI EMY 12	E	
48	41	6	NEVER SAY DIE BLACK SABBATH	Black Sabbath	VERTIGO 9102 751	F	
49	54	22	LIVE AND DANGEROUS THIN LIZZY	Tony Visconti/Thin Lizzy	VERTIGO 0641 807	F	
50	49	5	NO SMOKE WITHOUT FIRE WISHBONE ASH	Deke Lawrence	MCA MCG 3328	E	
51	44	4	WAVE LENGTH VAN MORRISON	Van Morrison	WARNER BROS K54526	W	
52	NEW	1	FALLEN ANGEL URAH HEAP	Jerry Bruckheiser	BRONZE BRNA 512	E	
53	52	22	BAT OUT OF HELL MEAT LOAF	Todd Rundgren	EPIC EPC 82419	C	
54	39	4	SATIN CITY VARIOUS	Various	CBS 10010	C	
55	39	5	20 GOLDEN GREATS KINKS	Gordon Smith/Nigel Pearson	RONCO RPL 2031	D	
56	56	2	FEAR OF THE DARK GORDON GILTRAP	Rob Eckerman/Jon Mink/Roger Hand	ELECTRIC TRK 7	A	
57	57	22	RUMOURS FLEETWOOD MAC	Fleetwood Mac/Neil Kinnear/Richard Dashwood	WARNER BROS K56344	W	
58	51	2	MR GONE WEATHER REPORT	Joseph Parnell	CBS 80778	C	
59	42	3	THE DAVID ESSEX ALBUM DAVID ESSEX	David Essex/Jeff Wayne	CBS 10011	C	
60	45	3	COMES A TIME NEIL YOUNG	Neil Young/Ben Keith/David Briggs/Phil Muligan	REPRISE K54599	W	

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 CAN'T TAKE THE HURT ANYMORE/Cliff Richard (EMI)
 LYDIA/Dean Friedman (Lifesong)
 I JUST WANNA STOP/Gino Vannelli (A&M)



DEAN FRIEDMAN

THE AIRPI

YOUR ABC GUIDE TO SINGLES AIRPLAY

Basic Key

- A - Main Play
- B - Breakers
- C - Extras
- - Hit Picks
- ! - Station Picks

Daytime
 playlists and
 scripted
 plays only

% AIRPLAY RATING

100% - maximum play on listed stations
 plus BBC's Top Of The Pops (added later)

		RADIO 1	RADIO 2	LUXEMBOURG	CAPITAL	CLYDE	PICCADILLY	BRMB	CITY	DOWNTOWN	METRO	BEACON	TELS	VICTORY	SWINSE	ONWELL	2FM	PLYMOUTH		
1	★	70																	RAK 285	E
2	★	68																	POLYDOR 2066 936	F
3	★	67																	RIVA 17	W
4	★	64																	CBS 6821	C
5	★	61																	CHRYSALIS CHS 2277	F
6	★	60																	CARRERE EMI 2884	E
7	★	60																	VIRGIN VS 225	C
8	★	60																	FANTASY FTC 161	E
9	★	58																	VERTIGO 6059 211	F
10	★	57																	MCA 396	E
11	★	55																	ARIOLA HANSA AHA 527 A	A
12	★	55																	ARISTA ARIST 211	F
13	★	53																	MERCURY 6008 036	F
14	★	53																	RSO 21	F
15	★	53																	LIFESONG LS 403	C
16	★	51																	A&M AMS 7384	C
17	★	46																	SIRE SIR 4007	W
18	★	43																	ROLLING STONES EMI 2861	E
19	★	42																	A&M AMS 7385	E
20	★	40																	EPIC EPC 6797	C
21	★	40																	RAK 284	E
22	★	38																	ASYLUM K13133	W
23	★	36																	RSO 25	F
24	★	36																	CHRYSALIS CHS 2265	F
25	★	36																	CAPITOL CL 16027	F
26	★	34																	CARRERE EMI 2871	E
27	★	33																	PHIL. INT. PIR 6713	C
28	★	32																	A&M AMS 7397	C
29	★	31																	EMI 2887	E
30	★	31																	A&M AMS 7400	C
31	★	29																	POLYDOR 2066 932	C
32	★	28																	RSO 22	F
33	★	28																	EMI 2874	E
34	★	28																	CREOLE CR 159	K
35	★	27																	CBS 6787	C
36	★	27																	RCAP PB 5117	R
37	★	27																	CHISWICK CHIS 105	E
38	★	26																	ATLANTIC K11167	W
39	★	25																	HARVEST HAR 5171	E
40	★	25																	SONET SON 2168	A
41	★	25																	CHISWICK CHIS 104	E
42	★	23																	EMI 2862	E
43	★	23																	A&M AMS 7395	E
44	★	23																	RCAP XB 1057	R
45	★	22																	MOTOWN TMG 1127	E
46	★	22																	ELEKTRA K12313	W
47	★	21																	WARNER BROS K17269	W
48	★	21																	CHRYSALIS CHS 2226	F
49	★	21																	UNITED ARTISTS UP 36470	E
50	★	20																	OASIS 5	C
51	★	20																	RCAP PB 5121	R
52	★	19																	CBS 6803	C
53	★	19																	STIFF BUY 39	E
54	★	19																	DECCA F13809	S
55	★	18																	MERCURY 6007 195	F
56	★	18																	VIRGIN VS 236	C
57	★	17																	MERCURY 6008 603	F
58	★	17																	PHIL. INT. PIR 6658	C
59	★	17																	CAPITOL CL 16015	E
60	★	17																	WARNER BROS K17061	W

KEY	RADIO 1	RADIO 2	LUXEMBOURG	CAPITAL	CLYDE	PICCADILLY	BRMB	CITY	DOWNTOWN	METRO
TO	A Featured 40	B 5+ plays	C 1-4 plays	D 1-4 plays	E 1-4 plays	F 1-4 plays	G 1-4 plays	H 1-4 plays	I 1-4 plays	J 1-4 plays
AIRPLAY RATINGS	1 Record the Week	2	3	4	5	6	7	8	9	10

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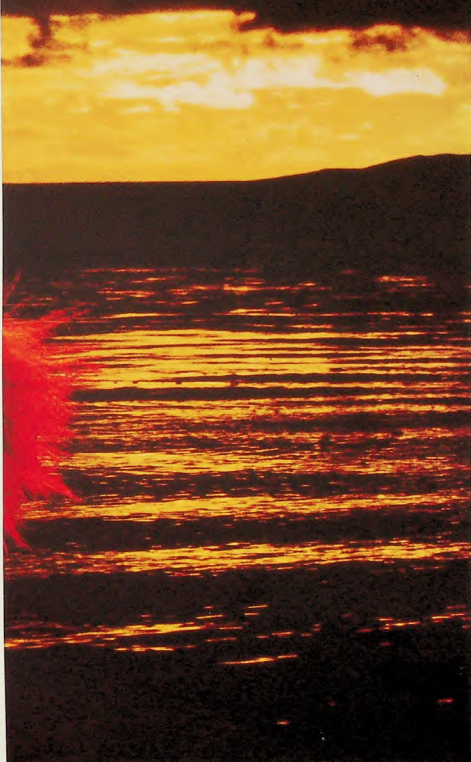
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HALLAM	FOREH	SEAGUN	RECO	TRIST	VICTORY	PERNINE	SPRINGER SOUND	UNWELL	RADIO 210	PLYMOUTH SOUND
Top 40	Top 40	A List	Playlist	Playlist	A List	Top 40	Playlist	Top 40	Top 50	Top 30
New Releases	High Flyers	B List	Instrumentals	Instrumentals	B List	Climbers	Instrumentals	Newplays	Alternative Chart	5 - plays
Presenter Picks	Personality Picks	C List			New Releases	Presenter Picks	Presenter Picks	Presenter Picks	Soul Top 10	1-4 plays
	Station Hit		People's Pick			Personie Pick				

RADIOACTIVE: Strongest Airplay Gains

STUMBLIN' IN/Suzi Quatro and Chris Norman (RAK)
 MY LIFE/Billy Joel (CBS)
 RAINING IN MY HEART/Leo Sayer (Chrysalis)
 CAN'T TAKE THE HURT ANYMORE/Cliff Richard (EMI)
 LYDIA/Dean Friedman (Lifesong)
 I JUST WANNA STOP/Gino Vannelli (A&M)



DEAN FRIEDMAN

% AIRPLAY RATING

100% = maximum play on listed stations
 plus BBC's Top Of The Pops (added later)

		RADIO 1	RADIO 2	LUXEMBOURG	CAPITAL	CLYDE	PICCADILLY	THE BIRDS	DOWNTOWN	THE IRISH	HULL	COLT	REACTOR	REVEY	VICTORY	PENNY
★ 70	STUMBLIN' IN SUZI QUATRO & CHRIS NORMAN	A	B	A	A	A	A	A	A	B	A	B	B	A	A	A
★ 68	I LOVE THE NIGHT LIFE ALICIA BRIDGES	A	A	A	A	A	A	A	A	B	B	B	B	A	A	A
★ 67	DA' YA THINK I'M SEXY? ROD STEWART	A	A	B	A	B	A	B	B	B	B	B	B	A	A	A
★ 64	MY LIFE BILLY JOEL	A	C	A	B	B	B	B	B	B	B	B	B	A	A	B
★ 61	RAINING IN MY HEART LEO SAYER	A	C	A	B	B	B	B	B	B	B	B	B	A	A	A
★ 60	LET IT GROW CLOUT	A	C	A	B	B	B	B	B	B	B	B	B	A	A	A
★ 60	BRIGHT LIGHTS JULIE COVINGTON	A	C	A	B	A	B	B	B	B	B	B	B	A	A	B
★ 60	GIVING IT BACK PHIL HURTT	A	A	A	C	A	B	B	B	B	B	B	B	A	A	B
★ 58	WHAT A NIGHT CITY BOY	A	A	A	B	B	A	B	B	B	B	B	B	A	A	A
★ 57	EASE ON DOWN THE ROAD ROSS & JACKSON	A	A	B	B	B	B	B	B	B	B	B	B	A	A	A
★ 55	I LOST MY HEART ... SARAH BRIGHTMAN & HOT GOSSIP	A	A	A	A	B	A	B	A	B	A	B	A	A	A	B
★ 55	EAST RIVER BRECKER BROTHERS	A	A	B	C	A	B	B	A	C	B	B	B	A	A	A
★ 53	RED'S IN MY BED TOCC	A	A	B	B	B	B	B	B	B	B	B	B	A	A	B
★ 53	PROMISES ERIC CLAPTON	A	A	A	A	A	A	B	A	B	A	B	A	A	A	A
★ 53	LYDIA DEAN FRIEDMAN	A	C	B	B	B	B	B	C	A	B	A	B	A	A	B
★ 51	YOU NEVER DONE IT LIKE THAT CAPTAIN & TENNILE	A	B	B	B	B	B	B	B	A	A	B	A	A	A	B
★ 47	TEENAGE KICKS (EPI) UNDERTONES	A	A	A	A	A	A	B	A	B	A	B	A	A	A	B
★ 43	RESPECTABLE ROLLING STONES	A	A	A	A	A	A	B	A	B	A	B	A	A	A	B
★ 42	LOVE, I NEVER HAD IT SO GOOD QUINCY JONES	A	A	C	B	B	B	B	B	B	B	B	B	A	A	B
★ 40	ALL REVVED UP WITH NO PLACE TO GO MEAT LOAF	A	A	A	A	B	B	B	B	A	B	A	B	A	A	B
★ 40	LAY YOUR LOVE ON ME RACEY	A	A	A	A	B	B	B	B	B	B	B	B	A	A	B
★ 38	BACK IN THE U.S.A. LINDA RONSTADT	A	A	A	A	A	A	A	A	C	B	B	B	A	A	A
★ 36	TOO MUCH HEAVEN BEE GEES	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 36	GLORIA PLAYS KAI OLSSON	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 36	SHARING THE NIGHT TOGETHER DR HOOK	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 34	SHOOTING STAR DOLLAR	C	B	A	B	A	A	B	A	B	A	B	A	A	A	A
★ 33	CLOSE THE DOOR - ONLY YOU TEDDY PENDERGRASS	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 32	I JUST WANNA STOP GINO VANNELLI	A	C	A	A	A	A	B	B	B	C	B	B	A	A	A
★ 31	HAMMER HORROR KATE BUSH	C	C	B	A	A	A	B	B	B	B	B	B	A	A	A
★ 31	RIDE-O-ROCKET BROTHERS JOHNSON	C	C	A	B	C	A	A	A	A	A	A	A	A	A	A
★ 29	HELLO THIS IS JOANNIE PAUL EVANS	C	C	A	B	B	B	B	B	B	B	B	B	A	A	A
★ 28	WHY ANDY GIBB	C	B	B	B	B	B	B	B	B	B	B	B	A	A	A
★ 28	STRUMMIN' CHAS & DAVE WITH ROCKNEY	B	C	B	C	B	C	B	C	B	C	B	C	B	C	B
★ 28	ANYWAY YOU DO IT LIQUID GOLD	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 27	ALIVE AGAIN CHICAGO	C	C	B	B	B	B	B	B	A	A	A	A	A	A	B
★ 27	NEW YORK, NEW YORK GERARD KENNY	C	C	C	B	B	B	B	B	B	B	B	B	A	A	A
★ 27	DRIVER'S SEAT SNIF 'N' THE TEARS	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 26	HOT BLOODED FOREIGNER	C	C	A	A	A	A	A	B	A	B	A	B	A	A	A
★ 25	LAY DOWN YOUR WEARY TUNE AVIATOR	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 25	SLEEPING ON THE JOB FATS DOMINO	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 25	RAMA LAMA DING DONG ROCKY SHARPE & THE REPLAYS	C	C	A	B	A	B	A	B	A	B	A	B	A	B	A
★ 23	DON'T WALK AWAY... ELAINE PAIGE	C	C	C	A	A	A	A	A	A	A	A	A	A	A	A
★ 23	DON'T CRY OUT LOUD ELKIE BROOKS	C	C	A	B	C	B	A	B	A	A	A	A	A	A	A
★ 23	THEMES FROM THE WIZARD OF OZ MECO	C	C	A	A	B	B	B	B	B	B	B	B	A	A	A
★ 22	JUST TO BE CLOSE TO YOU COMMODORES	C	A	A	B	B	B	B	B	B	B	B	B	A	A	A
★ 22	DEVOTED TO YOU CARLY SIMON	C	B	C	B	C	B	C	B	C	B	C	B	C	B	C
★ 21	I'M EVERY WOMAN CHAKA KHAN	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 21	HOT CHILD IN THE CITY NICK GILDER	C	C	A	B	B	B	B	B	C	A	B	C	A	B	C
★ 21	SAIL AWAY KENNY ROGERS	C	C	A	B	B	B	B	B	C	A	B	C	A	B	C
★ 20	A WHITER SHADE OF PALE MUNICH MACHINE	C	C	A	B	A	A	A	A	A	A	A	A	A	A	A
★ 20	TIME PASSAGES AL STEWART	C	C	A	B	B	B	B	B	B	B	B	B	A	A	B
★ 19	YOU DON'T BRING ME FLOWERS BARBRA & NEIL	C	B	A	B	B	A	A	A	A	A	A	A	A	A	B
★ 19	BABY RACHEL SWEET	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 19	DRIF TWOOD MOODY BLUES	C	C	C	A	A	A	A	A	A	A	A	A	A	A	A
★ 18	BRAND NEW DAY LINDISFARNE	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 18	TODAY MOTORS	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 17	LOVE IS THE SWEETEST THING PETER SKELLERN	C	B	C	A	A	A	A	A	A	A	A	A	A	A	A
★ 17	BRANDY O' JAYS	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 17	PRANCE ON EDDIE HENDERSON	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A
★ 17	LAY LOVE ON YOU LUISA FERNANDEZ	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A

KEY	RADIO 1	RADIO 2	LUXEMBOURG	CAPITAL	CLYDE	PICCADILLY
TO	A Featured 40	B 5+ plays	A List	B List	Tarant 30	HR 30
AIRPLAY	C 1-4 plays	D 5+ plays	Featured Singles	Extras	Clubs	Clubs
RATINGS	1 Goes to Watch	2 Record of the Week	Bullseye	Clubs	Personalty Picks	Extras
			Powerplay/Intanop	People's Choice	Current Choice	



RECORD BUSINESS November 13 1978

BROWNE • THE WILD PLACES



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are
infor-

MALLAM	FORTH	BEACON	TEES	TRINI	VICTORY	PENNYNE	SWANSEA SOUND	ORWELL	RADIO 210	PLYMOUTH SOUND
Top 40	Top 40	A List	Playlist	Playlist	A List	Top 40	Playlist	Top 40	Top 50	Top 30
New Releases	High Flyers	B List		Instrumentals	B List	Climbers	Instrumentals	Newplays	Alternative Chart	5 + plays
	Flyers	C List							Soul Top 10	1-4 plays
Presenter Picks	Personality Picks				New Releases	Presenter Picks	Presenter Picks	Presenter Picks		
	Station Hit		People's Pick			Femine Pick				

RECORD BUSINESS November 13 1978

John Hayward measures the rise and fall of Beggars Banquet

THE TRUE spirit of the new wave still survives. It clings to life in a disheveled brick learn-to-at the rear of Beggars Banquet record shop just off the early Court Road, and it rattles every time a tube train goes past.

Well, that's the way it seems on first entering the portals of Beggars Banquet Records, the company that brought you the Lurkers and Ivor Biggun among other stars of the multi-billion pound record industry, as they say in the tv documentaries.

In many ways, Beggars Banquet has followed the path trodden by Virgin in the late '60s, starting with cut-price record stores and building on to it natural extensions like a promoting arm and latterly a record label.

An object lesson in private enterprise, the first BB store opened its doors in 1974 inspired by co-founder Martin Mills' experience as an assistant at the West London Record and Tape Exchange chain.

Having just completed a spell as a statistical researcher for the campaign to reform the abortion laws, 29-year-old Mills contacted old friend Nick Austin who was also at a loose end, and the Beggars Banquet chain was launched.

They had seen the ready money to be earned in the second hand record business and worked out a rigid stock control system that was guaranteed to prevent the stores ending up as bucket shops for unsaleable rubbish.

The results, although not spectacular, were good enough to prompt the partners into opening a couple more shops operating the same policy, and even now secondhand business accounts for around a third of turnover. In fact they admit they wouldn't be able to open new stores without the secondhand business.

They saw a natural extension in live promotion of acts that were selling well through the shops and proceeded to put on major concerts by The Crusaders, Graham Parker, The Stranglers and Dory Previn. Credibility began to come their way. . . and then punk happened.

"We were lucky, because by owning record shops we were in on the ground floor of the new wave," said fresh-faced partner man Nick Austin, also 29.

"Steve Webbon, now label manager, was managing our Ealing shop which is always the trendsetting store for some reason, and he spotted demand for punk singles back in the Autumn of '76. He began stocking discs from companies like Stiff and Chiswick, and as demand grew we promoted a concert featuring Graham Parker, the Stranglers and Tyla Gang.



BEGGARS BANQUETEERS: Martin Mills and Nick Austin

From second hand record sales to a hit-making label

"After promoting Dory Previn found ourselves going in completely the opposite direction," recalled Austin.

"Then Lurkers, like a lot of other bands, were using our Fulham rehearsal studio, probably because it was the cheapest in town, and when we saw them, we thought they had something and decided to manage them."

It wasn't exactly instant success for the Lurkers. They came in for universal damnation for their live work, and were turned down by almost every record company in the land.

The solution was to follow the punk pioneers into independent label ownership status and release the band's first single 'Shadows'. It sold 10,000 in the first fortnight through the wholesale network and ended up shifting 15,000 units with no national exposure and no chart action either.

"The single put us on the map, but there were still no takers for the band. Then in September last year we had the idea of putting together a compilation featuring tracks from all the indie like ourselves which had no major distribution.

"That turned out to be the *Streets* album which sold 15,000 over Christmas, received quite good reviews and really formed the foundation of the label."

There followed a pressing and distribution deal with Island Records - a similar arrangement to the one finally concluded by Stiff some months before - and the Banquetters took on three new acts in quick succession, signing Tubeway Army, The Doll and Johnny G.

"We have to be very careful about signing acts," commented Mills. "We were lucky to find three which we

thought had hit potential very quickly, but since then we have only taken on John Spencer and Ivor Biggun."

The Beggars Banquet theory still follows the original strategy of putting out singles to arouse interest, following up with an album when an act is firmly enough established to generate sales.

Thus Tubeway Army and Ivor Biggun have LPs scheduled before Christmas, along with John Spencer and Johnny G after the new year.

"Success has begun to come our way in the last six months. Our first hit single 'Ain't Got a Clue' by the Lurkers came in May, then they had a big selling album and another single. In fact three out of our last six singles have been hits.

'We play artists tapes in-store and if everyone walks out, it's obvious the music doesn't stand a chance'

"And we have managed to do all that without any regional promotion of any kind, just freelance pluggers and a total of three staff and a couple of girls," he went on.

The partners still run their retail outlets, spending Saturdays behind the counter to check out public taste. The shop are also a handy open door for aspiring recording groups.

"Every half hour someone walks into the shop with a tape," said Nick Austin. "We play the tape in-store, and if every-

one walks out, it's obvious the music doesn't stand a chance. When that happens there's nothing more to say. It makes a& decisions very easy.

"One Saturday we received Ivor Biggun's tape and played in the shop. We knew we were on to a winner when people stopped in the street and started giggling, and then came in and asked to buy it," he recalled.

New Biggun is to benefit from Beggars Banquet's first major marketing barrage to be known as 'The Misprint Campaign' and built around his LP *The Winners Album* to retail at £2.99. Austin claims to have learned a lot from the other independents mistakes and doesn't intend making the same errors.

"Whereas the others are struggling to stay where they are, we are expanding. Their main mistake was over commitment and doing one-off deals which eat away at their credibility somehow. We always take good legal advice and put our artists on tight, long-term contracts so the acts don't filter away after they have a hit or two.

"We don't give advances either, although we support the acts by giving them a salary."

Now the company is getting the feel of the record business, as Austin frankly states: "There's no future in operating as we are without support from a major manufacturer.

"So we are looking for a licence arrangement as a way to get our artists out to the public at large. We have already done the hard part ourselves by proving we can chart material and sell 150,000 copies of a single, if its good enough.

"With the help of a licence deal I am sure we can turn the Lurkers 30,000 album sales into 100,000 by getting our product into every shop and utilising their promotional back-up and regional expertise.

"If you go for a licence deal, you don't want total control taken out of your hands however, but we are currently conducting negotiations with a number of majors, and in these we are aided by having our record stores and knowing the faults of all the companies.

"We are also very dealer-conscious, obvious reasons, so we don't fall into the trap of making promises we can't keep and we go for a much lower-level sales pitch than others. Everyone we employ has been a record dealer at some stage, and our feet are firmly on the ground. The dealers are the lifeblood of the industry."

As a label, Beggars Banquet boldly states it is interested in having hits. It is approaching the ranks of the successful independents after building up a reputation in the punk world through the Lurkers, but it is looking for anything that sells.

Some of the forthcoming product from acts like John Spencer and Johnny G, not to mention Biggun, is far removed from the new wave, and Austin and Mills are adamant and confident that if a licence deal fails to materialise before Christmas, they will go ahead and do the job themselves.

● As reported on Page 2 WEA stepped in with a licence deal in the nick of time.

ALBUM REVIEWS

Top 10

CARPENTERS: The Singles 1974-1978 (A&M ALMT 19748) Prod: Richard & Karen Carpenter/Jack Auherty

The second Greatest Hits package is being afforded A&M's most extensive TV campaign yet, which must be regarded as a calculated risk considering the duo's recent poor showing. Of the dozen cuts, only five have made the Top 30. Nevertheless, with 'I Won't Last a Day Without You', 'I Need to Be In Love' and 'Solitaire' included, this should be a big Christmas seller. The gold sleeve is eye-catching too.

NEIL DIAMOND: 20 Golden Greats (MCA EMTV 14)

This TV-advertised compilation spans early Diamond ('Cherry Cherry', 'Ken-

tucky Woman') and comes up to date with his more leisurely and famous ballads. Every one a winner, this is going to be huge.

COMMODORES: The Commodores Greatest Hits (STML 12100) Prod: James Carmichael and the Commodores

These twelve tracks (two more than the American version) neatly encompass the growth of this band to world-wide soul/funk dominance. From 'Machine Gun' (1970) to this year's 'Three Times A Lady' and 'Just To Be Close To You', the Commodores display the valuable knack of soul progression. With a batch of new fans and a heavy media campaign this should sell heavily.

Top 60

THE JAM: All Mod Cons (Polydor GOLD 5008) Prod: Vic Coppersmith At first dismissed as a gimmick to differentiate the band from its New Wave contemporaries, the Jam's nostalgia trip has now been sustained through three albums. And the good news? It still works. Included on this collection are three excellent tracks, already available in 45 format — David Watts' 'A-Bomb In Wardour Street' and 'Down In The Tube Station At Midnight'. The Jam still weave interesting patterns and Bruce Foxton's bass playing is getting better by the minute. Paul Weller's voice can be a little tiresome at times — although certainly not on 'Mr Clean' which is a powerful and venomous song.

THE CLASH: Give 'Em Enough Rope (CBS 82431) Prod: Sandy earman

The Clash's liaison with Blue Oyster Cult's producer in New York has delivered an album that adds some bass and solidity to the punk band's music out of do so at the expense of The Clash's usual aggressive cutting edge. A halfway-house effort with the band not yet having found a valid way to progress, even though some of the songs still have plenty of archetypal Clash feel.

BILLY JOEL: 52nd Street (CBS 3181) Prod: Phil Ramone

The follow up to an artist's most successful work nearly always proves to be a problem and this is no exception. Not the singer at his best, but with a couple of hit singles from it and Joel now an established name this should meet with Top 30 success.

JULIE COVINGTON (Virgin V2107) Prod: Joe Boyd/John Wood

One of the most vivid memory of Julie Covington is the minds of Britain's record buyers is of the gamine singer the *Rock Follies* TV series then this album will find an audience without trouble. On her first LP since finding love, she is presented in an uncon-

FATHER ABRAHAM AND THE SMURFS: Father Abraham In Smurf-land (Decca SMURF 1) Prod: Pierre Karter/Marcel Stellan

The time of year is spot-on for this album. The two hit singles plus a balance of surprisingly varied material. Each cut is simple, tuneful and catchy — your reviewer applied the acid test and gave it to his kids for the weekend; the five-year-old was eagerly joining in with every track by Sunday morning. The bright, cartoon packaging also has immediate child-appeal.

ROGER WHITTAKER: Sings The Hits (Columbia SCX 6801) Prod: Eric Robertson/John Mackwith

Whittaker's response to the requests he has received for an album of songs most famous by others. An overtly commercial offering with material painstakingly selected to fit Whittaker's relaxed style of singing, and an amiable combination of artist and repertoire. He is obviously at home with songs like 'Imagine', 'Your Song', 'Feelings' and 'Send In The Clowns' and his strong MOR following will respond, particularly since this is included in EMI's tv-advertised 50p-discount offer.

STEELY DAN: Greatest Hits (ABCD 6) Prod: Gary Katz

Double album that covers the highlights of Steely Dan's output over the last six years, gleaned from the albums *Can't Buy A Thrill*, *Countdown To Ecstasy*, *Pretzel Logic*, *Katy Lied*, *The Royal Scam* and *Aja*. The 18 tracks include such favourites as 'The Fez', 'My Old School' and 'Show Biz Kids', with only one previously unreleased track 'Here At The Western World'. Christmas sales are bound to be steady.

Best of the rest

promising contemporary rock format and her voice has the necessary power and edge to succeed convincingly. But those who responded to the sophistication and passion of 'Don't Cry For Me Argentina' may feel that her unique talents have not been adequately presented ('The Kick Inside' an honourable exception).

CLASSICAL

Edited by Frank Granville Barker

Wyn Morris keeps the symphonic hits flowing

SYMPHONICA MUSIC can fairly claim to be the sensational success story of the past year, a company which has won world-wide acclaim — adulation even — with 10 records released since it began to operate in August 1977. The master-mind behind the whole venture is Isabella Wallich, who is recording producer as well as managing director of the company, and who started out with the advantage of being the niece of Fred Gaisberg, the industry's most famous pioneer.

From her flat in Marylebone she now controls a unique musical empire covering concerts as well as recordings. Her company runs its own distribution in this country with its own representatives, telephone sales and promotion departments. It also distributes Callios, a French record label on this side of the Channel, and has just signed a deal to distribute Oxford University Press recordings in the UK. Its own product is handled in the US by Peters International, in Japan by Victor Musical Industries, in France and Australia by WEA.

This is one side of the story, which can be accounted for by sound business acumen. The other side is far more fascinating, because it shows that Mrs Wallich has genuine inspiration as well. She went to a concert some years ago conducted by Wyn Morris, and decided well before that the end that he was a world-class maestro whom nobody had yet recognised.

Whispers crossed the Atlantic, so that Morris was invited to work with the Cleveland Orchestra. He broke his journey to compete at Tanglewood for the Koussevitzky Memorial Prize, which he surprised everybody, except perhaps himself, by winning hands down.



MORRIS: Isabella Wallich created a new symphony orchestra for him

On his return to London Morris certainly found plenty of work. He succeeded Sir Malcolm Sargent, for instance, as conductor of the Royal Choral Society and the Huddersfield Choral. But showhow he never netted the really big fish — until, that is, Isabella Wallich came along.

The Mahler Symphonies Nos 2 (SYMR 7/8), 5 (SYMR 3/4), 8 (SYMR 1/2) and 9 (SYMR 14/15) have prompted the highbrow critics, who are not exactly renowned for using superlatives, to produce comments like "one of the greatest performances ever placed on disc" and "something very special". Of the recording of Beethoven's Symphony No 3 by Morris (SYM 5) the *Gramophone* noted that "magnificence is never in doubt."

As well as Mahler and Beethoven symphonies, Morris is conducting the complete cycle of Beethoven piano concertos with Charles Ross as soloist. Symphonica is concentrating on Mahler and Beethoven, but the company has also recorded Wagner's little-known oratorio *Das Liebesmahl der Apostel* (SYM 11). No doubt this was a special tribute to one of its directors, Friedelind Wagner, the grand-daughter of Wagner and great-granddaughter of Liszt.

CLASSICAL TOP 10

- 1 STRAUSS: SALOME. SOLOISTS, VIENNA PHILHARMONIC/KARAJAN (HMV) SLS 5139
- 2 GLAZUNOV: THE SEASONS; WALTZES 1 & 2. PHILHARMONIA/SVETLANOV (HMV) ASD 3601
- 3 THE MAGIC FLUTE OF JAMES GALWAY (RCA) BRL1 5131
- 4 SULLIVAN: PINEAPPLE POLL SUITE/VERDI: THE LADY AND THE POOL SUITE. LONDON PHILHARMONIC/MACKERRAS (CLASSICS FOR PLEASURE) CFP 40293
- 5 BRUCKNER: SYMPHONY NO 5, BERLIN PHILHARMONIC/KARAJAN (DEUTSCHE GRAMMOPHON) 2707 101
- 6 RACHMANINOV: LITURGY OF ST JOHN CHRYSOSTOM. CHORUS OF THE BULGARIAN RADIO, SOFIA/MILKOV (HMV) SLS 5130
- 7 SIBELIUS: SYMPHONIES NOS 3 & 6. GENNA
- 8 WEBERN: COMPLETE MUSIC OP. 1 - 31. SOLOISTS, LONDON SYMPHONY/BOULEX (CBS) 79402
- 9 CHERUBINI: MEDEA. SOLOISTS, CHORUS, BUDAPEST SYMPHONY/GARDELLI (HUNGARATON) SLXP 11904-6
- 10 THOMAS: MIGNON. SOLOISTS, AMBROSIAN OPERA CHORUS, PHILHARMONIA/ALMEIDA (CBS) 79401

(Courtesy of J G Windows Ltd, Newcastle-upon-Tyne)



IT'S TOO easy to minimise the importance and impact of the small world of children's records. The turnover is reckoned to be two per cent at the very most of total product. Is this another curious British disease? The Americans certainly manage better, the Continentals go well into double figures.

A vicious circle patently exists: apathy, ignorance, lack of imagination, haphazard marketing, and a clientele

Kids stuff: a vicious circle of apathy, lack of imagination, and haphazard marketing

not necessarily able to press for change. For an industry geared to quick-selling at 30 product, or alternately clear-cut minority interests, there seems little room at present for the needs and tastes of the under 10s.

However, as we will see, the picture is not all bleak.

"Children's" material here covers both the time-honoured nursery rhymes and songs, and the spoken-word areas of traditional, classic and modern stories which may themselves have additional music. Some of these, e.g. Tolkien, have a distinct "children of all ages"

attraction. The market has also strong links with certain pieces of classical music such as Peter and the Wolf. Finally come the shades of grey: Wombles, Muppets, Snoopy and Smurfs, the latter providing Decca with 1978's biggest best-seller in the juvenile market.

"Far more children are now buying pop," admitted Music for Pleasure's md, Richard Baldwin. Significantly, he added: "But a few years ago the market for the 8-11 year olds was more blurred. If the right product had been around, it would have been a far better market for children's records." The business, then, may have cut off its own nose to spite its children's faces.

But if (older) kids buy pop, who buys children's records? According to Baldwin: "Without doubt, in the case of young children, it's the parents and relatives. But in this case being a budget label is to our advantage, because firstly we sell through chain stores and supermarkets to a very general public, and



secondly people aren't going to pay up to £5 for a record for their kids."

Though a singalong album from a chainstore rack is a long way from an impeccably narrated modern fantasy from a specialist dealer, one element that almost all children's product has in common is a relatively low price. Warner/Damont start the scale at just £1.00. Pickwick sell at £1.35, MIP for £1.45, and so up to EMI Import's new Disney 'Storyteller' series at £3.49 - still rather below the price of an average LP. Cassettes, of which more, are a particularly popular alternative.

The EP commands a certain hold here, especially for product aimed at very small children. The "Mr Pickwick" 7 ins Kiddie Records series go for 49p

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Selected children's titles

25 selected children's titles on LP and cassette

Catalogue numbers in round brackets are LP record; in square brackets are cassette.

Bang On A Drum BBC Records (REC 242) [MRMC 004]
Arthur Lowe Reads The Mr. Men BBC Records (REC 337) [ZCM 337]
Bedtime Stories read by Johnny Morris BBC Records (REC 264) [ZCM 264]

The Wombles Christmas Party Pickwick (SHM 977) [HSG 346]
Wally Whyton's Party Playtime Pickwick (PLE 7019) [PLC 7019]
Mickey Mouse 'This is My Life' EMI Imports 'Storyteller Albums' (3805)
Winnie the Pooh and Tigger Too EMI Imports (3813)
Pete's Dragon Capitol (EST 11407)
Rumpelstiltskin/Hansel & Gretel Warner/Damont 'Children's Theatre' (CT3)

Alice in Wonderland/Heidi Warner/Damont (CT4)
Songs from Alice Decca (MOR 515) [KMORC 515] with book
Augustus Ant/Toadstool EMI 'Wayside Tales' (EME 6504)
Grubley/Toads Army EMI (EME 6505)
Christmas with the Chipmunks: David Seville & the Chipmunks (United Artists UAS 30213)

My Own Nursery Rhyme Record sung by Cynthia Glover & John Lawrenson Music for Pleasure (MIP 1192) [TC MIP 1192]
Tales of Beatrix Potter read by Wendy Craig Music for Pleasure (MIP 5241) [TC MIP 5214]

When We Were Very Young/Now We Are Six read by Sir John and Hayley Mills Listen for Pleasure [TC LP 7038]
Little Grey Rabbit read by Beryl Reid Listen for Pleasure [TC LP 7031]
The Famous Five 'Five on a Treasure Island' Phonogram (EBL 001) [EBLP 001]

Noddy 'Noddy Goes to Toyland' Phonogram (EBL 003) [EBLP 003]
Peter and the Wolf/Carnival of the Animals Angela Rippon/RPO Enigma (K53553) [K453553]

25 Happy Nursery Rhymes (Damont DMT 2003) [DMTK 2003]
Waterproof Down read by Roy Dotrice Argo (ZSW 574-7) [K30K 44]
Black Beauty read by Angela Rippon Argo (ZSW 611-2) [K106K 22]
The Hobbit read by Nicol Williamson Argo (ZPL 1196-9) [K4D 27]
Peter Pan read by the Dotrice family Argo (ZSW 581) [K90K 33]

SELECTED EPs

Choosing Beauty EMI Imports (301)
Brer Rabbit and the Tar Baby EMI Imports (363)
Pete's Dragon EMI Imports (369)
Three Blind Mice Pickwick 'Mr Pickwick' (MP 9001)
The Story of Mowgli Pickwick (MP 9013)
Top of the Tots, Vol 9 Pickwick (MP 9046)
Mr Nosey & Mr Noisy BBC (RESL 39)
Jack & The Beanstalk (EMI CEP1)
Tom Thumb (CEP2)
Dick Whittington (CEP3)
Rumpelstiltskin (CEP4)
Goldlocks & The Three Bears (CEP5)
Beauty & The Beast (CEP6)

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 Owin Arwel Hughes
 Record K53553 Cassette K45353C

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DEALER GUIDE CHILDREN'S RECORDS

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often nevertheless containing up to eight stories and rhymes.

"EPs aren't necessarily better value," reckoned Martin Clarke of EMI Imports, whose 25 Disney 'Little LPs' with 24-page booklet sell for £1.49. "But at that price anyone can afford to buy them, including the kids themselves."

Where ordered and enthusiastic ad campaigns are run, they typically aim at mothers. "We intend advertising in family magazines," said Clarke of the Disney series. "Also quality children's magazines, not comics as such . . . the idea being to get the kids to create a stink! We will also be using local radio stations as well as in-store merchandising."

For the series, EMI Imports are offering dealers Mickey Mouse cut-outs, flags, window streamers and other linked attention grabbers. "So far dealers seem very interested," said Clarke. "I think the flamboyance of the campaign is a contributory factor, on top of which the records are good records and at a fair price."

Other companies have resorted to dumper units, leaflets and other relatively standard ploys. It was an unvoiced but often clearly felt opinion that reps did not attempt to push children's product except as, for example, an element in a general Christmas campaign. In parallel with this, dealers were fre-



THE VOICES: (from left) Hayley Mills, Nicol Williamson, and Angela Rippon

quently less than wholehearted. "The sales force will jog the retailers and they'll take the product - but never on a firm basis," recounted Roy Wilkins, tape manager at Phonogram with 12 EMI Blyton titles to promote.

There is of course an upsurge in sales of children's product at Christmas, and a number of seasonal titles emerge. However even these normally remain in catalogue all year round and there is generally no policy of seasonal reissue/deletion of any children's titles.

In contrast to the swift-moving world of rock, and even of classical product, this is one area that relies on standards which sell fairly consistently over a period of years. There is the case of MIP's *My Own Nursery Rhyme Record* (MIP 1192). "This was made about nine

years ago," explained Baldwin, "and we'd been frankly worried by the rather old-fashioned bouncy BBC style of presentation, and were tempted to re-record it. But it continues to sell so well that we haven't."

In some cases this longevity can be a handicap. Harley Usill, of Argo, with an extensive catalogue of high-quality spoken word recordings, put his position bluntly: "Catalogue selling is foreign to the record industry."

A great many albums are hosted by personalities from stage, TV and elsewhere.

Given that children may be innocent (of star systems), is this necessary? Argo (via Decca) provides one example with *Black Beauty* read by Angela Rippon (ZSW 611-2), while the BBC TV news-

reader was also utilised most successfully by Enigma as the narrator on the *Peter And The Wolf* album recorded by the Royal Philharmonic Orchestra (K53553). It has become the company's best-selling album, with 15,000 copies purchased over a 12-month period.

"Personalities are a definite advantage over unknown readers in gaining publicity," claimed Colin Borland of Decca's marketing side. "For example, when Angela Rippon was in Edinburgh for other business, we arranged for her to make an appearance in the record department of one of the major stores there."

"Buyers go for a name," confirmed Harley Usill, "even if it means spending

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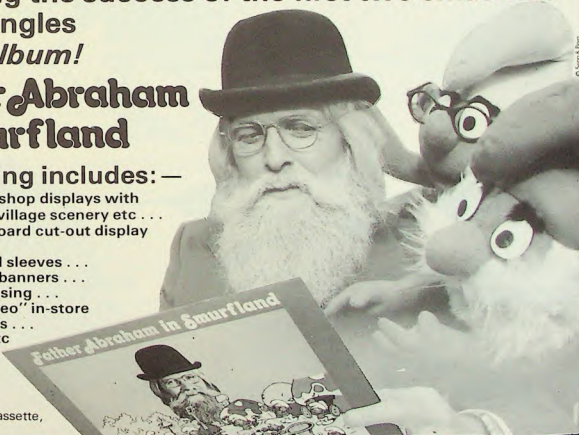
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