

RECORD BUSINESS

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September 10, 1979 VOLUME TWO/Number 26

45p

Trade problems grow as TV strike goes on

DEALERS WHO bought in large stocks of Manfred Mann's EMTV 19 album on the promise of a £300,000 campaign on tv and radio won't have to pay for them until the television advertising is aired - probably not until after Christmas.

EMI has now given up all hope of ITV returning to work before the end of its proposed campaign, and has pulled out the final weeks of its national back-up radio campaign. Also hit are the test campaigns for *All Aboard* and *Learning Tree*.

EMI has however taken heavy rock consumer advertising this week for the *Semi Detached Suburban* Mann collection, and this, together with a radio and store p.a. tour by former Manfred Manners Paul Jones and Tom McGuinness has helped the album into the 55 spot on this week's *RB* album chart.

As the strike drags on, more companies are being hit. K-Tel is using alternative promotion methods includ-

ing a scheme called 'Sounds In Motion' in Manchester, Liverpool and Glasgow where albums are showcased on local buses. Record Sales is promoting product and K-Tel has a trade competition with dealers found playing one of the current releases and with an advertising banner on display being awarded £100.

Ronco's Barry Collier had no campaign set for September, but fears a ruthless race for available screentime when the companies return to broadcasting. "There are no other advertising sources for us," he said. "I can't begin to tell you the repercussions that could result from this strike."

F.W. Woolworth record buyer Bob Egerton told *RB*: "A substantial proportion of our LP business is on tv merchandised product and we are currently noticing a sales recession which is partly attributable to the tv dispute. The strike will push the Christmas run-up very much later into the year."



A&M TOOK the opportunity to introduce its new managing director to its Killarney sales conference over the weekend. He is former deputy managing director Glen Simmons (above) who takes over from Derek Green, A&M's recently appointed artist development senior vice-president. Simmons has been with A&M for nearly two years and was previously with MFP. The conference also heard of new albums by Police, Joe Jackson, Elkie Brooks and a mid-price £3.18 LP carrying live and studio tracks from up-coming acts entitled *Propaganda*. All the details will be in next week's *Record Business*.

LRD's Cobra house label makes debut

EMI'S LICENSED Repertoire Division will introduce its new Cobra house label with three singles and two albums - released between September 21 - October 26.

Biggest reaction when product was previewed at the Coventry sales conference was for a dramatic video clip 'Motions' by The Craze, released on October 26. The band has enjoyed the personal interest for some years of Pete Townshend.

The September 21 release will be 'It's Only Love' by Little Bo Bitch (COB 1) a young London-based rock act with a strong following. The single will be backed by comprehensive trade and consumer press campaign, supported by fly-posting. A video film is available. An album *Little Bo Bitch* (TCBR1002) will follow on October 26, again heavily supported by advertising and an extension of the fly-posting campaign to coincide with live dates.

Out on October 12 will be an album *Premiere* (TC,CBR1001) and single 'Blind Man' (COB2) by Screen Idols, a heavy metal outfit led by Woody Woodmansey, formerly drummer with David Bowie's Spiders From Mars, and Tony Smith ex-Lone Star. Trade and consumer advertising will support the two releases as well as a full-colour poster for the LP. EMI is negotiating for Screen Idols to tour as support to a major act around release date.

Among other acts signed to the label is Tony Etorio who scored a couple of years back with 'I Can Prove It' for GTO.

EMI LRD m.d. Alan Kaupé told *Record Business*: "Cobra will have a wide ranging musical policy. We expect to be making regular releases at least until Christmas."

Page One of Guardian for MFP ads

MUSIC FOR Pleasure will be backing the 34 titles due for release pre-Christmas with over £100,000 worth of national press advertising, including four front-page spots in the *Guardian*.

These will appear weekly between November 2 and December 3 and will be used to promote two spoken word cassettes in the Listen For Pleasure range - *Macbeth* by Sir Alec Guinness and the Old Vic (7053) and a personal selection of his eight favourite *Letters From*

America by Alistair Cooke (7055).

The recording by the *Guardian* correspondent includes his reminiscences of meetings with Hollywood stars, among them Bing Crosby and Groucho Marx, and MFP has high hopes for its sales potential.

In-store activity will embrace the usual pop-o-s ads covering the full repertoire range, supplemented by 500,000 copies of an eight page catalogue listing best-selling titles.

(Conference details P.10)

WEA sets Mac and Eagles LPs

WEA WILL reach its budgeted target of £30 million worth of sales for 1979 with the help of new albums from Fleetwood Mac and The Eagles due out within a month.

That was the optimistic message to delegates at the WEA sales conference held over the weekend at Cheltenham from managing director John Fruin.

"The general market will be much less soft during the Autumn quarter, due almost entirely to the musical

Turn to page 4



WISHBONE ASH

THE NEW SINGLE
'COME ON'
MCA 518

Playlisted on: Clyde, Pennine, BRMB, Beacon.
Receiving airplay on: Forth, Metro, Pennine, Swansea, Victory, Orwell.

MCA RECORDS

© 1979 MCA Records Limited. WEA is a trademark of MCA Records Limited. Distributed by CBS, 9000 2372

Blue vinyl for Motorhead

BRONZE WILL be pulling out all the stops to secure maximum sales reaction to an October LP by Motorhead, the heavy-metal act which is developing an increasingly strong nationwide following.

The first 25,000 copies of *Bomber* (BRON 523) will be pressed in blue vinyl and Bronze is confident that a surrealistic illustration of the band in an aircraft will attract plenty of in-store attention. To support the release, Bronze will be distributing t-shirts, metal badges, and a variety of posters including one which is vacuum formed for in-store use. There will be a competition in *Sounds* newspaper to win Motorhead leather jackets and full-page and teaser advertisements will appear in trade and consumer press. The band will be on tour from November 10 - December 5.

Sally Oldfield's follow-up album to *Witcharener* will be *Easy*, out on October 12.

£250,000 10cc TV

DESPITE THE current television strike Phonogram has announced an ambitious, tv-centred £250,000 marketing campaign for the new 10cc compilation *10cc's Greatest Hits 1972-78* (Mercury 9102 504).

Set for release on September 21, the album is scheduled to be advertised on Granada and Westward from September 24 to October 12, London and Southern October 15 to November 2 and on Scottish, Grampian, Trident and ATV October 29 to November 16.

The 12-track album, which includes five cuts licensed from UK, retails at £4.99 and will also be backed by consumer press advertising and billboard sites in Manchester and London. Point of sale material includes four-colour posters and mirror-board window props.

Enigma 'Supercuts' are boosting business

THE INTRODUCTION of the new Supercut series by Enigma has brought about an immediate lift in business reported managing director John Boyden at the company's first sales promotion meeting in its three year history.

Before an audience of almost 100 people at the Festival Hall's Waterloo Room, with representatives from the Arts Council, BBC, agents, artists, equipment manufacturers in attendance, Boyden said that his decision to have all Enigma records pressed in Germany was the result of problems of securing reliable quality in Britain. He felt that the Supercut albums, retailing at £5, offered "the ultimate in recording quality" to consumers who were not concerned with the industry's problems, but recognised

that albums were expensive and expected comparable quality.

As a result of the repertoire presentation, Enigma will be launched in South Africa and Australia. Derek Hannan and Paul Taylor, managing directors of WEA companies in those two countries, were on hand to hear existing and forthcoming repertoire and are planning to make the label available before Christmas.

New releases for September are *Elgar's Second Symphony* by James Loughran and the Halle Orchestra (K53594), Julian Lloyd Webber's interpretation of *Rachmaninov* and *Debussy Sonatas* (K53586), and *Beethoven Quartet Op. 18* by the Lindsay Quartet (K53587).

With an eye to the future potential of the Chinese market, Enigma has signed Ling Tung, reckoned to be the pre-eminent Chinese conductor, and he is following his recording last year of *Rachmaninov's Second Symphony* with the *Berlioz Symphonie Fantastique* with the Philharmonia Orchestra (K53593) in October.

£3.99 Racey

RACEY'S NEW *Smash And Grab* album on Rak will be offered at a special £3.99 list until November 1.

The experiment will mean a dealer price of £2.21 (LP) and £2.79 (tape). The album contains the act's three hit singles. 'Lay Your Love On Me', 'Some Girls' and 'Boy Oh Boy'. TV promotion is under consideration.

EMI will be providing a counter display unit to hold 20 albums and dealers will sell 20 LPs or tapes will also qualify for a bonus of two free copies of the group's next single.

Other Rak releases in October will feature *Talking To The World* by Kandidate, including the singles 'I Don't Wanna Lose You' and 'Girls Girls Girls' and *Smokie's The Other Side Of The Road*. The label will also be promoting a new act East Side Band, the eighth direct signing in Rak's history. Because the band is reckoned to be a departure musically from Rak's usual type of material, special media kits are being prepared for radio, tv and press use.

Emisions changes

THE POPULAR Repertoire division of EMI Music Publishing has been restructured to take in the Screen Gems catalogue in a move designed to utilise staff to greater effect and there has been a personnel reshuffle.

Brian Hopkins, formerly Screen Gems general manager, becomes director and general manager of EMI MP reporting to Roy Tempest. Reporting to Hopkins will be Brian Freshwater who will assume responsibility for acquisition and exploitation of all UK pop material. His team will include David Ambrose and John Sharp.

International repertoire selection and exploitation will be handled by Des McCamley assisted by Martin Pursey, Alan Jacobs and Simon Cowell. Fred Marks remains international manager with Ellis Rich as deputy.

Merchandising

LIBERTY-UNITED Records has lined-up major marketing campaigns for September albums from Whitesnake, Buzzcocks, and Punishment Of Luxury.

Whitesnake's first LP for Liberty-United, titled *Loving Hunter* is released on September 21 backed by nationwide window displays, advertising throughout the consumer press and flyposting. The band begins a 19 date tour in October.

With window display and press advertising support, the Buzzcocks' third LP *Different Kind Of Tension* is out on September 14. A single 'You Say You Don't Love Me' (BP 316) is released on September 28. A tour is also scheduled.

The Punishment Of Luxury debut LP *Laughing Academy* is released on September 7 backed by window displays, fly-posting and press advertising with a UK tour being arranged.

CUBE RECORDS has signed The Pirates and releases a new single 'Golden Oldies' (BUG 84) on September 21 and an album entitled *Happy Birthday Rock 'n' Roll* (HIFLY 33) on October 12. The band is undertaking a 24 date tour from September 27 where 25,000 free programmes are being distributed - each containing a flimsy disc of sample tracks from the album.

AN EXTENSIVE campaign is being launched by Rockburgh Records for the new Ian Matthews album *Siamese Friends*, released on September 14. It will take in advertising in the national and music consumer press, window displays throughout the UK and fly-posting in London. A single from the LP titled 'You Don't See Me' (ROCS 214) was put out last week.

STIFF HAS picked up distribution of 'Couldn't Believe A Word' by the 45s, previously on Glossop Records which sold out of its initial pressing recently. From September 5 the single is available via EMI, backed by a trade and consumer advertising campaign. Its new catalogue number is BUY 52.

Hot Wax

ROSE ROYCE 1 Wonder Where You Are Tonight Warners #17483	STEVE KIPNER Love Is It's Own Reward Elektra K12378	RY COODER Little Sister Warners #17460	DOOBIE BROTHERS Open Your Eyes Warners #17461
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MULLINGS

NOTWITHSTANDING THE speed of light of last week's BPI AGM, with scarcely enough time for more than a perfunctory tribute to retiring director **Geoffrey Bridge** (hopefully to be given a more appropriate send-off later on), and an agenda which didn't allow for Any Other Business discussion, independents unlikely to remain silent indefinitely . . . still a scrumptious two-course cold buffet with drinks which cost members a mere £17.50 a head in the romantic setting of the Mayfair Beachcomber Restaurant was heartily enjoyed by hard-up industry top brass . . . some sceptical observers regard the delay in finalising the EMI-Paramount deal as being caused by some hard bargaining over the price, with the Americans looking for something closer to £30-£40 million for their half-share in the record company – but Manchester Square hierarchy anticipating that the marriage will be consummated . . . but why was Paramount's offer preferred to a slightly earlier approach understood to have been made by **Polygram**?

MISSED FROM last week's long list of former RCA marketing men – **Lionel Burdge** and **Jack Boyce**, but **Brian Hall** anxious to stress that he is the one survivor still working for RCA, as International Manager, a job he has held for the past four years . . . incidentally we hear that one of those recently let go, immediately let go in the nearby Sportswriters Club, became tired and emotional, kicked over a table or two – and was banned for life . . . and we also hear that one radio promo man not a million miles from Stratford Place was actually offered a job at RCA – which makes a change . . . CBS chairman **Maurice Oberstein** accompanying international chief **Dick Asher** on a tour of Brazil and Argentina – travelling by Concorde and the company executive jet . . . **Billy Ocean** single re-launch caused **GTO** stalwarts **Jan Leary**, **Michael Paton** and **Mike Smith** to terminate their *vacances a trois* in Majorca early to lend a hand in the promotion hustle . . . in case anybody wondered what ever happened to **Steve Winwood**, he has just co-produced with **Mark Miller Munday** the **Marianne Faithfull** album for Island . . . not *Vouses Vous*, but an *Abba Greatest Hits Vol. 2* likely to command a CBS tv campaign when group tours here . . . **Nikki Levene** and **Marilyn Ford** celebrating first anniversary of their indie promo company Tequila with **Flying Lizards** biggie 'Money'

SURPRISE MOMENT in **Boney M's** lavish two-hour spectacular at Wembley Pool was an electrifying version of Jimi Hendrix classic 'Hey Joe' by **Marcia Barrett**, who also looked stunning (along with Maisie and Liz) in those discreetly seethru outfits – it would be interesting to see what the lissom threesome could do vocally given more chance to escape from superficial Europop . . . **Bronze g.m.** **Robert Lemon** rapidly advancing up the industry's gag-telling league – he cracked a couple of goidies during his presentation at EMI's sales conference, including one reference to looking for a bassplayer named *Stull* to join a new act, **Jim Novak** and **Harry Good** (think about it) . . . although presentations at Coventry didn't feature splitscreen and homemovies extravaganza of previous years, American-made track suits given to delegates showed that times ain't that hard . . . and coinciding with the Coventry happenings was the good news that simultaneously with **Cliff Richard's** UK number one, **The Knack** had topped the US charts with 'My Sharona' on Capitol . . . also making an impact in the US charts, under-appreciated outfit **Suiff 'n' Tears** whose 'Drivers Seat' single now a Top 20 entry for Atlantic . . . and would you believe **Barron Knights** at number 80 over there with 'The Topical Song' and the **Kinks** at 23 with *Low Budget* album, just about to be released here by **Arista** . . .

ON OFFICIAL press release announcing signing of **The Donkeys** single 'What I Want' to Deram label, **Rhesus Records** states: "For obvious reasons we didn't want the Donkeys painted with the Decca brush" – talks continue around the parish with the opposition for a label deal . . . **MCA** marketing chief **Stuart Watson** wishes to point out that *Silton* cheese formed the final part of the three-course meal for the **LRD** sales force – and was delivered at the last sales meeting before the departure to **CBS**.

RECORD BUSINESS

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Subscriptions c/o RBP Ltd., Oakfield House, Perymount Road, Haywards Heath, Sussex RH16 3DH.

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. Registered at the Post Office as a newspaper.

GLORIA



STILL A BEST SELLER AFTER A
RECORD BREAKING 52 WEEKS
IN THE IRISH TOP 20

GLORIA'S GREAT NEW
FOLLOW-UP SINGLE

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LOBBY WASHED DOWN"

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RELEASE RECORDS

Poor support for Interpop

DISILLUSIONED ORGANISERS of the Interpop '79 were estimating that the five-day music industry trade fair and conference held at London's Connaught Rooms will have made a loss of £15,000. Added to last year's losses, the total deficit over the two events is expected to be in the region of £60,000.

Although it was claimed that 127 companies had registered and that 32 stands had been booked, the event failed to attract any real support outside the seminars and a talent showcase, at which 11 acts performed live. Of the major record companies only RCA had stand space in the exhibition hall - but had no representative in attendance and removed decorations the day before the event closed. There was never much evidence of activity in the exhibition area, with many stands unmanned after the opening day. Most exhibitors expressed disappointment with the lack of support.

Interpop managing director Nikolaus Neubert said that response to the conference agenda, which covered legal matters, radio and tv promotion and demonstrations of the Philips video disc system, Toshiba's miniaturised audio equipment had made money. However, he noted that about 80 paid registrations had not been taken up.

He said that Interpop's future plans were likely to focus more on conference organisation, but that the current economic state of the industry might make it unwise to attempt to put on another exhibition next year.

From page 1

WEA LPs

the music industry is going to get from big releases from all companies," he said, but predicted a hard time during 1980 with a doom-filled January-March quarter, continuing past the Summer, after which a recovery was possible with hard work.

And he warned the trade: "There is no way WEA is going to be able to be friends on a company basis with either competitors or the retailers because we are far too aggressive in what we are trying to achieve".

Tusk is the title of the Fleetwood Mac 2LP, retailing at £8, due out on October 15. A 20-tracker, it is Mac's first album since the best-selling *Rumours* in mid-77 and will be prefaced by a single 'Tusk' on September 21.

It will be beaten into the stores by a fortnight by The Eagles with *The Long Run*, a single album set for October 1.

Other major releases from WEA include a Manfred Mann 2LP album due for October with a UK tour in November, an album of new Searchers songs from Sire, a debut album from The Pretenders on Real Records and albums from The Doll, The Carpettes and the Merton Parkas on Beggars Banquet. Biggest new LP from Atlantic will be Foreigner's *Head Games*.

Full details next week.



DEREK CHINNERY, Head of Radio-1, (second right) who officially opened the Interpop trade fair, with the organisers (left to right), Dave Toff, Nikolaus Neubert and Tony Wallbank.

Preskey and James give indies more BPI muscle

LAST WEEK'S annual meeting of the BPI was the soul of discretion and an object lesson in brevity. Briskly conducted by chairman Len Wood, the whole meeting was over in about 30 minutes with many members wondering what had happened to the expected display of fireworks.

The addition of Monty Preskey (Damon) and Stephen James (DJM) to the council was approved, but absolutely no reference was made to the reason for increasing its membership to 17. In fact, it was the way out of last June's extraordinary general meeting when the independent companies strongly opposed a resolution to give the majors permanent council membership and majority voting rights. Increased council representation appears to have silenced the indies' opposition, while the majors seem to have dropped their demands.

Silence also reigned supreme over the expected criticism by the smaller companies of what they consider to be the majors' unfair use of greater marketing muscle to secure chart placings. The failure to have the matter raised could have been due to some behind-the-scenes lobbying to avoid any washing of dirty linen, or equally due to the absence on holiday of the indies' leading spokesman Stephen James.

The meeting did however last long enough for Wood to deliver a rapid tribute to director general Geoffrey Bridge who is retiring. "Everyone in this room has very considerable reason to be grateful for all he has done for us," commented Wood, mentioning that Bridge would be continuing to work for the BPI as a consultant.

Also agreed was a resolution to withdraw up to £200,000 per year from Phonographic Performance (needle-time) funds for the next two years to help fund the industry's anti-piracy campaign expected to be supplemented

Then there was one

DECCA RECORDS' field promotion team has been reduced to a single member. Moira Simpson has left to join Richard Date Lighting as a tour manager and Ian Dewhurst has left to work in America. Still with the company is Douglas Kean.

by an MCPS contribution of £50,000. This matter raised one serious question. Sonet m.d. Rod Buckle expressed concern that the BPI might be gaining access to money which might contractually have belonged to artists. Wood assured him that the BPI had investigated this possibility and would not use money "which doesn't belong to us."

John Fruin (WEA), Tony Morris (Polydor), Chris Wright (Chrysalis) and Walter Woyda (Pye), were re-elected to the council along with two co-opted members Derek Green (A&M) and Charles Levison (Arista).

Watson shuts shop

LEICESTER RECORD retailer Jennifer Watson - the current chairperson of the East Midlands GRCC - has been forced to close down her business and retire due to illness.

She has worked in the record retail trade for 19 years. The last five years she has run her own shop, Opus 67, in Leicester. The shop will be closing on September 25. The lease has already been sold.

The decision to retire was taken after complications arose following a recent major operation.

Jennifer Watson told *Record Business*: "I will be extremely sad to leave the business and all the friends and customers I have got to know. However perhaps it's not such a bad time to leave as I've never known trade so poor."

Woolworth's video exclusive

F. W. WOOLWORTH is introducing exclusive video promotion films into the record departments of its top 100 stores, plus 13 Woolco outlets.

The films will be prepared by Realmeath Display & Design, making its first entry into video production, following negotiations between managing director Bryan Whitman and Woolworth record buyer Bob Egerton. Previously 60 Woolworth stores were supplied with promotion films by Captain Video. The new arrangements are effective from October 9 and the monthly 60-minute video shows will be tailored

No videodisc in UK until 1981

THE FIRST commercial Philips videodisc is to be launched in the UK at the beginning of 1981, it was revealed at last week's Interpop '79.

Philips is already marketing a videodisc in the US through MCA. The European system will be compatible with the European PAL television system.

Videodisc hardware is expected to retail at around £450. Philips videodiscs will retail between £7.50 and £15, with feature films carrying the highest price. Before the European launch, Philips hopes to have compiled a catalogue of at least 200 titles.

Two different videodiscs are to be marketed - one running 36 minutes on each side and the other for one hour on each side.

Virgin joins £3.99 LP trend

VIRGIN RECORDS is releasing five albums at a special £3.99 price tag in an attempt to break several recent signings into the LP market.

The albums come in limited editions of 100,000 or 50,000, after which they revert to the normal Virgin rrp of £4.99. The offer does not apply to cassettes.

September 21 sees Penetration's *Coming Up For Air* (V2131) in 100,000 edition and *Fingerprint The Very Dab* (V2119) in a 50,000 edition. Then comes *The Crack* by The Ruts (V2132) in 100,000 edition on September 28 and 50,000 *Cowboys International The Original Sin* (V2136) on October 5. October 12 is the release date of *War Themes* (V2138) by The Skids which can be bought in at the low price until a week after release.

RSO pr goes

RSO has closed down its London press office because, according to md Mike Hutson, an in-house department is no longer required. Helen Walters, press officer for six years, and her two assistants have departed. RSO will use independent pr representation as necessary.

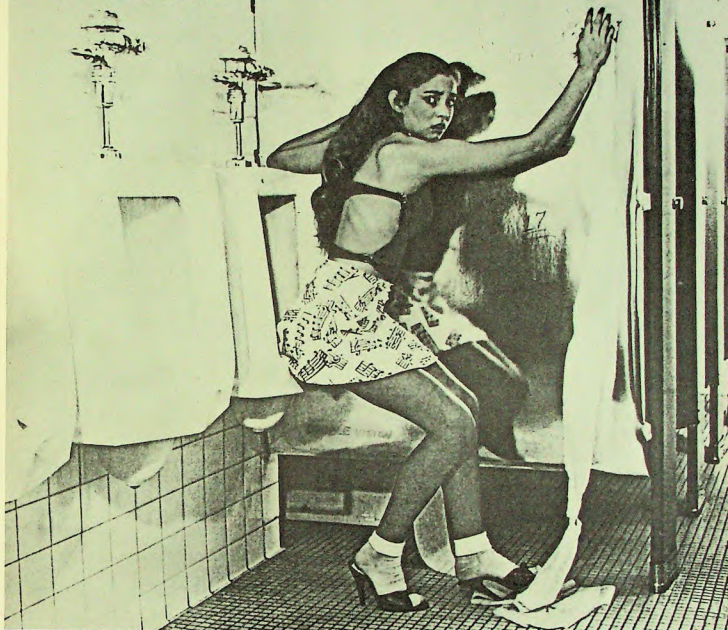
to emphasise not only product but also the range of accessories.

"We shall be using a presenter and focusing on the price of records and any special promotions which the stores are undertaking. We aim to promote Woolworth's image as a full service record store," commented Whitman.

Mike Wreford, senior account executive at Record Merchandisers, which racks the Woolworth stores, said: "We believe this to be the first time a chain store has produced an own-brand video. A pilot film will be shown to the industry shortly."

FOREIGNER

head games



'HEAD GAMES' THE NEW ALBUM FROM FOREIGNER

Three years ago two Englishmen met in New York.
One ex Spooky Tooth the other ex King Crimson.
They formed a band called Foreigner.

Today it is one of the top selling bands in America.

Head Games, their new album, tells you why.

Co-Produced by Roy Thomas Baker (Cars & Queen Fame).

Previous Albums:

1977 "Foreigner" — Triple Platinum

1978 "Double Vision" — Mega Platinum

1979 "Head Games"



Available on Atlantic Records K50561
Available on cassette K450561

THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

SALES RATING
100 = Strong No. 1 Sales

AIRPLAY RATING
100% = Top Of The Pops

The Record Business Top 100 is compiled from sales and airplay on a system adapted from the charts of the successful US trade paper *Record World*. The Top 30 is based on sales alone. Positions 31-100 are determined by the sales rating + 5% of the airplay rating. 300 shops report weekly sales, average reporting time being Thursday noon.

Action Of The Week



29: Subs Surface Fast

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Label/Cat. No.	D	Debut
1	1	9	92 94 WE DON'T TALK ANYMORE CLIFF RICHARD	● EMI 2975	E	
★2	6	3	65 62 CARS GARY NUMAN	● BEGGARS BANQUET BEG 23W		
3	2	8	56 67 BANG BANG B.A. ROBERTSON	▽ ASYLUM K13152	W	
4	5	7	39 64 MONEY FLYING LIZARDS	▽ VIRGIN VS 276	C	
5	4	16	38 57 GANGSTERS SPECIALS	2 TONE TT 1	F/M	
6	7	6	38 75 ANGEL EYES ROXY MUSIC	POLYDOR POSP/POSPX 67 F		
★7	8	5	37 74 STREET LIFE CRUSADERS	MCA/MCAT 513	C	
★8	18	2	31 72 DON'T BRING ME DOWN ELECTRIC LIGHT ORCHESTRA	JET 153/12-153	C	
9	3	9	28 56 I DON'T LIKE MONDAYS BOOMTOWN RATS	● ENSIGN ENY 30	F	
★10	19	7	28 88 JUST WHEN I NEEDED YOU MOST RANDY VANWARMER	BEARSVILLE WIP 6516 E		
★11	25	5	25 94 IF I SAID YOU HAVE A BEAUTIFUL BODY ... BELLAMY BROTHERS	WARNER/CURB K17405	W	
12	9	8	24 70 AFTER THE LOVE HAS GONE EARTH WIND & FIRE	▽ CBS 7721	C	
13	13	5	23 56 DUCHESS STRANGLERS	UNITED ARTISTS BP 308 E		
14	14	9	23 70 OOH! WHAT A LIFE GIBSON BROTHERS	ISLAND WIP/12WIP 6503 E		
★15	28	6	22 82 LOVE'S GOTTA HOLD ON ME DOLLAR	CARRERE CAR 122	W	
16	11	8	19 63 IS SHE REALLY GOING OUT WITH HIM? JOE JACKSON	A&M AMS 7459	C	
17	10	4	19 33 WHEN YOU'RE YOUNG JAM	POLYDOR POSP 69	F	
18	21	6	18 82 GOTTA GO HOME BONEY M	ATLANTIC/HANSA K11351 W		
★19	43	3	18 38 TIME FOR ACTION SECRET AFFAIR	I-SPY SEE 1	F	
★20	29	6	18 51 STRUT YOUR FUNKY STUFF FRANTIQUE	PHIL INT PIR 7728	C	
21	12	9	18 41 DUKE OF EARL DARTS	▽ MAGNET MAG 147	E	
★22	30	8	18 84 GONE, GONE, GONE JOHNNY MATHIS	CBS 7730/12 7730	C	
23	26	5	17 73 LOST IN MUSIC SISTER SLEDGE	ATLANTIC K11337	W	
24	15	3	17 5 SPIRAL SCRATCH (EP) BUZZCOCKS	NEW HORMONES ORG 1	M	
★25	38	4	15 73 CRUEL TO BE KIND NICK LOWE	RADAR ADA 43	W	
26	27	7	15 85 REGGAE FOR IT NOW BILL LOVELADY	CHARISMA CB 337	F	
★27	66	2	14 34 SOMETHING THAT I SAID RUTS	VIRGIN VS 285	C	
28	16	7	14 12 HERSHAM BOYS SHAM 69	POLYDOR POSP/POSPX 64 F		
★29	NEW	1	14 * TOMORROWS GIRLS U.K. SUBS	GEM GEMS 10	R	
30	17	6	13 52 REASONS TO BE CHEERFUL PT. 3 IAN DURY & THE BLOCKHEADS	▽ STIFF BUY/12BUY 50	E	
31	34	4	12 75 BOY OH BOY RACEY	RAK 297	E	
★32	86	2	12 59 SLAP AND TICKLE SQUEEZE	A&M AMS 7466	C	
★33	41	4	12 57 SAIL ON COMMODORES	MOTOWN TMG 1155	E	
34	20	10	13 36 SWEET LITTLE ROCK N' ROLLER SHOWADDYWADDY	ARISTA ARIST 278	F	
35	23	10	12 28 MORNING DANCE SPYRO GYRA	INFINITY INF 111	C	
36	33	6	10 72 LINES PLANETS	RIALTO TREB 104	S	
37	37	3	12 20 IN THE BROWNIES BILLY CONNOLLY	POLYDOR 2059 160	F	
38	31	5	9 79 GET IT RIGHT NEXT TIME GERRY RAFFERTY	UNITED ARTISTS BP 301 E		
39	32	7	9 68 YOU NEVER KNOW WHAT YOU'VE GOT ME AND YOU	LASER LAS 8	W	
40	24	10	11 18 ANGEYES - VOULEZ-VOUS ABBA	▽ EPIC EPC 7499	C	
★41	58	2	9 42 DIM ALL THE LIGHTS DONNA SUMMER	CASABLANCA CAN 162 A		
★42	50	4	9 18 THE PRINCE MADNESS	2 TONE CHS TT3	F	
★43	51	4	7 52 MAKIN' IT DAVID NAUGHTON	RSO 32	F	
★44	61	4	7 56 BACK OF MY HAND JAGS	ISLAND WIP 6501 E		
45	22	8	9 7 THE DIARY OF HORACE WIMP ELECTRIC LIGHT ORCHESTRA	▽ JET 150	C	
46	46	4	5 83 GETTING CLOSER - BABY'S REQUEST WINGS	PARLOPHONE 86027	E	
★47	NEW	1	8 34 SINCE YOU BEEN GONE RAINBOW	POLYDOR POSP 70	F	
★48	59	6	8 16 HIGHWAY TO HELL AC DC	ATLANTIC K11321	W	
49	55	3	5 56 THE SIDEBORD SONG CHAS & DAVE	EMI 2986	E	
50	45	6	5 58 WHEN WILL YOU BE MINE AVERAGE WHITE BAND	RCA XB/XC 1096	R	
★51	69	3	6 29 WHEN YOU'RE NUMBER 1 GENE CHANDLER	20TH CENT. TC/TCD 2411 R		
52	53	3	5 40 MEMPHIS SILICON TEENS	MUTE 003	M	
★53	67	2	6 1 ROCK N' ROLL HIGH SCHOOL RAMONES	SIRE SIR 4021	W	
54	39	17	6 2 WANTED DOOLEYS	▽ GTO GT 249	C	
55	42	16	6 1 BORN TO BE ALIVE PATRICK HERNANDEZ	▽ GEM/AQUARIUS GEMS 4	R	
56	36	10	6 10 STAY WITH ME TILL DAWN JUDIE TZUKE	ROCKET XPRES 17	F	
57	40	11	6 5 CAN'T STAND LOSING YOU POLICE	A&M AMS 7381	C	
★58	76	6	4 44 THE LONELIEST MAN IN THE WORLD TOURISTS	LOGO GO/GOP 360	R	
59	44	7	6 2 TEENAGE WARNING ANGELIC UPSTARTS	WARNER BROS K17426	W	
60	54	6	6 2 LOOKIN' FOR LOVE TONIGHT FAT LARRY'S BAND (FLB)	FANTASY FTC 179	E	

First Floyd LP since '77 could yield singles

A PINK FLOYD 2LP, *The Wall* will be out before Christmas, the band's first release since *Animals* in the Spring of 1977.

The album has been a year in the making in a number of studios in different countries and senior label manager John Preston told the EMI sales conference: "It is the most serious album in terms of musical and lyrical content and personal commitment that the band has ever done." He said it was probable that for the first time in 10 years *The Wall* would contain tracks which could be released as singles.

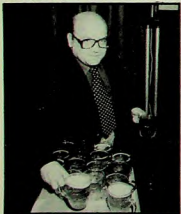
Until a new Kate Bush album is completed, EMI will fill the gap with an EP of live recordings, presented as a souvenir of her summer tour. Tracks are 'Them Heavy People', 'James And A Cold Gun', 'Don't Put Your Foot On

Island goes 'over the top' on Marianne

THE FIRST Island album by Marianne Faithful, *Broken English*, could be "the beginning of her career", sales manager John Knowles told the EMI conference.

Describing it as "an unbelievable LP of songs about her life", Knowles promised that Island would be going "over the top" with promotion, particularly in advertising and p-o-s displays. He admitted that there was one track which "idiots and people over 100" might find offensive.

Much of Knowles' presentation centred on Island activities in black music. Knowles stressed the crossover potential of *Are We A Warrior* by Jahman, noting that a previous album had sold 15,000 copies, and of the In Crowd's 'Reggae Groove' single, which follows three previous number one reggae hits.



VIC LANZA, general manager MOR Division, arranges to refresh the parts that other divisions can't reach, after his presentation at the sales conference.

The Heartbrake and 'L'Amour Looks Something Like You'. The first 50,000 copies will be in a gatefold sleeve. A one-hour television special is possibly due to be screened by the BBC in the autumn.

Other GRD releases include *Streetlight Shine* by The Shirts on Harvest in October and *The Move (Shines On)* on the lowprice Heritage series. This was the last recording by the group before the formation of ELO.

Motown resumes 'Chartbusters'

AFTER AN absence of five years, Motown will be reactivating the best-selling *Chartbuster* series with the October release of Volume 10 (STML 12123) featuring tracks by Commodores, Diana Ross, Marvin Gaye, Smokey Robinson, and some of the label's newer talent including Tata Vega, Rick James and Tina Marie.

David Hughes, general manager, told the EMI conference that the series had sold close to two million LPs and tapes. He disclosed that a deal for special pressings in coloured vinyl of all ten volumes had been set up with Boots.

Further emphasis on Motown's rich store of material will be forthcoming with the October release of 20 *Golden Greats* compilations by Gladys Knight and the Pips (including Buddha material) and Jackson 5. Catalogue numbers are STML 12122 (Knight) and STML 12121 (Jacksons).

Darts to ship silver - catalogue promo ties in

DART'S NEXT album, *Dart Attack*, the band's first new recording for 18 months, will ship silver, maintaining the impressive sales record of 2.5 million singles and 750,000 LPs sold so far in the UK. It is being supported by extensive trade and national press advertising and 650 retail displays. There will also be an October back-catalogue promotion with an extra 10 percent discount available on packs containing two copies of the *Darts* and *Everyone Plays Darts* albums, plus two cassettes. A new single, 'Can't Get Enough Of Your Love' will be out in a colour bag on September 21.

The EMI salesmen heard recordings by some of Magnet's new acts for the autumn, particularly The Flirts, a girl vocal trio specialising in recreating a 1960s sound, who share the same management as Darts. Magnet has also signed a new contemporary rock act Brakes whose first LP is entitled *For Why You Kicha My Donkey*. They have four Monday evening dates at the Marquee on September 17 and 24 and October 8 and 15. Another new signing is Matchbox, a rock 'n' roll outfit, who



A GROUP of delegates at EMI's Coventry sales conference - (left to right), Steve Turner (LRD promotion), David Hughes (general manager Motown), John Norton (merchandiser), and Paul Minnett, RAK label manager.

Heavy Hagar leads Capitol Autumn live blitz

THREE CAPITOL bands will be touring the UK in the autumn to support important new album releases, label manager Martyn Cox told the EMI conference. These are Canadian heavy metal guitarist Sammy Hagar and his band, rock singer Moon Martin and much-praised newcomers Motels.

Hagar's four-date mid-September tour will take in shows in Newcastle, Birmingham, Manchester and London, and the guitarist is already in the UK undertaking local radio and press inter-

views. Capitol will release his latest album *Street Machine* (EST11983), with the first 5,000 copies shrinkwrapped to incorporate an in-concert EP. Also coming out will be a single 'Plain Jane' (CL16101) in a colour bag.

Moon Martin will be in the country at the end of October supporting an album *Escape From Damnation* and a single 'Rolee', an American Top 50 entry.

The third act, Motels, is currently generating a high degree of interest as an American new wave innovator, largely on the strength of the songs and singing of Martha Davis. The band has already been filmed by *Old Grey Whistle Time* during a show in San Diego and *Sounds* newspaper has interviewed them. Cox commented that agents and publishers had already been making approaches to secure UK representation. Motels is due here in November, coinciding with the release of the LP. A single, untitled so far, is due at the end of this month.

Out on September 14 is the new single from The Knack, currently number one in America with 'My Sharona'. Entitled 'Good Girls Don't', it is again produced by Mike Chapman.

Briefs

FANTASY WILL release *Bread And Rose*, a 2LP recorded during a folk festival featuring Jackson Browne, Joan Baez and Richie Havens... albums from Sylvester, featuring material from his stage act, plus his support singers **Two Tons Of Fun** expected before Christmas... coming from the Stax vaults will be an album of unreleased material by the **Staples Singers**... Salsoul act **Instant Funk** will be touring and promoting a new album... MAM has signed Lorraine Chase, who features in the Campari tv commercials, and will release 'Nice Here Innit' as a single... the **Broughton Brothers**,

formerly the Edgar Broughton Band, have signed to EMI International label and will be touring in November to support their first album... **Chiswick** act **The Damned** will be on the road in October with an album out in November...

STEVE HARLEY's album *The Candidate* will be released to coincide with UK dates, with a single 'Freedom's Prisoner'... **The Gang Of Four's** album *Entertainment* will include some of their most popular live numbers including 'Love Like Anthrax' and 'Damaged Goods'. There will be a music press campaign in October and November and a 40-date tour... **Queen** single 'Crazy Little Thing Called Love' is out in September 21. Band will be touring.

STREET MACHINE

THE NEW ALBUM
FROM

SAMMY HAGAR



EST-11983

ON CAPITOL RECORDS & TAPES

Includes Limited Edition live 3-track EP shrink-wrapped with the album.
Supported by strong marketing campaign, including: national 4-sheet poster campaign, full page press advertising, extensive full colour window displays and radio campaign

CATCH SAMMY ON STAGE
NEWCASTLE BIRMINGHAM
MAY FAIR ODEON
THURS 23 10.30 SEPT SAT 15 10.30 SEPT
MANCHESTER LONDON
FREE TRADE HANMERSMITH
HALL ODEON
SUN 16 10.30 SEPT
WED 14 10.30 SEPT

WITH GUESTS DEF LEPPARD

NEWS

Old Stiffs spearhead MFP's Autumn push

ALONG WITH top spoken-word tapes in the Listen For Pleasure range which are being advertised on the front page of the *Guardian*, Music For Pleasure announced its Autumn release schedule at its Kensington sales conference last week.

Press promotion for albums including *Stiffs Live*, *Motown Disco Magic* and *Sweet Caroline* by Neil Diamond ranges through the *Star*, *Daily Mirror*, *Sunday Mirror*, *Scottish Sunday Mail*, *Daily Mail* and *Reveille*, with additional support in trade and consumer press and 2,000 London Underground poster sites.

In-store activity will embrace the usual point of sale aids covering the full repertoire range, supplemented by 100,000 copies of an eight-page catalogue listing best-selling titles.

Highlights of the release schedule are: MFP - *Stiffs Live* (50445), with Elvis Costello, Ian Dury and Nick Lowe; *Motown Disco Magic* (50448); *Sweet Caroline* by Neil Diamond (50449); *Long Cool Woman In A Black Dress* by The Hollies (50450); *River Deep*, *Mountain High* by Ike and Tina Turner, (50443) featuring Phil Spector-produced tracks; *Charles Aznavour* (50398), with a new recording of 'She' included; *I've Grieved The Blue*

Right Out Of My Eyes by Crystal Gayle (50451); *Classical War Themes* by the LPO conducted by Geoff Love; *Golden Song Of The Silver Screen* (50453), with such artists as Shirley Bassey, Cilla Black and Vince Hill; *Diana Ross and The Supremes - Live* (50447), recorded at the Talk Of The Town; *Burt Bacharach In Concert* (50442) and a new recording of *Joseph And His Amazing Technicolour Dreamcoat* (50455), with Paul Jones and composer Tim Rice as the singing narrator.

CFP - *Sibelius Symphony No. 2* by the Sinfonia Of London (40315); *Tchaikovsky Symphony No. 5* by the LPO with Norman Del Mar (40317); *Halle Encore* by Maurice Handford (40320); *Elgar Violin Concerto* by Royal Liverpool Philharmonic Orchestra (40322) and *Favourite Organ Masterpieces* by Jane Parker-Smith (40324).

LFP - Author James Herriot reading excerpts from *Let Sleeping Vets Lie* and *Vet In Harness* (7050); *Winnie The Pooh* by Lionel Jeffries (7052); *Dr. Zhivago* by Paul Schofield (7054); *A Christmas Carol* by Leonard Rossiter (7051) and *More Favourite Fairy stories* read by Pam Ayres, Lionel Jeffries, Gwen Watford and Richard Norman (7056).



IT CAN only be Margaret Thatcher or Janet Brown there with RCA and Ken Glancy, Logo md Geoff Hanington, JCA commercial marketing manager John Howes, sales manager Dave Harmer and album producer (kneeling) Martin Lewis. Oh yes, that means it could only be Janet Brown.

Logo Superdeal

NEW ALBUMS from Duncan Browne and The Tourists will be the first to benefit from Logo Records 'Superdeal' campaign in which new releases will be offered to dealers at half price and carry a £2.49 rrp.

Supported by a major press campaign and heavy point-of-sale, Superdeal means the trade will be able to buy in the two albums at the low rate until the release date of October 12.

Also premiered by Logo at its RCA sales presentation was an album from impressionist Janet Brown entitled *Iron Lady - The Coming Of The Leader* (MOGO-4006) timed for release on the Prime Minister's Birthday of October 13.

AN ULTIMATE gimmick, a telephone-shaped single will be released by EMI's Associated Repertoire Department (ARD) on September 14. Pressed in red vinyl, and entitled 'Fair Divers' (Pathe Marconi PMT 102) it is by the French band Telephone. Recommended list price is £1.50. It is taken from the album *Grache Ton Vennu*, produced by Martin Rusbent.

The *Beatles Rarities* album (PCM 1001), presently only available as part of the *Beatles Collection* box set, will be released in October. The 17-track album includes the German-language version of 'I Want To Hold Your Hand'.

REGIONAL

Irish news

DESPITE THE recent prolonged postal dispute, the organisers of the Castlebar International Song Contest received over 1,000 compositions from 28 countries. Among the 27 songs to be featured in this year's event on October 1-6 are eight compositions from England and seven from both country Ireland. All complete for a prize fund worth £10,000, which makes it one of the richest contests for composers.

So far in 1979, newly formed independent recording labels have enjoyed tremendous success. As well as Banshee Records, top of the charts with their first release 'Green Fields of France', the Recording Company of Ireland has charted with the first release 'Flower of Scotland' featuring Belfast Group Blackthorn, while Spider records have had six out of their seven releases in the charts. Now two more labels have hit the charts. Arrow Records is formed by Paddy Burns to promote his band The Indians and the debut release is a number entitled 'Geronimo', which will be issued also in both Germany and Sweden. The band's promotion film, screened by RTE 2, will be offered to other networks. Arrow will be distributed by CBS in Ireland. Lavender Records will be based in Tuam Co. Galway, and the first release 'I Don't Know Why I Love You', features a local act known as the Cronin Family. There is no gloom in the singles trade, with ten Irish singles in the national chart.



JOHN MOUSSELIDES, owner of Dublin's Sounds Around store with members of the Dooleys after a successful p.a. made by the act during their Irish tour.

LAST FEBRUARY Tommy Hayden Enterprises, one of Ireland's leading management agencies, decided to set-up their recording label Spider Records. The label, managed by Dave Penryfather and distributed in Eire by CBS, has had a tremendous track record despite the postal and telephone dispute. Out of the seven singles issued by the label to date four have made the Irish charts, and hopes are high for the latest from the Saturday Night Disco featuring Gina, Dale Haze & The Champions. All of the singles issued are trendy and include some original numbers by Star-

band, Conquerors, Sandie Jones, and Red Horley. Dave Penryfather hopes to announce new distribution deals to cover the Ulster market, and the Irish emigrant market in the UK, Spider hopes to issue at least one single per month.

When RTE's longest running chat show *The Late Late Show* introduced by Gay Byrne, and Ulster Television's *Good Evening Ulster*, presented by Goda Evington, return in late September, it is hoped that both shows will link up for at least 30 minutes each Saturday night.

By Pat Pretty and Donal K. O'Boyle

Briefs

THE FUREY Brothers and Davy Arthur, whose hit single 'The Green Fields of France' has been enjoying a long run in the Irish charts have released an album of the same name. It's on Banshee BAN 1001 and is distributed by Dolphin.

RELEASES FROM Dolphin include an album by the Northern folk group Barleycorn, *Live in New York* (DOLM 5022). Among the tracks are Four Green Fields and Sing, Irishmen, Sing, The Dublin City Ramblers' hit single 'Rare Old Times' is on their album of the same name (DOLM 5025).

DOLPHIN has also released an unusual compilation album by the Wolfe Tones, the Fureys and Davy Arthur, Paddy Reilly, the Ramblers and Mary Black, with dialogue by Ronnie Dew. It was commissioned by the committee raising funds for the restoration of historic Kilmainham Jail, where leaders were imprisoned or executed.

THE IRISH Industrial Development Authority has announced successful negotiations with the Memorex Corporation of California to start a tape factory in the Dublin suburb of Glondalkin. 300 workers and should open by the end of this year, exporting to EEC, Middle East and African markets.

Quality the answer to 'no history' industry - Morris

A FORWARD-LOOKING Tony Morris, managing director of Polydor, told this year's sales conference that the company should set its sights on the 36 Top 50 singles in 1979.

Because there was no history in the record business, he said, the quality of music presented was of prime importance. Polydor has already achieved 24 singles hits this year and another 12 was well within the company's capabilities. Last year saw 19 Polydor hits and 12 RSO - this year he wanted to see that record broken.

Referring to the recent reorganisation within Polydor, Morris said "Unreservedly I can tell you that I look forward to the future and a more potent Polydor and a new more professional commercial organisation".

Mike Hutson, managing director of RSO in Europe, presented a welter of upcoming product spearheaded by the forthcoming *Bees* compilation album *Their Greatest Record* for the October release. The same month sees Yvonne Elliman's *Yvonne: Love Pains*, with the title track released as a single. Other material included the release of Curmal label back catalogue, albums by Leroy Hutson, Gavin Christopher, Sweet Inspirations, the Rockets, AKB, Andy Gibb and Mistress. Eric Clapton is completing a new album, while the soundtrack of *Star Wars 2, The Empire Strikes Back* will be released in April. Next year also sees the release of the film *Grease 2*, starring Andy Gibb and Olivia Newton John, with a soundtrack album featuring material by the Bees at the same time.

New signings announced at the conference included Godley and Creme, from Phonogram, whose first album for Polydor will be titled *Freeze Frame* with release later this year. The duo's first single will be "An Englishman In New York". The company has also signed Greek keyboard wizard Vangelis, British band Random Hold - first single "Etecevalera" is released next month - and solo singer Mike Marra.

UK's new album *Night After Night*, recorded live in Japan is released September 14, *The Jonathan Richman Songbook*, a 12-track "Best of" compilation comes on Bessley in November, along with the Earthquake album *Two Years In A Padded Cell*.

October sees the release of Sweet's long-delayed album *Cut Above The Rest* and the Jam's fourth album, as yet untitled.

The following month brings the debut Polydor album for new signing Neil James - *The Inner Book Of Records* - the third volume of the *Phil Spector Rare Masters* series and new compilation *20 Of Another Kind*, featuring the Jam, Sham 69, the Cure and the Invaders.

American product manager John Perou has recently possible new releases for the recently re-activated Steppin' Out disc 12-inch single series including tracks by Millie Jackson, Siren, Renee Pryor and Michelle Freeman. The month will see the launch of a Soul

Classics series of three track EPs with a James Brown selection kicking it off. At the same time there will be albums by the Bizarre - a disco concept LP - the Olympic Runners, *It's A Bitch*, and the Boppers' debut. November will see albums from Peaches and Herb, a Roy Ayers compilation and Millie Jackson and Isaac Hayes who team up for the first time on *Silk Wrappings*.

On the MOR front there's a new James Last album, titled *Copacabana*, for October, while Jack Jones will do a promotional tour for his new album *Nobody Does It Better* the same month. Billy Connolly's new album *Riotous Assembly* is out in October and sales should be helped by his being the central figure in the television "Post early for Christmas" campaign which sees him trying to push a haggis through a letter-box.

Classical product manager Peter Russell told the conference that the classical market overall was in decline but that Polydor through Deutsche Grammophon still remained in third place in the UK behind EMI and Decca. The main news is next month's launch of the new Accolade series consisting of reissues of established artists and recordings at £3.50. The launch is spearheaded by Van Karajan's recordings of the complete Beethoven Symphonies. The series will be supported by posters, displays, trade advertising and discounts for dealers.

Finally the conference was treated to an explanation of digital recording by Polygram's Carlos Olms who explained that of the 13 systems currently being developed - 12 of them Japanese - it was only the Phillips system which used the compact disc which is 1 1/2 cms in diameter, and is played by laser equipment.

Mid price Elvis & Denver from RCA

RCA's GATWICK Park sales meeting, although closed to the press, was used to premiere a selection of Autumn releases, including two new mid-price Elvis compilations.

The first was a double album with a track listing designed to tie in with *Elvis - The Movie* while the company is also re-issuing the Christmas album at the mid-price tag.

From America the meeting heard of a new Jefferson Starship LP, currently being recorded with a new line-up, while delegates were told to expect the first release on the new New York International label from new talent Ellen Shipley. Also on the way is an album of songs John Denver recorded with the Muppets, taken from a tv special and due for release in the Christmas run-up.

Retailing at around £6 will come *Go Direction Double Dynamic* a 22 track compilation featuring dance cuts from RCA and its associated companies.

UK &R manager Bill Kimber presented product from new signings Stonebridge McGuiness, The Drill, The Tommy Band, and Alex Harvey.

Disco dealer by Barry Lazell

AS A POSTSCRIPT TO RB's Reggae Special last week, it is worth noting just how much reggae product is moving out in strength from disco dealers these days. A glimpse at the chart will reveal Me & You, the Jolly Brothers, Peter Tosh, the Cool Tones, Black Harmony, Shell Hyton and Dennis Brown all strongly represented, while the Gibson Brothers have followed their reggae-tinted Latin-funk debut hit with an even stronger mixture in 'Ooh What A Life'. Eddy Grant, whose 'Living On The Front Line' was another hybrid which found hot action, is also back, with a little more of his roots in evidence on 'Walking On Sunshine'. Then there are the Blood Sisters, whose 'Ring My Bell' looks even at this early stage, like being a monster. Certainly it was getting strong attention in some disco shops on the Sound City pre-release, prior to UA/Balistic's acquisition of the master - and the particular significance of this release, of course, is that the song has already been a monstrous hit in a straight disco format in very recent times. Reggae revamps of erstwhile soul hits were quite common even some years ago, and several sold well on their specialist market. Can we, however, anticipate a rash of covers of Donna Summer, Chic or Gene Chandler hits being timed to replace the originals?

OVER ON the import album chart, jazz trumpeter Tom Browne's 'Browne Sugar' has lost its king position after a remarkably consistent run.

The album is now ostensibly on UK release, but continuing to bring in strong import returns nonetheless. The reason for this, amusingly, (though Arista will probably fail to see the joke) is that the early UK copies are actually American ones with a British number stickered over the shrink-wrap. In a few nameless outlets, this is being removed (so easy to do when the sticker is outside the cellophane), leaving the album as a pristine import ready to be sold at the appropriate price. Clever, huh? After all, the alternative would be to knock down the price of any imports left in the racks to match that of the UK equivalent. It isn't often that the chance arises to do it in reverse, but human nature being what it is...

INFINITY is following Spyro Gyra's classic 'Morning Dance' with a reissue of the band's first album, originally released in the States last year on the Amerhit label. The UK pressing should be around by early October. The follow-up single is to be 'Shaker Song', again a USA release a year back, which gained DJ interest here at the time on import. Spyro Gyra featured the number on their recent British gigs, and general consensus is that it certainly has what it takes to follow 'Morning Dance'. A simultaneous 12-inch release is obviously to be hoped for, as dealers were critically aware, the current hit was held on the leash unnecessarily for some weeks through only a 7-inch pressing being available.

12" S

Best-selling Disco 12-inch Singles

1	STREET LIFE Crusaders	MCA
2	YOU CAN DO IT	ABC
3	FEEL THE REAL	Sidewalk
4	2 LOOKING FOR A LOVE TONIGHT	Philly
5	STRUT YOUR FUNKY STUFF	Fantasy
6	ROSE ROSE	Atlantic
7	DANCIN' & PRANCIN'	Salsoul
8	SOOH! WHAT A LIFE	Island
9	SWITCH	Scope
10	BEAUTIFUL & NERVOUS DREAM	20th Century
11	IT'S MAGIC	Atlantic
12	REACH OUT TO THE BLOCKHEADS	Island
13	THIS TIME THEY BRICK	Jackie Moore
14	FOUND A CURE	Warner Bros
15	WHEN YOU'RE NUMBER ONE	Dynasty
16	MAKIN' IT	David Naughton
17	YOU NEVER KNOW WHAT YOU'VE GOT	Leslie
18	MORNING DANCE	Spyro Gyra
19	REACH OUT TO THE BLOCKHEADS	Island
20	IT'S A DISCO NIGHT (ROCK DON'T STOP)	1-Teeq import
21	CHASE ME	Con-Funk-Shun
22	POINT OF VIEW	Mercury
23	WALKING ON SUNSHINE	Manilla
24	WHAT'S ONA GONNA DO	MCA
25	STEPHANIE MILLS	20th Century
26	LOVING YOU	Jarrett Ray
27	GARTHOUSE	At Willson
28	GONE, GONE, GONE	IBC
29	WHEN WILL YOU BE MINE	RCA
30	RING MY BELL	Blood Sisters

UK Albums

Best-selling Disco Albums

1	STREET LIFE Crusaders	MCA
2	I AM Earth, Wind & Fire	Island
3	MORNING DANCE	Spyro Gyra
4	THE BEST DISCO ALBUM IN THE WORLD	Warner Bros
5	BRIGHT MAGIC	Mercury
6	THE BEST CONNECTION IV	Commodores
7	REGGAE	Chic
8	TEEDY TEDDY	Pendragas
9	CUBA	Gibson Brothers
10	THE LIFE FAMILY	Sister Sledge
11	BAD GUY	Donna Summer
12	THE BEST OF STEVE NUNO	Debut
13	HEARTBEAT	Delight
14	TAKE IT HOME	B.B. King
15	BROWNE SUGAR	Tom Browne
16	DANCIN' & PRANCIN'	Candido
17	THE BEST OF EARTH, WIND & FIRE	Atlantic
18	THE GIBSON SUGAR	Rossa
19	WINNER TAKES ALL	Mercury
20	GO WEST YVONNE	Philly
21	THE BEST OF PLEASURE	Michelle Jackson
22	LVIN INSIDE YOUR LOVE	George Benson
23	TRIBUTE TO THE MARTYRS	Atlantic
24	LOVE DANCE	Kleier
25	PART OF YOU	Eric Burdon
26	THE 'M' MC	George Morgan
27	IF YOU FOR YOU	Shamley Cleve
28	PEOPLE	Paulinho Da Costa

DISCO ACTION

LISTEN TO THE DISCO TOP 30 SHOW EVERY SUNDAY 10PM - MIDNIGHT ON

Radio Luxembourg 200

TRIPLE "S" CONNECTION
My Cherie Amour
7inch TC 2413 12inch TGD 2411

EDWIN STARR
When You're #1
7inch TC 2411
12inch TGD 2411

EDWIN STARR
It's Called The Rock
7inch TC 2420
12inch TGD 2420

BARRY WHITE
I Love To Sing
The Songs I Sing
7inch TC 2416
12inch TGD 2416

STEVIE NICKS
What Cha Gonna Do With My Loving?
Put Your Body In It
7inch TC 2415 12inch TGD 2415

MARKETED BY **RCA**

RECORD BUSINESS magazine's best-selling disco singles

(figures in parentheses represent last week's position (N/A) where no chart listing, and (D) where no single issued)

1 (1) STREET LIFE MORNINGSTAR (12)	38 (53) JUST WANT TO BE COLUMBIA (12)
2 (2) ANGEL EYES DISCO (12)	39 (4) IT'S A DISCO NIGHT (ROCK DON'T STOP) COLUMBIA (12)
3 (7) STRUT YOUR FUNKY STUFF PHEASANT (12)	40 (40) FIRST TIME AROUND MERCURY (12)
4 (11) YOU CAN DO IT ABC (12)	41 (51) EARTHQUAKE MCA (12)
5 (4) OOH! WHAT A LIFE DISCO (12)	42 (48) SPACE BASS PHEASANT (12)
6 (6) LOST IN MUSIC MERCURY (12)	43 (-) BABY BABA BODDIE MERCURY (12)
7 (5) LOOKING FOR A LOVE TONIGHT MERCURY (12)	44 (42) BAD GIRLS COLUMBIA (12)
8 (13) FEEL THE REAL DISCO (12)	45 (27) THE BITCH PHEASANT (12)
9 (9) AFTER THE LOVE HAS GONE DISCO (12)	46 (3) WHAT'S GOING ON MERCURY (12)
10 (3) REASONS TO BE CHEERFUL, PT. 3 DISCO (12)	47 (47) I'M A SUCKER FOR YOUR LOVE DISCO (12)
11 (8) MORNING DANCE DISCO (12)	48 (46) GOOD TIMES MERCURY (12)
12 (15) GONE, GONE, GONE DISCO (12)	49 (-) I WANT TO DO THE DO DISCO (12)
13 (19) DON'T STOP DISCO (12)	50 (39) KISS YOU ALL OVER DISCO (12)
14 (18) DANCIN' & PRANCIN' DISCO (12)	51 (55) FOXHUNTING MERCURY (12)
15 (14) WHEN YOU'RE NUMBER ONE DISCO (12)	52 (68) RING MY BELL DISCO (12)
16 (22) SWITCH DISCO (12)	53 (38) DON'T LET IT GO TO YOUR HEAD DISCO (12)
17 (17) YOU NEVER KNOW WHAT YOU'VE GOT DISCO (12)	54 (70) CAN'T LIVE WITHOUT YOUR LOVE DISCO (12)
18 (10) MAKIN' IT DISCO (12)	55 (28) GOT TO GIVE IN TO LOVE DISCO (12)
19 (12) GOTTA GO HOME DISCO (12)	56 (41) I'VE GOT THE NEXT DANCE DISCO (12)
20 (23) DIM ALL THE LIGHTS DISCO (12)	57 (32) BETTER NOT LOOK DOWN DISCO (12)
21 (21) SAIL ON DISCO (12)	58 (54) GROOVE ME DISCO (12)
22 (24) THIS TIME BABY DISCO (12)	59 (59) MOTOWN WREX DISCO (12)
23 (28) IT'S MAGIC DISCO (12)	60 (57) SILLY GAMES DISCO (12)
24 (30) FOUND A CURE DISCO (12)	61 (61) GET UP & BOOGIE DISCO (12)
25 (44) AMERICAN HEARTS DISCO (12)	62 (62) PHOENIX DISCO (12)
26 (20) CHASE ME DISCO (12)	63 (35) WE ALL NEED LOVE DISCO (12)
27 (16) BORN TO BE ALIVE DISCO (12)	64 (75) JISCO DAZZ DISCO (12)
28 (36) REACHIN' OUT DISCO (12)	65 (65) RISE DISCO (12)
29 (31) WHEN WILL YOU BE MINE DISCO (12)	66 (30) AL CAPONE DISCO (12)
30 (72) POINT OF VIEW DISCO (12)	67 (81) BOOGIE ALL SUMMER DISCO (12)
31 (26) WHAT CHA GONNA DO DISCO (12)	68 (-) SING A HAPPY SONG DISCO (12)
32 (58) WALKING ON SUNSHINE DISCO (12)	69 (34) LET'S DANCE DISCO (12)
33 (33) CONSCIOUS MAN DISCO (12)	70 (80) MY TUNE DISCO (12)
34 (48) LOVING YOU DISCO (12)	71 (-) SEXY CREAM DISCO (12)
35 (25) GIRLS, GIRLS, GIRLS DISCO (12)	72 (63) EAGLE OF THE TIMES DISCO (12)
36 (37) BREAKFAST IN BED DISCO (12)	73 (56) WHAT WE GOT IT'S HOT DISCO (12)
37 (43) I DON'T WANT TO BE A FREAK DISCO (12)	74 (82) STRATEGY DISCO (12)
	75 (30) (NOT JUST) KNEE DEEP DISCO (12)

Copyright Record Business Publications

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Conscious Man — Jolly Brothers UP 36415
Ring My Bell — Blood Sisters BP 314

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VERSION OF
WAR OF THE WORLDS

featuring **Justin Hayward**
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Records

THE SIGNING of Oval Records with Spartan recently indicated just how confident small labels are in the ability of this independent distributor – now just over a year old. Spartan offers a unique service; distribution for small labels on a “professional, national basis”. In its first year it turned over a million pounds.

JUST OVER a year ago a new name entered into the record business – an independent distribution company called Spartan. It was set up by Tom McDonnell with Dave Thomas, managing director and marketing director respectively, and chairman Pran Gohil, and in its first year has achieved a turnover of one million pounds. Additionally it has created a significant and respected name for itself in the industry.

Commenting on the strength of Spartan, Charlie Gillett, whose Oval label recently signed for distribution said: “I’m incredibly optimistic about the possibilities of this partnership. Without Spartan being there it’s impossible for new bands to avoid selling out to a major label. I look upon Spartan as a major distributor which is not cluttered by its own in-house a&r department. Basically Spartan gives people the vehicle needed to maintain their integrity and to be successful.”

Only last week Spartan had distribution for a trio of singles in the *RB Top 60* – the *Specials*, the *Buzzcocks* and the *Silicon Teens*.

McDonnell and Thomas previously worked together at Record Merchandisers for the best part of a decade. Before that McDonnell had been with EMI – from 1962 for four years. He was one of three people responsible for setting up Record Merchandisers.

Thomas had been at Transatlantic



MARKETING DIRECTOR Dave Thomas and managing director Tom McDonnell (right).

Spartan – the industry’s alternative route

simply no alternative. It occurred to us there was a need for that alternative.”

Having considered the idea for something like two years, according to McDonnell, the pair decided to go ahead and the first move was to find the premises for the company.

“When we found the place,” recalls McDonnell, “we were in there within three days – which has got to be a world record. The main problem was trying to get a telephone line installed, which we finally achieved by sending Dave out

As Thomas explains, the company was started in the belief that there was “an enormous amount of talent that wasn’t readily available to the trade”.

He adds: “The problem with the majors was and, I think, still is, that they forget they all started as a small entity – I mean there had to be a time right at the beginning for all of them when all they had to their name was one piece of product.

“By the time we were ready to open up shop we were clear on the costings, the size of premises, the location and all that kind of thing. We could have opened in a shed but if you intend to run a nationally-orientated company that’s no way to start business.”

McDonnell explains that it took some willpower at the beginning of Spartan’s corporate career – it was an effort to resist the temptation to get involved in a bit of one-stopping here and a bit of distribution there. Eventually he and Thomas agreed that it had to be straight down the line – distribution first and foremost. Diversification is on the cards in the future and, indeed, Spartan is involved in other aspects of the industry right now but distribution is first and foremost the name of the game.

As far as financing Spartan was concerned, McDonnell explains: “We financed ourselves, which of course is

another way of saying the money came from what we saved up over the years and what we could raise from various different sources at the time.”

When Spartan opened its doors for business it had just two firm deals together. One was for the distribution rights to Polydor India product and the other for independent label Cherry Red. The Polydor India catalogue, McDonnell says, came together through having Pran Gohil, formerly of Polygram International as a third partner in Spartan. However, while Spartan has introduced to many stores, and the revenue has been useful, it has nothing to do with the prime objective of providing national distribution for independent British labels.



SPARTAN TELEPHONE sales girls.

“Cherry Red was really our start,” says McDonnell. “I mean the first day we had 2,000 copies of the first single in two piles in the middle of 15,000 square feet of floor space. From those first 2,000 singles Cherry Red has developed really fast – the sort of development that we’ve always hoped to see in the independent labels that we deal with.”

From that modest start Spartan has now built up a roster of some 90 labels from around 65 companies.

“The funny thing is,” says McDonnell, “we have never had to approach a label to ask to do their distribution. We’ve always been on the receiving end and always been ready to help.”

McDonnell and Thomas enjoy being able to say that they have helped break five UK acts since the start of Spartan – the *Rats*, *UK Subs*, the *Specials* and *Stiff Little Fingers*. McDonnell claims that when the SLF debut album made the charts, it proved to a certain number of sceptics within the business that Spartan really was a national distribution company. When Spartan first went into business, most of the independent labels were new wave-orientated and, as a result, the company earned a certain reputation of being the people to go to



LOADING FINISHED stock in Spartan's distribution centre

before meeting up with McDonnell and subsequently worked at Magnet before he helped create Spartan.

“The idea for Spartan grew when we were together at Merchandisers,” explained Thomas. “We decided that there was a vacuum in the record industry as far as independent labels were concerned. They had nowhere to go for distribution on a professional, national basis, except to a major record company.

“And if the major said ‘no’, there was

around London chasing post-engineers’ vans and pleading with them to put in some phones for us.”

Spartan is still based at London Road in Wembley and only recently has begun to use the full potential of the site, by converting the ground floor of the building into warehousing and moving the offices upstairs. The total floor space available is around 15,000 square feet which still leaves further room for expansion on the same site in the foreseeable future.



McDONNELL (LEFT) and Thomas trying the first floor for size before it was turned into office space last week



FILLING ORDERS in the Spartan warehouse

for that type of material. Many dealers uncertainly asked for a selection to check for themselves how it would go in their area.

"We sent out the best possible material we had available," says Thomas. And of course, this policy paid off. The dealers learned more about new wave, developed a regular local clientele, and more respect for it. This is all part of our policy and trying to develop the best possible relationship with our dealers."

Spartan's association with new wave — or perhaps new music would be a better

"We decided that there was a vacuum in the record industry as far as independent labels were concerned."

term — is still well-known and respected. So much so, in fact, that Radio 1 producers and presenters have phoned checking out upcoming product. Members of the public also enquire about the availability of certain records. This reputation of accessibility to everyone is something which Spartan enjoys fostering.

However Spartan does not only concern itself with new wave or pop material. The company distributes such diverse product as comedian Blaster Bates, (Tangent) a Handel's Messiah boxed set, and top folk artists Paul Brady and the Dixielanders. On the latter's last album Spartan shipped 12,000 copies.

Spartan's total staff of 28, includes a sales force of eight. McDonnell sees the task of the Spartan team as simply acquiring product, selling it and getting paid for it. There are employees who have "priority tasks", but at the same

time everyone must be prepared to lend a hand at any task.

Says Thomas: "I know this sounds like the most tired old cliché in the business but this really is a family organisation. And we try to transmit that feeling to the people we do business with. Clients know they can contact us any time and have a chat with anyone on the premises."

McDonnell says everything at Spartan is geared to speed of operation. "We like to see an order go through as though it's got wheels on. We reckon we can have an order processed and ready within an hour of receiving it."

Aside from distribution Spartan offers a couple of other services. One is the Spartan label which has, according to Thomas, no specific musical policy. "If something comes along which we like then we would release it. However, most of the time we would probably offer it to one of the labels we distribute first. We certainly have no energetic scouting policy for the Spartan label and it's something we would regard as secondary to our main function in life — which is to be a good sales and distribution network."

The other service is manufacturing, which Spartan can offer through its close links with various plants in Ireland, to labels which have their own arrangements.

In terms of achieving targets within its first operating year McDonnell says the company has done pretty well. "To be honest we were a bit down on our forecast in the first year but then that was a hypothetical target anyway. But in the first half of this year we've been way ahead of ourselves and we should see a great result by the end of our second year in business."

McDonnell intends to continue establishing a better relationship both with the independent labels and the retail trade.

He concludes: "Our turnover of a million pounds in the first year was a good result. There's nothing magical about that figure — the magical thing is where it came from and how it came about. What we've done isn't bad for what's supposed to be a dead market.



THE SPARTAN loading bay.

"When we started there was talk about when you begin from nothing, which we did, there's only one way to go. But that's rubbish. At any time in business there are always two ways to go — and we went the right way."

BRIAN HARRIGAN

"An enormous amount of talent wasn't available to the trade."

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INFINITY RECORDS
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Wholesale & Import Round-up

TIM SMITH

PENDING THE import High Court cases and the negotiations between manufacturers and the Record Wholesalers Association, UK importers are doing their best to maintain a low profile and the whole market has become fairly static.

Nevertheless, Stage-1 has just received a shipment of Dutch deletions - about 60,000 titles - carrying an average trade price of £1.25. The company has also just put two new sales vans on the road bringing the total up to six. Most deliveries are through Securicor.

A good selection of new albums have been released by UK independent labels over the last few weeks - most of which are immediately available from Croydon Bonapartes.

They include LPs from Joy Division, on the Factory label, The Sods, on Step Forward Records, The Gangsters and The Fashion plus compilations *Street To Street* and *Voltage 78*. Dealer prices are between £2.50 and £2.75.

Still with independent labels, singles currently available from London's I-Stop include Grinders 'Spiderman', on Wax Records, the Teen Beats' 'I Can't Control Myself', on Safari, plus the first Toya single 'Victims Of The Riddle'.

Balham's Record Corner has a number of new US titles on the shelves. Among them are the Squeeze single 'Slightly Drunk', not released in this country, Dolores Hall's 'Snap Shot' on 12-inch, the Bobby Bland LP *I Feel Good* and Kool And The Gang's *Lady's Night*.

Sussex importer Swift Records has some new Japanese product in stock. On the Ace Label there is Frankie Ford's *Let's Take A Sea Cruise*, Jimmy Clanton's *Venus In Blue Jeans* and Earl King's *Three Lonely Lonely Nights*. On the Japanese Crown label, Swift has LPs from Bobby Bland and Johnny Guitar Watson.

Swift has also just released the Noble 'Thin Man' Watts LP *Blast Off* on its own label Flyright Records, taken from the New York label Batton Records.

London reggae one-stop, Mojo Records, will be closed for most of this week. Its warehouse and offices are being renovated and modernised.

Finally, wholesaler Lutgtons has a number of ex-stock items now available. Among them are K-Tel's *Seasons* compilation, the Prince Buster 12-inch single 'Wreck A Pump' and the Earth and Stone 12-inch 'Migrate'.

TV GUIDE

Albums to be advertised this week on television

NATIONAL: All Regions
SEMI-DETACHED SUBURBAN

Manned Mann
EMI EMTV 19

ANGLIA

NEW HORIZONS Don Williams K-Tel NE 1048
SEASONS Various K-Tel NE 1060

ATV

HOT TRACKS Various K-Tel NE 1049
NEW HORIZONS Don Williams K-Tel NE 1048
SEASONS Various K-Tel NE 1060

BORDER

HOT TRACKS Various K-Tel NE 1049
NEW HORIZONS Don Williams K-Tel NE 1048
SEASONS Various K-Tel NE 1060

GRAMPIAN

NEW HORIZONS Don Williams K-Tel NE 1049

GRANADA

ALL ABOARD Various EMI EMTX 101
HOT TRACKS Various K-Tel NE 1048
NEW HORIZONS Don Williams K-Tel NE 1048
SEASONS Various K-Tel NE 1060

HTV

NEW HORIZONS Don Williams K-Tel NE 1048
SEASONS Various K-Tel NE 1049

LONDON

HOT TRACKS Various K-Tel NE 1049
NEW HORIZONS Don Williams K-Tel NE 1048
SEASONS Various K-Tel NE 1060

SCOTTISH

HOT TRACKS Various K-Tel NE 1049
NEW HORIZONS Don Williams K-Tel NE 1048
SEASONS Various K-Tel NE 1060

SOUTHERN

NEW HORIZONS Don Williams K-Tel NE 1048
SEASONS Various K-Tel NE 1060

TYNE TEES

20 GREATEST LOVE SONGS Slim Whitman
United Artists UA9 30270

TRIDENT

HOT TRACKS Various K-Tel NE 1049
SEASONS Various K-Tel NE 1060

WESTWARD

NEW HORIZONS Don Williams K-Tel NE 1048
SEASONS Various K-Tel NE 1060

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Imports

Best-selling Disco Import Albums

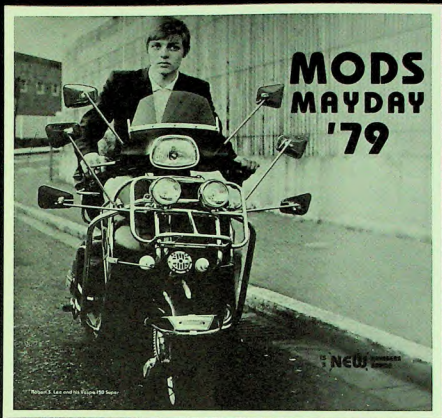
1	OFF THE WALL	Michael Jackson	Epic
2	RUNNIN' TO YOU	Eric Burdon	Capitol
3	A SONG FOR THE CHILDREN	Lionel Lincoln	US Columbia
4	IDENTIFY YOURSELF	O'Jays	Phil Int
5	THE GOOD LIFE	Bobo Humphrey	Epic
6	STAY FREE	Ashford & Simpson	Warner Bros
7	WATER SION	Jeff Labber Frigon	Arista
8	29 YOUR PRICE OF THE ROCK	Dynasty	Solar
9	TIME IS SLIPPIN' AWAY	Decker Warner	Phil Int
10	LUCKY SEVEN	Bob James	Tappan Zee
11	SECRET OMEN	Cameo	Chocolate City
12	S O D I L I C I O U S	Pockets	US Columbia
13	BOBO Willie Bobo		US Columbia
14	BROWNIE SUGAR	Tom Browne	Arista
15	9 HIGH GEAR	Nell Larson	Horizon
16	8 KNIGHTS OF FANTASY	Draboo	Warner Bros
17	SPYRO GYRA	Spyro Gyra	Infinity
18	TOUCHING YOU TOUCHING ME	Arto	Warner Bros
19	WHEN YOU'RE NUMBER ONE	Gene Chandler	20th Century
20	11 BETCHA	Stanley Turrentine	Claudio
21	DO IT ALL	Michael Henderson	Buddah
22	FANTASY	Heaven & Earth	Mercury
23	8 LIGHT FIRE	Bobby Lyte	Capitol
24	13 COUNTERPOINT	Ralph MacDonald	Martin
25	12 ADRENALIN	David Bonfield	Inter-Global/Epic
26	15 I'M ON MY WAY	Jackie Moore	US Columbia
27	SLICK	Slick	Fantasy
28	24 THE GAP BAND	Gap Band	Mercury
29	SOLAR FLUNK	Travis Biggs	Source
30	28 DANCIN'S MAKIN' LOVE	Gap Mangione	A&M

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SQUIRE

B·A·B·Y Baby Love · Walking Down the King's Rd.
Live Without Her Love

THE MODS

Tonight's The Night · Let Me Be The One
Love Only Me

SMALL HOURS

Hanging In The Balance · Midnight To Six
End Of The Night

BEGGAR

Don't Throw Your Love Away · Broadway Show
All Night



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AIRPLAY

Basic Key (see foot of page for details)

A — Main Playlists/Charts
 B — Breakers
 C — Extras
 • — Hit Picks
 | — Station Pick

NEW ADDITIONS IN BOLD TYPE

BUGGLES



RADIOACTIVE: Strongest Airplay Gains

ESING A HAPPY SONG O'JAYS
 VIDEO KILLED THE RADIO STAR BUGGLES
 MISSING YOU GALLAGHER & LYLE
 THE PRINCE MADNESS
 SAIL ON COMMODORES
 DIM ALL THE LIGHTS DONNA SUMMER
 RUN LIKE THE WIND MIKE BATT & FRIENDS

Phil Int
 Island
 Mercury
 Two Tone
 Motown
 Casablanca
 Epic

% 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
78	SAIL ON COMMODORES	A	C	A	A	A	A	A	A	A	A
73	LINES PLANETS	A	B	A	A	A	A	A	A	A	A
71	GET IT RIGHT NEXT TIME GERRY RAFFERTY	A	B	C	A	A	A	A	A	A	A
69	SLAP AND TICKLE SQUEEZE	A	A	A	A	A	A	A	A	A	A
67	MESSAGE IN A BOTTLE POLICE	A	A	A	A	A	A	A	A	A	A
66	DIM ALL THE LIGHTS DONNA SUMMER	A	C	A	B	A	A	A	A	A	A
63	BOY ON BOY RACY	A	A	A	A	A	A	A	A	A	A
60	RUN LIKE THE WIND MIKE BATT ETC.	A	C	A	A	A	A	A	A	A	A
59	QUEEN OF MY HAND JAGS	A	A	C	B	A	A	A	A	A	A
58	BACK OF HEARTS DAVE EDMUNDS	A	A	C	B	A	A	A	A	A	A
57	GETTING CLOSER - BABY'S REQUEST WINGS	B	B	B	A	A	A	A	A	A	A
56	THE LONELIEST MAN IN THE WORLD TOURISTS	A	C	B	B	A	A	A	A	A	A
53	THE SIDEBAND SONG CHAS & DAVE	B	C	B	C	A	A	A	A	A	A
53	SING A HAPPY SONG O'JAYS	A	B	B	B	A	B	A	A	A	A
51	MAKIN' IT DAVID NAUGHTON	A	B	B	A	B	A	A	A	A	A
52	THE SHAPE OF THINGS TO COME HEADBOYS	A	C	B	B	B	A	A	A	A	A
48	SUMAHAMA BEACH BOYS	B	C	B	B	A	A	A	A	A	A
47	VIDEO KILLED THE RADIO STAR BUGGLES	A	C	A	A	A	A	A	A	A	A
43	OPEN YOUR EYES DOOBIE BROTHERS	A	C	A	A	A	A	A	A	A	A
43	GHOST DANCING ADDRISI BROTHERS	A	B	B	B	A	B	A	A	A	A
43	MISSING YOU GALLAGHER & LYLE	A	C	A	A	A	A	A	A	A	A
43	THE PRINCE MADNESS	A	A	C	A	A	A	A	A	A	A
42	PRECIOUS ANGEL BOB DYLAN	B	C	A	B	B	A	B	A	B	B
40	YOUNG BLOOD RICKIE LEE JONES	B	C	B	B	A	A	B	A	A	A
38	THE DEVIL WENT DOWN... CHARLIE DANIELS	I	C	A	B	A	B	A	A	B	B
37	WHEN THE MONEY RUNS OUT LEI SAYER	B	B	B	B	B	B	A	B	B	B
36	I WONDER WHERE YOU ARE TONIGHT ROSE ROYCE	I	B	B	B	A	B	A	I	A	A
35	THERE MUST BE THOUSANDS QUADS	A	C	A	B	A	A	A	A	A	A
35	LASER LOVE AFTER THE FIRE	B	C	A	A	B	A	B	A	A	A
34	SINCE YOU BEEN GONE RAINBOW	B	C	B	A	B	B	A	B	B	B
30	I CAN'T GET OVER YOU... EVERY NIGHT DANA	B	B	B	B	A	C	A	A	A	A
29	GONNA GET ALONG WITHOUT YOU NOW VIOLA WILLS	B	C	B	B	A	A	B	A	B	B
29	I'M SATISFIED TRICKSTER	B	A	A	A	A	A	A	A	A	A
29	WHEN YOU'RE NUMBER 1 GENE CHANDLER	B	C	B	C	A	A	B	A	B	A
27	EVERY DAY HURTS SAD CAFE	B	C	A	B	A	A	A	A	A	A
26	LOVE WILL MAKE YOU FAIL... ROCKY SHARPE	B	C	B	A	A	B	A	A	A	A
26	LULLABY OF BROADWAY BRAM TCHAIKOVSKY	B	A	B	A	A	A	A	A	A	A
26	FEEL THE REAL DAVID BENEATH	B	A	B	A	A	A	A	A	A	A
26	WORLD DAVID ESSEX	B	B	C	B	B	A	A	B	A	B
26	AIN'T THAT A SHAME CHEAP TRICK	B	I	B	B	A	B	A	B	B	B
25	WHEN YOU'RE IN LOVE... DR.HOOK	B	B	B	B	A	A	B	A	B	B
25	LOVE IS ITS OWN REWARD STEVE KIPNER	B	C	B	A	A	A	A	A	A	A
23	IN THE BROWNIES BILL CONNOLLY	C	A	B	A	A	A	B	A	A	A
24	BETTER THAN I'D EVER THOUGHT... BILL HOUSE	B	C	B	B	A	A	A	A	A	A
23	AMERICAN HEARTS BILLY OCEAN	B	C	A	A	B	B	A	A	A	A
22	WALKING ON SUNSHINE EDDY GRANT	B	C	B	B	A	A	A	A	B	B
21	WHEN WILL YOU BE MINE AVERAGE WHITE BAND	B	C	A	A	A	A	A	A	A	A
21	POUR YOUR LITTLE HEART OUT DRIFTERS	B	C	A	A	A	A	A	A	A	A
21	CARILLON SKY	B	C	A	A	A	A	B	A	B	A
21	MEMPHIS SILICON TEENS	B	C	B	C	A	A	B	A	B	A
21	THE DAY THE EARTH CAUGHT FIRE CITY BOY	B	C	A	A	B	A	A	B	B	B
21	STRAIGHT LINES NEW MUSIK	A	B	A	B	A	A	A	A	A	A
20	HEY ST.PETER FLASH & THE PAN	A	B	A	B	A	A	A	A	A	A
20	COULDN'T BELIEVE A WORD 45'S	I	A	A	A	A	A	A	A	A	A
20	THIS TIME BABY JACKIE MOORE	B	B	B	B	B	B	B	B	B	B
20	SURE KNOW SOMETHING KISS	B	B	B	B	A	A	A	A	A	A
20	THEM HEAVY PEOPLE (EP) KATE BUSH	C	B	B	A	B	B	B	A	A	A
19	DON'T STOP... MICHAEL JACKSON	A	B	B	B	A	B	B	A	B	B
19	BREAKFAST IN BED SHEILA HYLTON	B	B	B	B	B	B	B	B	B	B
19	PEPPERMIN LUMP ANGE	B	B	B	A	A	A	B	B	B	B

KEY	RADIO 1	RADIO 2	LUXEMBOURG	CAPITAL	CLYDE	PICCADILLY	BRMB	CITY	DOWNTOWN	METRO
TO	A Featured 40	B 5+ plays	A List	A List	Tarzan 30	Hit 30	Playlist	Top 30	Playlist	Sounds
	B Additional 6	C 1-4 plays	B List	B List	Climbars	Climbars	Breakers	Breakers	Breakers	Singles
AIRPLAY	C		C List	Extras	Extras	Extras	C List	Presenter Picks	Hit Picks	New Sounds
			Bullets	Climbars	Parasociality Picks	Parasociality Picks		Presenter Picks	Hit Picks	New Sounds
RATINGS	T Record of the Week		Powerplay	People's Choice	Current Choice	Current Choice		Presenter Picks	Hit Picks	New Sounds

GUIDE

PLEASE NOTE: For reasons of space all records in the Top 30 of the Singles Chart are automatically excluded from this guide.

PLAYLISTS used in this guide are in force in the current week and contribute to next week's *RB* Singles Chart.



POLICE

TOP NEWSPINS: Strongest New Entries

MESSAGE IN A BOTTLE POLICE
QUEEN OF HEARTS DAVE EDMONDS
AIN'T THAT A SHAME CHEAP TRICK
FEEL THE REAL DAVE BENEATH
COULDN'T BELIEVE A WORD 455
CARILLON SKY
SPENDING TIME MAKING LOVE AND GOING CRAZY DOBIE GRAY
Infinity

A&M
Swansong
Epic
Sivewick
Shiff
Ariola
Infinity

		LUXEMBOURG	RADIO	CAPRI	PICCADILLY	DOWNTOWN	MALDEN	BELLINGHAM	BEACON	VICTORY	SWANSEA	DRIFELL	PLYMOUTH		
61	★ 19													SPLASH SP 002	A
62	18													MERCURY NEWS 1	F
63	★ 17													WEA K 18075	W
64	17													VIRGIN VS 278	C
65	17													UNITED ARTISTS UP 604	E
66	17													VIRGIN VS 283	C
67	★ 16													INFINITY INF 115	C
68	16													ATLANTIC K 11321	W
69	16													SCOPE/H 31 SC 4	W
70	15													INFINITY INF 111	C
71	15													20TH CENT. TC/CD 2415	R
72	15													RADAR ADA 44	W
73	15													A LASER LAS 8	W
74	★ 14													MCA 520	C
75	14													UNITED ARTISTS BP 305	E
76	14													DEPTFORD VUN CITY DFC 11	T
77	14													A&M AMS 7455	C
78	★ 13													MOUNTAIN TOP 47	F
79	13													MATUMBI RIC/12RIC 101	E
80	★ 13													ARISTA ARIST 295	F
81	★ 13													INFINITY INF 112	C
82	★ 13													ROCKET XPRES 2	F
83	12													WARNER BROS K17460	W
84	11													MCA 515	C
85	11													ARISTA ARIST 278	F
86	★ 10													WARNER/CURB K17437	W
87	★ 10													EPIC EPIC 7796	C
88	10													RCA PB 5172	R
89	9													BRONZE BRO 79	E
90	8													CBS 7773	C
91	★ 8													EPIC EPIC 7770	C
92	8													CHERRY RED CHERRY 5	M
93	★ 8													GTG 02 258	C
94	★ 8													RSD 42	F
95	★ 8													SHELTER WIP 6521	E
96	7													WARNER BROS K17422	W
97	7													POLYDOR 2095 081	F
98	7													EMI 2951	F
99	7													EPIC EPIC 7791	C
100	7													RK 1020	C
101	7													INFINITY INF 116	C
102	7													A&M AMS 7461	C
103	7													BLUE SKY SKY 7741	C
104	7													ELECTRIC WOT/LWOT 32	A
105	6													CREOLE CR/CR12 174	K
106	6													MCA 509	C
107	★ 6													ISLAND WIP 6493	E
108	6													MCA 518	C
109	6													CBS 7784	C
110	★ 6													POLYDOR 2042 126	F
111	6													DECCA FR 13852	S
112	6													ROCKET XPRES 17	F
113	★ 6													WARNER BROS K17457	W
114	★ 6													INFINITY INF 114	C
115	6													RCA PB 1596	R
116	★ 6													PYE 7P/12P 131	A
117	5													ARIOLA ARO/AROD 173	A
118	5													ISLAND WIP 6519	E
119	★ 5													MOTOWN TGM 1159	E
120	5													UNLIMITED GOLD UG 7778	C

KEY	HALLAM	FORTH	BEACON	TEES	TRENT	VICTORY	PENNINE	SWANSEA SOUND	DRWELL	RADIO 210	PLYMOUTH SOUND
TO	A Top 40	Fun 40	A List	Playlist	A List	A List	Double Play	Playlist	Top 40	Top 50	A List
	B New releases	High Flyers	B List	Class	B List	B List	Single Play	Instrumentals	Newspops	Alternative Chart	B List
AIRPLAY	C	Class	Class	Class	Class	Class	Class	Class	Class	Class	Class
RATINGS	T Presenter Picks	Personality Picks	Hit Picks	Beacon Rating	Beacon Rating	New Releases	Triple Play	Presenter Picks	Presenter Picks	Hit Picks	Hit Picks
		Station Hit	Station Hit	Station Hit	Station Hit	Station Hit	Station Hit	Station Hit	Station Hit	Station Hit	Station Hit
											People's Choice

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Rockshow Report

PAT THOMAS

- Most played Rockshow Albums
- 1 **IN THROUGH THE OUT DOOR** Led Zeppelin
 - 2 **SLOW TRAIN COMING** Bob Dylan
 - 3 **INTO THE MUSIC** Van Morrison
 - 4 **FEAR OF MUSIC** Talking Heads
 - 5 **J.J. Cale**
 - 6 **HIGHWAY TO HELL** AC/DC
 - 7 **THE DAY THE EARTH CAUGHT FIRE** City Boy
 - 8 **ROOT BOY SLIM & THE SEX CHANGE BAND**
 - 9 **HERMAN BROOD & HIS WILD ROMANCE**
 - 10 **DOWN TO EARTH** Rainbow
 - 11 **DRUMS & WIRE**
 - 12 **SLUG LINE** John Hiatt
 - 13 **GO FOR WHAT YOU KNOW** Pat Travers
 - 14 **TOP PRIORITY** Rory Gallagher
 - 15 **STREET MACHINE** Sammy Hagar
 - 16 **THE CONTINUING SAGA OF THE AGEING ORPHANS** Thin Lizzy
 - 17 **UNDERDOG** Atlanta Rhythm Section
 - 18 **PRODUCT PERFECT** Fashion Music
 - 19 **THIS HEAT**
 - 20 **THE A'S**

The Rockshow Chart is compiled of Britain's most played albums on each of British's leading rock radio stations.

Van Morrison's first Mercury release *Into The Music* has entered the Rockshow chart this week at number 3 - on the surface a strong entry, but it has come two weeks later than it might have. DJ reports indicate that the reason for this was partly Phonogram's failure to get promotional copies to all the stations, as the majority of jocks polled by *RB* didn't receive the album until after it was in the shops and selling well enough to enter the *RB* album chart at 44.

This question of prompt album servicing (or the lack of it) might be worth the attention of record company promotional departments, because of the direct bearing it has upon what gets played on airplay. It isn't a new problem for DJs, and certainly not one confined to one record company - many of the Rockshow panel had to scrounge for their copies of *Led Zeppelin*, *Bob Dylan* and *Rainbow*. In the case of the *Van Morrison* album, Jay C at BBC Nottingham reports "I got my copy from the local record shop."

Radio One and Capital probably don't feel the crunch as much as the provincial stations, but there are many presenters at the latter who are obliged to fall back on their own initiative to satisfy the immediate audience demand for new album tracks. They feel justified in suggesting that if effective promotion depends in part on mass exposure, it must also rely on the servicing of every DJ who is in a position to play an album. Where sure sellers like *Led Zeppelin* and *Bob Dylan* are concerned, early service is more a courtesy to the DJ and his audience, but with limited appeal artists such as *City Boy*, *John Hiatt* and the *Heartbreakers*, it has a key role to play in the promotion of their product.

THE ALBUM CHART 1-60

This Week	Last Week	Wks. on Chart	TITLE/ARTIST	Label/Cat. No.	D. Dealer Use
1	1	3	IN THROUGH THE OUT DOOR LED ZEPPELIN	SWANSONS BSK 59410	W
2	2	2	SLOW TRAIN COMING BOB DYLAN	JET JETLX 500	C
3	3	14	DISCOVERY ELECTRIC LIGHT ORCHESTRA	WEA 93082	C
4	4	9	THE BEST DISCO ALBUM IN THE WORLD VARIOUS	CBS 86084	C
5	5	13	TAM EARTH WIND & FIRE	MCA MCF 3008	C
6	11	8	STREET LIFE CRUISADERS	EPIC EPIC 86086	C
7	6	18	VOULEZ-VOUS ABBA	AMM AMX 83708	C
8	7	25	BREAKFAST IN AMERICA SUPERTRAMP	AMM AMX 86502	C
9	9	21	OUTCANDOS D'AMOUR POLICE	CHRYSALIS CCL 1192	F
10	10	51	PARALLEL LINES BLONDIE	POLYDOR POLD 8003	F
11	8	5	DOWN TO EARTH RAINBOW	UNITEARTISTS LTD 20058	C
12	14	16	NIGHT OWL GERRY RAFFERTY	BEGGARS BANQUET BEGA 7	W
13	15	15	REPLICAS TUBEWAY AMY	INFINITY INF 5003	W
14	13	11	MORNING DANCE SPYRO GYRA	ATLANTIC KS50628	C
15	12	5	HIGHWAY TO HELL AC/DC	MERCURY 9102 852	F
16	14	2	INTO THE MUSIC VAN MORRISON	BEGGARS BANQUET BEGA 4	W
17	16	4	TUBEWAY ARMY TUBEWAY AMY	MOTOWN STMA 8032	E
18	21	2	MANIFESTO ROCKY MUSIC	ROCKET TRAIN 7	F
19	22	5	MINGHTO MAGIC COMMODORES	POLYDOR POLM 001	F
20	20	7	WELCOME TO THE CRUISE JUDIE TZUKES	ORION 214	C
21	19	6	SOME PRODUCT - CARRI ON SEX PISTOLS SEX PISTOLS	VIRGIN V12	C
22	16	12	BEST OF THE DOOLEYS DOOLEYS	GTO GTTY 036	C
23	23	6	EXPOSED MIKE OLDFIELD	VIRGIN V20 111	C
24	26	29	MAN! OW MAGIC BARRY MANLOW	ARTISTRY 2	F
25	17	12	BRIDGES JOHN WILLIAMS	LOTUS WH 5015	G
26	24	16	DO IT YOURSELF IAN DURY & THE BLOCKHEADS	STIFF SEEZ 14	W
27	25	13	COMMUNIQUE DIRE STRAITS	VERTIGO 9102 031	F
28	27	3	DRUMS & WIRE XTC	VIRGIN V2129	C
29	29	11	LIVE KILLERS QUEEN	EMI EMP 330	C
30	33	16	BAD GIRLS DONNA SUMMER	CASABELLA CALD 5007	A
31	32	28	DIRE STRAITS DIRE STRAITS	VERTIGO 9102 021	F
32	28	5	TEENAGE WARNING ANGELO UPSTARTS	WARNER BROS K56717	W
33	35	64	OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA	CHRYSALIS CHR 1222	F
34	31	24	THE VERY BEST OF LEO SAYER LEO SAYER	AMM AMH 84743	C
35	34	5	LOOK SHARPE JOE JACKSON	EPIC EPIC 82419	C
36	37	5	BAT OUT OF HELL MEAT LOAF	ATLANTIC K50634	W
37	37	5	RISQUE CHIC	ISLAND LPS 9540	E
38	30	7	B2'S B2'S	CAPITOL EMTV 1	W
39	36	8	20 GOLDEN GREATS BEACH BOYS	SIRE SRK 8076	W
40	NEW	1	FEAR OF MUSIC TALKING HEADS	CBS 96004	C
41	39	17	AT BUOOKAN BOB DYLAN	ENGIN ENY 3	F
42	41	39	A TONIC FOR THE TROOP'S BOOMTOWN RATS	WARNER BROS K56628	W
43	43	13	RICKIE LEE JONES RICKIE LEE JONES	EMI EMC 3307	E
44	NEW	1	ROCK AND ROLL JAYNEKE CLIFF RICHARD	CBS 96000	C
45	45	63	JEFF WAYNE'S "THE WAR OF THE WORLDS" VARIOUS	SHELTER ISA 5018	E
46	46	3	J.J. CALE	UNITEARTISTS UKA 30044	E
47	51	4	THE EDDIE COCHRAN SINGLES ALBUM EDDIE COCHRAN	VIRGIN V2510	C
48	52	28	THE GREAT ROCK 'N' ROLL SWINDLE SEX PISTOLS	VIRGIN V2086	C
49	53	4	NEVER MIND THE BOLLOCKS SEX PISTOLS	POLYDOR PTD 001	F
50	50	23	LAST THE WHOLE NIGHT LONG JAMES LAST	WHITFIELD K56714	W
51	NEW	1	RAINBOW CONNECTION IV ROSE ROYCE	EMI EMC 3310	E
52	NEW	1	STINGING THINGS TH SHADOWS	WARNER BROS K56691	W
53	47	6	BOB TILL YOU DROP BY COODER	HEPPISE KM4015	W
54	48	10	RUST NEVER SLEEPS N!L YOUNG & CRAZY HORSE	EMI INTY 19	E
55	NEW	1	SEMI-DETACHED SUBURBAN - 20 GREAT HITS MANFRED MANN	WARNER BROS K56344	W
56	54	51	ROMOURS FLEETWOOD MAC	VERTIGO 9102 032	F
57	55	20	BLACK ROSE THIN LIZZY	PARLOPHONE PCTC 257	E
58	56	13	BACK TO THE EGGS VARIOUS	ATLANTIC K50687	W
59	58	14	WE ARE FAMILY SISTER SLEDGE	POLYDOR POLTV 8	F
60	40	7	20 ALL TIME GREATS ROGER WHITTAKER		

The Album Chart is compiled by *Record Business* from sales information supplied by the *RB* Dealer Panel.

- NEW** New Entry
 Re-Entry
 * Platinum Disc (300,000 sales)
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 ● Silver Disc (50,000 sales)

- DISTRIBUTORS**
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 L-Lutons, M-Spartan, N-Enterprise,
 O-Prestal, P-R-CA, S-Selecta,
 U-Warwick, W-WEA.

Index A-Z Guide to producers

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 AC/DC, Robert John Lange 15
 Angelo Upstart, Various 47
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 Barry Manilow, Ron Dante/Barry Manilow 24
 Beach Boys, Nikolas Venet/Beach Boys/Brian Wilson 39
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 Bob Dylan, Don De Vito 41
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 Sex Pistols, John Varvatos 48
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 The Best Disco Album In The World Various 4

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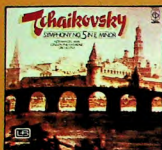
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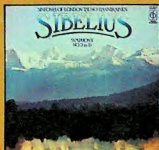
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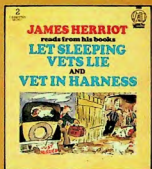
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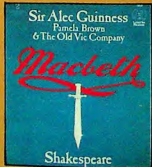
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