

RECORD BUSINESS

INSIDE

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Fruin urges trade to support GRRC meets

REGIONAL GRRC meetings and the MTA's annual conference may be axed because of dealer apathy, MTA secretary, Arthur Spencer-Bolland, warned last week.

The threat was made in the wake of a strongly-worded letter from WEA Records managing director, John Fruin, sent to the MTA following the dimly attended Croydon GRRC meeting - at which Fruin was guest speaker.

Spencer-Bolland told *Record Business*: "Regional meetings are not being well attended. It's very short-sighted of dealers not to support the GRRC and we must now ask ourselves whether or not dealers want regional meetings - perhaps they are just too apathetic."

He went on: "We will be discussing cancellation of future regional meetings at the next committee meeting along with the future of the annual conference - which has not been well attended in recent years". Next year's MTA conference will, however, be held as planned.

In his letter to the MTA - a copy of which was also sent to *Record Business* - Fruin issued a plea to record retailers to support their own organisation.

He wrote: "I find it hard to believe that all problems troubling retailers have been solved to their satisfaction during the last few months. I only wish this could be the case. I find it hard to believe that one of the more aggressive (by their own admission) manufacturers is not worth talking to, face-to-face."

Fruin continued: "Dealers who wanted to debate contentious points at length would, I would have thought, found the open-type GRRC meeting useful for that, especially if managing directors are prepared to leave their

'ivory towers' and talk."

He concluded: "It is going to be a very tough market indeed next year and into 1981. Communication between manufacturers and retailers can help us all survive this period. At least in part is it over to you, so please support your trade association."

Virgin eying Decca plant?

INDUSTRY SPECULATION is mounting that an independent record operation might step in to save at least some of the 600 jobs at risk at Decca's New Malden pressing plant.

The factory could make an attractive buy to several up-and-coming record companies which currently rely on the majors for pressing, and Virgin Records has certainly had preliminary talks following Polygram's bid for Decca's extensive repertoire and well respected brand name. Excluded from Polygram's undisclosed cash bid for Decca's record arm was the pressing factory.

Last week a Decca union convenor confirmed that huge lay-offs were feared among the semi and unskilled New Malden workforce which could amount to 85 percent of the 700-strong employees.

Decca's forthcoming sale raises interesting implications regarding the future shareholding of Record Merchandisers, the industry rack-jobber, of which the company was a founder member. As presently constituted, RM is equally owned by Decca, EMI, Polygram and Polygram. The sale would theoretically give Polygram the opportunity to acquire majority control with a



DOUBLE AWARD winners at the Record Business Disco Forum and Awards held at the Venue in London's Victoria were Ensign Records outfit Light Of The World. The band was voted Best UK Disco Act and Best New Group in a poll of the nation's disc jockeys. They were presented with their awards by special surprise guest star Janet Kay.

50 percent holding. This is unlikely to occur, however, and a more probable solution will be a redivision of the equity, either among the existing partners or among a new group of shareholders which could bring CBS back into the fold, or perhaps WEA.

Also subject to speculation regarding their future involvement are three Decca-owned subsidiaries - the Argo label, the Dublin distributor Irish Record Factors, and sleeve printer Robert Stace.

Argo md Harley Usill is still waiting to hear what will happen to the label, acquired by Decca 22 years ago. "I presume we shall be with Polygram since we are one of the profitable divisions," he said. Irish Record Factors, remains equally in the dark. Michael Geohagan, general manager of IRG, a Decca subsidiary for 20 years, commented: "We haven't heard anything, but as a viable operation we assume we shall keep going." Decca's main distributor in Ireland is Solomon and Peres, with IRF deriving only 13 percent of turnover from such Decca labels as Argo and Turnabout. Nobody was available for comment at Robert Stace.

Menzies takes 75 pc of Blood

TERRY BLOOD, the UK's largest independent wholesaler, has sold a 75 percent share in the company he founded four years ago to John Menzies Holdings, the Scottish retail multiple which includes record departments among its varied interests in newsagency, stationery and fancy goods.

By coincidence, the move by Menzies comes a year after the NSS chain of newsagents, which has over 40 racked record departments, took over Manchester wholesaler Wynd-Up Records.

According to Blood, Menzies has bought into the firm for "investment purposes". He noted that his recent move to new premises (see special feature inside) was not connected with his deal with Menzies, some of whose shops he supplies with records.

Stressing that the management and day-to-day running of the firm would not be affected, Blood said the deal would allow for greater development of the business.

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WEST RUNTON
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LONDON
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CARLISLE
EDINBURGH
BLACKBURN
NEWCASTLE

£3.99 TP

£1m Woolworths record push with joint tv ads

F.W. WOOLWORTH HAS lined-up its biggest-ever Christmas campaign to promote its record departments. Spearheaded by co-operative TV advertising with record companies, overall cost is estimated at £1 million.

National TV advertising begins on November 28 and runs up to Christmas. The albums featured in the two different 30 second commercials are Blondie's *Eat To The Beat*, ELO's *Greatest Hits*, Police's *Regatta De Blanc* and Outlandos *D'Amour*, Jasper Carrott's *The Unrecorded Jasper Carrott*, Leo Sayer's *Here*, Rod Stewart's *Greatest Hits*, Stevie Wonder's *Journey Through The Secret Life Of Plants*, and *Midnight Magic* by the Commodores.

With many LPs being discounted at between 60p and £2, additional advertising is booked in the national and music press. Woolworths has also printed four million free 48-page booklets detailing record product available.

The multiple is running a "Picture The Superstar" competition as well —

Hot Choc EMTV slot

EMI's BIG Christmas tv-promoted blockbuster will be *Hot Chocolate's 20 Hottest Hits* (EMTV 22), out on November 30 backed by a £350,000 spend, £300,000 of which goes on national tv.

It will be the first EMTV project emanating from RAK and features 13 top 20 entries, nine of which made the top 10.

Networking of the lavish, 45-second commercials begins on December 3 and runs right through to December 23 with the theme of "The Sexy Sound of Hot Chocolate" utilising top quality airtime. EMI is putting in full promotional support with 600-plus window displays.

Dealer price is £3.45 ex VAT with an rrp of £5.29 supplied on normal EMTV terms. Tracks include "So You Win Again", "You Sexy Thing", "Emma" and "Brother Louie", all produced by Mickie Most.

with a holiday in the USA and 800 music centres among the prizes. The theme of the campaign will be "Take Off Into The 80s".

Merchandising

Floyd flurry

PINK FLOYD re-emerges after a 21-month absence from recording with a new double album *The Wall* (SHDW 411) released on November 30 on EMI-Harvest and retailing at £8.45. And for the first time since 1967 the band has a single "Another Brick In The Wall (Part 2)" on the market.

The 26-track set is backed with a massive marketing effort with 500 major window displays, a national bus transport advertising push, poster "super sites" at Piccadilly and Shepherd's Bush and heavy trade, consumer and national press advertising running up to Christmas. Point of sale material includes posters and streamers.

WITH "WHEN You're In Love With A Beautiful Woman" riding high in the singles chart, Capitol UK is rush-releasing a new Dr. Hook album *Sometimes You Win* (EFT 12018) backed by an extensive marketing campaign including prime time radio spots on Capital, Clyde, Piccadilly, City, BRMB and Metro, 500 in store or window displays and trade and consumer press advertising. The album differs slightly from the US version with the addition of the chart-topping single. A new 45 "Better Love Next Time" will be released on November 30.

ARISTA RECORDS puts together campaigns for two major album releases on Friday from Simple Minds and mod band Secret Affair.

Glory Boys is the I-Spy label's first album and although it will retail at £5.00, for the first week it will be

Elly Smith

New Sire UK md

AS THE initial step in the planned expansion of the British operation, Elly Smith, currently head of press at CBS Records, has been appointed managing director of Sire Records in the UK.

The appointment is effective from the beginning of January. Paul McNally, at present general manager at Sire's London office, will take over full responsibility for A&R. Additional appointments are expected next year.

Elly Smith told *Record Business* that it was too early to comment on Sire's expansion plans. However, the company is expected to take over its own marketing, press and publicity from WEA Records. Seymour Stein, head of Sire Records in New York, refused to comment.

available to dealers at £2.32 — prompting a special £4.00 rrp. The LP coincides with Secret Affair's new singles hit, a nationwide tour and an *Old Grey Whistle Test* appearance, while full page advertisements have been booked in the consumer rock press and mod fanzine *Maximum Speed*. National fly-posting and a 30 by 40-inch window sticker complete the package.

Simple Minds second album *Real To Real Cacophony* on the Zoom label (SPART 1109) is also backed by a national tour with colour posters and a point of sale prop for dealers plus consumer press advertising.

CONSUMER PRESS advertising is lined-up by Polydor Records to promote the soundtrack album of the new *John Travolta* film *Moment By Moment*, which was released in the London area — only on November 15.

THE ITV dispute enabled Southern TV personality James Montgomery to get into the studio to record an album on new label Amber, distributed by Pinnacle. Entitled *September Mornings* (AMB 001) the album is released nationally and is being promoted with pa's on local radio stations.

Import cases near decision

JUDGEMENT HAS been reserved by Vice-Chancellor Sir Robert Megarry in the High Court test case over the legality of Portuguese imports. A ruling is expected within the next week.

Polydor and RSO have brought an action against importer Simons Records and retailers Harlequin claiming infringement of copyright over Portuguese copies of the Bee Gees *LP's Spirit Having Fun*.

Harlequin and Simons claim product can be brought in from Portugal because of the 1972 Trade Treaty signed by the country with the EEC. They are asking for the dispute to be referred to the European Court of Justice.

In a separate case on November 9, CBS Records applied for a High Court injunction to prevent Charmdale Records from importing or selling product that allegedly infringes copyright from outside the EEC. The case was adjourned. In the meantime, Charmdale gave an undertaking not to handle copies of the O'Jays *LP Identify Yourself*.

The previous week, Polydor Records applied for an injunction preventing importer Stage-1 from bringing in copies of the Who album *Who Are You* and all other US and Canadian product for which Polydor held the copyright. Judgment was reserved.

EMI Imports to close soon

EMI RECORDS is preparing to close its EMI Imports arm which has been responsible for bringing into the UK a wide range of EMI-owned repertoire not on general release, plus some specialist jazz material on independent labels. The operation, managed by Phil Lloyd, employs around 30 people, many of whom are expected to be offered alternative employment within the group.

Dealers will learn full details of the closure later this week when EMI circularises stores with product plans and stock and accounts arrangements, for labels like Burning Sounds reggae product and extensive jazz material on the Concord, Galaxy and Biograph labels.

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TRIBESMAN
BOMBERS

DAVE GOODMAN
FRONT
EATER

TRANSLUMAR DEFACTO DISC

HAN-O-DISC TLR LP 002S £5.99
BLACK VINYL TLR LP 002 £4.49



YOU'VE HEARD THE SOUND!
NOW SEE THE VISUAL!

MULLINGS

THERE WAS more than met the ear to last week's Radio-1 Mailbag programme's discussion on the mix-up over the number one position in the industrys charts. A BMRB spokesman explained how the mistake occurred. But due to a hasty re-think on the programme's content, listeners didn't hear all they might have done. What was missing? The participation of *Record Business* chart director Godfrey Rust. He was asked to take part by producer Simon Major who then, with understandable embarrassment, had to withdraw the invitation on the instructions of Derek Chinnery. Mentioning that "perhaps someone's enthusiasm ran away with them", Chinnery told Mullings: "Having looked at the subject under discussion, it was decided that it was not necessary to invite anybody from any other organisation to discuss the charts. It was a perfectly normal decision." Altogether now — Boooooo00000 . . .

BATTERED BUT unbowed, Bryan Samain, the man who has been sitting in what has become the industry's hottest hot seat for the past 10 years, is quitting his job as EMI's director of public affairs. With EMI about to pass into the hands of Thorn Electrical, the man who survived Arnhem has decided the time has come to move into independent consultancy. He leaves at the year-end, with his deputy Colin Woodley taking over as director of group public relations . . .

DEADLINES UNFORTUNATELY prevent a fuller report — and it's doubtful that such a respectable column as this would dare mentioning to proceedings in detail — but the official farewell dinner for Pye special project's manager Tom Grantham at the Europa on Thursday, organised by Roy O'Dwyer looked to have the makings of a night to remember. Over 200 people were there, and the proceedings were enlivened by the speeches from Messrs Fruin, Presky and Benjamin and a couple of lasses surprisingly lightly clad for the time of year . . . David Style and Nick Gibson of the Hammersmith Rehearsal Studios holding the first auction of modern musical instruments and equipment, at the Boileau Arms Hotel, Barnes, on November 21. Items for sale include a Hendrix bass amp, a 1935 National steel guitar and a Scopetone sound and vision jukebox . . . CBS took the National Union of Students' general secretaries' conference seriously, with a generous number of giveaway albums and an impressive big screen video. Phonogram and Stiff also showed up at Reading . . .

ABRUPT PARTING of the ways between EMI LRD and promotion manager Ken Bruce — a move which has not met with the approval of certain important licensed labels . . . another EMI LRD exit was black music promotion man Roy Edwards . . . Barron Knights, Status Quo, ELO, Uriah Heep, Manfred Mann, Gonzalez and Darts among teams competing in the Sun Goaliggers FiveFive-A-Side soccer contests at Wembley Pool on November 25 . . . a tennis will get you a best seat at the Albert Hall for Marvin Gaye's January show — but top price in the less salubrious surroundings of the Rainbow is a mere £8.50. Jeff Kruger promotes and has other tours by Jerry Lee Lewis, Frankie Valli and the Four Seasons and Sammy Davis Jr. in the pipeline . . . Ariola in Germany has reportedly signed a UK act with royalties based on wholesale price and not the usual rrp — could this be a significant first? . . .

NEW PHENOMENON witnessed at 2-Tone tour gig in Stoke — burly young men throwing mates over the balcony into the arms of more burly young men below . . . Watch out for Utopia's TCO band — their much appreciated one-hour set at the RB Disco Forum was entertaining visually and tight musically and given a hit single they have what it takes to become a major 1980 attraction . . . full marks to Infinity for the original choice of the London Dungeon for party for new signings Screams — but wouldn't Dingwalls attendance have been better if the lig had followed the gig? . . . after thrashing Music Weak 7-4, RB's darts team looking for a bit of decent opposition. John Hayward would like to hear from gangs of four.

RECORD BUSINESS

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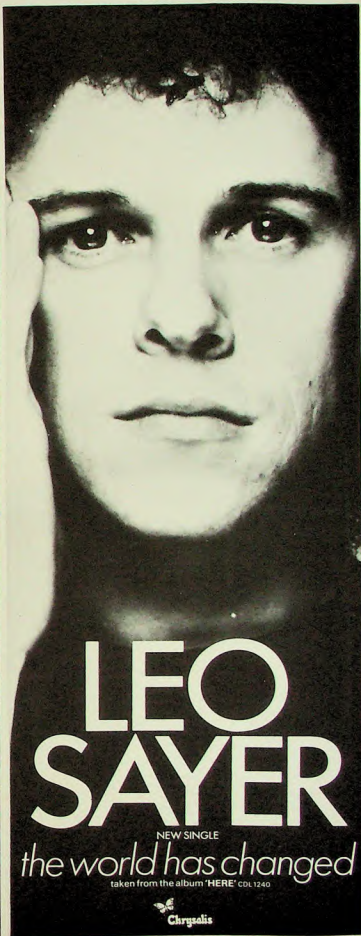
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The inclusion of "Showdown" is by kind permission of EMI Records Ltd.

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**If Disco died in 1979
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Earth Wind & Fire

No. 1 Best Album - Group - I Am
No. 1 Best Single - Group - Boogie Wonderland

Michael Jackson

No. 1 Best Album - Male Singer - Off The Wall
No. 1 Best Single - Male Singer - Don't Stop 'Till You Get Enough

**McFadden &
Whitehead**

No. 1 Best 12-inch Single - Ain't No Stopping Us Now

Anita Ward

No. 1 Best New Female Artist

**for giving it
a great funeral!**



Dancing into the Eighties



Dealer Viewpoint SIMON GEE

Navigating the discount jungle

MANY DEALERS are probably thinking that this Christmas must be the best ever for discounts and offers on back-catalogue. However, looking down the list of companies there is one notable exception that effectively nullifies a lot of the other deals. In addition, two or three companies' offers are so complicated that they could only have been dreamed up by sales managers with nothing else to do.

What gave rise to the initial enthusiasm from all of us had to be CBS' offer. A 15 percent discount on any order over 50 units sounds like a dealer's dream and an accountant's nightmare. Indeed, this is an excellent deal which every shop in the country must be able to take advantage of, and is a very effective counter to cheap imports.

Although none of us will be privy to the information, it would be fascinating to find out how CBS' profits look after the Christmas period. One disadvantage from CBS' view must be that with no higher discount limit to reach, many dealers are just ordering what they need immediately and aren't prepared to order that little bit more which might reach a higher discount.

That said, I've found that this year I'm ordering less from everybody anyway. The sales of back-catalogue are decreasing all the time, and although TV marketing may give a boost to an artist's catalogue, it is always very short-lived. For example sales of Rod Stewart's Riva albums will drop dramatically once the current TV campaign is over.

Although the CBS deal sounded the best ever, it so happens that EMI have come up with two offers that, combined, are even better. In fact I'm getting more discount from EMI than from CBS, and for the same number of units. And I never thought I'd ever write that. EMI's



MANCHESTER DEALERS meet new Phonogram signing Fivepenny Piece at a special reception at the city's Playboy Club. Left to right: Mr A. Reed, Music Centre, Ashton, Lynda Meeks, Fivepenny Piece, Mrs Reed, Geoff Ingham, Phonogram rep.

'Pound Smashers' means that a cumulative discount of 22 1/2 per cent is available if your stock turnover can reach it. And with the cream of EMI's back-catalogue included in the scheme it is not very difficult to reach these levels. On top of this EMI is offering discounts on latest releases and chart albums which start at 100 units and work upwards. Taken together - an excellent package - very generous to the dealer, and also must help EMI shift some records in the next couple of months.

As an aside it is interesting to note that several companies are now including in

their Christmas-offer literature, tables showing attainable percentage margins with different levels of orders. It seems that this year they have finally caught on that dealers are interested in margins, and in their profits. Maybe our message is getting through.

After the good news must come the bad, and now it's time to discolor the rosy picture painted so far by looking at the exception. WEA's intransigent attitude towards Christmas discounts comes as no great surprise.

I've noticed a steady worsening of dealer relationships over 1979. It started

Wholesale & Import Round-up

TIM SMITH

CONTRARY TO reports elsewhere, it seems that record manufacturers are stepping up their attempts to prevent UK importers bringing in non-EEC product.

In addition to the case over the legality of Portuguese imports between Polydor and Simons and Harlequin - in which judgement has now been reserved, both *Charmdale* and *Stage-1* have found themselves in the High Court defending record company actions.

CBS has applied for an injunction to stop *Charmdale* importing copies of the O'Jays LP *Identify Yourself* and Polydor has asked for an injunction to stop *Stage-1* bringing in copies of the Who's *Who Are You* LP plus all other Polydor US and Canadian product. In the

Stage-1 case judgement has been reserved and the *Charmdale* case has been adjourned with the company giving a temporary undertaking not to handle copies of the O'Jays LP.

Nevertheless, business continues. *Stage-1* has a mass of product which manager, Terry Shand is at pains to point out has been imported from EEC countries. It includes 50,000 overstocks at between 90 pence and £2.25 trade.

And *Stage-1* also has various current UK releases on import from Europe including Fleetwood Mac's *Task* at £4.10 trade.

Lightning's latest batch of imports includes Rick James' *Fire It Up*, Al Hudson's *One Way*, Dave Valentine's *The Hawk*, J. Hoggard's *Days Like These* and Shalamar's *Big Fun* plus Abba's *Voulez-Vous* cassettes at only £2.65.

North of the border, Edinburgh's Scotia has various new imports on the shelves - among them Derek and the Dominoes' *Layla*, Dean Friedman's *Well, Well Said* *The Rocking Chair* at £1.25 *Farewell To Kings* by Rush, also at £1.25 and Tom Petty's *You're Gonna Go Far* at £1.65.

Currently available from London reggae one-stop, *Mojo*, are 12-inch singles 'This Time' by the Heptones, on the Observer label, 'There's No Me Without You' by the Mighty Diamonds, on Channel, and 'Motherless Children' by Gregory Isaacs on Niagara.

Finally, Hammersmith-based importer, Flyover, has a good selection of Australian imports in stock which include all the AC/DC albums.

with the mutilation of their sales force, which meant less contact with dealers, and greater reliance on large initial orders, continued with the collapse of 'Sound Generator', and has reached its peak this Christmas with the complete absence of discounts.

Maybe they feel that their product is so strong that they have no need to give discounts.

Well, I for one will not be stocking up on WEA, nor feigning any of their new albums. Why did 'Sound Generator' collapse? The letter we received from WEA typically blamed 'dealer response'.

They might equally have mentioned 'WEA response'. You can't possibly hope to install a back-catalogue discount system and expect to run profitably for all parties concerned without showing some interest in it, occasionally promoting it, and regularly updating it. WEA should have had the courage to admit that its own failing played a part towards its collapse, and not have blamed the dealer for an ill-designed and badly run system.

TV GUIDE

Albums to be advertised this week on television

NATIONAL: ALL REGIONS	
TRANQUILITY Mary O'Hara 20 GOLDEN GREATS	Warwick WW 5072 Molton EMTV 21
GREATEST HITS Rod Stewart TOGETHER	Riva R00TV 1 K-Tel NE 1053
NIGHT MOVES Various ELVIS LOVE SONGS	K-Tel NE 1065 K-Tel NE 1062
ANGLIA GREATEST HITS VOL 2 Abba NEW HORIZONS Don Williams	Epac EPC 1007 K-Tel NE 1048
ATV JUST FOR YOU Des O'Connor CREPES & DRAPES Showaddywaddy GREATEST HITS VOL 2 Abba HARRY AND... Harry Nilsson	Warwick WW 5071 Anita ARTV 3 Epac EPC 1007 K-Tel NE 1050
BORDER CREPES & DRAPES Showaddywaddy HARRY AND... Harry Nilsson	Anita ARTV 3 K-Tel NE 1050
CHANNEL NEW HORIZONS Don Williams GREATEST HITS VOL 2 Abba	K-Tel NE 1048 Epac EPC 1007
GRAMPIAN HARRY AND... Harry Nilsson HARRY AND... Harry Nilsson	Epac EPC 1017 K-Tel NE 1050
GRANADA CREPES & DRAPES Showaddywaddy GREATEST HITS VOL 2 Abba HARRY AND... Harry Nilsson	Anita ARTV 3 Epac EPC 1007 K-Tel NE 1050
HTV GREATEST HITS VOL 2 Abba NEW HORIZONS Don Williams	Epac EPC 1007 K-Tel NE 1048
LONDON GREATEST HITS VOL 2 Abba NEW HORIZONS Don Williams	Epac EPC 1007 K-Tel NE 1048
SCOTTISH CREPES & DRAPES Showaddywaddy GREATEST HITS VOL 2 Abba HARRY AND... Harry Nilsson	Anita ARTV 3 Epac EPC 1007 K-Tel NE 1050
SOUTHERN GREATEST HITS VOL 2 Abba NEW HORIZONS Don Williams	Epac EPC 1007 K-Tel NE 1048
TYNE TEES CREPES & DRAPES Showaddywaddy GREATEST HITS VOL 2 Abba HARRY AND... Harry Nilsson	Anita ARTV 3 Epac EPC 1007 K-Tel NE 1050
WESTWARD GREATEST HITS VOL 2 Abba NEW HORIZONS Don Williams	Epac EPC 1007 K-Tel NE 1048
YORKSHIRE CREPES & DRAPES Showaddywaddy GREATEST HITS VOL 2 Abba HARRY AND... Harry Nilsson	Anita ARTV 3 Epac EPC 1007 K-Tel NE 1050

Spokey's New Single

HBO'S TAKEN THE LID OFF THIS AFFAIR

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Exclusive Representation London Management

WYND-UP RECORDS (SCOTLAND) LTD

OUR NEW GLASGOW DEPOT IS OPEN AND FULL OF HOT CURRENT PRODUCT

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- * Full Golden Oldies Catalogue
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- * All Chart Albums and Cassettes
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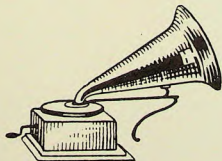
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**WYND-UP RECORDS (SCOTLAND)
LTD The Wholesaler Who is Ser-
vicing The Scottish Dealer The Way
He Should Be - Efficiently!**

MIKE CLARE has been appointed as record Business' new Dublin correspondent. A former UK record industry journalist, Clare is particularly well known in the Irish entertainment and music industry as the record columnist of the *Dublin Evening Herald*. He will be writing a regular fortnightly column. He can be contacted at Dublin -746 841.

WHEN it comes to discussing the music industry in Ireland there is one major crippling problem: a complete lack of available, never mind reliable, statistics. The stark and unfortunate fact of the matter is that no one knows the size of the market, making it virtually impossible to state anything definite about developments in public taste.

That's one of the key points made in this in-depth study of the Irish music business by a local industry paper - *Hotpress*, a popular rock-orientated fortnightly somewhat similar to *NME* or *Sounds*.

There is general agreement in the industry that in 1977 the gross retail trade amounted to about £10.5 million leading to estimates that this year it should stand somewhere between £11 and £12 million.

But, *Hotpress* points out, all this is speculation. The 1977 figure wasn't verified because it would have meant companies submitting their accounts for an independent audit, something many

At last! the Irish market stripped bare

weren't prepared to do.

Polygram boss John Woods estimates that about 40 percent of total sales are for local product, to include rock, folk, traditional, ballads, showbands and MOR. He says very little home product approaches break-even point.

The industry here employs about 600 people directly, says Woods. That would include record companies, pressing plants, tape duplicating companies, studios and retail outlets. There are 17 record companies registered with the Irish Federation of Phonographic Industries.

And what of the vexed question of sales figures? Ireland's biggest-ever hit, Gloria's 'One Day At A Time', is reckoned to have sold 120,000 locally. The top-selling Boney M double A-side single 'Rivers of Babylon/Brown Girl In The Ring' did about 60,000, the Boomtown Rats' 'I Don't Like Mondays' hit 40,000 while Art Garfunkel's 'Bright Eyes' shifted 54,000 copies.

It now takes sales of 450 copies in a week, on the wholesale aggregate system in operation here, to get a single into the Top 30. Sales of a number one hit can vary from 2,000 - 9,000 in a week.

As for albums, *Abba's Greatest Hits*

notched up sales of 200,000 with the aid of a tv campaign which made it CBS's biggest ever LP here. *Grease* and *Saturday Night Fever* boot sales of between 70 - 80,000, i.e. 150,000 units each.

Other figures quoted by *Hotpress*: Blondie's *Parallel Lines* (hit by imports) sold 15,000 units; Supertramp's *Breakfast In America*, 13,000; Thin Lizzy's double *Live And Dangerous*, 22,000 units; Boomtown Rats *Tonk For The Troops*, 15,000, with Mulligan, hoping for about 40,000 eventually of the newie, *The Fine Art Of Surfacing*; Bob Dylan's *Blood On The Tracks*, 28,000 and *Street Legend*, 24,000.

On market breakdown, Jackie Hayden of CBS says that rock and allied contemporary music represent about 50 percent of sales while A&M's John Buckley puts it higher at 60 percent and adds that it's the growing sector. On the other hand, John Woods estimates it as low as 20 percent.

In its introduction, *Hotpress* comments that the industry here, though suffering from the international recession, has perhaps a little more going for it than elsewhere as the 1980s fast approach.

This is because of the continuing population growth with the under-25 age group now comprising more than half the country's population and also the emergence of a national music radio channel plus a second TV channel with the result that music shows like *Top Of The Pops* are now seen nationwide.

IRELAND'S BIGGEST superstar this year is definitely Pope John Paul II. Recordings of his recent visit to this country are currently dominating window displays and keeping the cash register bells tingling merrily.

An edited version of the highlights of his visit from RTE's TV coverage issued in album form and marketed by Polygram has already sold over 75,000 copies, meriting it a platinum disc.

And a rival album of the Papal tour, recorded and marketed on Billy

McBurney's Outlet label, based in Belfast, has hit 40,000-plus sales so far.

And the battle for sales has led to a row. McBurney was angry because RTE's Gay Byrne, on his top-rating *Late Late Show*, plugged the RTE album and suggested it was the 'official' version.

Comments McBurney: "Ours is as authorised as RTE's. And I'd like to point out as well that our LP has 46 minutes of the Pope talking plus hymns and singing while RTE's record has only 27 minutes of the Pope talking and a lot of commentary. Our record also carries a message from Cardinal O'Flaich and that is as official and authorised as you can get."

Of course, RTE has one slight advantage over McBurney. Like the BBC, it can plug own product and is doing so quite extensively.

A third Pop package, his five speeches on four hours of cassette, is being marketed by a mail order firm for £14.95 with an hour-long condensed version being sold by the same company for £4.99.

Three 'pop hymn' singles by local artists have also notched up considerable sales.

The final figures of all the product are likely to be astronomical, by Irish standards. Sales are expected to boom again over the next few weeks up to Christmas. Papal souvenirs are reckoned to be the big 'novelty' item of this year's Christmas trade and the albums, of course, capture the 'atmosphere' better than all the other 'souvenir' items currently being marketed. Thousands of the singles and albums are being sent overseas as Christmas gifts to emigrants. Who says there's no money in religion?

EMI HAS dropped an Irish act, the Swarbriggs, which was renamed Winter, having failed to break them outside this country. Now they are the premier act on a new local label called Meglo run by Pat Dunne, who is mainly in artist management and agency. He handles Australian singer-songwriter Kevin Johnson.

IRISH LOCAL TOP 10

(Positions in brackets refer to National chart positions)

- 1 1 (4) ONE DAY AT A TIME Glona - Release
 - 2 2 (8) GUESTS OF THE NATION Horslips - Horslips Ltd
 - 3 4 (12) DO YOU WANT YOUR WASHED DOWN Brendan Shine - Play
 - 4 2 (14) VIVA IL PAPA Catriona Walsh - Release
 - 5 Re-entry (17) WHO DO YOU WANNA BE Gina Dale Haze - Spider
 - 6 6 (18) RARE ALD TIMES Danny Doyle - Release
 - 7 10 (19) OUT OF CONTROL U2 - CBS
 - 8 - (21) CAROLANS WELCOME Chieftains - Claddagh
 - 8 8 (23) YOU NEVER HEARD ANYTHING LIKE IT Freshmen - Release
 - 10 - (24) I'M A LITTLE BIT LONE-SOME Brendan Quinn - Release
- (Chart courtesy of IFPI)

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Catholics

Briefs

- Black market tickets for *Abba's* first and only concert in Ireland changing hands at £50.
- Exile songwriters interested in a shot at Eurovision have until December 31 to submit tapes to RTE for the National Song Contest which selects Ireland's entry to the Euro spectacular. Rules and application forms from National Song Contest, Light Entertainment Office, RTE, Donnybrook, Dublin 4, Ireland.
- Dublin new wave band Berlin has been signed to Charisma with first single, 'Over 21', slated for January 2 release.
- Welsh outfit Crazy Cavan and Rhythm Rockers the first rockabilly band to be brought to Ireland and if the two gigs are successful other such outfits will be sought.

Focus on TERRY BLOOD Records



ONE OF the many team of warehouse 'pickers' compiling an order from the alphabetical 'catalogue' singles section.

"The need for one-stops was absolutely apparent to me. From the point of view of my own shops; first of all, great savings could be made by drawing off stock at the right time — to avoid having duplication in some shops. And the other thing was, the peak time for this business is Saturday. So you need to have the stock on a Saturday and unfortunately it is very difficult to get records from

manufacturers at short notice.

So I started out with the idea of a service which would keep the dealers in stock on a Saturday. I started from a very fundamental principle which is that records are perishable, exactly like food. You need to have them when the demand is there, not when somebody decides they'll let you have them — because without the customer we're all out of business.

Need for 24-hour Service

"THERE SEEMED to be, in this business, a basic need for somebody to do, at most, a 24-hour service to the dealer. So that he can keep his stocks controlled and his customers satisfied. That's how I started."

Many wholesalers began life dealing mainly in the small labels which mushroomed three years ago. Terry Blood Records, as it happens, came in just before that, occupying 5,000 square feet of warehouse space in Burslem in 1976 with the notion of covering Stoke and its immediate environs.

"If you're a one-stop you're supposed to be handling all labels" says Blood. "Initially I went to every record company and had lots of meetings and everyone said 'Ah yes, yes, we'll think about it'. They had distribution systems of their own and quite frankly I

"The majors had distribution systems of their own and quite frankly I don't think they thought there was a need for anything else"



GENERAL MANAGER Graham Vernon is a long-time friend and associate of Terry Blood and has overseen the 2½ month conversion of the new premises from shell to a wholesaling operation that opened its doors for business this month.

don't think they thought there was a need for anything else.

"But I don't think you can say that just because a record company won't give you any terms you can refuse to supply its product."

He uses the word "derisory" about the special trading terms that they did manager to wangle initially but feels that the plunge had to be taken if the recalitrant companies were to see the possibilities.

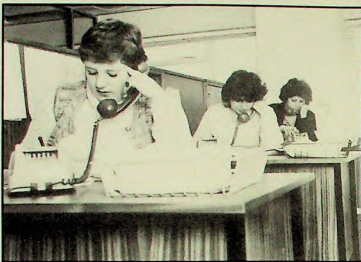
The new premises PERCHED ON a lonely industrial estate in Newcastle-under-Lyme, the

...Jet Records congratulate Terry Blood (Records) Ltd on the acquisition of their new warehouse

Jet
RECORDS
© Jet Ltd 1979

Focus on TERRY BLOOD Records

"The time we demand excessive terms or charge an uneconomic rate, we're out of business"



THREE OF a large telephone sales contingent which will arrange to ring dealers regularly each week at a convenient time – all part of the efficient Terry Blood service.



BRIAN WYKES, the national sales manager.

new Terry Blood premises may not be in the most scenic position but it is occupying 27,500 square feet of warehouse space – a veritable aircraft hangar now rapidly filling up to an all-systems-go, full-capacity situation.

General manager Graham Vernon says that the developer, W.A. Blackburn Ltd, has done an excellent job in converting what was a shell to the present monster business set-up in just 2½ months.

A full-time staff of 45 is employed plus 50 part-time. The warehouse, under the management of Trevor Bootherstone, operates an alphabetical system for catalogue product but a specially concise, easily visible picking system for chart albums and singles.

Blood himself has refused to have

the firm computerised. "As the saying goes: 'Garbage in, garbage out'. This is basically a fair business. Just because you've sold 500 copies of a record one week the computer will, if it's programmed, give you a prediction as to what you should sell next week. The record business doesn't work that way."

The company has long since shut its trade counter, emphasising that the average dealer doesn't have the time to motor even ten miles to pick up orders, and that Blood's can get the product to him nearly as quickly anyway.

"When you think that they can place an order at 7pm and get it delivered

before 1pm the following day, why get in your car?" asks Graham Vernon. "And that includes Saturday night for Monday morning."

Indeed, the seven-days-a-week

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Focus on TERRY BLOOD Records



TOP: A panoramic view of the new Terry Blood warehouse and (bottom) the Checking & Packing section



A MATTER of days to opening in late October and in goes the singles stock

shift is one of Terry Blood Records' big flags to wave. Blood comments: "It means that a dealer can close his shop at 5.30pm on Saturday, cash his till up, look round his shelves and the stuff

that he's desperate for he can still get an order in. And he doesn't have to do it in the middle of the afternoon when he's busy."

Special Terms
BLOOD HAS always belittled his part in BOOST (British Organisation of One-Stop Traders) — a short-lived attempt to squeeze some decent trading terms out of the major suppliers. Indeed, he says that it was never much more than a meeting over coffee in someone's London hotel room. Since the acknowledged success of the one-stop idea, terms have not really been a problem for Blood Records.

"I believe that there could be certain

**"A smaller dealer
is under great
pressure on all his
top lines"**

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FOR ITS current chart albums, Terry Blood's abandons the normal alphabetical filing and uses instantly visible display grouping instead.

improvements but by and large I'm happy. What we must bear in mind is: 'The labourer is worthy of his hire'. I've always taken the position that as long as we perform our role satisfactorily to the manufacturers who supply us and the retailers who buy from us, and as long as we provide that role at an economical cost for both parties, we shall stay in business.

"The time that we either demand excessive terms from the manufacturers or charge the retailers an uneconomic rate in return, we're out of business."

With his own experience in retailing and his currently excellent position for viewing the record market in depth, Terry Blood does sometimes get dealers asking his advice about their business. He believes that the blank tape problem plus the industry's own shortsightedness have combined to produce today's parlous situation.

"When I started retailing in '71, I wanted to provide something for everyone. That was fine in that climate.

"Unfortunately, you've now got a situation where we've engaged very heavily in discounting - like lemmings to our own destruction - so that the smaller dealer is under great pressure on all his top lines. So he doesn't make

**"Minimum orders
have been a major
thing for
one-stops"**

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Focus on TERRY BLOOD Records



THE COMPANY VANS can back right into the warehouse to be loaded. In fact these vans simply ferry the orders down to the Securicor depot where orders are transferred for delivery.

very much profit and he's left with his back catalogue. That is going to be slower moving so it's critical that he doesn't overstock himself with it."

He feels that home taping is actually more widespread than even the BPI thinks, but does think too that records are simply too expensive.

"I think it's very difficult for the new chap that wants to set up a shop. I believe you need £1,200 to open an account with EMI now. It's difficult to open a shop for less than £8,000 or £9,000. And anyone opening a shop should concentrate first on getting his cash flow going and his customers interested in the current stuff and then he can start to bring in the catalogue."

"When we started, the musical climate at the time was 'a little bit of everything'. The punk and new wave thing didn't come through until '77 and I think it was a great thing for one-stops. And one-stops broke the new wave too — a contributory factor to the manufacturers seeing there was something in it for them.

"In the early days, the kind of thing that shifted particularly through us was TV product. This is very difficult product for a retailer to judge. There can be no sales at all on it one week and then all of a sudden... "Whoosh!"

"The minimum orders that TV merchandisers ask for means that a lot of the smaller shops find it very difficult. They cannot afford the 25s and the 10s.

"I think it's very difficult for the new chap that wants to set up a shop"

"Minimum orders have been a major thing for one-stops. Manufacturers have had a difficult time since '74 and '75 with inflation, and it's now very expensive to send out a parcel, never mind the administration and the paperwork. So they put on a surcharge — and quite rightly too, may I say."

A project which started to fill in the gaps got to a stage where, at one point, it boasted 38 vans on the road. "We stop at water" as Graham Vernon is fond of saying.

Nowadays, the vans only deliver in the immediate vicinity and Securicor handles all the long-distance work. Majors that suspected the new breed of one-stoppers of being just a flash-in-the-pan must now admit that 27,500 square feet of warehouse and 5,000 square feet of offices (the new Newcastle-under-Lyme site dimensions) are proof that the gaps certainly need filling.

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DISCO

Disco dealer by Barry Lazell

WITH RAPPERS' Delight, now the country's top 12-inch record, we could be in for a rash of similar rap-over-backing-track hits in the near future. Already showing up in import shops are 'Spoonin' Rap' by the oddly named Spoonin' Gee, on the Sound of New York label, and an even more direct answer disc to 'Rapper's' called 'Lady's Delight'. Indications are that these two are rather more, shall we say, risqué than the Sugarhill effort - particularly if 'Spoonin' still means what it used to mean in street parlance. This obviously knocks airplay chances on the head, but then is likely to have quite the reverse effect in the UK club.

THEORETICALLY in with a head start is 'King Tim III' by Fatback, which is already available here on Polydor, but was issued as the B-side of a comparative non-starter. The company recently mailed 12-inch prom copies of the cut to its mailing list DJs, so is obviously keen to get its share of 'rap' business. Depending upon the jocks' reaction, some early punter reaction to Fatback looks likely. In the meantime, RB is unlikely to inaugurate a specialist raps chart at this stage!

THE IMPORT albums chart has never been in a more dynamic state than at present: witness the unprecedented 11 entries in the list of two weeks ago, and seven more last week. Hot American disco, jazz and soul releases are hitting the import shops in such profusion at the moment that the upfront DJ fraternity must be totally bemused for choice (and embarrassed in pocket in a few cases, I shouldn't wonder.) Of those previously mentioned in these pages, Azymuth's chart position speaks for itself, and it looks like being The hip import item around the clubs (around the South-East, anyway) for a while. The album is on the US Milestone label, which also boasts the strongly-charging 'Don't Ask' from veteran jazzman Sonny Rollins. RCA should have both of these on release in this country eventually, in which case an Azymuth 12-inch - probably of 'Jazz Carnival' - is a possibility, bearing in mind RCA's recent winning 12-inch streak with Lonnie Liston Smith, Dynasty, and currently Shalamar.

OF THE new imports not mentioned in previous columns, Patrice Rushen's 'Fizazz' (Elektra), 'Master Of The Game' by George Duke, (Epic) Star-gard's 'Changing Of The Guard' (Warner Bros), has a strong buzz going for them; ditto Peaches & Herb's flow-up to '2 Hot', listed appropriately 'Twice The Fire' (Polydor).

12" S

- 110 MELLOW MELLOW RIGHT ON Lowell AVI
- 8 DANCING IN OUTER SPACE MCA
- 3 LADIES NIGHT Kool & The Gang Mercury
- 4 RAPPER'S DELIGHT Sugarhill
- 5 NO MORE TEARS ENOUGH IS ENOUGH Bietera Street & Donna Summer CBS
- 5 IT'S A DISCO NIGHT (ROCK DON'T STOP) Epic
- 71 THE SECOND TIME AROUND Shalamar Solar
- 6 THE SUE BI VIDA IF YOU SHOULD GO Island
- 8 DANCIN' LOVE AFFAIR Polydor
- 10 BOOGIE ON DOWNTOWN Virgin
- 11 I DON'T WANT TO BE A FREAK Trilogy
- 12 GET UP AND BOOGIE Freddie James Warner Bros
- 13 SPRING HIGH Ramsey Lewis CBS
- 14 RISE Herb Abert MCA
- 15 THE RIVER DRIVE Jupiter Beyond Pye Int
- 16 WE GOT THE FUNK Positive Force Sugarhill
- 17 EXPANSIONS Lonnie Liston Smith RCA
- 18 GROOVE ME From Kool WE A
- 19 FEELS LIKE THE FIRST TIME Spring
- 20 7 INGO Canora Salsoul
- 21 CORDON BLEU Six Hooper MCA
- 22 HOW HIGH Copacabana Galtel Orch
- 23 INTO DISCO Discotheque Mercury
- 24 YOU CAN BE A STAR Al Hudson & The Partners MCA
- 25 Modern Sound Corporation Sunshine Sound
- 26 DEJA VU Paulinho Da Costa Pablo Today
- 27 JEALOUSY Ami Shalamar Atlantic-Hansa
- 28 DON'T LET GO Isaac Hayes Polydor
- 29 GIVE ME YOUR LOVE Real Thing Pye
- 30 DON'T DROP MY LOVE Anita Ward Fi

UK Albums

- 1 2 THE WINDMILL JACKSONS Epic
- 2 JOURNEY THROUGH THE SECRET LIFE OF PLANTS Motown
- 3 ON THE RADIO - GREATEST HITS 1 & 2 Caballero
- 4 I AM Earth, Wind & Fire CBS
- 5 MIDNIGHT MAGIC Commodores Motown
- 5 LADIES NIGHT Kool & The Gang Mercury
- 7 THE WOODY FROM THE HOOPER MCA
- 8 RISE Herb Abert MCA
- 9 RISE Herb Abert MCA
- 10 BIG FUN Shalamar Solar
- 11 RISE Herb Abert MCA
- 11 RISE Herb Abert MCA
- 12 RIDGE CHASE Atlantic
- 13 OCEAN OF FANTASY Boney M Atlantic-Hansa
- 14 SURVIVAL Bob Marley & The Wailers Island
- 14 WINNER TAKES ALL The Brothers Epic
- 15 UNCLE JAM WANT YOU Funkadelic Warner Bros
- 16 STREET LIFE C. Mackay MCA
- 18 CUBA Gibson Brothers Island
- 19 RAINBOW CONNECTION IV Rose Royce Whisford
- 20 BROWN SUGAR Tom Browne Arista
- 21 I HAVE A RIGHT Gloria Gaynor Polydor
- 21 MEMORIES OF THE WAY WE WERE Buddah
- 22 GOLDEN FEELS Jackson 5 Casablanca
- 23 BAD GIRLS Donna Summer Motown
- 24 TO GOLDEN FEELS Jackson 5 Motown
- 25 THE BEST OF EARTH, WIND & FIRE CBS
- 25 WE ARE Family Chrysalis
- 25 SPYRO Gyro Gyro Gyro Infinity
- 27 WE ARE Family Chrysalis
- 28 THE BEST DISCO ALBUM IN THE WORLD WE A
- 29 SECRET OMENTS Cameo Casablanca
- 30 PAULINO DA COSTA Pablo Today

Imports

- 1 LIGHT AS A FEATHER Azymuth Milestone
- 2 LOWELL (Album) AVI
- 3 ONE WAY One Way Al Hudson MCA
- 4 PRINCE Warner Bros
- 5 MASTER OF THE GAME George Duke Epic
- 6 ONE ON ONE Tappan Zee Anissa GHP
- 7 DAYS LIKE THESE Jay Hoogard Anissa GHP
- 8 PEACHES & HERB Peaches & Herb Elektra
- 9 PEZZI Patrice Rushen Elektra
- 10 FRIENDSHIP Friendship Elektra
- 11 MASTERS OF THE GAME George Duke MCA
- 12 DON'T ASK Sonny Rollins Milestone
- 13 IN THE BEGINNING Natara's Divine Elektra
- 14 WHEN I FIND YOU LOVE Jean Carr Phil Int
- 15 THE HAWK DAVE STEVENS Anissa GHP
- 16 A SONG FOR THE CHILDREN Columbia
- 17 ON SUNSHINE Prestige
- 18 SUNSHINE & Summers Heat Mercury
- 19 INDOY Bar-Kay Warner Bros
- 20 CHANGING OF THE GUARD Warner Bros
- 21 TWICE THE FIRE Peaches & Herb Polydor
- 22 WATSON TABU Tabu Warner Bros
- 23 NO ONE HOME Leo Stryker Tabu
- 24 EUGENE Eugene Record Warner Bros
- 25 THE HAWK DAVE STEVENS Anissa GHP
- 25 ANGEL OF THE NIGHT Anissa GHP
- 26 FIRE IT UP Rick James Gordy
- 27 EMPHASIZED Wynne Henderson, Chocolate City
- 28 GET UP Verso Bardo
- 29 CLIMB HIGHER Elektra
- 30 IN A TEMPLE GARDEN Yusef Lateef CTI

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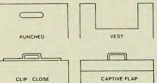
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LUCIANO PAVAROTTI, Decca's top tenor, signed albums at the Royal Opera House after his recital there. With him is Arts Minister Norman St. John Staves.

BBC souvenir albums on Brain, Ferrier, Teyte

BBC RECORDS has launched three albums in its Unique Artists series on the Artium label. The concept is a new one, because each album includes a certain amount of spoken word about the artists as well as music sung or played by them, which gives them unusual interest as well as historical value. *Kathleen Ferrier: The Singer and the Person* (BBC Artium REGL 368) has a running commentary by Sir Peter Pears, who introduces other speakers including Benjamin Britten, Bruno Walter, Gerald Moore and Winifred Ferrier, the singer's sister. The music includes songs by Schubert and arias from operas by Gluck, and also unexpected treats like Ferrier doing a send-up of 'The Floral Dance' at a private party in New York.

Dennis Brain: His Last Broadcasts (REGL 352) gives some fascinating glimpses into the life of the horn player who died in a car accident when he was only 36 but already world-famous. It features a 'Desert Islands Discs' programme and a lecture-recital during which Brain plays a garden hosepipe. The third album, *Dame Maggie Teyte* (REGL 369), features this great English soprano in some of the French songs which she was acknowledged to have mastered better than any French singer of her day, with a bit of Ivor Novello thrown in for good measure. All these albums retail at £4.75, and cassette versions are available.

from the Choir's tour and a Christmas Week TV programme.

SECOND THOUGHTS on Bruckner's massive Symphony No 7 come from Bernard Haitink in his new double album (Philips 6769 028). His first recording of the work was made in 1967 with the Concertgebouw Orchestra. This new one features the same orchestra, with Wagner's *Siegfried Idyll* as the fill-up.

Briefs

THE POPULAR Vienna Boys Choir have a new album released by RCA to tie in with their UK tour of 22 concerts which goes on until December 6, including a Royal Albert Hall appearance on December 2. *Britten: A Ceremony of Carols* (RL 30467) has been brought out at a special price of £3.99 in expectation of high sales resulting

Top 10

- 1 **VIVALDI: THE FOUR SEASONS.** ALAN LOVEDAY, ACADEMY OF ST MARTIN-IN-THE-FIELDS/MARRINER (ARGO ZRG 056)
- 2 **BEETHOVEN: SYMPHONY NO 3.** BERLIN PHILHARMONIC/KARAJAN (DEUTSCHE GRAMMOPHON 2542 103)
- 3 **MOZART: SYMPHONIES NOS 32, 35, 36.** BERLIN PHILHARMONIC/BÜHMLER (DEUTSCHE GRAMMOPHON 2542 229)
- 4 **FRENCH MUSIC FOR VIOLIN AND ORCHESTRA.** KYUNG-WHA CHUNG, ROYAL PHILHARMONIC DUTOIT (DECCA SXL 8551)
- 5 **VAUGHAN WILLIAMS, WARLOCK: ORCHESTRAL MUSIC.** ACADEMY OF ST MARTIN-IN-THE-FIELDS/MARRINER (ARGO ZRG 861)
- 6 **JANACEK: THE MAKROPULOS CASE.** SOLOISTS: CHORUS, VIENNA PHILHARMONIC/MACKERRAS (DECCA D144D2)
- 7 **MOZART: DON GIOVANNI.** SOLOISTS: PARIS OPERA CHORUS & ORCHESTRA//MAAZEL (CBS 79321)
- 8 **MAHLER: DAS LIED VON DER ERDE.** JANET BAKER, JAMES KING, CONCERT-GEDEUW HAITINK (PHILIPS 6500 831)
- 9 **MAHLER: SYMPHONY NO 4.** ISRAEL PHILHARMONIC/MEHTA (DECCA SXDL 7501)
- 10 **SCHOENBERG: GURRELIEDER.** SOLOISTS: TANGLEWOOD CHORUS, BOSTON SYMPHONY/OZAWA (PHILIPS 6769 038)

(Courtesy of Morland Adams, London SE1)

Decca's compilation

TAKING ITS cue from the much-advertised K-tel albums of classical favourites aimed at the non-specialist market, Decca has brought out a double album of its own called *Golden Classics* (DPA 633-4) retailing at £4.99. The back catalogue material features a wide variety of famous artists from the Decca stable. Claiming the set has great cross-

over potential, Decca stresses that its programme is 'an excellent choice for late night listening' and strong in 'mood music' like the slow movement from the Rodrigo *Concierto de Aranjuez*. But so that it can't be criticised for becoming too pop in its approach, it emphasises that complete movements from concertos by Mozart and Rachmaninov are included, not just snippets with the big tunes.

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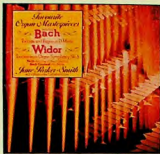
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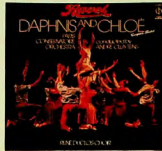
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