

RECORD BUSINESS

WITH
RADIO WEEK

Singles chart, 6-7; Album chart, 25; Airplay guide, 22-23; New singles, 26; New albums, 17; Disco, 10; Retailing, 11.

February 4, 1980 VOLUME TWO Number 46

BPI claims blank tape levy breakthrough

THE BPI has achieved a dramatic break-through in its long-running battle for the introduction of a levy on blank cassettes and tape hardware.

John Deacon, BPI director general, revealed last week that the Department of Trade has agreed in principle to a levy as a solution to the growing problem of home taping.

It follows a recent series of talks between the BPI and the Department of Trade's industrial, property and copyright division during which it was conceded by the Department that an answer to the whole problem was urgently required.

Deacon told *Record Business*: "We have made significant progress during the talks. It's no longer a case of the BPI insisting how serious the problem is - the Department now accepts that we have a case and that we need a levy."

He went on: "We're now getting down to the nitty-gritty. We are having discussions on legislation, how exactly a levy will work and how it will be distributed within the industry. These talks are proceeding very well."

Despite the progress, any eventual legislation on a levy remains a long way off. Deacon said he had no idea how long it would take before the levy could become a reality. He was unwilling to reveal the size of the blank tape levy being sought by the BPI. It would, however, be distributed between BPI

members, the MCPS and the Musician's Union.

The unexpected turn of events has led to the indefinite postponement of the advertising campaign, announced by the BPI last September, aimed at reducing the £150 million allegedly lost by the industry to home-taping every year.

The campaign would have attempted to impress upon the public that it is illegal to tape copyright music without a MCPS licence. BPI members were also to have been asked to print warnings on album sleeves about the illegality of home-taping.

New look for EMI marketing

EMI HAS re-shaped its marketing and promotion structure following the recent decision to drop the Licensed Repertoire Division.

Peter Buckleigh has been made director of marketing and promotion with immediate effect of EMI Records (UK) and will take on responsibility for both group and licensed repertoire, reporting to md Ramon Lopez.



Peter Buckleigh



THE BLUES Band is pictured above mid-way through the arduous task of signing its last 1,000 copies of *The Official Blues Band Bootleg Album* for Phonodisc distribution before joining Arista's stocks and roster. The band features Paul Jones, Tom McGuinness and Hughie Flint.

GRCC cancels annual meet

THE GRCC has decided not to stage its annual exhibition and conference this year.

The decision was taken because of the dismal turnout from record retailers at last year's Cumberland Hotel event. Less than 50 dealers attended the three day conference and there was an equally poor response from exhibitors.

MTA secretary, Arthur Spencer-Bolland, told *Record Business*: "The decision was basically forced upon us because of dealer apathy. We have had difficulty getting exhibitors and it seems that a GRCC conference is simply not necessary. Last year we put in a lot of effort for nothing."

The MTA conference will, however, be going ahead as scheduled at Bourne-mouth during May, as will the MTA awards dinner at the Piccadilly Hotel, London, on March 4, when Sir Harold Wilson will be the guest of honour.

Stations hail RB's indie chart

ROCK DJ's on three radio stations - Forth, Swansea Sound and Merseyside - are already using *RB's Indie Chart* as part of their weekly programming. Because of interest created within the trade by the chart - based on retail sales of independently-distributed product - *RB* is now publishing it weekly (this week on page 25).

Country show presenters on Clyde, BBC Brighton and BBC Sheffield have been added to the list of those making use of the *Record Business/CMA Country Chart*, bringing the total number of radio users to 18.

DECCA CHAIRMAN Sir Edward Lewis, who died at his home on Tuesday, was a record industry giant for half a century. A full obituary and tributes from former colleagues appear on page 4.

New album

CATCHING

THE SUN

New 2" single

Catching The Sun c/w Perculator, Cook, also MCAT 508.

SPYROGYRA

MCA RECORDS

1000 Broadway, New York, N.Y. 10018
© 1979 MCA Records, Inc.

NEWS

New needtime agreement will limit Radio-1 disc plays

RADIO-1 may have to cut back on the number of new releases it broadcasts under a new agreement between the BBC and PPL.

Until now there has been no strict allocation of Review Time except from needtime payments. However, there will be restrictions in a new agreement being negotiated. Radio-1 is currently featuring material in this category far in excess of the expected ceiling.

An agreement between the BBC and PPL was originally set down in 1935. The last agreement was made in 1968 and officially expired in 1973 although payments were continued on a "carry over" basis. Payments are calculated at a

lump sum per year for 127 hours of needtime per week between Radios 1, 2, 3 and 4. This lump sum is indexed with extra money payable for additional needtime requirements. It works out at a rate per hour which is currently in the region of £180.

It is understood that negotiations with the BBC will not be finalised until the Performing Right Tribunal proceedings come to an end. The AIRC is attempting to get ILR's needtime payments reduced. This financial year, at the present rate, ILR's hourly rate will be £732.60. It is now thought that the Tribunal will run into the beginning of March at a cost to ILR of over £300,000.

Industry fastest growing TV spenders

EASILY THE fastest growing buyers of national press display space and TV airtime during the last decade was the record and tape industry, reflecting the rapid rise of TV merchandising in the 70s.

From a tiny £300,000 rate card spend in 1970, the industry expanded its appetite for national exposure until by 1979 it was firmly placed in the advertising spenders top 10 with a total bill of £17.4 million, according to a special ten-year survey conducted by Media Expenditure Analysis and published last week, entitled *Ten Year Trends*.

This figure places the record industry

Rediffusion shuts Classical mail-order and shops

REDIFFUSION IS closing its classical mail order operation and two of the Henry Stave specialist classical shops in London. A total of seven people have been made redundant. The company will in future be concentrating on Czech Supraphon classical material and the recordings in the background music library. It has no plans for any further releases on the Fusion pop or RIM MOR labels before the end of the year.

WEA's 'robot' rep on disc

WEA IS launching a special 'robot' product presenter to help service stores with WEA accounts which don't currently receive a personal visit from the company's sales team.

To be known as an 'audio presenter', it takes the form of a 7-inch single sent to dealers every month. It has a playing time of around 12 minutes, introduced by DJ Annie Nightingale and comes in a plain white bag with WEA label overprinted 'February releases' 'March Release' and so on.

The disc will detail monthly album releases, featured singles requiring spe-

cial promotion with relevant music cuts and provide marketing support information.

The 'robot' will be sent to all dealers with WEA accounts not visited by the sales team accompanied by a letter. Accounts normally called by the telephone space department will receive a brief outline of the promotion and news of follow-up telephone plans.

Remaining stores will be asked to fill in an enclosed order form and return it in a reply-paid envelope or to contact the tele-sales department for more information.

Conifer acquires EM1 Classical

CONIFER RECORDS has taken on responsibility for importing EM1 classical product following the closure of the company's own imports division.

John Deacon, Conifer md, said that the arrangement would give access to a large quantity of unreleased repertoire by such artists as Fischer-Dieskau, Annielise Rothenberg, Richter, Eschenbach as well as operas and operettas by Strauss and Lehár. Also included will be archive material by Furtwangler with the Berlin and Vienna Philharmonic Orchestras and the Reflexe and Prae Classica series of medieval and 17th Century music.

Conifer is also now importing the Capitol T series, or as much of it as remains, from EMI Holland where the classic recordings were all reissued in their original sleeves.

Conifer is about to take on another full-time salesman to cover the London area and will also be using some freelance reps.

Merchandising

CBS sets February TV for Mathis, Nolans & KC

FEBRUARY TV campaigns have been firming up by CBS Records for albums from Johnny Mathis, KC and The Sunshine Band and The Nolan Sisters' LP *Nolans*.

KC and The Sunshine Band's *Greatest Hits*, released on February 15, will run for two weeks from February 21 in Granada, ATV, Yorkshire and Tyne-Tees. The album will carry full dealer margin during this initial campaign, reverting to the standard TV margin if the promotion goes national. A new KC single, titled 'Let's Go Rock 'n' Roll', will be released mid-February.

The Nolan Sisters' LP *Nolans*, which entered the charts last week, will be TV advertised in ATV for two weeks from February 7. No plans exist to extend the campaign.

Johnny Mathis' new LP *Tears And Laughter* is to be tested in Westward from between two to three weeks from February 6, and will initially only be available in this area. A national £250,000 TV campaign will probably be launched during March, depending on the success of the test.

PHONOGRAM RECORDS has lined-up extensive marketing campaigns for debut albums from recent signings the Original Mirrors and Matthew Fisher plus Ian McLagan's first Mercury album.

McLagan's *Troublemaker*, which features Ron Wood and Keith Richards, will be backed by trade and consumer press advertising, dealer mailouts and 300 window displays. Fisher's first solo LP, titled *Matthew Fisher*, will be supported by consumer music press advertising and in-store displays.

The Original Mirrors album will carry Phonogram's extra 10 percent discount on the first 10,000 copies and first 2,000 cassettes, giving retail prices of £3.49 and £3.65. Additional support will come from window and in-store displays. All three albums are scheduled for February 15 release.

Also being released by Phonogram on February 15 are mid-price albums from Chuck Berry and Terry Lee Lewis titled, respectively, *Mods And Rockers* and *Live At The Star Club Hamburg*.

MCA RECORDS is mounting a major promotional campaign around Spyro Gyra's new album *Catching The Sun*, released on February 8 with both 7-inch and 12-inch singles of the title track scheduled to coincide together with the band's first UK tour.

The 12-inch will be a limited edition in a colour bag like the small format release carrying the full-length 'Catching The Sun' (MCAT 568) and an

additional cut on the 'B' side. The tour goes out between February 7-22 and includes a *Rock Goes To College* BBC recording.

Marketing will embrace radio advertising a week before dates in cities covered by Metro, BRMB, Capital, Piccadilly and Cit as well as press advertising in the trade and consumer magazines. This will be backed by 400 window displays nationwide and disco promotion handled by Sally 'O'.

DJM RECORDS has a hefty marketing push planned for release of Lady Samantha (DJM 22085) - its mid-price early Elton John album which will retail at £2.99 and to be released on February 15.

Full page advertising in the trade and consumer press plus space in the Sun and Daily Mirror will be bolstered by radio spots on City, Clyde, Metro, Piccadilly, BRMB and Capital with 300 national window displays.

JOINT ADVERTISING with HMV Shops and the Our Price chain is a feature of two Chrysalis album campaigns, with consumer press advertising in conjunction with HMV involved in the Robin Trower LP *Victims Of The Fury* (CHR 1215) together with radio spots in Fortis, Clyde and City areas.

Chrysalis is also gearing up for release of the Selector's debut album *Too Much Pressure* (CDL TT5 002) planning full page consumer press advertising with HMV, a free poster and radio spots with Our Price. Window displays will feature a five foot cardboard figure from the LP cover.

FOLLOWING A deal at MIDEA, Arista has picked up the Blues Band's self-financed album *The Official Blues Band Bootleg (BBBP 101)* and will be officially releasing it on February 15, at £4 r.p. In the meantime 1,000 copies of hand numbered and signed copies are available from Phonodiscs, as the band embarks on a six-week UK tour.

Arista has also built a campaign around release of Iggy Pop's second album for the label entitled *Soldier (SPART 1117)* with a single 'Loco Mosquito' already out. Large-scale space in the music consumer weeklies have been booked while dealers will receive posters, a large window sticker with a badge, sticker and tour town fly-posting operation also promised. Iggy is touring until February 12.

GEM RECORDS is planning a meaty push behind *The Movies'* first album and single for the label. February 8 sees release of *A GEM (GEMLP 105)* and the 45 'Love Is A Sacrifice' (GEMS 20) and the first 500 copies of the single will be packaged with free stickers while window displays will be booked into stores. Promotional material includes posters, T-Shirts, enamel badges and postcards, and full page advertising has been booked in the consumer press during February and March.

MULLINGS

IT MAY, in the words of a bearded Polydor prophet, have been the last of the superlugs, as we know them. The glorious farewell to those days of yesteryear largesse took place last week at the Royalty Theatre, hired by Polydor to present live to about 700 guests **Marti Webb** singing her new LP *Tell Me On A Sunday*, written for her by **Andrew Lloyd Webber** and **Don Black**. As ALW diffidently pointed out, on the record she has the support of the LSO, but the budget wouldn't stretch to them and an audience, so she worked with the backing group from the album, but since that included **Rod Argent**, **Barbara Thompson** and **John Hiseman**, she had nothing to complain about. The album is the story of an Englishwoman in New York and her love affairs. For the time being it is being presented as a one-woman show, but there is obviously the basis for a new musical in there when it is properly fleshed out. Despite the *Evening Standard's* waspish remarks about the songs sounding like leftovers from *Evita* (and there were odd echoes to be sure), they varied from good to excellent and Ms. Webb in a neatly understated performance handled them with assurance in that straightforward rather characterless way which typifies legit stage singers.

Afterwards came the feeding and wining of the 700, among them Chancellor Sir **Geoffrey Howe**, and a cornucopia of free albums. At a guess, the evening must have set Polydor back the best part of £10,000 which, added to the reported cost of £180,000 for the worldwide deal, leaves a lot of albums to be sold. Still, ALW's involvement is a strong selling point, and down among RB's Ones To Watch last week was 'Take That Look Off Your Face' by Marti Webb. A promising start has been made and Polydor is understandably bubbling with confidence...

ALSO BUBBLING with confidence that the punters still want disco was **Alan Carr**, the matremind behind the *Grease* and *Tommy* films, who has 20 million dollars of EMI Films money on a disc extravaganza entitled *Carl's Trip The Music* starring the *Village People* with choreography by **Arlene Phillips** and featuring **Hot Gossip**. Assorted mediapersons saw a selection of extracts from the film not due here until September, including a stunning treatment of 'YMCA' set in a gym - a real 1980 piece of Busby Berkeley. Afterwards at a lavish Dorchester lunch, Carr announced that on a handshake agreement with EMI, he will be making a film a year, the first being the musical *Chicago*... in attendance was former EMI GRD chief **Bob Mercer**, now an executive with EMI Films, who was preparing to jet off to LA to see the Pink Floyd tour opening (due at Wembley in June) and enthusing about the film potential of *The Wall*, also reporting about the excellence of **Neil Diamond's** performance in *The Jazz Singer*...

HIGHLY ENJOYABLE - Alan 'Midnight Express' Parker's film of **Cliff Richard** and **The Shadows** anniversary concert shown on tv, with great editing by **Jerry Hamblin** to synch original black and white footage from *Oh Boy!* etc. of songs like 'Willie And The Hand Jive' into the Palladium performances... as a result of a reversed picture, sleeve of AC/DC single boasts three left-handed guitarists. WEA optimistically hopes that the 5000 copies affected may become collectors' items... a recent Ten To Watch In The 80's feature in *Private Eye* listed the Rev J.C. Flannel "controversial hard-hitting author of *Jesus - The Biggest Hoax In History*"... widely tipped as the next Archbishop Of Canterbury over a picture looking remarkably like **Ray Coleman** of the MM...

UNDER LOUIS Benjamin's chairmanship Record Industry Dinner and Ball will be at the Hilton on December 15 with a fund-raising target of £150,000... awaited from Safari band **The Boys**, send-up of 'Day Trip To Bangor' - likely title 'Day Trip To Wembley'... to celebrate signing of reformed **Osibisa**, Pye laid on a reception at the Ghanaian Embassy... with singles by **Dollar** and **Sheila B**. Devotion currently in the charts, top promotion man **Oliver Smallman** leaving Carrere to concentrate on his Ramalam Music publishing company and indie promotion (409 2211)... from recent list of UK Grammy nominees, we missed **Elton John's** 'Mama Can't Buy You Love' listed for the best male r&b vocal...

NEW SINGLE
'SISTER EUROPE'
Produced by Steve Lillywhite

Touring with Iggy Pop

February

- 4 Newcastle City Hall
- 5 Aberdeen Capitol Theatre
- 6 Edinburgh Odeon
- 7 Manchester Apollo
- 8 Birmingham Odeon
- 10 Bristol Locarno
- 12 Hammersmith Palais

THE PSYCHEDELIC FURS

PSYCHEDELIC FURS New Single
'Sister Europe' CBS 8179
Limited number in a special day-glo picture bag

Order from CBS Order Desk. Tel: 01-960 7155. CBS Distribution Centre, Barkly Road, London W10

RECORD BUSINESS

Hyde House, 13 Langley Street, London WC2H 9JG

01-836 9311. Telex No: 262 554

EDITOR/MANAGING DIRECTOR Brian Mulligan

DEPUTY EDITOR (News) John Hayward

EDITORIAL David Redshaw (Production / Reviews);

Tim Smith (Retailing); Frank Granville Barker (Classical);

Gabrielle James (Fic/Fic)

RESEARCH Godfrey Rust (Director), Dafydd Rees (Assistant

Manager); Barry Lazell; Patricia Thomas; Alan Jones; Ian

Shepherd.

ADVERTISING Nigel Steffens (Manager); Roger Kent (Sales

Executive); Jane Redman (Classified); Jacquie

Harvey (Production).

COMMERCIAL/CIRCULATION Richard Tan (Manager); Ken Ball

(Accountant)

Subscriptions c/o RBP Ltd., Oakfield House, Perrywood 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.

Sir Edward Lewis 1900-1980

THE DEATH last week of Sir Edward Lewis, chairman and founder of Decca, robbed the industry of one of its true giants, an entrepreneur of skill, vision and daring who built an empire of global influence and then saw it crumble.

If he could have chosen the moment, when this was the time to make his final exit on the eve of the sale of his beloved record company to Polygram and the disposal of the remainder to RCA. He was three months short of his 80th birthday and it was the 51st year of the formation of Decca as a public company. It is also 150th year since the foundation of Barnett Samuel & Sons, the makers of Decca portable gramophones, for which his stockbroking firm acted when it was public in 1928. Although physically frail, he remained mentally alert and the thought of Sir Edward Lewis retiring was never seriously contemplated.

He became involved with Decca rather as a victim of circumstances. Although he had a deep interest in records, which even in the 20s he recognised as having much greater commercial potential than gramophones, he was first and foremost a stockbroker. After handling the first flotation of Decca in 1928, Lewis heard of Duophone's 75,000 square feet factory at New Malden, where Al Jolson records were being manufactured, that was for sale.

He recognised it as an opportunity for Decca to make a swift entry into the record business and tried to persuade the directors to purchase it. He was unsuccessful and formed his own syndicate to buy the factory for £145,000. When a new record company had to be formed to take over the Duophone agreement, Lewis decided that the household name of Decca was ideal and for £215,000 the company was purchased.

The Decca issue was made on February 28, 1929 and was nearly twice over-subscribed, but such was the struggle to keep the company alive in a tough economic climate that it was not until 1945 that the original subscribers obtained a profit on their holding. The first records included six titles by Ambrose and two by Billy Cotton and a recording of 'God Save The King', all retailing at three shillings.

Although he had no intention of becoming part of Decca's management, Lewis found himself involved with a quickly ailing company. To improve turnover popular records were reduced to 1s 6d - half the price of HMV and Columbia - and there were management upheavals. In the end Lewis decided to take control - with the intention of remaining only for a few months. He signed Jack Hylton, which necessitated an allotment of 40,000 shares, but 'Rhymes', one of the bandleader's first releases, sold 300,000 copies, an achievement not bettered for the next 13 years. He also laid the foundation for Decca's classical business by acquiring UK rights to the Polydor recordings.

In 1932, Decca bought Brunswick



SIR EDWARD LEWIS, chairman of Decca Records 1929-80.

from Warner Brothers for £15,000, and was again short of money to the point that the staff accepted salary cuts, and on one occasion the Post Office cut off the phones.

With the Brunswick takeover giving Decca access to Bing Crosby's recordings, the company slowly began to prosper, but not without further problems, like the bank threatening to put it into the breaking-up department and, just before Christmas, the coal merchant refusing supplies except for cash.

By 1934, the record company showed its first profit and Lewis was invited to join with American friends in the purchase of Columbia for a modest 75,000 dollars. Lewis thought he had a deal, but lost the battle in the end to the American Record Corporation. This led to a decision by Lewis and Jack Kapp of Brunswick to form Decca Records Inc. at a time when record sales in America had slumped from 100 million in 1928 to 10 million in 1933. It was however, the end of the slump and Kapp was able to bring Crosby and other artists with him from Brunswick.

Nevertheless, the company almost foundered, which would have meant the end of the British company, too. In Britain, business was improving, but was having to finance heavy American losses. However, by the time two unknown artists, Riley and Farley, delivered the first 100,000 seller with 'The Music Goes Around And Around', the American record business was hauling itself back to prosperity. By August

1937 Decca Inc. was out of the red at last, but Lewis' firm was still making loans to maintain Decca's stability in London.

Lewis' vision led the company into specialised fields, notably the use of radio for navigating ships and planes. Decca Navigator was perfected in time for the D-Day landings in Normandy and played a critical part in guiding the ships and landing craft to their exact locations.

He was also able to see the potential in 1949 for a new American development, a microgroove record rotating at 33 1/3 rpm which he released in England some three years before EMI, and in 1956 the company introduced its own system of stereo recordings. Lewis, with his insistence on quality, was less well disposed towards tape and Decca was the last of the British majors to enter the cartridge and cassette market.

In 1940, after Selecta Gramophones building in Southwark had been destroyed in a bomb raid, Lewis made a deal to take over the company and staff. This laid the foundations for the sales and distribution operation that subsequently gained an unbeatable reputation among the retail trade for service and reliability.

During the war, stock in American Decca was sold to fund development of Decca Navigator. This led in 1946 to the formation of London Records, largely to sell Decca phonographs, but in due course to take on distribution of classical records and to import pop material, like 'Now Is The Hour' by Gracie Fields and 'Auf Wiedersehen' by Vera Lynn, both sizeable American hits.

The aggression of Decca in America paid off in Britain where the company became a major licensee of labels like Warner Bros., RCA, Capitol, Atlantic and MCA. While Decca developed a fine reputation for its classical catalogue and its recordings of British bands like Ted Heath and Ambrose, it also made its contributions to the British Beat Boom of the 1960s. Although the company was often noted for its failure to sign the Beatles, it did pick up on Tommy Steele (turned down by EMI) and Lewis was sharp enough to recognise the potential of the most radical act of the period, The Rolling Stones, as well as the Moody Blues and subsequently Tom Jones and Engelbert Humperdinck.

A great believer in personal relationships, Lewis was essentially a shy man who shunned a personal publicity and didn't give interviews. He didn't formally become chairman of Decca Records until 1957 and he never regarded it as necessary either to take a salary or to claim expenses, even for overseas travel. He was not a technical person and in the firm's earlier days was co-ordinator and in 1967 he was awarded the Gold Albert Medal of the Royal Society of Arts. He was knighted in 1961.

He is survived by his second wife and a son of his first marriage who is a senior stockbroker in the firm of E.R. Lewis and Co.

AMONG THE tributes to Sir Edward Lewis were the following - Bill Townsley, Decca director and a colleague for 53 years: "He was the doyen of the record business, but I remember him most for his many kindnesses and for being a great human being. He was always looking forward musically and proved his vision in 1949 when after a visit to America he became convinced that the future of the business lay in Long Playing records and released them in Britain three years before anybody else."

D.H. Toller-Bond, president of London Records, who became associated with Lewis while working on the navigator system in the Royal Navy during the war: "He was a man of great vision who never flinched from taking well calculated risks which usually turned out to be right. He was extremely loyal to people who worked for him and he always expected that if a man had shaken hands with him that was as good as a contract.

Ken East, chief operating officer EMI Music and a former m.d. of Decca Records: "He was an inspiration to me in my early days in the record industry and was the only person for whom I would have left EMI.

Tony Calder, business consultant to Ice Records, and former co-manager of the Rolling Stones: "He was a tough negotiator, but it was a pleasure to deal with him. He was sharp, receptive to innovative ways of doing deals which later became commonplace in the industry, and most of all he loved the music. At a lunch to mark the signing of a new Rolling Stones contract he gave each of them a copy of his book *No C.I.C.* - with their advance cheques tucked into the back page.

Sir Joseph Lockwood, former chairman of EMI: "Once upon a time we were business adversaries and I remember having a row with him about his claim that Decca was the largest record company. In later years we became close personal friends and I found him one of the kindest men I knew - he liked to do anything for anybody."

Jonathan King: "He taught me more than anybody about the record business. He inspired great loyalty in people and, although it was not generally known, he had a wonderful sense of humour."

Geoffrey Everitt, managing director of MAM Records: "He was like me a great lover of cricket and we used to meet occasionally to play the Oval. What most impressed me was how aware of everything he was and he would always have little pieces of paper with him showing the latest sales figures. He was always very fair and showed great loyalty to his artists, including lending money to one who wanted to buy a house."

What I remember him not only as a formidable businessman, but also as a man of great humanity who was quick to recognise and appreciate good work and to show consideration to those in difficulty. The world record industry has lost a giant, the like of whom we shall never see again.

Legal action fails to curb import dealing

INTERNATIONAL LEGAL action to curtail parallel imports is having little effect on the import-export disc trade.

That much is clear from the level of business in both current product and cut-out material being transacted at this year's MIDEM festival in Cannes.

The big traders are not shouting about their buying and selling, and admit that recent actions in the British High Court have scared off some UK retailers, but as long as no precedent judgement is forthcoming from the courts, the importers still feel free to bring in cut-price product.

And the major operators are becoming increasingly angry at the way the record industry is presenting its case to the trade as a fight for rights and royalties. All defend their actions by accusing the industry of trying to safeguard sales, pure and simple.

Said Terry Shand of Stage One, which took a stand at MIDEM for the first time over this year: "Business has been fine for us down here although London court action by Polydor and other majors seems to have affected the world market, but we can still bring in cheap albums from Europe and America.

"In fact, in the first three days here we managed to export £200,000 worth of records, while I have concluded deals to bring in more than £500,000 worth of product from EEC countries in the last three weeks."

Shand claims his product is in heavy demand in a market place where perhaps four or five album titles are selling in quantity, and those are discounted by stores by up to 30 percent.

"Stage One spent around £4,000 in defending its case in the High Court, and although it submitted to an order to cease bringing in *Who Are You*, the question of a full ban on importing the Polydor catalogue has to be decided in a trial. We are nowhere near giving up the fight."

Ex-Arista men launch indie

FORMER ARISTA & r man Jack Stewart Grayson is launching a new independent label in March called Pagan Records.

First product will be from New York new wave singer Amy Bolton, who is signed for the UK only, and will probably be distributed independently while Grayson seeks a British licence deal.

Grayson has also signed Department F, Mike Sevdigie CNB and Jim Diamond to Pagan and has another major artist pending. The label has set up a New York office run by another former Arista man Jack Kreisberg, and Grayson expects to be hiring three more staff in the UK to handle regional promotion, marketing and publicity.

And on the subject of the recent closure of a leading importer for stated reasons of legal pressure on the retail trade Shand said: "We feel it certainly was not due to court pressure on retailers in the UK because we have found our business actually expanding."

A slightly different point of view comes from the American end of the imports connection where the sales manager of New York's leading exporter was at the festival and was kept busy all week with customers from all parts of the EEC.

"The European anti-import actions have not cut the level of exports going out of my operation, but I can say that it has affected the diversity of product demand and the security of some of my customers.

"The record industry badly needs a precedent case, we are waiting for a firm division from the British High Court. Many cases seem to be settled out of court, and I would like to say that every case that is handled that way is to the detriment of the retail trade."

"We are talking about 500 to 2,000 pieces of any one title here, in general," he said. "We supply these records to the radio stations, clubs, and import record stores which give them initial word of mouth exposure -

Pirate tape handlers can be forced to reveal sources

SUCH HAS BEEN the success of the BPI and its legal representatives in widening the scope of laws covering piracy that it is now possible to take legal action against innocent people.

Revealing this at an international lawyers' meeting to discuss piracy, solicitor Robert Allan for the UK disclosed that innocent handlers of pirated recordings could be forced to reveal their sources of supply. This even extended to the Customs & Excise. It was pleasing to see Customs & Excise in court "doing something helpful for the industry" commented Allan in an obvious reference to the frustration previously experienced by the BPI in its efforts to secure the co-operation of the Customs in tracking down illegal shipments of pirate tapes.

The other encouraging development for the BPI, reported Allan, was the courts' greater degree of readiness to grant secret seize-and-search orders where "overwhelming" evidence could be presented of the possibility of machinery and tapes either being removed or destroyed. At one time all applications for search orders had to be made in open court, with the result that the offender could disappear before action was taken.

While Allan stressed that search-and-seize orders to be effective needed to be granted at the earliest stage in the investigations, other countries pleaded



LEFT: WHO'S that infiltrating the Russian stand at MIDEM? It could only be Martin Lewis trying to interest the Melodya people in *The Iron Lady*. 'Niet Thank You' was the Russians' answer. RIGHT: Trudy Hunt and Terry Shand. In their first year with a stand, export director Ms Hunt negotiated well over £100,000 worth of export business and Shand was beaming about the import market.



often before the European company has released them.

"Used the right way, a service like ours could be an inherent cost saving factor, because by watching import sales they can gauge their pressing requirements for local release and cut out their overstock problems."

And there is a strong feeling among the American exporters that when they do ship in bulk to the UK (six times of strikes and strife is the way they put it) all rights and royalties have been paid at the US end.

"Maybe the big companies should cease calling this is a fight for artists rights and royalties. Let's call it a fight for sales and then we will know where we stand," he said.

Cantrell/Nesmith tie-up for label & video

FRED CANTRELL, former Beserkley Records chief in the UK, has set up his own independent label called Zilch and has lined up two albums for late February.

Zilch will issue Michael Nesmith's Pacific Arts label as well as directly signed artists including Sean Tyla, The Skyvipers and Last Touch, plus one off singles.

The first of these will be a reggae version of 'My Generation' by Terry and The Unknowns and a football disc called 'Come On You Reds' by the Pits.

Michael Nesmith's latest LP *Infinite Rider On The Big Dogma* with a single from it entitled 'Cruisin' and Sean Tyla's *Just Popped Out* will be the first albums.

In addition Cantrell has formed a video production company with Nesmith with London offices and an independent PR agency called The Press Office. The label will be independent in the UK with a major company providing pressing and distribution and sales being handled by an independent force. Zilch will also represent in-house producer Mark Dodson.

Briefs

EDDY GRANT's publishing companies Marco Music and Grant Music have been signed for world excluding the USA, Nigeria and the West Indies, to Intersong, while Grant's Ice Label will go with Intercord for Germany, Austria and Switzerland.

JOHN BREWER, head of the Anastasia group of management and publishing companies, announced he has plans to form a record label in the next few months.

TONY ROBERTS Music, the recently-formed publishing company launched by the former Arista managing director signed a series of deals at MIDEM, including a sub-publishing agreement with Rudi Slezak for Germany, Austria and Switzerland. Outline agreements are set up for USA, France, Benelux, South AFRICA, Scandinavia and Japan.

THE DISCO CHART

Compiled by RB Research from returns from specialist disco-oriented shops

Chart	Week	Label/Cat. No.	Artist	Title/Artist	Imp-Import	BPM**
#1	4	Solar SD 121	R	116	AND THE BEAT GOES ON WHISPERS	
#2	3	Mercurey MRC 101	R	135	JAZZ CARNIVAL AZYMUTH	
#3	4	Milrose MG 812	F	106	TOOT KOOL & THE GANG	
#4	2	Motown TMO 1159	E	120	WITH YOU I'M AN ADAM BILLY PRESTON & SYRETA	
#5	4	Sugarhill SH 5102	A	114	WE GOT THE FUNK POSITIVE FORCE	
#6	4	Atlantic 10410	W	137	GREEN ONIONS BOOKER T & THE MG'S	
#7	3	United Artists UP 615	E	120/124	SHAKE-IT BRASS CONSTRUCTION	
#8	15	Source SRC 102	E	124/127	PRAYN HAROLD MELVIN & THE BLUE NOTES	
#9	24	Polydor STEP/STEP 6	F	114	WE STOP THE FEELING ROY ASSOCIATION	
#10	1	Vanguard V-55/SOL 804	A	129	WE GOT THE GROOVE PLAYERS ACRYL	
#11	3	Phil Int PR 13 8222	C	114	RHYTHM TALK JOCKO	
#12	6	Warner Bros WK7537	W	119	I WANNA BE YOUR LOVER PRINCE	
#13	17	Sugarhill SH5101	A	112	RAPPER'S DELIGHT SUGARBHILL GANG	
#14	9	Carrere CAR 128	W	134	SPACER SHELIA B DEVOTION	
#15	7	Atlantic K11404	W	125	I'VE GOT TO LOVE SOMEBODY SISTER SLEDGE	
#16	3	Arista ARIST 323	F	116	YOU KNOW HOW TO LOVE ME PHYLIS HYMAN	
#17	9	GTO GT 258/12 259	C	119	ARE YOU READY BILLY OCEAN	
#18	14	Whitehall K17456/7	W	120	IS IT LOVE YOU'RE AFTER ROSE ROYCE	
#19	13	AMM AMS 750	C	105	ROTATION HERB ALPERT	
#20	3	Motown TMG 1172	E	110	WONDERLAND COMMODORES	
#21	21	Elektra AS 11435	Imp	133	LOVE INJECTION TRUSSEL	
#22	24	Solar FB/F 709	R	116	THE SECOND TIME AROUND SHALAMAR	
#23	9	Elektra K1244	W	130	HAVEN'T YOU HEARD PATRICE RUSSIN	
#24	23	Atlantic/Rhava K11426	W	129	LETTER-PARADISE BIRD AMI STEWART	
#25	1	Solar SH 12-2	R	123	RIGHT IN THE SOCKET SHALAMAR	
#26	18	Atlantic K11415	W	130	MY FEET KEEP DANCING CHC	
#27	13	Epic EPC 8006	C	120	ROCK WITH YOU MICHAEL JACKSON	
#28	26	Phil Int DA 23	* 124		I CAN FEEL IT STOP	
#29	1	Fantasy FTM/2PTC 185	E	103	HERE COME THE SUN F.B.	
#30	19	Motown TMO 1172	E	122	IT'S MY HOUSE DIANA ROSS	
#31	25	MCA/MCAT 543	C	122	MUSIC ONE WAY WITH AL HADDAD	
#32	4	Trojan TROT 9061	C	Reggae	SKINHEAD MOONSTOMP SYM ARISON	
#33	27	Warner Bros WK7475	W	126	JUST JAZZ KNEE DEEP KUNDAKOFF	
#34	28	Windsong CD 11890	Imp	115	REMOVAL CONSTRUCTION 5	
#35	12	MCA/MCAT 511	C	120	DO YOU LOVE WHAT YOU FEEL RUFUS	
#36	1	Source SRC 13952	Imp		TONIGHT'S THE NIGHT SHARON PEARCE	
#37	41	Motown TMG 1173	E	Slow	BIRD ORCHID STEVE WANDER	
#38	1	MCA/MCAT 557	C		THE WORLD IS A GHETTO WAR	
#39	49	Sound of New York 707	Imp	121/124	DANCE FREEM CHAM REACTION	
#40	69	Elektra K11374	W	112	SHES SO DEVINE JAN AKKERMAN	
#41	46	Arista CP 708	Imp	134	CISELLO HOT CHUCK CISELO	
#42	36	MCA/MCAT 545	C	122/130	HANG OUT IN OUTER SPACE ATMOSPHER	
#43	43	Warner Bros WK7475	W	124/134	WEAR YOUR OUT STARS	
#44	1	Inferno HEAT 16	Imp		CHAIRMEN OF THE BOARD (EP)	
#45	55	Sunshine SOUND 208	Imp		SAFARI MODERN SOUND CORPORATION	
#46	1	Source 1293C 101	E	Various	THE SOURCE (EP) VARIOUS	
#47	29	Epic EPC 8137	C	121	I WANT YOU FOR MYSELF GEORGE DUKE	
#48	35	(Tree Live 3711)	Imp	126	LOOKIN' GOOD EDE CHAIRA	
#49	43	Island WY12WP 6525	E	130	QUE SERA MI VIDA GIBSON BROTHERS	
#50	4	Blue Sky SKY 8104/13 8104	C	122	RELIGHT MY FIRE DAN HATHAM	
#51	1	(Collion 49005)	Imp		JUST A TOUCH OF YOUR LOVE LAURE	
#52	1	Polydor PP 2050	Imp	97	HANG ON IN THERE BABY ALTON & JOHNNY	
#53	67	Sugarhill SH 5423	Imp	105	FUNK UP UP SCIENCE	
#54	4	Miracle M14	Imp		I'M LOVELY TONIGHT CLEVELAND EATON	
#55	34	Atlantic 36313	Imp		THOULDA LOVED YA NARADA MICHAEL WALDEN	
#56	1	Arista ARIST 208/2328	F		STANDING OVATION G.O.	
#57	30	Epic EPC 8045	C	120	IF YOU WALK MICHAEL JACKSON	
#58	39	(Salsoul 59 315)	Imp	116	RAP-O-CLAP-O JOY BATAAN	
#59	36	Casablanca CASB/NR 2252	A	133	PARTY PEOPLE PARLIAMENT	
#60	47	Casablanca CSB/CSL 300	C	Slow	SPARKLE CAMEO	
#61	44	(Mango NLP 7762)	Imp	120	ALL NIGHT THING INVISIBLE MAN'S BAND	
#62	13	AVI AVE/125 108	A	Slow	MELLOW MELLOW NIGHT ON LOWELL	
#63	73	20th Century TR 2445	R	Imp	STRONGER THAN YOU THINK EDWIN STARR	
#64	1	WEA KP9111	Imp		TOGETHER WE ARE BEAUTIFUL FRANK KINNEY	
#65	74	Epic EPC 7796	C	120/122	WINNER TAKES ALL ISLEY BROTHERS	
#66	31	(DK Sounds DK 19)	Imp	119	RAPPIN' TIME MR. O	
#67	63	Scope SC 11	W	Reggae	GONNA SIT RIGHT DOWN ERROL DUNKLEY	
#68	40	(Solar VY 11897)	Imp	110	SATISFIED DYNASTY	
#69	54	ZE 7003	C	127	DEPITY OF LOVE RINO ARRANDO	
#70	52	Unlimited Gold UL 8161	C	104	HIS STEPPIN' PH DRESSIN' FELLA UNLIMITED	
#71	56	Harbinger HB 2226	A		ON THE RADIO CONRUX SUMMER	
#72	3	(Hollywood SO 318)	Imp	119	YOUR SHINE INSTANT FUNK	
#73	62	(Cassablanca LL 2001)	Imp	139	LOSEN UP FREQUENCY	
#74	28	Arista ARI/AR 202	E	118	MY SIMPLE HEART THREE DEGREES	
#75	59	Motown TMG 1171	E	120	I CAN'T HELP MYSELF BONNIE POINTER	

Key to Singles Distributors

A-Pye B-One Stop C-CBS D-Stage One E-EMI F-Phonogram G-Spartan & Rough Trade H-Fast Products J-Fresh K-Lights & Lazers K-Nip L-Nip M-Nip O-President P-Prince Q-Rough Trade R-ACA S-Selena T-Graduate V-Rite Rhino W-WEA Y-Wynd U-Z-Rite

Disco Dealer

WHATEVER THE reasons for MCA's delay in releasing War's remake of 'The World Is A Ghetto' (some dealers are dispensing of ever seeing it, though both 12-inch and 7-inch copies should now be rolling as this is written), it remains to be seen just how hot this track is now going to be in sales terms. Immediately before Christmas, it shared the stage with 'Rapper's Delight' as the hottest thing on disco floors, with this widespread DJ interest a major factor in bringing heavy and prolonged import sales to the parent 'Music Band 2' album. In the intervening month, however, the veritable tidal wave of out-of-nowhere monsters from the Whispers, Jocko, Phyllis Hyman et al, has probably taken some of the firepower out of War. The fact that radio promotion (and, apparently, promotion generally on the 7-inch version) is to go the way of the relatively mundane coupling 'I'll Take Care Of You' will probably not help either; Peaches and Herby's 'Rock Skatin' Mate'/'I Pledge My Love' suffered a similar disco/radio split, and neither side made the sort of penetration which might have been expected.

AFTER THE Christmas hiatus, a lot of new import albums are now reaching the shops. Chuck Cisse's Just For You (Arista) has already made its presence felt on the chart, although there apparently little on the album to match the disco appeal of the 'Cisselin' Hot' single. Other receiving good reaction are Chaser by John Lee And Gerry Brown (American Columbia), Grey & Hanks' Prime Time (RCA), jazzman Ahmad Jamal with Genetic Walk (20th Century), Emotion by Merry Clayton (MCA), and the outrageously titled Never Buy Texas From A Cowboy, and George Clinton production from his girl-funk protégés Brides Of Funkenstein (Atlantic).

A VERY strong import single not so far mentioned is 'Remove' by Kocky, the second-highest newcomer on last week's *RB* Disco chart, although its sales do not appear to have spread too much beyond the London/South-East area at the moment. The single is on the Windsong label, a source normally associated with disco.

CAMEO's 12-inch on Casablanca, shared with Vernon's 'Burch's Get Up' and 7th Wonder's 'Do It With Your Body' is generally, it seems, not selling for the official lead Cameo cut 'Sparkle', but for its companion 'I Just Want To Be'. The latter cut was a long and consistent seller on import during the second half of 1979, particularly in the East Midlands and North, and it always seemed odd that Pye continuously passed it over in favour of other Cameo material for single A-side release. As usual, the good ones won't die open.

PYE is also whispered to be chasing Stop's 'I Can Feel It', currently another big London hit via the Elite label, home of Atmosfer. As already reported, Elite intends to market the latter group's imminent follow-up independently; their initial hit 'Dancing In Outer Space' was leased to MCA only as a one-off.

12-INCHERS

1	AND THE BEAT GOES ON Whispers	Solar
2	JAZZ CARNIVAL AZYMUTH	Milestone
3	WE GOT THE FUNK POSITIVE FORCE	Sugarhill
4	TOOT KOOL AND THE GANG	Milrose
5	PRAYN	MCA
6	MUSIC MAKES YOU FEEL LIKE DANCING	MCA
7	WE GOT THE GROOVE PLAYERS ACRYL	Phil Int
8	RHYTHM TALK JOCKO	Vanguard
9	WE GOT THE GROOVE PLAYERS ACRYL	Vanguard
10	DON'T STOP THE FEELING	Polydor
11	YOU KNOW HOW TO LOVE ME PHYLIS HYMAN	Arista
12	I WANNA BE YOUR LOVER PRINCE	Sugarhill
13	RIGHT IN THE SOCKET SHALAMAR	Solar
14	LOVE INJECTION TRUSSEL	Elektra
15	THE SECOND TIME AROUND SHALAMAR	Solar
16	TONIGHT'S THE NIGHT SHARON PEARCE	Source
17	GOT TO LOVE SOMEBODY SISTER SLEDGE	Atlantic
18	I CAN FEEL IT STOP	GTO
19	ARE YOU READY BILLY OCEAN	Patrice
20	HAVEN'T YOU HEARD PATRICE RUSSIN	Elektra
21	CHAIN REACTION	Sound Of New York
22	HERE COME THE SUN	Fantasy
23	DO YOU LOVE WHAT YOU FEEL RUFUS	MCA
24	REMOVAL CONSTRUCTION 5	Windsong
25	MUSIC ONE WAY WITH AL HADDAD	MCA
26	CHUCK CISELO	Arista
27	LOKONKO DODD EDEE CHAQUE WINE	MCA
28	THE WORLD IS A GHETTO WAR	Source
29	THE SOURCE (EP) VARIOUS	Source

UK DISCO LPS

1	OFF THE WALL MICHAEL JACKSON	Epic
2	NO STRANGER TO LOVE ROY AYERS	Polydor
3	THE LAST DANCE VARIOUS	Warner Bros
4	PRINCE AND THE NEW POWER GENERATION	Rak
5	HOTTEST HITS Heat Chocolate	Phil Int
6	THE SECRET LIFE OF THE GARDEN	CBS
7	I AM ERIC, WOLF & FIRE	CBS
8	GREATEST HITS 1	Casablanca
9	DONNA SUMMERS	CBS
10	MILK AND HONEY	Solar
11	BEATLES SUCCESS DU CHIFFRE	BMG
12	GREATEST HITS CHC	Arista
13	BUCKLE UP AND BRACE YOURSELVES	Elektra
14	50 GOLDEN GREATS DIANA ROSS	Motown
15	MASTER OF THE GAME GEORGE DUKE	Epic
16	JOHN LEE AND GERRY BROWN	American Columbia
17	OF PLANTS STEVE WONDER	Motown
18	ONE WAY OR ANOTHER	MCA
19	MIDNIGHT MAGIC COMMODORES	Motown
20	THE WORLD IS A GHETTO WAR	Milestone
21	HERBIE Hancock's GREATEST HITS	MCA
22	MASTERJAM RUDOLPH & CHAKA KHAN	CBS
23	BRIDES OF FUNKENSTEIN	Atlantic
24	BRIDES OF FUNKENSTEIN IV	United Artists
25	ROSE ROYCE	Whitehall
26	LIVE AND UNCENSORED	Spring
27	REBE HERB APERT	ARM
28	CURIA GIBSON BROTHERS	Island
29	ONE ON ONE	CBS
30	A SONG FOR THE CHILDREN	Capitol
31	BOB JAMES EARL KLUCK	Tappan Zeck
32	UNCLE JIM WANTS YOU	Warner Bros
33	50 GOLD CLASSICS VARIOUS	Tamla Motown
34	LOVIN' YOU	MCA
35	THE BEST OF EARTH, WIND & FIRE	CBS

IMPORT LPS

1	EVERY GENERATION	United Artists
2	THE WHISPERS	Whispers
3	THE DANCE OF LIFE	Atlantic
4	BURNING ALIVE Tony Roloff	Casablanca
5	PIZZA	Elektra
6	JUST A TOUCH OF LOVE SLAVE	Capitol
7	CANDYS FUNK CANDIDO	Zeitoun
8	GOOD AND BEAUTIFUL JOHN FORD COLEMAN	20th Century
9	THE MUSIC BAND 2	MCA
10	GOOD AND BEAUTIFUL JOHN FORD COLEMAN	AVI
11	YOU KNOW HOW TO LOVE ME	Arista
12	JUST FOR YOU CHUCK CISELO	Arista
13	PRIME TIME GARY CLAYTON	Arista
14	CHASER	Atlantic
15	LEA & GERRY BROWN	US Columbia
16	PRINCE FOR YOU PRINCE	Warner Bros
17	SHROUDING	Elektra
18	PLANET OF LOVE LE PAMPELMOUSE	AVI
19	WHEN I FIND YOU LOVE JEAN CAM	Phil Int
20	AFRICA	Phil Int
21	THE WORLD BELONGS TO ME	Fantasy
22	MORNING THUNDER	Phil Int
23	Eddie Dinger	US Columbia
24	HIGH ON THE LINE FUNK Debbie Jacobs	US Columbia
25	PRESSURE PUNK	Phil Int
26	DOWN AND BLAZK TO ME	Low Row
27	LOW ROW	Phil Int
28	EMOTION Jerry Clayton	US Columbia
29	EMOTION Jerry Clayton	MCA
30	EMOTION Jerry Clayton	Mercury
31	EMOTION Jerry Clayton	Phil Int
32	DAYS LIKE THESE Jay Hogarth	Arista/GIP

RETAILING

Wholesale & Import Round-up

THE IMPORTS "truce" appears to be holding with no applications for injunctions from record companies for a good two months and wholesalers doing their best to maintain low profiles pending the two main High Court trials.

As a leading UK wholesaler com-

RM doubles its turnover

INDUSTRY RACK-JOBBERS, Record Merchandisers, having just experienced one of its most profitable Christmases to date, has decided to reveal full details of its turnover.

In its financial year ending June, 1979, Record Merchandisers purchased and distributed 21 million units. In one week alone, just before Christmas 1979, the company shipped out 800,000 units. This added up to a total 1978/79 turnover of £28.1 million - over double the previous year's level.

Record Merchandisers has also revealed that it now supplies 1,500 UK record outlets, made up mainly of Woolworth, Littlewoods, Martins, Debenhams and Fine Fare branches. This has given Record Merchandisers 12.5 per cent of all record and tapes and 16 per cent of singles supplied to the UK market.

mented last week: "It looks like record companies have decided to take positive action to reduce the level of imports. Instead of going for injunctions they are cutting demand for imports by reducing their own prices for limited periods on various new releases."

One recently formed Midlands importer has, however, been sending various retailers price lists made up exclusively of Portuguese product, which it claims is entirely legal. Perhaps the company knows something the High Court doesn't.

Meanwhile, despite initial reluctance, London's **Lightning Records** has now decided to stock VHS pre-recorded video cassettes on an experimental basis.

A range of 30 titles, including feature films, music programmes and sports documentaries, are now available at between £21.00 and £28.00 dealer.

Lightning also has a selection of new US imports on the shelves. They include Parliament's *Gloryhallastupid*, Lou Rawls' *Sit Down And Talk To Me*, Tony Rallo's *Burnin' Alive*, J. Hoggard's *Days Like These* and *Whispers*.

Polygram's import division **IMS**, which last week put all its prices up by an average of just under five per cent, has various new releases available over the next week. Among them are L. Shankar's *Touch Me There*, Fra ncoise Breant's *Voyeur Extra-Lucide* on Barclay/Egg Records and the Eric Burdon re-issue *Darkness-Darkness* plus a number of new titles on the recently acquired ECM label.

Importer **Stage-1** has a mass of US and Italian cut-outs featuring titles from Jethro Tull, Peter Gabriel, Randy Newman, Rory Gallagher, UFO, Chic, Dave Edmunds, Santana, Neil Diamond and Chicago. Dealer prices start at £1.25.

Now available from West London wholesaler **Rough Trade** are the new single from Silicon Teens 'Judith In Disguise', on Mute Records, and 'Today's Kidz' by The Last Words, which is one of the band's own label Remand Records.

Rockburgh Records has just released the new Jo Jo Zep and the Falcons single 'Soon You'll Be Gone' and album *Takin' The Wraps Off*, both available through independent distributor **Spartan**. Meanwhile, Alien Records has switched distribution from Spartan to Pinnacle.



ONE OF those rare occasions when the Lutgtons sales force can be found in the same place - pictured here with Robert Rigby, holding the *Rock Star* album which Lutgtons recently picked up following a deal with Rediffusion's Fusion label.

TV GUIDE

Albums to be advertised this week on television

NATIONAL: All Regions

THE LAST DANCE Various EMI EMTV 20
COUNTRY GUITAR Various Warwick WW 5071
SUNBURN Soundtrack Ronco RTL 2044

ANGLIA

20 GOLDEN GREATS Guy Mitchell Warwick WW 5066

HITV

MELLOW MUSIC Acker Bk Warwick WWS069

TYNE TEES

SINGLES ALBUM Crystal Gayle United Artists UAG 30287

WESTWARD

MELLOW MUSIC Acker Bk Warwick WW 5069

12" ACTION FROM THE US CHARTS

Billboard's
Disco Top 100

Billboard's **HOT 100**

Billboard's **Disco Action**

Dan Hartman
RELIGHT MY FIRE
b/w Vertigo/Relight My Fire
A 6:52 mins version of his UK
chart-buster No. 1 in Billboard's
Disco Top 100.

SKY 13-8104

Michael Jackson
ROCK WITH YOU

b/w You Can't Win/Get On The Floor
No. 1 in Billboard's HOT 100.
Now play listed on every major
radio station in Britain

EPC 13-8206



Jocko
RHYTHM TALK

b/w Ain't No Stopping Us Now
(instrumental)

7:15 mins rapping version of
McFadden & Whitehead's
Ain't No Stopping Us Now
A U.S. Disco smash!

PIR 13-8222



All now available in the UK

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

IMPORTANT NOTICE

TO

MANUFACTURERS, DISTRIBUTORS
RETAILERS, EXPORTERS,
TAPE MANUFACTURERS

OUR L.P. RECORDS

OR 5 CASSETTES

COST

1p

for total shrinkwrap protection giving:

- Sleeve and record protection from dust, dirt and handling
- Easy price labelling and relabelling without sleeve damage
- Excellent presentation for merchandising and display
- Security of contents with maximum stock display
- Reduced shop lifting by total sealing of sleeves
- Improved stock level control when retrievable product tags used

Interested?
please contact

PAUL ROGERS

at

S. KEMPNER Ltd.

498 Honeypot Lane, Stanmore, Middx. HA7 1JZ

Tel: 01-952 5262/5 (Ansaphone after 6.00 pm)

Telex: 21400 KEMPNR-G

for machinery, material and complete technical and costing advice on shrinkwrap

EX-STOCK

How Kempners got the market (shrink) wrapped

A LOOK at the company which has cornered the growing market for shrink-wrapping albums and which can supply the machinery to do the job immediately.

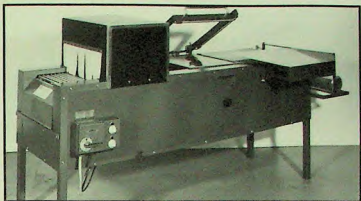
THE INCREASED professionalism of in-store merchandising over the last few years, and in particular the introduction of self-service systems by many leading retailers, has created considerable demand for an unexpected commodity - PVC shrink-wrap.

Dealers, wholesalers and manufacturers are gradually realising the advantages of shrink-wrapping product. For self-service outlets, it is ideal, protecting discs on display, improving their appearance and marginally reducing shop-lifting. For distributors, goods in transit are far better protected.

Helping to meet this demand, and

Said Rogers: "We decided to take premises larger than we currently need to avoid having to move again if the business continues to grow at its current rate. Before the summer, we will have to install air-conditioning and roof reflectors because shrink-wrap must be stored below 70 degrees."

Kempner has exclusive UK distribution for shrink-wrap from its supplier, the US company Reynolds. Shrink-wrap accounts for 70 percent of turnover with shrink-wrap machines - about £1,600 for manual and up to £20,000 for automatic - making up the other 30 percent.



JUST ONE of Kempner's range of record shrink-wrap machines. Manual models cost about £1,600 - automatic machines over £20,000.

and Our Price Records, plus individual outlets all over the country.

Also supplied are Pickwick, Multiple Sounds and industry rack jobbers Record Merchandisers. As for the major record companies, Kempner supplies EMI, CBS and, at present, Decca plus Virgin Records' export company Caroline.

Rogers commented: "With more record shops introducing self-service systems, the demand for shrink-wrap has increased. It's very important for self-service shops - product stays better protected, it gives a cleaner, better finish and it increases security because people can't slide another record into a sleeve."

He added: "Our main advantage over our competitors is that we operate a flexible system, our staff are keen and work long hours and we treat all our customers on an equal basis. If a retailer walked in today and paid cash he could walk away immediately with a shrink-wrap machine and his initial stocks."

Rogers is, however, critical of UK record companies' policy of shrink-wrapping only a limited amount of their product - mainly special box-sets and classical material.

"In America everything is shrink-wrapped", said Rogers. "It annoys me that record companies here don't do the same - especially where it costs no more

than 1p a time to shrink-wrap discs. It's also quite likely that the level of faulty returns would be reduced if all records were shrink-wrapped."

Rogers went on to emphasise that the overall cost for the small record retailers of starting his own in-store shrink-wrapping was not that high. After the initial outlay on a machine, very little additional maintenance is needed. "Our Price Records bought a machine from us three years ago and we have only had to fully service it once," claimed Rogers.

In addition to the record business, Kempner's customers are spread across a wide range of industries covering toys, chemicals, paper, stationary and greetings card companies plus various shrink-wrap sub-contractors, which include a number of Britain's prisons.

Said Rogers: "We are lucky to be spread across various different industries. If business falls off in one area, we are usually compensated by an increase in turnover in another area. Because of this we are fairly confident about the future."

And moving into the 1980s, Kempner's next bid to increase its business will be at the forthcoming Pakaex '80 trade fair at the Birmingham Exhibition Centre during March, where the company has booked its largest stand to date.



THE COMPANY'S new Stanmore offices.

supplying the range of manual and automatic machines that its customers require to shrink-wrap their own stocks, is the Stanmore-based company Kempner, which currently relies on the record industry for almost 20 percent of its £1 million plus turnover.

Kempner has been in the packaging business since the mid-60s, but it is only during the last five years, preceded by the arrival of director Richard Jankel, whose family owns the business, that the operation has successfully capitalised upon the expanding shrink-wrap market.

Paul Rogers, Kempner's general manager, explained: "Before Richard Jankel took an active interest in the business five years ago it was just ticking over. I joined three years ago and our turnover has more than trebled since then. Our staff has also now grown to ten, including the appointments of Barry Heath as technical services manager and Aidan Coles as customer services manager."

The expansion of the business has also led to the need for larger premises. In November last year, Kempner moved from the Tottenham site to the new £300,000 warehouse and offices in Stanmore - part of which is to be sub-let.

The list of companies supplied by Kempner is ample evidence of the increased demand, especially among record retailers, for the operation's product. Among the retail chains are Virgin Records, which now shrink-wraps product in all its branches, HMV



KEMPNER'S NEW warehouse: air conditioning must be installed before the summer to prevent the temperature ever rising above 70°F.

DOO WOP-OH

is the new single from

COUNTRY JOE McDONALD

AND

The PERSUASIONS

FTC 184

From the LP 'LEISURE SUITE'

b/w 'COYOTE' from the LP 'ROCK & ROLL FROM THE PLANET EARTH'

& 'SAVE THE WHALES' from the LP 'PARADISE WITH AN OCEAN VIEW'



Licensed Repertoire Division, EMI Records Ltd., 19, Princes St., London W1 0J 486 7144

RECORD BUSINESS

CHARTBUSTERS CHARTBUSTERS CHARTBUSTERS CHARTBUSTERS

The hottest single from the Record Business

POWERHOUSE

Chartbusters

QUEEN/SAVE ME

MICHAEL JACKSON/ROCK WITH YOU

CLIFF RICHARD/CARRIE

'JUDY IN DISGUISE'

THE BRAND NEW HIT
SINGLE FROM



MUTE 004



DISTRIBUTED BY ROUGH TRADE
RED RHINO SPARTAN

**ROUGH
TRADE**

SILENT

COMMAND

RT035

pilot
tone
filter

**CABARET
VOLTAIRE**

ON THE RADIO

Hot on the RB Airplay Guide

DAVE EDMUNDS/SINGIN' THE BLUES (Swansong)

FLYING LIZARDS/TV (Virgin)

PETER GABRIEL/GAMES WITHOUT FRONTIERS

(Charisma)

DONNA SUMMER/ON THE RADIO (Casablanca)

ALI THOMSON/TAKE A LITTLE RHYTHM (A&M)

DUSTY SPRINGFIELD/YOUR LOVE STILL

BRINGS ME TO MY KNEES (Mercury)

ELVIS COSTELLO/I CAN'T STAND UP FOR

FALLING DOWN (F-Beat)

DISCO/SOUL

Top new sellers on RB's Disco Chart

PLAYERS ASSOCIATION/WE GOT THE GROOVE (Van.)

SHALAMAR/RIGHT IN THE SOCKET (Solar)

FAT LARRY'S BAND/HERE COMES THE SUN (Fantasy)

WAR/THE WORLD IS A GHETTO

CHAIRMEN OF THE BOARD/GIVE ME JUST.. (Inferno)

IMPORTS

Fastest moving Disco/Soul imports

SHARON PAGE/TONIGHT'S THE NIGHT (Source)

SLAVE/JUST A TOUCH OF YOUR LOVE (Cotillion)

ALTON & JOHNNY/HANG ON IN THERE (Polydor)

Hear Record Business chart



**CAPITAL
RADIO 194**

Disco Charts
Country Chart



Country Chart



Singles Chart
Country Chart



Disco Chart



Country Chart



Radio For
Singles Chart
Country Chart



Singles Chart



Disco Chart



Disco Chart



Singles Chart

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

ESS MAGAZINE

USTERS USTERS USTERS USTERS USTERS

gles of the week
s Research Computer...

ROUGH TRADE

NEW RELEASES

ROUGH TRADE

scritti politti x 2 singles

swell maps
lets build a car

CABARET VOLTAIRE
LIVE

YOUNG
MARBLE
GIANTS

DOCTOR MIX LP

DISTRIBUTED BY— ROUGH TRADE
RED RHINO & SPARTAN

SCRITTI POLITTI : "WOM IN PROGRESS" E.P. #204
SCRITTI POLITTI : 4 A-SIDES LP Single #102
doctor MIX : "WALL OF SOUND" L.P. #206
CABARET VOLTAIRE : LIVE at the YOUNG L.P. #208
YOUNG MARBLE GIANTS : ORIGINAL YOUTH L.P. #209
SWELL MAPS : "HOW SILENT"— LETS BUILD A CAR #210

USE PICKS

of the week
TH YOU (EMI)
TH YOU (Epic)
TH YOU (EMI)

NEW RELEASES

Due in the shops this weekend

DR FEELGOOD/HONG KONG MONEY (UA)
RAINBOW/ALL NIGHT LONG (Polydor)
STIFF LITTLE FINGERS/AT THE EDGE (Chrysalis)
DEF LEPPARD/HELLO AMERICA (Vertigo)
DICKIES/FAN MAIL (A&M)
ANDY GIBB/DESIRE (RSO)
JOCKO/RHYTHM TALK (Phil Int)
NARADA MICHAEL WALDEN/TONIGHT
I'M ALRIGHT (Atlantic)

ROCK

Top action from the RB Top 100 and Indie Chart

AC DC/TOUCH TOO MUCH (Atlantic)
CHORDS/MAYBE TOMORROW (Polydor)
HOLLY & THE ITALIANS/TELL THAT GIRL... (Oval)
999/TROUBLE (Polydor)
TOYAH/BIRD IN FLIGHT (Safari)

OFF THE WALL

Coming out of nowhere

DON ARMANDO'S SECOND AVENUE RHUMBA BAND/
I'M AN INDIAN TOO (ZE)

ts on these radio stations:

beacon radio303 RADIO TEES
Singles Chart Country Chart

Radio Trent
Singles Chart
Country Chart

Disco Chart

257 Radio Orwell
Country Chart Country Chart

206
Country Chart
Disco Chart
Country Chart

206
Country Chart

20 per year to RBP Ltd., Oakfield House, Perryment Road, Haywards Heath, Sussex RH16 3DH.

PHYLLIS HYMAN

"YOU KNOW HOW TO LOVE ME"

ARIST 323

Available On Arista Records

ARISTA



PART TWO in *RB's* series on
 2 multiples.
 by **TIM SMITH**

OUR AVERAGE punter, on a visit to
 one of the larger record departments of a
 Boots Store, is likely to unearth a wider
 range of titles than can be located on the
 shelves of many independent record
 retailers.

So claims Ian Smellie, audio merchandise controller, and the person with overall responsibility for the multiple's record, tape and video operations. It may be just as a surprise, but his claim is remarkably satisfied.

Boots, along with W.H. Smith, and to a lesser extent Woolworth, has, almost imperceptible, transformed its

Boots: records are a challenge to communicate the appeal of music

totally involved in the record business but we still feel we are not given enough credit for being part of the record retail trade.'

It was over 20 years ago that Boots moved into record retailing, preceeded by the arrival of Wilf Price, who is today the company's senior record buyer. It was prompted by the urgent need for a new range following the closure of the Boots 'Booklovers Library' - no longer financially viable because of the growth of public libraries.

He continued: 'The number of titles in each outlet varies, however, in some of our larger stores we carry a full back catalogue range and we will always take special orders from customers. As for new releases, we make space available if justified by the sales potential.'

Unlike Woolworths, which is ranked by Record Merchandisers, Boots operates its own buying policy. The vast majority of product is ordered by the individual record departments, with head office providing direction.

Commented Smellie: 'We are in continual touch with the record companies and from these discussions we issue guidance notices to the shops indicating the sales potential of new releases. The branches are directed to stock the major new albums, an initial distribution being arranged for many of them. The policy regarding less certain releases is always a compromise between what we recommend, the buyer's own judgement and the store's stock situation.'

Boots is, however, becoming increasingly concerned about the pressure by some record companies to depress retailer margins, as, the company claims, this will inevitably inhibit the breadth of product range that can be stocked, and will mean that the company is likely to increase the centralisation of its buying control.

Purchasing policy can be subjected to centralised control, as witnessed last year by Boots' decision to ban the Peter Tosh album *Bush Doctor*, which carried what was meant to be a marijuana-scented scratch 'n sniff sticker.

'We do not like to see ourselves acting in the role of a censor, but we must recognise situations that might cause offence to a majority of our customers', said Smellie.

Emphasis on in-store promotion

He added: 'We do also exert centralised control for the chain's merchandising activities and we therefore have regular talks with record companies over promotional opportunities. We put a lot of emphasis on in-store promotion. This aims to attract the attention of all potential customers, but we believe we have a special opportunity of selling records to people who don't usually buy them - look at the *Grease* and *Saturday Night Fever* syndrome. It's a challenge to try and communicate the appeal of music and attract new customers.'

Evidence of Boots' commitment to in-store promotion comes from the recently negotiated agreement with the display company *Topic* for in-store videos. The promotion films, produced by *Topic* and changed on a monthly basis, are now shown in Boots' top 65 record departments. Boots also now sells pre-recorded and blank video cassettes.

Effective staff training is vital to Boots' drive towards 'serious' record retailing. 'We try to ensure that our staff are fully trained in the techniques of the record trade,' said Smellie.

'However, at the moment a lot of training is in-store and geared towards Boots' internal policy. I would like to see training expanded.'

He also insists that Boots' shopping profile is not restricted to any particular age bracket. He said: 'People of all ages shop at Boots. We definitely do not tailor our business to one particular section of community.'

Discounting, always a sensitive subject for UK multiples', is carefully played down by Smellie. With Boots discounting between 50 pence and £2.00 off selected titles, he claims that in the current market it is the large independent chains that have become the heaviest discounters.

'There's a bit of a myth that the major multiples are waging some sort of discount war,' he commented. 'But if you go down the High Street today, the cheapest prices are not necessarily being offered by a multiple. We just watch for the going price and follow the lead of others when deciding what we discount.'

He continued: 'It obviously concerns us about the amount of discounting going on, but there is little we can do about it. We are not responsible for leading it but our policy has to reflect the real world.'

'Part of the problem is that today the record business is polarised towards new releases. If a new release is a certain good seller it is likely to be discounted. It's most significant when records are at the top of the charts.'

Records too expensive

As for blank tapes, Smellie said that he was fully aware of the difficult problem of home taping, but he added: 'We sell blank tape simply because the demand is there. A lot of teenagers can't afford to buy records at the current prices, and advancing technology is going to further exacerbate the problems.'

Despite the general industry recession, the drop in sales created by last summer's VAT rises and price increases and the problem of stimulating back catalogue sales, Smellie is reasonably confident about the future of the business.

The optimist mainly stems from the anticipated video boom. 'The whole industry is going to change over the next few years,' he commented. 'It will be brought about by the technological developments in video. The opportunities for the future are fascinating. And there can be little doubt that Boots is already doing its best to capitalise upon these developments.'

As Smellie concluded: 'Boots is in the record business to do things as professional as any independent. We're completely involved and we are now successfully proving to the record companies our ability to sell records. It's vital to differentiate between multiples with this approach to record retailing and those who stick to chart material and budget records.'



TOP: BOOTS' Luton Branch: full back catalogue range is carried in all of the larger outlets. **LEFT: Ian Smellie, Boots' audio merchandise controller.** He banned Peter Tosh's *Bush Doctor* LP because it might offend.

10 per cent of the market

With steady expansion over the subsequent years, Boots now sells records and tapes in 250 of its 1,100 outlets. UK market share speaks for itself. According to the latest Forte market research report, Boots currently commands 10 per cent of the singles market, 8 per cent of albums and 9 per cent of the cassette market.

Smellie explained the current set-up: 'We operate record departments in virtually all of our larger stores. The decision regarding the size and location of the departments is taken on the basis of a number of factors - total size of the branch, the local competition and, of course, the general trading potential.'

approach to record retailing over the last few years. Emphasis on discounting has waned, stocking policy has been expanded in many outlets and a commitment to new releases has been established.

But despite these gradual changes, Boots has had difficulty convincing the industry and many consumers of its validity as a retailer of records. As Smellie told *Record Business*: 'We are

Top 10

- 1 MOZART: PIANO CONCERTO NO. 9 & BRUNDEL. MOGEN COOPER. ACADEMY OF ST MARTIN-IN-THE-FIELDS/ MARRINER (PHILIPS 9800 428)
- 2 SIBELIUS: SYMPHONY NO. 2. PHILHARMONIA ORCHESTRAL/RAJAN (HMV SXP 30414)
- 3 DEBUSSY: IMAGES, LONDON SYMPHONY ORCHESTRA/ANDRÉS BORDABERRI (PHILIPS 9505 098)
- 4 VERDI: REQUIEM. SOLOISTS: ANTHONY MORGAN, PHILHARMONIA ORCHESTRAMUTU (HMV SLS 5185)
- 5 NICHOLAS MAW: LIFE STUDIES, PHILHARMONIA NATIONAL, PHILHARMONIC/LEVINE (RCA RL 02951)
- 7 FREDERICA VON STADE: ARIAS BY MOZART & ROSSINI (PHILIPS 9500 098)
- 8 HANDEL: DOUBLE CONCERTOS. ENGLISH CHAMBER ORCHESTRAL/LEPPARD (PHILIPS 6570 114)
- 9 BERLIOZ: HAROLD IN ITALY. YEHUDI MENUHIN, PHILHARMONIA ORCHESTRAL/DAVIS (HMV SXP 30314)
- 10 LUCIANO PAVAROTTI: O SOLE MIO (DECCA SL 6670)

(Courtesy of Motland Adams, London SE1)

No sales boycott of EMI's all-Russian Onegin

UNRUFFLED BY the arguments raging about the Olympic Games, EMI is bringing out this month a complete *Eugene Onegin* which it confidently expects to be a winner precisely because it boasts an all-Russian cast (HMV/Melodiya SLS 5191).

Sales of the recording should also be boosted by performances of Tchaikovsky's opera at Covent Garden and by the Welsh National this month and next. Yuri Mazurok, who sings the title-role in the new set, will be appearing in the Covent Garden revival, while Mark Ermler, the conductor, will be in charge of the Welsh National's performances.

The other stars in the recording are tenor Vladimir Atlantov and bass Evgeny Nesterenko, and the sterling qualities of the Bolshoi Theatre Chorus and Orchestra are much admired.

It seems a bit odd, though, for EMI to claim this is the "only complete recording of Tchaikovsky's most popular opera performed entirely by Russian artists" when its own earlier version was conducted by Rostropovich with his wife Galina Vishnevskaya as Tatiana. This was made during the Bolshoi's visit to Paris, and all the names in the cast look Russian as vodka.

Flaunting the flute

THE FLUTE seems to obsess RCA. Not satisfied with Galway's recording of the two Mozart concertos (RCA LRL 15109), the company has just brought out another version on its imported French label (Erato STU 71144) played by Jean-Pierre Rampal with the Jerusalem Music Centre Chamber Orchestra conducted by Isaac Stern, better known as one of the greatest violinists of the

century.

RCA makes the sales point that "Galway apart, Rampal is the world's most famous flautist" — which might well mystify dealers as to how famous is "the world's most famous". The answer is that Galway and Rampal are regarded with equal esteem. The dealer can show a bit of one-upmanship by pointing out that Rampal is wholly classical in style, Galway more romantic.



YEHUDI MENUHIN was presented last month by EMI with a framed silk-screen print of one of his first 78's for HMV. He is pictured here between past and present producers Ronald Kinloch Anderson and John Fraser, with (at right) David Ricknell, recently retired head of the company's International Artists Department, who was at HMV when Menuhin made his first records in 1929.

Briefs

SPANISH SOPRANO Victoria de los Angeles is giving a recital at Wigmore Hall on February 9 to celebrate the thirtieth anniversary of her London debut there. Also marking the occasion is her new album of songs by Moreno, Albeniz, Rodrigo and Bautista with Geoffrey Parsons as accompanist (CBS 76833). Victoria de

Los Angeles in Concert (HMV ASD 3656) proved to be one of last year's top selling classical albums in Japan and the US as well as here.

PHONOGRAM HAS been without a recording of César Franck's popular *Symphony in D minor* in its catalogue for some years, but rectifies the omission this month with a new version by Edo De Waart and the Concertgebouw Orchestra of Amsterdam (Philips 9500 605).

REGIONAL

Glasgow industry acts to change 'sham' pub circuit

RECORD and music businessmen in West Central Scotland are to be asked to join a scheme aimed at improving the pub licensing regulations in Glasgow. A small group of people involved in the music business in the area are hoping to form a committee which will act as a pressure group to have the city's licensing conditions changed.

For years, pub musicians playing all kinds of music have been hampered by a city licensing board regulation which

"We've never actually been told why," said Muir. "I feel it's for purely historical reasons — they seem to exist because they exist and that's all."

"The licensees obviously benefit. What they are getting is a room full of live music which they are not paying very much for. The whole thing is a sham."

It is hoped that the pressure group will include local booking agents, record company officials, rock groups, folk and jazz enthusiasts and the Musicians' Union.

Platform's problem with regard to pub licensing is particularly distressing. The organisation finds it impossible to promote many acts in city pubs because of the difficulty of recouping the initial outlay, yet jazz is a form of music which often requires an intimate atmosphere for a performance to be successful.

CHARROW ROCK band Sneaky Pete have finally released their long-awaited first album — in a form believed to be unique as far as rock music in Scotland is concerned.

The five-piece group's first album



THIS MAN is likely to play an integral part in the expected moves towards commercial radio in Ireland. He is Albert Reynolds, Minister for Communications in the new Charles Haughey government, and is believed to be very much in favour of commercial stations as healthy competition to the existing RTE station. Legislation is expected shortly for the allocation of up to 20 licenses.

Live And Kicking is available on cassette form only. The band claim that this method has lowered the cost of production to a level which means the recommended retail price for a product comes to something over £3 — considerably less than comparable cassettes in the rock market.

Sneaky Pete have issued the tape on their own SPR label and, for the present at least, are planning to distribute the product only within Scotland. The main companies handling the tape are Edinburgh-based Scotia distribution and Glasgow's Wynd-Up warehouse.

ANDY COLLIER

Punk Sampler

GOOD VIBRATIONS records introduced many new wave bands to success over the past few years. Now the Belfast label introduces a compilation album of up and coming names under the title *Belfast On A Thin Wire*. Featured on the 15-track budget album are Lids, Tear-jerkers, Shock Treatment, Centre, etc. At a budget price of £2.99 it will be another best seller for Good Vibrations.

AS WELL as Castlebar and Cavan another new name on the list of song contests is the Ballina Amateur International Song Contest which will be held

Ireland

from May 6-9. It will feature three sections, Pop and Rock, Folk and Traditional and Country. The prize fund is £1,000. Compositions should be sent in manuscript form or on cassette. Entry forms available from Sheila Walsh, Teelin ST, Ballina, Co. Mayo, Ireland.

VENUE for the first Ulster Showbiz Awards, sponsored by *The Democrat* newspaper, Outlet Records and Gene Stuart's Music Shop, will be The Clubland, Cookstown, Co. Tyrone on Tuesdays. Proceeds from the show will be presented to the Mentally Handicapped Association.

DONAL K. O'BOYLE

SHOWCASE

CLASSIFIED ADVERTISEMENT RATES

£3.00 per single column cm (minimum 4cm). Box number charge £1.00.
Send Box No. replies c/o Record Business, 1st Floor, Hyde House, 11 Langley St., London WC2H 9JG.
Single enquiries: Monthly 10%, Fortnightly 15%, Weekly 20%.
THE DEADLINE FOR BOOKINGS AND COPY IS NOON TUESDAY
ONE WEEK PRIOR TO PUBLICATION
Advertisements may be submitted as final artwork or typed copy and layout for typesetting.
PAYMENT IN FULL MUST ACCOMPANY EACH ADVERTISEMENT
For further information contact: Nigel Slaters 01-436 9211, Hyde House, 11 Langley Street, WC2H 9JG
Record Business cannot be held responsible for claims arising out of advertising on the classified pages.

FOR SALE

HENRY STAVE & CO.,

11 GREAT MALBOROUGH STREET,
LONDON W1.

*Offers are invited for London's
premier classical retail outlet.
Further details for interested
parties may be obtained from:-*

Mr. R. Smith,
Rediffusion International Music Ltd.,
19 Ramillies Place,
LONDON W1V 1DG.
Telephone: 01-734 2092

DISCS



S. GOLD & SONS LIMITED BRITAIN'S NO. 1

Complete manufacturers catalogue in stock at all times.
TOP 75 ALBUMS, SINGLES AND TAPES,
PLUS ALL TV. PRODUCT.

Our prices - strict trade on orders over £150 value, otherwise 3 per cent handling charge. No rounded up figures to disguise inflated prices. Accessories include Card, Polythene & PVC covers, Blank cassettes, Mirrors, Record & Cassette Cases, Mirror bags & up to the minute sew-on patches.

We can supply anywhere in the world and extended finance can be arranged for export customers - our service to Northern Ireland is, without doubt, the finest, and we offer a 24-hour service to the whole of the UK.

We are now firmly established in our custom-built warehouse and would welcome anyone who wishes to call and have a look around. We have been in the business for four years.

REMEMBER THE NAME - YOU'RE GOING TO HEAR IT A LOT

S. GOLD & SONS LIMITED

777/779 High Road, Leytonstone, London E11 4QS

PHONE 01-558 2121/2

24 hour answering service 01-556 2429.

D.D.D. LTD

DIPLomat DISC DISTRIBUTION
LTD

IMPORTERS AND WHOLESALEERS OF U.S. DISCO, SOUL, JAZZ AND JAZZ FUNK ALBUMS AND 12in SINGLES, ALSO DISTRIBUTORS OF U.K. 12in SINGLES.
WE OFFER A VAN SERVICE IN LONDON AREA AND A FAST DELIVERY IN THE PROVINCES.
ANY ENQUIRIES WELCOME.

PLEASE CONTACT:-
JEFF 01-490 3531 EVES
HOWARD 01-267 273 DAY
D.D.D. LTD 63 MOATFIELD RD, BUSHEY, HERTS

CHEAP!CHEAP!CHEAP!

We Undersell All
Importers

See For Yourself
Send For Our Lists
TO-DAY!

GLOBAL RECORD SALES
3 Chepstow St.
Manchester
(061 236 5369)

BADGES

BADGES PATCHES

TIES ETC.,
MOD, TWO TONE,
PUNK, ROCK,
RECORD SHOPS,
BOUTIQUES,
WHOLESALEERS
SUPPLIED.

PROMPT EXPRESS
SERVICE.

CASH AND CARRY
WELCOME.

CALL BETWEEN
10.30 a.m. and 7.00
p.m.

BADGE SALES
Limited,
48 Carnaby
Street,
London W1V
1PF.
TEL: 01-437
5121



PARAPHERNALIA

Cash in on this booming business with our 3 best
sellers:

- (1) Crystal badges
 - (2) 1" Button badges 200 designs
 - (3) Super mod patches 15" by 21"
- Send for your free catalogue
or £1.00 for samples to:
Dept. M2, Dynamics,
6c Brand Street,
Hitchin, Herts.
Tel: 0462 35198.

TAPES

DEMO TAPES COPIED

3H Tape Duplicating Service

Telephone: 01 729 5462 (Day-
time).
Tilbury 78430 (Eve).

EQUIPMENT

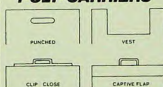
SEGREGATE!



With record dividers from
"SIGNS FAMILIAR"

search, whole, picture, record dividers
with etched ultra legible headings
(plus trade symbols on reverse of separator)
Unbeatable prices! Fast service! Ring or write
SIGNS FAMILIAR,
Howdale, Downham Market,
Norfolk PE38 9AL.
Phone: (03663) 2511/4.

POLY-CARRIERS



A choice of Styles all specially printed
500 TO 1,000,000
AIRBORNE PACKAGING
Dept. R.B. Bealrinc Rd. Leicester. Tel:05339 25991

RECORD ADAPTORS

1,000-£7.00 3,500-£3.00 7" paper sleeves
(white or green) 1,000-£11.00 4,000-£40.00
7" cardboard covers 500-£12.00
1,000-£25.00 10% discount if collected.
Above prices include P&P, VAT & INS. Paid.
C.W.O. for I.C.O.D. extra. Quantities. Larger
orders on request, to:-

KENNEDY'S
'The Giebe',
6 Church Lane,
Outwood, Nr. Wakefield,
Yorkshire WF1 2JT.
Customers calling
please ring 0924 822650
or Leeds 33604.

RADIO WEEK

Edited by GABRIELLE JAMES

Local stations hit at Breakfast TV timing

THE IBA'S breakfast television proposals brought the Authority under fire from Independent Local Radio which feels the timing of the launch of national breakfast TV could adversely affect the growth and development of ILR.

In a statement issued in response to the Authority's announcement, the AIRC stated that it "recognises that morning television may come in due course, and we do not seek to oppose it. The previous breakfast TV experiment showed that Independent Local Radio has a large and loyal morning audience.

We would though be concerned if the structure of ITV were to be changed to encourage priority to be given to morning television. This could adversely affect ILR, and especially the new companies, at a most sensitive stage in their development."

The proposed service, strongly advocated by broadcaster Jonathan Dimbleby who heads a consortium interested in the franchise, would primarily offer news, current affairs and information. George Fitch, managing director of LBC, firmly endorses the AIRC view but declined to comment on how such a service might directly affect LBC.

While applauding the concept of breakfast TV, Capital managing director John Whitney agrees that the timing is misguided.

I think the timing is highly inappropriate at a time when the new companies in ILR, and those still to be elected, will be coming on air. Maximum revenue is achieved during breakfast time. So I do applaud the concept, albeit late in true British ingenuity, but it is so timed that on the one hand the IBA is attempting to give support and encouragement to the growth of ILR and on the other is offering an opportunity to advertisers to purchase TV time against the Peak time of local radio audiences.

"We're late with breakfast TV already. I would have preferred if it were put off another three years or so to allow ILR to establish itself."

Richard Findlay, managing director of Radio Forth, believes that in the fullness of time "we'll probably have 24-hour TV anyway. It's not something radio stations should be concerned with." What interests him is that after the dismal Yorkshire TV experiment it should be thought that breakfast TV would take off on a national basis. Let's face it," he says, "the experiment was a damp squib."

The experiment was run over nine weeks in the spring of 1977 on Yorkshire and Tyne Tees Television for just one hour a day, 08.30 to 09.30. The programming was universally criticised. They ran regional news magazines from 08.30 to 08.45 - Good Morning Calendar on Yorkshire and Good Morning on Tyne Tees - which have been described as "radio with still pictures". Then the channels joined to present 15 minutes of cartoons followed by a re-edited series of episodes of Peyton Place.

Radio companies were concerned at the time because the experiment was carried out at the same time as the network JICRAR survey but in the event the ratings showed very little pressure on radio listening. JICRAR, then presented in terms of the number of homes which tuned in, showed that 3 percent of homes watched the news programmes and cartoons while 4 percent watched Peyton Place. Radio listening, measured in individual adults, showed between 28 and 30 percent of all adults in the four ILR areas affected: Hallam (30 percent), Tees (30 percent), Metro (29 percent) and Pennine (28 percent). Converting the JICRAR figure to individual adults shows that just 2 percent watched TV in the morning.

The IBA does not necessarily have radio listeners in mind when it suggests a service of primarily news and current affairs to run from 06.00 to 09.15. People who don't work normal office hours need to be catered for and if breakfast TV is to affect ILR then the Authority is interested to see how,

Capital record ads slashed

RECORD ADVERTISING on Capital Radio has dropped from 11 percent of total ad revenue in 1975 to just 4.1 percent in 1979. The gradual decrease in record company spend over these four years reflects the growing reluctance by the music industry to include radio in its advertising budgets and lends material proof to its scepticism of the effectiveness of radio in the marketing of records.

This category was the only one to show a decrease in spend over 1978 according to analysis undertaken by the station's research department. Recruitment commercials have proved the fastest growing category with an increase in expenditure of 130 percent. National food manufacturers were up by 83 percent, holiday and travel up by 75 percent and motor trade advertising up by 71 percent. Film companies almost doubled their expenditure and publishing is also considerably higher.

Capital's top ten advertising categories in 1979 were:

	%
Retail trading	23.2
Films & Theatres	10.0
Publishing	9.5
Food	8.0
Holidays/Travel	7.5
Recruitment	6.3
Motor Trading	5.7
Records	4.1
Tobleries	3.3
Alcoholic Drinks	2.7

"Later this month Radio Week will launch a series of articles exploring the multi-faceted relationship between the music and broadcasting industries.

believing that there is a place for both. At present it's up to the applicant consortia to convince the Authority of such a service's viability. But there remain many imponderables.

Richard Findlay, who has experience in television, wonders if it were possible to use ITN for its news. "Television news is an expensive business - one of the most expensive aspects of TV production. I wonder whether the British public is ready to have a television set sitting on the end of the breakfast table or in the bathroom". Findlay also feels the timing is wrong, but from the television companies' point of view.

"Look at the amount of competition the television companies will have with the viewer for their own screen: Ceefax, Oracle, Prestel, Teletext, video cassettes and the fourth channel."

At Clyde managing director Jimmy Gordon is convinced radio can cope with the competition breakfast TV may bring. "Research shows that more people listen to the news on Clyde at eight in the morning than watch News at Ten. The lifestyle of radio is not intimidated by breakfast TV."

"Driving while watching TV is dangerous and shaving while watching TV is only slightly less so."

ARNOLD MILLER has been appointed station manager of BBC Radio Nottingham having been acting manager for some months since his predecessor, Tom Beesley, was promoted to the new post of senior manager, Local Radio, last November. John Hobson is currently acting programme organiser - the post Miller held from July 1978.

Miller joined the BBC in 1971 as education producer at Radio Humber-



side. In 1977 he spent several months in London working on Radio 4's Kaleidoscope before becoming programme organiser at Nottingham.

"This is a particularly stimulating time to be a new manager on the station," he says. "We are in an exciting period of development, involving new studios and equipment, which we hope will make us more able to face the challenge of the 80s."

The post of programme organiser is being advertised in the normal way.

JO REEVE has taken on production of BBC Radio Leicester's Village Voice, Arts Review and general education programmes from Paul Copley who is currently on attachment to Radio Ulster. She joined the station in 1978 as a freelance research assistant on the CrossTalk programme. This post is now filled by Gillian Sandford.

Reeve is continuing her studies for a PhD at the University of Sheffield. At Leicester University she gained an Honours Degree in English, American Studies, Sociology and the Study of Religion, winning a travel scholarship to the USA to study the work of poet Robert Frost. In 1976 she was awarded an MA in Modern English and American Literature and then spent a further year at the University School of Education where she gained a Teaching Certificate in Further Education.



LOOKING LITERALLY dragged out of bed (right) is Merseyside's Alan Jackson pictured presenting a station 'Jollybody' award to Merseyside Passenger Transport's Grace Moore who was nominated by a listener for one of these odd accolades awarded by the station for service to the community. Grace's particular service is her bus and ferry information broadcast each morning during Roger Phillips' (left) Morning Merseyside programme.

£1m building for Merseyside underway

WORK HAS started at last on the new £1 million complex in Liverpool which will house BBC Radio Merseyside and a TV centre. The new building, opposite the Holiday Inn in Paradise Street, should be ready for use in the autumn of next year.

It is a welcome solution to the cramped accommodation, leased from Liverpool Corporation, which Radio Merseyside has occupied since 1967. Says manager Rex Bawden: "This development will provide a replacement, under one roof, for our main premises at Commerce House and the accommodation occupied by our education unit at Castle Chambers."

Sound library extends

STANDARD SOUND Productions, which offers a unique library of music and effects tailored exclusively for the needs of local commercial radio, has just completed an extensive series of recordings, and plans are underway to increase the level of subscription within ILR.

At present the library is used by Plymouth Sound, Radio Hallam, Metro Radio and Radio Orwell. Known as the Standard Production Source it was launched in June last year, offering subscribing stations exclusive rights to music production designed to satisfy local requirements, for both commercials and on-air promotion.

The library is produced in association with T M Productions of Dallas and claims to be the only exclusive radio station library recorded in the UK using British musicians, producers and technicians.



PROOF That Irish broadcasters know how to dress for a launch party if not there to pose for the obligatory snap. Caught at a reception to mark the launch of Gene Stuart's album *Shades of Country* (Release), are, seated: Downtown's Heidi and Big T, Gene Stuart, John Greer of Downtown and Paddy O'Flaherty of Radio Ulster. Standing are composer Eddie Masterton, RTE's Bill O'Donovan, columnist Fr. Brian Darcy and Downtown's Lynda Jane Caithness and Ivan Martin.

Airlines

BOTH BRMB and LBC have already begun to take advantage of reciprocal deals with independent television companies following the airtime ILR allowed ITV to promote its return after last year's stoppage. Capital is about to follow suit but other stations have yet to formulate promotional campaigns. When AIRC's marketing committee meets on Wednesday (6) the subject is expected to be discussed with a view to the Association organising a promotional film, with individual tails, available to all stations.... Congratulations to Peter Tomlinson. Beacon now broadcasts regular traffic information courtesy of the AA.... John Manley, new arrival at Coventry as sales controller, answering the 'phone: 'Coventry Radio' - but this is not to be the name of the station. The still nameless station will begin dry runs in April when John Bradford expects to have a full complement of staff. Ian Rufus is busy recruiting presentation staff ready for the off in May or June.... Jeremy Beadle causing something of a stir at Gough Square....

LBC's LOONIST presenter now receiving two sacks of mail a day (unheard of for a news and information station), which could explain his predilection for emptying a waste paper basket over Dickie Arbitor as he finished reading the news.... Kid Jensen currently suffering the effects of seeing *Play Misty For Me* once too often. He was once pursued by an obsessive young lady who had to be deported.... Producer Nigel Kay has introduced Sound Off to Radio Leicester's output - a two-minute feature where listeners can let fly during Gough Morning Leicester with a chance for others to retaliate live during the mid-morning Crosstalk. Kay says Sound Off will search out controversy.... Brian Hayes has been thinking on the same lines. He has

introduced a London Platform 30-minute slot into his LBC show every Monday at 11 when a well-known person expounds his or her pet theory for discussion - the more eccentric the better.... Controversy is something Capital's Sunday morning Soap Box has been after for some time. Two weeks ago it was used by a Londoner who found the Electricity Board had broken to his premises and cut off his supply in the middle of a row about an extortionate bill ten times its usual size. The following week the Electricity Board mounted the platform to explain that the consumer had failed to arrange access and having gone to an arbitrating body the Board was cleared to break in. On Sunday (3) MP David Meller was due to join in when he stood on the box to talk about right of entry and associated nasties....

RADIO HALLAM recently allowed its telephone lines to be used by a team from the Sheffield Parent Lifeline Group who answered calls from despairing parents trying to cope with children of all ages.... And this week Radio Tees stages a Health Week to support the national Mother and Baby Cam-



paign.... Finally, when setting up a community station in Cardiff budgets are, of necessity, limited. Maximum effect is therefore directly in proportion to the level of imagination used. When on a shopping expedition for an OB-vehicle-cum-radio-car Dan Damon and Martin 'I' had £1,000 cash in my pocket 'Ford travelled to London to buy.... a taxi. The numerous appointments they had made became redundant when the pair found exactly what they were looking for quite by accident in a run-down East End garage - a Glasgow taxi brought to London by a grocer, owned by a vicar and sold by a Scouse (for a handy £500). This unique vehicle has never been a London taxi in the true sense and now it's been painted CBC blue and white it never will be....

Rockshow Report

MOST AIRPLAY Descending Order	
1	PRETENDERS Real Deal RAL 3
2	END OF THE CENTURY Sire SRK 6077
3	LONDON CALLING CBS CLASH 5
4	METEMATIC John Fox Vgin 2146
5	JOE'S TESTING MCA MCF 3052
6	NO PLACE TO RUN UFO Chrysalis CDL 1239
7	GOLD & PLATINUM Lyryrd Skyrgnd MCA MCSP 308

MOST ADDED Descending Order	
A NIGHT IN THE RUTS	CBS 8360
AEROSMITH	Chrysalis CHS 1267
THE BABYS	Chrysalis CHS 1268
QUIET LIFE	Ariola Hansa AHA 8011
JAMES	CBS 8360
JIMMY MESSINA	CBS 8360

FURTHER to last week's mention of A. More's album *Flying Doesn't Help*, RB received a phone call from the artist that cleared up any and all questions. The Quango label is a joint venture between ex-Stiff man Glen Coulson and himself and it is distributed through Rough Trade, and Bonapartes. There are no major deals on the horizon and having been burned once or twice Anthony isn't too anxious to lose control again. The record has been consistently picking up airplay over the past few weeks and BRMB presenter Robin Valk has included a rather feisty post-script with his latest playlist saying 'Can I say I've been playing A. More's lp for months now and where have the rest of you turkeys been?' Gobble, gobble.

PRESENTERS at Forth, Merseyside and Swansea Sound are adding an extra dimension to their shows by using the Record Business Indie

Chart. Steve Mitchell (Swansea Sound) will be counting the chart down each week while Chris John (Forth) and Phil Ross (Merseyside) will be using the chart as a reference. These three are the first to respond to RB's offer to supply the chart each week and their initial reactions to the Indie Charts range from 'very useful' to 'a jolly good idea'.

As of this week Rockshow adds three new stations to its panel: Downtown who's rockshow is hosted by Cherrie McIlwaine; Radio Wales and dj Richard Rees; and RTE-2 and host Dave Fanning.

AEROSMITH's latest effort *A Night In The Ruts* has finally found its way to the top of the most added list. The album has been a favourite on US FM stations for several weeks and looks to repeat the performance here. Mike Read's Radio One programme featured albums by Ian North, the Blues Band, Girl, the Pretenders, the Dickies, and the Desperate Bicycles. The sessions on the show were performed by Madness, Matchbox and the Stiletos.

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

NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE

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

	LUMBERJACK RADIO 1	CLAYTON	PICCADILLY	DOWN TOWN	HALLAM	BEARFOOT	VICTORY	SWANSEA SOUND	ORPHEA	PLYMOUTH	BBC SCOTLAND	RETIREE				
71	73	TOGETHER WE ARE BEAUTIFUL FERN KINNEY											B	K79111	W	21
72	33	TEARS OF A CLOWN THE BEAT											B	CHS TT6	F	20
73	86	TV FLYING LIZARDS											B	VS 325	C	20
74	□	KIDDING STOPS TIGERS											★	KIK 1	W	20
75	95	JUDY IN DISGUISE SILICON TEENS											B	MUTE 004	M	19
76	87	MUSIC MAKES YOU FEEL... BRASS CONSTRUCTION											B	UP 615	E	18
77	□	RIGHT IN THE SOCKET SHALAMAR											B	SO 12-2	R	18
78	85	YES, I'M READY TERI DE SARIO WITH KC											B	NB 2225	A	18
79	77	I WANT YOU TONIGHT PABLO CRUISE											B	AMS 7501	C	17
80	□	ECHO BEACH MARTHA & THE MUFFINS											B	DIN 9	C	16
81	□	THE BOYS ARE BACK IN TOWN GAP BAND											B	MER 2	F	16
82	□	TURNING JAPANESE VAPORS											B	BP 334	E	16
83	□	A POP SONG WRECKLESS ERIC											★	BUY 64	C	16
84	□	ANOTHER NAIL IN THE HEART SQUEEZE											B	AMS 7507	C	16
85	84	DANCE STATION DEXY'S MIDNIGHT RUNNERS											B	R6028	E	16
86	90	HOT DOG SHAKIN' STEVENS											B	EPC 8090	C	16
87	63	KNOCK THE WALLS DOWN STEVE KIPNER											B	K12411	W	16
88	83	HAVE MERCY LOVE JANIS IAN											B	CBS 8136	C	16
89	□	NO CHANCE MOON MARTIN											B	CL 16116	E	15
90	98	I'M AN INDIAN, TOO DON ARMANDO											B	WIP 6557	E	15
91	99	PETER GUNN EMERSON LAKE & PALMER											B	K11416	W	15
92	□	TOUCH TOO MUCH AC DC											B	K11435	W	15
93	□	HOLIDAY NAZARETH											★	TOP 50	R	15
94	□	SO FAR SO GOOD TONY ETORIA											B	COB 6	E	15
95	□	THE BLUE SIDE CRYSTAL GAYLE											B	CBS 8076	C	14
96	□	LONGER DAN FOGELBERG											B	EPC 8230	C	14
97	□	MOVEMENTS THE SAME											B	BLU 2008	A	14
98	93	BLACK ORCHID STEVIE WONDER											B	TMG 1173	E	14
99	□	YOU ARE MY HEAVEN ROBERTA FLACK & DONNY HATHAWAY											B	K11414	W	14
100	78	MAYBE TOMORROW CHORDS											C	POSP 101	F	14
BREAKER		SOON YOU'LL BE GONE JO JO ZEP & THE FALCONS											B	ROCS 216	M	13
BREAKER		CRUISIN' SMOKEY ROBINSON											B	TMG 1164	E	13
BREAKER		ON BROADWAY RENEE PRYOR											B	POSP 109	F	13
BREAKER		HOW DO I MAKE YOU LINDA RONSTADT											B	K12419	W	13
BREAKER		VICTIMS OF THE FURY ROBIN TROWER											B	CHS 2402	F	13
BREAKER		WE GOT THE GROOVE PLAYERS ASSOCIATION											B	VS 5016	A	13
BREAKER		ECSTASY T-CONNECTION											B	TKR 7571	C	13
BREAKER		LOVE YOU TRUE ALAN PRICE											B	JET 170	C	13
BREAKER		BROKEN ENGLISH MARIANNE FAITHFULL											B	WIP 6542	C	13
BREAKER		JUST ANOTHER DAY PHOENIX											B	CB 352	F	13
BREAKER		CAPTAIN BEAKY KEITH MICHELL											B	ARO 207	C	8
BREAKER		DESIRE ANDY GIBB											★	POSP 106	F	12
BREAKER		YOU DON'T LIGHT MY FIRE MICK JACKSON											★	RSO 55	F	12
BREAKER		CHATTY CHATTY TOOTS & THE MAYTALS											★	CBS 8008	C	12
BREAKER		MARTIAN HOP ROOKEY SHARPE & THE REPLAYS											B	WIP 6544	E	12
BREAKER		EVERY DAY I HAVE TO CRY SOME JERRY LEE LEWIS											B	CHS 121	E	9
BREAKER		LOVIN' ON BELLAMY BROTHERS											B	K12399	W	9
BREAKER		WE LIVE FOR LOVE PAT BENATER											B	K17548	W	9
BREAKER		STAY SIMON ALEXANDER											B	CHS 2403	F	9
BREAKER		I HAVE A DREAM ABBA											B	BRO 87	E	9
BREAKER		SHE'S SO DEVINE JAN AKKERMAN											B	CHS 2403	F	9
BREAKER		LOVE ME OVER AGAIN DON WILLIAMS											B	EPC 8088	C	8
BREAKER		SLEEPING LIKE A BABY LINDA LEWIS											B	K11374	W	8
BREAKER		ANOTHER BRICK IN THE WALL (PART II) PINK FLOYD											B	MCA 551	C	8
BREAKER		STRONGER (THAN YOU THINK I AM) EDWIN STARR											B	ARO 207	C	8
BREAKER		EASY MONEY RICKIE LEE JONES											B	HAR 5194	E	7
BREAKER		TOTAL CONTROL MOTELS											B	TC 2445	R	7
BREAKER		QUOTE GOODBYE QUOTE CAROLYNNE MAS											B	K17556	W	7
BREAKER		GOTTA SERVE SOMEBODY BOB DYLAN											B	CL 16113	E	7
BREAKER		MAKING A BAD BOY GOOD BLACKIE											B	6167 873	F	7
BREAKER		IT DOESN'T BOTHER ME DISTRACTIONS											B	CBS 8134	C	6
BREAKER		FALLING IN LOVE AGAIN DAVID GATES											B	RAK 304	E	6
BREAKER		I CAN'T HELP MYSELF BONNIE POINTER											B	WIP 6533	E	6
BREAKER		WINNER TAKES ALL ISLEY BROTHERS											★	K12423	W	6
BREAKER		I'VE REALLY GOT YOU DANIEL & LELLY BOONE											★	TMG 1171	E	6
BREAKER		CAN'T HELP FALLING IN LOVE ORNEL HINDS											★	EPC 7795	C	6
BREAKER		MOTORBIKE BEAT REVILLIOS											★	K18129	W	6
BREAKER		LOVE IN OUR HEARTS PETER BROWN											★	AHA 556	A	5
BREAKER													★	DIN 5	C	5
BREAKER													★	TKR 7572	C	5

Key To Station Playlists

SWANSEA SOUND
 A - List
 B - Instrumental
 ☆ - Hit Picks

ORPHEA
 A - List
 B - List
 C - List

PLYMOUTH SOUND
 A - List
 B - List
 C - List
 ☆ - Hit Picks
 ☆ - Peoples Choice

MARK
 A - List
 ☆ - Records of WK

BBC WALES
 A - List
 B - List
 C - Instrumental
 ☆ - Hit Picks

BBC SCOTLAND
 A - List
 B - List
 ☆ - Hit Picks
 ☆ - Single of WK

The Radioactive symbol (☼) is awarded for a gain of at least 3% in the airplay rating - equivalent to one major or two or three minor (B, R) station playlists

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

Key To Distributors

A - Pen
 B - One Stop
 C - CBS
 E - EMI
 F - Phonodisc
 H - Lightning
 I - Solomon & Peters
 J - Charmdale
 K - Creative CBS
 L - Lugtons
 M - Spartan
 O - President
 P - Pinnacle
 R - RCA
 S - Selecta
 T - Family Products
 U - Scoria
 W - WEA
 X - Cue Factors
 Y - Wind Up

ALBUM REVIEWS

Top 60

FABULOUS POODLES: Think Pink (Blueprint BLUP 5001) Prod: Muff Winwood

So far, the Fabulous Poodles have been conspicuous by their failure to repeat in the UK the success notched up in America over the last year. This album should earn the band its deserved recognition – despite Pye's slightly dubious gimmick of releasing the first 10,000 copies in a 24-inch giant sleeve. It's another example of a new wave come-of-age. The energy is still there, but it's been blended with light, punchy numbers and original, catchy lyrics. Bobby Valentini's violin work greatly improves the overall effect and Winwood's production is as good as ever.

RUPERT HOLMES: Partners In Crime (MCA MCF 3051) Prod: Rupert Holmes/Jim Boyer

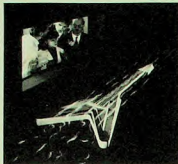
Hopefully the recent success of 'The Pina Colada Song' will do the trick for 'Holmes' album (although a sticker indicating its inclusion would have helped for shop display), for it is totally deserving of chart action. Holmes has put together a glowingly entertaining package of songs which effortlessly grip the listener's attention. Their continuing changes of pace and direction enhance some offbeat choice of lyrical content, in which he succeeds in treating songs about pimping, luncheon love-affairs and shortsightedness with appropriate compassion or humour.

PETE BARDENS: Heart To Heart (Arista SPART 1108) Prod: Pete Bardens/Norman Mighell

Hardly an album to set the world alight, but Arista £3.00 initial retail price should help create some demand for this solo album from the ex-Camel

WISHBONE ASH: Just Testing (MCA MCF 3052) Prod: Martin Turner/John Sherry/Band

Ten years and ten studio albums into their association with MCA, Wishbone Ash show no signs of becoming stuck in a rut. This album maintains contact with rock'n'roll roots, but the band's mastery of their trade ensures freshness and vigour. Martin Turner's menacing vocals and zippy guitar-work are particularly impressive on 'Insomnia' and 'Helpless', while the band lift their voices in happy harmony on 'Pay The Price'. A 29-date UK concert tour currently underway.



back memories of the great days of Britishbluesrocking, but played with all the accumulated expertise of the passing years, with Paul Jones in dominating form on vocals and mouth harp. (P.S. Band and album now snapped up by Arista).

LYNYRD SKYNYRD: Gold & Platinum (MCA MCSP 308) Prod: Various

This 2LP package is the definitive retrospective of the much admired but ill-fated Southern rockers. Tracks have been selected and re-mastered by Gary Rossington and Allen Collins. Record one concentrates on their most popular repertoire like 'Sweet Home Alabama', 'Saturday Night Special' and the rip-roaring concert version of 'Free Bird'. The second disc is more personal and represents the band's own favourites, including some of their more restrained material like 'Simple Man' and 'Comin' Home'. Timeless stuff which ought to attract modest interest.

Best of the rest

keyboards man. It makes for pleasant background listening although the range of jazz-flavoured, laid-back numbers have little lasting impact. It does feature some good sax from Mel Collins and a more than adequate contribution from Bardens himself.

THE BEACH BOYS: Surf's Up (CBS CRB 31774) Prods: Various

Welcome mid-price re-issue of the Beach Boys 1971 classic. It's a cliché, but the fact remains the band doesn't make records like this anymore. Even then, the bronzed ones were beginning to flag, although 'Don't Go Near The Water', 'Disney Girls (1957)', the title track and the clumsy but effective 'Student Demonstration Time' stand the test of time.

FLYING LIZARDS: The Flying Lizards (Virgin V 2150) Prod: David Cunningham

It might have been wondered whether

the quirky electronic sounds of the Lizards could spread over a whole album without becoming samey, but in fact they manage it with ease on this debut package. The fidgety keyboard and percussion trademarks are widely present, but that devastatingly deadpan female lead voice is used with surprising variety and economy. Their singles are here too as sales-pushers: the first effort 'Summertime Blues', with cardboard-box drumming; the smash 'Money' in a considerably expended version; and the new 'TV', which with its twinkling Johnny & The Hurricanes organ riff, looks like shooting the band back up the singles chart.

MILLIE JACKSON: Live And Uncensored (Spring 2683 073) Prod: Millie Jackson/Brad Shapiro

Hot on the heels of her successful Royal Rappin's duet set with Isaac Hayes, comes this live double package from the queen of the sexy soul rap. Recorded at the Roxy in L.A., it lacks nothing for atmosphere or performing energy, but despite an extremely strong line-up of material including Luther Ingram's 'If Loving You is Wrong', Toto's 'Hold The Line', Rod the Mod's 'D'Ya Think I'm Sexy?' and Randy Vanwarmer's 'Just When I Needed You Most' in addition to songs more closely identified with her, this is not quite the best of Ms Jackson musically. The impassioned vocals are as strong as ever, but there's maybe just a little too much emphasis on the more risqué elements in the live 'rap' – for the 'uncensored' part of the title is most certainly not to be taken lightly.

BLUESBAND: Official Bootleg Album (BBBP 101) Prod: Stonebridge McGuinness

Founder members of Manfred Mann Mk1 Paul Jones and Tom McGuinness plus the likes of the redoubtable Hughie Green are the men behind this band, currently blowing up a storm in the clubs. The album is a privately made, limited edition born out of frustration due to the apathy of record companies in signing the act. It brings

VARIOUS: Hybrid Kids (Cherry Red A RED 5) Prod: Morgan Fisher

Subtitled 'a collection of classic music', 13 unusual British combos take on a variety of other people's numbers like 'McArthur Park' or 'Save Your Kisses For Me' and give them what can only be described as a tweak into the 80s. Best of the never-less-than-humourous offerings is certainly Jah Wurzel's west country reggae version of Kate Bush's 'Wuthering Heights', but R.W. Atom's treatment of 'You've Lost That Loving Feeling' runs pretty close. Foolish but fun.

MERLE HAGGARD: Capitol Country Classics (Capitol CAPS 1034) Prod: Various

16 Haggard tracks that made the American country chart top position in the period 1970 to 1976. Although Haggard's numerous albums have not always set a consistent standard, the man has rarely strayed far from real country music and this collection sees him at his best musically with numbers like 'The Fightin' Side Of Me', 'Daddy Frank', 'It's Not Love But It's Not Bad' and 'Movin' On' featured. Unfortunately Haggard is not the sales proposition he should be in Britain but this album makes an excellent sampler.

20/20: 20/20 (Portrait PRT 83898)

Prod: Earle Mankey
Determined tilt at the rapidly increasing market in America for Tom Petty-style material, 20/20 strike most of the right poses and perform much in the same manner, with plenty of 'bad boy' vocals by Steve Allen and good songs showing Beatles, Byrds and post-punk influences. The occasional malevolent stutter and a sparing use of synthesiser heighten the drama where it is needed. A likeable album that might sell with the right rockshow exposure.

GREG VANDIKE
DEBUT SINGLE
"CLONE"
BP 333

AS SEEN ON BEC TV's
"SOMETHING ELSE"

LIMITED EDITION IN
SPECIAL PICTURE BAG

ORDER NOW FROM YOUR U.K. SALESMAN
OR EMI DISTRIBUTION CENTRE

SMALL LABELS

FOLLOWING AN unusual staggered release schedule through various exclusive outlets, the cult radio serial spin-off *The Hitch-Hikers Guide To The Galaxy* hit the independent trade with a vengeance last week.

Don Mousseau of Original Records reported sales of more than 14,000 on the double album based on the successful BBC Radio-4 sci-fi programme - the second series of which is being repeated from February 24.

Distribution is handled by MDC (01-402 9661/01-724 3515) and the retail price is being raised to £7.99 from this week.

First release from Birmingham-based Reddington's Rare Records is 'Nautucket Sleightie' from local heavy metal quartet Quartz. The song is a re-make of the much-sought-after theme from ITV's 'Weekend World' - originally recorded by Mountain but long deleted. Encouraged by initial reaction to the pic-sleeved 45, label boss Dan Reddington is preparing a live album from the band for early release.

And metal continues to make steady progress with the news that The Tygers Of Pan Tang, Wythclyde and Motorhead are all recording healthy sales response. The Tygers' 'Don't Touch Me There' maxi-single (NEST 03) has sold more than 3,000 copies for the Tyneside indie whose roster includes 11-year-old Janie MacKenzie and 15-year-old Antoinette.

THE INDIE CHART

SINGLES/EPs		ALBUMS	
1	WHERE'S CAPTAIN KIRK? Rough Trade (Q/M)	1	THE NOLAN SISTERS NOLANS Epic (E)
2	SHEEP FARMING IN BARNET (AP) Toyah Sale (M)	2	JUST FOR YOU DES O'CONNOR RCA (C)
3	WHITE MICE Mo-Dettes Sale (M)	3	JUST TESTING WISHBONE ASH MCA (C)
4	CALIFORNIA OVER SEAS Fast (Q/M/H/P)	4	THE LAST DANCE VARIOUS Epic (E)
5	JUDY KENNEDY JUDY IN DISGUISE Mute (Q/M)	5	THE NOLAN SISTERS NOLANS Epic (E)
6	YOU CAN BE YOU Honey Bane Cross (Q)	6	JUST FOR YOU DES O'CONNOR RCA (C)
7	YOUR OWN BUSINESS Davey Navarro Rough Trade (Q/M)	7	JUST TESTING WISHBONE ASH MCA (C)
8	TRANSMISSION Juvy Division Factory (P)	8	THE LAST DANCE VARIOUS Epic (E)
9	ACT OF THE RIDDLE Toyah Sale (M)	9	JUST FOR YOU DES O'CONNOR RCA (C)
10	SILENT COMMAND Rough Trade (Q/M)	10	THE LAST DANCE VARIOUS Epic (E)
11	ALTERNATIVE LUSTER The Flowers Rough Trade (Q/M)	11	JUST FOR YOU DES O'CONNOR RCA (C)
12	AL CAPONE Prince Buster Blue Beat (L)	12	THE LAST DANCE VARIOUS Epic (E)
13	DAYTRIP TO BANGOR Fiddler's Drags Rough Trade (Q/M)	13	JUST FOR YOU DES O'CONNOR RCA (C)
14	THE SOLDIER Spitznager Rough Trade (Q/M)	14	THE LAST DANCE VARIOUS Epic (E)
15	I LIKE BLUEBERRY Caboose (P/O)	15	JUST FOR YOU DES O'CONNOR RCA (C)
16	OPENING UP Cities Grains (U)	16	THE LAST DANCE VARIOUS Epic (E)
17	REALLY ASYLUM Caro Rough Trade (Q/M)	17	JUST FOR YOU DES O'CONNOR RCA (C)
18	EARCON 3 (EP) Various Cross (Q)	18	THE LAST DANCE VARIOUS Epic (E)
19	DON'T TOUCH ME THERE Tigers of Pan Tang Neat (Z/N)	19	JUST FOR YOU DES O'CONNOR RCA (C)
20	WE ARE ALL PROSTITUTES Pingu Rough Trade (Q/M)	20	THE LAST DANCE VARIOUS Epic (E)
21	TAYGA (EP) Dangerous Gals Happy Face (P)	21	JUST FOR YOU DES O'CONNOR RCA (C)
22	SPIDERMAN Anonymous Red Rhino (P)	22	THE LAST DANCE VARIOUS Epic (E)
23	MOTORHEAD Motorhead Red Rhino (P)	23	JUST FOR YOU DES O'CONNOR RCA (C)
24	NAUTUCKET SLEIGHTIE Quartz Reddington's (Z/P/P/K)	24	THE LAST DANCE VARIOUS Epic (E)
25	HE'S FRANK (SLIGHT RETURN) Microzone Set Rough Trade (Q/M)	25	JUST FOR YOU DES O'CONNOR RCA (C)
26	GIVE 'EM HELL Witchynho Round (Z/P)	26	THE LAST DANCE VARIOUS Epic (E)
27	ADDICTS & TRACK EPs Poo Ape (Q/M)	27	JUST FOR YOU DES O'CONNOR RCA (C)
28	CONFESSIONS Flowers Rough Trade (Q/M)	28	THE LAST DANCE VARIOUS Epic (E)
29	FOUR A-SIDES (EP) Various Rough Trade (Q/M)	29	JUST FOR YOU DES O'CONNOR RCA (C)
30	BRID IN FLIGHT Toyah Sale (M)	30	THE LAST DANCE VARIOUS Epic (E)
1	UNKNOWNS PLEASURES Juvy Division Factory (P/O)	1	THE LAST DANCE VARIOUS Epic (E)
2	UNREMEMBERABLE MATERIAL Split Lite Factory Rough Trade (Q/M)	2	THE LAST DANCE VARIOUS Epic (E)
3	CRK WEARS WHITE SOX Adam & The Aints Do It (Q/M/P)	3	THE LAST DANCE VARIOUS Epic (E)
4	TATTOONS ON THE CRASS CRASS (Q)	4	THE LAST DANCE VARIOUS Epic (E)
5	HITCH-HIKER'S GUIDE TO THE GALAXY Soundtrack Original (C)	5	THE LAST DANCE VARIOUS Epic (E)
6	NO MORE SASSY Various Rough Trade (Q/M)	6	THE LAST DANCE VARIOUS Epic (E)
7	TO HELL WITH THE BOYS Various Sale (M)	7	THE LAST DANCE VARIOUS Epic (E)
8	WALL TO WALL Various Atrix (C)	8	THE LAST DANCE VARIOUS Epic (E)
9	FLYING DOESN'T HELP Various Quango (Q)	9	THE LAST DANCE VARIOUS Epic (E)
10	THE RAMCOATS Ramcoats Rough Trade (Q/M)	10	THE LAST DANCE VARIOUS Epic (E)

Key To Indie Distributions
 S-Stage One 0423 5393 H-Fast Products 031 661 581
 F-Fresh 011 258 072 L-Lugtons 011 348 9172 M-Spartan 011 931 4753 R-Road 020 48489 P-Primo 011 73 71
 4444 I-Intake Trade 011 221 7555 T-Tradeable 0384 59048 U-MUCO 011 492 9661 V-Head Rhino 0904 36499
 X-Reddingtons 021 645 2017 Z-Build 0785 4820

THE ALBUM CHART 1-60

Week	Last Week	Wks on Chart	TITLE/ARTIST	Label/Cat. No.	D. Order
1	1	3	PHETENDERS PHETENDERS	REAL RAL 3	W
2	2	14	ONE STEP BEYOND MADNESS	● STIFF SEIZ 17	C
3	3	19	RIGGATA DE BLAC POLICE	● AAM AMJH 64792	C
4	4	14	GREATEST HITS VOL. 8 FABBA	● EPIC EPIC 1007	C
5	5	30	GOLDEN COLLECTION CHARLEY PRIDE	K-TEL NE 1056	F
6	11	2	PERMANENT WAVE RUSH	MERCURY 9100 071	F
7	12	12	GREATEST HITS BEE GEES	● RSO RSOX 1	F
8	6	10	THE WALL PINK FLOYD	● HARVEST SHOW 411	F
9	15	13	SPECIALS SPECIALS	● 2 ONE CD 11 5001	F
10	38	2	SHORT STORIES JON AND VANGELIS	POLYDOR POLY 5030	F
11	5	8	20 HOTTEST HITS HOT CHOCOLATE	● RAK EMTY 22	E
12	10	3	NO PLACE TO RUN UOL	CHRYSALIS CDL1239	F
13	7	13	GREATEST HITS ROD STEWART	● RIVA R00TV 1	W
14	21	2	OFF THE WALL MICHAEL JACKSON	EPIC EPIC 83468	C
15	7	7	SEMI-DETACHED SEMBUURBAN - 30 GREAT HITS OF THE 60S MANFRED MANN	● EMI EMTY 19	F
16	9	4	VIDEO STARS VARIOUS	K-TEL NE 1096	G
17	24	2	SUMMIT VARIOUS	K-TEL NE 1067	G
18	31	2	I'M THE MAN JOE JACKSON	● AAM AMJH 64794	C
19	13	42	OUTLANDS D'AMOUR POLICE	● AAM AMJH 68502	C
20	21	72	PARALLEL LINES BLONDIE	● CHRYSALIS CDL1192	F
21	16	17	EAT TO THE BEAT BLONDIE	● CHRYSALIS CDL1225	F
22	17	12	SOMETIMES YOU WIN OR HOOT	● CAPITOL E-S 12018	E
23	23	3	SEPTEMBER MOON NIEL DILMOND	CEBS 86096	C
24	22	35	DISCOVERY ELECTRIC LIGHT ORCHESTRA	● JET JETL 520	C
25	18	13	25 GOLDEN GREATS LINDY ROSS	● MOTOWN EMTY 21	E
26	19	7	LONDON CALLING CLASH	● CBS CLASH 3	C
27	43	2	METAMATIC JOHN FOXX	● VIRGIN V2146	C
28	42	13	THE KENNY ROGERS SINGLES ALBUM KENNY ROGERS	● UNITED ARTISTS UAK 30263	E
29	27	8	FAULTY TOWERS SOUNDTRACK	● BBC BR 377	A
30	1	1	FLEX LEVIN LOVICH	STIFF SEIZ 19	C
31	20	10	GREATEST HITS ELECTRIC LIGHT ORCHESTRA	● JET JETL 525	C
32	34	15	THE FINE ART OF SURFACING BOOMTOWN RATS	ENSIEN ENROK 11	F
33	1	1	THE LAST DANCE VARIOUS	MOTOWN EMTY 20	E
34	40	2	THE NOLAN SISTERS NOLANS	EPIC EPIC 83892	C
35	1	1	JUST FOR YOU DES O'CONNOR	MERCURY RW 5071	U
36	2	2	JUST TESTING WISHBONE ASH	MCA MCF 3052	C
37	26	16	TALK FLEETWOOD MAC	● NEPHESE K6608	W
38	46	4	CORNERSTONE STYX	AAM AMK 63711	W
39	28	8	ASTAIRE PETER SKELLERN	MERCURY 9109 702	C
40	32	14	ON THE RADIO - GREATEST HITS 1 & 2 DONNA SUMMER	● CASABLANCA CDL 5008	A
41	35	77	BAT OUT OF HELL MEAT LOAF	● EPIC EPIC 82419	F
42	29	11	SETTING SONS JAM	● POLYDOR POLD 5028	A
43	36	3	END OF THE CENTURY RAMONES	SIRE SPIR 6077	W
44	44	38	VOULEZ-VOUS ABBA	● EPIC EPIC 96086	C
45	25	9	PEACE IN THE VALLEY VARIOUS	● RONCO RTLS 2043	D
46	23	11	ELVIS LOVE SONGS ELVIS PRESLEY	K-TEL NE 1062	G
47	1	1	KENNY KENNY ROGERS	UNITED ARTISTS UAG 30273	E
48	21	1	THE PLEASURE PRINCIPLE GARY NULMAN	● REGGARS BANQUET BEGA 10	W
49	37	84	JEFF WAYNE'S "THE WAR OF THE WORLDS" VARIOUS	● CBS 96000	C
50	41	12	WET BARBARIAS THREASAND	● CBS 86104	C
51	39	18	GREATEST HITS 100	MERCURY 9102 504	F
52	40	46	BREAKFAST IN AMERICA SUPERTRAMP	● AAM AMK 63708	C
53	52	34	I AM EARTH WIND & FIRE	● CBS 86084	C
54	57	61	RUMOURS FLEETWOOD MAC	● WARNER BROS K65644	W
55	47	2	BEST OF CHIC	ATLANTIC K0646	W
56	55	2	DARK SIDE OF THE MOON PINK FLOYD	● HARVEST SHAL 804	A
57	1	1	HYDRA TOTO	● CBS 83800	C
58	1	1	OVER THE TOP COZY POWELL	ARICLA ARL 5038	A
59	58	5	SECRET POLICEMAN BILLY VARIOUS	ISLAND ILPS 9601	E
60	60	13	CREPES AND DRAPES SHOWAWAYADDY	● ARTISTA ART 3	F

Index A-Z Guide to producers
 10cc 1000 Graham Gouldman/Ernie Stewart 51
 Abba Benny Andersson/Bjorn Ulvander 4, 44
 Barbra Streisand Gary Klein/Gordon Moulder 50
 Bee Gees Barry Gibby/Robbie Robertson/Gene 7
 Blondie Mike Chapman 20, 31
 Boyz n the City John Lange/Pat Williams 32
 Chris Rea/Primo Various 5
 Chic Brian Eno/Robert Rodriguez 55
 Clean Jimmy Miller 28
 Cozy Powell 55
 Des O'Conner 35
 Diana Ross Barry White/Gary Klein 40
 Dr Hook Ron Hankins 24
 Electric Light Orchestra Jeff Lynne 24, 31
 Elvis Presley Various 46

Fleetwood Mac Ken Caillat/Christie Dashu/Fleetwood Mac 37, 54
 Gary Numan Gary Numan 48
 Hot Chocolate Mickie Most 11
 Jani Vance Coppan/Heaven/Jam 42
 Joe Jackson David Kershbaum 18
 John Ford John Ford 22
 John & Vangelis Vangelis 10
 Kenny Rogers Larry Butler/Kenny Rogers 28
 Kenny Rogers Larry Butler 4
 Lena Lovich Roger Bachar/nicki Chappell/Lena Lovich/Alan Winastay 30
 Madness Dave Langer/Alan Winastay 2
 Manfred Mann Various 16
 Meat Loaf Todd Rundgren 41
 Michael Jackson Michael Jackson/Quincy Jones 14
 Neil Diamond Bob Gaudio 28
 Nolems Ben Folds 34
 Pearls Before Swain 28
 Pink Floyd Bob Ezrin/David Gilmore/Roger Waters 8
 Pink Floyd Pink Floyd 58

Police Police 19
 Police Police Norel Grey 3
 Ronnie Spector 43
 Rod Stewart Tom Donnan 13
 Rush Rush/Tony Brown 6
 Showaddywaddy Showaddywaddy 60
 Specials Specials 9
 Sly & Family Stone Sly Stone 38
 Supertramp Supertramp/Peter Henderson 52
 TOTO TOTO 57
 UFO George Martin 12
 Wirebone Ash Martin Turner/John Sherry 36
 Soundtrack: Faulty Towers John Howard-Craig/George Argeros 29
 Various: Peace In The Valley Various 48
 Various: Secret Policemen's Ball Martin Lewis 59
 Various: The Summit Various 17
 Various: The Last Dance Various 33
 Various: Video Stars Various 16
 Various: The War Of The Worlds Jeff Wayne 49

Key To Album Distributions
 A-P-Pe B-One Stops C-S-Cosmos D-Ronco E-EMI F-Fresh G-Globe H-Harvest I-Intake J-Jive K-Kellogg L-Lugtons M-Spartan O-Prisoner P-Primo Q-Quango R-Road R-ICA S-Selena T-Tradeable U-Unitas/MSD V-Video W-Wet X-X-Records Y-Word Z-Z-Build

RECORD BUSINESS

Need it? You better believe it

We give you an American-style Top 100 chart – the very first in this country to be based on sales AND airplays. Plus, an at-a-glance guide to all the records being played by the top 20 radio stations throughout the country. Plus, accurate hit forecasting by a panel of radio programmers, record publishers and disc jockeys.

You can have a copy on your desk or front door mat first thing every Monday morning for just £20.00 a year by using this coupon. Pick up a pen and fill it in now.

Subscription rates

UK and Eire	£20 for 51 issues
Europe	£27.50
Middle East	£42.50
South America, Africa, India	£47.50
Australasia, Far East	£55.00
USA/Canada	\$90.00 sent by airmail

NAME

ADDRESS

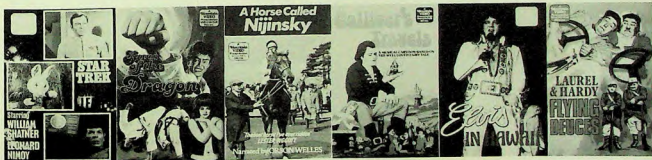
..... POSITION

NATURE OF BUSINESS

..... I ENCLOSE A CHEQUE FOR £

Send to Record Business Subscription Servicing, Ground Floor Post Room, Oakfield House, Perrymount Road, Haywards Heath, West Sussex RH16 3DH. Tel: 0444 59188.

MONO-STEREO-VIDEO A NATURAL PROGRESSION



SAY HELLO TO THE FUTURE

As you are no doubt aware, sales of Video Recorders have rocketed in the last year, and as a result the demand for Pre-Recorded Video Cassettes is rapidly increasing.

We are pleased, therefore, to announce that our Fantastic range of Videograms is now being exclusively distributed to Record Shops by Pye Records Limited.

For further details see your Pye representative.

MOUNTAIN
VIDEO

TOTAL CONTROL

Motels

**It's already moving up
the charts and hitting
more playlists including
Capital Radio**

**SINGLE AVAILABLE NOW IN
FULL COLOUR
PICTURE BAG
CL16113**

