35p

RECORD BUSINESS

April 24, 1978

VOLUME ONE/Number 6

New cheapies flood worries UK majors

by John Hayward

TOP SINGLE

BEE GEES—Night Fever
RSO 002 (Phonodisc)

Producers: Albhy Galuten/Bee Gees/ Karl Richardson See Singles Chart: Page 29

IAN DRURY—What A Waste STIFE BUY 27 (EMI)

Producers: lan Drury & The Blockheads/ Peter Jenner/Laurie Lathan See Singles Chart: Page 29

RADIOACTIVE

BONEY M—Rivers of Babylon Atlantic K11120 (WEA) Producer: Frank Farien See Airplay Guide: Page 14

TOP NEWSPIN

DARTS—The Boy From New York City Magnet MAG 116 (EMI) Producers: Tommy Boyce/Richard Hartley See Airplay Guide: Page 14

PANEL PICK

LEO SAYER—Dancing the Night Away Chrysalis CHS 2218 (Phonodisc) Producer: Richard Perry

See Hit Panel: Page 13

THIS WEEK

The Euro songs: Page 2 Scotia distribution: Page 6 Precedy's "Low Key Success": Page 10 Dealer guide to Reggae: Pages 19-24 A BIG shipment of cheap American cut-out and overstock albums is on its way across the Atlantic to further toment the UK record manufacturers.

The discs will be available within a fortnight and include top selling back catalogue product from Island and Polydor at dealer prices as low as

£1.35, considerably below normal trade terms. The Island material has Steve Winwood's comeback LP, the live Bob Marley set and the first Eddie and the Hot Rods album amongst it, while Polydor's last two Bryan Ferry albums In Norm Mind and Let's Stick Together are on offer at £1.45. Said Polydor director Tom Parkinson: "We are

very concerned at this amount of cheap stuff coming into the country, especially when it is product that has cost us an awful lot of money to produce and promote. If we find these LPs in the shops we will certainly look at them very closely."

Paul Feldman of importers Simons Records told Record Burners: "We believe we are bringing in these records in sufficient quantities to supply and our existing customers to enable them to discounright down to £1.99 and still make their 33 per cent mark-up. I don't think they will effect normal sales because this sort of product is usually bought on impulse and as such means new trade."



Jersetting Koudy, Lebestoya i Pionogram, Seen at the signing sylventer of picture of the Liewellyn's producer Tony Eyers, Phonogram legal director David Baker, Roddy himself in person, Phonogram managing director Ken Maliphant and Liewellyn's manager Claude Wolfe.

Home tape spoiler call from GRRC

IN AN attempt to prevent home taping, the East Midlands GRRC branch hopes to spark off a nationwide campaign to pressurise manufacturers into introducing a "spoiler" signal on all records.

At last Thursday's branch meeting, attended by BPI director general Geoffrey Bridge, dealers issued a demand for immediate action from the record manufacturers. Branch chairman, Jennifer Watson, said she hoped other GRRC branches would now follow the East Midlands' lead.

Dealers also discussed the problems of piracy and bootlegging and a majority of those present called for the RRP to be abolished.

BPI plans antihyping warning

IN THE wake of recent Fleet Street revelations of chart hyping, the BPI has prepared a Code of Conduct for its members aimed at improving the public face of the record industry.

A draft document is under consideration by

record company chiefs and will come up for discussion at this week's meeting of the BPI Council. Whether the proposal will ever be formally raticle is open to some doubt, for not only the control of the council of the end up being diluted to the point that it has no real relevance. As one executive put: "Supposing we had a disciplinary committee like the British Medical Association and then one marketing or the company then get drummed out of the BPI."

The draft document is understood to require staff warnings of the possible criminal implications of such matters as chart hyping, bribery and payola.

UA tops singles share

UNITED ARTISTS Records took the biggest share of the singles market for the first time ever with 8.1 per cent in the BMRB sales figures for January to March. In second place was Pye with 5.5 per cent and third was Epic with 5.3. Top spot for album sales went to Epic with 7.6, followed by CBS with 7.0 and RCA with 4.4.

NEWS

EMI v Virgin shops in the High Court

A HIGH court case scheduled for May 18 could have serious reper- sell Columbia imports in Europe if cussions for all dealers carrying the word Columbia was not per-American imports on the Columbia manently obliterated from the

Three of Virgin's central London been taken to court by EMI for allegedly contravening its UK copy- label from our record shops pending

right The long-running dispute over the Columbia label between EMI and CBS (EMI has European rights to the American CBS product but purely label, CBS hold the American rights) protect our trademark in this country." reached the European Court at Luxembourg in 1976 with the ruling going in EMI's favour.

Queen's award for EMI Int.

RECORDS' International division has won a Oueen's Award for export achievements in 1978. The award brings the total of similar presentations to the EMI Group to 10 since 1968. Responsible for international marketing of discs and prerecorded tape, FMI's International division has doubled its foreign earnings over a three-year period, through exporting to more than 200 countries and collecting pressing fees from licensees.

Melina joins Chappell

LONG-TIME director and general manager of Satril Records Alan Melina has joined Chappell Music Division as business administration manager, reporting to the company director Tony Roberts and financial controller Jeff King.

This meant that it was illegal to

product. Mandy, Virgin's Steve retail branches—Marble Arch, New Oxford managing director told Record
Street and Notting Hill Gate—have Business: "We have withdrawn all imported records with the Columbia

> An EMI spokesman commented "We are not trying to prevent sales of It is the first time a retailer has been prosecuted by EMI for selling

Columbia imports for almost two years. Many dealers, Virgin included, considered they were safe from prosecution if import stickers had been placed over the main Columbia markings.



HEAVY DUTY

IETHRO TULL'S Ian Anderson makes the acquaintance of a heavy dray horse prior to the big media push on his Heavy Horses album.

for WEA signing THE RECENTLY formed indethis week

pendent record label, PVK, is expected to sign a distribution deal with WEA

One of the early album releases under the deal is expected to be the first product for some years from Peter Green, the guitar virtuoso who led the original Fleetwood Mac.

Provisionally entitled In The Skies, the Green album is currently being mixed with a scheduled release date in June. A single from the album will

appear in May Other artists on the PVK roster include Freddie Starr, ex-chart act White Plains, singer/songwriter Sam

Leno, and a group called Hamburger. Peter Green is currently in the US with PVK boss Peter Vernon-Kell to finalise recording arrangements for another album expected to be produced by Fleetwood Mac drummer, Mick Fleetwood, a colleague of Green's from his chart-topping 'Albatross' days.

EURO CONTEST RELEASES

Austria: SPRINGTIME 'Mrs Caroline Robinson' (Sonet SON 2143) Belgium: JEAN VALLEE 'L'Amour Ca Fait Chanter La Vie' (CBS 6257) Denmark: MABEL 'Boom-Boom' (Sonet SON 2147)

Finland: SEIJA SIMOLA 'Anna Rakkaudelle Tilaisuus' (Sonet SON 2145) France: JOEL PREVOST 'Il Y Aura Toujours Des Violons' (CBS 6300) Germany: IREEN SHEER 'Feuer' (EMI 2796) Greece: TAINI TSANACLIDOU 'Charlie Chaplin'
Ireland: COLM'C, T, WILKINSON 'Born To Sing' (RSO 009)

Israel: IZHAR COHEN and THE ALPHABETA 'A-Ba-Ni-Bi' (no UK release) Italy: I RICHI E POVERO 'Questo Amore' (Phonogram) Luxembourg: BACCARA 'Parlez-vous Français' (RCA PB 5588)

Monaco: CALINE ET OLIVER TOUSSAINT 'Les Jardins de Monaco' (EPC 6334) Norway: JAHN TEIGEN 'Mil Etter Mil' Netherlands: HARMONY "T Is OK" (Polydor 2121 356) Portugal: GEMINI 'Dai-Li-Dou' (Phillips 6031070)

Spain: JOSE VELEZ 'Bailemos Un Vals' (Decca FR 13774)
Sweden: BIORN SKIFS 'Det Blir Alltid Varre Framat Natten' (EMI) Switzerland: CAROLE VINCI 'Vivre' (EMI ST 45) Turkey: NAZAR 'Sevino

United Kingdom: CO-CO 'Bad Old Days' (Ariola AHA 513)

Rumbelow's man quits

ALAN TUNGATE, national record manager for the Rumbelows' chain for the last six years left the company last week to become an independent record

Tungate is going into partnership with two former Rumbelows colleagues in a records and electrical goods shop in Wiltshire. His replacement is Les Charnock another longserving Rumbelows employee who has been northern area record supervisor

THE CLOSER I GET TO YOU RIVERS OF BABYLON

Roberta Flack & **Donny Hathaway** Boney M

K11099 K11120 45 YOU LIGHT UP MY LIFE WEREWOLVES OF LONDON

Debby Boone Warren Zevon K17043 K13111

1 å

ONES TO WATCH

MULLINGS

FAREWELL AND thanks for brightening bleary breakfasts with consistently high standards of broadcasting to Noel Edmonds who leaves the Radio 1 Breakfast Show this week after five years... apart from internal Beeb addiest. Pye hosting a breakfast for Edmonds after the show on Thursday... expect to see Edmonds back on the air in the autumn with a once-a-week Radio 1 show of personal favorities... meaning in will be interesting to see whether or whether ILR stations will gift made in the strengt figures at the same level or whether ILR stations will gift made on the proposed proposed favorities of the proposed f

way a touch of zaminess will be no bad thing...
AFTER REVIVING her recording career with the tv-promoted Best Of album, tough on Polydor to see Connie Francis Phying into London at the weekend of announce details of new contract with United Artists. The Redgender of the Contract with United Artists. The Redgender of the Contract with United Artists are superiorated to the Contract of the Contract with United Artists. The Redgender of the Contract with United Artists and State of the Contract of the Contract with United Artists and State of the Contract of the Contract

rock band... in Las Vegas, Phonogram a&r manager Hedley Leyton wed

EXPECT PERSONAL statement from Jon Smith of Sprak Records. Gerry Rafferty's Baker Strete has hig gold in Britain and now looks like staking off in the States. .. formerly with MW and Billboard, ad manager Barry Hatcher 161 ReRN 181 state week. .. who says there is no business in catalogue albums'—the Cleo Laine-John Williams album on RCA has sold 120,000 copies in 18 months. .. away from main Kenneds Street headquarters, Harvey Lisberg has opened new Kennedy Street Management offices in Manneth 181 of the Street Management of the Street Man

A GOOD time was had by all when Alexis Korner celebrated his 50th birthday at Pinewood Studios last week, aided by a film erew from West German
Television and Radio I sound men plus assorted names from his past (and
Television and Radio I sound men plus assorted names from his past (and
Money, not to mention a bightand which included Dick Heeksaulk Shine
Supporter Mike Berry produced. "These Boots Are Made For Walkin' by
Fulham FC players for GM label, now adopted as supporters' club stofficial
song—other supporters' clubs might have preferred "These Boots Are Made
For Kickin'... succeeding tax exile Tony Hatch, Tim Rice has been
appointed a writer-director of PSS General Countil... after Uptown Top
contract, but director. Alan Davison in Jamaica to firm up a deal with producer Joe Gibb.

FOR HIS long-delayed album Elton John has 21 songs in the can, but remains admant that it will not be a 2LP release. — Polydor employing actor Vladak Sheybor for all-Russian (with English pay-off line) radio ads to promote James Lst East Mees West box-set. — much credit to former g.m. Peter Jamieson, now in New Zealand, that the International Division wins EdMI Records Tirst Queens Award for Export Achievement.

NOT MANY PEOPLE KNOW THAT DEPARTMENT—What's in a name? 'Romeo Et Juliet' released this week on Lightning credited to Alex Constantinos, usually known as Alec Costandinos, whose proper name is

Alexandre Kouvoumdjian



52-54 High Holborn, London WC1V 6RL

01-242 2111 EDITOR/MANAGING DIRECTOR Brian Mulligan

DEPUTY EDITOR (News) John Hayward ASSISTANT EDITOR (Production) Peter Harvey EDITORIAL David Redshaw (Talent); Myles Hewitt (Radio); Tim

Smith (Retailing); Frank Granville Barker (Classical)
RESEARCH Godfrey Rust (Manager); Dafydd Rees (Assistant

Manager); Barry Lazell; Jan Martin ADVERTISING Tony Newman (Manager); Julia Ball (Production

COMMERCIAL DIRECTOR Bill Newton

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NEWS

Rennie goes independent

ROLAND RENNIE, former Polydor boss and director of Phonogram, has formed his own production, publishing and consultancy company with offices in London and New York.

Called Roland Rennie Enterprises, the new company is independent, but operates in association with the Power Exchange International record company in the UK and with Total Entertainment/Omni Records in the US.

Joining Rennie in the new venture is producer/songwriter Emil Zoghy, previously Rennie's personal assistant at Chappells.

UK offices of Roland Rennie Enterprises are at 474 Harrow Road, London W9 (01-289 1036), with US headquarters at 540 Madison Avenue, New York (751 1345).

DEALS

VIRGIN MUSIC has concluded two UK publishing deals on a long-term basis with Sire recording groups—the Rezillos from Scotland and the Tuff Darts from New York. Both acts have LPsscheduled for release later this year.

AMERICAN-BASED disco label Prelude has been signed to a long-term licensing agreement for the UK by CBS Records. Under the terms of the agreement, Prelude product will appear here on the CBS label with its own logo identity.

Early British release has been arranged for a number of in-demand albums, including Happy is the Only (Way by Sine which will be preceded by the act's single Just Let Me Do My the act's single Just Let Me Do My the act's single Just Let Me Do My the act will be allowed by which apopular discoalbum by Saturday Night Rand is due for a quick which appearance. Other artists included in the deal are Bill Brandon, Lorraine Johnson, Barbara Mason and Prana People.

BEGGARS BANQUET Records, the new wave label formed last year has concluded its first European licence deal with Aves for Germany. The deal is for three years and gives Beggars Banquet its own label identity there. Further agreements for France and the Benefux countries are currently under negotiation.

THROUGH ITS German licensee Metronome, Logo Records has concluded a UK licence deal for the well-established German rock label, Brain, which provides for British release of selected Brain albums and also gives Logo sole import distribution rights for the remainder of the company's catalogue.

The first LP to be put out by Logo under the agreement will be Age of Madness (LOGO 1005) by the German band Jane, scheduled for a June release.



What Katey did next . .

MAINTENANCE FITTER Jim Routledge got a kick out of presenting Kate Bush with a bouquet when she visited the EMI factory at Hayes just before flyin goff to America to promote her first album The Kick Pinside.

The remainder of the Brain roster, comprising some 60 titles which have been scarce in British shops to date, is now available from Logo's distributor

The catalogue is being offered at much lower rrp's than previously possible, with most albums priced at £3.25. Current records are priced at £4.49 and double LPs at £5.99.

CBS HAS signed power pop band Grand Hotel for a long term, worldwide deal. The band is currently half way through a series of London dates.

CONNIE FRANCIS has been signed by United Artists Records. She arrived in Britain yesterday to start work on a new album, and details of the new deal will be announced at a press conference today.

TOTAL ENTERTAINMENT/Omni Records and Power Exchange International, the multi-national operation fronted in the UK by Power Exchange's Paul Robinson, has signed a deal with producer Kenny Lehman, best known for his work with hit disco act Chic.

Lehman will produce Robin Beck, Roundtree and Big City Broadway Band for release via Omni in America and Power Exchange in the UK and other territories. Latest act signed to Omnij Power Exchange is Black Ivory, a soul vocal group which previously worked with Perception and Buddha Records.

DAVID REES, head of the Manchester tape duplicating frim Sound Record Plantha slunched his own management company called Recording Plant Recording Teach Recor

Merchandising

TO PROMOTE new signing Chris Rea's album 'Whatever Happened to Benny Santini?', Magnet is taking fullpage spot-colour advertisements in Melody Maker, Sounds, Record Mirror and New Musical Express.

Additional support includes nationwide in-store and window displays, posters and give-aways. A major radio compaign is currently being finalised.

TO PROMOTE Rainbow's new album Long Live Rock 'N' Roll, Polydor is running a two-week radio campaign from April 24 on Capital, Clyde, BRMB, City, Piccadilly, Metro and Hallam. Double-page and full-page advertisements will appear in Sounds, Melody Maker, Record Mirror, NME and The Sun.

IN-STORE displays and advertising space throughout the music press are planned by Decca for the release of the debut Bowles Brothers album Roger Buys a Fridge. A major tour is currently being planned.

THE RELEASE of the first of two albums from the late rockabilly star Smiley Lewis titled Hear You Knocking will be backed by heavy advertising, badges and other promotion material from United Arists Records. A maxisingle in a picture bag will follow the album release, scheduled for May 12.

THE ARRIVAL in Britain next month of Brass Construction for a gig at the Hammersmith Odeon coincides with the release of the band's new single 'Celebrate' (UP 36389).

RELEASE OF the new Walter Jackson album Good to See You on May 12 is being accompanied by a full promotion campaign from United Artists Records.

Also aimed at publicising Jackson's label Chi Sound, licensed to United Artists, it will include badges, point of sale material and advertising space in the music press.

UNITED ARTISTS Records has a full promotional campaign planned for Gerry Rafferty's June tour. It will include shop displays in the areas where he will appear plus tour jackets and a 24 page tour booklet.

INS&OUTS

RECENTLY-APPOINTED Arista managing director Charles Levison has revamped the company's press and promotion departments in time to handle a quartet of important May album releases.

Howard Harding, currently press office chief is promoted to publicity director with a brief that extends beyond normal press to include magazine and current affairs-oriented radio and ty programmes. Harding will continue to be assisted by press officer Christine Eldridge.

From promotion department, assis-

tant Alison Short is promoted to joint promotion manager alongside John Rushby and together with Tony Berry, they will be responsible for tv and radio record promotion.

Berry comes from the regional promotion team where he covered the Midlands and now becomes regional promotion manager with additional responsibility for handling the company's disco and r&b product.

The new regional team comprises

The new regional team comprises Brian Martin (Midlands and North) and newly-appointed Rod Foggon (North-Bast and Scotland). Commenced Levistage by Showaddy-waddy and other fast breakers which have developed from excellent airplay, our new promotion team is already proving it can get the vital exposure we need. "I expect this will be continued next

month when Arista has LP releases from Allan Parsons and The Kinks as well as new signings Roy Hill and Anthony Phillips. BOB HART—the Sun's full-time music

writer—has been appointed EMI Group Music publicity executive with effect from May 15. He will be responsible for projecting EMI Music worldwide and will co-ordinate these activities in conjunction with Dan Davis who fulfills similar duties at Capitol, based in Hollywood. NIGEL REVELER has been made

singles marketing manager at Polydor following a stint as deputy personnel manager of the Polygram group, while John Pope joins as product development manager. ALEC BYRN has become Polydor

ALEC BYRN has become Polydor product manager concentrating on the EG label, and in the advertising division Bob Coles joins the company's field display team with responsibility for the South East.

LRD"S TOP SINGLES

★ ← CHARO & SALSOUL ORCHESTRA Dance A Little Bit Closer	Salsoul SSOL 101
★ ← HIGH INERGY Love Is All You Need	Motown TMG 1103
★	Salsoul SSOL 102
★ ← ELTON JOHN Ego	Rocket ROKN 538
★ ← DIANA ROSS Your Love Is So Good For Mo	e Motown TMG 1104
★ △ JIMMY LINDSAY Easy	Island WIP 6431
★ ← JIMMY CLIFF Wild World	Island IEP 9
RIPPLE The Beat Goes On & On	Salsoul SSOL 105
★ ★ X-RAY SPEX The Day The World Turned Dayglo	X-Ray Spex/EMI Int INT 553
★ ← STEEL PULSE Ku Klux Klan	Island WIP 6428
★ ← FIVE SAPPHIRES Love Music	Rocket RKN 539
★ ← HI-TENSION Hi-Tension	Island WIP 6422
★ ← ROBERT PALMER Every Kinda People	Island WIP 6425
★ ← HOT CHOCOLATE Every 1's a Winner	RAK RAK 270
Stock up now.	



REGIONAL NEWS

WHEN DEREK Wren was at university he started selling records-buying in bulk and selling to fellow students. Now he operates what is possibly Scotland's fastest-expanding wholesaler, Scotia

Distribution

The initial ploy of selling records at university was because of Wren's own interest in music. He was trained as a biochemist, and his eventual ascent or descent into the record business was accidental. From those early days he noted the opening of Edinburgh's first two discount record shops-Hell and Virgin—as he puts it "in the days when discounting actually meant something"

He decided to go into the retail trade and opened a shop in St. Mary Street, close to the University, "With my student contacts and record business contacts it seemed a natural progression, and at that time discounts were new, and worth travelling for, so we had customers coming from all over the city. Then it seemed another natural progression to move into wholesaling. We were buying in large quantities and alway had an eye for the special offer, so three and a half years ago we officially set up Scotia. There was a gap in the market."

Wren has a particular dislike of the name one-stop. "Wholesaling," he says, "is probably a more accurate description in any case. But at that time Lightning and Javelin were getting under way in London, and

'Now imported cut-outs are of good quality and we do need the margin which they offer'

SCOTTISH NEWS Edited by Ian MacFadden

041-339 9616

SCOTIA—the nova in highland distribution

had to make a profit somewhere. which is why we were always on the lookout for a good purchase-bankrupt stocks, imports, anything good looking; and because other retailers were coming to us, we moved wholeheartedly into a wholesale operation, and moved to

Jeffrey Street." On the topical subject of imports, Wren waxes lyrical, "At one time I preferred to buy entirely in this country because of the returns facility and the superior quality of the product. Importing cut-outs is always a dangerous practice, but now imported cut-outs are of good quality and we do need a margin which they offer

"Now there are a lot more people aware of cheap albums (there used to be a great deal of suspicion from the public), and the expansion of wholesalers came from that. All the majors seem to have been waiting to see what the others did, which gave people a chance to grow up in the market and to get into the new wave and reggae material from independents-which has proved the value of wholesaling to the entire trade. The music itself was fresh, and people were tired of the same unexciting m-o-r material. And because of that market-for example we were the first people in Scotland to deal with Stiff and Chiswick, and became known as the place to get hold of that product-the majors became more aware of us.

"If the majors are concerned about

the explosion of wholesalersobviously seeing us as a threat to their own operations-the thing to do is not to ignore us, but set up more active co-operation with the useful ones." And that brings us back to imports:

"I don't see why there should be a need to import at all, but it's good old corruption again. The British companies are getting a taste of their own medicine after flooding the Continental market with cheap British

"One thing that does worry me is this myth about imported albums being more susceptible to piracy. Obviously respectable importers are careful and wouldn't go near anything in the least suspicious

"We, for example, only deal with respectable and established businesses who have proved their integrity in the past. But don't think that we are complacent about it. I've refused the imported Abba album, mainly because I think the demand here is for the gatefold sleeve version rather than a 50p saving. But there is, as far as I can see, no evidence of an increase in piracy. It has taken years for discounting to be accepted, what chance would anyone have with a suspect product? In any case, I have vet to see a pirated album.

"I see one company being most undermined by the current influx of Italian and Dutch product-and bear in mind we seldom see it, because of delivery times and so on, we have to meet a demand, instantly, not wait for imports. The company being most damaged is Island, whose entire

abroad, cheap. But then if you could get Bob Marley and the Wailers Live album from EMI why go abroad for it? Since Island went to EMI I have had problems with getting product." Having exercised himself at length on that subject. Wren turned his attention to the Scottish scene itself.

"We have," he said, "an advantage over any English wholesalers or distributors, especially above the central belt of Scotland where supply lines become more fragmented. We make great use of local bus services. which may not be door-to-door, but is far faster. We can't, here, pressurise for faster deliveries so an order can take three or four days to arrive and then we find out what is out of stock and have to re-order. This makes us very dependent on our stocks.

"One thing we have introduced recently is an extended order system which means shops can confidently order before Wednesday and expect delivery, if not within 24 hours, to be extended and product to arrive before Friday. We want to encourage dealers to take customer orders, because we are after long term business, not a quick kill.

"We also want to encourage newer traders, we want to be thought of as someone who has stock on a Friday and can deliver in 24 hours. But even now, there are people who haven't heard of us, yet. Scotia Distribution are in Jeffrey

Street, Edinburgh. 031-557 0029.

'British companies are getting a taste of their own medicine after flooding the Continent with cheap British product'



FROM THE DOORWAY A FURTIVE FIGURE













Barbarella's, Birmingham 9th May 10th May The F Club, Leeds 11th May Rafters, Manchester 12th May Sandpiper, Nottingham 13th May The Limit, Sheffield Chancellor Halls, Chelmsford 14th May Outlook Club, Doncaster 15th May The Marquee, London 16th May The Stowaway, Newport 17th May

RCA

Record: PL 25122 Cassette: PK 25122 Telephone orders: 021-525 3000 Agency: I.T.B. Pete Fountain

lectors of Viennese operetta comes with the re-issue of six classic recordings, five from EMI and the other from Decca. All are double albums of complete operettas, and all are released on the companies' cheaper labels. More important, all can be recommended without any

reservations. The Viennese operetta is a difficult form to deal with. Seen on the stage in Vienna itself, its charms are irresistable. a kind of rich man's musical with rather schmalzy books and lyrics which a more than redeemed by elegantly highclass tunes and generally brilliant orchestration. Operetta composers such as Johann Strauss, for instance, had a gift for melody which outstrips that of many of the top opera composers.

Top Viennese Operetta goes mid price

mediocre singers will get by quite easily. With recordings, however, only the very best singers can persuade the listener that Lehår and Strauss really were masters of their form. If the cast is made up of famous opera singers with no practical experience in operetta, even then the result can be disappointing because their performances are too square and straight-faced

The only satisfactory answer is to ssemble a cast of outstanding opera singers who have proved equally at home in operetta. The man who did this in the last few years before the arrival of In the theatre, with all the trappings stereo was EMI's Walter Legge, who of elaborate sets, glamorous costumes brought into the studios his wife

Elisabeth Schwarzkopf and a group of other Vienna State Opera stars who had always made a practice of leaving Mozart and Richard Strauss every now and again to let their hair down in Lehar

The orchestra used for these recordings was the Philharmonia, another brainchild of Walter Legge, who had gathered together the best available players to form a Rolls Royce orchestra especially for recording purposes. For symphonic recordings Legge engaged three star conductors, Klemperer, Karajan and Giulini, to work with the Philharmonia, and their recordings are still almost legendary

An ideal conductor for the operettas was found in Otto Ackermann, a maestro with an uncanny gift for bringing out the sparkling lilt and the melodic grace of these minor masterpieces in equal measure. Spontaneous charm and polished sophistication have never been so successfully combined before or since, and these recordings of Lehár and Strange were heet sellers

With the arrival of stereo, however, the appeal of these recordings gradually declined. Now, thanks to the development of the system of processing mono recordings electronically to give a twinchannel stereo effect, they have been given a face-lift to make them acceptable to collectors who insist on more upto-date recording quality

May releases in HMV's Concert Classics series consist of two Lehár operettas, The Land of Smiles (SXDW 3044) and The Merry Widow (SXDW 3045), and three by Johann Strauss, The Gipsy Baron SXDW 3046), Vienna Blood (SXDW 3042) and A Night in Venice (SXDW 3043). All star Elisabeth Schwarzkopf and Nicolai Gedda, and all feature Otto Ackermann conducting the Philharmonia Chorus and Orchestra. The last two retail at £3.99 for a double

DONIZETTI: La Favorita. Fiorenza Cossotto (mezzo), Luciano Pavarotti (tenor) Gabriel Bacquier (baritone), Nicolai Ghiaurov (bass), Ileana Cotrubas (soprano), Chorus and Orchestra of the Teatro Communale, Bologna/Richard Bonynge, Producer: Christopher Baeburn, Decca D96D3 (three-disc boyed set)

porting casts including such international names as Erika Köth, Emmy

Loose, Erich Kunz and Hermann Prey,

these recordings can all be recom-

mended to the most demanding cus-tomers and should enjoy steady sales.

release would not include Die Fleder-

maus, because it has just brought out its

own version, also in electronically pro-

cessed stereo, with Clemens Krauss

conducting a mainly Vienna State Opera

cast headed by Julius Patzak, Wilma

Lipp, Hilde Gueden and Anton Der-

mota (DPA 585-6, £3.79). One reviewer, Thomas Heinitz in Records

and Recording, has aptly described this issue as "a rare and subtly fragrant vin-

tage offered at the price of plonk."

Decca must have known the EMI

A strong selling point of this tuneful and highly dramatic Donizetti opera is Pavarotti in the leading tenor role, since his recent albums have won popularity as well as top awards. The plum part belongs to the mezzo, here Fiorenza Cossotto in powerful form, but any performance of La Favorita, whether on stage or disc, can be made or broken by the tenor. (Decca's earlier recording was a disaster on this count.) Pavarotti sings his fiendishly difficult music like an angel, sounding elegant and passionate without a hint of strain. Gabriel Bacquier also commands an effortless Donizetti style, even though his voice is not one of the richest baritones around, Nicolai Ghiaurov proves once again that he is a bass in the classic tradition, and lleana Cotrubas is utterly charming in the small soprano role. All these artists are major recording stars and great favourites with audiences at Covent Garden, where they appear regularly Richard Bonynge has established himself as the most sensitive con ductors of bel canto opera in the world today, and he coaxes his chorus and orchestra into making the utmost of the big dramatic climaxes as well as drawing the very best from his soloists. The recording is warm and spacious in sound, generating all the atmosphere of an opera house performance.



boosts five POLYDOR world class conductors FIVE CONDUCTORS are being

strongly promoted by Polydor for reissues, new releases or forthcoming recordings. All have world-wide followings, so there should be strong demand in every case

First comes Wilhelm Furtwangler (1886-1954), with three re-issues on the Deutsche Grammophon Privilege label. Schumann's Fourth Symphony and Manfred Overture are coupled with Weber's Euryanthe Overture (2535 805); two Concerti Grossi by Handel are coupled with Bach's Suite No 3 (2535 806); and Beethoven's Fourth Piano Con--soloist Conrad Hansen-shares the other album with his Overture Leonora No 2 (2535 807). The recording by Carlo Maria Giulini

and the Chicago Symphony Orchestra of Mahler's Ninth Symphony (Deutsche Grammophon, double album 2707097), which came out last year, has just received a shot in the arm with the award of the coveted Deutsche Schallplatten Prize. It had already carried off four earlier awards, one each in France and Switzerland, and in the US the Grammy

Award as well as the Best Mahler Recording of 1977 given by the Mahler

Karl Böhm, who has just returned from a triumphal season at New York's Metropolitan Opera and a series of sold-out concerts with the New York Philharmonic Orchestra, will be busy next month in Vienna recording Dvorák's Ninth (New World) Symphony and, with Maurizio Pollini, Reethoven's Fifth (Emperor) Piano Concerto. These will both feature the Vienna Philharmonic Orchestra. Leonard Bernstein has made his first

recording with the Concertgebouw Orchestra of Amsterdam of Beethoven's Missa Solennis with soloists Edda Moser, Hanna Schwarz, René Kollo and Kurt Moll. Finally, Herbert von Karajan will

ntroduce a new soloist, Anne-Sophie Mutter, in a recording with the Berlin Philharmonic Orchestra of Mozart's Violin Concertos Nos 3 and 5. Miss Mutter, incidentally, makes her British debut at the Brighton Festival on April

TOP TENOR

LUCIANO PAVAROTTI, currently Italy's top tenor, features prominently in Billboard classical chart: The Art of Pavarotti (Decca SXL 6839) has been listed as 'Classical Album of the Year and his album of operatic duets with Joan Sutherland (Decca SXL 6828), after 14 weeks in the classical chart, moves to number two, beaten to the post by another Decca hit, Zubin Mehta and the Los Angeles Philharmonic Orchestra's Star Wars|Close Encounters (SXL 6885). Decca has won further laurels in the US with the Grammy Award going to Georg Solti's recording with the Chicago Symphony Orchestra of Debussy's La Mer and L'après-midi d'un faune coupled with Ravel's relentless Bolero (SXL 6813).

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RETAILING

AS ONE retailer after another reductantly joins the discounting war, it is interesting, not to say unusual, to discover a large multiple that steadfastly refuses to adopt a policy of full scale price cutting.

Preedy's, based in West Bromwich and often described as the West Midland's answer to W. H. Smith, has over 150 outlets stretching from Morecambe in the north to the London suburbs. Since 1971 the company has been moving cautiously into record retailing with sales now at

But Preedy's has steered well clear of heavy discounting. Instead it has worked at fostering the image of a string of autonomous, independent dealers. As Kathleen Meason, record buyer and controller, explained to Record Business: "We do not run our record sections as a multiple. We operate specialist record departments within multiple stores".

First established as far back as 1869, Preedy's gradually expanded adding stationery, cards, toys, books and other assorted gifts to the original tobacco and newspaper lines. But it was the 1971 takeover of Universal Stationers that pushed them into record retailine.

The four Universal Stationers record departments at Harrow, Cheltenham, Worcester and Northampton formed the nucleus for Preedy's the record dealers. The following year the company opened its first new record department at Wolverhampton—and it has not looked back since.

The existing 26 branches, mainly situated in the Midlands with a few southern outposts in Surrey and Middlesex, now account for an annual turnover in excess of £1 million. And expansion continues at a safe, leisurely pace with two additional departments scheduled for opening next month, and long term plans for new branches where suitable premises can be found.

Policy towards record departments is quite simple. Except for the odd isolated album, all are sold at full mark-up price. The only discounting takes place on singles where Preedy's are fully competitive with other multiples.

Individual stores are given considerable independence. Managers, who make use of the training school at the company's Tipton headquarters, order all their own stock although orders must be authorised by head office.

Preedy's make individuality 'a low key success story'

by Tim Smith

This gives different stores the opportunity to build up their own local, specialised custom. The Cheltenham branch for example has become a leading stockist of classical music and others have managed to develop their own particular image. There is ample room for a manager to make use of his own knowledge of the record industry.

Mrs. Meason, who arrived at Preedy's to help launch record sales, described the growth over the past six years as "a low key success story". She feels success can be attributed to the extremely broad stock carried at different stores and the high level of service.

She commented: "Our move into records was not accompanied by any massive advertising campaign. Success has resulted from the services we give. We insist that a customer wanting a particular record is never turned away without a manager promising to order it if it is not in stock".

Preedy's makes use of all the usual promotional material supplied by record companies with concentration on in-store displays, although some difficulty is experienced in obtaining enough record covers. However, on the whole 11, Mrs. Meason is completely satisfied with the service she receives from the record companies.

Preedy's record departments have obviously been successful, and do not appear to suffer from the problems many dealers face. But it is doubtful whether they could have survived without a more competitive policy if it was not for the fact that record sales have been helped by the extra custom generated by the additional products on sale.

Mrs. Meason conceded: "It is difficult to say, but I suppose we would probably not have been successful if we were not record departments in big stores. Our set-up has got to be considered as an advantage".

Turning to the record industry in general, she sees the one major problem for both dealers and record companies to be the sale of blank tapes, which at the most recent estimate was losing the industry £75 million a year.

"I sometimes wonder about conflicting interests of the companies", she said. "But I cannot see why with all the technical knowledge available today that no one has developed some form of "bleeper" which will prevent a record being taped at home"

"Blank tape investigation should be top priority for the industry—otherwise we will end with no actual growth and the subsequent decline of the whole industry", she added.

With the considerable financial support of the company to fall back on, Preedy's record sales are likely to continue expanding But it will be interesting to see how long they can preserve the friendly image they have created and avoid joining the discounting war waged by other multiples and an increasingly large number of independents.

ARTISTS

Barry Blue is well known for his production work on Heatwave and the consequent rise in status of British soul music, but a talk with him reveals that he doesn't want to get caught in the 'Saturday Night Fever' syndrome, is critical of British conservatism in music and is already planning new moves into unexpected markets. WHEN BARRY Blue decided to

which starks the declined to throw in his chips as a pop star in favour of producing an unknown group named Heatwave, the music biz politely turned its head and looked the other way.

"For a year or so I was out in the

"For a year or so I was out in the cold" he recalls "because people do pigeon-hole you and I was dismissed as a pop teeny star. When I said 'look I'm really into production and I hink I'm the right man for your act' . . . I got a lot of doors closed."
Yet two years later Barry Blue is

one of Britain's most in-demand producers, practically a cult figure Stateside via his work with Heatwase He produced their platinum selling Too Hot To Handle LP and notched America's second biggest single of 1977 with 'Boogie Nights'.

"It's the old story," he says, "the capability's always been there but people don't realise it until something happens and then everyone wants you. That's the music business." Few are in a better position to

row are in a better position to comment on the vagaries of the UK seene. Having signed to Decca in 1969 as an aspiring songwriter/singer, he produced his first demo himself "because there was no-one else there to do it" and went on to score top ten hits as an artist because he could think of no-one else to sing the songs. "I enjoyed it for a while," he says

now, "but it wasn't really my forte's My forte was production because produced all my own records, and the writing. So I decided after two years of singing that I needed to do something about my real ambition because I was juggling with too many balls in the air! I was producing, was writing, and I was singing, and I was just too much. So I ditched the singing,"

The writer/producer got his first big record in 1976 when Dick Leahy, having left Bell to form GTO, accepted 'Fairy Tale' and gave it to Dana.

"At the same time," says Blue, "a group was discovered called Heatwave, playing in a pub or something in Victoria. I think they were getting about £15 for the gig. Dick Leahy and I both saw the act about the same called the same that the sa

'We insist that a customer wanting a particular record is never turned away without a manager promising to order what is not in stock'

& REPERIOIRE

Edited by DAVID REDSHAW BRITAS

Barry Blue: refusing to play safe

doing the first Heatwave album which took nearly a year to complete. I was on the breadline because there was no money involved. I was doing it out of pure love, but I could feel that it was right for me.

He denies working towards an American sound "because to me an American sound is an enigma. I don't believe there is an American sound particularly. All I believe is that certain American rhythm sections are better than those we have. The studios aren't any better and some of them use English desks. I didn't consciously think about that. The record was made in Baker Street and you can't get more English than that but when eventually the Americans heard it they thought 'wow this is a completely new sound' but I hadn't studied American disco/funk music at all. In fact I don't play many records at home; I don't like to be influenced by anyone. I've got my own personal favourites which I play a lot but it was something that was there. They had it, and the combination married. The album was finished in the summer of '76 and it's still in the American charts after two years and they are currently, I think, the biggest foreign selling act in the States. The problem is, we lost that act to the Americans. They are now basically an American act and we had to gear our releases to suit them. But Epic did an amazing job on the group with 'Boogie Nights' because it didn't take off until three or four months after it

Now, 'Always And Forever', the standout slowie from that first LP, is also in the American Top 20. "That's power to Epic's elbow," says Barry, "Lenny Pitzy at Epic. They are very very good and obviously know that side of it better than anyone else.

Having carved his name as a notable prducer, Blue is wary of being labelled in one particular style. "I diversify a lot," he says. "I produce Dana who I'm halfway through an album with now and some people have looked at me and said 'why do an act like Dana who is basically



BARRY BLUE: "I don't believe there is an American sound. Certain rhythm sections are bettter than those we have.

cabaret?' but we're really going to surprise a lot of people because that album's going to be something completely different from her. I don't want people to believe I can only produce one type of act because again t's pigeon-holing and I never want to be pigeon-holed again. That's why I did a one-off single with the Dead End Kids, 'Have I The Right', which was pure mainstream pop and was a hit record. I wanted to prove to myself as well as others in the business that I wasn't just geared to one type of act". Dana is as totally diversified from Heatwave as Heatwave are from the Dead End Kids, so now people can realise that I can produce varying types of music, I enjoy everything. I would never jump on a band wagon, that's why I never got involved in punk. I don't enjoy it-I didn't enjoy it. I'd rather people jump on what I'm doing now because it gives me encouragement and enthusiasm to try something different, which is what I've done with Dana's new album. When people hear, obviously their initial reaction is 'poppy, Eurovision songs', and they are going to have one hell of a shock

because she doesn't sing like that. People haven't been using her voice to

its full advantage."

The man has equally strong views about material. On Dana's album



"People don't realise that everyone moves and the way I move usually freaks everyone out because they are not quite sure what I want. That's why I tell people to send me lots of diversified material because I can pick something that no-one would ever

He says there is little in Britain that he is sold on. "Though I like Kate Bush because I think she's a bit different. But I don't think there are that many producers around in Britain at the moment who are particularly inventive. I like Glyn Johns. I like Nick Lowe-he's a very good producer in that he is very low-key. they sound like they are made in kitchen. I tend to like some of Mike Batt's stuff." Peter Asher and Alan Parsons, as English favourites, plus of course, McCartney: "He's the best pop producer in the world."

"But," he decides, "England seems to suffer from a lack of inventiveness. 'I think Mickie Most is a good producer, he's always been a good producer. He's a good song man. I think it's very important that a producer is a good song man, taking song from its initial conception right to the end. He can hear the song in his head. That's the way I can hear song. The last couple of years that

"I'm halfway through an album with Dana ...people haven't been using her voice to its full advantage.

I've done, that's the way things have happened for me. My only ambition now is to qualify my success in America with Heatwave with another act, but totally divorced from Heatwave. If it doesn't happen, I don't care, I'm a gambler

He reckons to have at least 12 songs that he feels could be successful with the right act and to that end he'll be looking for talent just as soon as he finishes the Dana album.

In the meantime Barry berates the British for being safe, citing Eurovision, pointing out that where British MOR means Andy Williams, Ken Dodd, and Des O'Connor, the Americans definition is Paul Simon, James Taylor, Linda Ronstadt, acts of that calibre. "To me that puts them on a much higher musical plane. It's totally different market and so far record companies have not exploited the difference in territories to the full. I'm sure that out there in at

least 15 studios there are people trying to do a Bee Gees or disco-fever thing. Some of its going to happen and some of it isn't but it's certainly not expanding their capabilities. I'll spend however long it needs over a cut but each time I go into the studio it's got to be something different. PETER HARVEY better"

Extra dates have been added on to Blue Oyster Cult's British tour. They now play a total of 13 dates here, returning after the European leg of their tour to play the extra June dates. Current CBS album is

Elton John currently in studio laving down 22 songs for album release in May and also producing Blue's new album for release in that month New wave opinion in Record Business

thinks that record company which signs Belfast punk band Star Jets will have hot property

Pirates currently on big UK tour until June 4 in support of their Bros album Skull Wars

Slaughter and The Dogs undertake extensive tour in May to promote their new Decca album Do It In Dog Style. Support band for the gigs is



Mink De Ville's second album due for release in May on Capitol. Title is Return to Magenta

Sad Cafe getting the special treatment in their native Manchester where Radio Piccadilly recently devoted much of the evening rock programme to playing the album Misplaced Ideals

American feature film Skateboard recently opened in London and now also out is the RCA soundtrack album which features music from, among others, Dr John and Jefferson Starship. Young star of the film, Leif Garrett, has his ow single 'Runaround Sue' (Atlantic) out

The ground will shake from May 15 to June 17 when Black Sabbath embarks on yet another marathon tour of Britain

Reggae Regular the latest of the British reggae outfits to receive the approval of the music press. They play support to JA act The Gladiators currently. Meanwhile, another British unit, Merger, have undergone personnel changes and are now on a short tour

Ever-popular black country star Charley Pride tours Britain again from May 5. Dave and Sugar are support act

Latest Motoron signing The Three Ounces Of Love (See pic.) commendably honest about the songs on their upcoming album. No less than four producers were used and Ann Alexander (who with sisters Elaine and Regina makes up the group) comments: "They couldn't figure out our bag. I have to say I'd like to do



RECORD BUSINESS April 24 1978

Singles reviews

Single of the week

BLONDIE-(I'm Always Touched By Your) PRESENCE DEAR (Chrysalis CHS 2217)

Producer-Richard Gottehrer, writer-Gary Valentine; publisher-EMI. Many artists have had a number one with their debut hit and never been heard of again. Blondie should have no problem there with as distinctive a single as Denis. Formula is very much the same here on a mid-tempo number, which will register on first

ROSE ROYCE-IT MAKES YOU FEEL LIKE DANCIN' (Whittiel K17148)

Producer-Norman Whitfield; writer-Norman Whitfield; published-Warner Bros. Edited version of the In Full Bloom album cut, sees the return of the hand-

clapping, chanting style of Car Wash. Full of subtle nuances from the master of funk Norman Whitfield, this single is already picking up strong airplay. including Capital's People Choice for the last week. The spoken intro will go down a storm in the discos

BRYAN FERRY-WHAT GOES ON (Polydor POSP 3) Producers-Waddy Wachtel/Rick

Marotta/Bryan Ferry/Steve Nye/Simon Puxley; writer-Lou Reed: publisher-Sunbury

After a long lay-off spent in the US. Ferry returns with a Lou Reed number cut in Los Angeles. Members of Linda Ronstadt's band have laid down a scorching rhythm track on a midtempo trucking number which Ferry sings in his inimitable style.

DOOLEYS-DON'T TAKE IT LYIN' DOWN (GTO GT 220) Producer-Ben Findon: writers-Ben Findon/Mike Myers; pub-

lishers-Black Sheep/Heath Levy. The Dooleys have come up with probably their strongest offering to date. Producer and co-writer Ben Findon has put together an authentic US soul sound full of typical musical touches and some fine harmony work from the group. Certainly a step in the right

DEAN FRIEDMAN-WOMAN OF MINE (Lifesong LS 401) Producer-Rob Stevens; wri-

ter-Dean Friedman; publishers-Sweet City Songs/Heath

Friedman has a knack for writing catchy pop songs, and this follow-up to the irresistible Ariel is no exception. The singer obviously has an affection for mid-60's UK pop as can be heard in the Hollies-like harmonies. Expect strong airplay.

BEST OF THE BEST ART GARFUNKEL-MARIONETTE

(CBS 6325)

Producer-Arthur Garfunkel; writer-Jimmy Webb; publisher-Carlin. Third cut from the Watermark album is







derkind days when a teenager. The fussy arrangement does little to give it commercial appeal, and as Garfunkel's previous two singles-both quite excellent—failed, there seems little hope for this. Likely regional airplay contender. NEIL DIAMOND-I'M GLAD YOU'RE

HERE WITH ME TONIGHT (CBS Producer-Bob Gaudio: writers-Bob

Gaudio/Judy Parker; publisher—ATV. The title track from Diamond's current album is an impeccably crafted love ballad. Alan Lindgren's orchestral arrangement complements the singer's elegant vocals, and the record is full of delightful touches-notably Linda Press' backup vocals. Unlikely sales contender, but sure to be a turntable hit.

JOHN STEWART-FIRE IN THE WIND (RSO 007) Producers-John Stewart/Mentor Williams; writer-John Stewart; pub-

lishers-RSO/Chappell. Stewart must be the only artist to get a contract by his fans petitioning a record company. After two years without a record he came back earlier this year with the Fire In The Wind album. He is very much an acquired taste, and although his last single received extensive airplay, sales were disappointing. This record is in the fine Stewart tradition, but likely to miss out yet again.

RANDY EDELMAN-TODAY (20th Producer-Bill Schnee; wri ter-Randy Edelman; pub-

lisher-United Artists The Farewell Fairbanks LP was a fine example of singer/songwriter MOR pop at its best. The three hit singles from it, by a then unknown artist, were evidence of that. Unfortunately since then, Edelman has failed to match it. Edelman's keyboard work is excellent throughout, and Doug Musek's sax solo adds the perfect touch to this love hallad

T-CONNECTION-LET YOURSELF GO (TK TKR 6024) Producers—Cory Wade/Alex Sadkin/T-Connection; writer-Theophilus Coakley; pub-

lisher-Sunbury. For some reason T-Connection are more popular in the UK than back home in the US. This number will continue that tradition as every disco-goer in the land will get up and dance when this is on the turntable

JOOLS HOLLAND-BOOGIE WOOGIE 78 (EP) (Deptford Fun City Producers-Jools Holland/Glenn Til-

brook: writers-Jools Holland/Chris Difford/Joe Turner/Doc Pomus/Nugarte: publishers-Rondor/Copywright Control. Squeeze's keyboardist demonstrates his talent and sense of humour to full effect here. Five tracks of various musical styles are featured of which Buick 48 and Deptford Broadway Boogle stand out. Information about the distributor can be found on the New Singles nage

RANDY NEWMAN-SHORT PEO PLE (Warner Bros K 17034) Producers-Russ Titelman/Lenny Waronker; writer-Randy Newman; publisher-Copyright Control.

It's taken more than ten years for this artist to achieve a richly deserved number one hit in his native America. This brilliant satire did it for him, no doubt due in some part to the controversial lyrics. Solid piano from Newman and some harmony from Glenn Frey and John David Souther help bring it into the mainstream. If there's any justice, this will be a monster. Unfortunately there isn't and it won't

Alternative

and disco cross-over hits. This week I'm going for three records that are radio cross-overs. 'When You Walk In The Room', Tiger Sue (Pinnacle PB 456), 'Love Music', the Five Sapphires (Rocket ROKN 539), 'Soul On Fire', Del Richardson (Gull GUL S57).

There are about five versions of 'Walk in the Room'. Personally I think the best by miles is Tiger Sue. It has the right feel plus it sounds like a record that was made in the '60s. Produced by Peter Collins, it could have been produced by Spector. There are some songs you just can't update-this is one of them. Some stations are already playing this

Again, there are two versions of 'Love Music'. I'm going for the Five Sapphires on Rocket; two major stations have dropped the other version to go with this one. I just love old 'doo wop' records so this has got me hoppin' and bopbin'. Vocals are by Alan Carver of 'LA Run' fame. I would think this would get loads of air play. Just has to be my rave of the week. Del Richardson is probably a new

name to most of you but he used to be guitarist with Osibisa. This is his first single, although I heard it back in January. It's a lovely gentle record, well produced and radio programmes should listen to this one a couple of times. A record well worth playing.

My disco rave of the week is 'You Like It We Love It' by Southroad Connection (Mahogany US Imports). If you can get imports, get this one. An easy Top 30 cross-over record. No UK release date yet. It's on most import charts and when out, should get plays up to the news and as a flier. Dealers should watch for UK release and if it comes out as a 12", should take at least ten copies. A very quick big seller and till ringer of the week. Two other big selling imports are

Riding High', Faze-O on Sheo Records and 'What is Funk', Rare Gems (Odyssey on Casablanca). Worth a quick mention are the two

big MCA 12" sellers. Both will crossover with the high sales being recorded now, but the fact is both are selling for the "B" sides: Stargard, 'Which Way is Up', seven minutes long, and 'War', the remixed, 'Galaxy' seven min 38 sec

-Peter Waterman



RECORD BUSINESS April 24 1978

THE NEW SINGLES

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- AWAY LEO SAYER (CHRYSALIS)
- 2 NICE 'N' SLEAZY THE STRANGLERS (UNITED
- 3 MARIONETTE ART
- 4 IT MAKES YOU FEEL LIKE DANCIN' ROSE ROYCE (WHITFIELD)
- 5 I FOUGHT THE LAW KRISTOFFERSON &
- 5 DON'T TAKE IT LYIN' DOWN THE DOOLEYS (GTO)
- 7 PARLEZ-VOUS FRANÇAIS? BACCARA (RCA)
- 8 MADAM X SMOKEY ROBINSON (MOTOWN)
- 9 YOU BELONG TO ME CARLY SIMON (ELECTRA) 10 FALLING ANGEL TWIGGY (MERCURY)

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CHONOMAS
CHONOM I REMEMBER
IMAGINARY LOVER
IM GLAD YOU'RE HERE WITH ME TONIGHT
LET YOURSELF GO
LOVE IS A FEELIN
MADAM X
MARIONETTE MARIONE TIE MONEY NICE N SLEAZY PARLEZ VOUS FRANCAIS? PHONE IN PLAY IT AGAIN SAM (DISCO STYLE) REACHING FOR THE SKY PLAY IT AGAIN GAM, DISCO STYLE
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ROMED ET JULET (EXCERT FROM ACT 1)
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A-Pye; C-CBS; E-EMI; F-Phonodisc; K-Creole; M-Musac; L-Lugtons; O-President R-RCA; S-Selecta; V-Virgin; W-WEA

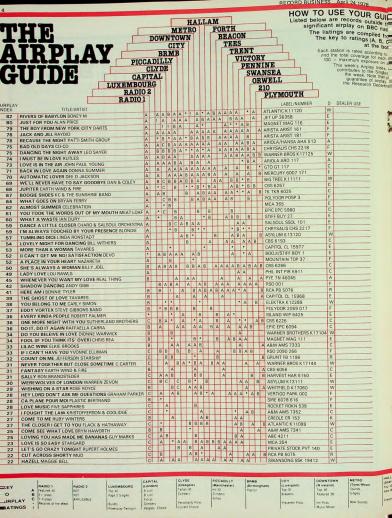
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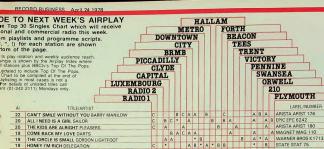
RECORD BUSINESS April 24 1978

TWINKLE BROTHERS FREE AFRICA/Special Brew (Front Line)

WIGAN'S OVATION AFTER LOVING YOU/People of the World (RK)

U-BROWN BLACK STAR LINER/River John Mountain (Virgin





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22	CAN'T SMILE WITHOUT YOU BARRY MANILOW	C	-	C			AA	1	B	В		В		+	+	A				EPIC EPC 6242	C	
20	ALL I NEED IS A GIRL SAILOR		A		-	A	A	+	+	В	В	В		A	+	1"	٠	A		ARISTA ARIST 180	F	
20	THE KIDS ARE ALRIGHT PLEASERS	С	- A						+	Н	В			4	٠	A	t	1^		MAGNET MAG 110	E	
19	COME BACK MY LOVE DARTS	H	+	A	Α	C	A	• B	+	Н			A	+	В	A		A		WARNER BROS K 17132	W	
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16	DON'T TAKE IT LYIN' DOWN DOOLEYS	C		В		В		+	В	Ĥ	В	+	A	^	+	٠	۰	H	Н	ALBION ION 1	E	
16	COME ON IAN GOMM	C		B	-	Н	AE		В	Н	В	0	+	A	,		t	٠	Н	EPIC EPC 6265	C	
16	THE RIGHT TIME OF THE NIGHT MARY MASON	C	-	+			A E		B	Н		C	+	~ 1		A		Н	Н	CAPITOL	E	
16	WALK RIGHT BACK ANNE MURRAY MUSIC'S TAKIN' OVER JACKSONS	С	В	Н	H	Н	A	3	+			A	+	+	A !			D	D	EPIC EPC 6263	C	
16	I LIKE TO BE WITH YOU RONNIE SESSIONS	-	В	A		А	A E	,	В	Н	Н	^	+	ď	1	н	10	10	В	MCA 341	E	
15	MISTER, IT'S YOUR LUCKY DAY GILLIAN BURNS	Н		A		В	- 0	4	B	Н	н	+	+	+		+	H	٠	Н	BARN 2014 120	E	
15	MOTHS JETHRO TULL	Н	1.	В		В	+	D	В	Н		1	+	+	+	۰	0	A		CHRYSALIS CHS 2214	F	
15	WHEN YOU WALK IN THE ROOM CHILD	C	В				AA			В	Δ		+	Δ	۰	+	10	1		ARIOLA HANSA AHA 511	A	
14	IT MAKES ME FEEL LIKE DANCING ROSE ROYCE	C	В	С		В	~ ^	+		В		В	-		3	÷	В	+	В	WHITFIELD K 17148	w	
13	FEEL A WHOLE LOT BETTER FLAMIN' GROOVIES	C	В			В		p	В			В			3	1	B			SIRE 6078 619	F	
13	I'VE NEVER BEEN TO ME MARY MACGREGOR	C	- 0				AE			٠	D	+	A	۲	В		10	A		EMI INTERNATIONAL INT554	E	
13	DON'T BOTHER TO KNOCK MIDNIGHT	C		Н			A	1	^		В		A	1	-	1	۰	-		ARIOLA/HANSA AHA 514	A	
13	UM, UM, UM, UM, UM, UM JOHNNY RIVERS		+						t			A	^	1	٠	H	-	-		POLYDOR 2001 774	F	
13	BABY HOLD ON EDDIE MONEY	C	В	H		В		+	В			^	+	+	۰	1	۰	В		CBS 6080	C	
13	UP AGAINST THE WALL TOM ROBINSON BAND	-	В			В		+	В	В	-	+	+	+	۰	+		В	Н	EMI 2787	E	
12	LIFE IN THE CITY DEMIS ROUSSOS	C	В	н	Н		-	3 B	D	В	-	+		A	0		-	A	Н	PHILIPS 6000 203	E	-
12	I WANT YOU TO WANT ME CHEAP TRICK	C	1				-	1		Н		1	-	+	1	1	Н	1		EPIC EPC 5701	c	
12	WONDERFUL TONIGHT ERIC CLAPTON	C				н	F	ВВ	R			1		۰	+	H	H	H		RSO 2090 275	F	
12	SENSATION MOTORS	C				В		В		Н		+	+	E	2	1				VIRGIN VS 206	V	
11	FALLING LEBLANC & CARR	C									1	1	A	۲	+	H	В	Н		BIG TREE K 11114	w	
11	DON'T GIVE UP ON US BILLY PAUL	C	В			В	Δ			Н		+		A	۰	t	В			PHIL INT PIR 6276	C	
11	HELLO SUNDAY GIL SCOTT-HERON	Ĭ								П	п	1	1	1			-			ARISTA ARIST 169	C	
10	I'M GLAD YOU'RE HERE WITH ME NEIL DIAMOND	C								П	В							Δ		CBS 6288	C	
10	DANCE ACROSS THE FLOOR JIMMY 'BO' HORNE	C		С			71							F	1		•			TK TKR 6028	C	
10	THUNDER ISLAND JAY FERGUSON	C				В														ASYLUM K13114	w	
10	HI-TENSION HI-TENSION			П		C	E	3				A		1	1		В			ISLAND WIP 6422	E	
9	WARM LOVE JOAN ARMATRADING	C	A					1	В			В		E	3		В			A&M AMS 7346	C	
9	TODAY (JUNE SONG) RANDY EDELMAN	C										В								20TH CENTURY BTC 1037	A	
9	SIRIUS DUNCAN MACKAY	C			夏				В			1	1	3				В		PEPPER UP 36369	E	
9	ANOTHER GIRL, ANOTHER PLANET ONLY ONES	C							В			T			1		В			CBS 6228	C	
9	FRIEND OF MINE BARCLAY JAMES HARVEST						Α						Α	E		A	N.		В	POLYDOR 2059 002	E	
9	RUMOUR HAS IT DONNA SUMMER				Α	A			Α						A				A	CASABLANCA CAN 122	A	
9	NEW WAVE SHEPHERDS BUSH COMETS	C	1											A						SONET SON 2137	A	
9	STAYIN' ALIVE BEE GEES				Α			A					A				Α				F	
8	GIMME JUST A LITTLE BEAT OF YOUR HEART DOMINO	С					A							E				Α		EMI 2764	E	
8	READY FOR THE TIMES CRYSTAL GAYLE		+		В			B		В					A			Α			Ε	
8	MR BLUE ELECTRIC LIGHT ORCHESTRA				Α	C	1	1					A	1					A	JET UP 36342	E	
- 8	YOU ARE THE SUNSHINE MARTY MITCHELL		-	В							1	1	1	L		Α					E	
- 8	ONLY LOVING DOES IT GUYS AND DOLLS		+				A	-		•	В	1	A	1	•		•	A			E	
_ 7	ARIEL DEAN FRIEDMAN		+		Α		+	A			-	1	-	+							C	
7 7	CAN'T WE JUST SIT DOWN AND TALK LINDA LEWIS		+			C	B	В	В		A	В	+	+	A		В				C	
	DANCE WITH ME PETER BROWN	С	+				+	-			4	1	1	1							C	
6	TAKE A CHANCE ON ME ABBA YOUR LOVE IS SO GOOD FOR ME DIANA ROSS	H	+		Α	С	+					1	A	H		Α					C	
- 6	SIT DOWN AND THINK AGAIN CATHERINE HOWE	H	+				+			В	В	+	+	1				-		MOTOWN TMG 1104	E	
6	LET YOURSELF GO T-CONNECTION	С	-			C	8	В		В		1	1	1				A			A	
6	DON'T RAIN ON MY PARADE JAPAN	C	1				+	-			В	В	+	+			В	В			С	
- 6	BABY COME BACK PLAYER	Н	1	Н			+	A	Н		-	+	+	A		A		1			A	
- 6	NEWS OF THE WORLD JAM					A	- A	A				+	+		A			-			F	
		-	-			AI	1	IA			-	1	1	-	· A			-	1	POLYDOR 2058 995	F	

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es	FORTH (Edinburgh) Forth 40 Flyers	BEACON (W Midlands) A List B List	(Teesside) (Playlis)	TRENT (Nottingham) Playast Instrumentals	(Portsmouth) Victory Roll Extras	PENNINE (Bradford) Top 40 Chimbers	SWANSEA SOUND (Swansea) Playlist Instrumentals	ORWELL (Ipswich) Top 40 Newskys	Radio 210 (Thames Valley) Top 40 Nighttime List	PLYMOUTH SOUNI (Plymouth) Top 30 Playist 30
cis					Rollercoasters	Presenter Picks	Presenter Picks	Presenter Picks		Presenter Picks

A Few Pieces Of The Action

The One Disco/ Stop Action Action

Seven good reasons for watching Record Business' weekly charts and guides.

The New Singles. The fullest, most accurate listing available - anywhere.

The Hit Panel. The top new singles as chosen by over fifty radio DJs, producers and programmers.

The Singles Chart. The only American-style Top 100 in this country, mixing sales and airplay for today's and tomorrow's hits.

The Airplay Guide. The only at-a-glance analysis of national and local airplay.

The Disco Chart, National action as reported from every DJ association in the country.

One Stop Action. Regional album activity.

US Charts.

New Singles

The Hit

Panel

Singles Chart

Each month, in the Month Ahead section or alongside Record Business' specialist editorial, we bring together four weeks' events.

Live Dates. The town-to-town breakdown of the shows that matter.

The New Albums

Country, Reggae and Soul charts.

THEES COULD BE SOMETHIN BEEG ..

The Airplay Guide

Live **Dates** The Chart

The Reggae The (Albums

Chart

The Country Chart

These charts and guides are compiled by Record Business' own Research Department, teaming up where it makes sense with some of the country's leading specialist papers. They're the first pieces in the jigsaw puzzle of weekly and monthly information it began putting together less than two months ago.

The next part of the picture is the Record Business Album

Chart, due later this Spring.
Until then we hope you've got enough to be going on with, with

these twelve examples of how we're minding your business.

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THE STORY SO FAR...

ASWAD ASWAD ILPS 9399

BURNING SPEAR MARCUS GARVEY ILPS 9377 GARVEY'S GHOST ILPS 9382 MAN IN THE HILLS ILPS 9412 BURNING SPEAR LIVE ILPS 9513

JIMMY CLIFF
ANOTHER CYCLE ILPS 9159
THE HARDER THEY COME ILPS 9202
STRUGGLING MAN ILPS 9235

JIMMY CLIFF ILPS 9414 BEST OF ICD 6 JIMMY CLIFF E.P IEP 9

DILLINGER CB 200 ILPS 9385 BIONIC DREAD ILPS 9455

GEORGE FAITH
TO BE A LOVER ILPS 9504

JUSTIN HINES AND THE DOMINOES IEZEBEL ILPS 9416

HEPTONES NIGHT FOOD ILPS 9381 PARTY TIME ILPS 9456

JAH LION COLUMBIA COLLIE ILPS 9386

IJAHMAN HAILE I HYMN ILPS 9521

JUNIOR MURVIN POLICE AND THIEVES ILPS 9499 AND THE WAILERS
CATCH A FIRE ILPS 9241
BURNIN' ILPS 9256
NATTY DREAD ILPS 9281
LIVE ILPS 9376
RASTAMAN VIBRATION ILPS 9383
EXODUS ILPS 9498
KAYA ILPS 9498

MAN FROM WAREIKA ILPS 9485.

MAX ROMEO WAR INA BABYLON ILPS 9392 RECONSTRUCTION ILPS 9503

SCRATCH AND THE UPSETTERS SUPER APE ILPS 9417

STEEL PULSE
HANDSWORTH REVOLUTION II PS 9502

THIRD WORLD
THIRD WORLD ILPS 9369
96' IN THE SHADE ILPS 9443

TOOTS AND THE MAYTALS FUNKY KINGSTON ILPS 9186 IN THE DARK ILPS 9231 REGGAE GOT SOUL ILPS 9374

BUNNY WAILER
BLACKHEART MAN ILPS 9415
PROTEST ILPS 9512

VARIOUS ARTISTS
REGGAE MUSIC VOL. 3 ILPS 9381
THIS IS REGGAE MUSIC ICD 7
SOUL OF JAMAICA HELP 17

FROM THE HEART OF REGGAE MUSIC



Dealer guide to REGGAE Edited by SNOOPY (of Black Echoes)

The promise becomes reality

Reggae has received a big hoost in the last I2 months and albums that one would have been considered esoteric are now making the charts. Bol Marley made the music accessible in the early 70s and now, as more and more Januician artists play the rock venues, reggae is being accepted as a valid part of the light play the rock venues, reggae is being accepted as a valid part of the play press write-ups and word-of-mouth recommendation.

PEOPLE HAVE been annually predicting a national breakthrough for reggae music in Britain. But the likelihood of this happening is now becoming an actuality as more major record companies get involved—either by releasing product (as in the case of Virgin, CBS, Island, Polydor, Decca) or distributing independent reggae labels (as do Pye, WFA, EMI).

WEA, EM),

Today, right has a growing auditorial Today, right has a growing auditorial today. The second to the se

The reggae market is probably unique in the fact that it has an extremely high proportion of import sales. Records are sent weekly from Jamaica, for sale in retail outlets, at prices from £1.20 (for singles) to £5.50 (for albums). One of the most intriguing and expensive developments in the reggae market, has been the advent of the 12-inch single (disco '45) which has succeeded in a take-over bid. They now outsell 7-inch singles and albums. Imported disco '45s can sell for as much as £4.50-yet these are the most desirable. The ever increasing number of white converts, have been quick to succumb to import mania-and once hooked, the desire for more back-a-vard (JA) releases is irresistible.

If there's one thing that is immediately striking about reggae music-apart from its infectious rhythms-it is the absolute abundance of descriptively "classic" singers. There are a good many Jamaican singers in the Smokey Robinson/Curtis Mayfield kind of league-and idolized by the reggae public, with just as much fervour and conviction. These singers include Dennis Brown, Ken Boothe, Gregory Isaacs, Winston Rodney, Vivian Jackson, Leroy Smart, Johnny Clarke, Jacob Miller, Peter Tosh, Junior Delgado, Bunny Wailer, Cornell Campbell, Ruddy Thomas-and of course, Bob Marley

And in the wake of erstwhile soul groups like The Miracles, The Impressions, The Four Tops and The Temptations, come the reggae harmonies of groups like The Diamonds, The Heptones, 15 16 17, Culture, The Blackstones, The Gladiators, Sons of Jah, The Tamlins, Black Uhuro, Wailing Souls, The Melodians, The Techniques, The Travellers—to name but a few.

One of the most exciting routes of reggae, is the work of the 'deeiays'. Originally, the deejays merely talkedover records at dances and parties, inspiring the people to dance. But some of the more fast-talking and poetic deejays became so popular with the crowds, that eventually the deciavs made records. The style has proved so popular that there are now huge numbers of recording deejays. Deejays usually "toast" (as the term is called) over remixed instrumental versions of popular vocal tunes-the most praised purveyors of this amazing art, are deejays like U. Roy, I. Roy, U. Brown, Prince Jazzbo, Big Youth, Tapper Zukie, Ranking Trevor, Big Joe, Dr. Aliman tado, Trinity, Dillinger, Militant Barry, Jah Woosh, Jah Stitch, Jah Lloyd, Jah Thomas, Jah Devon, Jah Baba, Jah Walton, and Prince Mohammed.

Musically, reggae uses an extremely small but competent team of session musicians, who use various guises like The Agrovators, The Professionals, The Revolutionaries, Black Disciples, etc. A curious and complex form of reggae, is the exciting special-effect music called "dub". This is re-mixed instrumental music-echo, reverb, electronic effects, and all the wonders of the mixing board-totally unpredictable, often devastating, very entertaining. This very popular reggae route primarily began as a B-side instrumental alternative to the vocal-side on singles. It has since progressed into an individual music in itself, and there are now over 200 dub albums-and dubs are still found on most B-sides of singles. Pioneers of the dub phenomenon are engineers like King Tubby, Errol Thompson, Ossie Hibbert and Prince

In Britain, a new breed of indigenous talen has emerged, in the group format. These very same bands are crossing over to the white audiences, both on record and live appeareances. Some of these to the street of t



Distributors and one-stops—filling in the gaps

UP UNTIL a few years ago, nearly all the distribution of reggae records, was done by the individual record companies. This meant that the areas and sales were very limited. But over the past two years there has been an increasing trend to intensive distribution. Various companies have been formed, among them—Jet. Star, Sound Off, Arawak, and J. A. But by far the leading distributors of reggae music, are Mojo and Lightimag.

Virtually every reggae label is available from both distributors, and nearly every ethnic shop in the country depends on them for some of their stock—and most white shops obtain their reggae records from either or both of them. They are undoubtedly the leaders in the field, and both supply an efficient and necessary service to the reggae music business.

Lightning first began stocking reggae releases as part of their distribution service within a few months of starting, in 1976. Initially, they simply stocked the Top 20 reggae singles, and a selection of albums. However, they were quick to realize the potential of their stock and when they began to expand their reggae section they found that independent labels would come to them for dis-

They also negotiated a deal with Joe Gibbs Records in Jamaica, so that they

could import records to sell wholesale—and they quickly established themselves as one of the leading import specialists.

Lightning sells to shops by various methods. Firstly, the shops can simply call in person to the Lightning warehouse and select stock from the shelves, goods paid for at the cashdesk. Otherwise, orders are taken by telephone. Records can be delivered either by

Courier Express or Red Star. Lightning also have a van distribution service operating in various areas. Whichever way, Lightning give an efficient and reliable service and can be a valuable source of information and advice for buyers

unfamiliar with the market.

Lightning has also formed its own record label—concentrating mainly upon regase releases. In 1976, it signed an exclusive contract with Joe Gibbs, one of Jamaica's leading producers, giving them sole UK rights for all his product Last year, they secured a nation-wide distribution deal with WEA—and with WEA—and with the phenomenal 'Up Town Tow Ranking' by Althia & Doma. Lightning hope to repeat their success with their

latest single release—'Loving Pauper' by Ruddy Thomas. Mojo Distributors began as a one

Claridge—an ambitious and energetic young gentleman, who had previously been a salesman for the Pama and Creole labels. He simply bought a Transit van, went to Black Wax (a reputable reggas label based in Birmingham) and asked if he could distribute their product in London. They were astonished at the financial returns. Vewer estonished at the financial returns. Vewer as the financial returns to approach the product of the product of the major of the major, among them at that time EMI, Island, Virgin and Phonog.

van/one man operation, by Mo

One of Mojo's prime intentions was to get reggae into the white shops. This natural progression has proved marvellously successful—and because of the sudden interest in the punk/reggae interaction, more and more white shops are beginning to introduce stocks of

reggae albums and singles.

During the Summer of 1977, Mojo set up a one-stop. Mojo's one-stop at Shepherds Bush has probably the largest and most comprehensive selection of wholesale reggae records in the country, handling virtually every label. Stocking singles, albums, and a terrific selection of disco '45s, it's a veritable vault of reggae music. Mojo has recently opened a new one-stop in West Bromwich so that the reggae can reach up north too. And apart from the onestops, there are still 3 vans on the road, distributing records in the Greater London area and Manchester. There are plans to introduced 2 extra vans in the very near future-one for London, one for up north-and eventually have a van in Liverpool, so that most of the country

• turn to page 20

Dealer guide to REGGAE

Forty current big selling lbums

OLF AND LEOPARDS Dennis Brown (DEB Music

FORWARD ON TO ZION The Abby sinians (Different)

THREE PIECE CHICKEN AND CHIPS Ranking Trevor/Trinity (Cha STRICTLY DUB WIZE Blackbeard Cha)

PEACE IN THE GHETTO Tapper Zukie (Front Line) YUH LEARN 4th Street Orchestra

(Rama BALLISTIC SURESHOTS Various

artists (Ballistic)

(Magnum) PROVERBIAL REGGAE The MARIJUANA IN MY BRAIN Dil-Gladiators (Front Line) LIVE AT THE ROUNDHOUSE The

Cimarons (Polydor) BLOOD BROTHERS Ken Boothe

(Trojan) CLASH Trinity vs. Dillinger (Burning

MAJESTIC DUB Joe Gibbs & The Pro-

fessionals (Joe Gibbs)* BALLISTIC AFFAIR Leroy Smart

TO BE A LOVER George Faith (Black

SARGE Delroy Wilson (Charmers) STAND UP TO YOUR JUDGE-

One)* MOVIN' ON Tradition (Venture) EXODUS DUB Chalawa (Sky Note)

EXTRA CLASSIC Gregory Isaacs (Conflict) TWO SEVENS CLASH Culture

MAN AH WARRIOR Tapper Zukie (Mer

• from page 19

Like Lightning, Mojo also has its own record label. Originally, the label was called Magnum-upon which were hits like 'Falling In Love Again' by The Naturals, and 'Conscious Man' by The Jolly Brothers. But the official label is the newly designed Ballistic logo-the first single releases are 'Pitch And Toss' by Psalms, and a potential crossover hit called 'Voyage To Atlantis' by The Naturals. The first albums to be released on the label, are Serious Times by Lloyd Lovindeer, and a budget sampler album (retailing at £2.25) called Ballistic Sureshots. If initial releases are anything to go by, the Mojo Distribution, Ballistic label should have a very successful future-apart from being distributed by Mojo, it also has a major distribution deal with Pye. It's ironic Sales: 021-525-3144



(Tempus) WAKE UP The Meditations (Third

HEART OF A LION I. Roy (Front

DREAD HOT IN AFRICA Leroy Smart (Burning Sounds)

PICK UP THE PIECES The Royals DRY AND HEAVY Burning Spear

linger (Jamaica Sound) TALK ABOUT LOVE Pat Kelly

VISIONS OF DENNIS BROWN Dennis Brown (Joe Gibbs)*

UNEDITED Delroy Wilson (Hulk) SERIOUS TIMES Lloyd Lovindeer (Ballistic

KILLER Jacob Miller (Top Ranking)* NATURALLY Marcia Griffiths (High

FLOAT ON Derrick Harriot (Char-

KING TUBBY MEETS ROCKERS UPTOWN Augustus Pablo (Yard)* MENT Mighty Diamonds (Channel MASTER OF ALL King Sighta (Ter-

> AFRICAN DUB CHAPTER 3 Joe Gibbs & The Professionals (Joe Gibbs)* TOP RANKING Dillinger (Third World BLACK FOUNDATION DUB Roots

Foundation (Gussie)* RASTA COMMUNICATION Keith

Hudson (Ioint)*

to think that Mo Claridge began his dis tribution service with one label and one van-and just two years later, can say with determined conviction "People think that reggae is small business, but we should gross £1/2 million on the ethnic market alone this year . . ."

Mojo Distribution. 55. Boscombe Road, London W12 9HT. Sales: 01-743-2138 137, High Street, West Bromwich. West Midlands B70 6NY

Lightning Records,

841, Harrow Road,

Sales: 01-969 8344

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Dealer guide to REGGAE

Third World takes Jamaican product worldwide via UK

reggae companies based in the UK, one of Jamaica's leading pro-Third World Records is without doubt, the biggest, Founded in 1974 by Count Shelly, it has developed over the past four years to become not only the most prolific reggae label, but also the largest importer of reggae music to the UK.

Shelly came to the UK from Jamaica erial. in 1962, and secured employment as a bricklayer for his first seven years here. From the very start he began to observe the Iamaican music scene, and soon began his own sound-system (disco) to became one of the leading exponents.

In spite of his success in the soundsystem field, Shelly was attracted by the record industry. And so in 1972 he formed his own small reggae label. He simply called it Count Shelly with the intention that it would build upon the reputation he already had as a sound-

He began by releasing product from ducers-Bunny Lee, Also, Shelly became involved in producing many of the local reggae artists in London. He was one of the first people to realise the potential of British-made reggae music, as an alternative to the Jamaican mat-

His notion paid off, for that very same year he produced and released 'I Can't Resist Your Tenderness' by Ginger Williams, which sold a tremendous 54,000 copies. This, in comparison with the play at clubs, town-hall dances and par- normal 5,000 for a major reggae hit, was ties. He eventually gained a good repu- a phenomenal success. And the hits kept tation as a sound-system operator and on coming-other big sellers included shop (in Stoke Newington) and also, releases as well. Some of those albums 'Margaret' by Dennis Walks, and 'Step change the name of his company. Forward Youth' by Prince Jazzbo.

1974 was the turning point for Count Shelly and his record business. He decided that the time had come to British reggae). Incorporating four difexpand in a big way. And so he began to establish a considerably wider dis- Third World and Penguin) the company tribution service for his releases, con-



REGGAE REGULAR: up-and-coming British band much favoured of the

Third World (the new company) came forward with very strong product (via Bunny Lee, and also some excellent ferent labels (Jamatel, Live & Love, released a consistent flow of hits, and centrate more efforts into his record built a strong catalogue of album

still sell today, and include Rebel Rock (an instrumental album), Step Forward Youth by I. Roy and Prince Jazzbo (a deejay album), and King Tubby Meets The Agrovators At Dub Station by Tommy McCook (a dub album).

The company went from strength to

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SUT THIS OUT AND KEEP IT FOR FUTURE SALES

Dealer guide to REGGAE

Forthcoming album releases

UP TOWN TOP RANKING Althia & HEART OF THE CONGOES The This Last Donna (Front Line HIS MAJESTY IS COMING In Crowd HUMBLE ONE Jah Lloyd (Front

Music) THE GODFATHER I. Roy (Third

ISAIAH FIRST PROPHET OF OLD REVELATION TIME U. Brown

Big Youth (Front Line) (Third World)
TEN YEARS AFTER The Royals (Bal-SIMPLE SLY MAN Sly Dunbar (Front

Steel Pulse (Island) PLANET EARTH The Diamonds

(Front Line) DEB MUSIC SHOWCASE Various BLACK ECHOES Various artists Artists (DEB Music)

AFRICAN YOUTH Clint Eastwood VISIONS OF DENNIS BROWN (Third World)

Congoes (Island)

MR. ISAACS Gregory Isaacs (DEB KING TUBBY MEETS THE UPSETTER SURROUNDED BY THE DREADS. Natty Locks (Studio 16

REACTION DUB The Revolutionaries EVIL WOMAN Wayne Wade (Grove

HANDSWORTH REVOLUTION PLANET MARS DUB Ice Breaker & The Diamonds (Front Line) INSIGHT The Blackstones (Terminal) ROOTS ROCK REGGAE Various

artists (Cactus) LOVE Twinkle Brothers (Front Line) (DEB Music)

Dennis Brown (Lightning) MPLA Tapper Zukie (Front Line)

UK REGGAE 30

PEACE AND LOVE IN THE GHETTO, Johnny Clarke	Third World
DO YOU REALLY LOVE ME, Brown Sugar	Lovers Rock
NEW STAR, Tapper Zukie.	New Star
SONS OF SLAVES, Junior Delgado	PM
EASY, Jimmy Lindsay	Island
THE BLACK STAR LINER, Reggae Regular	Greensleeves
LOVING PAUPER, Dillinger	Jamaica Sound
IS THIS LOVE, Bob Marley & The Walters	Island
STARSKY AND HUTCH, U. Brown	
FIRE STICK, I. Roy	Front Line
LIBERATION STRUGGLE, Tapper Zukie.	
LOVE BALLAD, Freddie McGregor	Ethnic Fight
CHILDREN OF THE GHETTO, Leroy Smart	Write Sounds
TURN ME LOOSE/TEN TO ONE, Meditations/Johnny Clarke	Third World
RAMJAM, Jackie Mitto	
WHERE IS JAH, Reggae Regular	
FIRST CUT IS THE DEEPEST, Marlyn Webber	
STICK A BUSH, Gudators	
NATTY DREAD DON'T BOW, Big Joe	
HARDER THAN THE ROCK, Cimarons	
JACK PALANCE, Big Joe	Third World
AFRICAN YOUTH, Cini Eastwood	
JAH PRETTY FACE, Culture	
LOVE RASTA, Gideon Jah Rubaal	
KU KLUX KLAN, Steel Pulse	

REGGAE COMPANIES

ALL OF these labels are available through both Lightning and Mojo distribution,
DEB Musse; Island, Black Swan, Ghesis Rockers, Frost Line, Virgin, Ballistic Magnum, Cacus: Dynamic; Troisn
Horse: Altack, Greenway, Tempus, Four Siavy, Wate Sounds, Junacia Sound; Hulk; Cancer: Hawkeye; Cha Cha Hone, Attack, Gerenway, Tempons Four Sary, Wint Sounds, Jamasa Sound, Halis: Canert: Hawkeye, Cha. Ex-Orbinom: Tackler, Diefferent; Cammars, Sowengen, Grow duese, Newlik Sing, D. 1989, Snapower, Top, Gerenderees New Sart, Lovers Rock, Dp.; Lucky: Sersona Brainers; Skept, Red Strepe Boshranger Ice; Blist Wax; Loxk), Lighting BB, Chone, Roox, Jamoden, Pedgood, Sky Note; Cash Geren, Bhaber Jeghi, Regger, Cerasion Referb, Deraid & Dreas Phase One. Affectson: Basilsky, Jamasel; Pengjun; Jostec, Thad World, Paradose, Live & Love; Jackjon: Empire Supreme, Jak Lion, Damond, Studie Se, Son Sart: Termani, Sambots, Sastie, Nationwick, Revolutions: Fibels Mar Supreme, Jak Lion, Damond, Studie Se, Son Sart: Termani, Sambots, Sastie, Nationwick, Revolutions: Fibels Mar ingo, Caroline, Trojan Rockers, Love, Jama, Dover, Observer, JA-UK: More Cut; Stonthouse; Venture, B & Strumbi Music Corp.; BPL

• from page 22

strength, and began importing reggae arres At Channel One by sell in the Third World record shop, and Superstar by Leroy Smart also to wholesale to other retail outlets. Product was sometimes influenced by current trends, but often sold on the sheer hit potential of the product itself. Other reasons for the constant suc-

cess, are not difficult to determine. Firstly, a lot of the Bunny Lee product was given to Third World prior to JA release-thus eliminating import sales. Secondly, the quality of the material was first-rate-and catered for ready-made markets. And probably most important of all, Third World spent more money on promotion and advertising than any base, into more luxurious and spacious other independent reggae company, a fact that still remains true today.

In 1977, Shelly began to export his records to Europe, where there was a steadily increasing demand for reggae music. He also set up Third World in Canada, where there is also a strong reggae market. A distribution service was also established in New York, so that his UK release could be shipped and marketed there.

And the No. 1 hits continued with 'Investigator' by Cornell Campbell, Third World Records are available 'Four Sevens' by Big Youth, 'Point from: Blank' by I. Roy, 'Wolf And Leopard' Lugton & Co. Ltd., by Dennis Brown, and many more hits P.O. Box 182, besides. Some of the albums which Cross Lane, reached No. 1 in the reggae chart Hornsey, included The Keyboard King by London N.7.

Jackie Mitto, London Rock by U. Telephone Brown, Agrovators Meet Revolution- 8219/9122

records from Jamaica and the States-to Agrovators & Revolutionaries, and And 1978 has the potential of becom

ing Third World's most successful year yet. Already, the company has a No. 1 single ('Peace And Love In The Ghetto by Johnny Clarke) and a No. 1 album (Wake Up by The Meditations) to its credit. And Shelly has now added the distribution services of Lugton & Co. so that Third World releases can reach an even larger proportion of shops

The Third World organisation has expanded so much, that just a few weeks ago, it moved from it's Stoke Newington premises in Tottenham. What was once a carpet store, has been converted into a shop/office/warehouse complex -which can justifiably be described as the largest and most progressive reggae company operation in the country.

Third World Records can be found on the corner of West Green Road, and Tottenham High Road, London N.17 Telephone enquiries: 01-249 1037/1051/1192

enquiries: 01-348 8211/

REGGAE 12 INCHERS

1 1 DRY UP YOUR TEARS, The Bold One/Clint Eastwood	
2 2 HOW CAN I LEAVE YOU, Dennis Brown	Joe Git
6 KILLOWATT/HERTZ/MEGAHERTZ/GEIGERHERTZ, Revolutionaries	Channel C
4 5 EMOTION, 15 16 17	DEB Mu
5 4 FAMINE/LOVE WON'T COME EASY, Junior Delgado	DEB Mu
6 11 HURTING ME, Tamins	
7 14 ROWING DOWN THE RIVER/CHOOSE ME, Dennis Matumbi	Serious Busine
7 THE HALF/TROUBLED WORLD, Denns Brown	DEB Mu
9 8 I AM JUST A DREAD, Jacob Miller & Trinity	Joe Git
WAITING IN THE PARK, Chantells & Jan Berry.	Phas
1 12 WHAT'S YOURS, Tapper Zukie & Knowledge	New 5
2 15 I'M SO PROUD/SOULFUL LOVE, Pat Kely.	Channan
3 — GAMBLING, Leroy Smart & Trinity	Dread
4 16 JACK THE RIPPER, Desmond Crarg	Jah L
5 — ARMAGEDDON TIME, Winston McAnuff	Charm
6 10 BLESSED ARE THE MEEK, Prophets & Trinity	Grove Mi
7 — MR KNOW IT ALL, Gregory isaacs	The Tr
8 9 ZION GATE, Culture & Prince Mohammed	Erro
9 13 GIRLS IMAGINATION/ONLY SIXTEEN, 15 16 17	DEB Mi
0 - LET'S GET TOGETHER, Te-Track	Rock

UK REGGAE LPs

1	1 KAYA, Bob Mariey & The Walers 2 THREE PIECE CHICKEN AND CHIPS. Banking Trever/Triney	Inland
2	2 THREE PIECE CHICKEN AND CHIPS, Ranking Trevor/Trinky	
3	6 WOLF AND LEOPARDS, Dennis Brown.	
4	5 AFRICAN DUB CHAPTER 3, Joe Gibbs & The Professionals	to Cibb
. 5	5 AFRICAN DUB CHAPTER 3, JOE GODS & The Professionals	Joe Gibbs
6	9 WAKE UP, Meditations	Inira wond
7	4 EXODUS DUB, Chalawa	Sky Note
8	18 INTERNATIONAL, Tapper Zukie	
9	11 CLASH, Trinty vs. Dilinger	
10	16 VISIONS OF DENNIS BROWN, Dennis Brown	
11	7 JUH LEARN, 4th Street Orchestra. 14 EXTRA CLASSIC, Greeory Isaacs.	Carried Control of the Control of th
12	13 MAN AH WARRIOR, Tapper Zukie	Conflic
	13 MAN AH WAHHIOH, Tapper Zukie	The second secon
14	12 STRICTLY DUB WIZE, Blackbeard	temput
15	PEACE IN THE GHETTO, Tapper Zuice THREE PIECE SUIT, Tools	Front Line
16	20 THREE PIECE SUIT, TEMP	
17	8 HEART OF A LION, I. Roy	Front Line
18	10 TOP RANKING, Dilinger	Inira work
19	17 PROVERBIAL REGGAE, Gudiators	Front Line
20	27 FORWARD ON TO ZION, Abyssmans	Differen
21	- EXODUS CHAPTER 2, I Roy	MICIOI
22	21 SARGE, Derroy Wilson	Charmen
23	- MARIJUANA WORLD TOUR, Jan Woosh	Creation Hebe
24	- MR ISAACS, Gregory Isaacs	Cash And Carr
25	22 TAPPER ZUKIE IN DUB, Tapper Zukie	State
	- RASTA COMMUNICATION, Keith Hudson	
27	- HEART OF THE CONGOS, The Congos	Black Ar
28	- ABSOLUTELY THE UNIQUES, Uniques	Clocktowe
29	30 IN THE LIGHT, Horace Andy	Hubgry Town
30	- MARIJUANA IN MY BRAIN, Dulinger	Jamaica Sound

ACTION ROUND-UP

BEST SELLING ALBUMS

LIGHTNING

London

1 (1) SATURDAY NIGHT FEVER-SOUND TRACK (RSO 2658 123)

THREE-GENESIS (CHARISMA CDS (3) THE STUD-SOUNDTRACK (RONCO

RTL 2029)
(5) 20 GOLDEN GREATS—NAT 'KING' COLE (CAPITOL EMTV 9)
(4) 20 GOLDEN GREATS—BUDDY
HOLLY & THE CRICKETS (MCA EMTV

6 (10) THE RUTLES-RUTLES (WARNER (6) LONDON TOWN—WINGS (PAR-LOPHONE PAS 10012) (7) KAYA—BOB MARLEY & THE WAIL-

(9) THE ALBUM-ABBA (EPIC EPC

10 (12) THE KICK INSIDE-KATE BUSH (EMI CLASSIC HITS-PLATTERS 11 (15) 20

12 (-) OUT OF THE BUILD-ELECTRIC 13 (20) PENNIES FROM HEAVEN-VARIOUS

WORLD RECORDS SH 2661 14 (-) GREEN-STEVE HILLAGE (VIRGIN 15 (-) FAREWELL TO THE ROXY- VAR-

IOUS /LIGHTNING LIP 2 EVERY I'S A WINNER CHOCOLATE (RAK SRAK 531) WINNER-HOT 17 (11) TWO SEVENS CLASH-CULTURE

(LIGHTNING LIP 1)

18 (—) PEACE IN THE GHETTO—TAPPER

ZUKIE (FRONT LINE FL 1009)

19 (—) U.K.—U.K. (POLYDOR 2302 080)

20 (—) EASTER—PATTI SMITH GRI
(ARISTA SPART 1043)

SCOTIA Edinburgh

1 (2) SATURDAY NIGHT FEVER— SOUNDTRACK (RSO 2658 123) 2 (—) LONG LIVE ROCK 'N' ROLL—RAIN-BOW (POLYDOR POLD 5002) 3 (-) ADVENTURES-TELEVISION (ELEK-

TRA K52072 THA K52072)
... AND THEN THERE WERE
THREE—GENESIS (CHARISMA CDS

5 (4) CITY TO CITY-GERRY RAFFERTY (UNITED ARTISTS UAS 30104) 6 (-) PLEASE DON'T TOUCH-S TOUCH-STEVE HACKETT (CHARISMA C 7 (-) GREEN-STEVE HILLAGE (VIRGIN

(6) BAT OUT OF HELL-MEAT LOAF EPIC EPC 82419

ALBUM-ABBA (EPIC EPC (5) THE 10 (-) HEAVY HORSES-JETHRO TULL

LETTERS-BLONDIE (CHRYSALIS CHR 1166)

12 (—) A LIVE RECORD—CAMEL (DECCA

13 (-) ABBA'S GREATEST HITS-ABBA (EPIC EPC 69218) 14 (--) ZAPPA IN NEW YORK—FRANK ZAPPA (WARNER BROS K69204)

TOWN-WINGS (PAR-LOPHONE PAS 10012 16 (10) 20 GOLDEN GREATS-NAT 'KING' (CAPITOL EMTV 9) SMITH GROUP

17 (-) EASTER-PATTI SM (ARISTA SPART 1043) 18 (12) THE STRANGER-BILLY JOEL (CBS

19 (15) CYCLONE-TANGERINE DREAM (VIRGIN V 2097) 20 (17) RUMOURS—FLEETWOOD (WARNER BROS K56344)

WYND-UP Manchester

1 (10) SATURDAY NIGHT FEVER-SOUNDTRACK (RSO 2658 123)
. . . AND THEN THERE WERE THREE—GENESIS (CHARISMA CDS

(4) 20 GOLDEN GREATS-NAT 'KING

COLE (CAPITOL EMTV 9)
4 (6) OUT OF THE BLUE—ELECTRIC
LIGHT ORCHESTRA (JET UAR 100)
5 (—) PENNIES FROM HEAVEN—VARIOUS

(WORLD RECORDS SH 266) 6 (1) LONDON TOWN-WINGS (PAR-(2) THE ALBUM_ARRA (EPIC EPIC

8 (-) THE BUTLES-BUTLES (WARNER

BROS K56459)
9 (--) PASTICHE-MANHATTAN TRANS-(7) KAYA-BOB MARLEY & THE WAIL

FRS (ISI AND II PS 9517) 11 (13) FONZIE'S FAVOURITES-VARIOUS WARWICK WW 50 12 (--) EXODUS-BOB MARLEY & THE WAILERS (ISLAND ILPS 9498)

ANYTIME, ANYWHERE—RITA
COOLIDGE (A&M AMLH 64618)
20 GOLDEN GREATS—BUDDY
HOLLY & THE CRICKETS (MCA EMTV (8) ANYTIME

15 (5) CITY TO CITY-GERRY RAFFERTY (UNITED ARTISTS UAS 30104)

17 (-) THE SOUND OF BREAD-BREAD

18 (-) ABBA'S GREATEST HITS-ABBA -) ANOTHER MUSIC IN A DIFFERENT KITCHEN-BUZZCOCKS UNITED

GROUP 20 (9) ALL'N'ALL-EARTH, WIND & FIRE

TERRY BLOOD Stoke-on-Trent

1 (2) SATURDAY NIGHT FEVER-SOUNDTRACK (RSO 2658 123) . . . AND THEN THERE WERE THREE—GENESIS (CHARISMA CDS

3 (3) 20 GOLDEN GREATS-NAT KING

COLE (CAPITOL EMTV 9)
4 (4) LONDON TOWN—WINGS (PAR 5 (6) THE ALBUM-ABBA (EPIC EPIC

6 (12) THE RUTLES-RUTLES (WARNER

7 (5) CITY TO CITY—GERRY RAFFERTY UNITED ARTISTS UAS 30104) 8 (13) PASTICHE-MANHATTAN TOANS. FER (ATLANTIC K50444)

9 (10) KAYA-BOB MARLEY & THE WAIL (ISLAND ILPS 9517) 10 (--) ANYTIME, ANYWHERE-RITA COOLIDGE (A&M AMLH 64616)

11 (15) THIS YEAR'S MODEL-ELVIS COS ELLO (RADAR RAD 3) 12 (20) EASTER—PATTI SM (ARISTA SPART 1043) SMITH GROUP

13 (-) HEAVY HEAVY HORSES—JETHRO TULL (CHRYSALIS CHR 1175) NATURAL ACT—KRIS KRIS-

(--) NATURAL ACT-KRIS KRIS-TOFFERSON & RITA COOLIDGE (A&M AMLH 64690)
PLASTIC LETTERS—BLONDIE 15 (14) PLASTIC

(CHRYSALIS CHR 1166)

16 (—) GREEN—STEVE HILLAGE (VIRGIN 17 (11) BAT OUT OF HELL-MEAT LOAF

(EPIC EPC 82419) 20 GOLDEN GREATS—BUDDY HOLLY & THE CRICKETS (MCA EMTV 19 (18) THE KICK INSIDE-KATE BUSH (EMI

EMC 3223)
ALL THIS AND HEAVEN 20 (16) ALL TOO-ANDREW GOLD (ASYLUM

THE DISCO CHART

(7) DANCE A LITTLE BIT CLOSER—CHARO & THE SALSOUL ORCHESTRA (SSOL 1001) (8) EVERYBODY DANCE-CHIC (ATLANTIC K11097)

4 (11) DANCER DANCE-PUSSYFOOT (EMI 2755) (2) LET'S ALL CHANT-MICHAEL ZAGER BAND (PRIVATE STOCK PVT 143) (5) BIG BLOW-MANU DIBANGO (DECCA FR 13755) = (4) AUTOMATIC LOVER—DEE D JACKSON (MERCURY 6007 171) 7= (12)CLOSE ENCOUNTERS OF THE THIRD KIND-GENE PAGE

(ARISTA ARIST 171) 9 (10) SINGIN' IN THE RAIN-SHEILA B DEVOTION (EMI 2751) 10 (18) HI TENSION-HI TENSION (ISLAND WIP 6422) (1) JACK AND JILL-RAYDIO (ARISTA ARIST 161)

12 (3) IS THIS LOVE—BOB MARLEY & THE WAILERS
13 (15) SHADOW DANCING—ANDY GIBB (ISLAND WIP 6420) (RSO 001) 14 (17) DON'T COST YOU NOTHING-ASHEORD & SIMPSON (WARNER BROS K17096)

15 (-) THE BEAT GOES ON AND ON-RIPPLE (SALSOUL SSOL 105) 16 (16) BOOGIE SHOES-KC & THE SUNSHINE BAND 17 (--) KU KLUX KLAN-STEEL PULSE (TK TKR 6025) (ISI AND WID 6428) 18 (-) DELIRIUM-FRANCINE MCGEE (BCA PB 5216) (9) SUPERNATURE—CERRONE (ATLANTIC K11089) -) DANCE WITH ME-PETER BROWN

US ACTION

TOP 20 SINGLES

(1) NIGHT FEVER-BEE GEE (2) CAN'T SMILE WITHOUT YOU-BARRY MANILOW (4) IF I CAN'T HAVE YOU-YVONNE ELLIMAN

(3) STAYIN' ALIVE-BEE GEES (RSO) THE CLOSER I GET TO YOU-ROBERTA FLACK WITH (ATLANTIC) DONNY HATHAWAY (5) DUST IN THE WIND-KANSAS (KIRSHNER) (PRIVATE STOCK)

(6) EMOTION-SAMANTHA SANG (ARISTA) (9) JACK AND JILL-RAYDIO LAY DOWN SALLY-ERIC CLAPTON (RSO) (10) EBONY EYES-BOB WELCH (CAPITOL) 11 (12) WE'LL NEVER HAVE TO SAY GOODBYE AGAIN-ENGLAND

(BIG TREE) AN & JOHN FORD COLEY 12 (19) WITH A LITTLE LUCK—WINGS 13 (14) RUNNING ON EMPTY-JACKSON BROWNE (ASYLUM) 14 (15) FLASH LIGHT-PARLIAMENT (CASABLANCA) (GRUNT)

15 (17) COUNT ON ME-JEFFERSON STARSHIP 16 (18) FEELS SO GOOD—CHUCK MANGIONE 17 (22) ON BROADWAY—GEORGE BENSON (WARNER BROS) (POLYDOR)

18 (20) IMAGINARY LOVER-ATLANTA RHYTHM SECTION 19 (11) OUR LOVE-NATALIE COLE 20 (13) GOODBYE GIRL-DAVID GATES

TOP 20 ALBUMS

(2) EVEN NOW-BARRY MANILOW (20) LONDON TOWN-WINGS (3) RUNNING ON EMPTY—JACKSON BROWNE POINT OF KNOW RETURN—KANSAS

THE STRANGER-BILLY JOEL SLOWHAND-ERIC CLAPTON EARTH-JEFFERSON STARSHIP (8) AJA-STEELY DAN

10 (10) WEEKEND IN L.A.-GEORGE BENSON RUMOURS-FLEETWOOD MAC NEWS OF THE WORLD-QUEEN ALL'N'ALL-EARTH, WIND & FIRE

THE GRAND ILLUSION—STYX 14 (13) 15 (14) FOOT LOOSE & FANCY FREE—ROD STEWART 16 (36) SON OF A SON OF A SAILOR—JIMMY BUFFETT

17 (17) SHAUN CASSIDY—SHAUN CASSIDY 18 (16) SIMPLE DREAMS-LINDA RONSTADT 19 (19) BLUE LIGHTS IN THE BASEMENT-ROBERTA FLACK

20 (21) STREET PLAYER-RUFUS WITH CHAKA KHAN * An asterisk indicates a record released in UK (Courtesy Record World)

RECORD BUSINESS April 24 1978

(RSO)

(RSO)

(A&M)

(ARISTA)

(CAPITOL)

(ASYLUM)

(RSO)

(ARC)

(A&M)

(ABC)

(ASYLUM)

(ATLANTIC)

(GRUNT)

(ELEKTRA)

(COLLIMBIA)

(KIRSHNER)

(COLUMBIA)

(WARNER BROS)

IWARNER BROSI

(WARNER BROS)*

(WARNER/CURB)*

(ARISTA)

LIVE MUSIC

Sad Cafe's funk/jazz pop/rock

Artist: SAD CAFE/Supercharge Venue: Lyceum, London (1,500) Promoter: Capital Radio Tickets: £1.75

Audience: Over 20s rock fans/ assorted trendies

Current product: Misplaced Ideals album (RCA PL 25133) (R)

WITH A major tour now under way, a new album just out and a strong northern following already established, Sad Cafe is well set-up for that longawaited and fully deserved commercial breakthrough.

The small but highly enthusiastic audience that turned up for this midweek Lyceum gig certainly got their money's worth. The seven-piece, Manchester-based band has an orioinal and extremely versatile sound which can only be described as high quality pop-an unusual mixture of funk and jazz blown apart with occasional bursts of heavy rock and mellowed by such rich pop melodies as 'Hungry Eyes', taken from the first and commercially unsuccessful album Fanx-Ta-Ra.

Recent appearances on the Old Grey Whistle Test and the BBC's Sight and Sound series are giving Sad Cafe the necessary exposure to launch them chartwards. And sales are certain to be assisted by a grotesque album cover (or so BCA believes any-

Supercharge turned out to be a novel supporting act, if nothing else, producing highly amusing imitations and send-ups of Queen and the Sex Pistols, to name but a few. The band appears to have built up quite a drunken following.

TIM SMITH

Artists: STAR JETS/The Late Show

Venue: Rock Garden (250) Tickets: £1 Audience: Unhealthily large pro-

portion of tourists and misplaced disco freaks Already causing interest in the pop

press and from the same management company that brought you Burlesque and The Pleasers (is that a recommendation, we wonder?) Star Jets are a young, alive Belfast punk band who don't yet have a record deal but soon will. On this particular night they had the misfortune to encounter a midweek, 'couldn't-care-less' audience that only part filled the venue.

Sham 69 and on occasions sound not unlike the Boomtown Rats. They work from the r&b end of power pop but use straight punk aggression in getting their image across. They were a bit too direct for some members of this 'couldn't-tell-rock 'n' roll-from-John Travolta' audience and had to suffer people mimicking their accents and making silly remarks about bombs.

Nonetheless, by the evening's end, they (and particularly their engaging singer) had managed to garner some reaction from the few punks in the audience. If they sign with the right label and get direction they could be one of 1978's big new wave names, and that's no idle speculation. Sorry about the audience, lads-London's

not like this all the time. The Late Show has just signed to Decca and has a single out soon. It's one of those bands that might happen given a hit single but otherwise probably won't. The band members pose in sharp 50s outfits but utilise a sense of artiness to flesh out the undeniably promising rock 'n' roll-based music. They were a hit cramped on the Bock Garden stage and should go down better in a theatre. They have promise but need to define an audience quickly. So many of these art school type bands end up in a mid-level limbo, threatening to make it but not quite doing so DAVID REDSHAW

Artist: DIRE STRAITS Venue: Marquee Club. London (400) Tickets: 80p Audience: Rock biz and tourists

SIX MONTHS ago Dire Straits had a somewhat premature bout of media exploitation following a Charlie Gillett Radio London session. Phonogram signed the band and people began to take time out to get a look at what was being touted as the 'British JJ Cale' Unfortunately, Straits were not ready to be put under the reviewing mic roscope at that stage. Leader Mark Knopfler proved to be a good songwriter, but the group lacked firepower on stage, no matter how good their 'Eastbound Train' cut sounded on the Hope And Anchor double album.

At the Marquee, after a few months solid gigging, Dire Straits proved that the record company's faith will be founded on solid commercial ground. Knopfler, who sings and plays lead Fender guitar also writes a mean song in the Western swing/gentle boogle style, and these, coupled with a careful choice of classics given the laid back treatment add up to a pleasant and tightly-controlled set that now rocks in the right places

The band has not made the mistake. in beefing up the stage show, of overamplifying everything. In the Marquee, hardly noted for tip-top acoustics, the sound was as well-balanced as a home hi-fi and it was nice to hear

Star Jets assault the audience like Chuck Berry's 'Nadine' resurrected for a slightly less relaxed and welldeserved encore. On the strength of Tuesday's set. Straits are going to sound good on record, and dealers can look forward to a debut album in

JOHN HAYWARD

Artist: JAMES LAST Venue: Royal Albert Hall, London (5.606)

Promoter: MAM Tickets: £7.50 to £1 Audience: Early 30s to late 40s Current product: East Meets West album set (Polydor 2630 092) (F)

THERE ARE few artists that can match the slick performances and professionalism of German bandleader James Last. From the moment he walked on stage he had the capacity audience in the palm of his hand. He was able to bring about an instant change of mood from virtual uproar with members of the audience up and dancing in the aisles (no mean feat with a middle-aged audience!) to one

of absolute silence and concentration. The repertoire was varied and impressive, fully utilising the 60-piece orchestra and seven vocalists. The usual 'Last Sound' was much in evidence but was interspersed with country music, a noisy tribute to Elvis Presley, quiet ballads and an impressive performance on the pan pipes by Gheorghe Zamfir. Of particular deligh to the audience though were the Last arrangements of 'Don't Cry For Me Argentina', 'Bridge Over Troubled Water and 'Orange Blossom Special'. A wildly enthusiastic audience would have had him play all night. Last played four dates at the Albert Hall with the last of them a 'dance night TONY NEWMAN

Artist: DEPRESSIONS Venue: Speakeasy (200) Tickets: £1.50 Audience: Latter day punks Current product: Single 'Get Out Of

This Town (Barn 2014122) and album The Depressions Barn 2314105) (F)

THOSE THAT still need convincing that punk is finished need look no further than the Speak. The club, once the citadel of second division rock poseurs, is now paying court to the sort of weekend punks who populate London's West End after 10pm. For once the band adequately matched the desperately pogoing audience. From their peroxide hair to their calculated image, they exuded a glam punk persona. They do it well, but one can't help feel they've missed the boat and it's doubtful whether their current single and album will help.
PETER HARVEY

Artist: MANFRED MANN'S EARTH DAND

Venue: Rainbow Theatre, London (2 936) Promoter: Alec Leslie in associ-

ation with Harry Maloney Management. Tickets: £2 to £3

Audience: Youthful intelligentsia Current product: Album Watch (Bronze Bron 507) and single 'Mighty Quinn' (BRO 51) (E)

MANFRED MANN is one of the few survivors from the 60s who has managed to develop and adapt his music to attract an appreciative audience for current output, rather than trading nostalgia to ageing hipsters.

This concert proved the point in no uncertain manner: the capacity audience enjoyed a well-integrated performance with a dramatic light show and equally dramatic music. But the spotlight does fall rather too heavily on singer Chris Thompson; it would be refreshing to see greater involvement in the theatrical side of the performance from other hand members

Although most of the numbers are the band's own compositions, Manfred hasn't lost the love of Dylan which brought him chart success in the 60s. 'The Mighty Quinn', the band's current single, came near the end to a very good crowd response. Other memorable numbers included Dylan's 'Father of Light' and Bruce Springsteen's Blinded by the Light', a former US No. 1 for the band. Good value for money from a highly professional band

Artist: THE REAL THING Venue: Astoria Theatre, London (1,200)

Promoter: Richard Levland Tickets: £3.50 to £2.00 Audience: Teeny fans and clean cut

kids Current product: Four From Eight album (Pye NF PH20) and 'Whenever You Want My Love' Whenever

single (Pye 7N 46045) (A)
DESPITE THEIR current chart single, the Real Thing failed to draw more than half a house for this modest London headlining gig and it's not hard to understand why. Their courtship with the charts has meant a steady climb to prominence while leaving them at the mercy of the fickle pop fans. Without heavy publicity and facing tough opposition from the likes of Elvis Costello, Television and Randy Edelman. They are stuck between the teeny fans who finally arose to boogle for the encore number (the self-penned theme from TV's Black Current) and their own musical objectives. Indeed lovers of American West Coast jazz /funk would have been hard put to fault the Real Thing's excellent band. Mixing inventive work-outs with pop hits against a constantly changing projected visual background, the Real Thing delivered. All they need to do now is convince people they are worth seeing and listening to

PETER HARVEY

Album reviews

TOP 40

JETHRO TULL: Heavy Horses (Chrysalis CHR 1175) Prod: lan Anderson Now resident in the Chiltern Hille, this is lan Anderson's hymn to the countryside; a series of poetic images relating to rural England. The concept is good and the album has a certain charm—but more lyrically than musically. While the typically Tull-like flutterings of acoustic and electric guitars provide a busy tapestry, one can't pretend that it's Jethro's most thrustful album to date. But the band still has many followers and the idea is an attractive one.

MARC BOLAN: Marc/The Words and Music of Marc Bolan 1947-1977 (Cube HI FLD1) Prod. Tony Visconti

Probably the best of the current glut of disinterred Bolan material, this attractive priced double set stretches from the bop ping elf's first hit with John's Children to the early 70s string of smashes on Cube that ended with 'Jeepster'. As an added bonus there is the previously unreleased 14-minute suite 'Children Of Barn' a lengthy helping of hippy hokum that recalls his earler more fragile compositions as Tynannasourus Rex. Good value and intelligent

Best of the rest GENE PAGE: Close Encounters (Arista

AB4174) Prod: Billy Page and Gene Page

White is fast becoming the new darling of the disco circuit with his swirling strings and biting production. This is the hit dance versign of 'Close Encounters' but also includes such memorable toons as 'Theme From Star Trek' and 'When You Wish Lloon A Star as well as uncredited vocals in the same Star-Struck mould. Space 'n' disco is

PIRATES: Skull Wars (Warner Bros K56468) Prod: Vic Maile

If there's ever a Museum of Hot Rock 'n' Roll Licks, Mick Green's scything, sus-penseful intro to 'All In It Together' (their current single) will undoubtedly quality for it—along with Chuck Berry and Keith Richard. This is just more vintage Pirates drinking man's rock 'n' roll, a mixture of Green/Spence originals and some rock/r&b standards. It's all been said before: Green is one of the most remarkable quitar talents in Britain, Spence's vocals are unremarkable but nicely honzy and

May improve slightly on their last album in sales terms as their heavy gigging exposure begins to register

TODD RUNDGREN: Hermit Of Mink Hol-

ow (Bearsville K55521) Prod: Todd The Runt returns to his one-man-band per-

sona for a latest outing that seems certain to be his most commercial album to date He utilises all the flash studio effects in the book to perk up the songs which are all more or less straightforward and in places almost romantic. The LP is divided into an easy side and a 'difficult side' but in truth both segments are extremely accessible. The Rundaren cult will snap it up, but given the right exposure, Hermit of Mink Hollow aught to cross those boundaries

THE BAND: The Last Waltz (Warner Bros K 66076) Prod: Robbie Robertson

Splendid memorial to the Band incorporating a host of superstar guest spots from the likes of Clapton, Dylan, Van Morrison, Neil Young and many others. The £7.99 price tag should not put off the ardent an who will lust after items like Neil Young delivering a heartfelt version of 'Helpless' in front of the best back-up group he has ever worked with or Neil Diamond, no less, in similar circumstances. A fitting swansong from the Canadian wizards

CARLY SIMON: Boys In The Trees (Elektra K 52066) Prod: Arif Mardin, After the enormous success of 'Nobody mixed bag of styles from gentle funk to mild humour with the usual guota of pleasant dreamy material that has always made up the bulk of her work. Mardin's production is lush in the right places, while Carly's marriage to James Taylor has given the whole album a touch of the laid-back syndrome Her voice is in great shape throughout and

nowhere better than the retrospective title JAMES LAST: Memories Of Rus. sia/Country Square Dance Party (Polydor 2630 092) Prod: James Last

sed to coincide with his UK tour this is a 2LP set boxed as a limited edition which suggests that Polydor is not totally confident that a £6.95 price tag has instant consumer appeal. The Square Dance album is all fairly predictable stuff, fiddles. banio's, jaw's harp and perky rhythms More satisfying is the Russian material, all based on traditional themes and the better for its unfamiliarity. Brass, strings and voi ces create appropriate moods of melancholy and gaiety, with two tracks featuring the pan pipes of Gheorghe Zamfir, one of which 'The Lonely Shepherd' is picking up some airplay

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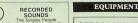


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THE SINGLES CHART



This Week	Last	Wks on	Sales	Airplay	TITLE/ARTIST	Label/Cat. No.	0	Deat
	Week 3	Chart 4	Index 102	Index 91	NIGHT FEVER BEE GEES	RSO 002	F	Us
★ 1	1	6	78	45	MATCHSTALK MEN AND MATCHSTALK CATS AND DOGS BRIAN & MICHAEL	PYE 7N 46035	A	
3	2	6	69	78	I WONDER WHY SHOWADDYWADDY	ARISTA ARIST 174	F	-
* 4	10	6	69	81	TOO MUCH, TOO LITTLE, TOO LATE JOHNNY MATHIS & DENIECE WILLIAMS	CBS 6164	C	-
5	4	6	68	80	IF YOU CAN'T GIVE ME LOVE SUZI QUATRO	RAK 271	E	-
6	7	6	57	80	FOLLOW YOU FOLLOW ME GENESIS	CHARISMA CB 309	F	-
7	5	6	55	96	NEVER LET HER SLIP AWAY ANDREW GOLD	ASYLUM K13112	w	-
8		6	48	76	BAKER STREET GERRY RAFFERTY	UNITED ARTISTS UP 36346		
9	6	5	47	94	WITH A LITTLE LUCK WINGS	PARLOPHONE R6019	E	
10	19	6	47	83	EVERYBODY DANCE CHIC	ATLANTIC K11097	W	-
11	9	6	33	57	DENIS (DENEE) BLONDIE	CHRYSALIS CHS 2204	F	
112	15	6	32	81	SINGIN' IN THE RAIN SHEILA B DEVOTION	FMI 2751	E	-
13	11	3	30	54	SHE'S SO MODERN BOOMTOWN RATS	ENSIGN ENY 13	F	
	24	6	30	70	MORE LIKE THE MOVIES DR HOOK	CAPITOL CL 15967	E	
14	41	4	30	70	AUTOMATIC LOVER DEE D JACKSON	MERCURY 6007 171	F	
15	-	5			LET'S ALL CHANT MICHAEL ZAGER BAND	PRIVATE STOCK PVT 143	Ε	
116	21	-	25	80	SOMETIMES WHEN WE TOUCH DAN HILL	20TH CENTURY BTC 2355	A	
17	14	6	24	76	WALK IN LOVE MANHATTAN TRANSFER	ATLANTIC K11075	F	
	-	-	24	76	TAKE ME I'M YOURS SQUEEZE	A&M AMS 7335	C	
19	20	6	22	77	JACK AND JILL RAYDIO	ARISTA ARIST 161	F	H
20		-			WUTHERING HEIGHTS KATE BUSH	FMI 2719	F	-
21	13	6	20	31 69	IT TAKES TWO TO TANGO RICHARD MYHILL	MERCURY 6007 617	F	-
22	30	6	20	00	I CAN'T STAND THE RAIN ERUPTION FEATURING PRECIOUS WILSON	ATLANTIC K11068	w	
23	16	6	20	61	EMOTION SAMANTHA SANG	PRIVATE STOCK PVT 128	E	-
24	26	6	18	4		BAK 270	E	
25	25	6	18	46	EVERY 1'S A WINNER HOT CHOCOLATE I LOVE THE SOUND OF BREAKING GLASS NICK LOWE	RADAR ADA 1	W	-
26	18	6	18	13	(I DON'T WANT TO GO TO) CHELSEA ELVIS COSTELLO & THE ATTRACTIONS	RADAR ADA 3	w	
27	23	6	17	41		KLUB 03	M	
28	27	6	17	3	ALLY'S TARTAN ARMY ANDY CAMERON STAYIN' ALIVE BEE GEES	RSO 2090 267	F	
★29	33	6	16	9		GTO GT 117	C	-
★30	34	3	16	67	BACK IN LOVE AGAIN DONNA SUMMER	ROCKET ROKN 538	É	-
31	29	3	16	84	EGO ELTON JOHN	ARIOLA/HANSA AHA 513	A	H
32	53	2	14	85	BAD OLD DAYS CO-CO	WARNER BROS K17125	w	H
★ 33	37	5	13	72	I MUST BE IN LOVE RUTLES LONG LIVE ROCK'N'ROLL RAINBOW	POLYDOR 2066 913	F	+
35	62	2	17	7	BECAUSE THE NIGHT PATTI SMITH GROUP	ARISTA ARIST 181	F	۰
	-	3	16	22	DO IT, DO IT AGAIN RAFFAELLA CARRA	EPIC EPC 6094	C	÷
★ 36	66	4	15	-	HAZELL MAGGIE BELL	SWANSONG SSK 19412	w	÷
	36	-	15	23		STIFF BUY 27	E	٠
38	48	1	16	14	WHAT A WASTE IAN DURY (I CAN'T GET ME NO) SATISFACTION DEVO	BOOJI BOY/STIFF BOY 1	E	٠
★ 39	28	6	14	73	THE ONE AND ONLY GLADYS KNIGHT & THE PIPS	BUDDAH BDS 470	A	٠
	50			-	THEME FROM 'HONG KONG BEAT' RICHARD DENTON & MARTIN COOK	BBC RESL 52	A	٠
★ 41		3	15	2		MCA 359	F	٠
42	17 55	3	12	60 49	HEY SENORITA WAR HEY LORD DON'T ASK ME QUESTIONS GRAHAM PARKER & THE RUMOUR	VERTIGO PARK 002	F	+
¥43	55	3	100	-	RIVERS OF BABYLON BONEY M	ATLANTIC K 11120	w	۲
±44	51	6	10	10	MONGOLOID DEVO	BOOJI BOY/STIFF DEV 1	F	+
★ 45	-					ISLAND WIP 6420	E	٠
46	38	6	12	60	IS THIS LOVE BOB MARLEY & THE WAILERS DANCE A LITTLE BIT CLOSER CHARO & THE SALSOUL ORCHESTRA	SALSOUL SSOL 101	E	+
★ 48	56	2	12	60	FOXHOLE TELEVISION	ELEKTRA K12287	w	+
49	46	6	8	50	WHENEVER YOU WANT MY LOVE REAL THING	PYE 7N 46045	A	+
50	45	6	7	57	THE GHOST OF LOVE TAVARES	CAPITOL CL 15968	E	+
51	42	3	9	27	LOVE IS SO EASY STARGARD	MCA 354	E	+
52	49	6	10	10	I'LL GO WHERE YOUR MUSIC TAKES ME TINA CHARLES	CBS 6062	C	-
53	70	2	6	71	BOOGIE SHOES KC & THE SUNSHINE BAND	TK TKR 6025	C	4
	70	1	5	85	WHAT GOES ON BRYAN FERRY	POLYDOR POSP 3	F	
54	69	2	15	78	JUST FOR YOU ALAN PRICE	JET UP 36358	E	H
56	35	6	15	8	KU KLUX KLAN STEEL PULSE	ISLAND WIP 6428	E	ı
57	61	5	6	40	SHADOW DANCING ANDY GIBB	RSO 001	F	H
58	67	5	6	32	THE CLOSER I GET TO YOU ROBERTA FLACK WITH DONNY HATHAWAY	ATLANTIC K11099	W	H
59	52	6	6	11		CASABLANCA CAN 122	A	
±60		2		111	RUMOUR HAS IT DONNA SUMMER		E	
	95	1 4	8		THE BEAT GOES ON AND ON RIPPLESALSOUL	SSOL 105	E	

The Singles Chart is compiled by the Record Business Research sales and airplay over the last week

The Top 30 is compiled from sales only. Positions 31-100 are com-piled from a formula blending sales and airplay where an Airplay Index rating of 100 approximates the sales of a record at position Number 50 on a sales only chart

Sales are returned by 350 conventional outlets, the average return time being Thursday no Airplay is taken from last week's Airplay Guide updated to include BBCtv's Top Of The Pops. Airplay ratings are calculated from play frequency and audience size.

SALES INDEX 100 equals strong Number One sales, All other figures are relative

AIRPLAY INDEX

100 equals maximum normal nationwide exposure on listed radio/ty stations. Indexes are rounded to nearest less than 0.5 but more than zero.

DISTRIBUTORS

A—Pye: C—CBS, E—EMI; F—Phonodisc, K—Crede; L—Lugtons; R—RCA; S—Selecta; V—Virgin; W—WEA; M—Musac

KEY * Bullet

Platinum Disc (1 million sales)

 Gold Disc (½ million sales). o Silver Disc (% million sales) Disc information supplied by the British Phonographic Industry

THE SINGLES CHART

Tois Week	Last	Was or Crust	Sales				D	Des
61	54	5	8	1	MOVE YOUR BODY GENE FARROW	MAGNET MAG 109	E	
62		1	4	66	JUPITER EARTH WIND & FIRE	CBS 6267	С	
63	65	5	8	38	COME TO ME RUBY WINTERS	CREOLE CR 153	K	
64	63	4	4		WEREWOLVES OF LONDON WARREN ZEVON	ASYLUM K13111	W	I
65		1	7		THE DAY THE WORLD TURNED DAYGLO X-RAY SPEX	EMI INT INT 553	E	I
66	81	2	4	51	SHE'S ALWAYS A WOMAN BILLY JOEL	CBS 6266	C	T
67	47	6	5	33	FANTASY EARTH WIND & FIRE	CBS 6056	C	П
68	40	6	5	30	WISHING ON A STAR ROSE ROYCE	WHITFIELD K17060	W	П
69	-	1	2	72	LOVE IS IN THE AIR JOHN PAUL YOUNG	ARIOLA ARO 117	A	П
70	100	1	1	79	DANCING THE NIGHT AWAY LEO SAYER	CHRYSALIS CHS 2218	F	П
71	79	2	2	71	COUNT ON ME JEFFERSON STARSHIP	GRUNT FB 1196	R	П
72	71	5	6	2	SUPERNATURE CERRONE	ATLANTIC K11089	w	П
73	44	6	5	21	COME BACK MY LOVE DARTS	MAGNET MAG 110	E	t
74	39	5	6	9	YOU'RE SO RIGHT FOR ME EAST SIDE CONNECTION	CREOLE CR 149	K	т
75	77	3	2	73	ONE MORE NIGHT WITH YOU SUTHERLAND BROTHERS	CB 9 6226	С	П
76	43	4	5	10	I LOVE MUSIC D'JAYS	PHIL INT PIR 6093	C	Ħ
77	73	4	3	57	CAN'T SMILE WITHOUT YOU BARRY MANILOW	ARISTA ARIST 176	F	Ħ
★ 78	84	4	6	4	DON'T COST YOU NOTHING ASHFORD & SIMPSON	WARNER BROS K17096	w	t
79	60	6	5	3	AUTOMATIC LOVER VIBRATORS	EPIC EPC 6137	С	t
80	64	4	2	61	CUT ACROSS SHORTY MUD	RCA PB 5075	R	t
81	-	1	5	*	I DON'T MIND BUZZCOCKS	UNITED ARTISTS UP 36386	ε	т
82	82	2	3	37	HERE AM I BONNIE TYLER	RCA PB 5076	R	П
83	83	4	1	59	LOVELY NIGHT FOR DANCING BILL WITHERS	CBS 6193	С	T
★ 84	89	5	3	18	WHEN YOU WALK IN THE ROOM CHILD	ARIOLA HANSA AHA 511	A	t
±85	90	5	1	50	DO YOU BELIEVE IN LOVE AT FIRST SIGHT DIONNE WARWICK	WARNER BROS K17104	W	t
86	-	1	4	•	WE'LL BE OVER THERE ANDY CAMERON	KLUB 06	М	t
87	68	8	4	3	SCOTLAND FOR EVER (EP) SYDNEY DEVINE	PHILIPS SCOT	F	t
88	88	4	2	29	THE KIDS ARE ALRIGHT PLEASERS	ARISTA ARIST 180	F	Ħ
★89	100	2	4	2	FROM A RABBIT RADIO STARS	CHISWICK NS 36	C	t
90	-	1	3	5	ANOTHER GIRL, ANOTHER PLANET ONLY ONES	CBS 6228	C	Ħ
★ 91	97	2	2	28	TUMBLING DICE LINDA RONSTADT	ASYLUM K 13120	w	Ħ
92		1	4		ME AND MY DESIRE 999	UNITED ARTISTS UP 36376	E	t
93	-	1	2	28	IF I CAN'T HAVE YOU YVONNE ELLIMAN	RSO 2090266	F	H
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