

RECORD BUSINESS

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October 29, 1979 VOLUME TWO Number 33

50p

£6m spend and 34 LPs rushed for Christmas

RECORD COMPANIES have embarked on a massive £6 million-plus spending spree following last week's return to the screens of the commercial television network. This week sees ten albums being promoted on television with at least another two dozen being aired between now and Christmas.

K-Tel tops the spending list with managing director Colin Ashby promising an expenditure of at least £2 million by the end of the year. The company was first off the mark in the race to capture the lucrative television market with an advertisement for the *Hot Tracks* compilation in the first commercial break after ITV returned at 6.15pm on Wednesday last week, the opening shot in a two-week national campaign.

The Moody Blues' *Out Of This World* and Don Williams' *New Horizons* both began national campaigns last week. Harry Nilsson's *Harry And* goes national from October 29. Tony Dalli's *Italian Serenade* and the various artists set *Love and Understanding* are test-marketed in Harlech this week. *Mr Gilbert and Mr Sullivan Present*, a double album, is tested in Westward this week.

Elvis Presley's *Love Songs* and the two various artists sets *Together and Night Moves* receive national promotion in early November, the London Symphony Orchestra's triple-boxed set *Encore* is on national radio this week and goes national on television from November 26, following the same orchestra's *Rhapsody In Black* which receives the national treatment earlier that month. The K-tel & A&M compilation *Seasons* will be the company's first national campaign in the New Year.

Phonogram's six-week campaign for 10cc's *Greatest Hits* album launched over the weekend, is budgeted at £250,000 for slots on LWT, Granada,

Trident, Stags, Southern and Westward.

CBS is spending £300,000 on *Abba's Greatest Hits Volume 2* with a national television campaign running from November 7 to early December alongside national press advertisements in the *Daily Mirror*, *Daily Mail* and *Daily Star* plus the biggest point-of-sale campaign in the company's history.

WEA has budgeted the same amount purely on television for *Rod Stewart's Greatest Hits Volume One* between November 21 and December 16. In addition, a national radio campaign runs from October 31 alongside an extensive point-of-sale campaign and advertising in national and music press.

Ronco goes national this week with *Rock & Roller Disco* - a various artists album - and November 28 sees the start

RB Airplay bonuses

FROM NEXT week the Airplay Guide Britain's top, computerised breakdown of radio action - is expanded to include these new features:

● The Top 30 chart singles - previously excluded from the Airplay Guide through lack of space - will now be listed each week.

● The Guide is reshaped into a Top 100 - with "airplay chart" placings, movements and new entries - and a list of 40 breakers

● Three more UK stations - BBC Scotland, BBC Wales and Manx - are added

● For the first time the Irish pop music station, RTE2, has its playlist featured



YES IT'S here! Motown general manager, David Hughes, proves to Boots record buyer, Wilf Price, that the new Stevie Wonder LP does exist. Pictured at the EMI product presentation are (left to right) Wilf Price, Chris Evans, tv record buyer, Boots, Bill Rogan, EMI's multiples sales manager, and David Hughes.

of a national campaign for Tommy Steele's *Family Album*.

Warwick has already embarked on national campaigns for Mantovani's *Golden Greats* and Adrian Brett's *Echoes Of Gold*. Soundtrack album *The Bitch* was on ATV, Trident, HTV, Southern and Westward last week and hits London, Granada, Stags, Anglia and Border this week. Warwick is test-marketing O'Connor's *Just For You*, the Bachelors' *25 Golden Greats*, Johnny Ray's *20 Golden Greats*, Guy Mitchell's *20 Golden Greats*, Mary O'Hara's *Tranquility*, and the various artist sets *Rockabilly Dynamite* and *Country Guitar* between now and the middle of November.

EMI has set aside £11 million for four albums to be advertised nationally between now and Christmas. First on the screens will be Diana Ross' *20 Golden Greats* nationally advertised for three weeks from November 5 at a cost of £300,000.

The company will be spending a similar sum on each of three other albums - Manfred Mann's *Semi-Detached Suburban* (three weeks from December 24), the children's compilation *All Aboard*

● Turn to Page 2

WEA bids for Radar - Lauder and Davis to leave

FOLLOWING INDUSTRY speculation about the label's future, WEA last week confirmed that it is negotiating to take full control of Radar Records. Martin Davis, managing director, and Andrew Lauder, head of a&r, who set the company up with WEA finance in November 1977 are both expected to leave when negotiations are complete.

Since its formation, Radar has scored here with Elvis Costello and Nick Lowe and latterly in the US with Bram Tchaikovsky and the Yachts through its licensing deal there with Polydor.

Rumours that Radar has financial problems which have forced WEA into a rescue bid were not confirmed by Davis. However, he agreed that with a new company "you don't get massive profits overnight." "Financial problems have not precipitated the situation that exists at present," he said.

Davis stated that it was possible that he and Lauder would continue to be associated in some new project in the future.

Declining to comment further on what was happening at Radar, Davis said: "It is nothing sinister or disastrous."

Record Business
Disco Forum &
Awards
At The Venue
November 11

A MESSAGE TO YOU
RUDDY
DO THE DOG
IT'S UP TO YOU
NITE KLUB
IT DOESN'T MAKE IT
ALRIGHT
CONCRETE JUNGLE
TOO HOT

MONKEY MAN
(DRAWING OF A)
NEW ERA
BLANK EXPRESSION
STUPID MARRIAGE
TOO MUCH TOO
YOUNG
LITTLE BITCH
YOU'RE WONDERING
NOW



THE ALBUM

COL
TSG001

2
TONE
RECORDS

Marketed by Chrysalis Records

Virgin & Arista score with low price albums

THE TREND towards low-price albums has been given added impetus by the speedy chart impact of Ian Gillan's £3.00 release *Mr. Universe* which entered last week's *RB* Top 60 at number 24. Gillan's achievement follows earlier success for Virgin with £3.99 LPs by The Skids, which made its first entry at 43, and the Ruts which after two weeks hit the Top 20.

A further cut-price album expected to make the charts is Racey's £3.99 album *Smash And Grab* which shipped 35,000 copies on disc and tape.

The Gillan album on the Acrobat label marketed by Arista was pressed as a limited edition of 13,000 copies, largely due to Gillan's willingness to take a reduced royalty and demonstrate his enthusiasm for a project which has revitalised his recording career. It is three years since the ex-Deep Purple lead singer had his last LP released by Polydor. Another £3.00 album lined up for Acrobat release is a live recording by Roger Chapman. Released this week it is being pressed as a limited edition of 10,000 copies.

"In view of the fans' interest in the Gillan band, I think the album would have done well in any event, but there's no doubt the price has helped enormously," commented Arista marketing manager Denis Knowles. "Now we shall be watching with interest to see how it goes on selling when it reverts to full price."

Less satisfactory so far have been the sales of The A's album on Arista's NEW series, designed for new acts. However, Knowles was looking to the act's single plus an appearance on OGGW to boost consumer interest in the album. He indicated that Arista would continue to release material in the NEW series when the right artists were available.

The Ruts' *Le Crack* album has notched sales in the region of 30,000 copies, according to Simon Draper, head of the Virgin label. It will remain at

£6m spend. Continued from P.1.

(three weeks from December 3) and the Motown ballads set *The Last Dance* (three weeks from a date yet to be revealed).

Arista will mount a television campaign for Showaddywaddy's *Crepes and Drapes* during the last two weeks in November in Border, Stags, Trident, Granada and ATV. In those areas the £5 album will be supplied on a 25 per cent dealer margin. Arista is also mounting a major point of sale campaign with large 3D displays installed in main outlets.

Full details of November television albums will be published in next week's *Record Business*.

Despite the return of commercial television K-tel will go ahead with its distribution of 10 million leaflets detailing its Christmas catalogue to homes throughout the country. Starting November 5 K-tel is spending £150,000 on the scheme.

£3.99 until the end of the year. The Skids' *Days In Europa* was priced at £3.99 list pre-release and attracted orders of 27,000 copies. "I don't know whether we shall repeat the exercise next year," commented Draper. "By January the current £4.99 full price album may not seem so high as it does at the moment."

Raul Minnett, RAK label manager at EMI, said that response to the £3.99 list for LPs and tapes of Racey's debut album had resulted in orders for 35,000 pre-release, well in excess of the original target figure. Originally, the album was scheduled for October 5 release but production problems delayed shipment until last weekend. As a result, the low-price offer has been extended to November 30 to allow dealers to place repeats and take advantage of EMI's promotion which begins in mid-November and ties in with the release of a single 'Such A Night', from the LP.



GETTING IN the spirit of the deal, Def Leppard co-manager Frank Stuart-Brown (centre) signs the band's publishing company, Def-Lepp Music, to Marksmen Music. Pictured with him are Tommy Sanderson jr., Marksmen professional manager, and Hedley Leyton (right), Marksmen managing director.

BPI tape move slammed

THE BPI's plans to bring home taping under control have been ridiculed in the official journal of the Law Society, which represents the country's solicitors.

Michael Rubinstein wrote in *Guardian Gazette*: "It seems a few ludicrously conscientious people bother to buy a cheap licence to tape certain material legitimately."

Rubinstein quoted the BPI as saying it would be necessary to bring a prosecution against a private individual as an example, and that there were ways of gaining access to private premises if there was reasonable suspicion that an offence was being committed.

Home taping comes under a section of the 1956 Copyright Act so little known and unenforced that no-one has ever been prosecuted. Rubinstein called it: "A pre-echo of 1984, presumably," he went on: "Certainly this bizarre suggestion of a witch hunt in a police state would encourage the wiping of a tape rather than the gnashing of teeth and

re-recording when the snoopers and cops had moved on to the next street."

"What kind of people does the BPI think its customers and fans are? After all, the lenders of albums for illegal taping are its customers - yet surely guilty as accessories."

The writer pours scorn on the blank tape levy - pointing out its "staggering administration costs" - unless the MCPS and the tax-payer will bear those burdens.

He concludes that the relevant sections of the 1956 Copyright Act, "which even if comprehensible" could not be fairly and generally enforced. He urges that they should be repealed "no matter what crass warnings of industrial problems and sinister threats" are issued by interested parties and replaced by something comprehensible and practical.

Asked to comment on the *Guardian Gazette*'s opinions, BPI director general John Deacon said: "As yet there is nothing I can say about the article at all."

Indie distributors get Faithfull LP after language row

ISLAND RECORDS has turned to seven independent distributors to handle the new Marianne Faithfull album following EMI's refusal to distribute because of objections to the language on a track.

Broken English (MI), released on November 2, will retail at £5 with a dealer price of £2.61 - a dealer margin of 40 per cent. At the same time the cassette price has been slashed to £3.50. Martin Clark, Island managing director, explained "We felt that £3.50 is a realistic price for cassettes. It's also a more attractive price for those who

might otherwise illegally tape the album at home".

EMI is distributing Ms Faithfull's single, 'The Ballad of Lucy Jordan' (WIP 6491) released on November 2. The album will be distributed by Terry Blood Records, Wynd Up, Relay, One Stop, Lugtons, Lifting and S. Gold and Sons.

● Island has reached a new pricing agreement with EMI. Island's albums have been held to £5 since EMI upped its standard rate to £5.69 three months ago. From November 1 Island's albums will go up to £5.29.

Small dealers slam new release policy

RECORD COMPANIES came in for heavy criticism at last week's Birmingham GRRC meeting for allegedly discriminating against small dealers over distribution of new releases.

Retailers claimed that multiples, record chains and large outlets received new product long before the small independents and that little, if any, promotional material was provided by major record companies.

CBS Records was singled out by dealers with claims that the company had extended new releases for as long as three weeks on a number of occasions.

Polydor was attacked for reducing dealer margins - however dealers decided not to adopt the militant approach of Merseyside retailers. And record companies were also accused of "wasting" money on huge advances for new signings. Also discussed was the cost of MTA membership. Some dealers felt that it was unfair that retailers like W.H. Smith and Harlequin were not required to pay for more than ten outlets. The matter will now be raised at the next MTA Council meeting.

Top djs in new industry service

PRODUCER PHILIP Swerne, dj Tony Blackburn and Jim Beech of Pendulum Management are partners in Audio Release, a new company mailing taped excerpts of new releases to 200 djs, journalists and tv producers. Voiceovers on the tapes are being provided by Alan Freeman.

Record companies pay a fee of £30 for a record to be included and Freeman provides all the relevant information in his introductions. On average 20 titles are programmed with about 90 seconds of music being played.

"The idea of Audio Release is to give djs and producers a quick but informed guide to the most interesting new releases which can be played in the car. One of the first records we featured was the Bugles single and that produced a lot of interest. Most companies are now supporting us," Swerne told *Record Business*.

Youle quits Acrobat

CHRIS YOULE, founder of Acrobat Records, quits as managing director of the company last week. Youle declined to explain his reasons for the decision. He will continue to retain an interest in the company as a consultant.

He is succeeded by Geoff Baker, formerly head of promotion and also a director of Acrobat, and David Stewart, previously deputy managing director. They become joint managing directors.

MULLINGS

WHAT WITH threats of legal action in America and **George Harrison's** reported blast against the British production, not to mention some rather lukewarm reviews, anyone would think that *Beatlemania* at the Astoria did the group less than justice. Not true. Whatever the show's failings as a visual experience, in the all-important lookalikesoundalike department the American clones function with uncanny accuracy while attired with painstaking attention to detail. Due to months of rehearsal, their harmonies and individual tonal textures are so faithful to the original that disbelief isn't difficult to suspend. The second half is particularly impressive with the Americans stylishly performing songs which, because of their orchestral accompaniment, the Fabfour never sang on stage. **Tony Kishman's** Paul McCartney, particularly on 'Got To Get You Into My Life' was so uniformly natural that by the time he sang 'Hey Jude' the audience was clapping the opening bars. This writer who is now so old that he can dimly remember seeing the Beatles in concert at Kilburn, thoroughly enjoyed the show and felt that in the absence of the originals this was no bad substitute. He also pondered in a rare moment of cynicism whether Harrison's remarks were occasioned by the total absence of his songs from the show . . .

CARROTTMANIA STRIKES Birmingham – when DJM's favourite son Jasper personally appeared at WHS in the city centre, the four deep queue stretched 100 yards down the street and two double doors were forced off their hinges . . . the case of **Jonathan King vs CBS Pt. II** – after CBS provided sympathetic dealers with bottles of plonk, Ariola responded by providing corkscrews . . . Polydor not making any more friends in the trade by deleting the **Who's** original version of *Quadrophonia* – more popular in some locations than the soundtrack LP . . . **Serge Lama** who is top ze pops in la belle France as well as being ze, 'ow you say, good frien' of **Sophia Loren**, gave his all at his first UK concert at the Albert Hall last week, had swooning French mademoiselles tossing red roses onto the stage and curious foreigners from England wondering why he didn't perform one song in their language. Later he swept into a £30 a head Phonogram do on unpretentious Regine's staff, scoffed his spagbols and departed, possibly at the thought of trying out his slight command of English with all the liggers/beautiful people whom Regine's must have been delighted to see if the attendance in the disco area was anything to go by . . .

ALTHOUGH NOTHING official is being said at present, when the joint Phonogram-Polydor sales force hits the road in January, won't those Polydor margin cuts be restored to bring the two companies' trading terms into line? . . . **Brian Newman** at the MPA looking for volunteers to serve on Eurovision song selection panels – now don't all shout at once . . . incidentally most recent copy of MPA's Part One Orders say that **the British Overseas Trade Board** will be holding a briefing meeting on November 6 which "all who have qualified for the subsidy must attend" – absentees will be sentenced to daily doses of soupe de poissons . . . the **K-tel** compilation *Together* is not a Motown collection as reported – it just features a couple of Motown tracks . . .

MOTOWN PRESSGUY **Keith Bonner** taking over a collection of EMILRD labels including Stax, Fantasy and Chiswick, leaving **Karen Spreadbury** to handle Motown – once she has recovered from a broken ankle . . . formerly in RB's research department, **Jan Martin** has joined the Virgin press office . . . with **Lena Martell**, **Janet Brown** and **Iris Williams** all featured, last week's TOTP had a curiously contemporary atmosphere – while the addition of la Martell's 'One Step At A Time' to page 2 of the Radio-1 playlist looked suspiciously like an afterthought to coincide with her arrival at numero uno . . . one of the hits of this year's Edinburgh Festival, schoolboys' musical *Tin Pan Ali* opens at the Shaftesbury Theatre this week, with Christopher, son of Boots audio chief **Ian Smellie**, playing a small part . . . Mews Music's **Richard Gillington** off to World Popular Song Festival in Tokyo with singer **Kim Clark**, hoping to repeat his success of two years ago with Rags.

THE
FIRST

RAMSEY LEWIS

4 track 12" EP.

£1.49 rrp.

CBS 12-8007

TRACKS:
SPRING HIGH
THAT'S THE WAY OF THE WORLD
TEQUILA MOCKING BIRD
ALL THE WAY (LIVE)

This month sees the long-awaited arrival in England of Ramsey Lewis, one of America's most exciting 'funky-jazz' musicians, appearing with Gladys Knight & The Pips in London in addition to headlining at The Venue on Monday November 5th and the Queensway Hall, Dunstable on Tuesday November 6th.



Stock it and give your customers a souvenir of Ramsey.

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

RECORD BUSINESS

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01-836 9311. Telex No: 262 554

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

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

American Express, sir? Certainly not! Virgin agrees to court ban

VIRGIN RECORDS has agreed to a temporary High Court ban on use of the sleeve or publicity material for the current Sex Pistols single 'The Great Rock 'N' Roll Swindle' which it accuses a reproduction of the American Express credit card.

The action, brought by American Express and alleging infringement of copyright, was heard on October 19 and the ban now stands until the full case is heard. A date has not yet been scheduled.

According to Virgin, it takes with copies of the single in the American Express sleeve are now covered by the ban. Virgin itself was however forced to withdraw 6,000 pressings from its own retail chain.

In a separate action in the High Court on October 19 Bostock Records undertook not to sell or import the Who LP *The Kids Are Alright* pending a full hearing. The action was brought by Polydor, the Who Group Ltd and Pancont rental Production.

Pye seeks new talent via auditions in six cities

IN AN attempt to dig out new talent and expand its R & B Division, Pye Records is to stage a series of auditions in six major cities around the country.

The first will be held at Manchester on November 7 and 8. Local radio stations are asking local bands to submit

tapes to Pye and the best 30 acts will be invited to appear at the auditions.

Pye is currently arranging venues in both Liverpool and Glasgow, with a further three cities to come - each of which will involve the local radio stations in that area.

Merchandising

Motown rolls it out for Stevie

WITH RELEASE of the long-awaited *Stevie Wonder's Journey Through The Secret Life Of Plants* (TMSP 6009) now finally scheduled for November 2, Motown Records has unveiled plans for a massive marketing campaign.

It will take in national press advertising, consumer and trade press advertising - which will all include the Post Office Teleguide number to enable consumers to hear parts of the LP - plus up to 500 window displays.

The second phase of the promotion - which will last for six months - will centre on radio slots, further national press advertising and featured spots in Woolworth's planned television advertising campaign.

MCA RECORDS has mounted a major campaign to back Jimmy Buffett's new album *Volcano* and his new single 'Fins'. The first 100,000 copies of the single are available in special bags - and consumer and trade press advertising has been asked. There will also be a full in-store and window campaign for the LP throughout November.

N. A. Tribute to the late Gracie Fields, M.I Records is releasing a two record set titled *The Gracie Fields Story*. Including all her original hit songs, it will retail for only £9.99. The LP will be a limited edition of only one pressing.

A FULL promotion campaign is scheduled for Sore Throat's new LP *Sooner Than You Think* by Hurricane Records - the label's first release since the licensing deal with EMI Records. It will take in consumer press advertising, in-store displays and a London poster campaign.



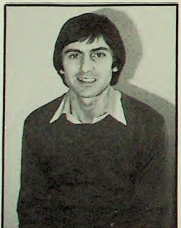
WITH THE current UK Subs LP *Another Kind Of Blues* chalking up Gem Records' first album chart success, record company staff are pictured by a display for the band at Virgin's Marble Arch branch. Left to right: Nick Rosenberg, Gem dealer liaison; Mike Pritchard, Virgin sales buyer; Steve Pulling, manager Virgin Marble Arch; and Clifford Gee, Gem general manager. The display is one of 600 appearing in record shops nationwide.

Liberty/EMI international merger

THE INTERNATIONAL divisions of EMI Records and Liberty/United Records are to be merged. Paul Watts, currently general manager of EMI's international division, is appointed general manager of the merged division and will report to Ramon Lopez, EMI Records managing director. Kick Van Hengel, Liberty/United international manager, now becomes deputy general manager of the merged operation.

Announcing the merger, Leslie Hill, managing director of EMI Music Europe, commented: "The combined strengths of both companies can now be focused on maximum market penetration for artists on the rosters of both companies throughout the world."

Ins & Outs



ROGER DAY, until recently a presenter and head of music at Piccadilly Radio, has joined BRMB Radio. He will be presenting the station's mid-evening show and Sunday morning show.

ANDY KING has joined Magnet Records as a temporary promotion consultant to assist Kim Glover.

DAVID GIBBINS has been appointed director of anti-piracy for IFPI - the International Federation of Phonogram and Videogram Producers. Previously in private practice as a barrister, he succeeds John Hall, who has now taken over as IFPI director general.

GARETH HARRIS has been appointed merchandising manager at RCA Records reporting to John Howes. He was formerly advertising manager at Polydor.

KEITH EVANS, currently credit manager at Pye, is to take over as credit manager of EMI Records from October 29. He was also receivables manager at WEA.

JEFF GILBERT, who resigned as CBS Records' head of promotion a year ago to live in Greece, has rejoined the company as CBS marketing manager. He replaces Jerry Turner who left CBS at the end of September.

Deals

INTERWORLD MUSIC has signed the Middlesbrough band the Stilettoes to a long-term worldwide publishing deal. The Stilettoes are contracted to Ariola and their first single 'This Is The Way' is out this week.

KICKING MULE Records has signed folk guitarists Bert Jansch and Merton Jenkins to worldwide deals. An album is scheduled for recording during November.

NEON MUSIC has signed a worldwide co-publishing agreement with Neat Music, the publishing subsidiary of the Newcastle company run by David Wood which embraces the Impulse label and the Neat and Rubber labels. The deal gives Neon access to a wealth of untopped Geordie talent and is part of Neat MD Brian Oliver's strategy of establishing "talent scouting" bases regionally. Similar deals in Manchester and Coventry areas are in the pipeline.

A NEW music company - Candle Music - has been formed by producer/songwriter Barry Kirsch with the backing of a Swiss conglomerate. It will encompass TV and radio jingles, single and album production and publishing. The business side of the operation is being handled by Jane Harrison. Candle Music is based at 101/103, Baker Street, London W1.

DINSONG HAS signed songwriter Tony Wood to a long-term worldwide deal. The company has also just signed American session drummer Robert Williams, who co-wrote all the songs on the Hugh Cornwell solo LP *Nosferatu*.

TONY ROBERTS Music has signed a worldwide sub-publishing agreement with Belfern Music Publishing Group. Among the artists represented by Belfern is Gerry Rafferty.

ARIOLA RECORDS has formed a production office headed up by John O'Toole who has joined the company as production manager after experience as a&r co-ordinator at Polydor. Maureen Mallick will report to him as production/sales assistant. She was also at Polydor where she spent seven years in the sales office.

CHAPPELL MUSIC has signed a long-term worldwide deal with Ian Gillan's Pussy Music and Clear Air which includes all Gillan's previously written material.

WRITER, PRODUCER and arranger Junior Campbell has signed to a worldwide exclusive deal with April Music.

LIBERTY/UNITED Records has signed London-based band The Vapors. A single titled 'P' (Prisoners '83) is scheduled for release on October 26.

STEVIE WONDER'S

Journey Through

The Secret Life of Plants





SHOWADDYWADDY



"CREPES & DRAPES"

Showaddywaddy's New Album

Includes

"SWEET LITTLE ROCK'N'ROLLER" "TWIST & SHOUT" "SEA CRUISE"

and

The Current Single "A NIGHT AT DADDY GEES" ARIST 314.

Album: ARTV 3, Cassette: ARTVC 3.

The "Crepes & Drapes" Campaign will feature 30 second TV Commercials backed up by Full Colour Window Display pieces and A2 in-store Posters.

ARISTA

FEATURE

are not really after to keep them wondering. It's interesting to see where they end up.

A big advance takes a band right out of its environment. They don't know what they're doing — you change their life and really muck 'em over. We give a graduated advance and put them in touch with good tax advice from day one. So we get the happy situation when royalty time rolls around when you sit down and pay out royalties. Everyone who has made a record with us (bar about three) has come out with a small profit, which shows our advance was right.

How does your relationship with licence deals work out?

We sign worldwide deals, and those people have to put out our release or we can take them elsewhere. I don't like the American sale-or-return system. We have to make the records, give them to CBS and then sell them for them.

Records are far too expensive — they should be four quid. All the majors should sit down together and make that decision.

Our records are £4.79, which is far too high. But we put out a GEI series at reduced prices and found stores selling them at full price, so it wasn't economic. We release 12-discs at single price and subsidise the discs at between one and four pence, but the majors put out so many gimmick records and lost bread on the thinking that the artist will develop into a five album thing — it won't happen that way any more.

If records were four quid you wouldn't have so much of this piracy that people shout and scream about the whole time. It's a realistic price and the dealer essentially should take a lower price. We would take one too. If I can make a profit on a record I'll sell it. I'm into selling records . . . it's a kind of disease.

However, it's much healthier in the UK than in the USA. For ten years I have been preaching that somebody is going to pull the plug out on them and it's happened. Now they have got huge warehouses full of returns they can't afford to accept.

The UK industry didn't fall into that trap. It only takes back five percent. There are all kinds of ways of getting around that. If you coerce a shop into taking a record, you are kind of morally obliged to take it back if it doesn't sell. A lot of bright record companies take back more than five percent because they

“Critics like to think music is some sort of high art form but it's not”



LENE LOVICH: benefited by Radio-1's new attitude

don't want a shop stuffed full of old stock — punters notice these things. You have to make a deal, exchange them for something new and maybe sell the returns in Australia or somewhere.

How is Stiff doing in America?

Things are great there. We haven't sold enormous amounts of records yet, but we have great visibility and we have four artists on tour there before the end of the year. Ian Gomm, of course, is looking good with both single and album.

Will there be another Stiff package tour in the UK this year?

No there won't. I'm not saying there will never be another one, but this year it would be too much. The same format would bore people unless we travelled by submarine or something.

You seem to use up ideas at an astonishing rate.

We just do interesting things. Island had a great poster a few years ago which said “If you don't promote, something happens” and then in small letters underneath it said “nothing”. So if you've got something good — promote it. You've got to be on the case. It's a job of work for most people in the record industry. I don't think a lot of marketing managers would get a job in a small advertising agency. They would have to be too bright. You can be much broader in this business.

However, they are rooting them out. Three years ago I don't think marketing men were catered for before Stiff started. Jake and I had a lot to do with the up-dating of the art departments and marketing managers at record companies. We also did well for the papers because we stimulated a lot of ads and now I find the papers haven't changed enough. They need some new blood, style and bite.

What happens if you run out of style and bite?
Someone else will take over and I'll

become a figurehead. I'm 36 now and I can't see myself at 46 still battering away at walls with my head.

Do you think Stiff will be absorbed by a major?

Not unless we want to be absorbed. We have had a few offers and said ‘join the hell’. You don't fight a system to join it. The reason why things were bad ten years ago, and the reason I got excited about the record biz is the same thing that is mucking it up now. You still have people making ponderous statements about what is essentially a young man's game. It's young punters buying records by young performers who mirror something. Music is a luxury. It's an entertainment at the bottom of it. Critics like to think it's some sort of high art form, but it's not.

You can't just be a money man in this business at this level. Accountants running record labels just don't work.

Is the so-called record industry depression affecting Stiff?

I don't see this depression. We are selling just as many records as before. It's only relative for the rest of the business. If you are supposed to be good at selling records, then maybe your systems are



MADNESS

see Bhaskar Menon or Ramon Lopez and ask him what to do — he won't know. He's just come out of an accounts meeting and he's going into a shareholders meeting. At the most he will have a young daughter who asks him to pick up a Kate Bush album for her on the way home. What they are running is a business and what we are running at Stiff is music.

The future in this business is very short term, so if somebody tells you he has a mainline on what's going to happen in 1981 it's bound to be bullshit. I don't know that the future holds for smaller companies, but I love having them around because they are so quick and tricky and the fastest one will get there one way or another. It's on the cards that a small company can become a big one in the 80s. But although the small people are the future of the business at the moment, a lot of them will have disappeared by 1984.

Will the coming video revolution spell doom for the small indies because of the huge capital investment involved? We'll still be there because it will still be the record business or the disc business

“Accountants running records labels just don't work”

wrong, that's all. Or maybe your acts are too old, which is really a lot of what it's about to be honest. Three years ago we had a big punk uplift and the a&rs men were saying ‘punk — I don't like it, it's noise, it's not musical’ and your a&rs men disappeared overnight, which is how it should be.

Have you any advice for the major companies right now?

I can't offer them any advice except ‘keep on trucking.’ They are too big and they can't change that. They don't understand and they are unlikely to. Big companies buy people, they don't do anything for themselves. Say you have an artist with a problem, so you go and

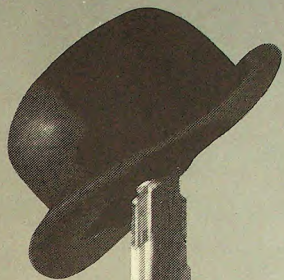
“Big companies buy people, they don't do anything for themselves”

“A big advance takes a band right out of its environment.”

anyway. I really look forward to the day. There are going to be a lot more bright people involved in the backroom and although there will be a bigger investment involved, the profits will be bigger too.

Until that day the record business as we see it lies in quick sharp singles, albums tours — right now. That's what you are dealing with Today's Sound Today . . . that's our motto.

As this reporter left Stiff HQ, he noted young men and women still walking way past 7pm. The lady who answered the phones wasn't engaged in complex manoeuvres with nail polish and the shopfront still exhibited a notable lack of expensive tropical evergreens.



GODLEY/CREME

NEW SINGLE

An Englishman In New York

POSP 80

Dealer Viewpoint by Martin Anscombe

Go-slows and garages

NOT ONLY is EMI on a go-slow, but now I find CBS cannot get Wednesday orders dispatched in time for week-end sales. Particularly galling to find a local garage has been supplied with the new Police cassette by a racking merchant before CBS has filled my extended order for it.

While on about CBS, the Johnny Mathis Appreciation Society has been mentioning his new album *Mathis Is Magic* for some time and there's a CBS ad on the back of a tour-info sheet which gives the number 86103 and a release date of October 5. Perhaps management will get around to telling the order desk.

Interesting to note that RCA won't have Twentieth Century back catalogue until November 1, whereas the previous distributor, Pye, have already withdrawn it. Try getting Barry White's *The Man* cassette (ZCBT 571).

One lucky lady found Lena Martell's chart single in my 25 pence oldies box -

well it was released just two years ago.

Bad Batches: Eagles *The Long Run* - side two surface noise, Three Degrees 'Jump The Gun' 12-inch - severe jump half inch from end on A-side - will Pye tell us that's okay because it's in the title?

NORTHERN Soul specialist, Inferno Records, is to release the single 'Compared To What' by Mr Floods Party, following a deal with Jeffrey Kruger's Bulldog Records. The first 2,000 copies of the single will be pressed in clear vinyl and released in a clear, see-through bag. Also available shortly from Inferno is the label's first compilation album titled *Out On The Floor* and featuring 16 Northern Soul hits.

THE NEXT GRCC meeting will be held on Wednesday, October 31, at The Greyhound, Park Lane, Croydon, commencing at 7.30 p.m. Guest speaker will be WEA Records managing director, John Fruin. The MTAGRR has also now confirmed that Sir Harold Wilson will be guest of honour at next year's awards dinner.

A NEW cash register - the first all electronic machine to be designed and built by a British company - has been put on the market by Chubb Cash Ltd. The Company claims that the new system overcomes the problem of fiddling the till by combining "the most advanced micro-chip technology with maximum cash security".



HMV's OXFORD Street store gets the full mod treatment with a display for Polydor's *Quadrophonia* album.

Wholesale & Import Round-up TIM SMITH

THE POSITION over non-EEC imports has become even more nebulous following the recent breakdown of negotiations between manufacturers and the Record Wholesalers Association.

With another two retailers finding themselves answering High Court actions earlier this month, it now seems that record dealers have little option but to check with record companies before ordering any potentially controversial product.

Meanwhile, the long-awaited High Court case over Portuguese imports between Polydor and Simons, Harlequin and Downtown should be heard within the next month. Simons' solicitors think November 5 is a possible date - otherwise interested parties will have to wait until the end of the month.

Back to business. **Lightning Records** has five new releases on its Old Gold label - The Troggs' 'Wild Thing', Python Lee Jackson's 'In A Broken Dream', Chris Montez' 'Let's Dance', Kitty Lester's 'Love Letters' and 'To Know Him Is To Love Him' by Teddy Bears. All Old Gold titles are now available through Lightning, Spartan and Solomon and Peres (for Northern Ireland and Eire) and not WEA Records.

Lightning also has a good range of special offers immediately available. Among them are Jean Michael Jarre's *Time Oxygene* at £1.85 dealer price, Steve Harley's *Love's A Prima Donna* at £1.25, Rod Stewart's *Collection* at £2.25, *The Story Of Star Wars* at 99 pence, Steely Dan's *Can't Buy A Thrill* at £1.85, Burning Spear's *Man In The Hills* at £1.85 and Genesis' *Nursery Cryme* at £1.45.

Dudley-based one-stop, Graduate Records, has just taken over UK distribution of all the small labels handled by Deadgood Records of Lincoln. All old stock has been purchased by Graduate and is immediately available.

Rock 'n' roll specialist, Superdisc, has now released its new dealer catalogue. Latest import is an album from rockabilly artist Charlie Feathers, on his own label, titled *Charlie Feathers Vol 1 & 2*. Superdisc has also released three EPs on its own Red Hot label - from The Blue Cat Trio, Al Roberts Junior and The South Rebels. Among the labels now handled by Superdisc are Bear Family Records, JSP

Records, Cowboy Carl Records, Red Lightnin' and Alligator Records.

Still with rockability, Sussex importer **Swift Records**, has two new singles in stock - Oscar McLozlie's 'Roll Hot Rod Roll', on Modern Records, and Red Smiley and The Bell-Tones' 'Take A Ride' on Gin Records.

New product on the shelves at London reggae one-stop, **Moko Records**, includes Willie Williams' *Universal Rock*, imported from the US, Marcia Griffith's *Steppin' Out Of Babylon*, on Jamaican import, plus such 12-inch singles as Augustus Pablo's 'Oregon Style', Alton Ellis' 'La La Means I Love You' and Barrington Levy's 'Shine Eye Gal'.

Lyonstone wholesaler, **Golds**, has extended its blank cassette range with TDK and Memorex product now in stock. Also new in is the new Cambria International range of record and cassette cases. In addition, **Golds** has cut the price of its mirror badges from 22 pence and 19 pence to a flat rate of 15 pence.

Imports

Best Selling Disco import albums

1	LOWRELL Lewis	AVI
2	THE WORLD WITHIN Six Hoopern	MCA
3	ONE WAY'S One Way w/ Al Hudson	MCA
4	RISE Hair Again	A&M
5	9 JAZZ LIKE THESE	AtistaGRP
6	LADIES NIGHT	De-Lite Solar
7	Kool And The Gang	De-Lite Solar
8	4 BIG FUN Sharman	De-Lite Solar
9	ONE ON ONE	De-Lite Solar
10	ROY JAMES AND Earl Klugh	Tappan Zee
11	Isaac Hayes And Koolha Jackson	Polydor
12	A SONG FOR THE CHILDREN	US Columbia
13	Lorraine Lison Smith	US Columbia
14	SINGLE JAZZ WANTS YOU	Warner Bros
15	FRANKIE	Polydor
16	EMPHASISED Wayne Henderson	Polydor
17	CLIMBING HIGHER	Elektra
18	KEEP LOW And Lenny White	Ovation
19	Cleveland Eaton	Ovation
20	ONE HEART HOME also Schirin	Tappan Zee
21	WATER SIGN Jeff Lorber Fusion	Quanta
22	THE GOSPEL FOR THE CHILDREN	Phil Int
23	HAVE A BRIGHT Gloria Gaynor	Prokator
24	SO GOOD W/ Little Boob Humphrey	Prokator
25	SO GOOD WE CHANGE	Warner Bros
26	David Ruffe	Warner Bros
27	SPECIAL TREATMENT	Warner Bros
28	Yellow Fever Herbie Mann	Atlantic
29	ROUGH RIDERS Ladies	Solar
30	SCHE AND SLEAZY	Casablanca
31	Village People	Casablanca
32	IN A TEMPER BACK	Prestage
33	DAVID TATUM'S SHENEN	Prestage
34	YVES LAUREN	Prestage
35	TOTALY CONNECTED	Capri
36	2-Connection	Capri
37	DAZZ Kriman Dazz	20th Century
38	BURN Media Moore	Epic

For UK Disco Album and Singles Charts see pages 16, 25 and 27.

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AT THE
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London SW1

on Sunday November 11
from 11.00 am - 6.00 pm
- and later

PROGRAMME

(Co-ordinator; B. Harrigan Display - N. Steffens)

The Future of Disco - where is it going? Will it survive? -
John Perou (American product manager, Polydor); **Morgan Khan** (Disco promotion manager, Pye Records); **John Adams** (Sales director, Roger Squire's); **Tony Prince** (Programme Controller, Radio Luxembourg)

The Disc Jockeys Federation - Is It Worthwhile?

Pat Martin (Birmingham dj); **Chris Hill**; **Theo Loyla** (Chairman DJF); **Tony Holden**

To Speak Or Not To Speak - voiceovers versus segues
Greg James (The Warehouse, Leeds, resident dj, formerly at the Embassy, London); **Steve Maxted** (Personality dj, based in the South East)

When Are You Going To Get Yourself A Real Job, Son?

The possibilities of residencies and radio

Steve Allen (senior presenter UBN); **Ian Rufus** (Programme Controller MCR, Coventry's new ILR station); **Andy Hoffman** (senior dj, Rank Organisation disco circuit)

Open Forum - A wide-ranging question and answer session with disco promotion managers.

Theo Loyla (Polydor), **Greg Lynn** (CBS), **John Waller** (Phonogram), **Tilly Rutherford** (Magnet)

Plus - In concert **TCOJ Band** - Britain's first disco revue unit who recently scored on the Sister Sledge tour

Plus - the latest video clips

Plus - Freebies

The cost - £11.00 (inc VAT) per person. £10.00 per person for block bookings of 25 upwards. Registration fee includes buffet lunch, dinner and entertainment.



To Forum Co-ordinator, Record Business, 13 Langley St, London WC2H 9JG.
Please register me for the Record Business Disco Forum and Awards at the Venue on November 11. I enclose cheque/postal order for £11.

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DJ Association membership

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KOOL AND THE GANG



RECORD BUSINESS

magazine's best-selling disco singles Oct 29

Figures in parentheses represent last week's position (left) weeks on chart (center) and labels/par-mimics (right)

- 1 (1) **DON'T STOP 'TIL YOU GET ENOUGH**
MISHEL JACKSON (10)
Epic EPC 7766 (118)
- 2 (4) **LADIES NIGHT**
KOOL & THE GANG (8)
Mercury MCOOL 7773 (116)
- 3 (2) **OK FRED**
SPOOK DUNDEE (8)
Socore SC 6 (Impress)
- 4 (3) **YOU CAN DO IT**
MILMENSE (19)
ACAPULCO 511 (118)
- 5 (6) **MY FORBIDDEN LOVER**
DICK D (10)
Ampex A11388 (107)
- 6 (7) **GONNA GET ALONG WITHOUT YOU NOW**
YOLA WELLS (8)
KCOOL Music KAMA AND 546 (122)
- 7 (13) **GIMME GIMME GIMME**
REBA (2)
Epic EPC 7914 (118)
- 8 (8) **LET ME KNOW (I HAVE THE RIGHT)**
OLGRIA GAYNOR (4)
Pony Pop STEPS 2 (127)
- 9 (5) **RISE**
THE B-SQUAD (7)
A&W A&W 7466 (100)
- 10 (37) **IT'S A DISCO NIGHT**
Epic EPC 813 EPC 7911 (124)
- 11 (10) **I DON'T WANT TO BE A FREAK**
DYNASTY (8)
Pony Pop STEPS 3 (118)
- 12 (11) **STAR**
BARRY WIND & FRE (5)
CBS 7902
- 13 (14) **SHAKER SONG**
SPINNY OTTA (3)
Mercury MCO 7902 101 (Impress)
- 14 (5) **POINT OF VIEW**
BALAHNDRA COSTA (8)
Pony Pop STEPS 3 (118)
- 15 (19) **DEJA VU**
BALAHNDRA COSTA (8)
- 16 (17) **EXPANSIONS**

- 38 (38) **DANCIN' & PRANCIN'**
SANDY SZOOL 12500L 121 (116)
- 39 (48) **BABY BABA BOOGIE**
MERCURY 8167 844 (8) 316 (125)
BABA BOOGIE
- 40 (31) **THE MUSTLE**
JAN MOORE (8)
H&L H105 982 (8) 428 (116)
- 41 (51) **GHOST DANCER**
ADRIE BROTHERS (2)
Score Brothers K1136L (118)
- 42 (23) **HOW HIGH**
DOING Featuring SANDOL CRICH (8) EMIERE WOTWOT F (128)
- 43 (32) **MOVE IT TO THE MUSIC**
DORIS ZELZEL (8)
Sirewax SIO 1250D 714
- 44 (25) **STREET LIFE**
PHILIP MILLER (8)
MCA MCA1 518 (123)
- 45 (55) **AL CAPONE**
FRANKIE JAMES (8)
Blue Bell BB 0208 334 (184)
- 46 (53) **GET UP & BOOGIE**
WARRIOR Blue Impact 02085 8807 (124)
- 47 (36) **NO ONE GETS THE PRIZE**
DIANA ROSS (8)
Motown TMS 1180 (116)
- 48 (45) **FEEL THE REAL**
DAVE BROWNE (8)
Sirewax SIO 1250D 113 (122)
- 49 (42) **WHEN YOU'RE NUMBER ONE**
JAY M (8)
20th Century TCR 201 241 (122)
- 50 (47) **LOOKING FOR LOVE TONIGHT**
FLORENCE AND THE MILKMAIDS (8)
Epic EPC 7912 (125)
- 51 (43) **IT'S CALLED THE ROCK**
EVAH SWAIN (7)
20th Century TCR 201 242 (125)
- 52 (46) **NOTHING BUT A HOUSEPARTY**
SHONDS COMPANY (7)
- 53 (39) **BREAKFAST IN BED**
JAMES EARL RAY (7)
- 54 (34) **THIS TIME I'VE BEEN**
LINDA JAMES ARTHUR 201 240 (Impress)

" PICKWICK'S new presence in Ireland is totally committed to the substantial increase of the record business in all its aspects. "

MONTY LEWIS

PERSONAL CONTACT backed up with all the accumulated professional expertise which has made it into the UK's largest budget company, will be concentrated in Pickwick's new Irish venture.

The company's decision to begin operations in Ireland and to introduce its provenly successful mass merchandising and rack-jobbing techniques is expected to bring about a significant increase both in sales and awareness of record product from which the country's music industry as a whole will derive benefit. A substantial increase of Irish record sales, currently unofficially estimated at about £10 million a year, is possible over the next five years as Pickwick develops its plan to build the level of budget sales in record stores through existing repertoire and Harp, its new Irish label, as well as open a nationwide network of non-record outlets some of which can also be racked with full-price albums and tapes.

Pickwick Ireland is a subsidiary of Pickwick International UK, which in turn is part of the Minneapolis-based Pickwick International, America's largest wholesaler of records with a turnover of 500 million dollars a year. Pickwick UK was one of the frontrunners years ago in opening up the British budget market. With access to the catalogues of CBS, RCA, Pye and the Polygram companies, it reckons to account for 60 percent of the British budget market. It also has UK representation for Disneyland, the leading children's label, and deals with a number of independents like DJM, through which it was able to release Elton John recordings at budget price for the first time.

After the best part of a year in the planning, Pickwick opened its Irish company under general manager Shay Hennessey, formerly with A&M and Solomon & Peres, in April in a 15,000 sq. ft. warehouse on Dublin's Finglas Industrial Estate with a

staff of eight, which quickly expanded to 20. Since then it has been smoothing out the rough edges and gearing itself to maintain the company's enviable reputation for service and speedy distribution in time to deliver the goods in the pre-Christmas buying season.

Monty Lewis, managing director of Pickwick UK, reckons the company's entry into Ireland is perfectly timed. "There is no shortage of disposable income in Ireland and the signs are of a consumer spending boom. We are not alone in believing this and a number of important retailing groups are likely to follow Tesco into Ireland. British Home Stores is already in Dublin and Marks and Spencer is due to open this year. We will be there, ready to take advantage of any new retailing possibilities which present themselves to us, as well as developing the tremendous potential for new sales that exists already in record stores and retail outlets like supermarkets and department stores."

"By manufacturing in Ireland where possible and by introducing proven mass-merchandising techniques, Pickwick will provide a boost to whole Irish record industry. It is a small market with great potential and if we are as successful as we intend to be then business as a whole could take off."

"I estimate that budget sales in Ireland account for only about 5 percent of the retail market. That is way behind what is happening in the UK. With Harp and our existing repertoire, I believe we can certainly double the budget business in the Republic."

Concern has been expressed that the arrival of Pickwick could lead to dramatic changes in the well-established retail pattern in Ireland. Lewis, however, is at pains to stress that he is anxious to develop new business in Ireland with budget material, while rack-jobbing will be into non-record outlets and is not envisaged as being competitive with

record company distribution into record shops. Any changes that result from Pickwick's arrival will, he feels, be for the better.

"We are not interested in discounting. There is no discounting in Ireland as there is in the UK and we shall be happy if it does not happen. We are in business to give service and make a profit, so we shall be competitive in areas of availability and making the record-buying environment attractive to customers. We want stores to display records to bring in customers, not hide them behind the counter."

"The smart operator will see the way in which we are creating attractive record departments and hopefully will want to compete and sell more records by making his shop more appealing to customers."

"We shall be working on the same basis as we do in the UK - that is to achieve sales by devoting time and care to the outlet and to offer a high degree of service. We do not wish to upset anybody or do anything to hurt the business."

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Willie Richardson VIRGIN EIRE



coming at the end of November - new releases from **MIKE OLDFIELD, SEX PISTOLS**

Vast potential for LPs in Eire

THE SUCCESSFUL record entrepreneur in Ireland is one who has the personal touch and the right contacts in what is essentially a closely-knit community where business and friendship are never very far apart.

For a company like Pickwick International, with no artists of its own to give it ready-made personality and publicity, setting-up in Ireland made finding a man who could combine proven business flair with impeccable grassroots contacts an essential factor in the initial planning.

The choice finally fell on Shay Hennessey whose background with A&M and twice, with Solomon & Peres, latterly as its Dublin general manager, made him uniquely well-equipped to take control having already gained the confidence of the Irish industry and retail trade.

His first involvement with music occurred back in 1967 when he took an office job with the Miami Showband where he functioned as a sort of Mr.

Fixit, looking after the fan club, administration of the office, general promotion and publicity and umpteen other jobs as they presented themselves. After four years with the band he joined Solomon & Peres as a salesman in 1970. Five years later he moved to A&M as its first regional manager, responsible for sales, promotion and stock control, before returning to Solomon & Peres in 1977 as head of the Dublin branch. During his time there, the company acquired distribution of Irish labels Hawk and Release, plus the WEA catalogue to supplement existing representation of Decca and RCA. Other small British labels like Stiff, Logo and Charly all helped to boost turnover before Hennessey moved on to Pickwick as general manager in January this year.

During his time on the road and latterly as an administrator, Hennessey has developed an intimate knowledge of the workings of the retail trade. Indeed, as he reasonably claims: "I reckoned to know all the dealers in the 26 counties - probably still do. Many of them, I am happy to say, became good friends and have remained so. All that began when I was out selling, but later at Solomon & Peres contact was just as strong and because I was involved in all aspects of the company's operations I think I gained a better appreciation of the trade's problem and needs."

Despite the impressive turnover growth which he supervised at Solomon & Peres, Hennessey shares the enthusiasm of his UK chief Monty Lewis that there is vast potential in Ireland for developing sales of records, both in conventional shops and also in non-record outlets like supermarkets and



SHAY HENNESSEY, general manager.

department stores.

"The record business in Ireland has not progressed at the same rate that it has done in other countries. There have been opportunities for expansion, but we have failed to grasp them," he says. Hennessey estimates that it should be possible to bring about a substantial improvement in the number of stores selling records over the next 12 months.

"There are about 450 outlets selling records, of which a minority account for the bulk sales. We shall be looking for high-traffic stores which are prepared to sell a range of records which will merchandise and keep up to date. In this way it is easy to see how the business can be changed and made more aware of records which in turn will increase the frequency of consumer purchase. At the moment there are about three million people in Ireland and they spend on average just over £3 each a year. There has been little increase in the number of records purchased, so we have plenty to aim for."

Top names at £1.99 on Harp

PICKWICK'S ARRIVAL in Ireland is destined to bring about a reappraisal of the potential of budget priced albums, featuring not just established international stars, but equally importantly well-known Irish names.

A key factor in helping to focus consumer attention on the Pickwick range will be the Harp label, designed as a showcase for Irish talent, and due to be introduced in mid-November with an initial release of 18 albums.

The first batch of Harp releases will include albums by Dermot O'Brien, Gloria, Finbar and Eddie Furey, Dubliners, Ray Lynam, Larry Cunningham, Killenora Ceilidh Band, and the Dublin City Ramblers. There will also be a re-release of an album made in 1972 by Mike Murphy, one of the most popular DJs in Ireland who hosts his own tv show in mid-November.

Harp LPs will retail at £1.99 and tapes at £2.49 and it is anticipated that a catalogue of some 30 or so albums will be available by the time the label is officially launched in March next year. To ensure that it has access to the best local repertoire, it concluded exclusive deals with several Irish labels, including Hawk and Release.

"Valuable material is available to us," says Monty Lewis, managing director of Pickwick UK. "The repertoire we are acquiring under licence from major and local companies will enable us to reissue many fine performances which have been virtually forgotten."

"We are confident that we can develop a market for budget-priced Irish product. We have the repertoire and nobody has tackled the packaging or merchandising with our expertise at the retail end."

To ensure that Harp releases give top value, all the albums will be issued in attractive new sleeves with high visual appeal to attract the impulse buyer. These are being designed in-house at Pickwick's London headquarters, while in Dublin Shay Hennessey has utilised his vast knowledge of local repertoire to ensure that only the very best tracks are included on the new LPs. Says Hennessey: "Budget is not taken seriously in Ireland. Thinking has to be changed particularly in highlighting £1.99 albums in the stores, rather than mixing them up with full-price repertoire. We aim to create new sales possibilities and we think Harp with its top Irish names will help us in creating a true sales identity for the whole Pickwick range."

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RELEASE RECORDS

pickwick



RORY GOLDEN, sales manager (right), briefs his sales team (left to right) John Kavanagh, Niall O'Halloran, Dave Darragh, Des Vella and Peter Edwards.

Larger sales team likely

PICKWICK'S ENTRY into Ireland has started off at such a smart pace that the original three-man sales force has already been doubled, with a further increase anticipated by March if current progress is maintained.

His team currently comprises Rory Golden, the area sales manager who also handles key accounts, Niall O'Halloran (Dublin North and North East counties), Des Vella (Dublin South and South East counties), John Kavanagh (Cork and Munster counties), David Darragh (Midlands), and Peter Edwards (West and North West).

"We have a good blend of guys with a mix of retail experience and some alignment with the music industry," says Hennessey. "Those with some experience on the retail trade have been assessing the potential of existing and potential outlets, while

those without first hand record knowledge have been trained the right way - the Pickwick way."

Some 300 accounts, some of them new, are being serviced already and Hennessey estimates that the final figure could be as high as 500, once supermarkets and departments stores are enrolled as record and tape outlets.

Top acts now available

WITH THE formation of an Irish company by Pickwick International, local record buyers will for the first time be able to enjoy total availability of the company's richly endowed budget catalogue of some 300 titles covering a broad MOR spectrum, plus carefully selected classical repertoire.

The list of big names figuring in the Pickwick catalogue is prestigious and impressive. Featured artists include Elton John, Elvis Presley, Jim Reeves, Marty Robbins, Johnny Cash, Andy Williams, Perry Como, Johnny Mathis, Rory Gallagher, Wilson Pickett, Gerry Rafferty and the Nolan Sisters.

Single LPs retail at £1.99 and cassettes at £2.49. The highly successful PLD series of limited edition double albums has a list price of £3.99 for both records and tapes. There are the Disneyland singles, a recent addition to the range and typical of Pickwick's value-for-money policy. Each single offers six tracks, is encased in a colour sleeve, yet sells for a remarkably low 69p. All Pickwick material is supplied on a Sale-or-Exchange arrangement in spinracks holding a predetermined selection of 250 or 500 albums. Tape is merchandised in either a lockable unit or a blister pack dispenser. Both racks hold 144 cassettes chosen from the complete Pickwick range.

Stores are categorised according to size and turnover potential and are stocked accordingly with 250-750 albums and tapes as necessary. Stock will be chosen to reflect local tastes, with Pickwick merchandisers calling with new supplies at least once a month, but weekly or fortnightly to larger accounts.

"We will stock the racks from our range of budget, Harp and full-price albums and because we rate service as high priority we expect our merchandisers to spend time with each account removing slow selling material, putting in new releases and generally catering for individual needs. We are concerned to ensure that stock levels are maintained and in return we expect the outlet to allocate prime selling space to display our records," says general manager Shay Hennessey.

There must be co-operation on both sides. The outlet must be one Pickwick wants and which wants Pickwick."



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K-tel (Irl.) Ltd., 31 Ballsbridge Terrace,
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pickwick



AUSTIN SHAUGHNESSY, designer, checks out some of the Harp budget label sleeves with Pickwick UK director Stephen Lewis (centre) and Shay Hennessey.

the store's requirements. Merchandising is the keynote of the Pickwick service, backed up where possible with attractive eye-catching display material. "We have decided to attack the market by projecting product more strongly than dealers have previously known. They are already excited by the volume achieved in our first four months. The strong appeal for the non-specialist is no risk stock-control since all records are supplied on a sale-or-exchange basis. We have no more than 23 price points, all labels are pre-priced and our system is designed to simplify this highly complex product line to a point where selling records is as uncomplicated as any other lines they stock."

As Lewis stresses: "It all goes back to professionalism in the end. Anybody can sell a concept, but continuity and reliability of deliveries is what gives us the edge."

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HPE 606/HPC 606

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Ladies' Night

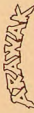
Produced by Eumir Deodato.
Title track also available
as a single.

Ladies' Night 12" Single - KOOL 12
Ladies' Night 7" Single - KOOL 7
Ladies' Night Album - 6372 763



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(12) RIC104

Produced by Dennis Bovell



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YOUR LOVE

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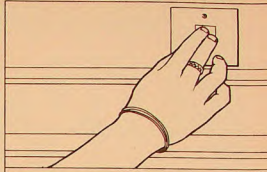
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|---|---|--|---|---|---|--|---|--|--|--|---|--|---|--|--|---|---|---|--|--|--|---|--|---|---|--|---|--|---|--|---|--|---|--|--|---|--|---|---|
| 17 (29) THE ONLY WAY IS UP
Singer: Alvin AARP
DECEMBER | 18 (35) BEY BLUES
DUSTY SPRINGFIELD (D) | 19 (24) DANCING IN OUTER SPACE
THE DAZZ 1, 1 (27) 90 | 20 (20) SO MUCH TROUBLE IN THE WORLD
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FRANKIE 1 (7) | 24 (30) THERE'S A REASON
H. TERPSON (1) | 25 (27) GROOVE ME
WEA 1 (9) 11 (9) | 26 (18) SING A HAPPY SONG
QUINN
DISCOTHEQUE (1) | 27 (29) INTRO DISCO
TAMMO JONES 1 (27) | 28 STILL
COMMODORES (1) | 29 (22) CAN'T LIVE WITHOUT YOUR LOVE
POPAY STEPS 4 (107) | 30 (40) DON'T LET GO
ISMAE INVER (1) | 31 WE GOT THE FUNK
TUBO IMPACT 7 (45) | 32 (21) JUMP THE GUN
THREE DEGREES (1) | 33 (28) SAIL ON
COMMODORES (1) | 34 (19) DIM ALL THE LIGHTS
DONNA SUMNER (9) | 35 (41) THE RIVER DRIVE
PIPER BERNARD (1) | 36 (33) SEX Y CREAM
FRANCY FTY-15TC 18 (139) | 37 JEALOUSY
AMI STEWART (1) | 38 (59) IF YOU WEREN'T AFRAID
DORIS ROSS (D) | 39 (-) DON'T YOU FEEL MY LOVE
TA, TR 1 (54) | 40 (66) OO IT IN THE DARK
SNAWBAZZ (1) | 41 (-) SNAPSHOT
DELORES HALL (1) | 42 (52) DOIN' THE DOG
CREWE D DCOON (1) | 43 (58) SWISS MISS
PATRICK JONES (1) | 44 (74) SWEET TALK
MURPHY (1) | 45 EVERBODY GET UP
RIP, 1 (100) (1) | | | | | | | | | | | |
| 35 THE GREATEST LOVE
REMI MALE (1) | 36 DON'T LOOK BACK
MELVIN TAYLOR (15) | 37 (-) (NOT JUST) KNEE DEEP
HUNKLE (1) (7) | 38 (50) HANDS DOWN
TENCH COMPTON (1) | 39 (-) HANDS DOWN
BLUE SWY 796-13 796 | 40 (60) FIND MY WAY
CANDICE CALCANAL 18 (134) | 41 (67) REACHIN' OUT (FOR YOUR LOVE)
LEE ANDERSON (12) | 42 (49) CARMEL
JOE SAMPLE (2) | 43 (63) THE EVE OF THE WAR
CBS 779-12 7791 (127) | 44 (44) GONE, GONE, GONE
JAY MADDIX (1) | 45 (72) BETWEEN YOU BABY & ME
DURLEY & TUNCA (1) | 46 (61) DANCIN' LADY
BELL SUMMERS (7) | 47 (59) IF YOU WEREN'T AFRAID
DORIS ROSS (D) | 48 (-) DON'T YOU FEEL MY LOVE
TA, TR 1 (54) | 49 (66) OO IT IN THE DARK
SNAWBAZZ (1) | 50 (-) SNAPSHOT
DELORES HALL (1) | 51 (52) DOIN' THE DOG
CREWE D DCOON (1) | 52 (58) SWISS MISS
PATRICK JONES (1) | 53 (74) SWEET TALK
MURPHY (1) | 54 EVERBODY GET UP
RIP, 1 (100) (1) | 55 THE GREATEST LOVE
REMI MALE (1) | 56 DON'T LOOK BACK
MELVIN TAYLOR (15) | 57 (-) (NOT JUST) KNEE DEEP
HUNKLE (1) (7) | 58 (50) HANDS DOWN
TENCH COMPTON (1) | 59 (-) HANDS DOWN
BLUE SWY 796-13 796 | 60 (60) FIND MY WAY
CANDICE CALCANAL 18 (134) | 61 (67) REACHIN' OUT (FOR YOUR LOVE)
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JOE SAMPLE (2) | 63 (63) THE EVE OF THE WAR
CBS 779-12 7791 (127) | 64 (44) GONE, GONE, GONE
JAY MADDIX (1) | 65 (72) BETWEEN YOU BABY & ME
DURLEY & TUNCA (1) | 66 (61) DANCIN' LADY
BELL SUMMERS (7) | 67 (59) IF YOU WEREN'T AFRAID
DORIS ROSS (D) | 68 (-) DON'T YOU FEEL MY LOVE
TA, TR 1 (54) | 69 (66) OO IT IN THE DARK
SNAWBAZZ (1) | 70 (-) SNAPSHOT
DELORES HALL (1) | 71 (52) DOIN' THE DOG
CREWE D DCOON (1) | 72 (58) SWISS MISS
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Disco Dealer

BARRY LAZELL

THE SEASON of regional disco breakouts continues. The latest hot item in shops in London and the home counties is 'Dancing In Outer Space' by Atmosfer, which is on the Elite label. Elite is another small, home-grown outfit along the lines of Hit House (source of Adrenalin's 'Feel The Real') and the Hudson People's hit of earlier this year) and as such has prompted a few enquiries to RB from dealers away from the metropolis, eager to find the distributor. Well, whispers are of a major label deal in the offing for Atmosfer, but in the meantime whilst the better-known one-steps and distributors don't seem to be carrying the Elite offering at the moment, it is being wholesaled by the major disco outlet All Ears, of London NW10. A call to 01-965 6041 should expedite dealer enquiries.

THE NEW Village People album is around in several shops on import, marginally in front of Phonogram's UK release, though if dealer comments to RB are a guide, reaction to the music thereon seems rather lukewarm - particular criticism being directed towards the rehashed live material on one half of the double set, and the effectiveness (or not) of the group's new lead singer on the fresh material of the other half. If the 'Sleazy' single is a smash (by no means

a certainty in the current climate) the album will obviously see some spinoff action - otherwise, one to perhaps be stocked with care.

ALSO on album - champions of 'The Rap' in black music (currently being celebrated via the Sugarhill Gang import smash) must be Isaac Hayes and Millie Jackson, both of whom have some classic examples of this fascinating sub-genre to their credit. Their first album as a duo, appropriately titled *Royal Rappin's*, should therefore be worth noting; it's just out in the States (and selling strongly on RB's import chart) and is due here early in November. Hayes' solo *Don't Let Go*, meanwhile, is receiving the strongest reaction for some time to any of his product, both as an album and a single 12-inch.

OTHER US albums new at the importers and selling well are Melba Moore's *Burn*, *Totally Connected* from T-Connection, *Yellow Fever* by Herbie Mann, *Lalo Schifrin's No One Home*, *Lakeside's Rough Riders*, and *Days Like These* by Jay Hoggard. The latter item comes from the AristaGRP stable, home of Tom Browne's Browne Sugar import smash of recent memory, and it is already proving a good seller to jazz-orientated hip DJs.

JOE SAMPLE'S 'Carmel', long popu-

12" UK Albums

Best-selling Disco 12-inch Singles

- 1 LADIES NIGHT Kool & The Gang Mercury
- 2 YOU CAN DO IT The Partners MCA
- 3 RAPPER'S DELIGHT Sugar Hill import Scope
- 4 OK FRED ENO (DUNKY ROCK DON'T STOP) Epic
- 5 ISAY BOBBERS Epic
- 6 DANCING IN OUTER SPACE Elite
- 7 MY FORBIDDEN LOVER Chic
- 8 GONNA GET ALONG WITH YOU NOW Anica Hanna
- 9 I DON'T WANT TO BE A FREAK Dyrasth
- 10 SHAKER SONGS Salsa Patlo
- 11 DEJA VU Paulinho Da Costa
- 12 LET ME KNOW IF I HAVE A RIGHT! Poydor
- 13 EXPANSIONS Lonnie Liston Smith AAM
- 14 RISE Herb Alpert
- 15 THERE'S A REASON Hi-Tension
- 16 POINT OF VIEW Matumbo
- 17 WE GOT THE FUNK Positive Force
- 18 INTO DISCO Discotheque
- 19 THE RIVER DRIVE Jupiter Beyond Azo import
- 20 CAN'T LIVE WITHOUT YOUR LOVE Tomko Jones
- 21 DON'T LET GO Isaac Hayes
- 22 SLEAZY Village People
- 23 DANCIN' AND PRANCIN' Candido
- 24 MOVE IT TO THE MUSIC Gonzalez
- 25 BARRY BLUE Duquy Springfield
- 26 BOOGIE GAG BAND Mercury
- 27 SWEET CREAM Slick Fantasy
- 28 HOW HIGH COGNAC Electric Hill
- 29 THE HUSTLE Van McCoy
- 30 I'LL SHOW YOUR FUNKY STUFF Fatouma

Best-selling Disco Albums

- 1 OFF THE WALL Michael Jackson Epic
- 2 MIGHTY MOCK Compadres MCA
- 3 OCEANS OF FANTASY Atlantic/MCA
- 4 I AM Earth, Wind & Fire Atlantic
- 5 SURVIVAL Bob Marley Infinity
- 6 SPYRO GYRA Spyro Gyra Infinity
- 7 THE BEST DISCO ALBUM IN THE WORLD Various WEA
- 8 STREET LIFE Crusaders WEA
- 9 CUBA Gibson Brothers Atlantic
- 10 TEDDY Teddy Pendergast Infinity
- 11 MORNING DANCE Spyro Gyra Infinity
- 12 BAD GIRL Gina Summer Castallano
- 13 WE ARE FAMILY Sister Sledge Atlantic
- 14 DON'T LET GO Isaac Hayes Poydor
- 15 BROWNE SUGAR Tom Browne Anica
- 16 HAPPY PEOPLE Floating Cities Patlo
- 17 WINNER TAKES ALL Islay Bobbers Epic
- 18 I'VE GOT THE FUNK Positive Force MCA
- 19 HEARTBEAT Curtis Mayfield RSO/Curtom
- 20 A MOMENT'S PLEASURE Michael Jackson Sony
- 21 I AM ANA ROSA Various Whitfield
- 22 RAINBOW CONNECTION Various CBS
- 23 LUCKY SEVEN Bob Taylor Tappan Zee CBS
- 24 E-M-C The Master Musicians Epic
- 25 I WANNA PLAY FOR YOU Various PVA
- 26 POWERPLAY 206 Various CBS
- 27 THE BEST OF EARTH, WIND & FIRE CBS
- 28 STAY FRESH Aki & Simpson Warner Bros

lar on the album of the same title, seems finally to have gotten itself distributed around the country, some weeks after its official release date. Presumably delays in the 12-inch pressing have caused the holdup, since the disc has suddenly arrived in most shops in both large and small formats,

making a healthy disco chart debut as a result. Meanwhile, good authority has it that Sample's Crusaders staminate Six Hooper will have his 'Gordon Bleu', currently *The Hot* track on the much-improved *The World Within* album, released as a UK 12-inch imminently.

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Silver advance sales for Papal album

ON ADVANCE sales alone the historic *Visit of Pope John Paul II to Ireland 1979* album issued on the Outlet Archive series has gone silver. The one-hour album has captured the Pope's major statements during his three-day visit. Cardinal O'Flaherty has written the sleeve notes. Apart from the major statements, the album also includes some of the music during the visit, and the sound of St. Patrick's Bell which was last rung in 1932. Already several U.S. firms have contacted Billy McBurney of Outlet Records seeking the album for American release. Despite competition from RTE which has released its own album via Polygram, and will issue a video recording in December, it seems that it is the Archive series which is currently enjoying public attention.

AUTUMN SOUNDS: Few changes are made in the new Downtown programme schedule. Former RTE-2 presenter Raymond Maxwell has joined to host *Late Line* while Laurance John has left to emigrate to the States. The station has cut back its country music show from five nights a week, to two with Big T taking over as host. Ivan Martin hopes to give local talent more opportunity on his new 'Making Tracks' programme.

Meanwhile BBC TV announce that Radio Ulster presenter Paul Clark and 7-year-old student Caron Keating will introduce their new rock series 'Green Rock', which will be recorded and screened during November and December. Artists taking part are Horslips, Undertones, Bronco, Starjets, Light and Stage B. Caron is the daughter of BBC-TV director Don



Outlet's Billy McBurney with Papal album

Irish news

Keating and UVF presenter Gloria Hunniford, this will be a first major TV series for her and producer Tony Keane.

CHANGES ALL ROUND: Dennis Milligan, managing director of Pilgrim Records, reports that the firm is moving to new premises at 380 Belmont Road, Belfast. The company's name will be changed to Marshalls Records early in the New Year. Pilgrim has just issued two new albums recorded in Nashville. They are *One More Valley* from Rev. William McCrea, and *Nashville Album* from Mary McGee and Genesis, two of the label's best selling names.

BIG TOM LIVE: *Big Tom & The Travellers At The London Irish Festival* is the title of the latest album issued by Denver Records. The album produced by Johnny McCauley was recorded live at the London Irish Festival last July with an audience of 70,000. The album is introduced by Colin Turner of B.B.C., and contains 14 tracks.

VIDEO

Video TRADEX—where was the disc?

AN EXHAUSTIVE day at the Video Tradex exhibition produced many more unanswered questions than had in an industry as explosive, yet volatile, as video. The disc? It just wasn't there. Anywhere. At the Philips stand, talk was aggressively of its new VCR 2020, to be launched in the UK next spring, after test-marketing in West Germany and Holland.

Certainly the VCR 2020 is an impressive new system. Picture quality is outstanding—though not as superb as the disc—and with potential stereo capability and an impressive range of features built in, the 2020 looks set fair to capture a valid slice of tomorrow's video market. Particularly attractive for off-air recording enthusiasts is the fact that the cassette will play for up to four hours on two sides, i.e. eight hours in all. The microworld mechanics (that is, the part of the system that matters) can be supplied independently to other manufacturers, which Philips hopes will sway today's incompatibility battle—in its favour. Now the logic of the recently-

Apollo free shows plan runs into MU opposition

PLANS BY Glasgow's massive Apollo Theatre to stage free concerts on Saturday mornings featuring local bands have run into trouble with the local branch of the Musicians' Union.

The Union is unhappy that groups will be unpaid. It wants to see all performers paid the basic MU rate of £9 per gig per musician.

Apollo manager Bob Savile told *Record Business* that although he intended to pursue the idea his line of approach would now have to be changed.

Savile has yet to reply formally to Jack Jenkins, MU Scottish District Organiser, but Jenkins said that without further detail his branch committee would have to reject the principle of the venture.

"The Apollo is part of the rock scene", he said. "It makes money and should be prepared to put money back into the profession. Under our rates, we would only be asking for £36 for a four piece band."

The Apollo has not been singled out by the 1250-member Glasgow MU branch, for the organisation also intends to issue letters to the city's live music pub asking for an undertaking that they will provide the minimum rates and conditions.

Jenkins added that if the Apollo went ahead with their project without union approval, he would investigate the withdrawal of other MU members from the theatre.

Savile may run the Saturday morning project as a talent contest with a grand final after a few weeks. So far 47 bands have applied to play, but

it is unlikely the project will happen until early next year.

Savile said even without paying the acts, the theatre would have to spend nearly £2000 per Saturday on security, lighting, heating and a PA rig. "There's no way we'll ever make money on this—we're not even looking for publicity. It's being done to help rock music in Scotland."

Ironically perhaps the Scottish branches of the MU are promoting their own rock gigs, in an attempt to give the music a more community credibility.

Around 12 of the union's 23 Scottish branches will support the contest to find the country's best emerging rock band. The contest is open to any outfits who are MU members and for the Glasgow heat popular outfits such as Sneaky Pete and Revolver have already put their names down.

Foley promo trip

EMERGING AMERICAN singer Eileen Foley and Cleveland recording rock band. The contest is open to any outfits who are MU members and for the Glasgow heat popular outfits such as Sneaky Pete and Revolver have already put their names down.

Her new album *Nightout* has just been released in Britain by CMS Records with a single, 'What's A Matter Baby', released as a taster.

While in Scotland the singer talked to newspapers as well as visiting Radio Clyde for an interview with DJ Paul Coia. At Radio Forth she talked to Chris John for the station's late night rock show and also went to BBC Radio Scotland for a *Night Beat* shot.

Top10

Figures in brackets refer to National Chart (placing)

- 1 (2) WELCOME JOHN PAUL II
Jim Tobin — CMR
- 2 (3) VIVA IL PAPA Castriona
Walsby — Release
- 3 4 ONE DAY AT A Time
Gloria — Release
- 4 3 11 LIMERICK YOU'RE A
LADY Denis Allen —
Release
- 5 — 17 CAROLAN'S WELCOME
Chieftains — Bladdagh
- 6 7 18 DO YOU WANT YOUR OLD
LOBBY WASHED DOWN
Brendan Shine — Play
- 7 10 23 BOOGIE ON UP Sunshine —
Release
- 8 8 25 YOU NEVER HEARD
ANYTHING LIKE IT
Freshmen — Release
- 9 5 27 SUMMERTIME BLUES
Daddy Cool — Release
- 10 0 — 30 RARE OLD TIMES Danny
Don — Release

Courtesy IFPI Ireland

announced exchange of patents between Philips and Sony, becomes clearer. Not only are the two disc systems nearly compatible, spokesman Roger Woods says Philips will not be producing Betamax cassettes.

Philips has great faith in the 2020, and declares it to be "the system of the future". Fine words butter no parsnips, and until the consumer agrees, and flocks to pay out £650 for yet another incompatible system, however splendid, renting video remains the wisest option.

At Rainbow Video's stand, Lee Seaman proudly showed a Millenay Grant video promo on the Mitsubishi VS500B big-screen system. As always, visual quality was marvellous on this machine, and impact knockout.

This new dimension of enjoyment is set for rapid take-off as soon as intelligent marketing can make it affordable for a wide public. Which is why another machine on Rainbow Video's stand is well worth the home video viewer's consideration; the Mitsubishi HS200Q tri-

ple standard video player retails at £595 before VAT, and even PA SECAM and NTSC. Which means that the best can be enjoyed from all over the world.

The disc? A year ago, everyone was talking their heads off about it, organising seminars about it. At Tradex, it was simply nowhere to be seen. Not a murmur. Roger Woods of Philips says that much of the importance of the company's patent exchange with Sony lies in the potential compatibility of their two disc formats. Discs can be instantly pressed, don't need real-time duplication, give wonderful pictures and (when it works) scintillating stereo. Discs are the promised banquet of spring '81. Strange therefore that at the one event where people who eat, breathe and sleep video get together to play a vibrant future, nothing was being displayed. Can something have gone wrong with the disc? Well—unhappily stories filtering from impeccable US sources suggest that all may not be well in the wake of the test market experiment. Watch this space. CHARLES ROBINSON



NEW SINGLE

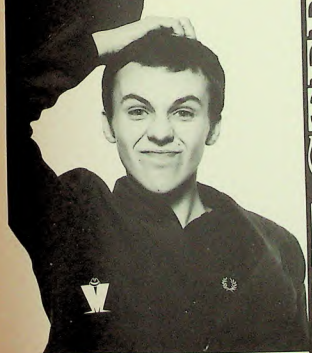
"ONE STEP BEYOND" - CITY 54
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- OCT FRI 26 NORWICH
- OCT SAT 27 BIRFIELD
- OCT SUN 28 WEST BROMWICH
- OCT MON 29 BIRMINGHAM
- OCT TUE 30 BIRMINGHAM
- NOV 1 WED 1 BIRMINGHAM
- NOV 2 THUR 2 BIRMINGHAM
- NOV 3 FRI 3 BIRMINGHAM
- NOV 4 SAT 4 BIRMINGHAM
- NOV 5 SUN 5 BIRMINGHAM
- NOV 6 MON 6 BIRMINGHAM
- NOV 7 TUE 7 BIRMINGHAM
- NOV 8 WED 8 BIRMINGHAM
- NOV 9 THUR 9 BIRMINGHAM
- NOV 10 FRI 10 BIRMINGHAM
- NOV 11 SAT 11 BIRMINGHAM
- NOV 12 SUN 12 BIRMINGHAM
- NOV 13 MON 13 BIRMINGHAM
- NOV 14 TUE 14 BIRMINGHAM

CLASSICAL

Rarities from Berg and Janacek this month

WHO RARITIES have appeared this month as if to refute the criticism that the major companies simply go on repeating the standard operatic repertoire, or so generously presented in the catalogue. (Why, the critics ask, are two more versions of *La Bohème* on the way from Phonogram and EMI when there are already half a dozen attractive ones to choose from? The answer, of course, is that they are sure to sell.)

Polydor states the honours with its

Galway to peak again?

NEXT MONTH should see James Galway back at the top of the classical charts once again. His new album, recorded during his last Far East tour in the RCA Victor studios in Tokyo, bears the self-explanatory title *James Galway Plays Songs from Japan* (RCA RL 2523).

Three TV spots will provide excellent promotion. An hour-long film called *Galway in Japan* is to be shown on BBC2 on November 4, featuring some of the music from the album.

The 16 tracks on the new album are arrangements of Japanese melodies of the present century by composers who were strongly influenced by Western harmonic instruments, so the music won't sound odd to our ears. Most are played by Galway with lush backing by the Tokyo String Orchestra conducted by Hiroyuki Iwaki.

RCA is confident that one of the numbers, 'Song of the Seashore', will enjoy huge sales, so this will be issued as a single in December. And to tie in with promotion of the album, Galway's autobiography, first published last year, will come out in paperback from Coronet Books in November.

recording of Alban Berg's *Lulu* in its full three-act form. This opera was left unfinished at Berg's death, and his widow refused to let anyone complete its orchestration. The Viennese composer Friedrich Cerha set about the work in secret, and had almost finished it when Helen Berg dies in 1977.

Lulu has been performed all over the world, and recorded by Decca, in its two-act form, but the complete version was not staged until February of this year, conducted by Pierre Boulez at the Paris Opéra. This production was seen on British TV, and the recording was begun after the premiere. It now appears in a handsome box set (Deutsche Grammophon 2740 213, Four LPs) with almost a couple of changes in the original Paris cast.

Although it might sometimes make tough going for the more conservative operagoer, *Lulu* is undoubtedly one of the major landmarks in 20th-century music, so Polydor deserves every credit for getting out this recording so promptly. Boulez is the obvious conductor to work the work, and he exercises a vivid response from the Paris Opéra Orchestra and a cast which includes three British singers, Yvonne Minton, Jane Manning and Robert Tear.

We can take a bit of national pride in the fact that Charles Mackerras is the conductor of Janacek's *The Makropulos Case* with Swedish soprano Elisabeth Söderström in the star role and an otherwise all-Czech cast, the Vienna State Opera Chorus and Philharmonic Orchestra (Decca D144D2, two-LP set). This opera had been recorded before, by Supraphon in the 1960s, but the new version is the winner on all counts.

The Welsh National Opera, incidentally, will be bringing its production of *The Makropulos Case* to London's Dominion Theatre on December 11, with Söderström in the main role.

TOP 10

1. DONIZETTI DA CAMERA. VARIOUS ARTISTS (DONIZETTI RECORDED EDITIONS DS 001)
2. ROYAL OPERA HOUSE. COVENT GARDEN. HISTORIC RECORDINGS. VARIOUS ARTISTS (HMV RLS 742)
3. ROSSINI: OTELLO. SOLOISTS. ANTONIO DI PIETRO. PHILHARMONIC ORCHESTRA LOPEZ-COBOS (PHILIPS 0769 028)
4. JORDI CARRERAS SINGS SPANISH SONGS (PHE PS 9500 649)
5. MOZART: CLARINET CONCERTO 2 LONDON PHILHARMONIC BOWMEAL (WORLD RECORDS SBH 54)
6. MOZART: CLARINET SHOWPIECES LONDON PHILHARMONIC BOWMEAL (WORLD RECORDS SBH 518)
7. MOZART: CLARINET QUINLET. CHARLES DRAPER. LENER STRING QUARTET (WORLD RECORDS SBH 518)
8. MOZART: IDOMENEO HIGHLIGHTS. GLENDBOURNE FESTIVAL. CAS & BARNES. CHORUS OF GLENDBOURNE SH 294
9. STRAUSS: SYMPHONIES 14. CHICAGO SYMPHONY ORCHESTRA SOLT (DECCA D1514)
10. HUMPERDING: HANSEL AND GRETEL. SOLOISTS. COLOGNE OPERA CHILDREN'S CHORUS. PHILHARMONIC ORCHESTRA PRITZHARDT (CBS 79217)

(Courtesy of the Gramophone Exchange, London W1)

NEW ALBUMS

The Record Business 5-Star Album Guide

- ★★★★ CHART BUSTER - platinum album
 - ★★★★ HOT - major album with silver or gold potential
 - ★★★★ UP-AND-COMING - strong release from established act or expected breakthrough
 - ★★★ STEADY - worthwhile album, usually with crossover potential or simply new and hopeful
 - ★★ STRICTLY LIMITED - specialist market sales only
 - ★ Single likely to boost album sales
- AMI STEWART PARADISE BIRD (Atlantic/Hansa) K 50673 K45673 W
(5.00) (5.00) ★★ Disappointing quarter's second WEA album features 'Jalousy' single. Possible TV exposure
- ARETHA FRANKLIN LA DIVA (A&M) K 50637 W
(5.00) (5.00) ★★ Excellent production by Van McCoy before his death. Single 'Ladies Only' released Oct 19
- BELLA LONCHERS TWO AND ONLY (Warner/Curb) W 63347 W
(5.00) (5.00) ★★ Soft country/disco duet barrel from Top 10 single but no success will depend on 'Two and Only' (released Oct 26)
- ELVIS PRESLEY ELVIS - LOVE SONGS (K-Tel) W 1062 N 2062 G
(5.00) (5.00) ★★ Three-week national top 10 compilation starts Dec 5
- EMERSON LAKE & PALMER LIVE (Atlantic) W K50624 K50626 W
(5.00) (5.00) ★★ Recorded at Olympia Stadium Montreal with 65-piece orchestra
- FUNKADEMIC! AMI WANTS YOU (Warner Bros) K 56712 W
(5.00) (5.00) ★★ New release from George Clinton's funk stable will depend on single's success for promotion
- GILBERT & SULLIVAN FANTASY ORCHESTRA MR GILBERT & MR SULLIVAN ENTERTAIN (K-Tel) W 1062 N 2052 G
(5.99) (5.99) ★★ Westward tv best begins Oct 29 for double 'greatest hits' package of songs
- HARRY CHAPIN LEGENDS OF THE LOST AND FOUND (Elektra) W K62026 W
(5.00) (5.00) ★★ Double LP of previously unrecorded tracks
- HARRY JAMES & HIS ORCHESTRA 1934-64 (Decca) W HMP 5052 S
(5.00) (5.00) ★★
- HARRY NILSSON HARRY AND... (K-Tel) W 1062 N 2050 G
(5.00) (5.00) ★★ 'Greatest' compilation begins three-week tv run-out Oct 29 (solo)
- HEADBOYS HEADBOYS (IRS) W R55 13 F
(5.00) (5.00) ★★ Trade and pop press ads, special press pack and dealer display material back this debut
- HERB ALPERT LIVE (A&M) W AMLH 64790 CA 64790 C
(4.78) (4.78) ★★ Success of rebarbating US album will depend on durability of US No. 1 single
- JEREMY SPENCER BAND LIVE (Atlantic) W K50624 W
(5.00) (5.00) ★★ Debut UK album. Chatterbox MAC founder-member playing rock/disco with Mac-style contemporary rock
- JIMMY LUNDEN THE SOUND OF LOVE (Gem) W GEMPL 101 GEMK 101 R
(4.99) (4.99) ★★ Black music press campaign enhanced by NME/AM, avid music streamers and lots of radio
- JUKK BAND DRAGGON POWER (Sals) W SATL 4014 W
(5.00) (5.00) ★★ Debut album. Bruce Lee tribute minor disco hit in 1977
- JOHNNY MATHIS MATHIS MATS (CBS) W CBS 86103 48-06-03 C
(5.29) (5.29) ★★ National press, posters and single 'One-Not One The One You Love'
- JOLLY BROTHERS CONSCIOUSNESS (UA/Ballic) W UAG 30261 E
(5.00) (5.00) ★★ Excellent press, radio, posters. Contains 'Conscious Man' and upcoming single 'You've Got To Leave Him'
- JUNIOR WALKER BAREFIST BOOGIE (Whitfield) W K56668 W
(5.00) (5.00) ★★ First WHA album is first for two years from former Motown act
- LANDSCAPE MUSIC (IRS) W PL 25248 PK 25248 R
(4.99) (4.99) ★★ Debut album from bank emarking on college/cult UK Oct 27 - Nov 30 Single 'Agnostic'
- LONDON SYMPHONY ORCHESTRA ENCORE (K-Tel) W 1062 N 2055 G
(5.00) (5.00) ★★ Best of classic greats. National tv campaign, terrific
- MADNESS ONE STEP BEYOND (Sire) W SEEZ 17 C
(5.00) (5.00) ★★ Limited 1000 copies. In E 99 for longer 2 tone act with Top 20 single 'My Girl'
- MAGNUM MOUNTAIN (Bell) W JELP 222 JELTA 222 C
(5.00) (5.00) ★★ Birmingham band made small chart impact with last LP. Budget price hit
- MANUELA YOUNG WITH BLUE OYSTER CULT W W067 5064 W067 U
(4.99) (5.00) ★★ National tv campaign
- MICKY JAGGER GUNSLANGERS (Chrysalis) W CHY 1261 ZCHR 1261 F
(4.00) (4.48) ★★ Former Stiff Southend legend will attract hard-core sales fuelled by major pop press
- MILLIE JACKSON & SAAC HAYES ROYAL HAPPIERS (Polydor) W 2480 5114 3151 F
(5.00) (5.00) ★★ Top 10 disco impact. LP from the king and queen of soul rap
- MOODY BLUES OUT OF THIS WORLD (K-Tel) W 1062 N 2051 G
(5.25) (5.25) ★★ Top 10 disco impact. LP featuring compilation with national tv campaign under way
- PAUL ANKA HEADLINES (IRCA) W PL 13828 PK 13828 R
(5.00) (5.00) ★★ New studio album
- PIPER MOLEN'S GUN TIME IS THE KEY (Arava) W SPART 1105 T-CART 1105 F
(5.00) (5.00) ★★ Jazz/funk from former Cong percussionist. In-store moties available
- POP GROUP Europe but no UK plans W SPART 1107 F
(5.00) (5.00) ★★ September Whistle Test appearance
- REVA CHAPIN AMI (A&M) W K50637 W
(5.00) (5.00) ★★ Village-jazz-funk-jazz from Italian Orchestra
- ROD STAMM ★★ New studio album may gain traction on 'One Fine Day' single W BCDT 11 RODT 4 1 W
(4.99) (4.99) ★★ £300,000 tv campaign plus blanket radio push in early November and some radio action. Pic-steered 12 single may boost
- ROGUE WOULD YOU LET YOUR DAUGHTER (A&M) W ARL 5028 ZCARL 5028 A
(4.80) (4.80) ★★ Debut A&M LP for former Epic band backed by regional press ads, 2000 copies
- SHARLAW BIRD (Soul) W UAG 30479 F 13479 R
(5.00) (5.00) ★★ What/oul from the late stable as Dynasty. Premiered 12 single
- SHIRLEY BASSEY WOULD YOU FORGIVE YOUR LOVE (A&M) W UAG 30282 CK 30282 E
(4.99) (4.80) ★★ Hit songs from her BBC 6 series added on major tv run in November. Shop for 14 new tunes
- SHOAWADY WREPPES AND DRAPES (Arava) W ARTV 3 ARTVC 3 F
(5.00) (5.00) ★★ Second Shreddy tv album played on ATV/Tribune/Grange/STAGS in 1979
- SOUND OF MUSIC (Polygram) W K56751 W
(5.00) (5.00) ★★ Michael Palin-produced soundtrack from Python film funded by George Harrison
- SPECIAL JAZZ (A&M) W GEMPL 100 ZCULL 1000 L
(4.78) (4.78) ★★ Costello-produced debut from leaders of midland ska revival
- STEVE GARDNER WOULD YOU LET YOUR DAUGHTER (A&M) W UAG 30282 CK 30282 E
(5.00) (5.00) ★★ Solo from Yes-man Atlantic
- STIX HOOPER THE WORLD WITHIN (MCA) W MCG 4506 MCGC 4506 E
(4.99) (4.99) ★★ No. 1 disco impact from Crusaders drummer backed by heavy pop and black music press campaigns and 12 pic-steered single 'Cordon Blue'. Motile. Add photo
- TOMMY STAMP FAMILY ALBUM (RCA) W RTL 2041 RTL4C 2041 D
(4.99) (4.99) ★★ National tv campaign from Nov 28
- VARIOUS 10CORDER (Tel) W 1062 N 2053 G
(5.25) (5.25) ★★ 18-track pop/MOR compilation follow-up to Emotions began in 1979
- VARIOUS LOVE AND UNDERSTANDING (K-Tel) W 1062 N 2065 G
(5.00) (5.00) ★★ 10-MO classics (Hamper, Three Degrees, Wonder, Ross, Halliwell etc)
- VARIOUS NIGHT MOVIES ★★ 10-MO classics (Hamper, Bennett, Cole, Aznarab et al) tests in MTV, G (5.00) (5.00) ★★
- VARIOUS ROCK AND ROLLER (RCA) W RTL 2040 RTL4C 2040 D
(4.99) (4.99) ★★ Ronco chart package (Flits, Buggles, Dollar etc)

A-P: By One Step; C-B: Decca; D-Ronco; E-F: Phonogram; G-K-Tel; H: Lightning; J: Multiple Sound; K-Creole; G-N: Lightbulb; M: Sals; M-Enterprise; O: President; P-F: Funnec; Q-Rough; Trade; R-RCA; S-Scepter; U-Warlock; W-WEA; Z-Rivast

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never so fast as not to
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