

RECORD BUSINESS

WITH
RADIO WEEK

Singles chart, 6-7; Album chart, 25; Airplay guide, 22-23; New singles, 26; New albums, 10; Disco, 11; Wholesaling Special, 12-20.

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50p

Concern over 'Moodyes' ad

BPI SOLICITORS will be taking a close look at a tv commercial for Memorex blank tape cassettes which features a Moody Blues-soundalike performance of 'Nights In White Satin'.

"The existence of the commercial has been brought to our attention by a number of BPI members. No decision has yet been made as to what action we can take, if any," said BPI director general John Deacon.

However, to an industry increasingly sensitive to the growth of home-taping, the Memorex commercial will be regarded as yet another example of the indifference of blank tape and audio equipment manufacturers to a problem which in the short-term seems to have no simple answer.

The fact that it is not the Moody Blues signing their most famous recording seems to have escaped Memorex itself, for a spokesman made no attempt to deny that it was the Moody Blues signing at the end of a commercial which states: 'Recording on Memorex makes the music come alive.'

He denied that the commercial could be construed as encouraging home-taping of recorded music, but admitted that research figures had proved that about 96 percent of all Memorex blanks sold to the public were used to tape records.

He pointed out that after objections from the IBA to the original form of the commercial, the completed version had been approved as being both legal and conforming with good advertising practice.

Essex music chief David Platz who administers Tyle Music, which owns the 'Nights In White Satin' copyright, said he was surprised when he saw the commercial. He had licensed use of the music, for which a "quite heavy" synchronisation fee had been paid, but



VIRGIN CHAIRMAN, Richard Branson, employs his much publicised lovable charm to clinch the signing of Holly and The Italians to a long-term, worldwide protection deal. Left to right: Mark Henry, Jeremy Lascelles, Virgin A&R, Holly Vincent, Branson and Steve Young.

had not expected to hear the finished product sounding like the Moody Blues. "Had I known this beforehand, I would have warned them that what they were doing was dangerous," said Platz. He thought that the soundalike version may have come about as a result of a recent agreement between the MU and the BPI which bans the use of commercially recorded music in advertising.

Pye awaits new name in April shake-up

IT NOW seems almost certain that Pye Records will be renamed Precision Records and Tapes (PRT) when its logo agreement with the electronics firm Pye of Cambridge expires on April 1.

There is no official confirmation of the change of name because the new trademark has still to be cleared in a number of territories.

But internal developments over the last few months do give a fairly clear indication of what is likely to be the new Pye set-up. PRT is expected to be the new corporate name covering pressing and distribution, but there will not be a PRT label.

All current Pye product will probably be split between four different labels - Blueprint, Calibre, Piccadilly and, it is anticipated, Precision. Each of the labels will have its own separate identity.

Blueprint was launched last year and already includes such artists as The

Crooks and The Fabulous Poodles on its roster. It will continue to specialise in rock acts. Calibre was set-up at the beginning of February as an R&B label with initial releases from Tony Rallo and Stop.

The third label is Piccadilly, which achieved considerable success for Pye during the 1960s with such artists as Joe Brown and Clinton Ford. It was officially relaunched last week as the company's mor label.

First release will be the Max Bygraves single 'The Kite' (7P158), due out on February 29. A number of other Pye artists, including Lena Martell, are expected to switch to the Piccadilly label in the near future.

It is believed that Precision will be the other label under the reorganisation. It will concentrate on pop. Full details of the new-look Pye Records are expected to be announced within the next three weeks.

Chandler gives RCA Six of the Best

IN THE belief that the standard album and single formats are a thing of the past, Chas Chandler is to put his Barn label into cold storage to concentrate exclusively on a new range of 12-inch 45s called 'Six Of The Best.'

Barn's entire roster of artists will appear on the Six Of The Best label in future, recording six-track 12-inch 45s to retail at £1.49. The first will be by En Route (cat no SUPER 45 1) sporting 'Wasting My Time', 'I've Got That Feeling', 'I Want To Talk To You', 'The French Way', 'It Don't Make You

A Woman' and 'Liar'.

The new label will be pressed and distributed by RCA under a recently-negotiated agreement. The discs will appear in simple paper sleeves carrying a Six Of The Best Logo. The first release will be on February 22 with a Slide super 45 to follow and other artists at fortnightly intervals.

Confident that he will be able to maintain the £1.49 price tag indefinitely, Chandler told RB: "This new idea spells the end of Barn because I

wanted a new name for the super 45s that would be synonymous with the product.

"The idea is to give buyers six titles to choose from. I have always thought the single was a restrictive medium while the album has become too expensive. Both of them are out of date in my opinion."

Chandler has decided not to feature any particular track on the 12-inchers, but leave it to radio stations to play their favourites.

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Heavy tv for Matt Munro hits

FOLLOWING LARGE-SCALE research, EMI is going ahead with heavy tv support for a 20-track Matt Munro greatest hits collection entitled *Heartbreakers* (EMTV 23) released on February 29.

In an initial £120,000 tv and point of sale spend, EMI is launching the campaign in the ATV, Granada and Trident areas between March 3-23. If this proves successful, the 45-second spots will roll out nationwide with an additional £200,000 budget. Other advertisements will utilise 15-second and 20-second formats.

A clever commercial has been produced featuring the famed *Classical World* by Munro in a picture bag featuring pandas to coincide with the album. The album will retail at the normal £5.29 tv album dealer terms, with a TC cassette configuration also available although no cartridge is planned.

Capitol Records is releasing 'Born Free' c/w 'We're Going To Change The World' by Munro in a picture bag featuring pandas to coincide with the EMTV spot. The album will retail at the normal £5.29 tv album dealer terms, with a TC cassette configuration also available although no cartridge is planned.

CBS reduces cassettes to LP price, plus 5% returns

FROM APRIL 1, CBS is reducing the prices of its cassettes by 20p to bring them into line with album prices. The company is also extending the five percent returns allowance to tapes.

Classical distribution co.

A NEW distribution company which will concentrate on specialist classical product has been set up by MDC. It will be known as Parnote Distribution and is based at 47 Chalton Street, London NW1.

In addition to such labels as Harmonia Munde, Pearl, Abbey, Albany, Italia and Desmar, the company has clinched a deal with Original Records for limited distribution of the cult album *The Hitch-Hiker's Guide To The Galaxy*, which has already sold over 15,000 units.

Parnote will have four salesmen on the road plus a small telephone sales department. It will run its own delivery vans in the London area, with Courier Express covering the rest of the country. Alan Goulden, Parnote managing director, told *Record Business*: "Many small dealers are neglected by the major companies and we felt there was a gap to fill with specialised product from small labels.



THE EVER-smiling Snips, rock vocalist and follower of fashion, has been signed to MAM Records. In amongst the clocks pictured above are (left to right): Joy Nichols, MAM international manager; Geoffrey Everitt, MAM managing director; Snips, manager Del Taylor and Dominic de Souza Pernes, MAM a&r manager.

Shop rents up 18% last year

SHOP RENTALS shot up by an average of 18 percent in the six months between May and November last year, according to a recently published report by the Investors Chronicle. The increase was far greater than in office or industrial rents.

However the report is optimistic about the next two years. It states that this rate of increase is unlikely to continue and that taking into account inflation shop rents may decline in real terms during 1981.

Dealer margins will remain unchanged.

"We believe these changes will give the dealer more incentive to stock and sell tape," commented marketing director Peter Robinson. "It will enable the retail trade to get as near as possible to equalising price-off messages on both LPs and tapes and make price merchandising more effective." (For full details, see CBS Conference report p.4.)

DJM is also bringing its cassette prices into line with albums and retaining the 35 percent margin on tape. A price rise on April 1 will affect only discs.

Deals

CHARLY MUSIC has acquired the European rights to the complete catalogue of US labels Jewel, Paula and Ronn plus European rights to sections of the Allen Toussaint catalogue. Charly has also obtained UK and Irish rights to the complete catalogue of the R&B label Vee-Jay.

A Deal has been concluded between Poplar and Hammer Records for release on February 15 of a single titled 'Dancin' Man' (HS 305) by Jo-Jo Laine, wife of Wings guitarist Denny Laine.

Six weeks tv for Rose Royce

A MASSIVE six-week tv campaign to back *Rose Royce Greatest Hits* (RRTV 1) kicks off on February 27, and WEA is bolstering the push with a fortnight of breakfast time radio commercials.

The 14-track album features 'Car Wash', 'Love Don't Live Here Anymore' and the current 'Is It Love That You're After'.

Yorkshire and the North East get first bite of the cherry for three weeks from February 25. April 2 sees the rest of the network covered by a further three week campaign, after which WEA estimates 90 percent of UK homes will have seen the commercial for three times.

The radio spots will be heard on Capital, Trent, City, Clyde, Forth, Thames Valley, BRMB, Piccadilly, Pennine, Tees and Orwell, and full scale merchandising back-up is being sent out to stores. Rose Royce embark on a tour to coincide.

Our Price buys Cloud 7 shops

OUR PRICE Records has purchased the Cloud 7 specialist retail chain bringing its overall strength up to 17 outlets in the London area.

Cloud 7 has branches in Putney, Wimbledon, Hounslow and St Albans. All four will be turned into Our Price shops within the next month. Existing Cloud 7 staff will be offered jobs with Our Price, although new managers will be appointed.

Mike Isaacs, Our Price director, refused to comment on the reasons behind Cloud 7's sell-out or reveal the sum paid for the four outlets. Cloud 7 was also unwilling to comment on the deal.

BPI wins damages on SNF imports

THE BPI obtained £750 damages against a company that was buying imported *Saturday Night Fever* counterfeit cassettes and distributing them to London retail outlets including Selfridges and Lightning Records, in the High Court last week.

The firm is Harris and Goldring Ltd., of Edgware Road, London, which is also being asked to pay the costs of the action, brought by Polydor Records.

Also in the High Court last week was Sadguru Gaitonde, trading as Duplicassettes who, agreed to pay £750 damages to the BPI. He was discovered last year operating an illicit tape duplication service from his home at Compton Road, Winchmore Hill, London.



Moon to Severn

GRAHAM MOON, former marketing manager with DJM Records, has been appointed managing director of Severn sound, the new IJR station due to come on air in November covering the Gloucestershire and Cheltenham areas.

Moon, who has no previous broadcasting experience, told *RB* that he felt his marketing and media backgrounds would be instrumental in his securing the job. "We aim to be aggressive in our sales and marketing approach and the board felt the station needed somebody who could talk to marketing men in their own language," said Moon.

Severn sound will be based in Ye Olde Talbot Inn, a former Gloucester coaching inn, which has lain empty for some years and is being completely refurbished. Moon envisages the station being Top 40 in its musical approach, but his immediate priority is to start recruiting staff, including a programme controller.

Creole oldies

CREOLE'S COMPLETE catalogue of oldies, comprising about 200 titles, has been offered to juke box operators to select specially compiled singles with tracks most suitable to individual locations.

Tony Coussins, Creole md, said the idea had been well received and 20 special couplings had been ordered, with an average of 5,000 copies of each. The bulk of the business had been placed with the Music Hire Group.

Among the records chosen, with either original or re-recorded material, are 'Nutrocker'/'Bumble Boogie' by B. Bumble, 'Let's Twist Again'/'Pony Time' by Chubby Checker, 'Yakety Yak'/'Poison Ivy' by the Coasters and 'How Do You Do It'/'I Like It' by Gerry and the Pacemakers.

Ins & Outs

KEITH ASPDEN has been made a director of Island Music as part of a general re-structuring of the company's creative department. He was previously creative manager. Jane Summerville becomes Aspden's personal assistant, while Clive Black, son of lyricist Don Black, joins Island Music as professional assistant. The new department reports to Island Music managing director Peter Cornish.

MULLINGS

WHEN YOU pick up a deal to supply 2,000 sets of the Koran in Arabic and English, each on 54 cassettes, for the United Arab Emirates to give away as presents to non-Arab Muslim VIPs, then there has to be a story worth telling somewhere. And so it proved with **John Deacon** of Conifer Records, the man whose contacts with the Arab music world brought him the assignment from the Islamic Cultural Centre in Sharjah. A few years ago Deacon was having a drink in the Cairo Hilton with an Arab friend who introduced him to Denys Johnson-Davies, an English barrister who was dealing with an American Muslim who had offered to handle the Koran recording for a modest £1 million. Deacon, when he recovered from the shock, offered to do the same job at a rather more reasonable cost. He was in due course summoned to Sharjah where he sat around the table for a week while negotiations with the American were discontinued, but he left with the deal. It took three weeks to record the Arabic section at EMI's Athens studio and as long again for LeGai Eaton, senior advisor to the Regent's Park Mosque, to read the English interpretation – direct translation is not allowed.

Then followed a mammoth job of editing to put the Arabic and English sections in sequence, followed by the design and manufacture of suitably prestigious door-cover packaging with simulated leather and goldblock lettering on each slip case. The set will include Allen and Unwin's Book Of The Koran which itself retails at £17, and Deacon reckons that if the set ever becomes available for retail sale in this country it will cost not less than £150. He is, naturally, hoping that the Islamic Cultural Centre in Sharjah which sponsored the project, will find so many recipients for such a magnificent gift that a repeat order will arrive at his West Drayton office before too long . . .

FRUSTRATING FOR MCA chief **Roy Featherstone** to see all the buzz going on with Polydor's album of the new **Andrew Lloyd Webber** meisterwerk *Tell Me On A Sunday*. MCA of course had first *JC Superstar* and then *Evita* from the prolific Webber and was all set to continue the successful association with 'Sunday' – but inexplicably MCA in America was not interested and Webber smartly took his wares over the Pond . . . incidentally, we noted in the *Daily Mail* that reuniting *Evita*, **Elaine Paige** is talking about forming a rock band and going on the road – is this wise? . . . expect news shortly of a British-based label comeback by **Larry Ural**, former boss of Bell and Private Stock . . . with 'Crazy Little Thing Called Love', **Queen** hovering on the brink of a chart-topper in the States, while **Gary Numan's** 'Cars' and **Pretenders'** 'Brass In Pocket' look set to repeat their British successes over there . . . the word is out on London heavy metal three-piece *Angel Witch* with Atlantic, Stiff and Virgin reportedly in line for their signatures . . . **Cher** due in the UK at the end of April, but somehow we can't see her exactly in her element at a Hammersmith Odeon gig . . .

MULLINGS MAN Of The Year and then concurrent features in the Sunday Telegraph and the Sunday Times – where will it end for personable Richard Branson? The Virgin supreme was rated the second wealthiest music industry person – after Paul McC (and a few others we could think of) and is expressing an interest in entering politics, but wasn't sure with which party . . . **Shadows'** *String Of Hits* album goes platinum . . . on BBC 2 on February 22, *Billboard's* European mainman **Mike Hennessey** interviews Newport Jazz Festival creator **George Wein** . . . publicist **Keith Altham** in Epsom General Hospital with a broken leg sustained while playing football – earlier in the season he broke a brace of ribs . . . **Tony Coussins** of Creole predicting that this year the label will tv promote two albums, one of which may be by Fleetwood Mac founder **Peter Green** . . . **Jeffrey Kruger** makes an appearance in the latest edition of *International Who's Who Of Intellectuals*, which prompted a comment from quietly-spoken Steve Gold, manager of War and BS&T; "How can he be an intellectual – he doesn't even drink!" . . .

Here's one stupid girl worth listening to



Ellen Foley Her new single 'Stupid Girl'

A dynamic version of the Jagger/Richard Classic.
Impeccably performed by ex-Meat Loaf vocalist Ellen Foley.

Ellen Live
At 'The Venue' LONDON
February 21st and 22nd

Ellen Foley

Single: Stupid Girl EPC 8122
Album: Night Out EPC 83718
Cassette: EPC 40 83718

Spice

LEWIS

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RECORD BUSINESS

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CBS to offer some tapes cheaper than LPs

CBS IS taking a positive step to combat the growth in home-taping activity by making pre-recorded cassette terms more attractive to the retail trade and backing its initiative with a full-scale promotion campaign next month. It has also introduced security measures to prevent counterfeiting.

"We are feeling bullish about cassettes - they could be a big growth area," managing director David Betheridge told the company's salesmen at the half-year conference at London Heathrow Hotel. He announced plans to introduce five percent returns on cassettes, a move which will be widely welcomed by the trade, to bring tape and album prices into line and then go one stage further to test the appeal of the pre-recorded article by offering certain rock and pop titles at up to £1 less than the LP equivalent. Cassette versions of 12-ins singles are under consideration.

To make organised counterfeiting and piracy of CBS tapes a less simple operation, the company will be introducing inlay cards carrying intricate "bank note" design over which will be printed the song titles, plus a daffodil design stamped on to the cassette casing.

With 1979 having been CBS' most successful year in both turnover and profits, Betheridge said the company was looking forward to "a rosy 1980, despite the black clouds on the horizon."

TV promotion and a further drive on the mid-price market will feature strongly in the company's most immediate promotions, as well as the *Spring In The Country* campaign on 16 top country albums (28 Feb 11).

On test in Anglia is *The First Ladies Of Country* with Crystal Gale, Tammy Wynette, Lynn Anderson, Billie Jo Spears and Dolly Parton, while a Johnny Mathis LP *Tears And Laughter* is on trial in the Westward area. A bonus item of tv exposure will be Cadbury's £750,000 six-month media campaign to promote its *Conan* line of chocolates. A tv commercial, presently being screened in the Southern area, and due to go national features as the *Contrast* theme a selection of Shostakovich's Piano Concerto No. 2. CBS has made

this the focus of a mid-price collection of familiar tv themes entitled *Contrast*. Cadbury has bought 11,000 copies of the LP for its own use as a dealer loader incentive.

Jet sales manager Ray Cooper disclosed the label's continuing commitment to Heavy Metal, with a double single retailing at a one-single price from Magnum, a £2.99 compilation entitled *Metalurg*, showcasing tracks from Quartz, Widomaker Magnum and Bernice Torne. Recently signed to Jet are Ozzie Osbourne ex-Black Sabbath who will have an album out in the Spring, and former Thin Lizzy guitarist Gary Moore, now recording in Los Angeles and due to tour the UK in April.

Tony Cousins, md of Creole disclosed plans for a second Peter Green album *Little Dreamer*, on the PVK label due for heavy media promotion, and likely to be backed with a film about the former Fleetwood Mac guitarist to be screened on OGWTV. Following a successful seasonal promotion of three-track singles in the Blast From The Past series, Creole is putting out a 20-track sampler *Black Soul*, retailing at £3.99, with original versions or re-recordings of classics by Martha Reeves, Sam and Dave, Bob and Earl, Gladys Knight and the Chiffons among others.

For DJM, sales manager Martin Paine mentioned Elton John's *Lady Samantha* album of catalogue material retailing at £2.99 and a new LP *Studio Sweethearts* from Slaughter And The Dogs. This will be out in March to coincide with a 20-date tour beginning in Manchester. Pre-release orders will be stickered with a £3.99 price tag.

Les Tomlin, sales manager of Warwick, reported on forthcoming albums from the Boppers, a Swedish group, Gallagher & Lytle, a Brenda Lee hits album and *Going Steady*, the soundtrack from the sequel to *Lemon Popickle*, which contained a variety of vintage rock'n'roll material. Due for tv promotion around Easter time will be *Country Number One*, a 22-track compilation by Don Gibson, while Warwick's country music repertoire will also feature in catalogue advertising in late-March.

Other CBS country releases for the Spring period include albums from Moe Bandy, Bobby Bare and Johnny Cash, whose *Religion* LP. The *Trunk* LP of Gospel songs will be co-advertised on IRL stations with local dealers. Janie Fricke's third LP *From The Heart* will be complemented with a visit to the Country Music Festival and TV shows.

CBS is bombarding the student market with 50,000 flimsy samplers of Tim Reidwick's new album with the NUS and will be reinforcing this with mass access advertising and local radio guitar workshops hosted by Reidwick.

Other CBS LPs included Jacques



WHEN THERE'S an opportunity to secure some over-the-top publicity, idiosyncratic Aussie singer Duffo never misses a trick. He is pictured with blow-up doll performing a track from his PVK album *The Disappearing Boy* at the CBS sales conference.

Robinson: tv still important

TV ADVERTISING will continue to play an important part in CBS's marketing strategy, confirmed the company's marketing director Peter Robinson at the Heathrow Hotel on Friday.

"We will be increasing our use of tv in an experimental way, and there will be limited tv support for general releases from time to time," he said.

But he reminded delegates that CBS had about a dozen superlatively American acts who regularly sell platinum in the USA but miss out on similar British success.

"This year we have albums from Dan Fogelberg, Teddy Pendergrass, Willie Nelson and Aerosmith. One by one we can crack these acts - it is all down to hard work."

"Through good work from the sales and promotion teams we are close to a gold album with the Nolans - and a lot more cheaply than another company managed with the same group. We need more effort like this," he concluded.

Big prize in M 45 contest

MCA RECORDS is to run a unique consumer competition in association with British Airways to tie in with release of the new M single 'That's The Way The Money Goes' (MCA 570) on February 22.

A limited edition of 30,000 copies of the single will carry details of the competition. 500 of these will include the statement "It's a winner, it's your lucky day". All discs will be shrink-wrapped and anyone purchasing one of the special 500 copies will be able to enter the competition.

First prize will be seven days in New York for two, and the record dealer selling the winning single will be presented with a gold disc by MCA, which will also be supplying major accounts with leaflets and posters.

Merchandising

STARTING ON February 17, Stiff Records is distributing leaflets to 31,000 homes in the South London areas of Sutton and Croydon offering £2 off Wreckless Eric's new double album *Big It* on February 22.

Leaflet recipients will be able to take it to Bonaparte's shops in Bromley and Croydon to buy the album at £2.99 - an extra £1 off the £3.99 introductory offer on the first 10,000 copies.

Stiff is hoping to extend its dealer involvement in specific areas of the country as much as it can in the future.

LIBERTY UNITED Records has lined up campaigns for the new Gerry Rafferty single 'Bring It All Home' (BP 340), released on February 29, and the new J. Geils Band album *Love Stinks*, out on February 22. Both will be backed by consumer press advertising and in-store displays.

THE FIRST 15,000 copies of the new Rachel Sweet album *Protect The Innocent* will retail at the special price of £3.99 before reverting to the usual price of £4.99. A single 'Fools Gold' (BUY 67), taken from the album, has also been released by Stiff Records.

New Joel LP spearheads CBS Spring campaigns

ALTHOUGH BILLY Joel's *Glasshouse* album is the biggest CBS release of the forthcoming few months, with its two-stage campaign featuring radio, public transport and press advertising, other big pushes are planned for Willie Nelson, Johnny Cash, Psychedelic Furs and Tim Renwick.

Presenting a film clip from *The Electric Horseman* - Willie Nelson's first acting role - new product manager Greg Lynn noted the major campaigns going on around the release of the movie coupled with the March 7 scheduled 'My Heroes Have Always Been Cowboys' single.

Louissier's first self-penned work *Pulsions*, the debut offering from new signing Jules and the Polar Bears, Nina Hagen's second album, and the single 'Computer Games' from Mi Sex, an Australian outfit.

The Psychedelic Furs kick off their assault on the UK market with a single 'Sister Europe' and follow up with a £3.99 limited edition album and a similar long term price tag on the cassette version. After 15,000 copies the album sleeve colour scheme changes.

From Epic and Associated Labels comes the new Dan Fogelberg LP *Phoenix* packaged in a gatefold sleeve at

£4.99. The single 'Longer' is picking up airplay.

John Cooper Clarke is lining up *Snag Crackle and Pop*, his forthcoming LP, for late March or early April. The first 20,000 come in an unusual 'top pocket' sleeve containing a free copy of the Manchester poet's book *The John Cooper Clarke Directory*.

One of the biggest poster campaigns ever undertaken by EPA will be built around the Beach Boys *Keeping The Summer In Us* LP. It will also be advertised in the music consumer press and there is a possible UK tour under consideration.

Coming your way soon!

The new single from

Hall & Oates

WAIT FOR ME PB 1747

Taken from the album 'X-Static'
LP-PL 13494. Cassette PK 13494



The new single from

Tomita

RAVEL'S BOLERO

12" - RC 9498, 7" - RB 9498

Ravel's Bolero is featured in the
film '10'. Now on general release **RCA**

The new single from

Nazareth

HOLIDAY TOP 50

Taken from the album 'Malice in Wonderland'
LP-TOPS 126. Cassette TTOPS 126



ORDER FROM: RCA LIMITED.

LYNG LANE, WEST BROMWICH, WEST MIDLANDS B70 7ST.

TELEPHONE: 021-525 3000

RCA

THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

SALES RATING
100 = Strong No. 1 Sales

AIRPLAY RATING
100% = Maximum radio play plus BBCL's Top Of The Pop

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

Action Of The Week



KENNY ROGERS

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Label/Cat. No	D	Dealer Use	
★ 1	2	5	68	89	COWARD OF THE COUNTY KENNY ROGERS	UNITED ARTISTS UP 614	E
2	1	5	56	63	THE SPECIAL A.K.A. LIVE! (EP) SPECIALS	○ 2 TONE CHS TT 7	F
★ 3	8	5	36	29	CAPTAIN BEAKY KEITH MICHELL WITH CAPTAIN BEAKY & HIS BAND	POLYDOR POSP 106	F
★ 4	12	5	36	58	AND THE BEAT GOES ON WHISPERS	SOLAR SO 12-1	R
★ 5	7	5	36	74	SOMEONE'S LOOKING AT YOU BOOMTOWN RATS	ENSGN ENY 34/3412	F
6	3	10	36	37	I'M IN THE MOOD FOR DANCING NOLANS	○ EPIC EPC 8068	C
★ 7	17	3	33	81	ROCK WITH YOU MICHAEL JACKSON	EPIC EPC 8206	C
★ 8	25	3	27	79	CARRIE CLIFF RICHARD	EMI 5006	E
9	10	3	27	74	SAVE ME QUEEN	EMI 5022	E
★ 10	34	3	26	64	SO GOOD TO BE BACK HOME AGAIN TOURISTS	LOGO TOUR 1	R
★ 11	15	9	25	86	I HEAR YOU NOW JON & VANGELIS	POLYDOR POSP 96	F
12	5	12	25	29	IT'S DIFFERENT FOR GIRLS JOE JACKSON	○ A&M AMS 7493	C
★ 13	33	2	25	57	I CAN'T STAND UP FOR FALLING DOWN ELVIS COSTELLO	F-BEAT XX 1	W
14	4	7	25	58	MY GIRL MADNESS	○ STIFF BUY/BUYIT 62	C
15	6	10	24	72	BABE STYX	○ A&M AMS 7489	C
16	9	13	22	55	THREE MINUTE HERO THE SELECTER	2 TONE TT8	F
★ 17	20	5	21	72	BABY I LOVE YOU RAMONES	SIRE SIR 4031	W
18	11	9	21	54	7 TEEN REGENTS	RIALTO TREB 111	A
19	16	6	21	74	LIVING BY NUMBERS NEW MUSIK	GTO GT 261	C
★ 20	30	5	17	42	RIDERS IN THE SKY SHADOWS	EMI 5027	E
21	21	6	17	45	UNDERPASS JOHN FOX	METAL BEAT VS 318	C
22	14	11	16	25	GREEN ONIONS BOOKER T & THE MGS	ATLANTIC K10109	W
23	23	6	15	75	THE PLASTIC AGE BUGLES	ISLAND WIP 6540	E
24	24	5	15	59	JANE JEFFERSON STARSHIP	GRUNT FB 1750	R
★ 25	88	2	15	28	ALL NIGHT LONG RAINBOW	POLYDOR POSP 104	F
★ 26	38	3	15	67	GAMES WITHOUT FRONTIERS PETER GABRIEL	CHARISMA CB 354	F
★ 27	35	3	15	15	TOUCH TOO MUCH AC DC	ATLANTIC K11435	W
28	13	14	13	31	BRASS IN POCKET PRETENDERS	● REAL ARE 11	W
★ 29	45	3	13	77	SINGING THE BLUES DAVID EDMONDS	SWANSON SSK 19422	W
★ 30	■	1	13	12	AT THE EDGE STIFF LITTLE FINGERS	CHRYSLIS CHS 2406	F
★ 31	70	3	11	81	TAKE THAT LOOK OFF YOUR FACE MARTI WEBB	POLYDOR POSP 100	F
★ 32	■	1	10	66	ATOMIC BLONDE	CHRY. CHS 2410/122410	F
33	18	12	11	37	WITH YOU I'M BORN AGAIN BILLY PRESTON & SYREETA	○ MOTOWN TBM 1159	E
34	28	5	9	70	BUZZ BUZZ A DIDDLE IT MATCHBOX	MAGNET MAG 157	A
35	36	3	12	15	MAYBE TOMORROW CHORDS	POLYDOR POSP 101	F
★ 36	52	2	9	64	ON THE RADIO DONNA SUMMER	CASABLANCA NB 2236	A
★ 37	54	2	11	25	RIGHT IN THE SOCKET SHALAMAR	SOLAR SO 12-2	R
38	19	12	11	11	PLEASE DON'T GO KC & THE SUNSHINE BAND	○ TK TKR 7558	C
39	29	6	10	29	TOO HOT KOOL & THE GANG	MERCURY KOOL 8/812	F
40	32	12	8	56	ESCAPE (THE PINA COLADA SONG) RUPERT HOLMES	INFINITY INF 120	C
41	26	9	9	36	BETTER LOVE NEXT TIME DR.HOOK	CAPITOL CL 16112	E
★ 42	66	2	10	28	TOGETHER WE ARE BEAUTIFUL FERN KINNEY	WEA K79111	W
★ 43	49	2	8	43	TURNING JAPANESE VAPORS	UNITED ARTISTS BP 334	E
44	42	7	7	60	ARE YOU READY BILLY OCEAN	GTO GT 259	C
45	22	13	10	13	I WANNA HOLD YOUR HAND DOLLAR	CARRERE CAR 131	W
★ 46	57	3	6	58	TV FLYING LIZARDS	VIRGIN VS 325	C
47	27	9	8	26	JAZZ CARNIVAL AZYMUTH	MILESTONE MGP/MRC 101	R
48	48	2	8	7	RED FRAME - WHITE LIGHT ORCHESTRAL MANOEUVRES IN THE DARK	DINDISC DIN 6/6-12	C
★ 49	55	4	5	67	DO THAT TO ME ONE MORE TIME CAPTAIN & TENNILLE	CASABLANCA CAN 175	A
★ 50	■	1	9	*	I'VE DONE EVERYTHING FOR YOU SAMMY HAGAR	CAPITOL CL 16120	E
51	40	5	7	23	MUSIC MAKES YOU FEEL LIKE DANCING BRASS CONSTRUCTION	UA UP/12UP 615	E
52	31	13	8	9	SPACER SHEILA & B.DEVIOTION	CARRERE CAR 128	W
53	37	6	5	51	MAMA'S BOY SUZI QUATRO	RAK 303	E
54	59	2	8	*	OUT OF CONTROL ANGELIC UPSTARTS	WARNER BROS K17558	W
★ 55	72	3	7	15	WE GOT THE GROOVE PLAYERS ASSOCIATION	VANGUARD VS/VSL 5016	A
★ 56	65	4	5	45	YOU KNOW HOW TO LOVE ME PHYLLIS HYMAN	ARISTA ARIST 323/12323	F
57	47	5	7	7	MOTORBIKE BEAT REVILLOS	DINDISC DIN 5	C
58	44	6	5	40	CARAVAN SONG BARBARA DICKSON	EPIC EPC 8103	C
★ 59	62	3	3	64	ROSIE JOAN ARMSTRADING	A&M AMS 7506	C
★ 60	■	1	6	2	SO LONELY POLICE	A&M AMS 7402	C

THE KNACK SINGLE IS BABY TALKS DIRTY THE KNACK

SPECIAL LABEL AND LIMITED EDITION IN SPECIAL BAG CL 16125



Edited by TIM SMITH

RETAILING

Wholesale & Import Round-up

VERY FEW UK wholesalers appear to be directly importing those potentially controversial North American titles at present. The cheap parallels are still getting in, however, via such EEC countries as Holland. And that means it's impossible for record companies to take any legal action.

Following the recent departures of directors Simon Goodman and John Camp, Norman Bates has been appointed the new managing director of Camden-based importer Pacific. Peter Macklin is the new general manager.

A number of new titles are available from the official Polygram import company

ROCK IMPORTS

Best-selling rock import LPs as reported by RB's indie panel.

- | | |
|--|---------------------|
| 1 MARITA Riot | Canadian Atlantic |
| 2 BEST OF THE SEX PISTOLS Sex Pistols | Japanese Columbia |
| 3 THE CLASH Clash | US Epic |
| 4 MESSIN' WITH THE BOYS Charlie & Marie Curie | US Capitol |
| 5 DAMMED DAMNED DAMNED Damned | French Siff |
| 6 TRILLION Trillion | US Epic |
| 7 ROCK CONCERT David Bowie | Dutch RCA |
| 8 SABATAGE - LIVE John Cale | US Sny |
| 9 THE AXE ALBUM Axe | US MCA |
| 10 REGGATA DE ILANC Police | US AMM |
| 11 GILLAN Gillan | Japanese East World |
| 12 THIS WORLD Face/ance | US Capitol |
| 13 GONG Gong | US United Artists |
| 14 HIGH LEVEL CUT UFO | Japanese Chrysalis |
| 15 MR. UNIVERSE Gillan | Japanese East World |
| 16 GULL OF THE THEATRE Cassidy Toys | Japanese Overseas |
| 17 STORM Storm | US MCA |
| 18 BACK DOWN TO EARTH Zon | US Epic |
| 19 I'M THE MAN Joe Jackson | US AMM (5-7in) |
| 20 LIVE IN TOKYO Warhorse Ash | Japanese MCA |

IMS. On the ECM label there is Terje Rypdal's LP *Descendre*, on MTS is *The Reunion* by Stephane Grappelli and George Shearing and from Japan Bing Crosby's *Bing Sings While Bregmen Strongs*, at a dealer price of £5.21. Also currently selling well is the L. Shankar LP *Touch Me There*.

London reggae one-stop **Mojo Records** has two new albums on the shelves this week - Jimmy London's *Children Are Crying In The Ghetto*, on the JB label, and on import *It May Sound Silly* by Glasan Anderson and the Moodies Allstars.

Sussex importer **Swift Records** has moved to a new 3,000 square foot warehouse in Wilton Road, Bexhill-on-Sea, to cope with its increased turnover. The company's telephone number stays the same. **Croydon's Bonapartes** has also now confirmed that it will be opening its new premises in Pentonville Road, Kings Cross, at the beginning of March.

Various new imports are in stock at **Flyover Records** in Hammersmith. They include, from Japan, Roy Buchanan's *Live In Japan*, which carries a dealer price of £6.30.

Finally, **Stage-1** has just received a shipment of British overstocks, both albums and cassettes, with dealer prices between 60p and £1.50. Stage-1 also has Sex Pistol albums *The Great Rock And Roll Swindle* and *Never Mind The Bollocks*, at £3.50 and £2.40 trade.



PICTURED ABOVE with John Mair (CBS sales director) are the two winners of the Autumn Sales Incentive; Salesmen Colin Miller (left) and Jim Evans. A presentation was made at last week's CBS sales conference.

TV GUIDE

Albums to be advertised this week on television

NATIONAL: ALL REGIONS
JUST FOR YOU Des O'Connor Warwick WW 5071
SUNBURN Soundbass Renoir RT 2044
THE LAST DANCE Various Mallowtown EMTY 20

ANGLIA
STRING OF HITS Shadows EMI EMC 3310

ATV
GOLDEN COLLECTION Charley Pride K-Tel NE 1056
STRING OF HITS Shadows EMI EMC 3310
GREATEST HITS KC & The Sunshine Band TK TKR 83385
THE NOLAN SISTERS Nolana Epic 83862

BORDER
STRING OF HITS Shadows EMI EMC 3310

GRANADA
GREATEST HITS KC & The Sunshine Band TK TKR 83385
STRING OF HITS Shadows EMI EMC 3310

HTV
STRING OF HITS Shadows EMI EMC 3310

TRIDENT
GOLDEN COLLECTION Charley Pride K-Tel NE 1056
GREATEST HITS KC & The Sunshine Band TK TKR 83385

WESTWARD
STRING OF HITS Shadows EMI EMC 3310
TEARS & LAUGHTER Johnny Mathis CBS 10019
THE FIRST LADIES OF COUNTRY Various CBS 10018

A & R woman with Pressing brief

THE FIRST woman a & r chief to be appointed by a British major label, WEA's Moira Bellas is also being retained in her old press job. She explains this new trend in industry versatility to JOHN HAYWARD.

MOIRA BELLAS is not the first press officer to move over into the world of a&r, and she is not the first woman to take on the top position — much brain-wracking produced the name of Warner Brothers East Coast a&r chief Karen Berry.

But she is certainly the first lady to head up the a&r and press departments of a British major at the same time.

The immediate catalyst for the move was the recent resignation of veteran WEA a&r head Dave Dee to set up his own Ariola-financed Double D Records, but Moira's involvement in talent started more than a year ago after she heard early Chrissie Hynde demos.

Close co-operation with Real Records' Dave Hill resulted in the signing of The Pretenders, two medium hits and then January's singles and albums chartoppers — not a bad start.

The move also reflects a change in a&r direction for WEA. Over the past three years very few UK direct signings have been made — B.A. Robertson is a notable exception — with the main concentration going into label licensing activities.

In this way WEA has watched Spangars Banquet and the Lightning Bolts' offers produce success after success, and a great deal of all-important turnover.

The profit lies in the figures. Three years ago UK talent amounted to about one percent of UK turnover for WEA. Last year that percentage was more like 31 percent — a massive £11 million worth of business generated in one way or another by British talent.

The licence deal phase now appears to be over and WEA managing director John Fruin confirmed: "Moira's job will not be to go out looking for label deals but to sign acts directly with a view to long-term development. We don't want to get involved in the transfer market."

Moira's new job is also a sign that WEA is moving away from traditional a&r scouting methods. The emergence of a new act is often noted by the music press and picked up by pub and club bookers long before the majors get a look-in.

So Moira, and second in command Dave Walters — also recruited from the press office — are aiming to exploit their close press contacts to pick up advance buzzes and information in order to be in there and pitching before the other majors have woken up.

Since WEA's move to Berwick Street, the large first-floor press office has been designed to create an easy-going atmosphere where artists who often feel ill at ease in big company offices can feel at home.

Moira explained: "My offices will be in the same area as we will try to maintain the same informality. We don't try to pretend we are a small label,



MOIRA BELLAS with The Pretenders, a band which WEA hopes will herald a new era of direct signings to the company.

but the whole approach will be more informal than the usual major. We are prepared to lose some efficiency in order to get the atmosphere right here."

If scouting methods are going to change, there is likely to be a new reliance on the old fashioned virtues of taking on young artists and building a career for the long term under the new regime.

The Pretenders could be a pointer to the way Bellas feels about talent. The Real Records connection was forged over a year ago, and 'Stop All Your Sobbing', 'Kid' and 'Brass In Pocket' were all terribly slow builders despite the support of the big radio stations.

"It was very costly to subsidise the band throughout that first year," said Bellas. "The debts really begin to pile up in these cases and you start to wonder what you will be getting for your money. But the main thing is to keep everybody's morale going, and I think we were able to do that."

After only a week in the job, it was perhaps unfair to ask about possible future signings although she was able to say: "The time is right to find acts with development potential, but I don't want to take on too much. I would rather take things slowly, even if it means passing on something I might want to get involved in later on. The important thing is not to divert yourself too many ways in terms of both effort and money."

Unlike many people in her position in the record industry, Moira is positive about 1980 and believes the old virtues of good strong songs will continue to pay off.

"If you look at the best of the new bands like Police, Selecter, Specials and of course, The Pretenders, you can see they have great songs, and have not jumped on the bandwagon by covering old hits, and so they're going to keep going."

"The white ska movement has got to take things further, although I'm not sure quite where it will end up," opined Moira. "You can say I'm no lover of heavy metal, although I've been known to bop at AC/DC concerts, and I can tell you artists I like to go and see live like Elton John and Bowie. All of them write great songs."

And despite the fact that Bellas already has a British band lined up as her first signing, she admits that most of her early weeks in the job are likely to be taken up with a re-structuring of the whole a&r side of the WEA operation.

"Obviously most of my time is going to be taken up with a&r but I just have such a love for press I will still look after The Pretenders and B.A. Robertson, even if it means I have to work twice as hard."

One of the a&r areas that will need a re-think is the impact in America of UK WEA acts. The Pretenders and Gary Numan are just beginning to make a

showing and Moira confirmed that one of her prime functions will be to ensure UK bands get a fair crack of the promotional whip on the other side of the pond, something which may not always have happened in the past.

As a clueless 15-year-old junior Moira began her record company career in the Pye press office, run at that time by one Pat Pretty — now with Mulligan Records in Ireland. After that it was a stint working for Paragon Publicity, a Giogo Gomselsky brainchild, and then after a spell outside the business, it was back with Pat Pretty, this time at EMI.

A financially disastrous adventure in independent pr with Three's Company was followed by setting up Three Dog Night and Steppenwolf's pr base in the UK until she became worried by making money out of bands that never toured and took a drop in salary to become press secretary at Kinney — at that time the umbrella company for Warner Brothers and Atlantic.

That was in 1970, and for ten years Ms. Bellas has stayed while the various WEA components have split up and re-combined until the current challenge was taken up.

"Now I want to do this job right," concluded Moira. "I don't want to prove myself as a woman in a man's world especially, because I have already done that with ten years of pr here. It's just that for the first time my reputation is really at stake again."

THE DISCO CHART

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

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Imp—Import	Label/Cat. No.	BPM**
1	6	AND THE BEAT GOES ON WHISPERS	Solar 7-112-1	R	116	
*2	4	15 RICK WITH YOU MICHAEL JACKSON	Epic EPC 8206/13 8206	C	120	
*3	7	3 RING IN THE SOCKETS SHALAMAR	Solar 7-212-2	R	123	
*4	11	5 HAVEN'T YOU HEARD PATRICE RUSHEN	Elektra K12414(T)	W	130	
5	6	3 THE WORLD IS A GHETTO WAR	MCA/MCAAT 557	C	114/118	
6	3	5 SHAKIT BRASS CONSTRUCTION	UA LP/12UP 615	E	120/124	
*7	1	1 HOLDING ON TONY RALLO	Calibre CAB/CABL 501	A	126	
8	9	5 YOU KNOW HOW TO LOVE ME PHYLLIS HYMAN	Arista APB13 3231/3233	F	116	
9	8	4 DON'T STOP THE FEELING ROY AYERS	Polydor STEP/STEP 9	F	114	
10	10	3 WE GOT THE GROOVE PLAYERS ASSOCIATION	Vanguard VGV/VSL 5016	A	129	
*11	18	5 RHYTHM TALK JOCKO	Phil Int PRR 13 8222	C	114	
12	2	10 JAZZ CARNAVAL AZYMUTH	Milestone MSP/MRC 101	R	135	
13	5	6 TOO HOT KOOL & THE GANG	Mercury KOOL 8/812	F	106	
14	12	17 WE GOT THE FUNK POSITIVE FORCE	Sugarhill SH/SHL 102	A	114	
15	20	22 (NOT JUST) KNEE DEEP FUNKDELIC	Warner Bros K17494(T)	W	116	
16	14	14 GREEN ONIONS BOOKER T & THE MG'S	Atlantic K110198(T)	W	137	
17	13	11 WITH YOU BILLY PRESTON & SYREETA	Motown TMG 1159	E	Slow	
18	15	11 ARE YOU READY BILLY OCEAN	GTO GT 258/12 259	C	119	
*19	28	3 STAMBEK OVATION G.O.	Arista ARB13 3281/3283	F	126	
20	16	6 PRAYIN' HAROLD MELVIN & THE BLUES NOTES	Source SRC/12SRC 102	E	124/127	
21	21	14 I WANNA BE YOUR LOVER PRINCE	Warner Bros K17537(T)	W	119	
*22	31	1 DON'T PUSH IT LEON HAYWOOD	(20th Century TDC 105)	Imp	114	
*23	34	3 TOGETHER WE ARE BEAUTIFUL FERN KINNEY	WEA K79111	W	113	
24	24	5 ON THE RADIO DONNA SUMMER	Casablanca NB 2336	A	128	
*25	35	2 STOMP BROTHERS JOHN SIGN	AS&M AMS/AMSP 7909	C	121	
*26	1	1 SELF SERVICE LOVE GUARDIAN ANGEL	Radioc/Mulamba RIC 106	E	126	
27	23	4 I CAN FEEL IT STOP	Calibre CAB/CABL 101	A	124	
*28	1	1 CATCHING THE SUN SPYRO GYRA	MCA/MCAAT 586	C	124	
*29	1	1 TONIGHT I'M ALRIGHT MICHAEL WALDEN	Atlantic K11347(T)	W	122	
*30	5	5 SKINHEAD MOONSTOMP SYMARIP	Trojan TRO 3062/TROT 3061	C	Reggae	
*31	1	1 WORKING MY WAY DETROIT SPINNERS	Atlantic K11432	W	123	
32	25	19 RAPPER'S DELIGHT SUGARHILL GANG	Sugarhill SH/SHL 101	A	112	
33	33	5 WONDERLAND COMMODORES	Motown TMG 1172	E	Slow	
*34	43	4 GONNA SIT RIGHT DOWN ERROL DUNKLEY	Scope S(C)T 11	W	Reggae	
*35	67	2 CHATTY CHATTY TOOTS & THE MAYTALS	Island WIP 6554	E	Reggae	
*36	1	1 BOYS IN BLUE LIGHT OF THE WORLD	Ensign ENY 360612	F	128	
37	37	16 THE SECOND TIME AROUND SHALAMAR	Solar FB/F 1709	R	116	
38	42	2 ROCK IS GONNA GET YOU GODFORDS WAR	(Star-L) Jcy 51 201	Imp	123	
39	29	3 HERE COME THE SUN F.L.B.	Fantasy FTY 377C 185	E	123	
40	26	3 TONIGHT'S THE NIGHT SHARON PAGE	(Source) SOR 13952	Imp	116/122	
*41	2	2 HANG ON IN THERE BABY ALTON & JOHNNY	Polydor POSP/POSPX 118	P	98	
42	32	3 CHAIRMAN OF THE BOARD (EP)	Inferno HEAT 16	P	Various	
43	17	13 SPACER SHEILA B. DEVOTON	Carrere CAR 128	W	134	
44	27	11 LOVE INJECTION TRUssel	Elektra K12412(T)	W	113	
*45	1	1 GIVE UP FUNK B.T. EXPRESS	(US Columbia 1-11200)	Imp		
46	39	4 WINNER TAKES ALL ISLEY BROTHERS	Epic EPC 7795	C	120/122	
47	22	6 I'VE GOT TO LOVE SOMEBODY SISTER SLEDGE	Atlantic K11404	W	126	
48	50	4 I CAN'T HELP MYSELF BONNIE POINTER	Motown TMG 1171	E	128	
*49	71	4 WE RAP MORE MELLOW YOUNGER GENERATION	(Blacks) BRDS 2504	Imp	110	
50	40	4 SHE'S SO DEVINE JAN AKKERMANN	Atlantic K11374	W	112	
51	48	4 DEPUY OF LOVE DON ARMANDO	ZE WP/12WP 7003	E	127	
52	46	6 THE LETTER AMI STEWART	Atlantic/Hansa K11424	W	129	
53	30	12 RELATION HERB ALPERT	AS&M AMS 7500	C	105	
54	50	6 LIGHT MY FIRE DAN HARTMAN	Blue Sky SKY 8104/13 8104	C	122	
*55	74	2 PATA PATA OSIBISA	Pye 7P/12P 5013	A	126	
*56	1	1 I APOLOGISE BIGFOOT	(Sue Int SRP 1124)	Imp	98	
57	52	6 SPARKLE CAMEO	Casablanca CSS/CSSL 3202	A	Slow	
58	36	13 CIBELIN HOT CHUCK DISSEL	(Arista) CA 708	Imp	134	
*59	1	1 CHAMELEON LA PREGUNTA	(GNP Crescendo GNP 1200)	Imp	118	
60	47	14 DO YOU LOVE WHAT YOU FEEL RUFUS	MCA/MCAAT 531	C	120	
61	51	2 DIRTY RAP BLOWFYZ	(TK 485)	Imp	104/107	
62	31	14 IS IT LOVE YOU'RE AFTER ROSE ROYCE	Whitfield K17456(T)	W	120	
63	44	2 HEATWAVE MARTHA & THE VANDELLAS	Motown TMG 1177	E	168	
64	54	18 DANCING IN OUTER SPACE ATMOSFEAR	MCA/MCAAT 543	C	122/130	
65	56	10 WEAR IT OUT STARGARD	Warner Bros K117475	W	126	
66	2	2 JUST A TOUCH OF YOUR LOVE SLAVE	(Columbia) 45005	Imp		
67	15	5 SAFARI MODERN SOUND CORPORATION	Epic EPC 8209/13 8209	C		
68	38	10 DANCE FRENCH CHAIN REACTION	(Sound of New York 707)	Imp	121/124	
69	69	6 BLACK ORCHID STEVIE WONDER	Motown TMG 1173	E	Slow	
70	83	4 LOOSEN UP FREQUENCY	(Harbordale Ltd 2001)	Imp	128	
71	45	13 IT'S MY HOUSE DIANA ROSS	Motown TMG/12TMG 1169	E	102	
72	1	1 YOU GOT WHAT IT TAKES BOBBY THURSTON	(Prelude PPI 8009)	Imp		
73	62	3 I'M LONELY TONIGHT CLEVELAND EATON	Mirage MM12 14	A		
74	70	2 THEME FROM THE INVADERS YELLOW MAGIC	AS&M AMS/AMSP 7805	C		
75	75	2 ROCK ME FRANK HOOKER	DJM DJ 10631/DJR 1809	C	126/134	

A-Pye B-One Shops C-CBS D-Stage One E-EMI F-Phonodisc G-Spartan & Hough Trade H-Fusion Products J-Fresh K-Creative L-Logans M-Warner N-Neat D-President P-Pinnacle Q-Rough Trade R-RCR S-Selecta T-Graduate V-Hed Rhino W-Dea X-Target Z-Bulet
Key To Singles Distributors

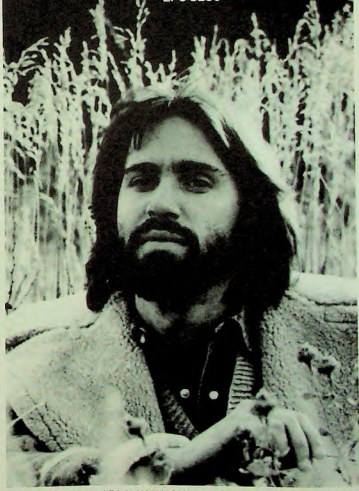
A beautiful new single from Dan Fogelberg 'LONGER'

This strong ballad is currently Number 9 in the US charts and attracting a lot of attention in the UK—a Radio Luxembourg Power Play, People's Choice winner on Capital Radio and played on the BBC and many other stations.

'Longer' is taken from Dan Fogelberg's forthcoming album 'Phoenix' (presently at Number 6 in the U.S.)

Dan Fogelberg *Spice* 'Longer'

EPC 8230



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

WHOLESALE SPECIAL

1980 - only the fittest will survive

How wholesalers are facing industry problems

TIM SMITH looks at how, after a successful boom period, the independent wholesalers are now coping with recessions and the problem of non-EEC imports, among other topics.

FOR MOST UK record wholesalers, the last year has been dominated by two major problems - the industry recession and the controversy over non-EEC imports. And it's a fairly safe bet that these two issues will dominate the next 12 months.

Although Charddale has been the only leading one-stop to go out of business, most wholesalers have suffered from the steady decline in record sales, and the serious drop in their own turnovers this has created.

As Ray Laren, managing director of Lightning Records, commented: "1979 has been a very grim time for wholesalers and this has forced many companies into introducing internal changes - although the response has been different from various operations."

He went on: "At Lightning we have been forced to concentrate on our strengths - such as golden oldies. We have also considerably improved our overall efficiency, speeding up order-processing and improving our cash-and-carry department."

A large number of wholesalers - among them Golds, Wynd-Up and Lightning - have reacted to the problem by increasing the emphasis on accessories - product lines that can give wholesalers and retailers mark-ups of between 50 and 100 percent.

With smaller wholesalers being forced into specialisation by the shrinking market, the two



LIGHTNING'S IMPROVED cash and carry department, featuring newly installed VDU's at all check out points.

leading operations, Wynd-Up and Terry Blood Records, appear to be tightening their grip on the English and Scottish wholesale markets, especially as the two companies are now free of any cash-flow worries following the take-overs by NSS and John Menzies, respectively.

Colin Reilly, Wynd-Up managing director, claimed: "I believe that the future of wholesaling now rests with one or two leading companies. Our business is currently strengthening to the detriment of the smaller operations."

The other main reaction to the industry crisis from wholesalers has been a move into imports, which because of the strengthening of the pound, are in many cases far cheaper than UK manufactured product. And this has led to what at times appears to have been open warfare between wholesalers and the major record companies.

The dispute began last summer as the level of imports reached what record companies believed to be unacceptable proportions. Retailers started to receive letters from manufacturers threatening legal action if they sold non-EEC imports.

The first blow was struck by Polydor in July when it applied for injunctions in the High Court banning Simons, Rumours and Harlequin from handling Portuguese copies of the Bee Gees album *Spirits Having Flown*.

The new few months saw CBS Records obtain injunctions preventing Disc Empire and Charddale from bringing in various North American titles, plus an undertaking from Our Price Records not to sell certain US titles. A number of other undertakings were obtained by manufacturers over non-EEC product.

It was beginning to look like record companies were going to have little trouble clamping down on cheap imports. However, at the end of last November, High Court judges ruled that Charddale was not acting illegally by bringing in North

American CBS product, and Polydor was refused an injunction aimed at preventing Stage-1 from handling any of its North American product.

In both the cases, record companies had applied for "blanket" injunctions. While the High Court has been willing to grant injunctions on individual, specified titles, it was obviously unwilling to grant "blanket" injunctions on the basis that the whole issue should be settled by a full trial.

And the full trial is unlikely to be held until late this year - at the very earliest. In the meantime, record manufacturers will almost certainly be able to continue obtaining injunctions on individual titles for which they hold exclusive copyright.

As for Portuguese imports, the issue is complicated by the fact that the country has now applied for full EEC membership. Although Polydor obtained its injunctions on individual titles, this issue will not be settled until another full trial is held.

One aspect of the dispute was that UK wholesalers got together and formed a pressure group - The Record Wholesalers Association - which aimed to cover the costs of any retailers taken to court over product purchased from member companies, and to stage discussions with manufacturers to defuse the situation. Sadly, the RWA did not last much longer than the last wholesalers' organisation, BOOST.

So how is the imports dispute likely to develop during the next 12 months?

Terry Shand, general manager at Stage-1, told *Record Business*: "It's very difficult to say exactly what will happen during the next year. But imports will continue to come in because cheap North American product can be channelled through EEC countries straight into Britain, and manufacturers cannot stop it."

And as for Portuguese product, Paul Feldman, of Simons, pointed out that Portugal could well be a full EEC member before the issue reaches a full



RAY LAREN, md of Lightning Records



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Country Chart



Singles Charts
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Country Chart



Singles Chart
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Disco Chart



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Disco Chart

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KC & THE SUNSHINE BAND/
LET'S GO ROCK AND ROLL (TK)
SECRET AFFAIR/MY WORLD (I-Spy)
BOB SEGER/FIRE LAKE (Capitol)

ROCK

Traction from the RB Top 100 and Indie Chart

SAMMY HAGAR/I'VE DONE EVERYTHING (Capitol)
DICKIES/FAN MAIL (A&M)
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UB40/FOOD FOR THOUGHT (Graduate)

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Singles Chart

RADIO TEES
Singles Chart
Country Chart

Radio Trent
Singles Chart
Country Chart

257
Country Chart

257
Radio Orwell
Country Chart

206
Country Chart

206
Country Chart

206
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B4 RADIO CLEVELAND
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Country Chart



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TONY GOLD, pictured at the recently expanded Golds warehouse in Leytonstone.

High Court trial - making such a trial completely irrelevant.

Nevertheless, it is likely that manufacturers will continue to apply for injunctions, almost certainly with success, to prevent non-EEC product getting into the UK. But it will be over individual titles and not entire catalogues. And by the time full trials are held, imports may no longer be economically viable.

Various record companies are, however, already attempting to reduce the appeal of imports for record retailers by reducing the retail prices of selected new releases and various back catalogue items.

Derrick Wrenn, Scotia boss, commented: "Until the last few months record companies have taken punitive action over cheap imports. Some are now taking a more enlightened attitude to avoid losing business. When they can get good discounts,

dealers always prefer to stock UK product as imports do have a lot of disadvantages."

And Feldman, who claims that Simons lost over £500,000 of imports business last year as a direct result of the record company clamp-down, added: "I have great respect for those record companies that are cutting prices to compete with imports at street level."

Even if the imports dispute is successfully settled over the next year, many of the industry's problems are likely to remain. There is however one product line which wholesalers are rapidly realising can provide immediate, and in the long-term huge,

profits.

The market for video software, both blank and pre-recorded cassettes, is only just taking off. But, taking the lead from Wynd-Up, more and more wholesalers are moving into this field as pre-recorded catalogues expand and improve. And the videodisc, when it finally arrives, is likely to revitalise the entire industry.

As Lightning's Ray Laren concluded: "I'm optimistic about the future. The industry is in a very tight situation, but the efficient wholesalers will survive and eventually increase their own slice of the market."

The A-Z listing of wholesalers

BONAPARTES

101, George Street, Croydon, Surrey. Tel: 01-681 3062/1490.

IN ADDITION to operating three retail outlets in South London, Bonapartes handles various UK independent labels and brings in a fair amount of imports, with the emphasis on new wave and specialised product. The wholesale side has, however, been played down in recent months pending the opening of new premises in Kings Cross, at present scheduled for the beginning of March. Orders dispatched via Courier Express, Red Star or post, with standard dealer price applying in most cases.

CLYDE FACTORS

79, Washington Street, Glasgow. Tel: 041-221 9844.

SCOTLAND'S longest-established wholesaler, Clyde Factors stocks product from most major and independent record companies, a good range of classical product and a selection of traditional Scottish material. The company also handles Pickwick exclusively in Scotland.

Clyde Factors operates its own sales force which calls on accounts on a monthly basis with new release and special offer information. Delivery is via Securicor. A small selection of imports are available.

CONIFER

Horton Road, West Drayton. Tel: West Drayton 48531.

AS a highly specialist importer, Conifer's business received a recent boost when it acquired rights for

importing EMI classical product following the closure of the major's import division. Otherwise, the company is best known for its vast range of Arab and ethnic music.

DISCOVERY

91, Kingston St Michael, Chippenham, Wilts. Tel: Kingston Langley 537.

FORMED 18 months ago by ex-CRD salesman Mike Cox, Discovery concentrates on French product not available from UK companies. Among the labels handled are CBS (France), Vogue and Musidisc. Discovery also brings in various jazz, ethnic and classical titles.

FLYOVER

15, Queen Caroline St, London W6. Tel: 01-748 1495

JAPAN is the main source of product for Flyover, with various direct-cut discs among the titles available. A fair amount of Australian product is also handled with delivery through Courier Express.

GEOFFREY COLLINS INTERNATIONAL

53, Colindale Avenue, London NW9. Tel: 01-200 1263.

MAINSTAY of business is European overstocks and deletions, although there is a degree of specialisation in country and western music. Company also runs an export division, and it will be moving shortly to 25, Park Way, Burnt Oak, Edgware. 48-hour delivery through Gold Band.

S. GOLD AND SONS

777-9, High Road, Leytonstone, London E11. Tel: 01-558 2121.

MOST STANDARD record company product is stocked by Golds along with a limited number of

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* SEE PAGE 20 OF EDITORIAL FOR DETAILS

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WHOLESALE

deletions, cut-outs and other imports. An extremely wide range of accessories is also available, including PVC covers, T-Shirts, record and cassette cases and mirror badges.

The company has also just moved into pre-recorded video cassettes, with about 100 titles now available. No minimum orders are required although there is a carriage charge on orders of under £150.

GRAY & BUTT

45, King Street, Stanford-Le-Hope, Essex. Tel: 03756-3041.

THE ESSEX wholesaler basically concentrates on standard chart material, supported by a healthy range of back catalogue product. However earlier this month the company clinched a deal for UK distribution of the highly respected College Jazz USA label - its first move into importing. 19 titles are initially available. There is a £50 minimum order except for extensions and new releases.

IMS

Clyde Works, Grove Road, Romford. Tel: 01-597 2189.

IMPORT MUSIC Services were set up last year as the official importer of Polygram product, under the control of general manager Barry Griffiths. Existing Polygram customers receive automatic credit, and an extremely good collection of titles are available from Polygram companies and licensees worldwide. The concentration is on Jazz.

LIGHTNING

839/841, Harrow Road, London NW10. Tel: 01-969 5255.

LAUNCHED in 1975, Lightning is today London's leading one-stop, supplying retailers throughout the UK with standard chart material, back catalogue, accessories, imports and golden oldies.

Imported product is mainly Jamaican releases, cut-outs and US 12-inch singles, plus a good range of rockabilly music. More than 5,000 golden oldie titles are carried, and accessories include PVC covers, badges, mirrors, belts and bags. Blank tape prices are very competitive and the company has recently introduced blank and pre-recorded video cassettes.

Offering 24-hour delivery through Courier Express, a new computer system was introduced last year for tele-sales. A 21 percent handling charge is made on orders under £200, and speedy cash-and-carry facilities are available.

LUGTONS

PO Box 182, Cross Lane, Hornsey, London N8. Tel: 01-348 9122.

ESTABLISHED in 1901, Lugtons has built up its turnover through accessories and hi-fi equipment, with records playing a less important role, especially since the mid-60s.

However, it does achieve a respectable turnover on records mainly due to Pickwick and TV-advertised product. In addition, Lugtons carries well over 100 small labels, plus imports on such labels as Melodiya, Supraphon and Desmar. Spoken word product and budget cassettes also play an important role.

Its 15-strong sales force works on records as well as hardware, with a minimum order of £25 and no handling charge. Delivery is through Courier Express, although Lugtons services London accounts with its own vans.

MIDLAND RECORD COMPANY

Chase Road, Brownhills, West Midlands. Tel: 05433-3083.

115, Gunnersbury Lane, Acton, London W3. Tel: 01-993 2134.

THE COMPANY does not handle chart material, dealing instead in UK deletions and overstocks, plus US overstocks. In addition, various American country catalogues, including Power Pack, Federal and Hollywood, are imported.

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Brett House, Park Parade, London NW10. Tel: 01-961 5211.

COMPANY CARRIES a comprehensive range of stock covering chart material, all major label back catalogue, a good selection of accessories, a mass of small specialised labels, imports from such labels as Sky, Top Flanking and Mood, plus a large golden oldies section, and various cut-outs and overstocks. No minimum orders are required and all product is at dealer price. Operating telephone sales, delivery is via Courier Express or the company's own fleet of vans.

PACIFIC

51-53, Islip Street, London NWS. Tel: 01-267 2917.

SUBSIDIARY of US Jem Records, which splits its business between export and import, avoiding handling product released by UK record companies. Labels include Visa, Passport and PVC, with delivery via Courier Express. Norman Bates is the newly appointed managing director.

RUMORS

3, Lockwood Walk, Romford, Essex. Tel: Romford 24038.

SUPPLIES REGULAR UK product plus a sizeable range of imported cut-outs and overstocks. No minimum orders but those under £100 have a carriage charge. 48-hour delivery courtesy of Securcor.

SCOTIA

33-37, Jeffrey Street, Edinburgh. Tel: 031-557 0029.

COVERS The whole of Scotland plus some Northern dealers. In addition to standard chart items, major record company and independent UK material, Scotia offers a wide range of imports including US cut-outs and deletions. Uses four of its own delivery vans plus Courier Express.

SOLOMON AND PERES.

120, Coach Road, Templepatrick, Ballyclare, Co. Antrim, Northern Ireland. Tel: 08494-32711. Also at 106B, Dublin Industrial Estate, Finglas, Dublin. Tel: Dublin 399922.

SOLOMON AND PERES operates as a distributor for most UK major labels in Northern Ireland and Eire, plus the vast majority of Irish and Scottish labels. It closed down its Glasgow-based operation last year. Standard dealer prices are offered on all product with discounts for monthly accounts and cash settlements. No minimum orders are required and delivery is through the company's own vans or through, with three salesmen on the road.

SP&S

Wharf Road, Stratford, London E15. Tel: 01-555 4321. Hega House, Ullin Street, London E14. Tel: 01-987 3812. Glamour House, 47, Bengal Street, Manchester. Tel: 061-228 6655.

SP&S EXCLUSIVE handles overstocks and deletions from all the major UK companies, servicing over 1,000 UK and export accounts. Last August the operation moved to its new 38,000

square foot warehouse at Stratford, and stocking was extended to cover both 7-inch and 12-inch singles. UK deliveries are through BRS, backed up by the company's own five vans.

STAGE-1

2, Kings Road, Haslemere, Surrey. Tel: 0428-53953.

STAGE-1 IS probably the largest UK importer of US, European and Japanese product, spanning current material, overstocks and a large range of 12-inch singles. Estimates that about 500,000 deletions are available. With ten telephone sales staff, delivery is via Securcor, with its own van fleet operating in the London area.

SYMPHOLA

47-49, Fountain Street, Belfast, Northern Ireland. Tel: Belfast 23306. 7, Upper Pembroke Street, Dublin, Eire. Tel: Dublin 600681.

SYMPHOLA DISTRIBUTES major UK record company product throughout Ulster in addition to a rack jobbing operation covering Northern Ireland and Eire. Also handled are a range of accessories that now include video cassettes.

Unlike its main competitor Solomon and Peres, Symphola brings in various imports including EMI International. No minimum orders are required and standard dealer prices apply with a discount for cash and carry. Uses its own vans for deliveries in Belfast area, otherwise through independent carriers.

H.R. TAYLOR

139, Bromsgrove Street, Birmingham. Tel: 021-622 2377.

THE COMPANY handles over 170 labels with concentration on TV advertised material and Pickwick. Usual dealer prices, with delivery through its own vans or Securcor. Operates its own salesforce, except for in Scotland.

TERRY BLOOD RECORDS

Units 18, 19, 20, Rosevale Road, Parkhouse Industrial Estate, Newcastle-under-Lyme, Staffs. Tel: 0782-620321.

ONE OF the two main UK wholesalers, 75 percent of Terry Blood Records was sold to the Scottish retail multiple John Menzies last November for "investment purposes". About the same time the company moved to new premises.

Almost all UK labels are stocked with retailers receiving next day delivery on all orders received before 7.00pm. Standard dealer prices apply in most cases and there is a minimum order requirement of £35.

WARRENS

16/18, Hollen Street, London W1. Tel: 01-734 6822.

WARRENS STOCKS standard UK chart material and top selling back catalogue plus a large range of imported deletions and overstocks, which are also available through its import company Simons (Tel: 01-552 5211). Also carries a large range of 12-inch singles and blank tapes. With no minimum orders, Warrens guarantees next day delivery in London area for orders placed before 11.00am.

WYND-UP

Greengate Lane, Prestwich, Manchester. Tel: 061-798 0533. 7, Kilbernie Place, Tradeston Industrial Estate, Glasgow. Tel: 041-429 5155.

WYND-UP claims to lead the field among UK wholesalers offering a comprehensive product range and a swift, efficient service. The company also moved into Scotland last year taking over the site vacated by Solomon and Peres.

Wynd-up offers a massive range of accessories plus a complete service for juke box operators. The company was also one of the first to move into pre-recorded video last year and a large catalogue of titles are obtainable, along with its special dealer offer on hardware.

With all documentation computerised, Wynd-Up cover all the UK, giving 24-hour delivery via Securcor on all order received before 3.45pm.

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AIRC lashes 40% levy

THE PROPOSED Treasury levy of 40 per cent of profits payable by ILR companies, in addition to secondary rental, has been described as an "onerous burden on companies" by the AIRC. The introduction of this levy is one of a number of provisions affecting ILR in the Broadcasting Bill, published on February 6, which was largely concerned with the fourth television channel.

Secondary rental already rises to 55 per cent of profits and the proposed additional 40 per cent levy (on profits over £250,000) after secondary rental payment will, states the industry association, "divert money away from the expansion of ILR and the provision of an alternative radio service to the BBC in disadvantaged areas of the UK."

The television levy was introduced when the ITV system was complete, the statement continues. The radio levy would come at a time when there is a real possibility that ILR revenue will be under attack from two ITV channels and national breakfast television and when the ILR system is not fully established.

"This is a worrying development," says Tony Stoller, director of AIRC. "It seems out of tune with the realities of establishing a new medium. ILR has flourished despite difficult economic circumstances and should not be penalised for its flair, initiative and success."

Whereas secondary rental payments may be re-allocated within the ILR system, funds paid to the Treasury would not only be lost to broadcasting, but also to the localities which raised the money. Capital Radio, with the largest profits in ILR, would become liable for the highest payment. In the financial year 1977/1978 the station showed a £3 million gross profit on a turnover of £8 million. The station is expected to show a turnover of £12 million for 1978/79.

The IBA's life has been extended to December 31, 1996. The Authority may roll contracts for eight years when reassessment is to take place, but the IBA is not obliged to re-advertise the contract. Existing ILR companies' contracts become renewable 11 years from start date or 31 December 1986, whichever is the earlier. The contracts for Capital and LBE will therefore be considered in October 1984.

Finally the Authority will be allowed to subsidise radio companies which are unprofitable. This bodes well for the expansion of ILR into small areas as planned.

Edited by GABRIELLE JAMES

Airlines

THE BBC is expected to publish the results of special audience research into listenership to Radios London and Leeds shortly. Normal BBC research methodology is not geared to reflect listenership to local radio with any degree of accuracy and these figures will be the BBC's first qualitative attempt in this direction... After nearly five years at Pennine Radio, Stewart Francis will be moving on to the new Peterborough station... Prince Charles to visit Capital Radio on May 14

— the Prince of Wales has already visited Swansea Sound and City... Last week Metro launched a campaign for FM awareness entitled Clearly Better Radio with supportive POS material including a specially designed FM car sticker. Although between 80 and 85 per cent of the station's listeners tune in on MW, normal night-time interference is aggravated by a Russian station during dark hours...

AIRC's full-time labour relations adviser Douglas Fox has departed Great

£1.5m cut for BBC local radio

OVER THE next three years BBC local radio will have to cut its costs by £1.5 million. Recommendations to this effect are currently being considered as part of the BBC's plans to live within its resources. For the year ended 31 March 1978, local radio operating expenditure was £7 million, rising to £9 million in 1979.

In order to finance the development of local radio it is envisaged that part of the present network of 20 stations, plus Norwich and Lincoln which are due to open later this year, exist on £500,000 a year less for three years.

Savings will be made by reducing the fundings of stations and natural wastage. Redundancies are not envisaged but people will be invited to transfer from existing stations to new breeding creative resources for expansion from within.

Further money will be saved by the replacement of the two residual regional areas — East Anglia and the South West

Playlist re-jig for Piccadilly

THIS WEEK Piccadilly Radio introduces a new playlist system under the leadership of head of music Pete Baker.

"The old restrictions of Hit 30, 20 climbers and 10 extras will be thrown out of the window," says Baker. "The main problem was that since the Hit 30 records got the high rotations, no more or less than 30 records would enjoy this airplay."

The new system uses four categories:

- A) Ultra-Priority: 6-8 records representing the "big" sounds of the moment. (2-4 plays a day).
- B) Priority: Around 30 widely popular discs. (2 plays a day).
- C) Playlist: Around 20 records — fading hits, new records which could be promoted to B)-list, or just good radio sounds. (1-2 plays a day).
- D) Extras: Around 10 records being new releases of an "extreme" nature, or oldies. (About one play a day).

The station will continue to feature its Hit 30 chart show on Sundays.

Since RB's Airplay Guide was introduced nearly two years ago, eight commercial stations have changed from chart-based playlists to categorised lists. They are: Luxembourg, Capital, Fort, Trent, Victory, Pennine, 210 and Plymouth Sound.

James Street... Allen Mackenzie hoping to acquire a design unit vacated by his Dundee/Perth station... Forth's Ninian Reid has given up his one hour morning show to become features producer. Bobby Malcolm's show extends until 12 noon to fill. Former features producer Bill Formis is currently news editor... Will 2CR's John Piper be recruiting presenters from his former station, Radio Solent?... Luxembourg to broadcast a live two hour concert from Nashville's The Grand Ole Opry on April 26 arranged through London Radio Productions. Bob Stewart will present the show before an expected capacity audience of 4,000 relayed live by satellite to RTL's entire audience of around three million Western Europeans and a significant number in the Eastern Bloc. Broadcasting rights have been leased from WSM by the Nashville Radio Workshop...

In June Radio 1 is launching a major series entitled 25 Years of Rock in association with Billboard. Each of the 26 hour-long programmes deals with a year's music against current affairs of the time... Tony Blackburn showing his predilection for phone-ins by sitting in for Robbie Vincent on Radio London again last week... Finally, Ed Doolan would like to put the record straight. BRMB's fast talker discovered Captain Beaky and his Band. Radio 1 did not. So there...

Rockshow Report

MOST AIRPLAY Descending Order	
1 METAMATIC John Fox	Virgin V2146
2 NO PLACE TO RUN UFO	Chrysalis CDL 1239
3 PRETENDERS Pretenders	Real RAL 139
4 PERMANENT WAVE Rush	Mercury 9100 071
5 VICTIMS OF THE FUR Robin Trower	Chrysalis CHR 1215
6 NIGHT IN THE RUTS Aerosmith	CBS 83860
7 LONDON CALLING Clash	CBS CLASH 3
8 HYDRA Toto	CBS 83900
9 JUST TESTING Whitbone Ash	MCA MCF 3052
10 ARGY BARGY Squeeze	AAM AMLH 68402

MOST ADDED	
ADVENTURES IN UTOPIA Utopia	ISLAND IPRS 0201
TOO MUCH PRESSURE Selector	2 Tone COL TT 5002
FLOGGING A DEAD HORSE Sea Poodle	Virgin V2142
THE BEST PRICE 999	Polydor POLS 1013
SHORT STORIES Jon & Vangelis	Polydor POLD 5030
DEBUELO Z.Z. Top	Atlantic K56769
SOLDIER 999	Arista SPART 1117
GET HAPPY Elvis Costello	F-Beat X2LP 1

CRIES OF JOY and a promise to send a review copy around from the Island Press office as Utopia's Adventures in Utopia takes the number 1 spot in the Most Added list this week. The 1p has had a favourable response all around the country. No great surprises for the folks at F-Beat that the two stations Radio One and London, serviced with the Elvis Costello 1p Get Happy jumped on the opportunity to play it. The company confirmed that by the end of the week most stations had received their copies.

A 10in sampler of Wreckless Eric's upcoming album is circulating around radio stations. It contains six tracks from his Big Smash lp released in a week's time.

CONGRATULATIONS to Metro for initiating their Music Makers 1980

talent search. Many stations on the Rockshow panel regularly feature local talent in some format or another, however the added incentive of prize money and professionally recorded demos should bring the best out of the groups in the area.

Winton Cooper of Sheffield reports he recently featured some tracks by Jenny Haan (formerly Babe Ruth) on his Sunday show. None of the tracks, which were recorded locally, are released but there are rumours of EMI picking them up.

Welcome to presenter Kenny Hague at Trent to the panel of djs reporting to RB. Kenny takes over the station's Wednesday rockshow from James Lock.

MIKE READ's show featured albums by the Blues Band, the Fabulous Poodles, Squeeze, Deep Freeze Mice and two compilations albums, Vantage '79 and East. The sessions were by the Boys, Liberty Bice, the Private Dicks and Elvis Costello.

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Tuesday, 19th Feb.	Cardiff	Sophia Gardens
Wednesday, 20th Feb.	Swansea	Brangwyn Hall
Friday, 22nd Feb.	Hatfield	The Forum
Saturday, 23rd Feb.	Nr. St Austell	New Cornish Riviera Club
Sunday, 24th Feb.	Poole	Wessex Hall, Poole Arts Centre

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