

RICHARD BUSBY BUSINESS

WITH
RADIO WEEK

Singles chart, 10-11, Album chart, 25; New Singles, 26; New Albums, 23; Airplay guide, 18-19; Retailing, 8; Indie Labels, 22.

July 7, 1980 VOLUME THREE Number 16

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Busby sets his new EMI team

EMI RECORDS' new managing director, the long-serving Cliff Busby last week held two meetings with staff aimed at rebuilding morale within the shell-shocked major following the dramas of the previous seven days. These had seen the sudden departure of Busby's predecessor John Bush, the amalgamation of EMI and Liberty-United and a further round of redundancies, reckoned to be between 30-50.

Last Wednesday in Leeds Busby delivered a pep talk to the sales force, once again drastically restructured. Out went sales director Clive Swann, a survivor of the LRD closure, and in came Mike Edwards as general sales manager. Edwards had been Liberty-United's sales chief and with him has come the majority of LU's own 20-strong team. With EMI's total sales strength remaining at about 70, the redundancy axe has obviously fallen most strongly in the sales area, particularly on the salesmen who had previously serviced Music Centres and on area managers.

The session with Manchester Square staff took place on Thursday when Busby announced the make-up of his new executive team.

This has a strange look about it. Of the nine executives reporting directly to the managing director, three are responsible for marketing. Peter Buckleigh remains marketing director EMI group repertoire including MOR and classical, while Howard Berman and Martyn Cox share remaining responsibilities as general managers. Berman will look after UA domestic UK repertoire and licensed labels, with Cox overseeing Capitol, EMI America and UA American product. Other management

● To Page 2



AFTER A consistent string of hits, the Dooleys have re-signed with GTO for a further three-year period. A new single 'Body Language', the song which won them this year's Tokyo Music Festival, will be released this month. The family group is pictured here with GTO md Dick Leahy, general manager Mike Smith, lawyer Paul Rodwell and manager Ken Wild.

Bron's spoiler signal plan

A FOOLPROOF spoiler signal to prevent home taping could still materialise, despite widespread belief that the long-awaited technological breakthrough is as elusive as ever.

Man who claims that the problem is nowhere as difficult to solve as has been made out is Gerry Bron, managing director of the Bron Organisation. Bron is convinced that he has found an answer and while admitting that he may still be proved wrong reckons that practical demonstrations could be staged in about three weeks' time.

"I can't guarantee anything at this stage," commented Bron. "What we have come up with so far looks promising but will need at least six months for rigorous testing."

Bron first disclosed his plans at the recent BPI AGM when he claimed that Southampton University boffins who had been working on a spoiler signal had

tackled the problem in the wrong way. The Southampton exercise was abandoned after it was found that the proposed signal was audible to those with keen hearing.

Bron's investigation into the problem is being conducted together with his associated company Design Electronics. He claimed that two techniques had been developed which would "give the tape recorder the heebiejeebies" if anybody tried to copy a disc carrying the signal. Both appeared workable, with one utilising a "new concept" and being superior because it also improved the quality of the disc.

Admitting that the subject was "fraught with technical and political problems", Bron commented: "What we don't know at this stage is whether we have invented a signal that people will tell us doesn't really work because they have already been down that road."

WEA axes over 50

WEA THIS week becomes the latest of the majors to engage in a drastic staff cutback. One of the casualties is understood to be Richard Robinson, deputy managing director.

At press time managing director John Fruin declined to confirm details of individual personnel affected or the total number of redundancies, but agreed that a "substantial number" of employees would be leaving. The number is believed to be in excess of 50 people from all areas of the company's operation.

Fruin told *RB* that the decision would have an emotional impact on everybody in the "closely-knit" company but was necessary in the light of a declining market. He predicted that UK unit sales over the next 18 months would decrease to about 50-55 percent of the figures of 9-12 months ago. This would give the industry a turnover of about £200 million at retail prices.

ILR increase

NETWORK JICRAR figures have been released showing ILR's increased reach from 51-52 percent although the number of adults listening has actually decreased slightly due to up-dated census base and population shift out of urban areas. Whereas 14.3 million adults listened to ILR last year, this year the network reached 14.1 (Full details can be found in Radio Week on P.17)

BBC audience figures issued last week claimed that Radio-1's share of listening in ILR areas is 31 percent. Radio 2 has 26 percent and Radio 22 percent. The JICRAR study gives a 33 percent share to ILR, 25 percent to Radio-1 and 22 percent to Radio-2.

The flight of the free bird continues

Rossington Collins Band

Their debut album

'Anytime, Anyplace,
Anywhere' MCG4011

9 new songs from some old friends.

Produced by Gary Rossington,
Allen Collins and Barry Harwood

MCA RECORDS

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Hix to replace Solleveld

A RESHUFFLE at the top brings to an end Coen Solleveld's 14-year spell as president of Polygram. Solleveld has been appointed to the Shareholders' Delegation of the Polygram group, which comprises members of the Philips and Siemens companies. He will take over his new responsibilities on January 1, while also joining the supervisory boards of the management/holding

companies of Polygram in Holland and Germany.

His replacement will be Dr. Wolfgang Hix, Polygram executive vice-president who became deputy president on July 1, prior to assuming the presidency next year. Hix joined the group in 1962 and has specialised in legal and personnel matters as well as being secretary of Group Management.

Another important change sees the resignation during the year of Johannes van der Velden, executive vice-president responsible for group finance and administration since 1964. His replacement is Karl-Heinz Busacker, a member of the management committee of Philips Hamburg.



PRINCESS MICHAEL, Duchess of Gloucester meets Sting of The Police and Roger Waters of Pink Floyd at the annual Music Therapy Silver Clef lunch. On behalf of the Floyd Waters collected the Silver Clef award for outstanding achievement in British music.

Pye losses up to £1.2m

AN INSIGHT into the Associated Communications Corporation's decision to seek a merger with RCA for its Pye-PRT records operation is provided in the group's preliminary announcement of its financial results for the year.

This discloses that a loss of £43,000 in 1979 on records and tapes had climbed to a figure of £1.2 million in 1980. Jack Gill, deputy chief executive, was reported as saying that he did not expect the new RCA-PRT company to be in profit for a year "if not two".

The preliminary figures also showed that music publishing was less successful than in 1979. The 1980 pre-tax profit was down by nearly £300,000 to £2 million.

Collier to US

BARRY COLLIER, managing director of Ronco since shortly after the company opened in 1973 is returning to America to rejoin the parent company. In his role as vice-president international, Collier will continue to operate as managing director of the London company, but day-to-day responsibility has been given to Sean O'Brien. O'Brien who becomes general manager, joined Ronco as financial controller four years ago.

Collier confirmed that plans for a heavy Christmas release schedule were well advanced.

■ New EMI team: From Page 1

team members are Roger Drape (business affairs), Bill Judd (planning), Richard Lytelson (general manager international), Terry Slater (director a&R at Liberty United joins Terry Slater at Liberty United joins Terry Slater's a&R team with specific responsibility for LR acts.

As a result of the closure of the commercial development division which has brought in some £30 million turnover and the redundancies of manager Brian Berg and his staff of two, marketing of TV advertised albums in future will be handled by the three marketing divisions.

One of the casualties of the merger of the two companies was Colin Burn, a veteran of 22 years' service with EMI. At the time of the closings of the LRD he was general manager and subsequently had worked as assistant to Cliff Lusby.

Sun-Rocket tussle on single

ROCKET RECORDS and *The Sun* newspaper are shaping up for a legal battle over the new Lambretta's single 'Page Three', due to be released on July 18.

In the High Court last Tuesday, News Group Newspapers, owner of *The Sun*, applied for injunctions against Rocket Records and Rocket Music to prevent release of the single because it infringed the newspaper's 'Page Three' trademark, which was registered this year.

According to John Mummy, counsel for New Group Newspapers,

Rocket Records had asked *The Sun* for permission to use the 'Page Three' title and a Sun girl on the record sleeve, but it had been refused. The High Court hearing was adjourned until today (July 7).

The track is also included on the current Lambretta's LP *Beat Boys In The Jet Age*, which Rocket managing director, John Hall, last week claimed was still being shipped out and has so far sold 15,000 copies. The single will not be put out until the dispute is settled.

Jet's £1 LP cut on catalogue

IN A bid to kill off the cheap imports market, Jet Records has followed WEA and decided to knock £1 off all its albums three months after release.

The move, which is also aimed at stimulating sales of back catalogue product, came into effect from the beginning of July.

In future, all JET 200 albums will sell at £3.99 instead of £4.99 three months after the release date. JET DL 300/LX 525 will fall to £4.29, JET LX 500 will

drop to £4.49 and JET DP 400 double albums will be reduced to £5.99. Jet singles stay at £1.15.

Jet sales director, Ray Cooper, commented: "In the current climate it seems sensible to give the consumer the initiative to purchase British manufactured back catalogue at an attractive price. We also do expect that record retailers will be encouraged to stock our catalogue in depth."

Virgin confirms cutbacks

VIRGIN RECORDS chairman, Richard Branson, has confirmed industry speculation that the company is significantly cutting back on its record activities.

Virgin is one of the few record companies to have maintained expansion over the last year, however in recent months there have been various redundancies within the label and a number of staff have been transferred to different areas of the group - including director David Martin who is now with Virgin Books.

Contractual options have also not been renewed for various Virgin acts. These include The Members, Kevin Coyne, Local Operator and the Mekons.

In the US, Virgin has made seven staff at its New York head office redundant, and its West Coast publishing operation is being closed down. It is also uncertain whether Virgin will renew its deal in the US with Atlantic.

Branson told *Record Business*: "The

assumption that we are trimming down the record label and increasing our concentration on other areas is basically correct."

He continued: "With a 30 to 40 percent drop in record sales we would be foolish to place as great an emphasis on the UK as a music market as we have in the past. We want to use Britain as a talent base and we're trying to look at the record side on an international basis."

But Branson insisted that redundancies at the record label will be minimal. "If business continues to fall over the next year we might have to do something radical, but we will shift people to other areas of the company as opposed to laying them off. Our staff are a lot safer than they would be working for a major company."

Branson refused to confirm rumours that Virgin's proposed Gifford megastore will be situated on four floors instead of five.

Pistols LP not obscene says court

A SCOTTISH dealer, John Nolan of Rainbow Records, Livingston, was last week found innocent of all charges in a test case concerning the alleged obscenity of a record. He was prosecuted under a law which had previously only applied to magazines.

It was alleged that Nolan, by selling a copy of the Sex Pistols' album *Some Product* to a 10-year-old boy, was guilty of "shameless and indecent conduct" and that the record was likely to "deprave and corrupt."

It was revealed in court that the boy's mother had complained to the police after ordering the record for her son and arranging for its collection. In court Sheriff Gordon Shiach listened to the record twice and was told by a Virgin representative that at the time of purchase the record was in the charts and receiving airplay. Dismissing the case, the Sheriff said he thought the LP was "distasteful."

John Nolan saw the case as a warning to dealers. "We were probably chosen because we are a small independent, although every multiple stocks the record. We lost two days' business with neither costs nor compensation. It was completely farcical, but it was obviously a test case which could have led to higher threats and could have happened to any dealer."

WEA to import US releases

WEA HAS set up its own imports arm to make current American releases which do not have a British release date set, available in the UK.

The first batch of 48 American releases scheduled for August together with some current titles, will be pre-sold by the WEA sales force from July 3.

The albums will fall into the normal UK new releases price structure and will enable dealers to take full advantage of WEA services like five percent returns, cash settlements and discounts. The company will also mail out regularly to traders not normally called upon by the sales team.

RCA cuts trade margin to 30%

RCA RECORDS has followed other UK manufacturers and cut its dealer margins to 30 percent, effective from the end of June.

The reduction in margins will cover both records and tapes and all product licensed to or distributed by RCA Records. Coinciding with the move, RCA has raised some of its retail prices.

Singles will retail at £1.15, with a dealer price of 70 pence, and a new £5.29 album price line, has been introduced for selected releases. A £4.99 price will be retained for certain albums.

MULLINGS

ON SEPTEMBER 27, **Christies** will be auctioning off the greater part of EMI's famous collection of 300-plus historic gramophones, mostly purchased in the early-'70s from a Dutch collector. Collectors worldwide are expected to flock to London and upwards of 650,000 is expected to be made. Proceeds will go towards preservation of the Company's extensive archives of memorabilia dating back to 1898... new showbiz charity Rockaid run by Neil Warnock of the Bronze Agency, raised over £4000 for an East London home for handicapped children at its first event the Rockabilia charity auction... on a more lavish level, several hundred industry personalities wined and dined themselves handsomely at the annual **Music Therapy** lunch at the Intercontinental and raised £35,000. **Pink Floyd** won the Silver Clef Award for outstanding services to British music, **Laura Beggs** of Rocket won a kruggerand, while in the auction **Tony McGrogan** of RCA bid £3800 for a holiday for two in Rio, and **John Reid** paid £700 for two tickets for the ladies final at Wimbledon...

ISLAND IS not enjoying the best of luck these days - after losing **Ultravox** to Chrysalis, the same label snapped up **Charlie Dore** when her contract was apparently not renewed. Simultaneously over in America, **Mick Ralphs** of Bad Company is suing for a cool million dollars, over alleged plans to use 1972 demo tapes on an album... the long-delayed departure from RCA in America of **Bob Fead**, head of the domestic record division, has renewed the buzz about **Jack Craig**'s ultimate post, but an RCA spokesman says it's "pure speculation" about to make her debut on the independent Index label, distributed through Pinnacle, is **Kate Revie**, daughter of the Don. Could the title, 'It's Come Back Again' be dedicated to dad?... despite speculation, EMI stressing that whatever it was that caused **John Bush** to leave for "personal reasons", it wasn't due to any problems over reporting procedure. **Cliff Busby** would have reported to the regional director and will do so once he is appointed. Interestingly a former MIP executive is being mentioned as a likely candidate... as a farewell gesture, an anonymous Liberty-United staffer plugged all washbasins before leaving last Friday - and turned on the taps...

THERE'S NOTHING like a little patience - at Midem 1979 **Derek Green** signed the **Yellow Magic Orchestra** from Japan for A&M. The single 'Theme From Invaders' now registering strongly in the chart was released wayback in January this year and only started moving recently when dj **George Power** at Crackers disco in London started playing it... doing rather well in the Fatherland is **Peter Gabriel's** *Ein Deutsches Album*, which proves that if you can't beat 'em... expense appears to be no problem for ex-hitman **Steve Harley** and his PR **Tony Brainsby** in the singer's search for a new recording contract - during his recent four-night stint at the Venue ten tables were reserved each night for a&e men and media... Cambridge continues to be the cheapest place in Britain to buy a record, with **Our Price** and **Andy's** refusing to admit defeat, but appearing to have drawn a truce at £3-off on the Top 30... **Roy Harper's** *Bullinamoose* album, withdrawn after **Blue Boar Motorways** successfully sued over 'Watford Gap' cut is re-released this week with offending track replaced by 'Breakfast With You' which has nothing to do with motorway cuisine...

SEPARATE ENTRANCES are planned, we hear, when **Polydor** and **Phonogram** move into the remodelled Chappell premises. Phonogram is reportedly going to use the Bond Street entrance, while Polydor staff will enter from St. George's Place. Also on the grapevine is the word that a Polygram marketing department is about to be formed servicing both companies... after months of hassles the GLC has allowed the Venue to reduce its minimum charge from £3 - £2 between 11 pm-3am Sunday-Thursday (except for individually priced late shows). In addition many early shows, except on Friday and Saturday, will be priced at £2. Wow!... CBS HOPING for four times lucky with release of 'Girlfriend' penned by **Paul McCartney** after three previously successful singles from **Michael Jackson's** *Off The Wall* album... **Alex Harvey** whose single 'The Whalers - There She Blows' is the official anthem of the Save The Whale Campaign plays a charity concert for Greenpeace Ltd in Brighton on July 20 during the conference of the International Whaling Commission.

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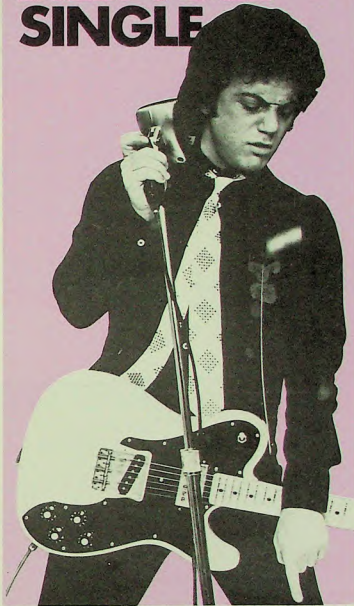
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Industry chart 'subjected to too many pressures'

SINCE THE BPI introduced its Code of Conduct governing retail promotion in its chart panel shops, there have been two occasions when the chart committee has had to meet to consider possible infringements.

On neither occasion was the matter regarded as being sufficiently serious for any action to be taken, BPI director John Deacon informed the annual meeting. But he urged: "If you have any reason to suppose that the Code is being broken and you have proof, then please let me know. It is important to the whole industry."

Asked by Stephen James if he felt the Code was helping to prevent hyping, Tony Morris, chart committee chairman replied that it was "starting to have the desired effect."

Morris described the BMRB chart as "the industry's greatest tool" but claimed that it was subjected to too many pressures. Efforts were very much needed at this time "to improve the chart, but not at any cost. He mentioned that the BPI had hoped to introduce data collection through cash registers, with the aim of reducing costs and improving the accuracy of information, but this had proved to be impractical. The decision to invite the BMRB and other companies (including *Record Business*) to tender for a new chart contract from January 1981 was with the intention of achieving a substantial cost reduction. He was hopeful that the BPI could attract more associates to become involved with the chart including publishers.

In a discussion, Ian McNay of Cherry Red wanted to know why in view of the Code of Conduct, major record companies still had lists of chart shops. Giving a personal view, Morris advocated an enlarged panel to preclude the possibility of being able to influence chart placings. He said that the speci-

fication for the new chart contract would make it more difficult to "merchandise chart positions." However, he pointed out that all major companies would continue to merchandise key outlets. He suggested that there were sales organisations which could be hired "for the specific purpose of going to what they deem are chart shops" if independent labels wished to function like the majors.

John Deacon pointed out that the make-up of the panel was continually being changed, both for reasons of proper sales weighting and because of uncertainty about returns. Any unsigned diaries were not considered and there were usually upwards of six each week. Morris added: "Some returns are consistently disregarded."

Maurice Oberstein who has been chairing the working party aimed at setting up a BPI Video Association reported that an inaugural meeting would be held soon. Invitations would be sent to interested parties throughout the UK. He stressed that the objective in forming the association was not biased towards the music industry.

He felt that the BPI's organisational expertise could be of value to the British video industry in general, particularly since there were common interests in areas such as blank tape levy and union negotiations.



CBS RECORDS plant director, Bob Trott, explains a point in the process towards making stampers at the company's new Aylesbury factory during last week's visit by licensed and distributed companies. Pictured with him are (left to right) Roy Featherstone, MCA managing director, Tony Woolcott, CBS senior director, and Glenn Simmonds, A&M managing director.

In a tribute to retiring chairman Len Wood, who now becomes president, his successor John Fruin, said that Wood's "vast knowledge and experience would be available for as long as he wants to be part of us. He is extremely valuable to everybody in the record industry."

Fruin described his appointment as "the culmination of my career in this record industry." His ambition in the next two years was to work with all concerned to re-establish the British music business which offered as many opportunities as it did when he joined "in the days of 78rpm records and no LPs."

Merchandising

The deletion to end them all

AS PART of its 20th anniversary celebrations Motown Records is to release a 21 singles box set on September 5 - and delete it the same day. Retailers wishing to obtain the set must place their order before September 5. The set has a list price of £24.99. Of the 21 singles 20 are Motown hits, released between 1963 and 1973 and all unavailable in recent years.

The sets will be pressed to order, and available with each will be a free single recorded by Tamla Motown in 1965 and never previously released and a metallic 20th anniversary Motown badge.

Artists featured include Steve Wonder, Four Tops, Diana Ross and The Supremes, Jimmy Ruffin, the Jackson Five, Smokey Robinson and the Temptations.

POLYDOR RECORDS is reactivating its mid-price series with a new package of albums, released under the banner 'Special Price Series', and all retailing at £2.95. Among the first batch are the Bee Gees' 1st the Hollies' The Air That I Breathe, The Best Of Steve Gibbons and Gloria Gaynor's Never Can Say Goodbye.

MAJOR MARKETING campaigns will be mounted by MCA Records to

support July 11 release of new albums by The Crusaders and the Rossington Collins Band.

The Crusaders' *Rhapsody And Blues* will be backed by 300 window displays and extensive advertising in the music press. Consumer press advertising, window and in-store displays will be utilised for the Rossington Collins Band LP *Anytime, Anyplace, Anywhere*.

THE FIRST 5,000 copies of Paul Carrack's first solo album *Nightbird* will carry the special retail price of £3.99. Available on Vertigo, dealer margin has also been increased by five percent.

MCA RECORDS is to release a limited edition 'Golden Hits' singles pack on July 18 drawn from Simon Bates' Golden Hour show on Radio-1. The pack carries 12 different titles and there is a minimum dealer order of 60 units. Promotion back up will feature window stickers and in-store displays.

Ins & Outs

A&A RECORD Marketing, the joint marketing arm of Ariola and Arista Records, has appointed Erskine Thompson to handle disco promotion.

ROLAND ROGERS has been appointed professional manager at Rocket Records. He was previously with DJM and Chrysalis end

Vallance chain axes records

YORKSHIRE RETAIL chain Vallance is to close down the record departments in eight of its 14 outlets and its record warehouse in Leeds.

The company, which also sells electrical goods, is to phase out the disc departments at its Scunthorpe, Oley, Keighley, Mexborough, York, Leeds, Knaresborough and Harrogate branches over the next two months, resulting in five redundancies.

Martin Vallance, owner of the chain, blamed the decision on the general downturn in record sales over the last twelve months.

He added: "We have kept open all the larger record departments and because these have the volume to order directly there is no need for the central warehouse. The extra space will be devoted to alternative retail lines."

Deals

Conn/Halsey pact

BRITAIN'S LEADING country music promoter Mervyn Conn this week merged his operation with that of top American impresario Jim Halsey. The deal involves around £1 million worth of personal appearance contracts for top country artists here and in America and represents Conn and Halsey's intention to step up the popularity of country.

First evidence of the new deal as far as the UK market is concerned is a September/October package titled 'Nashville Cavalcade' in which Tompall and the Glaser Brothers will head a tour of American artists who went down well at this year's Wembley Festival.

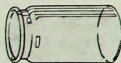
Conn also announced that Don Williams will be undertaking another major tour of Britain this Autumn, and that next year's Wembley Festival will be bigger than ever with two major stars headlining on each of the four nights.

Although much of the new deal will benefit the American market, with film coverage of the Wembley Festivals being shown Stateside, Conn also said that he is interested in the home video market in Britain and has film of the last eight Wembley Festivals stockpiled with a view to possible video deals.

VARIOUS PUBLISHING deals have been finalised by Zomba Management and Publishers over the last few weeks. These include agreements for representation of Ted Nugent, Frank Marino and Mahogany Rush and Aerosmith. Zomba has also acquired UK sub-publishing rights to all material by Flash and The Pat.

FOLLOWING STRONG imports, EMI Records has picked up UK distribution rights from TEC Record for the Cecil Parker single 'Really, Really Love You'. A 12-inch version is available immediately from EMI and 7-inch copies will be released shortly

-VA-ROO-



A black and white photograph of Benny Mardones, a man with long hair, wearing a dark turtleneck sweater and a light-colored tie. He is looking towards the camera with a serious expression. The background is dark and textured.

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How limited are some of these limited editions?

ALMOST EVERY week we read about declining record sales and the general discomfiture in the record industry, and yet we are still subjected to complete nonsensical "limited editions".

A recent oddity came from A&M with the promotion of the Police singles six-pack (AMPP 6001). What does the small dealer find on his initial order with CBS? The set has been deleted before release!

Don't blame CBS — though perhaps the sales staff could have been briefed to tell dealers the situation when the orders were given.

What happened? Apparently, the entire pressing was spoken for through advance orders by A&M reps, so those dealers not so visited didn't stand a chance of getting any.

There are hundreds of record shops, particularly in country areas, that are not visited regularly, if at all, by company reps (and many more who don't

weeks the "limited edition" will be changing hands at vastly inflated prices putting high profits into the hands of the few individuals lucky enough to get copies. Meanwhile, many dealers are denied even the meagre 30 percent profit margins. MARTIN ANSCOMBE

Film-a-disc Virgin debut

FILM-A-DISC finally launched its revolutionary in-store video promotion units in 20 Virgin outlets at the end of last month — but there are still no firm plans to make it generally available to UK record dealers.

Introduction followed a three month trial at Virgin's High Street Kensington branch which, according to Film-A-Disc, proved "highly successful". Tests continue at six W.H. Smith record departments, with expansion into another 14 shops in the chain planned for later this year.

The unique features of the Film-A-Disc system are that the sound can be transferred to six sets of headphones attached to the video unit and that all albums included in the 20-minute show are displayed below the unit. The different Virgin and W.H. Smith videos have also been tailor-made to match the two retailers' company profiles.

Terry Yason, director of Audiostar — the Film-A-Disc subsidiary responsible for in-store promotion, commented: "The interest from customers was tremendous the first day the unit was installed at Virgin's Brent Cross shop. Product like the Voyager album, which was previously selling slowly, picked up significantly."

However Yason stressed that it was not currently financially viable for the units to be offered to individual dealers. The programmes are specially made for a chain of stores and slots sold to record companies on that basis.



THE FILM-A-DISC video unit is installed at Virgin's Brent Cross store. Left to right: Chally Lacey, shop manager, Pete Stone, Virgin Retail marketing director, and Terry Yason, Audiostar director. See story.

Wholesale & Import Round-up

SURREY WHOLESALER, Stage-1 Records, exclusive distributor of the Black Sabbath LP *Live At Last* over the last two weeks, has revealed details of two new distribution deals currently in the pipeline.

An exclusive distribution deal with NEMS will see the Black Sabbath single "Paranoid" released via Stage-1 within the next two weeks. And, according to director Terry Shand, Stage-1 has almost finalised negotiations with a Dutch record company for release of a double album in the UK by a top European band. Full details will be available shortly.

S. Golds, the Leytonstone-based wholesaler, claims that it now offers the widest range of pre-recorded video cassettes in the London area.

An agreement was last week concluded with video software company Intervision to distribute 300 of its pre-recorded titles — a move which brings Golds' catalogue up to 400 programmes.

In addition, Golds hopes to add another 100 titles in the next few weeks if talks with Precision Video, the PRT/Pyre subsidiary, and a number of smaller video operations prove successful. Golds is also now offering TDK blank video cassettes (£180) at £8.41 plus VAT.

This week's special offers from Lightning Records include Linton Kwesi Johnston's *Bas Culture* at £2.65, Alice Cooper's *Flush* at £2.45, 10cc's *Greatest Hits* at £2.65, Eric Clapton's *Just One Night* at £4.10, Jefferson Starship's *Freedom At Point Zero* at £2.75 and Jean Michel Jarre's *Equinoxe* and *Oxygene*, both at £2.25.

Polygram's import subsidiary IMS managed to ship out over 2,000 copies of the German *Peter Gabriel LP* at the end of last month, sales continue to be healthy. The company is also now handling the German imported LP *Genesis Rock Theatre*, Murray Head's *Voices* and the soundtrack to the 1967 movie *Blow Up* by Herbie Hancock and on French import.

New US imports from Camden's Pacific Records include Dave Cousins'

Old School Songs, Random *Old's Eccelestarian*, *The Best Of Love*, not currently available in the UK, Dr Demento's *Dementia Royale* and the newly released National Lampoon *White Album*.

A selection of children's tapes available from the newly launched label Kidstuff Cassettes, all retailing at £1.75. Lugtoun is also offering ten Warwick albums at a dealer price of only 85 pence. Titles include *Stewpot's Pop Party*, *The Golden Years Of Graceia Fields* and *40 All Time Singalong Party Hits*.

TV GUIDE

Albums to be advertised on television

ATV ROMANTIC GUITAR K-Tel ONE 1079C 279
Paul Brett (20 July, 3 weeks) (4.99/4.99)
HEART TO HEART
Rory Charles (Now, 1 week) (2.23/2.25) Decca RAVTY ATYMC
KING OF THE ROAD Warwick WWW WWW 5084
Bozcar Willie (Now, 1 week) (2.25/3.45)

GRANADA ROMANTIC GUITAR K-Tel ONE 1079C 279
Paul Brett (20 July, 3 weeks) (4.99/4.99)
SOUNDS SENSATIONAL Polydor POLTV POLVM 10
Bert Kaempfert (Now, 1 week) (2.23/2.25)
KING OF THE ROAD Warwick WWW WWW 5084
Bozcar Willie (Now, 1 week) (2.25/3.45) K-Tel NN 1074C 264
MAGIC REGGAE Various (7 July, 3 weeks) (4.99/4.99)

LONDON THEMES FOR DREAMS K-Tel NE 1077
(Now, 2 weeks) (4.99/4.99)

SOUTHERN ROMANTIC GUITAR K-Tel ONE 1079C 279
Paul Brett (20 July, 3 weeks) (4.99/4.99)
SOUNDS SENSATIONAL Polydor POLTV POLVM 10
Bert Kaempfert (Now, 1 week) (2.23/2.25)

SCOTLAND MAGIC REGGAE Various N-Tel NE 1074C 274
(7 July, 3 weeks) (4.99/4.99)

TRIDENT MAGIC REGGAE Various K-Tel NE 1072C 2074
(22 July, 3 weeks) (4.99/4.99)
KING OF THE ROAD Warwick WWW WWW 5084
Bozcar Willie (Now, 1 week) (2.25/3.45)

All prices indicated (excluding K-Tel) are trade prices.

RECORD BUSINESS July 7 1980

Observation Post

really want to be). Thus, A&M missed the boat on sales by several thousand more than its initial pressing.

The six pack charted three weeks ago and we have the incredible situation of a chart item which is deleted. And, of course, the demand has subsequently increased considerably. Perhaps the most aspect of this situation is that a large slice of the record buying public, particularly in the less populated areas, find they are unable to buy the six-pack in their local record store. They won't understand why they can't, and they will go out with a bad impression both of the shop and record retailing as a whole. I don't believe A&M has done smaller dealers any favours in this matter.

A&M knew the demand and could have upped the pressing and saved all the hassle and disappointment. I fail to understand why the record companies behave in this way.

The result is inevitable. Within a few

VIDEO MEANZ POUNDZ

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Send for a catalogue or call at:
CARNABY VIDEO (Wholesale)
26 Carnaby Street
(Near Oxford Circus) London W1
Tel: 01-734 4981.

REGIONAL

Race is on for Irish local radio franchises

THE RACE is on by private consortia, newspapers and the State broadcasting service for a share in the Republic of Ireland's planned new local radio stations.

Legislation will come before the Irish Parliament before the summer recess setting up a new Authority for local radio. The new Bill will also close down the pirate stations operating throughout the country.

In the bid to get control of the most lucrative station — the one which will serve the one million inhabitants of the greater Dublin area — a number of prominent TV and radio personalities are being mentioned.

Top of the list is Eamonn Andrews, who has long been interested in the development of local radio in Ireland. He already has considerable entertainment interest in his native Dublin, including a recording studio which provides jingles and sponsored programmes for the State's two radio stations, RTE Radio 1 and 2.

Ireland

The powerful consortium headed by Andrews is thought to have the backing of a major Irish bank.

The BBC's star boy, Terry Wogan, has also been mentioned as another key figure of British broadcasting said to be interested in local radio in his native country. Wogan started out as a continuity announcer on RTE radio.

Bids have also been placed by businessmen and newspaper interests for other stations around the country which will be up for grabs when the new legislation is announced.

RTE, the State broadcasting company, which already has two radio stations — including the year old pop channel, Radio 2 — is seeking some recognition for its community radio plans in the new legislation.

However, the Republic's Communications Minister Albert Reynolds, has made it clear that RTE will not automatically get the most lucrative franchise.

Record companies, bands and other industry interests will welcome the freedom of choice and competition on Ireland's airwaves. Since the opening of Radio 2 exactly a year ago, record sales have increased in the Republic despite the flagging figures overall.

EMI is back in business in Ireland after a two month strike amid with a home-grown team at the top.

The strike, which ended some weeks ago, had a disastrous effect on the company's position in the Irish record market and it has taken some time to reorganise on return to work.

However, a major bone of contention over the years has now been sorted out. Instead of "importing" a managing director from England to work out a two or three-year term, EMI Ireland will now be directed by an Irish team.

Terry O'Rourke, who joined in 1967, is currently finance director but from July 1st he becomes director and general manager of the Dublin operation. Freddie Middleton, currently marketing manager, who will take on the new title of marketing director has been with the company since 1974.

"We are pretty confident for the future", Middleton told *Record Business*, adding that one of their objectives would be to have new releases out on the same day as Britain.

Violence hits music again in Ulster

MANY BANDS and entertainers from Southern Ireland still refuse to play dates in Ulster. Of late, bands stated that they have had their vans hi-jacked, while others were robbed at the end of the night. The latest victims were Donegal-based band Pluto, who were attacked on stage at a venue in Newtownstewart. The band's lead singer Mary Gallagher required hospital treatment, and the band's van was also badly damaged. The current violence is bringing back sad memories of the time almost five years ago when three members of the Miami Showband were murdered as they returned home from a venue in Ulster. For many musicians and entertainers Ulster is still a no go area, and who can blame them.

Ulster

DESPITE THE recession in the recording industry, most Ulster labels are busy promoting new singles by their various artists.

New wave label Good Vibrations emerges from semi-retirement to introduce two new groups. Both are Belfast-based. Moondogs issue their long awaited single 'She's 19', while the Outcasts try with 'Self-conscious Over You'. Meanwhile George O'Doherty is busy with his label Rip Off, promoting another new wave act Rod Vey with a number called 'Metal Love'.

Mint Records has signed up pop band The Miami, who are seeking a hit with 'You're So Cheeky' composed by organist Peter Eades for RTE's 16th National Song Contest. Belfast folk group Blackthorn issues its third single on the RCI label 'My Mayou Home'. Glen Records has issued a compilation album of Blackthorn's previous hits entitled *Paddy Lie Back*.

Back from the States where he recorded 'Ballad of John Wayne' country king Big Tom hopes for repeated success. The song was produced and composed by Donegal-born Johnny McCauley and issued on his Denver label.

NO WONDER JENNIFER WARNES IS SO HAPPY....



AFTER ONE WEEK, HER NEW SINGLE

'WHEN THE FEELING COMES AROUND'...

CAPITAL 210 RADIO 1
LUXEMBOURG RADIO 2
PICCADILLY CLYDE
DOWNTOWN HALLAM
CITY PENNINE METRO
ORWELL LOCAL BBC'S

HAVE YOU COME AROUND?

"TAKEN FROM HER CURRENT ALBUM 'SHOT THROUGH THE HEART'"

ARISTA
ARIST 342

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THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

SALES RATING
100 = Strong No. 1 Sales

AIRPLAY RATING
100% = Top Of The Pops

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



OLIVIA NEWTON-JOHN

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Label/Cat. No.	D	Dist. Use
★ 1	10	4	49 82 XANADU OLIVIA NEWTON JOHN-ELECTRIC LIGHT ORCHESTRA	JET 185		C
2	1	9	48 84 CRYING DON MCLEAN	EMI 5051		E
★ 3	9	4	37 72 JUMP TO THE BEAT STACY LATTISAW	ATLANTIC K11496(T)		F
★ 4	5	5	36 31 SIMON TEMPLER - TWO PINTS OF LAGER SPLODGENESSABOUTS	DERAM BUM 1		W
5	2	8	36 71 FUNKYTOWN LIPPS INC.	○ CABLANCA CAN(L) 194		A
★ 6	7	3	32 87 WATERFALLS PAUL MCCARTNEY	PARLOPHONE R6037		E
7	4	8	32 81 EVERYBODY'S GOT TO LEARN SOMETIME KORGIS	RIALTO TREB 115		A
★ 8	8	4	31 63 MY WAY OF THINKING - I THINK I'S GOING TO RAIN TODAY UB40	GRADUATE (12)GRAD 8		W
9	3	8	30 73 BACK TOGETHER AGAIN ROBERTA FLACK FEATURING DONNY HATHAWAY	ATLANTIC K11481(T)		M
★ 10	24	3	29 63 USE IT UP AND WEAR IT OUT ODYSSEY	RCA PC 1962		R
★ 11	32	3	28 67 CUPID - I'VE LOVED YOU FOR A LONG TIME DETROIT SPINNERS	ATLANTIC K11498		W
12	6	6	26 39 BEHIND THE GROOVE TEENA MARIE	MOTOWN (12)TMG 1185		E
★ 13	21	7	26 68 TO BE OR NOT TO BE B.A. ROBERTSON	ASYLUM K12449		W
★ 14	14	3	25 1 LOVE WILL TEAR US APART JOY DIVISION	FACTORY FAC 23		P/C
15	11	10	20 18 THEME FROM M*A*S*H MASH	○ CBS 8536		C
16	12	4	19 71 PLAY THE GAME QUEEN	EMI 5076		E
★ 17	20	4	18 41 747 (STRANGERS IN THE NIGHT) SAXON	CARRERE CAR 151(T)		W
18	13	10	18 27 MESSAGES ORCHESTRAL MANOEUVRES IN THE DARK	DINDISC 15 (15-10) C		W
★ 19	28	4	17 71 COULD YOU BE LOVED BOB MARLEY & THE WAILERS	ISLAND WIP 6610		R
20	18	6	17 64 SUBSTITUTE LIQUID GOLD	POLO (12-4)		C
★ 21	90	2	15 63 EMOTIONAL RESCUE ROLLING STONES	ROLLING STONES RSR 105		E
★ 22	■	1	15 54 BABOOSHKA KATE BUSH	EMI 5085		E
★ 23	37	7	15 18 COMPUTER GAME (THEME FROM THE INVADERS) YELLOW MAGIC ORCHESTRA	A&M AMS(P) 7502		C
24	15	11	14 27 YOU GAVE ME LOVE - USE YOUR BODY AND SOUL CROWN HEIGHTS AFFAIR	DE-LITE MER(X) 9		F
25	17	10	14 29 LET'S GET SERIOUS JERMAINE JACKSON	MOTOWN (12)TMG 1183		F
26	25	6	14 11 CHRISTINE SYMOXISIE & THE BANSHES	POLYDOR 2059 249		F
27	26	10	13 16 MIDNIGHT DYNAMOS MATCHBOX	MAGNET MAG 169		A
★ 28	31	7	13 67 ME MYSELF I JOAN ARMATRADE	A&M AMS 7527		C
29	22	8	13 23 RAT RACE - RUDE BUOYS OUTA JAIL SPECIALS	2 TONE CHS TT11		W
★ 30	55	2	12 47 A LOVER'S HOLIDAY CHANGE	WEA K79141(T)		W
★ 31	59	2	11 47 SLEEPWALK ULTRAVOX	CHRYSALIS CHS 2441		F
32	16	9	12 16 OVER YOU ROXY MUSIC	POLYDOR POSP 93		F
33	34	6	10 65 LET'S HANG ON DARTS	MAGNET MAG 174		A
★ 34	64	2	9 57 WEDNESDAY WEEK UNDERTONES	SIRE SIR 4042		W
★ 35	77	2	9 51 MORE THAN I CAN SAY LEO SAYER	CHRYSALIS CHS 2442		F
36	39	4	9 67 LET MY LOVE OPEN THE DOOR PETE TOWNSHEND	ATCO K11486		W
★ 37	61	2	11 * WHOLE LOTTA ROSIE AC DC	ATLANTIC HM 4		W
38	36	8	9 49 CHINATOWN THIN LIZZY	VERTIGO LIZZY 6		F
39	23	5	11 3 (I'M NOT YOUR) STEPPING STONE SEX PISTOLS	VIRGIN VS 339		C
40	29	8	10 12 D-A-A-ANCE LAMBRETTAS	ROCKET XPRES 33/333		F
41	19	11	10 7 NO DOUBT ABOUT IT HOT CHOCOLATE	RAK/12RAK 310		E
★ 42	49	4	8 62 KINGS CALL PHILIP LYNOTT	VERTIGO SOLO 2		F
★ 43	48	5	9 25 LIP UP FATTY BAD MANNERS	MAGNET MAG 175		A
★ 44	53	4	9 17 DO YOU DREAM IN COLOUR BILL NELSON	COCTEAU COQ 1		M
45	33	7	10 7 (IF LOVING YOU IS WRONG) I DON'T WANT TO BE RIGHT ROD STEWART	RIVA 23		W
★ 46	84	2	10 1 NEON KNIGHTS BLACK SABBATH	VERTIGO SAB 3		F
47	35	8	9 27 I'M ALIVE ELECTRIC LIGHT ORCHESTRA	JET 179		C
48	42	4	8 32 SUNSET PEOPLE DONNA SUMMER	CASABLANCA CAN(L) 198		A
49	27	6	9 11 BREAKING THE LAW JUDAS PRIEST	CBS 8644		R
50	47	4	7 66 RUNNING FROM PARADISE DARYL HALL & JOHN OATES	RCA RUN (12-1)		C
★ 51	54	3	7 43 NEWS AT TEN VAPORS	UNITED ARTISTS BP 345		E
★ 52	67	3	7 37 DOES SHE HAVE A FRIEND? GENE CHANDLER	20TH/CHI SOUND TC 2451 R		W
53	30	6	8 15 THE SCRATCH SURFACE NOISE	WEA K18291/K18291(T)		W
★ 54	70	2	8 * HIGH VOLTAGE AC DC	ATLANTIC HM 1		W
★ 55	60	4	6 42 FANTASY GERARD KENNY	RCA PB 5256		R
56	41	6	6 34 NEW AMSTERDAM ELVIS COSTELLO	F.BEAT XXS/XX5E		W
★ 57	68	2	8 * DIRTY DEEDS DONE DIRTY CHEAP AC DC	ATLANTIC HM 2		W
★ 58	76	2	7 * RUNNIN' WITH THE DEVIL VAN HALEN	WARNER BROS HM 10		W
59	38	5	6 14 POLICE SINGLES' SIX-PACK POLICE	A&M AMPP 6001		C
★ 60	86	2	7 * IT'S A LONG WAY TO THE TOP AC DC	ATLANTIC HM 3		W

WHERE IT'S COMING FROM

TOM BROWNE R.B. Disco Chart
No.14

"FUNKIN' FOR JAMAICA"

-hottest 12" around!

7" ARIST 357 12" ARIST 12357

Taken from the album "LOVE APPROACH"

G.Q.

"G.Q. DOWN"

7" ARIST 353 12" ARIST 12353

Taken from the album "G.Q. TWO"

GARY BARTZ

"MUSIC"

7" ARIST 355 12" ARIST 12355

PHYLLIS HYMAN

"UNDER YOUR SPELL"

7" ARIST 343 3-Track 12" including "KISS YOU ALL OVER"

(Special Disco Re-mix) ARIST 12343

Taken from the album "YOU KNOW HOW TO LOVE ME"



Orders to: Polygram Records Distribution, PO Box 36, Clyde Works,
Brove Road, Romford, Essex RM6 4QR. Tel No: 01-590 6044 or Tandem sales team.

LIVE MUSIC

Artist: MINK DE VILLE
Venue: The Venue, London (500)
THE POSTERS were announcing 'Willy's back' and certainly the singer and leader of the band is a charismatic frontman with plenty of admirers.

This was just one of two promotional gigs in support of the *Le Chat Bleu* album on Capitol and showed that Willy De Ville and his entirely new band are cutting it better than ever. Gone is all that over-the-top showmanship and in its place is a tight, hard-rocking performance which had plenty of punters leaving the tables and dancing stagefront.

The old stalwarts like 'Spanish Stroll' and 'Soul Twist' went down best but Willy paced them with some of the atmospheric numbers from the new album.

A pity that Mink De Ville hasn't landed a singles hit since 'Spanish Stroll' because the band plays enjoyable and varied dance music with a lot of style and deserves more exposure.

DAVID REDSHAW

Artist: STEVE HARLEY
Venue: The Venue, London (500)

AFTER A three year lay-off among the expatriates of Southern California, Steve Harley, now pushing 30, returned to the London stage at the end of June in an attempt to resurrect his recording career.

With a couple of ex-Cockney Rebels in the line-up, Harley did his best to please rocking through old favorites and a selection of pretty similar new numbers, signing off with the obligatory 'Come Up And See Me Make Me Smile'.

Still a vibrant performer, Harley seems to have picked up musically where he left off in 1976, and his commercial appeal today, presuming a contract is offered, is therefore far from assured. Time — and the content of his first album — will tell.

TIM SMITH

AMERICAN HEROES

AMERICAN HEROES, an ambitious work written by Barry Mason, Michael Johnson and Don Gould is due to become a stage musical in London in the Autumn.

What the invited audience saw was merely the musical framework of the show, to be released immediately by WEA. The no-expense-spared song cycle was performed by five vocalists, massed orchestra and six backing singers with linking narration by Mason and Johnson. The plot tells the story of one man's disillusioned search to find himself and his journey through Hell where he meets all his American Heroes.

The music has obviously got what it takes, spanning a wide range of contemporary styles with conviction. The show also produced one certain star, Ursuline Kairson, a black lass from America who prowled the stage with a sensuous feline grace and sang with a power and passion which threatened twice to stop the show.

BRIAN MULLIGAN

HOYT AXTON



A RUSTY OLD HALO

"A RUSTY OLD HALO"

THE NEW ALBUM
FROM
HOYT AXTON

Released 4th July

Includes hit single:
DELLA AND THE DEALER

YBLP 800

on Young Blood Records
Distributed by
Polygram: 01-590 6044.

Rush Release (4th July) Follow up Single -
"Hotel Ritz c/w Evangelina" (YB92)

EXCLUSIVE FROM WYND-UP!

BOX TOPS

The Letter/Cry Like a Baby JBO4

CHIFFONS

Sweet Talkin' Guy/He's So Fine JBO3

CLARENCE "FROGMAN" HENRY

But I Do/You Always Hurt The One

You Love JBO15

DEL SHANNON

Hats Off To Larry/Little Town Flirt

JBO5

DEL SHANNON

Runaway/Keep Searchin' JBO1

FREDDIE AND THE DREAMERS

You Were Made For Me/I'm Telling

You Now JBO17

GERRY & THE PACEMAKERS

Ferry Cross The Mersey/Don't Let

The Sun Catch You Crying JBO2

LITTLE RICHARD

Good Golly Miss Molly/

Tutti Frutti JBO13

LITTLE RICHARD

Rip It Up/Keep On Knocking JBO14

P.J. PROBY

Somewhere/Maria JBO8

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RECORD BUSINESS

CHART
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CHARTBUSTERS

The hottest singles
from the Record Business

POWERHO

Chartbusters

ROLLING STONES/EMOTIONAL RESCUE
KATE BUSH/BABOOSHKA

ON THE RADIO

Hot on the RB Airplay Guide

- LEO SAYER/MORE THAN I CAN SAY (Chrysalis CHS 2442)
- GENE CHANDLER/DOES SHE HAVE A FRIEND? (20th TC 2451)
- DIANA ROSS/UPSIDE DOWN (Motown TMG 1195)
- HOT CHOCOLATE/ARE YOU GETTING ENOUGH (RAK 318)
- MICHAEL JACKSON/GIRLFRIEND (Epic EPC 8782)
- AVERAGE WHITE BAND/FOR YOU FOR LOVE (RCA A&W 2)
- DEXY'S MIDNIGHT RUNNERS/THERE THERE MY DEAR (Zono Z6)
- WHITESNAKE/READY AN' WILLING EP (UA BP 363)

DISCO/SOUL

Top new sellers on RB's Disco Chart

- S.O.S BAND/TAKE YOUR TIME (Tabu TBU 8564)
- WHISPERS/MY GIRL (Solar SO 8)

IMPORTS

Pastest moving Disco/Soul imports

- DYNASTY/I'VE JUST BEGUN TO LOVE YOU (Solar)
- FLAKES/SUGAR FROSTED LOVER (Magic Disc)

Hear Record Business



Disco Charts
Country Chart



Singles Chart
Disco Chart



Country Chart



Singles Chart
Country Chart



Disco Chart



Country Chart



Radio 1
Singles Chart
Country Chart



Singles Chart



Singles Chart
Disco Chart



Disco Chart



R&B SCOTLAND
Singles Chart

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

LISTERS LISTERS LISTERS LISTERS LISTERS

gles of the week
ss Research Computer...

USE PICKS

of the week

(Rolling Stones RSR 105)
(EMI 5085)

NEW RELEASES

Due in the shops this weekend

JOHN FOX/ BURNING CAR	(Metal Beat VS 360)
CHRUSADERS/ SOUL SHADOWS	(MCA 630)
BODYSNATCHERS/ EASY LIFE	(2 Tone CHS TT12)
ANGELIC UPSTARTS/ LAST NIGHT ANOTHER SOLDIER	(Zono 27)
GIRLSCHOOL/ RACE WITH THE DEVIL	(Bronze BRO 100)
CHEAP TRICK/ EVERYTHING WORKS IF YOU LET IT	(EPC 8755)
FALL/ HOBGOBLINS	(Rough Trade RT 048)

ROCK

Top action from the RB Top 100 and Indie Chart

MO-DETTES/ PAINT IT BLACK	(Deram DET/R-1)
OTWAY AND BARRETT/ D.K. 50-80	(Polydor 2059 250)
BLUES BAND/ THE BLUES BAND EP	(Arista BOOT 2)
COCKNEY REJECTS/ WE CAN DO ANYTHING	(Zonophone 26)
HAWKWIND/ SHOT DOWN IN THE NIGHT	(Bronze BRO 98)

OFF THE WALL

Coming out of nowhere

NO NEW OFF THE WALL CHARIBUSTERS THIS WEEK

arts on these radio stations:

4 earth Singles Chart	beacon radio303 Singles Chart	RADIO TEES Singles Chart Country Chart	Radio Trent Singles Chart Country Chart	257 Discs Chart	257 Country Chart	257 Radio Cruwell Country Chart
206 Radio London Country Chart	206 Country Chart	206 Country Chart	B4 RADIO CLEVELAND 58-41HF C103 Country Chart			

YOUNG BLOOD RECORDS NEW RELEASES

Friday 4th July, 1980

"DO YOU WANNA DANCE" c/w "CAMEL DE LEIGHT"
BY LAUGHING JACK (YB91)

By public demand an EP with previous unreleased tracks
"IN A BROKEN DREAM" (Mono & Stereo)
"THE BLUES" "CLOUD NINE"

BY PYTHON LEE JACKSON featuring ROD STEWART
(YBEP 89)

This is also available in 12-inch (YB12 89)

on Young Blood Records

Distributed by Polygram: 01-590 6044



ULTRAVOX
NEW SINGLE SLEEPWALK
CHS 244

Q·TIPS

NEW SINGLE
TRACKS OF MY TEARS
CHS 242



Chrysalis

RADIO WEEK

On the Move

AIR SERVICES has appointed a marketing executive and is to add a fifth sales group to its force in London. Brian Rubomon, reporting to marketing director Mike Goodrich, joins AIR from the marketing department of Granada and latterly Aer Lingus. His immediate responsibility will be to produce detailed marketing data for ILR stations. The company's new sales group will consist of two senior executives and an assistant in common with the present structure.

SARAH WARD will be taking over the slot vacated by Adrian Love who moves to Radio-1 in September. Currently part of the *London Today* team, she takes over on August 4. The move means Capital will depart from the regular phone-in format; some elements will remain but the show, re-titled *London Tonight*, will follow a magazine-type pattern.

METRO RADIO has filled the vacancy left by sales director Norman Bilton's departure to head Bournemouth's 2CR.

Maurice Dobson, 38, joins as sales manager in September from North of England Newspapers where he was advertisement manager. In 1964 he joined Northern Press as advertisement/circulation representative eventually becoming advertisement manager of the group until his move in 1977.

Metro has also appointed Terry Jones, 33, as field sales manager.

JA - VROOOM

Alan Melville, Diane Cilento in Avonshire consortium winning Bristol contract

BRISTOL'S £1 MILLION consortium Radio Avonshire has won the area's ILR contract, the result of what chairman Professor Glynn Wickham calls a "20-year fight." The group faced competition from six other parties including Avon Broadcasting Company, in which Standard Broadcasting was involved - the only other group to be invited back by the IBA for a second interview - and Bristol Channel Radio, the group former BRMB programme director John Russell left Birmingham to join.

Professor Wickham is head of the drama department at Bristol University and, with members of the original group including HTV's Teddy Hoeson-Brown and writer and broadcaster Alan Melville, was among the pioneers of

commercial radio and television in this country. In fact, Wickham's work led to the media's introduction into the academic curriculum. His department boasts a suite of a/v studios.

All 500 shareholders in the group are local, and raised the entire £1 million capital. Deputy chairman of Avonshire is Fergus Lyons, a solicitor. Other members include Adrian Ball, a director of LBC who works for the *Exchange Telegraph*, William Beloe, non-executive director of Harlech TV group, actress Diane Cilento who lives in Bath, former BBC producer John Elliot, Grace Kitto, PR, who was previously a presenter and producer for University Radio, Exeter, Peter Tod of the Bristol Hippodrome

who worked closely with Radio Tees on arts programmes while director of Darlington Civic Theatre and Vivien Womersley who was trained at the Bristol Old Vic Theatre School, has worked for the BBC in Bristol and London and was on the staff of the *Observer* for two years.

The IBA estimates a predicted coverage of 880,000 people in the station's medium wave area and 610,000 on VHF. It has fixed a primary rental of £75,000. Around 84,000 people live in Bath which is in the station's Avon county transmission area. The service should be on the air by the Autumn of 1981, its studios situated in central Bristol.

Argo to record 210's Jeeves series

A SERIES of radio dramas produced by Radio 210 has been picked up by Decca for release as a double album on the Argo label later this year. Entitled *Jeeves - A Gentleman's Personal Gentleman*, the 20-part series was adapted for radio from a book by Professor C Northcote Parkinson by programme controller Neil Ffrench Blake who also wrote the music.

In radio form *Jeeves* lasts three hours but will be condensed for commercial release. Already nearly half the ILR network has agreed to take the series which features a number of celebrities in cameo parts including Wilfred Brambell, Tina Charles, Jilly Cooper, Wendy Craig, Kenny Lynch, Fiona Richmond, Leonard Rossiter, Andrew Sachs and David Soul.

IBA bows to complaints: 2 ads an hour only

THE IBA has taken steps to counter recurring complaints about radio advertising repetition by ruling that if any product is to be advertised three or four times in one hour there must be at least one copy change.

IBA rules have always limited the advertising of one product to not more than four times an hour but complaints about repetition from the public and Local Advisory Committees were aired so often that the Authority decided there was some justification for finding a new formula.

It was decided, after negotiations with the radio companies and sales houses, that it would be insufficient to simply reduce the requirement to three times an hour. The new revisions mean that an ad can only be used twice in an hour without a copy change.



Jim Johnstone
Radio Forth Youth
Orchestra

ILR champions live music

THE EMPLOYMENT of musicians continues in ILR with Radio Forth's Youth Orchestra formed to give young players broadcasting experience of playing to a wide audience. Following the 40-piece orchestra's broadcast debut last Christmas, its first public appearance was given recently at Edinburgh's Queen's Hall. And the station has just introduced a new programme called *The Folks Around Robin* on Sundays, where guest artists perform live with Jim Johnstone and his Scottish Dance Band. Host Robin Brock is a musician in his own right. Guests include Peter Morrison, Alistair McDonald, Andy Stewart and Moira Anderson. Sandy Wilkie produces.

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ILR holds off BBC challenge

ILR HAS maintained its 33 percent share of the radio listening market and increased its patronage in women and housewives in the face of extreme competition from the BBC's network channels. According to the spring JICRAR study 52 percent of all adults listen to ILR each week, a one percentage point increase over last year.

The study undertaken in April and May by RSG, used a sample of 15,500 people in the areas served by the original 19 stations. Both CBC and Mercia have since undertaken audience studies independently. Individual station results will be published next week.

ILR's 52 percent reach is in line with the growth measured over the last few years. In 1977, JICRAR recorded a 47 percent. In 1978 it increased to 49 percent, rising to 51 percent last year. The increased listening by women is offset by a drop in male listening, but the ILR audience profile now closely matches its potential audience.

ILR's adult audience is now 14,287,000 - just over half women. This reverses last year's trend when more male listeners were recorded. All female listening has increased. The 15-24s are up from 65 - 68 percent, 25-34s up from 53 - 58 percent and housewives with children up from 51 - 55 percent.

"We are all delighted with these results," says Tony Stoller, director of AIRC. "After the high audience figures of the last couple of years we thought we would do very well just to hold our listeners, especially as the BBC have been going hammer and tongs with their popular national channels. This increased reach, especially among women and housewives has exceeded even our expectations."

Listening hours are down on last year, the average being 13.5 compared with 13.9 last year and 13.2 in 1978. Women listen for 102,000 hours compared with 88,000 male listening hours.

The following table shows the 1980

share of listening against last year's published data:

	1980	1979
ILR	33%	33%
Radio 1	25%	25%
Radio 2	22%	20%
Radio 3	2%	2%
Radio 4	11%	11%
BBC local	6%	6%
Luxembourg	1%	1%
Others	1%	1%

Results each year are identical, with the exception of Radio-2 which increased its share by two points. However because the 1980 figures have been rounded up to 101 percent while last year's figures were rounded down to 99 percent it is impossible to tell where Radio 2's increase has come from.

Hereward hit by IBA restrictions

IN AN effort to guarantee quality rather than quantity in the output of new ILR stations, the IBA is unlikely to grant small companies full broadcasting hours from day one. The latest victim of this policy is Hereward Radio, due to begin broadcasting on July 10. The Peterborough station requested 19 hours but following heated discussions with the IBA has been granted 15 hours to start, increasing to 19 after three months.

When CBC began broadcasting in March it was restricted to 14 hours a day for the first three months, now upped to 18. However Mercia Sound was granted 19 and 20 hours from day one because the Authority recognised what they call "a high level of expertise and professionalism" at the Coventry station.

The programme schedule submitted for approval by Hereward concentrated on spokenword shows, including proposals to take output live from LBC. While finding the ideas laudable it is understood that the Authority doubted whether Hereward had the resources and professionalism to deliver and insisted that ILR's credibility and standards be maintained by recommending a 14 hour start. However the Authority did eventually grant 15 hours.

Hereward's basic programme plans, as eventually approved by the Authority after protracted discussions, see Dave Bowen and Jonathan Crampton co-presenting the 6am-10am breakfast show which is heavy on news and information. At 10am Stewart Francis presents a two hour show which has a 50/50 music/speech mix including a "serious hour" with an interview and/panel of experts. From 12-1pm Andy Graham hosts a music-based show aimed at young people home at lunchtime with features such as Swap Shop. From 1pm-4pm Martin Woolf presents a "high quality" music/speech show, once again with the 50/50 mix followed by Alan West's drivetime slot which, like breakfast, is heavily news and information orientated. At 7pm Dougie King presents a two hour pop music show.

In two week's time the result of a two-week diary experiment will be available. This year 5 percent of the people interviewed completed diaries for two weeks instead of the usual one. The advantage is that reach is higher over two weeks than one.

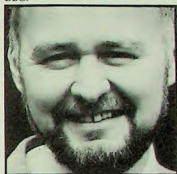
Radio Tay opts for BMS

RADIO TAY, the Dundee/Perth ILR, has appointed BMS as national sales agent thereby joining the Scottish rate card which BMS operates for Radios Clyde and Forth. By opting for the benefits of regional radio selling managing director Allen Mackenzie's decision will be an advantage to AIR Services who are not only shareholders in Radio Tay but are represented by Eddie Blackwell on the board.

Mike Vanderka, managing director of BMS, believes Tay's decision strengthens the argument in favour of selling radio regionally. Says newly appointed sales manager Ian Large: "I believe being sold through the Scottish rate card will be an advantage to us and will enhance our national sales potential."

The Dundee/Perth station has also announced the appointment of head of programmes. He is George Mackintosh,

senior news organiser at Radio Clyde who was educated in Dundee. As previously reported the station's chief engineer is Wilson Carson, from the BBC.



GEORGE MACKINTOSH

Rockshow Report

MOST AIRPLAY Descending Order	
1 THE UP Graham Parker	Siiff SEEZ 23
2 THE PHOTOS Epic PHOTO 5	
3 PETER GABRIEL Charisma CDS 4019	
4 SENT FROM COVENTRY Various Kathedral KATH 11	
5 SCREAM DREAM Ted Nugent	Epic EPC 86111
6 ME MYSELF I Join Armistead A&M AMLH 64809	
7 TANGRAM Tangerine Dream Virgin V2147	
8 DANGER ZONE Sammy Hagar Capitol E-ST 12069	
9 DEFECTOR Steve Hackett Charisma CDS 4018	
10 DO ANIMALS BELIEVE IN GOD? Pink Military Eric's ERIC 004	

MOST ADDED	
1 EMOTIONAL RESCUE Rolling Stones Rolling Stones CUN 39111	
2 THE BEST OF Jefferson Airplane RCA International	INTS 5030
3 UPSHIFING Bob Marley	Island ILPS 9596
4 TOTAL'S TURNS The Allman Brothers Band Rough Trade ROUGH 10	
5 GREAT BOYS IN THE JET AGE Lambertas Rocket TRAIN 10	

THIS WEEK brings two new additions to the Rockshow panel: Andy Lloyd of Mercia Sound and Dougie King at Hereward. Andy presents, in addition to his other duties at the station, a two hour weekly show. Dougie's show goes out 7 to 9pm Monday through Friday covering what he terms "across the board rock." He will be using the Rockshow Most Airplay and Most Added charts for on air reference and eventually hopes to get a show together to deal with specialist and independent rock. The addition of these two presenters brings the number of DJs contributing to the panel to a grand total of 30.

Predictably, the Rolling Stones' *Emotional Rescue* has taken the top spot in the Most Added list with adds at Radio One (Mike Read), BRMB (Robin Valk), FORTH (Chris John), Metro (John Coulson, Malcolm Herdman), Orwell (Peter Barrac-

lough), Plymouth Sound (Ian Calvert), Trent (Kenny Hague), London (Mike Sparrow) and Merseyside (Phil Ross). As if all this addition weren't enough, Mick Jagger has been doing his bit for good PR with interviews at Forth and Metro (Malcolm Herdman).

Special features this week include Phil Ross' (Merseyside) "Over-the-top spot" featuring the Pasmatics "Butcher Baby" (Siiff 12); Pete Barrocough (Orwell) with an hour of mod music featuring the Who, the Jam, the Chords, the Lambertas and the Small Faces; and Winton Cooper's (Sheffield) WC Flush Four Singles by the Comsat Angels, Ray Gomez, Ziggy Byfield and AD 2000.

Mike Read's Radio One show featured albums by Ted Nugent, Rolling Stones, Lambertas, Bob Marley & the Wailers, 2 by 5 and Johnny G. The sessions used were by the Original Mirrors, 9 Below Zero, Rudi, the Stiffs and Wreckless Eric. Bruno from Radio Stoke will be the first presenter to fill in for Mike while he is away.

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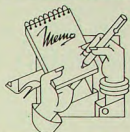
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SMALL LABELS all over the country are getting ready for the opening of the Dinosaur Discs Record Store in London's West Kensington.

The brainchild of Dave Skillin and Micky Stubbs – former members of the well-liked mid-70s rock band Home – Dinosaur Discs was set up in February of this year as a record label with ambitious plans for ultimately opening a record shop that would be a small labels paradise.

Now the dreams have become reality in a very short time indeed, Skillin told *RB*. Not only has the record company released its first two singles – from Pedit and the Lions and Strubbs – but the

record shop has been set up on a corner site opposite leading rock venue The Nashville Rooms, and as an added bonus, the Dino Disc duo have gone in with the owners of Wimbledon's Alvic studios to build a 16/24 track facility in the shop's basement.

This move, gives the tiny new label all the capabilities of finding young bands who write their own material, mastering the songs, publishing them and selling the resulting records through its own outlet.

After the demise of Home, Skillin began picking up experience on the indie scene by moving in with Miles Copeland's Faulty Products stable as co-manager of new wave band Chelsea.

"It was there that I realised that any small label could have a hit if the song was good enough," said Skillin. "The prime example of that was Police's 'Roxanne' which was released no less than three times while I was working at Faulty. Eventually A&M picked it up after it had sold 20,000 copies, and the whole thing snowballed from there.

"I have been filing away all the information I thought would come in useful for future use – and that's how Dinosaur Discs came about."

And having been through most of the scenarios that the record industry can produce for a struggling young artist, from his time with Home and the big budget major record company scene right down to singles recorded for £400, he has a deep-seated preference for the latter.

"As a small label we can stay with a release. If you give a record your whole time – and if it is good enough – there's no reason why your £1,000 investment will not sell 5,000 copies. And then you will have made enough to make more records," affirmed Skillin.

As far as the shop is concerned, Skillin is determined to make it the leading small labels specialist in London, and is currently approaching every indie in the *Record Business Small Labels Catalogue* so that he can stock at least one copy of every entry.

"The labels have responded magnificently," said Skillin. "We are well on target on the stock side. We also want groups coming into the capital to play a few dates to contact us so we can give them a window display and take a box of 45s off them. They can mention the store at their gigs and we can help them reach a wider public.

"The shop is really a bonus," went on Skillin. "Because our biggest investment is in the studio, we can make 25 singles in the next two years, and we can record other bands, which is where we really take off.

Labels wishing to contact Dinosaur Discs can find them at 17, Baron's Court Road, London W14 (Tel: 01-385 8244).

Edited by JOHN HAYWARD

THE INDIE CHART

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

Ths.	Col.	Wks On	Title/Artist	Label/Cat.	Distributor
Week	Year	Chart			
*1	1	3	LOVE WILL TEAR US APART Joy Division	Factory FAC 23	PiO
2	2	4	MY WAY OF THINKING! THINK IT'S GOOD TO RAIN TODAY UB40	Atlantic GRAD 81/2 GRAD 8	M
3	7	3	BLOODY REVOLUTIONS-PERSONS UNKNOWN Crasa/Pinson Girls	Cross 421984-1	Q
*4	4	3	HOLIDAY IN CAMBODIA Dead Kennedys	Cherry Red CHERRY 13	M
5	5	5	NO ROOM Atlantic Spizz 80	Cross 421984-1	Q
*6	6	3	MAN NEXT DOOR Silks	Rough Trade RT044.74	Q
*7	15	3	JUST LIKE EDDIE/SUN FLIGHT Silicon Teens	Mute MU 008	Q/M
8	8	4	DO YOU DREAM IN COLOUR Bill Nelson	Columbia COO 11	M
*9	1	1	FIGHT BACK Discharge	Clay 3	Q/T/V/Z
10	10	6	FINAL DAYS Young Martie Giants	Rough Trade RT 043	Q/M
11	7	20	REALITY ASYLUM Crass	Cross 19454/U	Q
12	14	3	FINAL SOLUTION Pure UBU	Rough Trade RT 049	Q/M
13	22	12	REALITIES OF WAR Discharge	Clay 1	Q
14	11	26	YOU CAN BE YOU Honey Bane	Cross 521984-1	Q
15	5	3	I'EYA Tephah	Safari/Safe 28/Safe L 28	M
16	12	17	FOODING OF THE 5,000 Crass	Small Wonder WEEENY 2	Q/M
17	13	5	TRAVELLING MAN Parakee	Reddington's Dan 4	P/Z
18	16	26	WHERE'S CAPTAIN KIRK? Spizz Energy	Rough Trade RT03	Q/M
19	26	26	SOLDIER SOLDIER Spizz Energy	Rough Trade RT03	Q/M
20	1	1	1980 Anti Establishment	Chamel House CADAVER1	Z
21	24	13	BETTER SCREAM Vah! Heat	Inevitable INEV 01	Q
22	23	13	YOU ANTICIPATION Data 5	Rough Trade RT 061	Q/M
23	19	20	TRANSMISSION Joy Division	Factory FAC 13	PiO
24	18	11	DEATH AND DESTINY Mythra	Streetbeat LAMP 2	P
25	25	3	FEEDBACK SONG Riema Rema	4AD BAD 5	Q
26	1	1	KINGDOM OF LOVE Soft Boys	Armaguedon AEP 002	Q/B
27	1	1	MY KINGDOM GOES ROUND IN CIRCLES Square	Stage One STAGE 2	S
28	29	2	GIRLS DON'T COUNT Section 25	Factory FAC 18	PiO
29	1	1	ADVENTURE/REMIX Plastic Idols	Clay 02	Q/T/V/Z
30	20	25	NANTUCKET SLEIGHRIED Quartz	Reddington's DAN 1	P/Z



DINOSAUR BOSS Dave Skillin has been through most of the scenarios that the industry can produce for a struggling young artist.

JAVA-ROO
'BREAKIN' IN'

Briefs

TOP 70s band Lindisfarne has launched its own label Subterranean Records after the end of its two year, three album contract with Phonogram. 'Friday Girl' (SUB 1) is the new single, distributed by Spartan, out this week to coincide with a string of summer dates stretching through July. The label can be contacted direct on 0632 24052/24062.

IN LONDON last week felt talks with Criminal Records' Martin Cole, New York man about the new wave Marty Thau is putting together plans to tour three of the five Big Apple bands on the recently-released 2x5 album, out here on Criminal.

The project features five of the leading New York acts currently playing the Hurrogs, and CDGB's circuit. Three out of the Fleshtones, the Bloodless Pharaohs, The Student Teachers, The Revelons and the Cometeans will arrive in late August for a string of dates to promote the album.

Apart from Thau, who managed the New York Dolls for a while, the LP has connections with Blondie's Jimmy Destri (who produced it) and Blondie drummer Clem Burke (who's girlfriend is rumoured to be playing drums with the Student Teachers. The three-piece package is likely to play London and selected provincial dates.

THROUGHOUT THE late 60s, Wherry K Frog featured on the club circuits. The strange name hid the identity of top session keyboard man Mick

Indie LPs

- 1 LIVE AT LAST NEMS BS 001 (S)
- 2 UNKNOWN PLEASURES Factory FAC 10 (P, Q, M)
- 3 STATIONS OF THE CROSS Cross 521984 (Q)
- 4 WE ARE TIME ITY Rough 12/15 (S)
- 5 FOTALE'S TURNS (IT'S NOW OR NEVER) Satan IEYA 4/668 (M)
- 6 THE FATHER RT RUGH 10 (Q/M)
- 7 LA MAISON DE BRAGET Rebel NOZE 1 (P)
- 8 MUSIC FOR BUSINESS Silicon Teens Mute STUMM (Q/M)
- 9 DIE KLEINEN DIE BOSEN Deutsche Antidemie Freundschaft Mute STUMM 1 (Q/M)
- 10 HEATHEN EARTH Thrushdog Records Industrial IR 0009 (Q/M)
- 11 COLOURS YOUTH Young Martie Giants RT RUGH 9 (M)
- 12 DO ANIMAL BELIEVE IN GOD? Pink Meltars Eric ERICUS 004 (Q)
- 13 DOME Graham Lewis & Brook Gillett Dome DOME 1 (M)
- 14 FOR HOW MUCH LONGER MUTE TO ELITE MASS MURDER RT RUGH 9 (M)
- 15 BOUGIET OF STEEL Various Aardark STEAL 2 (P, Q)

Key To Indie Distributors
A As yet 01-961 5818 B One Stop 5 Stage One 0429 53983 F Retail 01-346 5811 G Faulty Product 01-727 0754 L Loggins 01-348 912 M Safari 01-863 4253 N A&M 01-862 82499 P Phonogram 01-724 4543 R Rough Trade 01-221 7303 T Granada 0384 1984 U Profiles 01-288 260 W Warehouse 01-252 8813 X Reddington's 01-423 2017 Z Bullseye 0786 4240

The following who stock many indie charts include South East
Epsom 01-258 0271 Gillingham 01-278 361 Sawley 01-528 3302 Loggins 01-965 8344 South West 01-297 28910 Midsussex 01-894 4543 Newbury 01-346 1791 Northampton 01-252 8813 North Devon 0954 36699 Severn 081-941 3810 South West 041-249 5155 Solihull 01-557 0207

Weaver, who now re-emerges as Wynder K (notice lack of Frog) on the Rockburgh label with an instrumental called 'Fretnic' (ROCS 228).

FAST BUCK Records, Hurricane Records' alter ego, launches its next week with the debut single from a new London-based act called Bengal Fhats entitled 'Spreak'.

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 catalogue or specialist album with crossover potential or simply new and topical
- ◆◆◆ **STRICTLY LIMITED** - specialist market sales only
- ◆ **Single likely to boost album sales**

Artist (Label)	LP/Single price	Cassette/Digital price	Dist. Release
AL JARHEAD THIS TIME (Warner Bros)	K50684	3.04	W JUN 27
◆ New album from first whose vocal expertise has yet to be endorsed by sales in the UK			
ANDY FAIRWEATHER LOW MEGA SHEBANS (Warner Bros)	K50683	3.94	W JUN 27
◆ Return for the Amen Caravan			
ATHLETIC SPIES BO DO & BUNKER (GAM)	AMEL 08514	2.43	C JUN 11
◆ First album from ex-Beatle indie Chart-topping Rough Trade band marks their debut on A&M though it was recorded before they actually signed			
BLACK SABBATH LIVE AT LAST (Mercury)	B5001	2.75	5 NOW
◆ Finally number one on Indie Chart backed by £35,000 press campaign and distributed solely by Stage-1			
◆ Released live in Manchester and in mid-70s			
CARLY SIMON COME UPSIDE (Warner Bros)	K456028	3.04	K456028
◆ First album on the main Warner label for lady singer/producer who has labored from view in the last two years			
CHIC REAL PEOPLE (Atlantic)	K50711	3.04	K450711
◆ New album of Chic material gets peak-time R.R. campaign			
COUNTRY BEAUTIFUL THINGS (Mercury)	NA 119	2.51	NG 119
◆ Country and western music retailing at £3.99 and £4.29 on album and cassette			
CRUSADERS RHAPSODY AND RULES (MCA)	MCG 4010	3.04	MCG 4010
◆ Highly rated new set based on original albums vocals by Bill Wyler on their 'Soul Station' (first as new single. Campaign includes full-page trade, consumer and back press ads and 300 window displays)			
CURRIE BROTHERS TAKE THREE (Atlantic)	LAP 5102	2.02	LCS 5102
◆ Scottish music reissues at £3.49 and £3.99 on album and cassette			
DETROIT SPINNERS LOVE TRIPPIN' (Atlantic)	K50731	3.04	K450731
◆ New album follows hot on the heels of the last and contains last two hit singles (as duos) plus 'Cupid', Michael Zagar produces again to reinvigorate hit formula			
DEE'S MIDNIGHT RUNNERS SEARCHING FOR THE YOUNG REBELS (Parlophone)	PCS 7213	3.07	TC PCS 7213
◆ First album from 'Tame' hankies features a mixture of ska and Memphis influences			
GENE CHANDLER 80 (20th Century)	7665	2.89	H JUN 11
◆ 'Get Down' man returns with new album containing hit single 'Dance Like A Friend' and gets back press ads. Originally scheduled for June 10			
GORDON LIGHTFOOT GORDON STREET (Mercury)	K456002	3.04	K456002
◆ Canadian singer-songwriter returns after two year absence			
HAWKINGDINE LIVE 1979 (Bizarre)	BR501 527	TC BR501 527	E JUN 25
◆ Live concert from heavy band now signed to Bizarre with their original member			
JACKSON BROWNE HOLD OUT (A&M)	K52226	3.04	K452226
◆ New album from West Coast hero holds the musical surprises and gets full-page consumer ads			
JO JO ZEP AND THE FALCONS SCREAMING TARGETS (WEA)	490044	3.04	W JUN 27
◆ Awe-inspiring rock outfit with new album getting full-page rock press ads			
JOHN COOPER CLARKE COLLECT A MANSON OF FRENCH?! (Rabbit)	NOE 1	2.58	F JUN 4
◆ Collection of early performances by Manchester poet now signed to Epic			
JONNY MATHEIS ALL FOR YOU (CBS)	CBS 86115	3.22	40 86115
◆ New Jack Gold produced set from man who has just finished a 40 concert tour. Album contains hit duets with Paulette including current single and gets trade ads, in-store and window displays plus posters in four towns in carry with a multi-act			

MIKHAEL CHAPMAN LOOKING FOR ELEVEN (Columbia)	STEAL 9	2.77	M JUN 6
◆ New album from rock-oriented singer/poet			
NEW OVATION COUNTRY FAVOURITES (Newline)	NA 117	3.11	NG 117
◆ Country and western music retailing at £3.99 and £4.29 on album and cassette			
ODYSSEY HANG TOGETHER (RCA)	PC 13326	2.89	PH 13326
◆ New album coincides with first hit single for two years from five-piece outfit and gets back press ads			
ORION SURGIC GUN	SUN 1005	2.06	M JUN 27
◆ New album from Ohio soundscaper			
PAUL BRETT KEMANTO GUSTAR (K-F)	ONE 1079	4.99	OCZ 1079
◆ New album recorded especially for K-F features best on various groups in a number of moods playing contemporary tracks as 'Night in White Sails' and 'De' Tho' To Me One More Time'. For campaign details see RB TV Guide. Press quoted as RB's			
POP GROUP (A&E TAME, Newline/Epitaph) (Rough Trade)	ROUGH 12175	1.85	Q JUN 12
◆ Compilation features three previously unreleased tracks			
RON GONNELLA SCOTCH FIDDLE MASTER (A&M)	LFLP 5099	2.02	LCS 5099
◆ Traditional Scottish prodigy retailing at £3.49 and £3.99 on album and cassette			
ROY REED WAYS BAY'S BRIGGS!	12164	3.25	C JUN 6
◆ New reggae album from 1. It's by all other name gets ads in the Black Press			
SANSON HEAD ON (A&M)	GEMLP 108	2.60	GEMK 108
◆ First Gen album from ex-Lionel Hill crew gets less new on album with first 10,000 copies windowed by posting drummer campaign. 1. new press ads and Britain June 25-June 30			
SHEILA AND B DEVOTION KING OF THE WORLD (Carrere)	CAL 112	3.04	CAL 112
◆ First UK album by a Chic production consisting of new writers on the old material and contains 'Speaker' and 'King of the World' plus other potential singles. Campaign includes chart show (R campaign)			
SHOENIE AND THE BARNESMAN KILL DISCOPIRE (Polydor)	2M4 177	3.25	3184 146
◆ New album			
SOUNDTRACK ROADIE (A&M)	K456093	4.87	K456093
◆ Double album features tracks from artists such as Blondie, Alice Cooper, Cheap Trick, Pat Benatar, Joe Ely and Eddie Rabbit gets full-page consumer ads. 10 track line-up is not the best value for a double album			
SOUNDTRACK YAMOU! (A&M)	JETIX 526	3.22	JETIX 526
◆ First album from A&M and Gene Kelly premises in Autumn. One side features ELO and the other, O.A.D. with Cliff Richard, T. Rex and Gene Kelly feature. Double page trade and full-page consumer ads, window displays, R.R. campaign, 1.1 bus, R.R. and national posters feature in the campaign			
STACY LATTISAW LET ME BE YOUR ANGEL (Atlantic)	K50710	3.04	K450710
◆ Musical Michael Newton produced set contains current smash single by 14 year old singer			
STEVE LACY LIVE LACY PLAYS MONK (Jaffray)	AFV 43	2.75	M JUN 27
◆ Soprano sax player interprets the works of Thelonius Monk			
THE EMPIRE STRIKES BACK	2479 257	3.01	3125 257
◆ The ADVENTURES OF LUKE SKYWALKER (RCA)			
◆ Record number previously listed in error as 2394 257			
ULTRAVOX VIENNA (Cappuccini)	ctv 1396	2.78	Z9H 1396
◆ First Olympia album from long-dormant electronic outfit coincides with their first ever hit single and gets full-page consumer and trade ads, window displays, repeating headers and full-page consumer ads, window displays, R.R. campaign, 1.1 bus, R.R. and national posters feature in the campaign			
VARIOUS ALL THE BEST FROM SCOTLAND (Mercury)	LFLP 5100	2.02	LCS 5100
◆ Scottish sampler reissues at £3.49 and £3.99 on album and cassette			
VARIOUS MARY HAY PRESENTS 245 (Columbia)	STEAL 8	2.77	M JUN 20
◆ 70 track sampler features the work of five New York rock outfits			
VARIOUS THE CRAP STOPS HERE (Rabbit)	LAST 1	2.38	P JUN 4
◆ Collection of singles by former Atlantic and Rabbit artists includes tracks from J. Jabs and John Cooper Clarke			
VARIOUS THE SHAPE OF FANS TO COME (Cherry Red)	APED 8	2.48	M JUN 27
◆ Sampler of British rock			
YACHTS YACHTS WITHOUT BORDER (Mercury)	RA3 37	3.04	RAC 27
◆ New album from energy pop rock outfit gets full-page ads in the consumer press			

Key To Album Distributors

- A-Pya B-One Stops C-CBS D-Ronco E-EMI F-Phonogram G-K-Tel I-Solomon & Peres K-Creole L-Lightons M-Scartan O-Prodigious P-Parlophone Q-Rough Trade R-RCA S-Stage T-Graduate U-Harwick/MSO V-Red Rhino W-WEA X-Wire Y-Wyrd Y2-Bulbil

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PAUL CARRACK

NIGHTBIRD

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LP 6359 016
MC 7150 016

ALBUM REVIEWS

QUEEN: The Game (EMA 795)
Prod: Queen

Freddie Mercury and friends continue along the path of pomp rock with an album of high quality but few surprises. Features the band's last three hit singles 'Crazy Little Thing Called Love', 'Save Me' and 'Play The Game', a couple of straight heavy rockers and such mid-tempo ballads as 'Sail Away Sweet Sister'. It's the same well tried formula and will undoubtedly bring the outfit another healthy chart run. Packed again in an attractive slip sleeve, consistent with band's image.

JUSTIN HAYWARD: Night Flight (Becca TXS 138) Prod: Jeff Wayne
The combination of singer and producer which worked so well on the *War Of The Worlds* album explores new ground, together, but only with qualified success. Wayne's production touch is never less than faultless and it is doubtful that Hayward's distinctive voice has ever been better supported musically. Every song deals with some aspect of love, but heartache never ruffles emotional surface. True love never ran so smooth. Still, for the thousands for whom Hayward is the embodiment of the romantic singer, the album will no doubt be distinctly rewarding.



COMMODORES: Heroes (Motown STMA 8034) Prod: James Anthony Carmichael Group

The Commodores are in great form on their new album, combining funk with ballads, social comment, jazz-rock and, unexpectedly, gospel. The latter music form is scarcely tackled in the anticipated revivalist manner. 'Jesus Is Love' in fact, is treated as a big ballad, with choir and strings, framing a show-stopping performance from Lionel Richie at his most expressive vocally. It is undoubtedly the best track on the album, but for commercial reason the single has to be the inferior 'Old Fashion Love'.

Best of the rest

STANLEY CLARKE: Rocks Pebbles And Sand (Epic EPC 84342) Prod: Stanley Clarke

Gradually blasse extraordinary Stanley Clarke is moving closer towards the rock mainstream and if he can keep it up should be able to win enough new admirers to sustain a significant sales breakthrough. His most accessible effort so far puts him in the context of a potent four-piece, where his virtuosity is showcased on two superb instrumentals. Other musicians including Chick Corea are utilised as necessary, and as well as Clarke's own adequate vocals there are assists from the estimable Marcy Levy. This leads to some quite commercial cuts, but for the time being the band tracks still grab the ear the most.

SHEILA B. DEVOTION: King Of The World (Carriere CAL112) Prod: Nile Rodgers/Bernard Edwards

The production ethic of Nile Rodgers and Bernard Edwards is clearly evident on this latest album from the disco favourite. Unfortunately it shows up limitations in two vital departments. The producers seem locked into a formula which makes each song sound as

though it was written with Sister Sledge in mind. Unfortunately their group strength is missing distinctly modest solo vocal prowess is no substitute. Matters are not helped by lyrics of mindboggling awfulness which can only have been written for people who don't understand English. Unless there's a hit single in there somewhere, the album is a no-hoper.

VINCE HILL: While The Feeling's Good (Celebrity ACLP001)
BERT WEEDON: Heart Strings (ACLP002)

HARRY SCOMBE: These Are My Songs (ACLP003) All albums produced by Chris Harding

The first releases in a bold new venture aimed at the MOR market. Hill is as good as anybody around in the class vocal stakes and this collection has been chosen to bring out his range and interpretative qualities. Songs are uniformly satisfying, some particularly so like 'You Don't Bring Me Flowers', 'The Hungry Years' and 'Three Times A Lady'. Harry Scombe's rich tenor voice is in good shape on his album which concentrates on screen and stage music of proven popularity like 'Gigi', 'Where Is Love', and 'Send In The Clowns', contrasted by two glorious operatic duets with Delme Bryn Jones. Bert Weedon's album is considerably enhanced by the tasteful orchestral arrangements of Nick Ingman which subtly frame his careful interpretations of melodies like 'The Way We Were', 'Annie's Song' and 'Bright Eyes', where the romantic mood is well sustained. Celebrity has gone with three artists of proven sales potential on its first release and has also picked an attractive £3.49 list price, backed up with a 35 percent dealer margin. The label deserves support and success.

CULTURE: Baldhead Bridge (Laser LASL 7) Prod: Joe Gibbs

Another impeccable Culture set, this time taken from (if one decipheres the sleeve note correctly) sessions cut for Joe Gibbs a few years ago. It's straight-down-the-line stuff with none of the concessions to pop taste that had lately been creeping into the trio's music. The Professionals provide the backing and the whole is a classic example of good, undubbed, undiluted vocal music that was so trendy in the wake of punk but which, sadly, failed to

make much of an impression ultimately.

VARIOUS ARTISTS: Grooves (CBS 84389)

A neat idea to team together a collection of jazz-funk disco tracks at £3.99. 45 minutes of dance music, featuring, among others, Rodney Franklin's 'The Groove', Bobby Thurston's 'Check Out The Groove' and 'You Got What It Takes', Wilbert Longmire's 'Hawkeye' and Herbie Hancock's 'Go For It'.

JOHN COOPER CLARKE: Ou Est La Maison De Fromage? (Rabid NZO 1) Prod: Lawrence Beelde

A collection of 23 cuts compiled from early JCC performances in and around Manchester. Included is the first ever live performance of 'Gimmix', later to become a hit when recorded for CBS. Most of the tracks date back to 1976. Even then Clarke's rather vulgar but appealing sense of humour had a cult following. Some wickedly satirical sketches but lamentable sound quality.

DALEK I: Compass (Back Door OPEN 001) Prod: The Blitz Bros

A distinctly low key debut from the duo, Compass is a useful collection of songs totally lacking in either conviction or direction. Apart from 'Destiny (Dalek I Love You)' which rises to the level of ordinary there really is very little to commend. Even the Kinks classic 'You Really Got Me' (also butchered recently by The Silicon Teens and The Hammersmith Gonilas) sinks without trace. Dalek I? Exterminate!

SILICON TEENS: Music For Parties (Mute STUMM 2) Prod: Larry Lead

The indie scene's favourite schoolboys have already achieved more than a modicum of success with their singles 'Judy In Disguise' and 'Just Like Eddie'. Both are included on this the band's debut album along with a further nine re-makes and three originals. Without exception time-honoured classics are battered into the standard 'Teens' format; camp vocals that would put even The Buzzcocks to shame forcibly married to a basic synthesiser riff which sounds as though it was badly injured whilst escaping from Giorgio Moroder. After a while this gets a little wearing and the band's own compositions come as a

welcome relief especially 'State Of The Party (Part Two)' the only truly experimental track on the album.

VARIOUS: Sharp Cuts (Planet K52222)

An interesting and varied album featuring one cut each from ten new American bands all making their recording debuts. The album's strongest track is 'Keep It Tight' by Single Bullet Theory; a compelling song driven along by the excellent bass-playing of Frank Daniel and a rather reminiscent of 'The Rods' 'Do Anything You Wanna Do'. The rest of the bands display a variety of styles from punk to AOR with competence but lack that vital spark.

DUFFO: The Disappearing Boy (PVK PVK2) Prod: Peter Vernon-Kell

Justy though Duffo's lyrics may be, the left-field, anti-terrible of modern pop isn't strong enough on the musical side to make his point stick. In other words, if he could write more memorable tunes then more people might pick up on his undoubtedly different lyrical ideas.

PHILIP GOODHAND-TAIT: Good Old Phil's (Gundog GUN ILP 1) Prod: Philip Goodhand-Tait

Once hailed as the natural successor to Elton John, Philip Goodhand-Tait has of recent years become increasingly reclusive. This is his first album on his own label and there's no doubt that he is still making exceedingly pleasant music. With songs ranging through rockabogie to country rock, with a couple of more philosophic ballads the album has a consistently unpretentious DIY feel to it which makes it rather appealing but this cosy form of MOR rock isn't greatly in fashion these days. Distribution through Spartan.

HOYT AXTON: A Rusty Old Halo (Youngblood YBLP 800) Prod: Chuck Mellone/Hoyt Axton

Although he was a name well before the new breed of country outlaws, Axton's music falls pretty well within that framework, simple couplet songwriting which mixes the more down-to-earth type of love song with mythic Western themes, and made more credible by Axton's grainy, appealing voice. Can be thoroughly recommended to fans of the new country. Included is the current single 'Delta And The Dealer'.

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