Trade complains about delivery delays

We're overlooked say small shops

SATISFACTION ABOUT the buoyant state of the market is being tempered by a growing frustration among small, independent dealers facing long delays over hot new product.

Trouble-dogged PolyGram come under heaviest fire but even the normally highly praised CBS operation is not exempt from criticism, over late deliveries of the Bill Wyman album.

The trouble concerns the big three distribution companies CBS, EMI and PolyGram with hot product at present.

Strong chart placings in the first week of sale show that major accounts are receiving supplies on time but the feeling of being 'constantly last in line' is growing among smaller outlets.

A.S. Records, of Cannock, West Midlands, waited five weeks for the new Michael Schenker album, finding it listed on invoices as 'extended - new release' despite the fact that it had entered the album chart.

"They finally arrived a week ago, but we haven't sold one. Now I learn that HMV Wolverhampton had the new Rainbow album - another extended new release - and customers cannot understand why we didn't. It's not fair," said Anita Edwards.

While Michael Schenker might be an extreme example, a nationwide sample of shops contacted by RB could point to specific problems in obtaining hot releases in their ordered quantities.

The feeling of unfairness is shared by regular RB correspondent Martin Ansome who poses the question "If companies cannot fulfil orders in April what chance have they in December?"

"Customers know when records are released and they are right in expecting us to have them. You, as a dealer, know when they should come in, yet you're having to say 'Not yet'" said Brenda Levers, manageress of Fox's Doncaster.

She too had to wait until after Easter for the Rainbow album.

Paul Thomas, partner in Arcade Records, Nottingham, has general problems with MCA product and he is also wondering whether there is any point in ordering new albums when they are increasingly being carried by the singles sellers.

"It is important to get product in on the right day, not only so that you don't lose sales but also credibility in the eyes of customers," he added.

Small dealers already suffer price disadvantages to major chains and they fear that the crucial delay in deliveries could be critical to their business.

The distributors answer...

OF THE companies under fire only PolyGram admitted a defect in its system which could work against small dealers.

On advance orders the computer holds anything below £30 from its automatic ship-out on release date. Those under-£30 orders have to wait for the next general stock order. It also automatically holds non-priority releases until they can be 'merged' with stock orders. This is fine until Poly-Gram find unexpected demand for product.

The company is understood to be working on solutions to both of these problems, details of changes should be announced this Summer.

EMI caused a few flutters by sending out Iron Maiden cassettes ahead of the albums, leading dealers to worry that the albums had got lost or those without cassette orders to fall behind. This 'cassette first' pattern appears to be growing.

The company's answer to criticisms of late delivery of Iron Maiden is that it does not discriminate. "The principle exists at EMI that orders of any size will be fulfilled, only if it goes out of stock will the computer differentiate between orders of more than or less than five albums," says EMI director of distribution John Forrest.

CBS too denies treating small dealers any differently from majors. "We fill orders in the most equitable and expeditious manner possible and have no policy, procedure or practice which is unfair to small dealers. We want to encourage them to be big dealers," said CBS senior director Tony Woolcott.

The distributors answer...

The feeling of unfairness is shared by regular RB correspondent Martin Ansome who poses the question "If companies cannot fulfil orders in April what chance have they in December?"

"Customers know when records are released and they are right in expecting us to have them. You, as a dealer, know when they should come in, yet you're having to say 'Not yet'," said Brenda Levers, manageress of Fox's Doncaster.

She too had to wait until after Easter for the Rainbow album.

Paul Thomas, partner in Arcade Records, Nottingham, has general problems with MCA product and he is also wondering whether there is any point in ordering new albums when they are increasingly being carried by the singles sellers.

"It is important to get product in on the right day, not only so that you don't lose sales but also credibility in the eyes of customers," he added.

Small dealers already suffer price disadvantages to major chains and they fear that the crucial delay in deliveries could be critical to their business.

The distributors answer...

OF THE companies under fire only PolyGram admitted a defect in its system which could work against small dealers.

On advance orders the computer holds anything below £30 from its automatic ship-out on release date. Those under-£30 orders have to wait for the next general stock order. It also automatically holds non-priority releases until they can be 'merged' with stock orders. This is fine until Poly-Gram find unexpected demand for product.

The company is understood to be working on solutions to both of these problems, details of changes should be announced this Summer.

EMI caused a few flutters by sending out Iron Maiden cassettes ahead of the albums, leading dealers to worry that the albums had got lost or those without cassette orders to fall behind. This 'cassette first' pattern appears to be growing.

The company's answer to criticisms of late delivery of Iron Maiden is that it does not discriminate. "The principle exists at EMI that orders of any size will be fulfilled, only if it goes out of stock will the computer differentiate between orders of more than or less than five albums," says EMI director of distribution John Forrest.

CBS too denies treating small dealers any differently from majors. "We fill orders in the most equitable and expeditious manner possible and have no policy, procedure or practice which is unfair to small dealers. We want to encourage them to be big dealers," said CBS senior director Tony Woolcott.

Companies toughen up on leasing of TV LP cuts

TWELVE MONTHS after Ronco blazed the trail for twofor LP packages with the release of Disco Daze and Disco Nights for £5.99 the pair, the trend shows no signs of running out of steam.

However, TV merchandisers who have been soaking up hit repertoire almost faster than it can be generated are now admitting that copyright owners are being less enthusiastic about licensing their best-selling tracks.

While thematic or concept albums which give new exposure to older titles are still favourably regarded by the major companies, their attitude to twofor hit packages is clearly hardening.

Most majors are now demanding that royalties should be paid as though the tracks were on a 20-track single album as well as asking for up-front payments and guaranteed earnings.

Neither EMI nor PolyGram are currently licensing out hits, although both companies are taking an official line that all enquiries are treated on their merits. However, EMI recently came back into the TV marketplace with its own Twenty With A Baller compilation, its first effort in this area for a couple of years.

PolyGram also has its own active TV merchandised division, although no releases are immediately planned.

Twofors are currently on release by both Ronco and Warwick, with the former actually about to lease this territory.

Ronco's new £5.99 twofor is Disco US and Disco UK (RTL 2073 A/B). A

The new single

Fantasy Island

7" Jive 13
12" Jive T 13
Produced by
Tim Friese- Greene
Recorded at Battery Studio
Order from
CBS. Telephone Sales
01-960 7155
**NEWS**

**Illegal imports cost Scottish shop £20,000**

Another Scottish retailer has been caught dealing in illegal parallel imports. Phoenix Records of High Street, Edinburgh, agreed to pay £20,000 damages for selling the albums in the latest move in the BPI’s crackdown on North of border sales.

The LPs had been brought in from Canada, and the action started following an anonymous tip-off to the BPI’s anti-piracy unit. The Scottish equivalent of an Anton Piller order was obtained by the BPI on March 19.

More than 3,000 imports were taken away from the shop when the order was executed on March 22 by a commissioner appointed by the Scottish Court of Session.

Plaintiffs in the action were EMI and RCA suing on their own behalf as well as representing all members of the BPI. In addition to the damages settlement, Phoenix Records also agreed to permanent injunctions restraining them from dealing in records manufactured in a non-EEC country and imported into the UK.

Meanwhile, the wholesale and retail organisation Southern Fran of 410-412 Oakleigh Road North, London N20, also gave undertakings pending further order in the High Court on April 5 not to deal in illegal parallel imports.

Ronco from P.1.

Ronco From P.1.

Ronco is set to release the UK’s first ‘four for the price of one’ album package, and will back it with a TV campaign.

Entitled ‘Music for the Seasons’ it goes on-screen in the Harlech area for three weeks from today (19) and will then roll out nationally. It will be priced at £5.99.

Enclosed in sleeves which show the same tract of courty-side shot at four different times of the year, ‘Music for the Seasons features non-copyright music played by a wide marketing director Peter Dixon at CBS.

and otherwise. The London Symphony Orchestra, The Royal Philharmonic and the Munich Symphony Orchestra are among the better known.

The package is similar in concept to a classical direct-mail project produced by Telldisc, sales of which have encouraged Ronco to put the fourfer together, but at a much lower price.

“It is an expensive exercise from everyone’s point of view and I am not sure it will ever be repeated. However, initial retail reaction has been enthusiastic – once they realised the Steers section,” commented Ronco general manager Sean O’Brien.

Record and audio firms link for joint promotion

**Ronco pioneers ‘Fourfer’ album**

**Ronco is set to release the UK’s first ‘four for the price of one’ album package, and will back it with a TV campaign.**

“Entitled ‘Music for the Seasons’ it goes on-screen in the Harlech area for three weeks from today (19) and will then roll out nationally. It will be priced at £5.99.

Enclosed in sleeves which show the same tract of courty-side shot at four different times of the year, ‘Music for the Seasons features non-copyright music played by a wide marketing director Peter Dixon at CBS and otherwise. The London Symphony Orchestra, The Royal Philharmonic and the Munich Symphony Orchestra are among the better known.

The package is similar in concept to a classical direct-mail project produced by Telldisc, sales of which have encouraged Ronco to put the fourfer together, but at a much lower price.

“It is an expensive exercise from everyone’s point of view and I am not sure it will ever be repeated. However, initial retail reaction has been enthusiastic – once they realised the Steers section,” commented Ronco general manager Sean O’Brien.

**Second Ronco album for K-Tel TV LP**

AN ALBUM featuring the English World Cup Squad and containing solo tracks by Kevin Keegan, Glenn Hoddle and Ray Clements, plus a duet by Viv Anderson and Trevor Francis, is being released by K-Tel on April 26.

**Entitled This Time (NE 1169) and retailing at £5.99, the album will go on test in the Granada region before a national campaign begins in the second week in May. In addition to the TV promotion, K-Tel will be additionally supporting the LP with advertising in football magazines and programmes and will also be producing point-of-sale material for in-store displays.**

Compiled and co-ordinated by Bill Hearn of the company, the LP features recent chart-toppers such as Chelsea, Manchester United and the England squad, but also includes singles by such artists as Kajagoogoo, The Hollies, The Isley Brothers, Amii Stewart and Chic.

The album also contains two tracks written and produced by the amazing director Ian Miles confirmed the deal, which was negotiated by John Britton of Ronco.

Other acts on the albums include Lynx, Bloggs, The Last Resort, The Honeymoon Orchestra, The Royal Philharmonic and the Munich Symphony Orchestra.

It will be released on K-tel TV LP by the band, who approached Sony last year. The scheme fitted in with Sony’s Spring advertising campaign for the Walkman personal hi-fi.

“During April and May, purchasers of the Walkman II receive 50 vouchers entitling them to £50 off any CBS full-price pre-recorded cassettes, de-enamable at branches of W H Smith. The idea came from commercial marketing director Peter Dixon at CBS who approached Sony last year,” said the company’s first year of trading.

The album comes to nothing, and Mr Williams thought his luck had changed when he met Mr Olofsson in 1977. “Down on his luck” when he met Mr Williams, Olofsson is a Swedish manager who has spent most of his career managing bands and working for record companies.

Now CBS raises dealers prices

CBS has joined the companies announcing price rises this month, but there is no sign of Polygram following suit.

Following the lead of WEA, EMI, Arista-Ariola and Chrysalis, CBS has increased its standard album dealer price to £3.20, ‘with reluctance’. CBS’s decision not to raise singles prices leaves EMI out on its own with 45s at a dealer price of 85p. WEA’s £1.49 dealer price on 12-inch singles is also unique.

**Record companies are forging closer links with audio hardware manufacturers in mutual marketing campaigns.**

The latest to go into joint promotion are CBS and Sony in a two-month press advertising campaign for the Walkman personal hi-fi.

“During April and May, purchasers of the Walkman II receive 50 vouchers entitling them to 50p off any CBS full-price pre-recorded cassettes, de-enamable at branches of W H Smith. The idea came from commercial marketing director Peter Dixon at CBS who approached Sony last year,” said the company’s first year of trading.

The scheme fitted in with Sony’s Spring advertising campaign for the Walkman personal hi-fi.

“I was a logical step for a firm marketing audio hardware to give away something directly associated with their product,” remarked Dixon. “We have limited the offer through W H Smith to focus on a hi-fi company. Earlier this year JVC launched a promotion which entitled purchasers of sound systems to five free RCA catalogue titles.

The scheme was put together by special projects manager Ray Jenkins and although initially planned as a six-week limited offer, it was so successful that it has been extended.

**News of the week**

The judge dismissed a claim by Mr Williams in 1977. Mr Williams thought his luck had changed when he met Mr Olofsson, of Haverstock Hill, Hampstead, that the copyright in the material for in-store displays.

Singer-songwriter Jan Olofsson.

“...back to make limited deals with two European companies, a High Court judge said on Wednesday.

This was no reason why Mr Williams should assign his copyrights before a record company was prepared to make a deal, said the judge.

Mr Williams, whose claim to substantial royalties was rejected, was granted injunctions restraining Mr Olofsson from infringing his copyrights in the songs.

The judge also directed Mr Olofsson to account for a total of £5,452, sums received from Belaphon Records and Phonogram International, less expenses in recording the songs in the United States.

The judge said that Mr Williams was “down on his luck” when he met Mr Olofsson in 1977.

Mr Olofsson thought that Mr Williams had talent and potential as a singer-songwriter. But said the judge: “I think they were both bewitched by the thought that Mr Williams might enjoy the same meteoric success that has come to some young men in the field of popular music.”

Ronco pioneers ‘Fourfer’ album

Ronco is set to release the UK’s first ‘four for the price of one’ album package, and will back it with a TV campaign.

“Entitled ‘Music for the Seasons’ it goes on-screen in the Harlech area for three weeks from today (19) and will then roll out nationally. It will be priced at £5.99.

Enclosed in sleeves which show the same tract of courty-side shot at four different times of the year, ‘Music for the Seasons features non-copyright music played by a wide marketing director Peter Dixon at CBS and otherwise. The London Symphony Orchestra, The Royal Philharmonic and the Munich Symphony Orchestra are among the better known.

The package is similar in concept to a classical direct-mail project produced by Telldisc, sales of which have encouraged Ronco to put the fourfer together, but at a much lower price.

“It is an expensive exercise from everyone’s point of view and I am not sure it will ever be repeated. However, initial retail reaction has been enthusiastic – once they realised the Steers section,” commented Ronco general manager Sean O’Brien.

**Ronco pioneers ‘Fourfer’ album**

Ronco is set to release the UK’s first ‘four for the price of one’ album package, and will back it with a TV campaign.

“Entitled ‘Music for the Seasons’ it goes on-screen in the Harlech area for three weeks from today (19) and will then roll out nationally. It will be priced at £5.99.

Enclosed in sleeves which show the same tract of courty-side shot at four different times of the year, ‘Music for the Seasons features non-copyright music played by a wide marketing director Peter Dixon at CBS and otherwise. The London Symphony Orchestra, The Royal Philharmonic and the Munich Symphony Orchestra are among the better known.

The package is similar in concept to a classical direct-mail project produced by Telldisc, sales of which have encouraged Ronco to put the fourfer together, but at a much lower price.

“It is an expensive exercise from everyone’s point of view and I am not sure it will ever be repeated. However, initial retail reaction has been enthusiastic – once they realised the Steers section,” commented Ronco general manager Sean O’Brien.
LOOKS LIKE another on-off saga is developing over the release of Stevie Wonder's next album *Original Musiquarium*, which hopefully will not be as long-running as the anti-climatic Secret Life Of Plants. Originally RCA set a tentative release for Christmas, but at present rate of progress Christmas 1982 looks a better prospect for a 2LP which only contains three new songs – the remainder being a post-1972 best of collection. All of which makes it harder to understand why technical difficulties are being blamed for the delay. Still, there's some comfort in the fact that the embossed sleeve is ready – unless he changes his mind about that, too. However, the late news that Wonder has renewed his Motown deal may bring positive results ... it seemed like a good idea at the time – but the TV merchandising operation which a group of companies were planning to collaborate on is now a non-starter, apparently due in some part to difficulty in apportioning profit in relation to repertoire contributions ... former EMI LRD md Alan Kaupe joins ex-Magnetic Video president Andre Blay as senior vp Europe in his new enterprise ... as expected, Vangelis's LP 'Chariot's Of Fire hits No1 in America ...

SURPRISING THAT BBC Records has not reissued that version of 'Sailing' by the Ark Royal crew to take advantage of the current groundswell of patriotic fervour ... however, rumours that Lord Carrington will be recording 'Don't Cry For Me Argentina' can be officially denied ... because we weren't told at the time, Arista head of regional promotion Mike Perry didn't get his deserved name check the other week for the part he played in getting Brummie band Fashion on all those tv shows ... Chris Blackwell-produced Countryman film currently breaking box-office records in Jamaica, outstopping even the Bond movies ... out in Australia, Barron Knights singer Duke D'Mond broke both arms when he fell upstairs – could this have been something to do with the country being upside down ... US chartwatchers in general and Phonogram in particular will be interested to see Junior's 'Mama Used To Say' roaring up the Billboard chart, after giving a realistic impression of a lead balloon when released in the UK last year ... retirement at Easter from the NME of advertising director Percy Dickens, the last remaining executive connected with the paper's beginning 30 years ago ...

MUCH TO the amazement of all concerned at CBS, the reclusive Barbra Streisand has actually approved a promo video made here while she recorded 'Memory'. At first she turned it down in no uncertain terms, but Jeff 'Never Say Die' Gilbert had it re-edited and generally smartened up, represented it to the singer who unexpectedly gave it the nod ... how come A & M pressguy Kelly Pike joined the Radio-1 jocks team during the early hours of the Easter weekend marathon quiz? Hopefully the Beeb will repeat the experiment next year, allowing the industry an opportunity to avenge its defeat ... miracle Radio-1 airplay for 'I Like Drinking', four-letter words and all, by True Life Confessions ... seminal white blues singer Mose Allison plays his first UK dates for five years at the Canteen, Covent Garden from tonight until May 1 ... Steve Strange and Rusty Eagan opening the Camden Palace, with big screen video projection and vintage collection of promo films, on April 22 ... and on a more elegant note, Studio Club, once a famed jazz haunt, re-opens in May after a 15-year absence on its original site under Bentley's Restaurant in Swallow Street ... emotional moment at the pre-Wembley country music festival banquet when Dorothy Ritter presented Mervyn Conn with a certificate proclaiming April 8 as MC Day in Nashville ...

FORMER PUBLICIST Tony Barrow, alive and well and living in Morecambe, reports a burgeoning new career as a freelance writer. He is writing the official Bucks Fizz book, and is looking for a publisher, and is also working on a series tracing the history of the Beatles in their 20th anniversary year ... Benny Brown of Radio Luxembourg takes over as Billboard's International Air Personality from fellow 208 man Rob Jones ...

RECORD BUSINESS Publications Ltd., Hyde House, 13 Langley Street, London WC2H 9JG 01-836 9311. Telex No: 262 554
**S. Gold releases singles catalogue**

**CULTURE CLUB** have signed to Virgin Records and a single 'White Boy' is released on April 30 in both seven and 12-inch formats.

**OTTAWAN VOCALISTS** Pam 'n'I Pat release their debut solo single on RCA this week. 'To Be Superman' (RCAT(2)207) is released in both seven and 12-inch versions in special picture sleeves.

**ETERNAL RECORDS**, through WEA, this week release 'Remember' (ZAZU 1) by Shambeko! Say Wah! - the new name for Wah! The record is produced by Clive Langer and Alan Winstanley.

**RICHARD AND Linda Thompson** can be heard on Radio-1's 'In Concert' and Brian Mathews' 'Round Midnight' in May to promote their album Shoot Out The Lights. The catalogue number is HNBL 1303, through Stage One, not as previously announced.

**JON ANDERSON**'s debut solo single for Polydor is 'Surrender' (POSP 393) available in a limited edition picture bag. He has previously had hits with Yes and Vangelis.

**RAY PARKER** makes a promotional visit to the UK starting tomorrow to support the release of an album and single called The Poet which is currently showing in London. The album is entitled 'My Heart Hurts' (XX23F) it contains six,000 seven-inch and 1,200 12-inch singles is now available from S. Gold & Sons, 777-779 High Road, Leytonstone, London, El 1 4QS.

**CULTURE CLUB** have signed to Virgin Records and a single 'White Boy' is released on April 30 in both seven and 12-inch formats.

**OTTAWAN VOCALISTS** Pam 'n'I Pat release their debut solo single on RCA this week. 'To Be Superman' (RCAT(2)207) is released in both seven and 12-inch versions in special picture sleeves.

**ETERNAL RECORDS**, through WEA, this week release 'Remember' (ZAZU 1) by Shambeko! Say Wah! - the new name for Wah! The record is produced by Clive Langer and Alan Winstanley.

**RICHARD AND Linda Thompson** can be heard on Radio-1's 'In Concert' and Brian Mathews' 'Round Midnight' in May to promote their album Shoot Out The Lights. The catalogue number is HNBL 1303, through Stage One, not as previously announced.

**JON ANDERSON**'s debut solo single for Polydor is 'Surrender' (POSP 393) available in a limited edition picture bag. He has previously had hits with Yes and Vangelis.

**RAY PARKER** makes a promotional visit to the UK starting tomorrow to support the release of an album and single called The Poet which is currently showing in London. The album is entitled 'My Heart Hurts' (XX23F) it contains six,000 seven-inch and 1,200 12-inch singles is now available from S. Gold & Sons, 777-779 High Road, Leytonstone, London, El 1 4QS.

**CULTURE CLUB** have signed to Virgin Records and a single 'White Boy' is released on April 30 in both seven and 12-inch formats.

**OTTAWAN VOCALISTS** Pam 'n'I Pat release their debut solo single on RCA this week. 'To Be Superman' (RCAT(2)207) is released in both seven and 12-inch versions in special picture sleeves.

**ETERNAL RECORDS**, through WEA, this week release 'Remember' (ZAZU 1) by Shambeko! Say Wah! - the new name for Wah! The record is produced by Clive Langer and Alan Winstanley.

**RICHARD AND Linda Thompson** can be heard on Radio-1's 'In Concert' and Brian Mathews' 'Round Midnight' in May to promote their album Shoot Out The Lights. The catalogue number is HNBL 1303, through Stage One, not as previously announced.

**JON ANDERSON**'s debut solo single for Polydor is 'Surrender' (POSP 393) available in a limited edition picture bag. He has previously had hits with Yes and Vangelis.

**RAY PARKER** makes a promotional visit to the UK starting tomorrow to support the release of an album and single called The Poet which is currently showing in London. The album is entitled 'My Heart Hurts' (XX23F) it contains six,000 seven-inch and 1,200 12-inch singles is now available from S. Gold & Sons, 777-779 High Road, Leytonstone, London, El 1 4QS.

**CULTURE CLUB** have signed to Virgin Records and a single 'White Boy' is released on April 30 in both seven and 12-inch formats.

**OTTAWAN VOCALISTS** Pam 'n'I Pat release their debut solo single on RCA this week. 'To Be Superman' (RCAT(2)207) is released in both seven and 12-inch versions in special picture sleeves.

**ETERNAL RECORDS**, through WEA, this week release 'Remember' (ZAZU 1) by Shambeko! Say Wah! - the new name for Wah! The record is produced by Clive Langer and Alan Winstanley.

**RICHARD AND Linda Thompson** can be heard on Radio-1's 'In Concert' and Brian Mathews' 'Round Midnight' in May to promote their album Shoot Out The Lights. The catalogue number is HNBL 1303, through Stage One, not as previously announced.

**JON ANDERSON**'s debut solo single for Polydor is 'Surrender' (POSP 393) available in a limited edition picture bag. He has previously had hits with Yes and Vangelis.

**RAY PARKER** makes a promotional visit to the UK starting tomorrow to support the release of an album and single called The Poet which is currently showing in London. The album is entitled 'My Heart Hurts' (XX23F) it contains six,000 seven-inch and 1,200 12-inch singles is now available from S. Gold & Sons, 777-779 High Road, Leytonstone, London, El 1 4QS.

**CULTURE CLUB** have signed to Virgin Records and a single 'White Boy' is released on April 30 in both seven and 12-inch formats.

**OTTAWAN VOCALISTS** Pam 'n'I Pat release their debut solo single on RCA this week. 'To Be Superman' (RCAT(2)207) is released in both seven and 12-inch versions in special picture sleeves.

**ETERNAL RECORDS**, through WEA, this week release 'Remember' (ZAZU 1) by Shambeko! Say Wah! - the new name for Wah! The record is produced by Clive Langer and Alan Winstanley.

**RICHARD AND Linda Thompson** can be heard on Radio-1's 'In Concert' and Brian Mathews' 'Round Midnight' in May to promote their album Shoot Out The Lights. The catalogue number is HNBL 1303, through Stage One, not as previously announced.

**JON ANDERSON**'s debut solo single for Polydor is 'Surrender' (POSP 393) available in a limited edition picture bag. He has previously had hits with Yes and Vangelis.

**RAY PARKER** makes a promotional visit to the UK starting tomorrow to support the release of an album and single called The Poet which is currently showing in London. The album is entitled 'My Heart Hurts' (XX23F) it contains six,000 seven-inch and 1,200 12-inch singles is now available from S. Gold & Sons, 777-779 High Road, Leytonstone, London, El 1 4QS.

**CULTURE CLUB** have signed to Virgin Records and a single 'White Boy' is released on April 30 in both seven and 12-inch formats.

**OTTAWAN VOCALISTS** Pam 'n'I Pat release their debut solo single on RCA this week. 'To Be Superman' (RCAT(2)207) is released in both seven and 12-inch versions in special picture sleeves.

**ETERNAL RECORDS**, through WEA, this week release 'Remember' (ZAZU 1) by Shambeko! Say Wah! - the new name for Wah! The record is produced by Clive Langer and Alan Winstanley.

**RICHARD AND Linda Thompson** can be heard on Radio-1's 'In Concert' and Brian Mathews' 'Round Midnight' in May to promote their album Shoot Out The Lights. The catalogue number is HNBL 1303, through Stage One, not as previously announced.

**JON ANDERSON**'s debut solo single for Polydor is 'Surrender' (POSP 393) available in a limited edition picture bag. He has previously had hits with Yes and Vangelis.

**RAY PARKER** makes a promotional visit to the UK starting tomorrow to support the release of an album and single called The Poet which is currently showing in London. The album is entitled 'My Heart Hurts' (XX23F) it contains six,000 seven-inch and 1,200 12-inch singles is now available from S. Gold & Sons, 777-779 High Road, Leytonstone, London, El 1 4QS.

**CULTURE CLUB** have signed to Virgin Records and a single 'White Boy' is released on April 30 in both seven and 12-inch formats.

**OTTAWAN VOCALISTS** Pam 'n'I Pat release their debut solo single on RCA this week. 'To Be Superman' (RCAT(2)207) is released in both seven and 12-inch versions in special picture sleeves.

**ETERNAL RECORDS**, through WEA, this week release 'Remember' (ZAZU 1) by Shambeko! Say Wah! - the new name for Wah! The record is produced by Clive Langer and Alan Winstanley.

**RICHARD AND Linda Thompson** can be heard on Radio-1's 'In Concert' and Brian Mathews' 'Round Midnight' in May to promote their album Shoot Out The Lights. The catalogue number is HNBL 1303, through Stage One, not as previously announced.

**JON ANDERSON**'s debut solo single for Polydor is 'Surrender' (POSP 393) available in a limited edition picture bag. He has previously had hits with Yes and Vangelis.
The Producers

Tim Friese-Green – a self-confessed mug for pop music

WHEN TIM Friese-Green first came to the attention of RB for inclusion in this series it was as a young producer of great potential. Since then he has ably proved the point by creating a number one single.

Taking a standard like 'The Lion Sleeps Tonight' and creating a sound which is immediately attractive on disc and on radio brought Friese-Green the ultimate accolade. The achievement was the greater considering the many times that this song has previously been a hit.

He took the classic route to the producers' chair, starting as a tape-op and graduating to engineer. How quickly an aspiring producer makes it, he says, depends as much on good fortune as ability.

"If you are enthusiastic and want to learn you can progress quickly. Tape-op is the ideal way to start because you see so many different engineers and so don't get a limited view of recordings," he said.

From the start he was involved in prestigious projects like Queen's 'Sheer Heart Attack'. He also had the opportunity to work with a variety of artists like The Vibrators, Kursaal Flyers, Art Garfunkel, New Seekers, Steeleye Span, UFO, Racing Cars, Sex Pistols, Graham Parker and the Boomtown Rats.

"At Wessex at the time was Robert 'Mutt' Lange whom Friese-Green describes as a "very together producer both technically and musically" and he was both a major influence and friend to him. Lange is now one of the world's most successful producers.

FOR A lover of pop music like Friese-Green the punk explosion came as a mixed blessing. It provided useful experience of studio experimentation but shook up previous preconceptions.

"The sound was definitely very gritty and it was a shock in the studio. It was hard to forget all the training and make the vocal sound nasty; make it lie in the track rather than put it up front like normal pop vocals," he recalled.

He worked on the Sex Pistols at the invitation of Mike Thorne, now better known as a producer in his own right rather than an a&r chief.

His first job as a producer was The Zones, for Arista. "I had been chomping at the bit for some time but it was not an easy step. Although it didn't exactly set the world alight it has become a cult item. I still hear it played at clubs like the Bottom Line in New York," he said.

On the strength of that production he was signed to management by Clive Calder of Zomba – joining Lange. He then worked with The Records, scoring an American Top 40 hit with 'Starry Eyes', from the Shades In Bed album.

It enabled him to seek work in the States and learn more about the differences in musical attitudes. He was sought out by acts which wanted to sound British, most notably Dirty Looks, who signed for Stiff.

"Most US acts play music as they are used to hearing it on the radio, and they tune in to radio all the time. It means that they are less adventurous. In the UK the battle is to find things that are different but still commercial." he summed up.

HE RETURNED to the UK last year and started to work with aspiring artists such as Australian John English. Gradually regular work began to build up and his Zomba relationship began to pay handsome dividends.

First, rock group Stiff Little Fingers signed to Zomba for publishing; they were looking for a producer who could give them a more commercial sound and Friese-Green was brought in. 'Listen', his single with the band, became their most successful, reaching 21 in the RB Top 100.

Then Zomba's Jive label wanted a producer for its Tight Fit act and again the job went to Friese-Green. The result could not have been more successful.

"I am a self-confessed mug for pop music. It was great fun doing 'The Lion Sleeps Tonight'. I had total control, doing string arrangements and everything," he said.

It is not always as easy because he often works with a band with a track record and has to learn how to adapt. "It is very important to work out an approach to the bands as individuals. These days they have a much better idea of what they want."

"In the end though it is the producer who makes the decisions. It is hard for those involved to be objective - they are too close to their own ideas and projects," he said.

Friese-Green engineers his own recordings and tries to get as much of the sound as possible in the recording, rather than the mix. He finds the thrill in the recording and feels an anti-climax at the end of the final mix.

"Some records would be hits if it was Metal Mickey in the chair but most require the creative input of a producer. "The life of a producer is very short so he must be constantly updating ideas. It is actually not much fun working in a dark studio 18 hours a day and producers do not have steady careers. A little bit of success gets people reaching for you and two hit albums is enough to earn a fortune," said Friese-Green.

RECORD BUSINESS is preparing the first comprehensive guide to independent producers for publication shortly. For details of free listings ring Paul Campbell and advertising Jane Redman, at the above address.
5 7 'AIN'T NO PLEASING YOU CHAS & DAVE ROCKN' KOR 14 PRT
19 3 EBYON AND IVORY PAUL & CAROLINE WITH STEVE WONDER PARLOPHONE 12R84054 EM
3 4 MY CAMERA NEVER LIES BUCKS FIZZ RCA RCAIT1 202 RCA
4 10 SEVEN TEARS GODFATHER DANCE BAND EPIC EPC A(1313724 CBS
19 43 PAPA'S GOT A BRAND NEW PIG BAG PIG BAG Y 123130 ROUGH TRADE
6 3 MORE THAN THIS ROXY MUSIC EP/ROXY ROXY 3 POLYGRAM
7 7 GIVE ME BACK MY HEART DOLLAR WEA BUCK 3 WEA
8 2 8 JUST AN ILLUSION IMAGINATION & R&BSSL 208 PRT O
9 6 6 GHOSTS JAPAN-ROM VSIY1 47121(12) CBS
25 3 FANTASTIC DAY HARCUT ONE HUNDRED ARISTA-CLIP CLIPX1213 POLYGRAM
11 13 DEAR JOHN STATUS QUO VERTIGO DUO 7 POLYGRAM
21 4 BLUE EYES ELTON JOHN RÖCKET XPLT517 POLYGRAM
13 19 NIGHT BIRDS SHAHATAX POLYDOR POLSPOX1 407 POLYGRAM
14 12 HAVE YOU EVER BEEN IN LOVE LEOS SAYET CHRYSLIS SS95 POLYGRAM
25 9 I CAN MAKE YOU FEEL GOOD SHAHAMAR ARAKLAN 308 VIII WEA
33 1 ONE STEP FURTHER BARGO EPIC EPC A(1112265 CBS
17 9 8 LAYLA ERIC CLAPTON/REX AND THE DOMINOS RSO RSO87 VIII POLYGRAM
38 3 REALLY SAYING SOMETHING BANANARAMA WITH FUN BOY THREE DERMAN NANA1X1 POLYGRAM
19 22 11 DON'T LOVE ME TOO HARD NOLAN EPIC EPC A1857 CBS
20 10 4 SEE THOSE EYES ALTERED IMAGES EPIC EPC A(11312168 CBS
21 17 6 IS IT A DREAM CLASSIX DISGUISES LEAFCY BT 409 EM
22 23 HOUSE ON FIRE SOOMTOWN RATS MERCURY MERX1 91 POLYGRAM
23 7 8 YOURS (QUIEREME MUCHO) JULIO IGLESIAS CBS CBS A1933 CBS
24 26 CAT PEOPLE (PUTTING OUT FIRE) DAVID BOWIE MCA MCAIT1 770 POLYGRAM
37 4 EVER SO LONELY MONGOOSE MOBILE SUIT CORP 2112 POLYGRAM
26 14 7 DAMNED DON'T CRY VÖGUE POLYDOR POSPOX1 390 POLYGRAM
40 5 THIS TIME (WE'LL GET IT RIGHT)/FLY THE FLAG ENGLAND WORLD CUP SOUGA ENGLAND ER 1(9) SPARTAN
28 27 10 A BUNCH OF THYME FUSTER & ALLEN RITZ RITZ 005 SPARTAN
25 15 IRON FIST KATHIENNE BRONZE BRO 145 POLYGRAM
30 16 POISON ARROW A.B.C. NEUTRON NTX11 102 POLYGRAM
31 20 THE LION SLEEPS TONIGHT TIGHT RT JIVE JIVET1 9 CBS
41 2 PROMISED YOU A MIRACLE SIMPLE MINDS VIRGIN VS 4461123 CBS
33 12 12 MICKEY TONI BASS RADIAL CHOICE/VIRGIN TIC4 CBS

65 5 FREEZE-FRAME J.GELS BAND EMPIRIA EAIP1 134 EM
35 24 15 PARTY FEARS TWO ASSOCIATES ASSOCIATES ASC 1 WEA
48 2 IN I DON'T LET YOU DOWN PHC WEA K 1920 WEA
53 3 INSTINCION SPANDAUL BALLET REFORMATION CBS126202 POLYGRAM
38 32 9 YOUR HONOUR PULTO MERKRI RCA RA
39 34 4 STONE COLD RAINBOW POLYDOR POSPOX1 421 POLYGRAM
41 30 2 A CELEBRATION ISLAND WIP 6770 EM
36 12 28 GO WILD IN THE COUNTRY BONNIE JUNE RCA RCAIT1 203 RCA
43 29 13 CLASSIC ADRIAN GURZITZ RAK RAK 335 EM
45 42 17 PRIVATE EYES DARYL HALL & JOHN OATES RCA RACAIT 134 RCA
46 43 8 MEMORY BARBRA STREISAND CBS CBS A1983 CBS
47 44 5 I RAN A FLOCK OF SEAGULLS JIVETV1194 CBS
48 39 11 SEE YOU DERECK MODE MUTE (12MUTE O18 SPARTAN/ROUGH TRICE)
49 51 4 STREET PLAYER FASHION ARISTA ARIST 12456 POLYGRAM
50 54 3 I'M YOUR TOY ELVIS COSTELLO & THE ATTRACTIONS F.BEAT XX 21(7)
51 52 4 LOVE POTION NO.9 TYGERS OF PAN TANG MCA MCAIT1 760 POLYGRAM

1 41 31 STAY (LIVE) BARRY MANILOW ARISTAARISTA(ARIDPO) 4464 POLYGRAM
49 42 1 ARE YOU LONESOME TONIGHT? THE LAUGHING VERSION ELVIS PRESLEY RCA RCA 136 RCA
50 34 4 YOU GOT THE POWER WAR RCA RACAIT 201 RCA
51 35 12 LOVE PLUS ONE HARCUT ONE HUNDRED ARISTA-CLIP CLIPX1212 POLYGRAM
50 41 2 FIVE MILES OUT MIKE OLDFIELD VIRGIN VSIY1 446 CBS
51 42 3 TALK BACK STIFF LITTLE FINGERS CHRYSLIS CBS 2601 POLYGRAM
52 43 3 MAKE A MOVE ON ME BLONDIE DANGEROUS EMPIRIA EAIP1 134 EM
59 50 3 THIS BEAT IS MINE WOOLY D' SAM VS 4461121 CBS
51 43 3 BLACK COFFEE IN BED SOGEDS A&M AS192 EM
63 64 3 I WILL LOVE YOU PURE BROTHERS RITZ RITZ 012 SPARTAN
64 45 3 T'AINT WHAT YOU DO (IT'S THE WAY THAT YOU DO IT) FUN BOY THREE WITH BANANARAMA CHRYSLIS CHS12 2570 EM
65 46 10 CARDIAC ARREST MANIC STREET PARTY 140 CBS
67 49 18 ONLY YOU YASSO MUTE MUTEX 200 SPARTAN/ROUGH TRADE

67 60 5 NOWHERE GIRL 8 MOVE SOME DIZZARE B1821(10)8 POLYGRAM
63 57 4 BALL AND CHAIN XYZ VIRGIN VS 4462 CBS
65 45 3 TRY JAN HATE THIRD WORLD CBS CBS A132503 CBS
66 38 2 I'VE SEEN THE WORD/GOD'S KITCHEN BLANKMANE LONDON BLANCX11 POLYGRAM
71 1 NEW 1 MAMA USED TO SAY JUNIOR MERCURY MERX1 98 POLYGRAM
71 58 1 GIRL CRAZY HIGHTIME RAK RAK 341 EM
70 42 3 EVERY WAY BUT LOOSE ONENESS OF JU-4 BUDDHA BODSL 497 PRT
70 41 3 TIME STONE CARRERE CARIT1 236 RCA
76 70 4 AMOUR AMOUR MOULINS RIATO RIA 5 Pinnacle
75 76 5 KLACTOOVESIDEANT BLUE ROAD A-LAT DUBBLE DUBL NOR VS(Y14762) CBS
77 68 2 AFRICAN AND WHITE CHINA CHINO INEVITABLE INEV 011 CBS
74 61 8 I LOVE ROCK 'N' ROLL JOAN JETT & THE BLACKHEARTS EPIC EPC A2152 CBS
75 63 3 TAKE MY HEART (YOU CAN HAVE IT IF YOU WANT IT) KOOL & THE GANG DE-LITE DEKIX 6 POLYGRAM
74 61 1 BACK INTO MY LIFE LEO CHRYSLIS CHSP (2607 POLYGRAM
78 63 3 THE WAY LIFE'S MEANT TO BE ELECTRIC LIGHT ORCHESTRA JET JET 7022 EM
74 59 4 I HATE...PEOPLE ANTI ANIMAL ABCS 1202 PRTC
74 59 8 MUSIC FOR CHAMELEONS GARY NAYLON BEAGARS BANQUET BEAG0(T) WEA
74 63 1 CENTERFOLD J.GELS BAND EMPIRIA EA 135 EM
75 60 3 NO ONE LIKE YOU SCOPIONS HARVEST HAR (P) 5219 EM
75 59 1 A NEW FASHION BILL WYMAN A&M A&M 1209 CBS
75 58 3 ANYWHO HEARD A HEART B.E.F. PRESENT SASHA SHANA VIRGIN VS 484 CBS
78 71 5 WORK THAT SUCKER TO DEATH/LOVE IS ON THE ONE XAVIER LIBERTY 123UP 651 EM
80 7 1 CASTLES IN THE AIR DON McCALLON EMPIRIA EMPIRIA 525168 CBS
80 100 2 WEEKEND ALVIN STARDUST STF BRIG 142 CBS
80 11 1 CAN YOU SEE THE LIGHT BRASS CONSTRUCTION LIBERTY 123UP 652 EM
82 97 5 THE CELTIC SOUL BROTHERS DEVIL'S MEANIGHT RUNNERS & EMERALD EXPRESS MERCURY DEXYX 8 POLYGRAM
83 99 12 YOU'RE THE ONE FOR ME D. TRAIN EPIC EPC A1312016 CBS
84 62 5 EMPIRE SOUL KILLING JOE EG/MALICIOUS DAMAGE EGO04 EM
85 64 4 THE WILD LIFE EP GIRLSCHOOL BRONZE BRO 144 POLYGRAM
86 47 8 THE ANTMUSIC EP ADAM & THE ANTS DUNIHIT1 26 CBS
97 97 1 LA FOLIE STRANGERS LIBERTY LP 410 EM
98 90 1 PERFUMED GARDEN RZH BAND RRT RIT 8 RICA
99 81 7 TEMPORARY BEAUTY GRAHAM PARKER RCA PARK 100 RICA
100 1 NEW 1 SHOUT SHOUT (KNOCK YOURSELF OUT) ROCKY SHARPE & THE REPLAYS CHISKWICE DICE 3 RICA
**A BUNCH OF THYME LUMINETH REGALIS 26**  
**A CELEBRATION STEVE LILLYWHITE BLUE MOUNTAINS 41**  
**A NEW FASHION ALL, WYNN/CHRIS KEMPENI JUNIOR 86**  
**AFRICAN AND WHITE JENNY LEWIS INVADABLE 77**  
**AN APOLOGY FOR EVERYTHING 77**  
**AN APOLOGY FOR EVERYTHING 77**  
**ANY APOLOGY FOR EVERYTHING 77**  
**ANY APOLOGY FOR EVERYTHING 77**  
**ANY APOLOGY FOR EVERYTHING 77**

### Key
- **Title**:...
- **Artist**:...
- **Label**:...
- **Catalogue No**:...

### Index
**A-Z guide to producers and publishers**

### Records
- **101 PUEBLO RICO DECOLUZAPE (R&B)**
- **102 SWITCHED ON SWING KINGS OF SWING ORCHESTRA (PHILLIPS SWING)**
- **103 SHERRY SHAKE AND STEVENS (EPIC EP)**
- **104 OAR'S BLACK RED LIPSTICK (MAGNET)**
- **105 OUD WEIGHTS ARE SEALED GO-GO'S IRRS GON 103**
- **106 WIFE A WAY YOUR KISS NEVER BELOW ZERO (BARI ABS 8310)**
- **107 SHOW YOU MY LOVE GO BACK GOLDIE AND THE JESTER PROJECT FJIXX 11**
- **108 TOLANDT LOVE GILDA JONES INFORNO 1210001**
- **109 GLAD TO KNOW YOU CHAS JANKEL (A&M)**
- **110 JOY AND PAIN (EDIT) MEAWEⅪ FEATURING FRANKIE BEATRICE (CAPITOL) 11211**
- **111 NEVER LET YOU GO SAVANNA (R&B)**
- **112 I WANNA BE WITH YOU EARTH, WIND & FIRE (CBS)**
- **113 JOY AND PAIN (EDIT) MAZE FEATURING FRANKIE BEATRICE (CAPITOL)**

### Gold Disc
- **1/2 million sales**

### Silver Disc
- **1/4 million sales**

### Credits
- **Title**:...
- **Artist**:...
- **Label**:...
- **Catalogue No**:...
- **Distributor**:...
How to keep fit; by trying to keep tabs on Keep Fit LPs!

SOME OF the merchandising efforts occurring this year leave a lot to be desired; both consumer and retailer must be wondering what tricks are being pulled on them.

Take K-tel's Best Of The Four Tops (NE1160/CE2160), for which the dealer is expected to pay £4.14 plus VAT and the customer £5.99. Yet this album is identical, including the order of the tracks, to the Four Tops' 20 Golden Greats in the Motown stable and still

Observation Post

current through RCA (MTV26/CMTV26). I wonder how many dealers realised this and stocked the original, saving the customer at least £1 and giving themselves a much healthier margin. Not many, I suspect, otherwise it would be MTV26 listed in the charts!

But for true confusion, and here I have every sympathy with K-tel, the saga of the Keep Fit promotions really takes the biscuit. Simultaneously we had the mail-order-only (“This record is not available in record shops” — but few consumers understood it) Shape Up And Dance and K-tel’s notification of Take K-tel’s Best Of The Four Tops.

Now, despite the fact that my customers who ordered Shape Up And Dance (Vol. 1) have not received it six weeks since, we find that Vol. 2 of that title is to be TV advertised but this time is only available through record shops! Con-

Felicity Kendall showing the rewards for the Shape Up And Dance album. But there was confusion for customers and dealers.

sumer confusion? I’ll say. Dealer confusion too!

Once again we are at the time of year when prices are being eased upwards. EMI is taking the lead on singles with an 85p dealer price on this year’s record to date, only one in twenty of EMI singles releases stand a chance of making a reasonable showing in the charts and, hence, a reasonable profitability. Cut the number of releases and maintain prices, I say.

The other angle to this is the matter of retail pricing – how many outlets will be charging this price? If we all charged this price I’m convinced that EMI would soon cut its cloth and drop prices to allow a more reasonable retail price.

We dealers really ought to put on a reasonable mark-up. Let’s face it, most of us have experienced bizarre or decreasing profits this last couple of years while overheads have rocketed. Simply, if we are not realistic in our retail pricing we won’t be around much longer to support the specialist aspects of this industry. Thus majors like EMI will have no option but to cut back still further.

Although I have some sympathy with the view that credit card commission is excessive on the retailer and should instead perhaps be an onus on card holders, I have no sympathy whatever with the retailing chain Our Price who claim margins are so tight that it can no longer keep the credit card facility. Retailers are supposed to give the best possible service to customers. Yes, it costs, but service incurring overheads is reflected in pricing policy. Credit cards do not account for a very significant proportion of sales (if they did, then that would be what the customer wanted) and the commission charge on credit cards is just another overhead. Are we not to accept cheques because processing them is reflected in our bank charges?

Of course, what Our Price does is its business but as a reflection on the state of the industry as a whole, its our business. I was horrified to learn from a customer that one of their staff said, in answer to a enquiry: “No, sorry, only we’re in the trade.” For myself – a mail order, but for the industry – an indictment.

On the subject of service, I’m sure that many of us with concern for our customers are very worried by the apparent lack of pressing capability and lateness in supplies of new releases being experienced from all the record companies. If the industry cannot cope now it will be in a power shiuld conditions improve. Improvement surely is what we are all suffering and working for.

MARTIN ANSCOMBE

PS. My thanks to Tony Berry of Pinnacle for his reply (RB March 29) to my last article. He summed up well what I was trying to say — let’s hope the independent labels get the message.

M.A. Due to a typographical error, arought was removed from Tony Berry’s impressive statistic about Pinnacle’s sales of Rabbit. The distributor did, of course, shift 300,000 copies without a hitch — Editor.

Talking Heads get the HMV treatment

Getting the message across — HMV Oxford Street gave over one entire window to a Talking Heads display, complete with TV screens, to support the live album The Name Of This Band Is Talking Heads.

Musicals and soundtracks — a dealer success in Covent Garden

FROM THE modest beginnings of two record collectors pooling their personal collections to form a specialist shop, That’s Entertainment now stands as a force to be reckoned with — in international terms.

The numbers may not be vast but the decision of graphic designer John Yap and actor Patrick Martyn to specialise in their favourite market of stage and screen recordings has paid handsome dividends.

Today they have a thriving shop That’s Entertainment in the heart of London’s trendy Covent Garden market, a mail order business with an overseas distribution centre in the new Covent Garden market. Both locations put them in the centre of one of the world’s greatest proliferations of theatres and cinemas.

In order to buy up stock they had to open accounts all over the world; which is both a testament to the world-wide appeal of show and film music and an indication of UK companies who have been sitting on rights for years with no plans to exploit them.

Initially the customers were collectors, every bit as fanatical about the market as Martyn and Yap but, especially since the move to Covent Garden, this has widened to include a wide cross section of the general public, albeit adult, looking for nothing more specialised than The Sound Of Music soundtrack.

“We knew there was a market and we’ve proved it. We have been successful simply because there is no competition. The large stores and the record companies are not interested in the genre,” said Yap.

Imports still play a large part in the retail business — a new Broadway show is guaranteed hundreds of UK album sales — but there is little chance of domestic release and many soundtracks are released only in Japan, Australia and, of course America.

In addition TE has made a point of obtaining rare and deleted material to maintain the collectors’ side of the business. These records fetch very good prices, but have to be bought at a premium.

Worldwide customers now make TE a place to visit on their trips to the UK, and TV and radio stations from the UK and abroad rely on the shop to provide show and film music for their libraries.

In 1980 the business was such a success that the partners looked for an avenue of expansion. They found it in record production and they have recently negotiated UK distribution with PRT for That’s Entertainment Records, a sister company.
The move was an immediate success as Yap and Martyn set about filling voids they, as retailers, knew existed. A recording of the London show Pal Joey proved immensely popular and on the soundtrack side they picked up the prestigious Escape From New York rights.

This success has led to TE being approached to release soundtracks and they are set to have great success with Mad Max 2 (TER 1016). In addition interest is high in Underneath The Arches (TERX 1015) – the Flanagan & Allen show currently wowing London audiences.

Not only does TE rescue show recordings but it has also gone to the unprecedented length of re-assembling original casts for recording. In the case of I and Albert it involved bringing Polly James and Swedish actor Sven Bertil Taube back after eight years for a limited edition of 2,500 albums, which has almost sold out at £9.99 each.

The elevation of American John Williams into a soundtrack superstar following his Jaws score inspired a recording of his only musical Thomas And The King with the London cast five years after it closed.

Considering the perennial success of Salad Days TE was surprised to find no recording on catalogue and so gathered a revival cast, including Elizabeth Seal and Sheila Steafel, and managed to have composer Julian Slade on piano.

Another success is Swan Down Gloves (TER 1017), a Royal Shakespeare production which is set for annual revivals in both London and Stratford.

This year's big project is the only recording of Richard Rodger's last Broadway musical I Remember Mama with the strong possibility of 'a big musical star' to head the cast.

For the future TE is looking to video. "The audiences of London and Broadway are lucky to be able to see these shows but there are thousands of millions of people all over the world who will never get the opportunity," said Yap.

That's Entertainment has the proud boast of, 'If it has been recorded we will supply it' – which means having 99 percent of current London shows available, and it is setting about searching for that elusive one percent.

News in Brief

Simplex comes up to date

MANY DEALERS will be aware of the Simplex account book systems but not know that the company has brought it right up to date with a computer version.

Buying the hardware to operate computer accounting would run to more than £3,000 but the Micro-Simplex system is a lease one – working out at under £15 per week. The computer can also handle stock control, invoice and statement production and even hold customer mailing lists. Micro-Simplex is based at Harrison Building, Green Lane, Winslow, Cheshire.

FIDELITY FASTENING, wall mountings for hi-fi speakers, are now available from Lugtons. The mountings are available in attractive packs.
Armageddon's first signing since it started distribution through Pinnacle is Geordie, a name that should jog your memory. Their comeback single is 'Nuthush City Limits' / 'No Sweat' just now due for release. Seen celebrating the signing are manager Jeremy Azis (left), the four members of Geordie, then on right Dave Loader (Armageddon md) and Tony Berry (Pinnacle md) - according to the band, the demos of a band called The Kadettes and put them forward. "He knew I wanted to get a label together and one of the tracks, 'Fireball XLS', we both thought was a really commercial idea, so I offered them a singles deal. The single by Eddie has been put on ice for the moment, as it's really a one-man operation here."

Reaction to the finished product, impeccably produced by Simon Humble, "I'd like to steer the label in a broad-based direction, he says. "It could be pop, ballads, novelty songs or even African drum music if I thought it was going to be commercial. We don't want to close the door on anybody, and I'm certainly interested in hearing any demo tapes." Sanderson Jr can be contacted at Blank Records, 14 Soho Street, London WIV 6HB. Telephone 01-437 2245 or 01-278 0928. 'Fireball XLS' (GET 1) by The Kadettes is available through the indie distribution network.

Groove switches to PRT distribution

GROOVE RECORDS, now known as Groove Production Ltd, has switched distribution from Pinnacle to PRT. Existing titles on the Groove label will continue to be available through Pinnacle. First release with PRT is a single by Linda Taylor, 'You And Me Just Started', out in 7-inch and 12-inch form and backed with a promotional video. It is followed on April 23 by Linda's album 'Taylor Made'.

THE BACON Empire Management Company which manages John Otway and Steve Ellis has formed its own record label, Empire Records. First release will be 'You Make Me Feel Like I'm Wearing New Clothes' (HAM 1) by Leicester band The Sinatras. Distribution is through Spartan. STINGRAY RECORDS releases a single, 'Tokyo Nights' (STZ 1) by Bandail on April 13. It is available in three different colour sleeves - orange, yellow and white and comes with a free map of the Tokyo subway. The single is being promoted through discos and pirate radio stations, distribution by Rough Trade and Fresh.

LES DISQUES Du Crepescule and Factory Benelux will now have their releases distributed in the UK by Pinnacle as well as Rough Trade. The deal also applies to a new label to be launched shortly.

RED RECORDS has signed The Mood Elevators, previously with Go Feet. Their first single is a cover of 'Georgie Girl', which was produced by Ranking Roger of the Beat."

New Releases

ARMAGEDDON RECORDS releases The Method Actors' five-track 12-inch EP, 'Dancing Underneath' (DB 57), this week. Previously available on import . . . Pinnacle Records releases the debut 12-inch EP, 'Extended Player' (GODOT 1) by Godot on April 9 . . . No Future has singles by Blitzkrieg - 'Lest We Forget' and The Violators - 'Gangland' out now . . . Red Records release 'Ciguri' by Jazz/Punk New York band Material this week in 7-inch and 12-inch form . . . 4AD has an album, After The Snow by Modern English out on April 23 . . . Step Forward Records releases an LP, Eruptate (SFLP 7) by Chelsea on April 16 - distribution by Faulty/Pinnacle Indies - Rough Trade has a 15-track compilation album of Swell Maps past material out. It is titled Collision Time and should retail for around £3 . . .

Album Reviews

* Album reviews Cont. from P.16

THE DARK: Chemical Warfare (Fresh LP 5) Prod: Sean Purcell/The Dark

Debut album from punk bank The Dark which should make some inroads into the indie charts. The music is abrasive but the production is clean enough to make a little more sense than most of the punk fodder currently on release. The 11-track album includes the current single 'The Masque'. Apart from the single, other standout tracks include 'French Toys' and 'On The Wires'. The low dealer price should make for healthy sales for a while.

MICHAEL O'Shea: Michael O'She (Dome/Rough Trade DOM 33-2)

Prod: B.C. Gilbert/G. Lewis

A fascinating virtuoso performance by Irishman Michael O'Shea who can often be seen busking in London's Covent Garden. His instrument is Mo Cara (literally 'My Friend'), crossed between a Zelochord and sitar, in the shape of a dulcimer. It has an echo box and electronic amplification and is played by striking the strings with hammers. The sound is peculiar to the instrument, although borrowing its basic tone from the sitar. The music is a rich, melodic expression, as fascinating as the electronic creations of Mike Oldfield.

* More reviews P.19
Twelve Inches

1. 1 CAN MAKE YOU FEEL GOOD
   Shalamar Solar
2. 1 NIGHT BIRD: Shanghai Polydor
3. JITI AND JUSTICE Records
4. 1 FORGET ME NOTS: Maxi Priest Royal
5. 1 SPECIALISE IN LOVE
   Frankie Beverly Atlantic
6. PAPA'S GOT A BRAND NEW PIG BAG
   Kool & the Gang De-Lite
7. NEVER LET YOU GO: Savanna R&B
8. SMOOTH SAILING
   Imagination R&B
9. EVERYTHING'S GONNA be Alright
   Al Green Arista
10. I'VE GOT TO LEARN TO SAY NO!
    Norma Lewis TMT
11. TASTE THE MUSIC: Kleeer Atlantic
12. WORK THAT SUCKER TO DEATH
    Midnight Music
13. CAN YOU SEE THE LIGHT
    Falling Star
14. RAISE!
   Earth Wind & Fire CBS
15. EVERYTHING'S GONNA be Alright
    Al Green Arista
16. TIME
   Stone Carrere
17. PAPA'S GOT A BRAND NEW PIG BAG
   Kool & the Gang De-Lite
18. THE ANVIL: Visage Polydor L.P.
19. MEGATRON MAN: Patrick Cowley Megatone
20. AKA BAND: AKA Band PPL
21. BREAKING POINT: Central Line Mercury
22. NIGHT BIRDS: Shakatak Polydor
23. I'LL BE YOUR GIRL: Chanel Mass Media Music
24. PROMISE IS A COMFORT TO A FOOL
    The Cold Ones Mute
25. I'LL SET MYSELF FREE
    Sade Atlantic
26. PAPA'S GOT A BRAND NEW PIG BAG
   Kool & the Gang De-Lite
27. THINK BAG
   AKA Band PPL
28. PAPA'S GOT A BRAND NEW PIG BAG
   Kool & the Gang De-Lite
29. THE BOSS OF NORTH SOUND RECORDING
   SFX
30. THE MONEYGASS
   Troup

Disco Albums

1. THE EARLY TAPES: Level 42 Polydor
2. FRIENDS: Shai Capricorn
3. LIFE ON THE WIRE: Friends Int.
4. MONKEY ON THE WIRE: Stone's Edge
5. THE GEORGE BENKIN COLLECTION
   Liberty
6. ORIGINS 1: Electric Lady
7. POINT OF VIEW: Heaven Liberty
8. FEELING GOOD: Roy Ayers Polydor
9. TASTING THE MUSIC: Music Box/CBS
10. SOMETHING SPECIAL
    2 Live
11. THE MUSIC: Hidden Atlantic
12. BREAKING HUNTS: Capital
   Liberty
13. THE BEST OF QUINCY JONES: A&M
14. WATCH IT: Band Wels WYM
15. GLOW: J. Geils Band
16. LEVEL 42: Level 42 Polydor
17. SHOW TIME: Steve Atlantic
18. LOVE FEVER: Gally Atlantic Epic
19. GET AS MUCH LOVE AS YOU CAN
    Joni James Phil. Int.
20. LOVE IS WHERE YOU FIND IT
    Whispers Polydor

Import Albums

1. 5 D TRAIN: D Train Epic
2. 6 BAND ON A BAND: PPL
3. STRAIGHT FROM THE HEART: Virgin
4. BRILLIANCE: Atlantic Star A&M
5. GROOVE: Pat, Larry's Band WYM
6. MEGATRON MAN: Patrick Cowley Megatone
7. FIN A FACT: Jeff London Ornamenta
8. TELECOMMUNICATIONS: Aazurn Milestone
9. THE LUMBERJACK: Polydor
10. ALL-DAY-ALL-NIGHT: Burnt-Out Capital
11. ALL-DAY-ALL-NIGHT: Run-Down Capital
12. JALADA: Troup
13. KARAO KARAO: D.C. Vision
14. KEEP WHAT YOU HAVE: Fertig Seven City
15. NOW THAT I'VE GOT YOUR ATTENTION
   Leisure Water Headfmt
16. LOVE CONQUERS ALL: Michael Woot
   RCA
17. DANNY REED: Dany Reed Inner City
18. DON ALBANO: Dony Bryan Capital
19. ORANGE JUICE: Orange Juice
20. ALIVE: Bohemian Phase II

Dancefloor

1. DO WHAT YOU WANT TO DO
   Funky Sounds Metropolis 12"
2. THE ANVIL: Visage Polydor L.P.
3. THE ANVIL: Visage Polydor L.P.
4. SNUDE-A-BOOM: Snuvaat Reformation 12"
5. THE ANVIL: Visage Polydor L.P.
6. THE ANVIL: Visage Polydor L.P.
7. THE ANVIL: Visage Polydor L.P.
8. THE ANVIL: Visage Polydor L.P.
9. THE ANVIL: Visage Polydor L.P.
10. THE ANVIL: Visage Polydor L.P.

Ulster

Dana to
sing N. Irish
World Cup
song

Dana WHO won the Eurovision Song Contest back in 1970 has now released a single of Ireland's World Cup song, a number entitled 'Yer Man'. The single will be issued on the LP label, a recording firm set up by Dana, husband Damien and brother John Brown. Dana's previous single on the label 'Lady of Knock' has now sold in excess of 30,000 copies, and she will soon be presented with a Silver Disc. Her next international release will be 'I Feel Love Comin' On' on the Creole label. The single 'Yer Man' will be issued in a special picture bag sleeve.

 Homespun label manager Jim Geogh has an ear for new talent. Last year he signed up Gene Fitzpatrick who weeks later won the Benson & Hedges sponsored 'Ulster Entertainer' contest. This year Homespun signed up folk singer Pat Woods, and issued his debut album under the title From County Armagh, and once more the label has the winner of this year's Ulster Entertainer. The event was covered by Ulster Television, and Woods was selected from 150 entertainers. Last year Gene Fitzpatrick was awarded a Silver Disc for sales of his debut album, and Jim Geogh is certain that Homespun has another best seller in Pat Woods.

Ulster acts to
British labels

TWO OF Ulster's best-known acts have found themselves signed up by British-based labels. President Records has signed up Feinamgan vocalist and guitarist April South and her band Pennies, and issued her self-penned song 'Heroes of the Night'. Country singer Homespun Records has signed up to Ritz Records which has put out a three-track single 'Three From Rose Marie', to coincide with her Wembley 'Silk Cut Festival' appearance at Easter.

Also signed up are otherwise unknown band chips, who issue the theme from the TV series Kidnapped, now known as 'David's Song' on the WEA label, while Scoff Records has contracted Mama's Boys, three McMans Brothers from Co. Fermanagh, and issued the self-composed 'Belfast City Blues'.

Moneyglass
tape

TWO OF the 25-strong team of songwriters and dancers known as the Moneyglass Concert Group have won over every major traditional award in Ireland for their musical ability. Now under the independent Hologram Recordings they issue a special cassette tape The Moneyglass Concert, with Leo McCaffrey, featuring great instrumental and folk songs. The group have just completed their first major British tour, and in September they embark on their first American tour. The troup have that unique sound, that certainly stands out on this one their recording.

Gene Stuart 45

THE BOSS of North Sound Recording Studios and Rainbow Records Gene Stuart, has issued a new single 'Time To Bum Again' with his backing group The Homesteaders. In association with the Democrat newspaper and Outlet Records, Stuart is sponsoring the annual Tyrone Showbiz Awards, with the proceeds from this gala show going towards charity.

DONAL K. O'BOYLE

April South
solo single

April South, lead singer with The Pennies, has just released a solo single 'Heroes Of The Night' on the President label.
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist/Song</th>
<th>Category</th>
<th>List</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MY CAMERA NEVER LIES RICK ISS</td>
<td>A A A A A</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>EBBONY &amp; IVORY PAUL McCARTNEY WITH STEVIE WONDER</td>
<td>A A A A A</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>FREEZE J-GEELS BAND</td>
<td>B C A A A</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>LAYLA ERIC CLAPTON-DEREK &amp; THE DOMINOES</td>
<td>C B C B C</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>SEE THOSE EYES ALTERED IMAGES</td>
<td>A A A A A</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>VIEW FROM A BRIDGE KIM WILDE</td>
<td>C A C A A</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>EMILY STREET HALL &amp; JOHN OATES</td>
<td>B C A C C</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>SHARKS JAPAN</td>
<td>C B C B C</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>SHOUT SHOUT ROCKY SHARPE &amp; THE REPLAYS</td>
<td>B C B C B</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>PAPA'S GOT A BRAND NEW PIGBAG PIG BAG</td>
<td>B A C B B</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>HAVE YOU EVER BEEN IN LOVE LEO SAYER</td>
<td>B C A A A</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>HOUSE ON FIRE BOOM TOWN RAYS</td>
<td>B A A A A</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>BALL AND CHAIN XTC</td>
<td>B C C A C</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>CAT PEOPLE (PUTTING OUT FIRE) DAVID BOVIE</td>
<td>B C B B B</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>ONLY YOU I'M IN LOVE BILLY KING</td>
<td>B C A C B</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>BLACK COFFEE IN BED SQUEEZE</td>
<td>B C B C B</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>WEEKEND ALVIN STARDUST</td>
<td>B C A C A</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>NOBODY TONI BASIL</td>
<td>B C A C C</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>STAY [LIE] BARRY MANILOW</td>
<td>C B A B A</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>DON'T LOVE ME TOO HARD NOLANS</td>
<td>B A A A A</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>JUST AN ILLUSION IMAGINATION</td>
<td>B C A A A</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>WAKE UP LITTLE SUSIE BILLY KING</td>
<td>B C A C C</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>GIVE TEARS COMICIERS &amp; DANCE BAND</td>
<td>B C A A A</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>INSTINCTION SPANDAU BALLET</td>
<td>B * C A B</td>
<td></td>
</tr>
<tr>
<td>25</td>
<td>THANK YOU FOR THE PARTY DUKES</td>
<td>B C B B C</td>
<td></td>
</tr>
<tr>
<td>26</td>
<td>I'M YOUR TOY COSTELLO</td>
<td>C A B C B</td>
<td></td>
</tr>
<tr>
<td>27</td>
<td>OOH SHOOFY DOO DOO LANG ANEKA</td>
<td>C B B B B</td>
<td></td>
</tr>
<tr>
<td>28</td>
<td>STREET PLAYER FASHION</td>
<td>B B B B B</td>
<td></td>
</tr>
<tr>
<td>29</td>
<td>PROMISED YOU A MIRACLE SIMPLE MINDS</td>
<td>B B B B B</td>
<td></td>
</tr>
<tr>
<td>30</td>
<td>LOVE BY GHOSTS DRAGS OF TANG</td>
<td>A B A B A</td>
<td></td>
</tr>
<tr>
<td>31</td>
<td>SAVE IT FOR LATER BEAT</td>
<td>B C A C B</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>JAH JAH THIRD WORLD</td>
<td>C * B A B</td>
<td></td>
</tr>
<tr>
<td>33</td>
<td>WAKE UP LITTLE SUSIE SIMON &amp; GARFUNKEL</td>
<td>C B A C A</td>
<td></td>
</tr>
<tr>
<td>34</td>
<td>SPOUSA CINDY STATTAN</td>
<td>C A B A B</td>
<td></td>
</tr>
<tr>
<td>35</td>
<td>LAYLA ERIC CLAPTON-DEREK &amp; THE DOMINOS</td>
<td>C A B A A</td>
<td></td>
</tr>
<tr>
<td>36</td>
<td>RUBEN HEWINS LYONS &amp; THE NEWS</td>
<td>C B A A A</td>
<td></td>
</tr>
<tr>
<td>37</td>
<td>RADIO MEMBERS</td>
<td>B A B A B</td>
<td></td>
</tr>
<tr>
<td>38</td>
<td>DAMNED DON'T CRY VISAGE</td>
<td>B A A A A</td>
<td></td>
</tr>
<tr>
<td>39</td>
<td>THE WAY LIFE'S MEANT TO BE ELO</td>
<td>C B C A B</td>
<td></td>
</tr>
<tr>
<td>40</td>
<td>AIN'T GONNA BRAINS BAD MANNERS</td>
<td>B A B B B</td>
<td></td>
</tr>
<tr>
<td>41</td>
<td>I LOVE ROCK 'N ROLL JOAN JETT &amp; THE BLACKHEARTS</td>
<td>C B A B B B</td>
<td></td>
</tr>
<tr>
<td>42</td>
<td>THE HONEYDIPPERS JETS</td>
<td>B B B B B</td>
<td></td>
</tr>
<tr>
<td>43</td>
<td>I FEEL LOVE COMIN' ON DANA</td>
<td>B B A B A</td>
<td></td>
</tr>
<tr>
<td>44</td>
<td>FANTASY ISLAND TIGHT FIT</td>
<td>C * C A A</td>
<td></td>
</tr>
<tr>
<td>45</td>
<td>SURRENDER JON ANDERSON</td>
<td>C * B A B</td>
<td></td>
</tr>
<tr>
<td>46</td>
<td>CASTLES IN THE AIR DON MACLEAN</td>
<td>C B A B B</td>
<td></td>
</tr>
<tr>
<td>47</td>
<td>YOU GOT THE POWER WAR</td>
<td>C A B B B</td>
<td></td>
</tr>
<tr>
<td>48</td>
<td>ROSANNA TOTO</td>
<td>C * A B B</td>
<td></td>
</tr>
<tr>
<td>49</td>
<td>HEY LARRY DEAN FRIEDMAN</td>
<td>C * B A B</td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>I'VE NEVER BEEN TO ME CHARLENE</td>
<td>C * B A B</td>
<td></td>
</tr>
<tr>
<td>51</td>
<td>AMOUR, AMOUR MOBILES</td>
<td>C B B B B</td>
<td></td>
</tr>
</tbody>
</table>

**AIRPLAY RATING**

100% = Maximum Play in World

**Key To Station Playlists**

- **Radio 1**: A (A) List
- **Radio 2**: B (B) List
- **Luxembourg**: C (C) List

**Capital**

- A (A) List
- B (B) List
- C (C) List

**Piccadilly**

- A (A) List
- B (B) List
- C (C) List

**City**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Bromberg**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Downtown**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Hallam**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Trent**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Metro**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Beacon**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Teesside**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Swansound**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Merica Sound**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Penne**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Sovereign**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Nerissa**

- A (A) List
- B (B) List
- C (C) List
- D (D) List

**Record Business** April 1992
The Airplay Guide features playlists which are in force in the current week (except for Radio Hallam which due to production deadlines is for last week). Playlists normally only affect daytime Monday-Friday shows.

**NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE**

<table>
<thead>
<tr>
<th>Position</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Playlist/Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>71</td>
<td>45</td>
<td>A Little Bit Further Away</td>
<td>Kokomo</td>
<td>C C</td>
</tr>
<tr>
<td>72</td>
<td>36</td>
<td>Warm Love</td>
<td>Kisses</td>
<td>A</td>
</tr>
<tr>
<td>73</td>
<td>70</td>
<td>Shine Silently</td>
<td>Nils Lofgren</td>
<td>A A A B</td>
</tr>
<tr>
<td>74</td>
<td>99</td>
<td>Leader of the Band</td>
<td>Fontenay</td>
<td>B C A C A</td>
</tr>
<tr>
<td>75</td>
<td>10</td>
<td>Listen to the Radio</td>
<td>Don Williams</td>
<td>B C A B A C</td>
</tr>
<tr>
<td>76</td>
<td>89</td>
<td>For Your Love</td>
<td>Wendi</td>
<td>A</td>
</tr>
<tr>
<td>77</td>
<td>48</td>
<td>Ready or Not</td>
<td>B A Robertson</td>
<td>C C C C</td>
</tr>
<tr>
<td>78</td>
<td>35</td>
<td>I Ran a Race</td>
<td>Seals</td>
<td>A A B A A A C</td>
</tr>
<tr>
<td>79</td>
<td>54</td>
<td>Strange Woman</td>
<td>Alton Edwards</td>
<td>C C B C B A A A B A</td>
</tr>
<tr>
<td>80</td>
<td>66</td>
<td>Yours (Quiere Mucho)</td>
<td>Julio Iglesias</td>
<td>B A A A</td>
</tr>
<tr>
<td>81</td>
<td>57</td>
<td>Party Fears Two</td>
<td>Associates</td>
<td>A C A B A B</td>
</tr>
<tr>
<td>82</td>
<td>67</td>
<td>Key Large Berte</td>
<td>Higgins</td>
<td>B C C B A A B</td>
</tr>
<tr>
<td>83</td>
<td>82</td>
<td>Somebody to Love</td>
<td>Lambrettas</td>
<td>C B C A A B A B</td>
</tr>
<tr>
<td>84</td>
<td>94</td>
<td>Will You Still Love</td>
<td>Me Tomorrow</td>
<td>C C A B</td>
</tr>
<tr>
<td>85</td>
<td>86</td>
<td>Masquerade Sky</td>
<td>A C</td>
<td>A A C B A</td>
</tr>
<tr>
<td>86</td>
<td>69</td>
<td>Perfumed Garden</td>
<td>Rah Band</td>
<td>C A B A C C</td>
</tr>
<tr>
<td>87</td>
<td>67</td>
<td>We Don't Make Love</td>
<td>Dennis Waterman</td>
<td>B A A A B C</td>
</tr>
<tr>
<td>88</td>
<td>98</td>
<td>Glad to Know You</td>
<td>Have Janke</td>
<td>B B A A B A</td>
</tr>
<tr>
<td>89</td>
<td>99</td>
<td>Forget Me Nots</td>
<td>Patrice Rushen</td>
<td>C A C A B B A</td>
</tr>
<tr>
<td>90</td>
<td>91</td>
<td>Mama Used to Say</td>
<td>Junior</td>
<td>C B C</td>
</tr>
<tr>
<td>91</td>
<td>91</td>
<td>Read Between the Lines</td>
<td>Carol King</td>
<td>B A C A B</td>
</tr>
<tr>
<td>92</td>
<td>76</td>
<td>Rhythm of the Jungle</td>
<td>Quiet</td>
<td>B B B C C</td>
</tr>
<tr>
<td>93</td>
<td>92</td>
<td>I Must Be in Love</td>
<td>Syreeta</td>
<td>C C A A C B B</td>
</tr>
<tr>
<td>94</td>
<td>59</td>
<td>Language of Love</td>
<td>Rockolas</td>
<td>C C</td>
</tr>
<tr>
<td>95</td>
<td>42</td>
<td>A Bunch of Thyme</td>
<td>Foster &amp; Allen</td>
<td>C A B A C</td>
</tr>
<tr>
<td>96</td>
<td>90</td>
<td>I Will Love You</td>
<td>Fury Brothers</td>
<td>C A A A C</td>
</tr>
<tr>
<td>97</td>
<td>69</td>
<td>In the Crime of Life</td>
<td>Funkopolitan</td>
<td>B B</td>
</tr>
<tr>
<td>98</td>
<td>91</td>
<td>Believe Chillwave</td>
<td></td>
<td>C A A A A B</td>
</tr>
<tr>
<td>99</td>
<td>84</td>
<td>I Wanna Be With You</td>
<td>Earth Wind &amp; Fire</td>
<td>C C A B A A</td>
</tr>
<tr>
<td>100</td>
<td>83</td>
<td>Temporary Beauty</td>
<td>Graham</td>
<td>C A A A</td>
</tr>
</tbody>
</table>

**Key To Station Playlists**

- **A** Main Playlist/Chart
- **B** Breakers/Climbers
- **C** Extras
- **-** Hit Picks
- **/** Station Pick

**Recording Guide**

- **A-** Main Playlist/Chart
- **B-** Breakers/Climbers
- **C-** Extras
- **-** Hit Picks

**Sound**

- **A-** Top 30
- **B-** Hit Pops

**BBC Scotland**

- **A-** Local
- **B-** Hit Pops

**Additional Information**

- **A List**
- **B List**
- **C List**

The Reidarke symbol (†) is awarded for a gain of at least 3% in the airplay rating - equivalent to the major or two of three minor MR station playlists.

Each playlist is weighted according to the approximate frequency of play and audience reach as indicated by available published research.
RY COODER: The Border (MCA MCF 3133)
The first of these albums is Cooder's new studio release. Aware of his recently found status as left-field superstar, he kicks it off with a synthesiser-influenced track 'UFO Has Landed In The Ghetto', which barely comes off, and whilst the feel of the track is a well enough done that it lacks the spark which made Borderline such a memorable album. The other album on MCA, is actually a soundtrack to the forthcoming The Borderline, and the fact that this movie is directed by Tony Richardson and stars Jack Nicholson and Harvey Keitel will give it much more exposure than other films for which Cooder has composed. It includes the guest voices of Freddie Fender and John Hiatt as well as Cooder's own, and the mix is more traditional Cooder one of his Chicken Skin Music period. The title track is a more upbeat of offering rock, Mexican, country and proficient guitar instruments. The first album is the promoted one but the second will have appeal for Cooder's original followers and with the plan selling out a string of dates in London next month, the chances are good for both LPs.

THE LOTTE BERK EXERCISE CLASS—GET PHYSICAL (Warwick WW 5122)
This latest in the Keep Fit albums stakes features Lotte Berk, who runs a London keep fit studio, and takes the housewife looking for a regular but top of Lotte's sessions, but with Sally Thomsett doing the talking instead. The music is from TV and light disco times composed by Roger Webb of TV and film music fame. A foldout, pin-up chart illustrating the exercises completes the picture giving it a thorough and useful package. The augurs seem favourable for Jump Up.

ANGELIC UPSTARTS: Still From The Heart (Zonophone ZONO 106) Prod: Steve Levene
This is the latest project from the band who have expected; there are times when their sound has a market that expands with the fans is another matter, but at least it's progress. Chron Gen have fans aplenty in the new breed of skank. That said 'Try Jah Love (Jah Jah Love)' written by Wonder is a good song and things bubble along engagingly. It could have been better.

ELTON JOHN: Jump Up! (Rocket HISPD 127) Prod: Chris Thomas
Led by the beautiful vocalist sisters Lyndsay and Christie Hammond, Cheetah is the latest project from the Albert Productions stable which has unearthing talents like AC/DC from under in past years. A heavy rock act in the standard mould backs the girls, who have remarkably powerful voices, but the material is also rather standard and it is going to take a tour from the band to really get across the sexy image and tour-de-force stage show. As soon as that happens Epic will have a hit on its hands.

VARIOUS: P.S. I Love You (Warwick WWS121)
This compilation matches division one talents such as The Nolans, Abba, Reo Speedwagon and Bucks Fizz with a number who have not had the same chart success: Bill Withers, Grace Kennedy, Champaign, Helen Reddy, Rita Coolidge, Hi Gloss, Roger Webb, Quincy Jones and KC & The Sunshine Band, but it includes such one-offs as 'What Becomes Of The Broken Hearted' by Colin Blunstone and Dave Stewart.

The 4-SKINS: The Good, The Bad And The 4-Skins (Secret SEC 4) Prod: 4-Skins/Tim Thompson
Not quite the punk thriller one might have expected; there are times when this lags back a bit for a more considered feel — but the heavy bass and mixed-back noise is always there, often giving the album a slightly heavy metal feel. The titles are obligatory Ol' ideas like 'Plastic Gangsters', 'Jack The Lad', 'Manifesto' and 'One Love', designed to appeal to what well-meaning sociologists would refer to as 'dissaffected youth'. Will go well in those alternative outlets where skinhead mores are implicitly understood but probably not one for the mainstream chart.
Index

If you're looking for a specific song, artist, or album, you can use the index to quickly find it. Here are some highlighted keywords:

- Band: The Clash
- Song: “Know Your Rights”
- Label: CBS

The index can be a helpful tool for navigating through the vast amount of content available on the page.
FLYING SAUCERS: Flying Tonight (EMI ERC 3401) Prod: Sandy Ford
The new album from Sandy Ford's Flying Saucers shows them to have lost none of their skill at making modern rock'n'roll. Even so it's unlikely to set a new tenth of the amount that Shakin' Stevens sells. The standout tracks on this exercise are versions of 'Honey Hush' and 'Baby Blue' as well as Tom Scott & The LA Express, and Tom Scott & The LA Express, and it's true that the whole band play well, guitarist Dave Briggs is particularly worthy of note, for his dazzling playing.

ROLY DANIELS: Last Cheater's Waltz (Mint JULEP 26) Prod: George Puttnam and Johnny Paycheck
A material that dominates this album - Doherty's voice, Daniels here gets a pop and an impressive, commanding ballad worthy of note, for his dazzling playing.

EYE TO EYE TO EYE AUTOMATICA (M569403 20) WEA
The album as you would expect, gets a pop and an impressive, commanding ballad.

DANIELS THE STRANGE FRUIT: Debut (President are to be congratulated for knowing a good thing when they see it.

LAURE ANDERSON BIG SCIENCE - SONGS FROM 'UNITED STATES' (Warner Bros C K57002 [71K457002 3.20 WEA)
ACTOR: As Tom Scott & The LA Express, and it's true that the whole band play well, guitarist Dave Briggs is particularly worthy of note, for his dazzling playing.

EQUIPMENT PROTECTION
Protect your valuable customers with good quality CLEAR PVC RECORD ALBUM COVERS

THOUSANDS OF CASSETTES FOR YOUR SALES RACKS
Our comprehensive cross section of fast selling Lps & cassettes are ideal for your special offer stock.

GEOFF'S RECORDS INTERNATIONAL LTD
10 Royal London Industrial Estate West Road, London N17 Tel: 01-808 5301 or 807 0249

THOUSANDS OF CASSETTES

GEOFF'S RECORDS INTERNATIONAL LTD
10 Royal London Industrial Estate West Road, London N17 Tel: 01-808 5301 or 807 0249
8th Annual
International
Record/Video &
Music Industry Market

in conjunction with

VIDEXPO '82
2nd annual Video
International
Exposition and
Conference

September 30-
October 4
Sheraton Bal Harbour
Bal Harbour-
Miami Beach

The
world marketplace
for
records, music and video

- INTERNATIONAL MARKETPLACE FOR RECORDS AND MUSIC PUBLISHING
- INTERNATIONAL EXHIBITION FOR EQUIPMENT, PRODUCTS AND SERVICES
- INTERNATIONAL MARKETPLACE FOR VIDEO PROGRAMMES
- INTERNATIONAL MUSIC AND VIDEO CONFERENCE ENCOMPASSING ALL CURRENT TECHNOLOGY AND THE PROFESSIONAL, HOME VIDEO, RADIO AND CABLE MARKETS.

Please send me brochure and application to exhibit or register:
Name: __________________________ Position: __________________________
Company: ________________________
Address: _________________________
City: ___________________________ State/Country: _______________________
Telephone: ______________________ Telex: __________________________

Return this coupon to: MUSEXPO, 1414 Avenue of the Americas,
New York, NY 10019
U.S.A.
Tel: (212) 469-9245 Telex: 234107