

RECORDS · TAPE · RETAILING · MARKETING · RADIO &amp; TV · STUDIOS · PUBLISHING

# MUSIC WEEK

Europe's Leading Music Business Paper · A Morgan-Grampian Publication · 65p

## WEA-PVK deal launched with Peter Green's Apostle 45

WEA HAS concluded a four-year licensing agreement with PVK Records, to cover operations worldwide, excluding the US. First releases via WEA are an album by Freddie Starr and singles by Starr, White Plains and Peter Green. Catalogue prefixes will be PV for singles and PVIC for albums; tapes will be prefixed PVC.

Peter Green's new single, The Apostle, an instrumental very much in the vein of Albatross, is due for release in early June.

WEA managing director, John Fruin, commented, "We're delighted that Peter Green has decided to pick up his career and, even more so, that he has decided to do so with WEA. We have listened to tapes of his present recordings and these meet with our every expectation."

Green, a leading member of the original Fleetwood Mac, and highly rated guitarist had been away from the recording scene for some years until he signed to PVK earlier this year. Peter Vernon Kell, managing director of PVK, describes the music on Green's new album, In The Skies, as "starting again at the point he would probably have reached had he not been away from the scene for all these years".

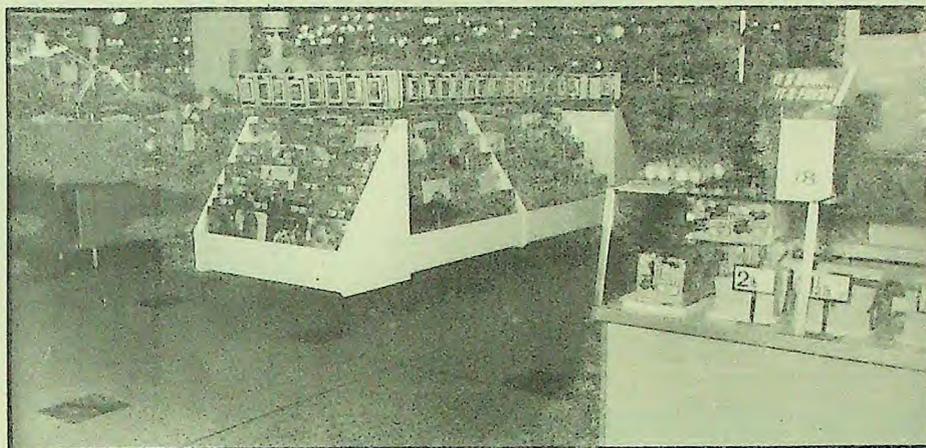
PVK Records has been in existence for two years and is run partly from its offices in High Wycombe and partly from Vernon Kell's Twickenham home, complete with its own recording studios. Apart from the acts already mentioned, PVK also represents Herb Reed and Sweet River. Reed was a founder member of The Platters.

## Les Cocks to join Rak

LES COCKS, Executive Assistant to Louis Benjamin, is to join Rak Records as general manager, from next month. Cocks has been with the group since 1956, when he was a Pye salesman. In 1970 he joined ATV as producer of New Faces and in 1975 returned to Pye and his present position. Cocks said that his relationship with Benjamin would remain unchanged, as they had been friends for so many years. Cocks stated that he was looking forward to joining Mickie Most and his "exciting record company".

## Boney M hits 1m

MONDAY MORNING'S orders to the WEA Alpertone depot pushed the figures for Boney M's single Rivers Of Babylon over the one million mark after just four weeks on the market. As reported in last week's MW, the single has outstripped all previous levels of demand for a 45 in WEA's history.



THE NEW record stand in BHS' Wood Green store.

## BHS starts record trials

by DAVID DALTON  
BRITISH HOME Stores last week started its experiment in retailing records by opening departments at its existing store in Wood Green, North London, and in a newly opened store in Dundee.

If BHS considers the experiment a success, it will eventually install disc departments in more of its 100-plus department stores throughout the country.

Pickwick is exclusively supplying full-price and budget records and tapes to both stores.

The trial period coincided with the opening of BHS's new outlet in

Dundee and so it has been difficult to judge the impact of the record department in particular. "We might still be affected by the opening influence as we have only been in operation for one week", says Graham Seward, manager of the Dundee branch. "But we're pleased with the introduction of a record department and I think it's made a good start. There has certainly been a lot of interest from the public and once it's realised that we sell records, we're confident that record buyers will come to us."

Seward reports custom from a wide cross section of people but is

not able to say which categories of records provided most interest. "A pattern will soon be established on which we will be able to judge the success of the experiment," he says.

In the same area of Dundee as the BHS store are John Menzies and Woolworths, both with record departments, but there is no independent dealer in the immediate vicinity who might be affected by the additional record outlet.

At BHS in Wood Green — a more established store — the new record department has so far brought in the average amount of money for the space it takes up, according to assistant manager Nigel Mann. "It seems to have been quite successful, though perhaps not as much as we'd

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## THIS WEEK

### The growth of The Wholesalers

A Music Week guide for dealers

The wholesalers and one-stops continue to flourish and the formation of BOOST last month, was a serious bid to get better recognition from record companies for the one-stops. More centres are opening, indicating that this form of business will have an increasingly important role in record retailing.

In a special pull-out supplement, with a map spotlighting the companies in each area, we list the major firms, from the long-established traditionalists to the newest of the one-stops.

... centre section.

### The budget boom

The budget market is booming, but the TV merchandisers are holding back in what has recently become a "soft" area. See News Analysis. 10.

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CBS Inc. last week held a number of meetings and social events for members of both the record and broadcasting group divisions in London, one of the purposes of which was to generate a feeling of togetherness between the various corporate divisions. President of CBS Inc., John Bache, flew in on the company jet to chair the meetings and hosted a lunch in honour of the American Ambassador. Pictured left to right after the lunch are: Dick Asher (president CBS Records International), Maurice Oberstein (managing director CBS Records UK), John Bache, John Purcell (senior vice president CBS Inc. and president CBS Publishing Group), Walter Yetnikoff (president CBS Records Group) and Gene Jankowski (president CBS Broadcasting Group).

## Beach Boys reactivated

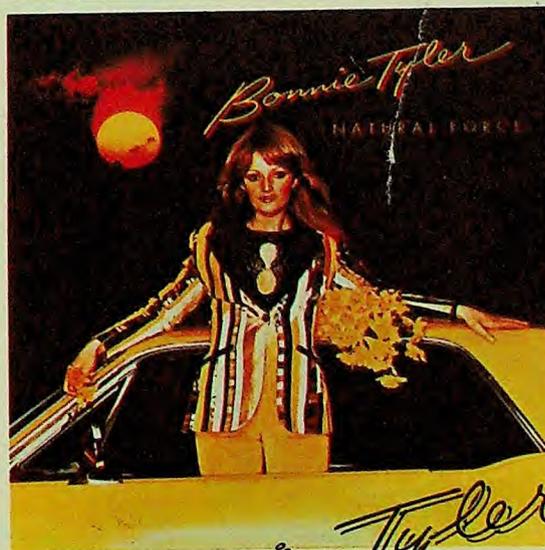
EMI IS to repromote the Beach Boys 20 Golden Greats (EMTV1), its first tv album. Released in June 1976, it has sold 1.1 million units in the UK alone and is still a strong catalogue seller.

Brian Berg of EMI told Music Week, "Summer is traditionally a successful period for the Beach Boys. There should be even more interest this year with the band's

announcement of its farewell concert on the West Coast."

The original advertisements for the LP will run for a three week test period in the Granada tv area from June 5. If this is successful, a national campaign will follow in August.

The album carries full dealer margin and major re-orders will allow retailers extended credit.



Bonnie Tyler  
NATURAL FORCE

Her beautiful new album includes the smash hit, 'It's A Heartache' and her new single, 'Here Am I'.

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Telephone orders: 021-525 3000

RCA

NEWS

# CBS barrage for Dylan

CO-INCIDING WITH his Earls Court concerts in June, CBS is re-promoting Bob Dylan's back-catalogue with special emphasis on his most consistent sellers, Desire

(CBS 86003), More Bob Dylan's Greatest Hits (67239), Blonde On Blonde (66012) and Nashville Skyline (63601). In addition it is hoped to have Dylan's next album,

Street Legal, released in time to coincide with the concerts.

Promotion for the albums includes local dealer tie-ups, with window displays in the London area and throughout the country. There will be special display packages supplied to retailers, and a radio campaign promoting the artist's available albums. In addition, five barrage balloons spelling out the name Dylan will float above Earls Court exhibition hall for four days before his first concert and then during the duration of the six performances he will be giving.

Dylan has completed work on the Street Legal album and CBS in London is awaiting the tapes. It is planned to rush-release the LP in June. As yet, no single has been scheduled.

Talks are still going on for Dylan to play an open-air festival during his UK visit. Although no details have been announced it is believed that he wants to play such a venue near London, and Knebworth House in Hertfordshire has been suggested as a likely choice.

# Bee Gees aid UNICEF

THE BEE Gees last week initiated a new scheme to donate some of their own — and other successful music personages' — vast income to children's charities to mark International Year Of The Child in 1979.

Music For UNICEF, as the scheme is to be called, was launched at United Nations' headquarters in New York last week when Barry Gibb announced that the Bee Gees would be donating "one of our latest musical compositions for the benefit of UNICEF", and one of the organisers, David Frost, said that more donors would be announced next month.

Robert Stigwood added: "It is

planned that the music itself will be administered without fee for the benefit of the charity by Chappell Music Co.

All the world-wide legal and financial ramifications are being ironed out with the relevant authorities."

The scheme will be inaugurated with a gala concert in January which is hoped to be televised simultaneously by satellite throughout the world. A record of the concert is also planned, with profits going to the charity.

"It has been an incredible year for us," said Barry Gibb, "and I think we all felt the desire to give something back."



THE WEST End of London became the Wild West last week when a stage coach drawn by four horses toured central London delivering records to radio stations. The record concerned: the new single from ELO, Wild West Hero. ELO return to Britain this week to start rehearsing for their forthcoming eight record-breaking sell-out dates at Wembley on June 2, 9, 10, 11, 12, 14, 15 and 16 — their first UK concerts for over two years. Jet Records releases Wild West Hero on May 26. Pictured on the coach are Chris Lycett, producer of the Paul Burnett Show and Tony Wilson, producer of the Alan Freeman Show. The coach had planned to call on Music Week's offices in Covent Garden, but the police would not allow it.

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## British duo aims at Ibiza bullseye

BRITISH POP promoters Andrew Miller and Noel D'Abbo, who during the last two years have promoted the concert careers of such names as Joan Armatrading, Gallagher and Lyle, and Supertramp, are organising a Spanish pop festival. Music Ibiza '78. Major rock acts are currently being lined up for the series of nine concerts which will be held in the main bullring on the island of Ibiza.

The first concert will be on June 28 and it has been confirmed that Bob Marley will be the main attraction. Sound, lighting and stage equipment is being sent out from London and set up on the island throughout the summer; in addition a villa has been hired for the use of artists, and 15 apartments are being held for stage technicians and concert staff.

## Briefs . . .

LBC, THE London independent radio station concentrating on news, moved into the black last year, turning a £132,000 loss for the previous year into a £50,000 trading profit for last year.

In his report chairman Sir Geoffrey Cox described the upturn as "an important turning point" in the station's development. "We have managed to win public support for an entirely new concept in British broadcasting — a station whose programmes consist almost entirely of news and information," he says. (See Broadcasting page 24).

PYE HAS agreed to make special pressings of selected items of its back catalogue for distribution through Lightning. This continues Lightning's range of golden oldies secured from Decca (MW May 20).

Lightning director Keith Yershon would like to make it clear that the Decca singles are "special pressings but not exclusive to Lightning" as may have been the impression given by Lightning last week.

## From the courts...

A DISPUTE between two companies over the use of the word "Columbia" on their records was resolved by agreement in the High Court last week.

EMI Records Ltd had brought an action claiming that Virgin Records (Retail) Ltd were in contempt of court in breaking a previous undertaking given in November 1975, not to use the word.

The Virgin company agreed that all records and record sleeves not emanating from the EMI group of companies — but bearing the Columbia mark — would be subject to a process of permanent obliteration at Virgin's central warehouse — either by the removal of the Columbia mark, or placing a sticker over it.

AGREEMENT IS expected to be reached this week between Larry Page's Penny Farthing Records and RCA, following a dispute earlier this year. (MW, February 4).

The differences between the two parties has been resolved and the 18 month-old distribution agreement with RCA has been terminated, which will leave Penny Farthing product, (when the label is reactivated), free to go through Selecta, which presently distributes Page's Rampage label. An RCA spokesman said that negotiations were taking place to resolve the case out of court and indicated that he was hopeful of a settlement being reached shortly. All back catalogue will revert to Page.

THE FRENCH composers of the music for the original Emmanuelle film are being challenged about the originality of their score. In a pending High Court action, Mr Robert Fripp claims that part of the Emmanuelle score by Pierre Bachelet and Herve Roy was based on his work, Larks' Tongue In Aspic, written for the group King Crimson. He alleges breach of copyright. Mr Fripp and E. G. Music Ltd — to whom he assigned his copyright — are suing SF (Film) Distributors, WEA Records Ltd who distributed the record of the film music; and De Wolfe Ltd, music publishers, who claim to own the copyright.

# DOOLEY'S DIARY

## And so to the Pyramid of Le Touquet...

THE SIGHT of Bruce Findlay, head of the Scottish retail chain, wearing a pink chiffon-covered lady's rain hat, delicately imbibing from the half bottle of scotch mist he had just spirited through Customs, and reciting "When others make excuses, you'll find it at Bruces", was just one of the pleasant moments on last week's Arista promotional trip to France.

Purpose was to launch the new Alan Parsons Project album, Pyramid, and credit for an unusual, and highly successful, exercise which mingled music press with retailers from around the country, goes to PR chief Howard Harding and marketing/dealer services lady Annie Benson, who hosted the party from London to Chateau de Montreuil, near Le Touquet.

Parsons and his collaborator and lyricist Eric Woolfson joined the party for a lunch of such quality and quantity that it even subdued the irrepressible Findlay while he digested it. Table talk was accompanied by a tape of the new LP but was momentarily silenced when Andrew Bailey yelled a



SOMEWHAT COWED by the attentions of the Alan Parsons Project which comprises two of the tallest artists in the business, is Arista general manager John Cooper (centre) after he presented Alan Parsons (left) and Eric Woolfson with silver discs for UK sales of the *I Robot* album.

disappointed "damn" and looked out to see if the blissful good weather had become stormy; he had mistaken a crashing drum roll on the tape for thunder.

In the party were Pete Hammond of Harlequin, Pete Stone and Gerrard Talbot of Virgin, Nick Deacon of Chalwest jukebox operation, Guy Melhuish, director of Bonaparte Records, Martin Nunes and Mike Donaghue of HMV, Mick Isaacs and Steve Rubette of Our Price and Ivo of

Beggars Banquet. Parsons philosophised on a career which has taken him from assistant studio engineer to chief engineer and producer (working on such respected LP projects as the Beatles Abbey Road, Pink Floyd's Dark Side of the Moon, and LPs by Steve Harley and John Miles) to recording artist "without being a competent player of any instrument."

Parsons and Woolfson are working on the next concept LP at a studio in Monte Carlo. Parsons was observed to swallow a strawberry very carefully before politely and firmly denying rumours that his long sojourn in La Belle, France was tax exile.

● RCA used the very same restaurant to launch Bonnie Tyler's *Lost In France* last year — (ED).



LIBERACE WOULD be green with envy... celebrated pianist Claudio Arrau was presented with a cake sculpted in the shape of a concert grand at Phonogram's luncheon in honour of the Maestro's 75th birthday year. The Carlton Tower hotel chef, who made the piano, is seen pointing out some of the finer points of how to make an edible B flat.

## YESTERDAYS

10 YEARS AGO  
May 29 1968

POLYDOR SCORES Kama Sutra label and its offshoot, Buddah from September 1 this year. Kama Sutra at present on Pye, and hits include *Lo'vin' Spoonful*'s and recent Simon Says by 1910 Fruitgum Company... Bob Reisdorf resigns as Liberty m.d. and will return to US... Page One to issue double-A sides only in future starting with Brian Keith's *Shelter Of Your Arms*... Phillips launches series of six stereo LPs under banner "Living Presence"... Australia's Easy Beats start own publishing company called Staeb... Carlin to publish Jimmy Webb titles following Paul Rich's trip to US... Sonet takes root in London under direction of Rod Buckle... CBS mounts campaign for six new rock LPs plus sampler for BST, Moby Grape, and other CBS artists... Young Girl by Union Gap still No. 1 single — *Jumpin'* Jack Flash a new entry at 16.

FIVE YEARS AGO  
June 9 1973

MAJORS STAGGER staff holidays to avoid pressing plant shutdowns in summer, except for RCA (one week) though companies hope there will be enough work to keep plants going full time — EMI to expand factory capacity... Island and Manticore label agreement ends and ELP's label goes to WEA... Polydor supplies mail-order only 3 LP set *Soul On Fire* for *Sunday Times* readers... 40 classical dealers flown to Germany by DGG to hear autumn releases... following recent death of Sir Noel Coward, David Heneker named new president of the Songwriter's Guild... Capital Radio rates announced vary from £60 per 10 seconds (peak) to £3 per 10 seconds between 1 and 5 am... Kiri Te Kanawa awarded OBE in Queen's Birthday Honours... American record sales a score off 2,000 million in 1972 — the highest yet... Bell Records note a one in three success ratio for singles.

WE ARE happy to give publicity to a very worthy cause on behalf of our colleagues over at Billboard's London office where Alan Mayhew is helping to collect any surplus foreign money you may have in aid of Granada TV's Reports Action programme. The money will be used to buy kidney machines for sick children. "With the amount of travelling people in our industry do there must be a lot of spare foreign coins and notes lying around," says Mr Mayhew. Too true. Dooley has a box which contains coins from America, France, Holland, Denmark, Greece, Italy, Sweden, Spain, Portugal, Germany, and even more funny ones with holes in the middle from Japan. He's sending them to Reports Action, c/o Alan Mayhew, Billboard, 7 Carnaby Street, London W1. Hope you do too.

PASADENA ROOF Orchestra's new single is called *Pennies From Heaven*, but they could do with some tenners from that direction right now having fallen foul of HM Customs and Excise while returning from a trip abroad recently. They were fined £500 for not paying VAT on new musical instruments they had bought, although they had already paid duty. The equipment was also confiscated and now they have to pay half the wholesale price before it is returned to them.

RETAILERS WILL be relieved by the news that they will not be forced into using metric sizes just yet, otherwise they would have to start thinking in terms of 19 centimetre and 31 centimetre records.

DESPITE THE fact that they already have display material prepared for their entry into the record business with their St. Michael label, Marks and Spencers are still being incredibly coy about confirming their activities: "We don't comment on trade rumours," said a very stuffy spokesperson this week... The visit of CBS top brass including CBS Inc. president John Bache ("They don't come any higher") caused a flurry of desk tidying at Soho Square last week — and April Music spent £650 on the snazzy "CBS April Music" lettering on wall of their new Greek St. premises.



UNITED ARTISTS staff preparing for visit of new owners Artie Mogul and Jerry Rubinstein next week... Bill Martin appointed captain of RAC golf team in its 50th year... son Tristan to Arista north-west promo man Brian Martin and wife Denise... second son, as yet unnamed but 5½ lbs strong, last week for Phonogram press officer Brian Harrigan and wife Jeannette... John Paul Young records for Ariola, not Arista as stated here last week... Power Exchange boss Paul Robinson and Jimmy Bishop, who runs the associated Omni label in the US, Concorde it back and forth across the Atlantic — a big new deal in the offing?... Bob Dylan to play an extra, open-air concert?

UNWITTING CHIVALRY from Radio Forth's Tom Bell while interviewing Stephanie de Sykes... Recalling their last meeting, Bell remarked upon her new slimmer look, to which lady replied: "Oo, you are a luv, but I'm five and a half months pregnant?"... MCA international marketing manager John Wilkes off to Japan and Australasia to discuss promotion and marketing in those areas of Andrew Lloyd Webber's Variations and the FM Soundtrack... new RCA signing Average White Band cost the label's promotion head Ken Bruce £450 for three tickets to England-Scotland soccer match last Saturday... will David Soul's planned Palladium dates in September coincide with an appearance at the Noel Gay 40th anniversary concert?

MAM SCORED record opening half with pre-tax profits up from £926,989 past the previous best of £940,294 (1972-73) to £1,040,625... Magnet chief Michael Levy presented his express poppet Judy Totton (now at CBS) with special silver disc last week for "services rendered" in helping to make Darts' debut single *Daddy Cool* a top 10 hit... champagne brunch at Alec Hyams' Express Club last Friday to celebrate debut release on Phonogram of Rozza's Ring Ring... in the States Roy Thomas Baker re-mixing Dusty Springfield's *That's The Kind Of Love I've Got For You* for UK single release... Expect announcement that a tv mail-order company is to launch a major artist compilation set as debut package on its own label.



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## NEWS

# Push for Previn-LSO anniversary

ANDRE PREVIN celebrates his 10th anniversary with the London Symphony Orchestra in June. To mark this event, EMI will launch a major campaign under the banner, Andre Previn, Man Of Music.

Andre Previn was awarded a gold disc by EMI in March 1977 for world sales of over one million LPs.

His Shell sponsored concert tour in November last year of Edinburgh, Manchester, Birmingham, Swansea, Bristol and London sold out almost immediately and another is planned this year.

The campaign will not only feature Previn's 40 plus recordings he has made for EMI with the LSO, but also four new items, spearheaded by one of the most ambitious recordings in recent years, Messiaen's Turangalila Symphony, SLS 5117, price £7.95 available on tape). The performance, seen recently on Granada TV, features the young French pianist Michel Beroff.

The second major release from Previn is Shostakovich's popular Symphony No 5 (ASD 3443), with the Chicago Symphony Orchestra. This provides a follow-up to the recently released Symphony No 4 (ASD 3440), and the other Shostakovich Symphonies, No 6 (ASD 3029), and No 8 (ASD 2917).

The third LP is a French coupling of Poulenc's Concerto for Organ, Strings and Timpani, and the Concert Champetre for Harpsichord and Orchestra with Simon Preston on organ and harpsichord (ASD 3489).

The last recording is of Highlights from Tchaikovsky's Swan Lake Ballet (ASD 3491), culled from Previn's best selling box set of the complete ballet (SLS 5070). All the above are available on tape.

## Cherry blossoms out with Tights single

THE FIRST single from a new Midlands-based record company, Cherry Red, has been issued this week — called Bad Heart by The Tights, a new wave band, the song has been produced by John Acock who has previously worked with Showaddywaddy and the Electric Light Orchestra.

Cherry Red Records was started by Will Atkinson and Richard Jones — at present the company is doing its own distribution, although it has also made deals with major London one-stoppers including Lightning and Rough Trade. Catalogue number of The Tights' single, which has a double B-side, It and Cracked, is Cherry 1. Retailing price, 75p.

Director Jones said: "Initially we are concentrating just on the Tights

## Chart back on the air

A BEST-selling record chart will return to the air on RTE Radio on June 4, when a weekly Sunday afternoon Top 30 will be broadcast.

The chart, which will include both Irish and international records, will be based on distributors' sales figures. The IFPI has sponsored the chart, which will be run by them and compiled independently by the MCPS.

The Top 30 will be compiled from figures up to Thursday lunchtime.

During the dry run, records selling as little as 150 copies had a place in the Top 30.



Andre Previn: EMI's most bankable artist?

"Lavish merchandising support" will be provided by a full-colour A4 catalogue featuring the Previn repertoire including reprints of the conductor's most recent releases. In addition there will be a complimentary full colour show card complete with strut for counter displays and a colour poster available.

EMI will "go national" on window displays using Andre Previn Man Of Music headboards to showcase product. Specialised and non-specialised media advertising will be used throughout the month.

Dealers will be given the opportunity to buy product packs at various rates of discount to suit their particular requirements.

Andre Previn will be very much in evidence during the period with the first ever visit of the Pittsburgh Orchestra to the Royal Festival Hall in June, the conductor's "other orchestra", and concerts with the LSO throughout June, climaxing in a performance of Britten's Spring Symphony which will be recorded by EMI.

and we are currently recording their follow-up record, called Howard Hughes. However, we would like to take on other acts as well, and the aim is to have as diverse a catalogue as possible. Cherry Red first started about seven years ago as a promotion company but earlier this year we decided that it was the right time to start our own label identity."

The company is based at 3 Adelaide House, 21 Wells Road, Great Malvern, Worcestershire (telephone Malvern 65319).



WEA artist George Benson — currently in UK for concert dates, finally met the composer of Nature Boy, one of Benson's biggest hits. The original nature boy — he really is a naturalist — is Eden Ahbez who came out of seclusion to make his first public appearance in ten years and meet Benson in Burbank, LA. Ahbez, who wrote the song 25 years ago and now lives in a desert hut near the Mexican border, brought not only coconut oil, a handmade flute and a touch of eccentricity (ivory beard, flowing locks and a yellow caftan) but also a song he has written for Benson.

## Gimik for Woolworths

WOOLWORTH IS to release exclusively through its 865 stores a single by young Irish group, Gimik. A spokesman for Woolworth said, "Woolworth is convinced that Gimik merits this opportunity. The record is being distributed by Damont Records and Woolworth will sell it at 70p.

"Gimik will go on tour in the UK from June 26 to July 12 and will make personal appearances at some 35 stores. If by then the group's record — released June 16, titled Dance Hall Queen b/w No More Magic — is selling well, it will be distributed generally through other outlets so as not to impair its performance in the charts."

Gimik formed its own record company in the Republic of Ireland and the single will be on their own Mik Label. Added a Woolworth's spokesman, "Woolworth has a reputation for successful innovation in record retailing and was responsible for pioneering the creation of exclusive new LP records by top international artists".



EVEN THE Robot got in the act when Dee D. Jackson was presented by Phonogram and Ken Maliphant with a silver disc for sales of her Automatic Lover single. Dee D. in turn presented the award to her mechanical friend. Left to right: Phonogram product manager, Alan Phillips, Richard Gillinson of Martin-Coulter Music, (which acquired the master and placed it with Phonogram) Dee D., her automatic lover, producer Patty Unwin, and Maliphant.

## Pye aims for more disco action

FOR THE month of June, Pye is running a special disco promotion scheme which involves Pye representatives visiting discos up and down the country. During the evening there will be a special Pye spot with competitions, give-aways

and dancing to Pye records. So far, 25 discos have agreed to take part, with more considering.

Each of the discos will receive a Pye Disco package of posters, T-shirts, LPs, singles, badges, stickers and a promotional cassette.

Among the disco artists being promoted will be El Coco, Players Association, Johnny Wakelin, Real Thing, The Pips, Donna Summer and Love And Kisses. Records from Pye's Eurodisc catalogue will also be included.

## BHS discs

FROM PAGE 1

hoped," he says. "I don't really know yet, though, as we've nothing to gauge it against. Obviously the top 20 items have provided the most interest but we've had few younger people coming to us specifically because we sell records. We've had more middle aged people wandering through the store and stopping to have a look. It's quite an interesting experiment as it could give us a different market from Boots and W H Smiths."

Jeff Jones, manager of Derek's Records, an independent retail shop just a few minutes walk from the Wood Green BHS store declares that he is "not anxious" about another multiple chain moving into the record field. "It's early days yet but I don't think they will affect us. They may provide competition for the other large multiples but I can't see them being able to stock the broad range of repertoire that the smaller stores stock. We also have product knowledge, which they don't have."

## Musexpo deadline

THE ORGANISERS of Musexpo '78 estimate that the total number of British companies taking part will be between 75 and 100. After May 30, registration fees go up by 50 per cent. Altogether, some 1,000 companies are expected to take part, including the Russian trading organisation, V/O Mezhdunarodnaya Kniga. Included in the programme will be seminar workshops on a variety of subjects including video, distribution and marketing, music publishing, radio programming and a&r and artist development.

## Sailing re-issued

ON JUNE 9, the single Sailing (Riva 9) by Rod Stewart is being re-released. This coincides with the repeat of the BBC TV series, Sailor. The 13-week series begins again on Saturday June 17. To commemorate the re-release of the single, the first ten thousand copies will be issued in a special full-colour sleeve of HMS Ark Royal, on which the TV series is based.

## Country centenary Sonet set

TO COINCIDE with the one hundredth edition of *Country Music People*, a new album appropriately titled *Country Music People* has been released. The LP, which is marketed by Sonet (Catalogue number: SNTE 765), features many of the United States' foremost musicians. Most tracks originate from the Flying Fish catalogue and the LP was conceived and compiled by CMP editor and *Music Week's* country music writer, Tony Byworth. RRP is £3.75. Readers of *Country Music People* can get it for £3.00 post free plus three free singles in a special offer in the current issue of the magazine.

## News in brief...

RADIO SPOTS are being taken across the country plus major trade and consumer press advertising and in-store displays for the latest Kiss album, Double Platinum (CALD 5005). The double album set, available now through Pye, has twenty tracks and is packaged in embossed sleeve.

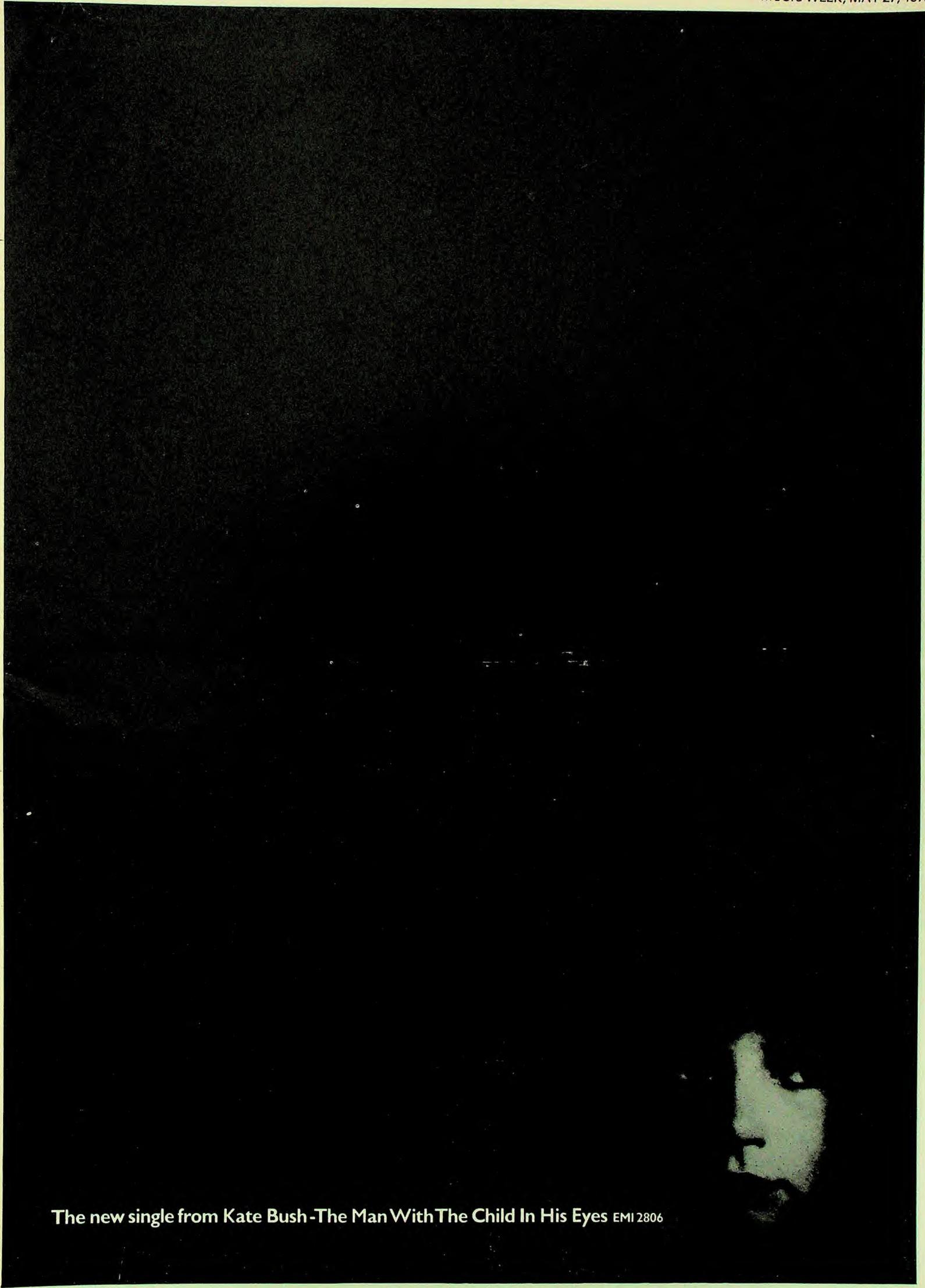
THE RUTLES' TV show, *All You Need Is Cash*, first shown on BBC2 at Easter, is to be screened on BBC1 on Saturday May 27 at 10.15 pm. The single from it, *Let's Be Natural* (K17180) and the album are available now through WEA.

GRANADA TV is to network a new six-week rock series, titled *Breakers*, providing showcases for new acts. Produced by Muriel Young, the first show on June 27 features Alfalfa. Further programmes will have Jim and Andy, Child, Rosetta Stone, Linda Fletcher and The Pleasers.

LONDON'S NATIONAL Film Theatre is planning a festival of films featuring country music in June. The season — titled The Nashville Connection: Country Music In The Cinema — will include 20 feature films plus a number of shorts and extracts.

Ken Wlaschin, programme director at the National Film Theatre, believes that this is the first time that such a season of films has been staged, possibly anywhere in the world, and included in the programme are a number of British premiers. These are Willie Nelson's 4th of July Picnic (screening: June 5); Mackintosh & T.J. (Roy Rogers, Waylon Jennings — 17); Nashville Girl (Johnny Rodriguez — 10); and 50 Years Of Country Music (NBC-TV, 3 hour documentary — 25).

Full details, and times of screenings, obtainable from the National Film Theatre, South Bank, Waterloo, London SE1 8XT. (tel: 01-928 3842).



The new single from Kate Bush - The Man With The Child In His Eyes EMI 2806

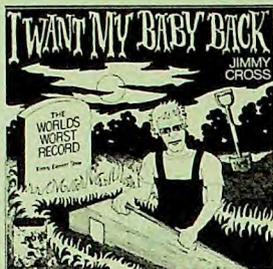
# MARKETING

## Yuk! Worst 20 on turquoise vinyl

K-TEL HAS finally lined-up for release the 20-track album of songs voted by listeners of Kenny Everett's Capital Radio show as the all-time worst records. Called The World's Worst Record Show, the LP is being pressed in turquoise vinyl and is also being issued on the specially-created Yuk! record label.

Among the artists and songs featured on the LP are Jimmy Cross and I Want My Baby Back, which was voted the worst ever record (and which has been issued as a single — see footnote). Jess Conrad holds the distinction of having three songs included, This Pullover, Cherry Pie and Why Am I Living; other contenders for the worst record include Eamonn Andrews and The Whispering Shifting Sands, Mrs Miller and A Lover's Concerto, and Transfusion by Nervous Norvus.

Release date of the album is June 5 and K-Tel is initially taking radio promotion spots on Capital. Managing director Tony Johnson



said: "It has taken several months to compile The World's Worst Record Show because quite frankly a lot of the record companies involved would not

**MARKETING NEWS  
WRITTEN WITH  
THE DEALER IN  
MIND — EVERY WEEK  
IN MUSIC WEEK  
CONTACT: JIM  
EVANS ON 01-836 1522**

own up to releasing the original recordings! We decided to create a special label for the LP and the turquoise vinyl helps to add to the record's horrible image."

Depending on the London response to the album, further radio advertising may be taken in other regions, although Johnson added that no decision had been taken about TV spots.

Retailing price of the album is £3.79 (catalogue number NE 1023) while the cassette (CE 2023) is £3.99.

**Footnote:** Wanted Records, based at 72 Newman Street, W.1., is releasing Jimmy Cross's I Want My Baby Back (Cult 45 101) as a single. The first 10,000 copies are being packaged in an appropriately ghoulish singles shroud and there will also be 7,000 window banners with the slogan, We Stock The World's Worst Record. Special Worst Records competitions are also being organised on local radio stations and there will be press advertising.

## GTO fires off radio campaign for Movies

**BULLETS THROUGH THE** Barrier, the new album from the Movies on GTO is released on June 9 and is to be backed by a campaign featuring 30-second spots on commercial radio in London, Birmingham, Manchester and Glasgow; ads in the music press; fly-posting in Glasgow, London, Edinburgh, Newcastle, Sheffield, Manchester, Birmingham, Bristol, Southampton and Cardiff; full dealer mailing, posters, streamers and stickers. The band starts a UK tour on June 2. First 10,000 copies of the LP will be pressed in clear vinyl. And the first 15,000 copies of the single No Pass will be retailed in four-colour bag.

**LEO SAYER**, currently on a world tour, has his sixth album on Chrysalis released on June 9. Titled Leo Sayer and produced by Richard Perry, it includes songs by Andy Fairweather Low. Full details next week.

## Abba—The Window

**AS PART** of CBS Ireland's back-up promotion for Abba—The Movie, the company organised a series of displays, including this one at the Adelphi Cinema, Dublin. CBS also incorporated P.O.S. material for the new Johnny Mathis album, You Light Up My Life, and the Kris Kristofferson LP, Easter Island. All three albums are currently placed high in the Irish charts.

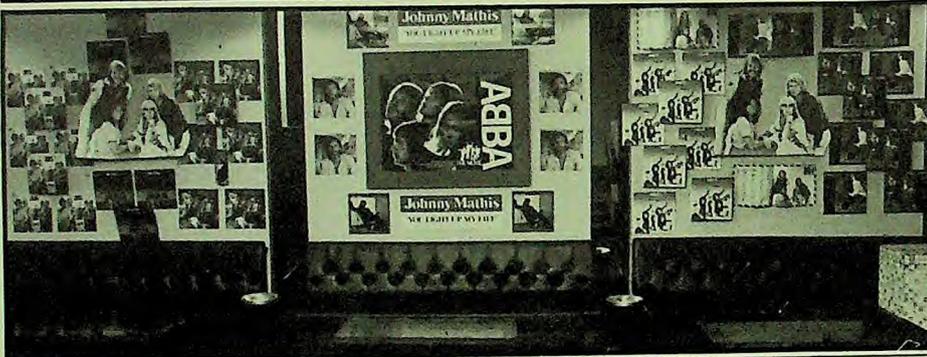
**GERRY RAFFERTY's** new single Whatever's Written In Your Heart is released by United Artists on June 2. Rafferty's UK tour opens on June 1.

**A NEW** Motors single, Airport, from the band's heavily promoted album. Approved By The Motors, has been rush-released "in response to the tireless demands of radio stations".

**MUSIC FOR** Pleasure has mounted a Pride Of Scotland campaign surrounding the release of five LPs featuring Scottish performers. The albums include the Band Of The Black Watch, the Alexander Brothers, Jimmy Shand and Robert Wilson. The Black Watch LP features a re-recordings of their major hit, Scotch On The Rocks, as well as new recording of Mull Of Kintyre and Amazing Grace. There will be press advertising in Scotland for the albums, including The Daily Record and Sunday Post, and special display material and posters will be available to dealers throughout the UK.

**CHARISMA IS** mounting a radio, window and press advertising campaign to back Peter Gabriel's second solo album titled Peter Gabriel (Charisma CDS 4013). The radio campaign of up to five 15 second spots each day will run from May 31 to June 10 on Piccadilly, Forth, Clyde, Pennine, Hallam, City and Metro stations.

Music press advertising consists of full pages for three weeks in NME, Sounds and Melody Maker. Charisma is setting up window displays in about 300 retail outlets.



# Take a walk in the country with COUNTRY MUSIC GEMS

Here are the first five records of the tremendous new '5000' series — with more great albums to follow soon!

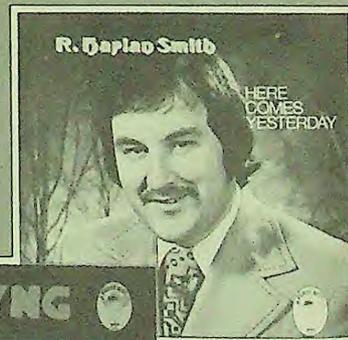
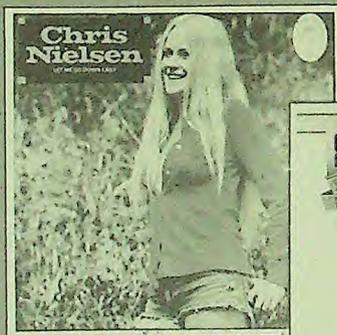
**Chris Nielsen**  
Let me go down easy  
GES 5001  
KGEC 5001 (cassette)

**R. Harlan Smith**  
Here comes Yesterday  
GES 5002  
KGEC 5002 (cassette)

**Red Wyng**  
First Flight  
GES 5003  
KGEC 5003 (cassette)

**Fjellgaard (Feil Gard)**  
Me & Martin  
GES 5004  
KGEC 5004 (cassette)

**Lee Conway**  
Love still makes the World go round  
GES 5005  
KGEC 5005 (cassette)



from EMERALD distributed in Great Britain by The Decca Record Company Limited, Decca House, 9 Albert Embankment, London, SE1 7SW.





Simply the best of Kiss.  
 With numbers specially re-recorded and re-mixed.  
 A unique package with a special  
 platinum award for your customers.  
 The great new single "Rock & Roll All Nite"  
 Major campaign in Consumer Press  
 and extensive radio promotion.

**ROCK & ROLL**

**DOUBLE PLATINUM**

ZALD 5005 ZCCAD 5005



Orders To: Pye Records (Sales) Ltd., 132 Western Road, Mitcham, Surrey CR4 3UT. Telephone: 01-640 3344.

# TIP SHEET

MIKE SMITH, head of a&r at Decca Records, is looking for specific material for certain artists, as well as a producer with special qualifications.

But before rushing into Decca with tapes it is useful to know what's been going on at Decca since Smith took over a&r seven months ago and to understand his plans for the future.

Mike Smith has been called the 'Maverick in the Establishment'. When Decca management decided strong measures were needed to reverse the company's gradual decline in market share, they reached outside the record establishment for Mike Smith to head a&r and to refurbish their contemporary image. Smith was then a producer at London Weekend Television. Because of his musical interests, he was automatically involved in shows with musical content. He was also doing freelance work, producing specials, writing songs, managing several acts, producing records and radio shows.

Now at Decca he is embarking on one thing only — utilising all his experience in furthering the careers of Decca's artists.

"I have not gone out of my way to sign as many people as I can. I want to concentrate on properly constructed marketing and promotion campaigns while at the same time realistically act on the existing roster. We'll spend more time making our successful artists into the superstars they should be. These are Camel, John Miles, and Moody Blues.

"I have only signed two acts in seven months. First was The Late Show, whose first single Drop Dead is just out.

"Our second signing — is Spookey, an eight piece soul harmony band from Manchester."

"They start recording immediately and are looking for

## Smith in need of material

material. They have an excellent self-contained live act with four front and four rhythm. They need material ranging from what would be suitable for a Tavares to a Stylistic sound."

Smith is also looking for material for Hazel Dean. As he puts it, "We want good soulful songs for this versatile lady. She can do anything from ballads to out and out disco."

Another need is material and a producer for Sweet Substitute, a three girl harmony outfit that usually reflect the music of the Thirties and Forties. Explain Smith, "We are looking for material and a good producer who can work in the 40's genre but with modern style. We want a producer who is aware of their work. For songs, we might suggest that those who thought songs were right for Manhattan Transfer might try the same material

**TIPSHEET** is a Music Week service for artists, publishers, producers, a&r men, managers, agents and talent seekers.

Contact:  
**SUE FRANCIS** on  
439 9756  
or through MW  
836 1522

for Sweet Substitute."

A further tip: Smith has reconstructed the a&r department and here's the latest who's who and where to reach them: Frank Rodgers, Label Manager, 735 5258; Colin McCourt, new Assistant Label Manager, 735 8111 Ext. 527; Safta (Jaff) Jaffrey A&R assistant 735 8111 Ext. 283; Nick Tauber and Nick Raymonde, producers, 735 5258 or 735 8111 Ext. 113 and Ext. 324 respectively. And of course Mike Smith, Decca Records, Decca House, 9 Albert Embankment, London SE1 7SW (01) 735 8111.

STEVE ELLIS is available for management.

Steve has a long history of artistic and financial successes starting with a number one record, Everlasting Love, at the age of 16 as singer with the group Love Affair. After a series of successes, he went solo at 19, recording for CBS. Later he teamed up with Zoot Noney in his own band. Ellis recorded a self-penned blues oriented album, Riding On The Crest Of A Slump, which contains the haunting El Doomo which is regarded by many as a classic. He then formed Wildowmaker and recorded an album of the same name and toured England and America.

Returning from the States, he once again had the itch to go solo. His new solo album produced by David Courtney comes out on Ariola this month. Ellis and Courtney, who managed him into the Ariola deal, have parted amicably and Ellis is looking for new management. Contact via Jane at (01) 839 3527.



## Looking for a Raw deal?

RAW RECORDS is looking for pressing and distribution for the UK.

Raw Records is a very special kind of record company. Twelve months old, it has sold over 120,000 records. Like an oak, it grew from the acorn of founder Lee Wood's passion for collecting records of the Fifties and Sixties. With 4,000 records on hand he opened a shop in Cambridge. He conceived Raw Records originally as a way to reissue the classics of the Fifties and Sixties for kids who couldn't afford the prices of the rare originals.

Financially, Wood's small overheads allow him to make a profit selling 10,000 records, while a major needs to sell between 10 and 25 thousand for the same kind of profit. At first he handled his own distribution. From the

Cambridge shop, by mail and phone to shops and wholesalers all over the country they sold over 10,000 on every release and built up trust and confidence.

Wood then helped out a local group, The Users. He took them into a studio and ended up with two singles. Thanks to his record store contacts and John Peel's response, the first single was a success and Wood was into the New Wave Scene. He now has some ten acts signed including The Gorillas; Matchbox (the rockabilly group who just toured with Carl Perkins); The Unwanted and Eyes. He discovered and gave up The Soft Boys as he did with the Killjoys.

When Creole approached Wood last year to handle pressing and distribution, Wood agreed, while continuing to run Raw on his own terms. Now the Creole deal has ended and Wood's profitable record releases are available.

Contact: Lee Wood, Raw Records, 48 Kings Street, Cambridge (0223 54697).

GARY HOLTON, the former singer with the Heavy Metal Kids is going solo and seeks songs. He leans towards theatrical rock and is looking for good strong singles-oriented material.

Since the Heavy Metal Kids have

just split up, Holton is still talking to producers and record companies.

Contact him through Camilla Hellman or Robin Greatrex, HIT, 50 Margaret Street, London W1. (01) 580 2170.

CLIVE WOODS has returned from the MIPTV exhibition in Cannes with new business for his Interprom company in Australia, Ireland, Yugoslavia, Spain, Holland, Africa and Scandinavia.

Woods took a catalogue of 12 made-for-tv pop films to Cannes, including live studio concerts featuring Dolly Parton, Billy Joel, James Taylor, Manfred Mann's Earth Band, Daryl Hall & John Oates and Elkie Brooks, as well as some lesser known artists.

Most of the concerts were filmed at Bremen Radio tv studios in Germany where Woods does most of his work in association with

## Woods coup at MIPTV

producer Hans Leckerbusch. He works on a commission basis while the record companies or artists' managements, who pay for the programmes, take resultant income from tv showings and benefit from the tv exposure in overseas territories.

Participating acts are also used in Leckerbusch's own peak-viewing German tv pop show.

Woods declares himself so pleased with business achieved at MIPTV that he intends to return next year with a stand.

Contact: Clive Woods, Interprom, 95 Lots Road, London SW10 (01) 352 1406 or Jan van Rijswijkiaan — 112, 2000 Antwerp (031 378937).

THE ORIGINAL Carvels are ready for a recording deal.

This five piece band has been working together for nearly three years, touring extensively through England. Additionally they have performed on Yorkshire TV, Tyne-Tees, BBC Look North, Amsterdam TV and Top of the Pops. Their skateboard single, LA Run, hit 31 in the charts in December.

The band writes all its own material which their management describes as pop harmony in the Steely Dan, 10cc, Beach Boys, Meal Ticket, Crazy Kat style. Their publishing is with Chappell/Sarah Music.

Contact through their management, Supermusic Ltd, Supermusic, 9a Hallcroft Lane, Copmanthorpe, York, York (0904) 798994.

GUITI, A Persian lady singer who did well in Teheran on radio, tv and cabaret and needs management/agency help in breaking here. She has a repertoire of a variety of songs, some self-penned, and a demo tape of three, two in English and one a Persian folk song. She's a special kind of singer reminiscent of romantic Greek or French artists. Says Guiti, "I have been working in clubs and cabarets but what I want is a record contract and to do tv and perform." Interested managements and agencies can reach Guiti at (01) 402 0330.

## THE LOVE MACHINE A First for CHARMDALE RECORDS



America's dancing disco sensation are here with their new hit single and LP

RELEASE DATE: MAY 6th 1978

The single DESPERATELY. B/W SEXOSONIC with Full Colour Bag CSS 10,000

MAY 20th 78 The LP "The Love Machine" CSL 50-000

See them at the LONDON PALLADIUM MAY-AUGUST

Distributed Nationally by your Friendly independent

Charmdale Records Distributors Ltd, 182 Acton Lane NW10  
Order desk 961-2866

# PYRAMID



## The new album from the Alan Parsons Project

- In 1969 Alan Parsons was an assistant engineer on 'Abbey Road'.
- In 1972 Alan Parsons was the engineer on Pink Floyd's 'Dark Side Of The Moon' and received a Grammy nomination.
- Since 1972 Alan Parsons has produced a succession of hits for Steve Harley And Cockney Rebel, John Miles, Pilot and Al Stewart.
- In 1974 Alan Parsons and his manager Eric Woolfson formed The Alan Parsons Project – a new approach to the making of records.
- In 1976 The first Alan Parsons Project album 'Tales Of Mystery And Imagination' was released to critical acclaim.
- In 1977 The second Alan Parsons Project album 'I Robot' sold platinum in the U.S. and silver in the U.K.

### Now PYRAMID

The Major New Album From The Alan Parsons Project



Album: SPART 1054. Cassette: TCART 1054.

#### 'Pyramid' on tour

A unique opportunity to hear Alan Parsons' new album at your local cinema. FREE tickets are available from selected record shops for you to hear Pyramid at the following cinemas:-

- |                                   |                                 |  |
|-----------------------------------|---------------------------------|--|
| ICA The Mall, London 6-10th June  | ABC Brighton 23rd June          | ABC Deansgate, Manchester 10th June    |
| ABC Edinburgh 5th June            | ABC Harrow 3rd June             | ABC Cardiff 19th June                  |
| ABC Haymarket, Newcastle 6th June | ABC Turnpike Lane 3rd June      | ABC Leicester 14th June                |
| ABC Sheffield 7th June            | ABC Ilford 3rd June             | ABC Norwich 15th June                  |
| ABC Leeds 8th June                | ABC Plymouth 20th June          | ABC Lime Street, Liverpool 12th June   |
| ABC Nottingham 9th June           | ABC Southampton 21st June       | ABC George Street, Oxford 22nd June    |
| ABC Wimbledon 10th June           | ABC Putney 17th June            | ABC New Street, Birmingham 13th June   |
| ABC Croydon 10th June             | ABC Elephant & Castle 17th June | ABC Victoria, Cambridge 16th June      |
| ABC Chatham 10th June             | ABC Basildon 17th June          | ABC New Film Centre, Bristol 17th June |

Look for the 'free ticket' window sticker at your record store



## NEWS

SINCE THE arrival of the television record merchandisers some seven years ago, there has probably never been a time such as the present when they have kept such a low profile in the marketplace. Since the beginning of January, a relatively small number of albums have been released, compared with corresponding periods in past years, and the current LP chart features just one Ronco's The Stud soundtrack, in the Top 30. The remaining 30 positions include only three more albums from the merchandisers, Warwick's Fonzie's Favourites and Music 'N' Motion, and The Lena Martell Collection, on Ronco.

Despite the quiet state of the market however, the tv merchandisers are remaining optimistic about the future. And it is true to say that tv-promoted albums generally are faring well with such packages as Nat King Cole's 20 Golden Greats, Rita Coolidge's Anytime Anywhere, Sinatra and Buddy Holly's 20 Golden Greats and The Platters' 20 Classic Hits, featuring in the higher regions of the best-selling albums list.

Ronco's The Stud has been the hit of the last few weeks however. Ronco managing director Barry Collier says: "The market is very soft and there is just no volume of sales at the moment, although The Stud, with platinum disc status, is the exception. I think the rule at the moment is, if it is marginal product you are planning on releasing, then forget it — at the moment only the cream product is coming to the top."

Earlier this year Ronco issued Boogie Nights, a disco compilation, and while that album came into the charts at number five, Collier pointed out that the volume turnover was only one fifth of what could be expected in the autumn period. "On the other hand we pre-

## Budget boom as TV LPs drop

planned the release of The Stud LP around the launch of the film and it has been a runaway success, because the market is strong enough to take a strong product. However we have been forced to postpone one June release until autumn, and we are now looking more towards the Christmas market."

Warwick's Ian Miles said that tv merchandisers had entered the annual sales trough which can be expected to last until August — "The tv rate card is very soft at the moment and prices are reasonable, but that is because other consumer industries are not advertising. There is also the problem of discounting; because of the cost of tv advertising and the profit margins, it is not possible for dealers to offer the same discounts as they can with normal full-price product. This means that the consumer has often to pay an extra 70p or so for a tv album. Another set-back has been the increasing threat of home-taping — I actually get people writing to me, telling me that they have taped a friends Warwick record and could we possibly supply an inlay card."

### Disappointed

Miles added that he had been initially disappointed with consumer reaction to the recent Music 'N' Motion keep-fit LP although sales have now picked up rapidly. "We have a projected sales figure of around 120,000 units — to be honest, the weather has had a lot to do with its sales success so far. However, we are also test-marketing a Liberace LP in the Trident area and there is Melachrino Orchestra LP going on the box soon."

**RECENT MONTHS have seen a somewhat static sales pattern so far as product from the tv-merchandisers is concerned, while budget albums have shown an up-swing in sales. News Analysis talks to the manufacturers about why this is so. by CHRIS WHITE**

K-Tel's md, Tony Johnson, remained confident about the future of the TV-marketed album. "It is true that the market has been rather slow but I think that a lot of this can be put down to the success of Saturday Night Fever soundtrack LP. However we are testing several new releases and making plans for the months ahead. At the moment we are test-marketing Rock Rules Okay in the Scotland region, and in June we go on tv in London with The World's World Record Show, featuring the 20 discs voted all-time worst records by listeners of Capital Radio. We have been satisfied with the response to the recently-launched Highlights mid-price LP range.

"The tv market generally doesn't get easier. Two full weeks of tv advertising on a national basis in general can cost £100,000. There are signs that consumer industries in general are taking less tv advertising."

An Arcade spokesman said that the company had released fewer albums recently, but was looking ahead and planning new releases. Because of the company's European interests, it has been concentrating particularly on the lucrative German market in recent months.

Another aspect of tv albums is the steadily growing success of the tv mail-order companies. The Britannia/Gateway promotion of a Nana Mouskouri set has been an enormous success and the package has reportedly topped the £300,000 sales figure. There is also, more surprisingly, a strong response to classical product promoted this way; the Dacrop 120 Great Musical Masterpieces five-album package, retailing at £5.99, mail-order, has sold about 50,000 units.

If the last few months have seen no particular increase in the business done by tv merchandisers, the first quarter of 1978 has seen a massive uplift in the number of budget records sold, according to Richard Baldwyn, md of Music For Pleasure Sales figures coming through for the January-March period indicate that sales of product on the company's MFP label increased by 80 percent over the same period last year while cassette sales showed an increase of 108 percent.

### Optimism

Baldwyn's optimism about the state of the budget market follows what he describes as 'not very good business' for the company. He said that there had been several reasons for this, notably the economic situation and lack of suitable repertoire for budget release. "However I think that the future is good, and the fact that the budget market worsened before the general full-price album market could indicate that we are due for an improvement in general record sales. The budget record market has made

a remarkable recovery."

Other figures that Baldwyn quoted included a 58 percent increase in Classics For Pleasure album sales. The Listen For Pleasure spoken word tape range launched last October has sold some 125,000 sets (250,000 cassettes); in addition a Showaddywaddy LP, released last September and featuring material licensed from Arista has sold 250,000 unit alone on record.

Pickwick sales director Alan Friedlander also reported a strong sales pattern for budget product. "We are most satisfied with the way the business is going. In recent months we have moved more into the contemporary pop type product and our next release schedule includes titles by Joe Cocker, The Move, T. Rex and Procol Harum, from the Fly catalogue. One important factor has been the price of budget product — our albums retail at about the third of the price of an ordinary LP, and because the consumer don't always have £4 to spend on a full-price record they have been buying more budget releases. The price gap between budget and full price product is wider than it has ever been."

Few of the major record companies are directly involved in budget product now — the majority of them, like CBS, RCA, Pye and the Polygram group preferring to license their back-catalogue to the specialist budget companies like Pickwick.

EMI currently has three mid-price labels, but budget product is channelled through MFP. M-o-r division a&r controller David Dale said: "Our policy is to concentrate more on quality than quantity, which means a mid-price category rather than budget for re-packagings of back-catalogue. So far as budget LPs are concerned, it is best to leave it to experts like MFP."

# AN IMPORTANT MESSAGE ABOUT HORSLIPS



From Stephen James,  
Managing Director,  
DJM Records Limited.



## DJM RECORDS LIMITED

JAMES HOUSE · 5 THEOBALDS ROAD · LONDON WC1X 8SE  
TELEPHONE: 01-242 6886 · CABLES: DEJAMUS, LONDON WC1  
TELEX: 27135 IDEJAMUS, LONDON

I am particularly pleased to announce that DJM Records Ltd. have acquired the rights to Horslips' popular early albums 'The Táin' and 'Happy to Meet... Sorry to Part'.

These two superb albums happily complement their two releases on the DJM label 'Book of Invasions' (1977) and 'Aliens' (1978) and are a welcome addition to our catalogue.

As you know, Horslips have just returned from an extremely successful USA tour that coincided with their album 'Aliens' breaking into both the Billboard and Cashbox top 100 charts.

On June 22nd and 23rd they will be performing live at the Empire Pool Wembley as special guests of Thin Lizzy and releasing the single 'Speed the Plough' in the same week.

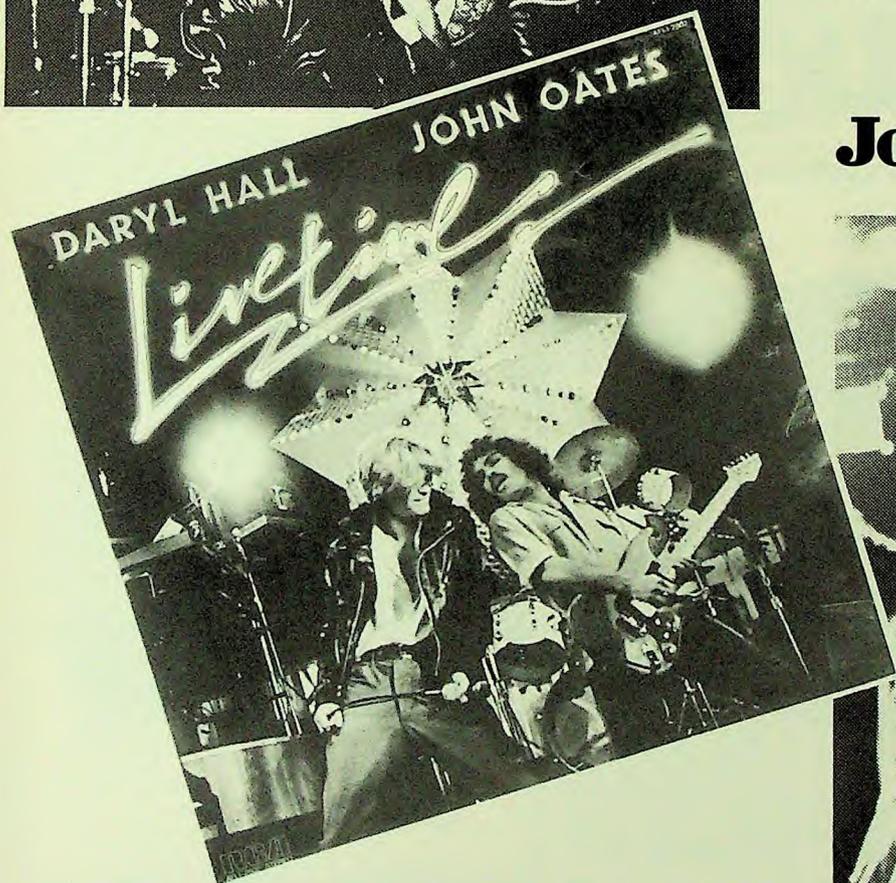
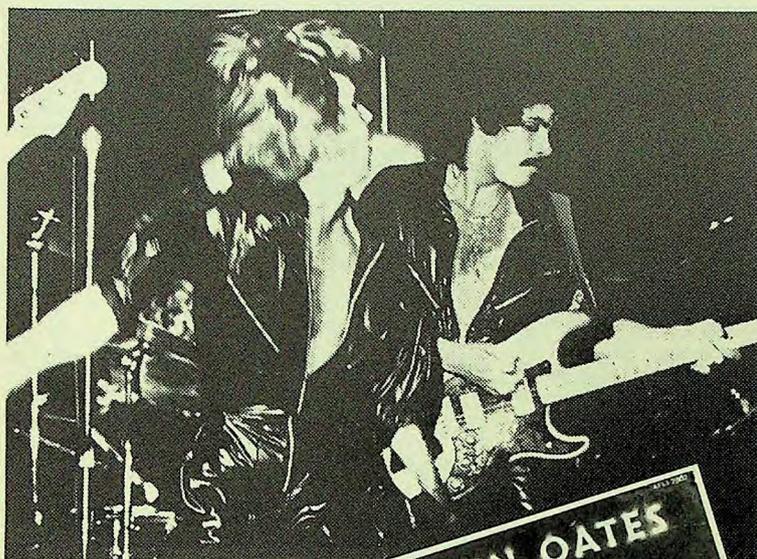
Take my advice; buy the albums, buy the single and see the band, live at Wembley.

Best regards

Stephen James

S.M. James  
Managing  
Director.

# You know, sometimes the customer really is right...



'THE AUDIENCE is on its feet, dancing, shouting, applauding...'  
*NME*

'THE THEATRE was packed out and the fans were hustling for standing room...'  
*Sounds*

'THEY KEPT a very partisan audience peaking on every number'  
*Record Mirror*

'ONE OF those nights the fans will long recall.'  
*Melody Maker*

'AT THE New Vic last year they brought the house down... This time, I'd say they brought the house up, up, up.'  
*Sounds*

The new live album from  
**Daryl Hall and John Oates: Live Time**



Hall and Oates will be revisiting the UK later this year. Make sure your stocks are up to it!



Daryl Hall and John Oates  
Record: APLI-1144  
Cassette: PK 11701



Bigger Than Both Of Us  
Record: APLI-1467  
Cassette: PK 11740



Beauty On A Back Street  
Record: PL 12300  
Cassette: PK 12300

**RCA** Record: PL 12802  
Cassette: PK 12802  
Telephone orders: 021-525 3000.



Management and direction:  
Tommy Mottola.

# RETAILING

## Nostalgia gives WR Pounds from heaven

NOSTALGIA REMAINS solidly in fashion, and for one record company in particular — World Records, the EMI-owned subsidiary based in Richmond, Surrey — that spells good news. In fact the company is currently one of those spearheading the 'nostalgia on record' trend with a Top Ten album, Pennies From Heaven, featuring music from the recent successful BBC television series of the same name. Such has been the public response to that particular album that sales of World Records' entire catalogue have been stimulated.

World Records has been operating for some 21 years now and started life as the World Record Club, a mail-order company. To a great extent that side of the business has now been diminished although the company still specialises in various box-sets featuring such artists as Cliff Richard, Slim Whitman, Frank Sinatra and various artist compilations. In recent years however, the company has built up a wealth of archive recordings which cover some 50 years of popular music.



Michael Kennedy

Paul Robeson, Maurice Chevalier, Sir Harry Lauder, Sophie Tucker, Florrie Ford, Marie Lloyd, Leslie "Hutch" Hutchinson and Jack Smith, the Whispering Baritone — all have been long gone, and their names are now just part of theatrical history, but their voices continue to live on via World Records. Such names still spell money.

### Follow-up

Already the company has lined up a follow-up to Pennies From Heaven (which has been selling in the region of 10,000 copies a week). Amongst those who will feature on More Pennies From Heaven are Jack Payne and the BBC Dance Orchestra, Lew Stone, Jack Hylton, Henry Hall and Harry Roy. The album's success has served to bring into the public eye World Records' Golden Age Of British Dance Bands series on the Retrospect label, which devotes entire albums to the above-named along with such other bandleaders as Billy Cotton, Ray Noble, Syd Lipton, Ambrose and Joe Loss.

World Records marketing manager, Bryan Tyrell explains: "The second Pennies From Heaven album can justifiably be described as a "by popular demand" release. The first Pennies album opened up the record market for us — previously only very specialised retail outlets were willing to stock our product which mainly features archive material. Now other dealers have realised the potential in nostalgia product, and in particular we have noticed a general resurgence of sales amongst the 50 albums included in

by  
CHRIS WHITE

the Great British Dance Bands series."

The company dropped its World Record Club tag some 13 years ago, and simply became World Records, for several reasons. Marketing director Mike Kennedy takes up the story: "Basically there was a shortage of repertoire, and because of the rising costs of postage it became uneconomical to continue mailing out single albums. That is why we decided to go into box-set packaging — retailing by post six albums at a time and is far more profitable."

He continues: "Because we are part of EMI, there is a whole wealth of archive material that we can use and much of it has not seen the light of day for many decades, and some has never even been commercially available before. Many of the artists have never before featured on an LP. There was a stage when we thought that maybe it would be best for the company to concentrate exclusively on mail-order box-sets, but when we sat back and thought about it we realised that many of the nostalgia albums just went on selling month after month. They were just too good to drop. There is a huge demand for music that was recorded before the Second World War."

World Records launched the Retrospect label in order to represent archive recordings featuring both classical and popular music. "Probably more than any other record label, Retrospect covers

a huge slice of the history of recorded sound. It reflects the changes in period, style and fashion," Kennedy adds. "No other company is in the same situation as us of being able to use such historical material because there are really only two UK companies with such a catalogue, EMI and Decca, and we make use of both archives. With some of the albums we have released, we have even had to advertise for some of the recordings because the original tapes have been lost or destroyed. We have borrowed records from private record collections and these have been successfully transferred."

The company is naturally delighted with the success of the Pennies From Heaven LP — the last time that World Records had such a hit was back in 1965 with a Seekers LP!

"We did the Pennies album with the full co-operation of the BBC," Bryan Tyrell says. "In fact it is some time ago since we became involved in the project. We were told that Dennis Potter was interested in the music of the Thirties and there was a possibility of him making a tv series based on such a theme. The BBC supplied us with the front artwork for the album and also allowed us to use the special Pennies From Heaven logo which meant that the public immediately identified the album with the tv series."

### Promotion

Both Kennedy and Tyrell agree that the media has also become more aware of the nostalgia market and there are various radio programmes which play such product. Alan Dell's Those Dance Band Days



Bryan Tyrell

programme on Radio Two is an important source of promotion for World Records' product, and local radio stations, including Capital, are also playing old recordings. In addition there are several magazines, including *Nostalgia*, which is privately circulated, which spread the word about nostalgia available on record.

Tyrell points out that every year since the Retrospect label was established (11 years ago), sales have increased annually by some 30 percent. There is also a good export market for WR product, and in particular there is a strong demand in Holland for albums featuring wartime recordings.

Pennies From Heaven has finally opened a door which has always been ajar," Mike Kennedy adds. "Some people think that the people who work for World Records have their head buried in the sand all the time, but that is far from being true. Any album that we issue has to be done on a strictly commercial basis — like any other company we are in existence to make money, and it is important for us to know what the public wants to hear and then to present the product in the right way."



## Curtains...

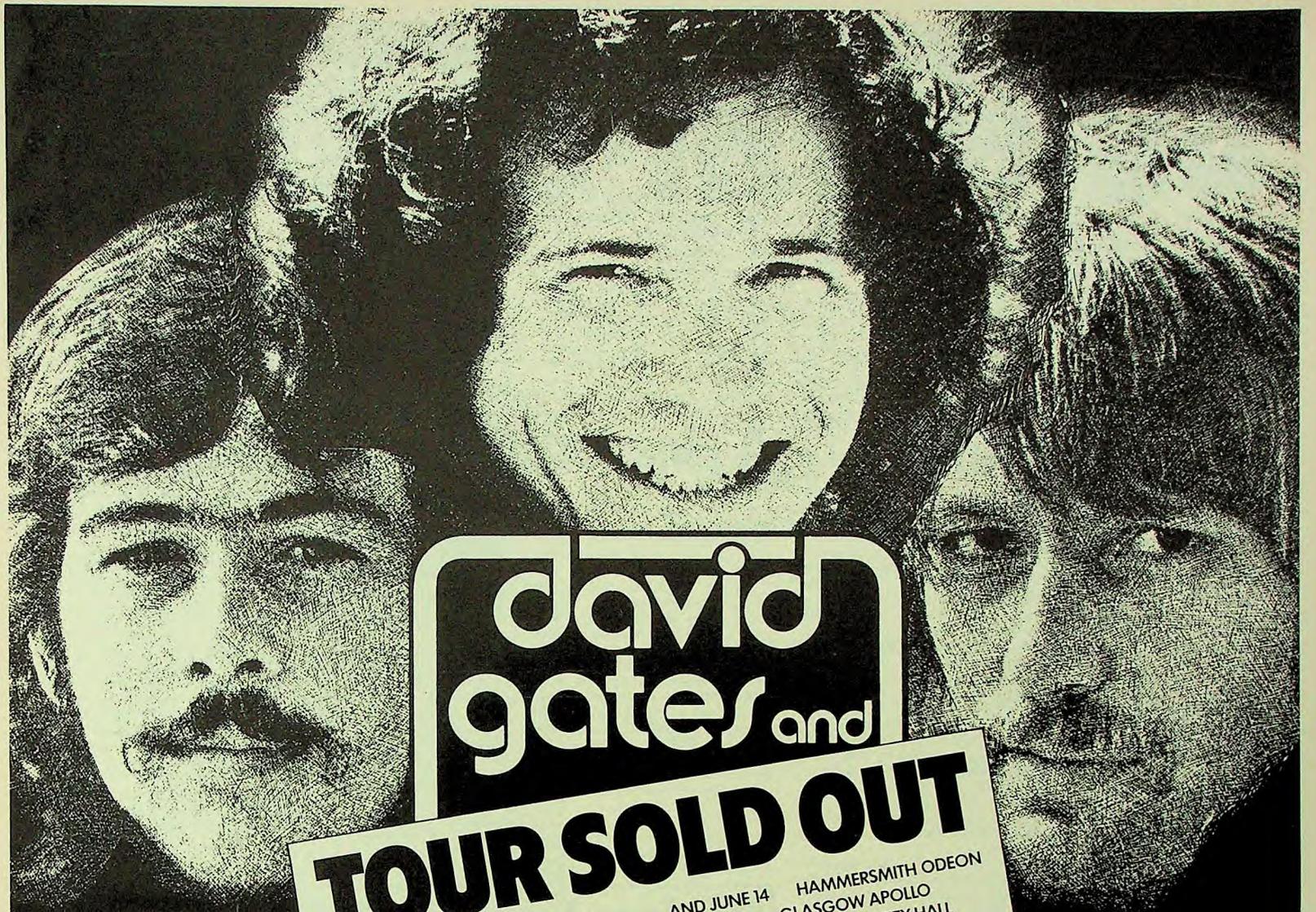
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# Bread

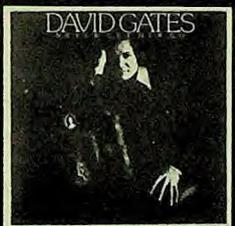
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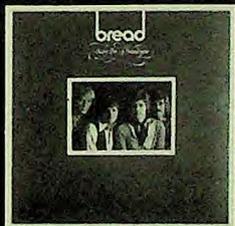
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# RETAILING

WITH MANUFACTURERS slightly outnumbering retailers the attendance at the music industry conference in Bournemouth resembled the pattern at the GRRC conference in London in March. The title of First Music Industry Conference clearly referred to the fact that it was the first to be organised by the MTA in conjunction with the FMIO — so bringing together all the different organisations for musical instrument retailers.

There was apparently very little in the agenda to interest the dealer whose main, or whole, concern was selling records. However, even though it was important to remember that when a speaker said "we" he meant his colleagues in the instrument retailing or manufacturing side of the music industry, there was a great deal in the discussion which could give a record dealer food for thought.

Promotion and advertising of the industry as a whole was an idea put forward by Bill Greenhill, president of the AMIL. Mentioning that his association's consumer exhibition in October would be covered by Yorkshire TV and Pennine Radio he argued in favour of trying to promote music industry activities nationally through TV. "The boat show and motor show are shown on tv, why not a music show?" The point was taken up by James Fox, an East Midlands music retailer. "Our aim should be to promote music in the home as an idea, not one particular instrument," he suggested.

The idea is a valid one to put to the record industry. How about media campaigns aimed at promoting recorded music in the home? A levy on dealer margins would be the unwelcome but almost certainly necessary means to pay for it (with an industry contribution making up the cost), but the possibility of a trade levy for this was accepted quietly by the instrument retailers at the conference, even if it was not exactly given the same cheery reception as

# Food for thought for all

the idea itself.

"Having acknowledged that we are one industry, let's find out how big it is; let's behave like one industry." This was the attitude of Gerald de la Porter of Premier Drums, while it is at first hard to see how it can be applied to the record business, encouragement for both manufacturers and retailers to think of themselves as one industry, not opposing contenders in the same ring, is worth giving the record men — in particular the independent dealers whose feeling of persecution might have become habitual and be due for reassessment.

The speaker remarked "There is only one profit in our industry. We must not act out of self interest so much that we never act together as a whole industry."

After counting ten thoughtfully the dealer's reaction to that idea will probably still be a snort of derision (arising from an unshakable conviction that in trying to make a living out of selling records the independent dealer is without allies on the manufacturing side).

The call from the conference floor for the music retailers to get together some statistics about themselves is also worth a thought. If it is true that no-one really knows how many music retailers there are, and how much they are selling of what — as the meeting was told — than it is even more the case with record dealers. A detailed survey of just how many shops there are selling records would be of great use to the industry.

But the only way such statistics could be gathered without the need to pay heavily for an outside professional company to do the work (with the present situation it would probably need to be a firm of private detectives) is through a bigger, stronger, regionalised, and very well-organised GRRC. A

## TERRI ANDERSON AT THE MUSIC INDUSTRY CONFERENCE; BOURNEMOUTH

network of regional retailers committees, well-attended by their local dealers and meeting regularly, could be a great source of local information and of mutual help and encouragement. Sadly, judging by the fact that only three such committees exist, and that attempts

to increase that number have usually foundered on a sandbank of indifference, such a network is unlikely to be established in the foreseeable future: "grassroots statistics" will not be forthcoming for a long time yet.

Another topic raised at the Sunday conference was that of Sunday Trading and after-hours promotion. Two MPs present as speakers — Baroness Phillips and Joseph Godber — were promoted to remark that music trade was the first they

had met which approved of a change in the laws about trading times. They approved of the trade's apparent interest in working outside normal hours to promote itself (in-store demonstrations of instruments, small concerts and exhibitions etc) and sell product. How does the idea strike the record dealer? Evening record concerts, free in-store disco parties, good promotion ideas put to record companies and, one hopes, backed by their encouragement and practical help — it could all add up to making the mountain so attractive and accessible that Mohammed (with his rising quota of disposable income to spend on entertainment) will just have to come to it.

# A plea for credit explanation

FROM THE Record and Tape Centre, Oat Street, Evesham, Wores comes a plea for action and explanation from EMI over dealers' credit on record tokens. M. J. Butler writes:

Having tried to get satisfaction through the EMI record token centre and not having any results, I find it necessary to write to them through your columns. If I owed EMI as much money as they owe me I would have been on their stop list long ago. I have outstanding (at the end of April) over £1,500 worth of credit. I would be interested to hear if this is an isolated case or if other dealers are having similar problems. John Mew, manager of EMI dealer services division, replies:

DURING THE period from January until now there has developed a considerable backlog of dealer

## QUESTIONS AND ANSWERS

exchanged tokens not yet processed for credit. This is due to a number of factors: changing to a new token service with minor administrative and mechanical difficulties; operating parallel services for both old and new tokens; removing the past restriction of allowing dealers to return exchanged tokens only once every three months; and overall volume uplift in the tokens business during last Christmas.

These difficulties are now being overcome and every effort is being made by the staff at our record

tokens centre to bring our service back to the same level of efficiency experienced by dealers prior to Christmas 1977.

However it should be remembered that accounting for tokens is not just a case of issuing credits against exchanged tokens but at the same time to generate debits against dealers for those tokens that dealers have sold. In the majority of cases tokens sold, less tokens exchanged, results in financially transacting fairly low sums of money. In the case of Mr. Butler, credits have already been issued for come exchanged tokens received, and the corresponding debit for tokens sold are at a considerably lower level. In this way those tokens sold during Christmas by him, which have not yet been debited to his account, would we feel have assisted in financing those exchanges not yet credited to him.

# Dealers boycott CBS

MILITANT ACTION by some American dealers has been prompted by the price increases announced by CBS in the US. New England retailers, who have been boycotting CBS product since the April increases, are going to the Federal Trade Commission with their complaints.

A spokesman for the dissidents has stated, "Our main gripe is that CBS's pricing approach is not legal, and we are going to the government to see what they can do about it. If that doesn't work we may go to court ourselves."

The dealers charge that CBS, by selling at a lower price to chains with three or more outlets, is discriminating against the large single outlet dealers who may in one store sell as much, if not more, product than these chain competitors.

The complaining dealers say that with a 29 per cent LP difference in wholesale prices between what they have to pay, and what multiple has to pay, they can buy what CBS products they need for less from outside one-stops than they can from CBS.

IN THE post this week from Melvin Thorley, of Top Ten Record Bar in Stockport Road, Manchester, came two newspaper clippings and a brief note stating, "On behalf of the small retailers of Manchester I thank the Daily Mirror for spoiling my Thursday!"

The "thanks" were prompted by certain items on page 9 and 13 of the Mirror of May 4. The first gave the 1977/78 results for W.H. Smith and Son (Holdings) Ltd, showing £11.8 million profit after tax; the second was an advertisement which above the slogan "W.H. Smith, Very Good News" — announced £1 off 20 West Coast sound albums, including Fleetwood Mac, the Eagles and Andrew Gold.

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# How to get it taped

WE HAVE read with great interest Terri Anderson's report on the proceedings at the Leicester dealer meeting (MW May 6).

We must however take issue with Mr Les Griffin's statement that, "the quality of home recordings (done on good equipment) on to blank tape was usually much better than that of the pre-recorded tapes — the reason appearing to be that the latter used tape which was not good enough for the high-speed recording techniques used in our factories".

Our points of objection are three-fold:

**Poor Quality Tape:** throughout our production we use exactly the same tape as is used in high quality blanks. While low quality tape can give premature high frequency saturation, poor high frequency response can also be caused by wrong azimuth setting (explained below). It is quite untrue that high frequency response is a function of the speed at which the tape is duplicated, as the limitations are set by the wavelength of the recorded signal, and this is independent of the duplication speed.

A REPLY to recent dealers' remarks that home-made tapes had better sound quality than many pre-recorded ones has come from Decca Tape Products Division Technical Manager, Gerd Nathan. He makes a clear explanation of the basic technical rules involved in commercial duplication of tape, but appears to be warning the consumer that unless he adopts the same strict attention to technical detail as the pre-recorded tape manufacturer, he cannot expect to achieve good playback sound.

**Home versus Pre-recorded tape;** the suggestion that the quality of home recordings is always better than the pre-recorded variety is not only untrue, but will encourage members of the general public to engage in an unlawful activity.

**Record and playback azimuth;** our pre-recorded tapes are manufactured to rigid standards, which include the azimuth setting of the record heads of the high-speed duplicator. Unless the azimuth of the play-back head of the domestic machine used for playing pre-recorded tapes is set to the same standard, incorrect reproduction will result.

On the other hand, a home recording is generally recorded and

## LETTER

played back on the same machine and in practically all cases recording and reproducing is done with the same head. This means that for home recordings recorded and played back with the same head, the absolute azimuth setting of that head is relatively unimportant. If, however the same head were used for playing back a pre-recorded tape, it becomes of vital importance that the absolute azimuth setting of that head conform to the rigid standards employed in our factory, which conforms to the international standard (IEC Publication 94-2) and is the azimuth found on BASF calibration tapes. G. NATHAN, Technical Manager, Decca Tape Products Division

# WANTED RECORDS

## WARNING TO DEALERS

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Cult 45-101

"BUT I DO" - John Rossall  
Cult 45-102

Our 'Hit-Men' have done quite a lot of time in the business (and have records as long as their arms to prove it) and can be almost pleasant when faced with a big order.

Therefore we STRONGLY advise you to call SELECTA who will be distributing WANTED (That is, if they want their M.D. Back!) and order our new releases - if you value your health and don't wish to meet our salesmen (who have also just been released!).

A little friendly advice never HURT anyone!

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AND IT'S A DEAD CERT  
DO YA UNDERSTAND?

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KENNY  
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SHOW!

YES! YES! AND  
JOHN ROSSALL'S "BUT I DO"  
ON CULT 45-102  
IS A FANTASTIC VERSION  
OF THE OLDIE BY THE  
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GLITTER BAND -  
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You will order these records  
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and don't you forget it !

# INTERNATIONAL

## '77: best year for Danish industry

COPENHAGEN: Last year was the best ever in Danish recording industry history, with a turnover upturn of 16 per cent over 1976. Previous year sales of \$55 million were up to \$64 million at retail prices, but not including VAT.

Single sales were down by 23 per cent, but albums registered a 14 per cent increase and cassettes 27 per cent, giving the latter the highest market gain for any European territory. Now the Danish industry sells cassettes at the highest per capita rate in Europe.

Heavy tax on records here, at 30 per cent, has provided \$5 million to the government. Denmark is the only Western country with a direct tax on records.

Abba, the Swedish group, took a large part of the sales slice, with around 700,000 albums sold, the Arrival LP accounting for 330,000. The group's latest, The Album, sold 225,000 units in just three months in

a country where total sales of 10,000 is regarded as very good.

Problems for singles also come through problems with Danish radio. The chart programmes have vanished from the schedules and new artists have little chance to break through nationally. New acts benefit more from German television which can be picked up through half of the Danish territory.

Pop music expands along with rock, with jazz accounting for just 2 per cent of the Danish market and 6 per cent goes to classical music, as compared with 15 per cent for West Germany.

Some 30 per cent of the total sales are produced in Denmark, mostly m-o-r and rock. EMI Sweden is closing down the pressing plant in Copenhagen and the new plant in Sweden will take over production, though cassettes will still be made here by Metronome, Tocano and Jysk Grammophone.



NEW YORK: Chappell Music believes it pays to advertise — particularly when you've just formed a business association with award-winning film composer Marvin Hamlisch. Chappell booked a week of spots on the giant Spectacolor billboard overlooking New York's Times Square.

## £93,750 raised to help Bretons

PARIS: Pathe Marconi-EMI, EMI's French subsidiary, has raised 750,000 francs (£93,750) towards the Sauvons La Mer (Let's Save The Sea) national appeal launched to help the inhabitants of Brittany

repair the environmental damage caused by the wreck of the giant oil tanker *Amoco Cadiz* on March 17.

An LP entitled *Sauvons La Mer* released by Pathe Marconi-EMI features appropriate songs like *La Mer* sung by Charles Trenet and musical contributions by a variety of Pathe Marconi-EMI artists plus Breton star Alain Barriere.

The album has sold over 220,000 copies since its release on April 11, and the first payment is the contribution of authors and artists who gave part or all their royalties, and Pathe Marconi-EMI which only charged direct costs.

The sum of 750,000 francs was presented recently to Andre Colin, president of the Conseil Regional de Bretagne, by Pathe Marconi-EMI deputy managing director Michel P. Bonnet, and the ceremony was widely covered by French radio and tv.

## CBS profits announced

NEW YORK: The CBS annual report for 1977 — the company's 50th year of existence — underlines its immense growth with the net sales at almost £1,500 million and pre-tax income of nearly £200 million.

INTERNATIONAL NEWS EVERY WEEK IN MUSIC WEEK — CONTACT NIGEL HUNTER, INTERNATIONAL EDITOR, MUSIC WEEK, 40 LONG ACRE, LONDON WC2. (01-836-1522)

## Keeping in the swim in Canada

TOWN OF MOUNT ROYAL: This Quebec township is the headquarters of the Canadian International Record Pool, a company formed to promote Canadian product in the USA and Europe.

Headed by Michel Zgarka, the company is an independently owned enterprise supported by its weekly subscription rate. CIRP's aim is to service American and European disc jockeys at a minimal cost, and it is inviting Canadian record companies to submit product which they are anxious to lease to their American and European equivalents or which they wish to export.

Zgarka states that CIRP is a good medium for such leasing and exporting deals through the contacts it is establishing in the States and Europe, and is creating a better awareness of the Canadian record industry and its wares throughout the disco chains and in trade publications.

## Murphy to director of Rose Music

MELBOURNE: Peter Murphy has been appointed director of Rose Music Pty Ltd., a leading Australian importer and wholesaler of musical instruments.

Murphy joined Rose Music in 1975 as general manager after three years as marketing manager with Courtauld Hilton, and assumed the position of chief executive after the sudden death of Alan Rose, the company's founder, in January last year. David Phillips is appointed general manager.

Rose Music is a joint venture with Nippon Gakki Co. Ltd., reputedly the world's largest manufacturer of musical instruments including the Yamaha range and hi fi equipment.

## Fable's Little beginning

MELBOURNE: Fable Records is releasing an album called *Beginnings*, which it describes as "very rare and historic" and containing recordings made by the three frontliners of Little River Band, Glenn Shorrock, Beeb Birtles and Graham Goble, before the formation of the band.

The material dates from when Shorrock was lead singer with Axiom and Birtles and Goble were

both members of Mississippi, and includes hit singles such as *Arkansas Grass*, *A Little Ray Of Sunshine*, *Kings Of The World* and *Will I*.

Fable managing director Ron Tudor states that there has been great international interest in the album, but a few territories are still open. Fable rates the LP's content and quality so highly that it is being marketed in the top price range of 7.99 dollars.

## Fonit-Cetra to survive

MILAN: According to the national daily *La Repubblica* here, Fonit-Cetra, the only state-controlled record company in Italy, will balance its books by the end of the year and so avoid the winding-up which had been threatened by its present owner, RAI-TV, the national radio and tv network.

Mario Zanoletti, Fonit-Cetra general manager, says the company is now achieving a fast recovery through new investments and via a wide-range catalogue renewal.

Carrying a story from Milan, entirely dealing with the record company's financial situation, *La Repubblica* reports the firm, once one of the largest in Italy, has faced

increasing losses over the past 15 years, nearing bankruptcy.

In 1975, with proceeds from sales amounting to \$3.39 million, the company lost \$560,000, and the situation worsened the following year. In 1977, losses still exceeded half a million dollars, but proceeds from sales rose to \$6.78 million. Now a recovery plan has come into operation which should bring sales income up to \$9 million-plus and also hit a break-even budget point.

There is strong confidence that liquidation dangers can be averted, at least for the time being, but it is still felt RAI-TV will close the company unless it yields profits within two years.

# Clouds over Mallorca?

by NIGEL HUNTER

THE FOURTH Musical Mallorca international song contest was by general consent the best yet in the series staged at the Auditorium in Palma de Mallorca.

For once, there were no dark whisperings about nobbled juries and rigged results. Mexico's dramatic *Senor Amor*, performed by the sweet-looking Dulce accompanied at the piano by the song's diminutive composer Armando Manzanero, was a worthy winner in the view of the assembled celebrities and scribes — and the UK and Japan deserved second and third place, with *All My Love Is Loving You* sung by Jackie Beason and *Love 'n' Mellow* (English translation of tongue-twisting Japanese title) sung by Yukari Itoh.

The only hints of possible chicanery hinged on an alleged connection with songs reaching the final and countries taking the contest on their tv networks. This might have held water in the case of Canada's dire ditty, but was disproved by the UK not only reaching the final but coming second.

Knowing a little of the background, the success of Musical Mallorca in terms of stars appearing on stage and adjudicating is a little surprising. The Majorcan Tourist Board, which sponsors and organises the event, is richly endowed with the charming but sometimes infuriating Spanish tendency to put off everything until 'Manana'.

Consequently it is still taken aback by the fact that you can't invite the Tom Joneses and Shirley Basseys of this world to attend

Musical Mallorca as guests about a month before the event without finding them fully committed for almost a year or more ahead. Nevertheless, the presence of Tavares, Manhattan Transfer, Demis Roussos, Raffaella Carra and a clutch of prominent Continentals on the concert bill, and people like songwriter Paul Williams, movie and tv star Robert Stack, and musicians of the calibre of Semprini, Paul Mauriat and Elmer Bernstein on the juries, indicates that Musical Mallorca has some clout and is an event to be reckoned with on the international song contest calendar.

However, a cloud hangs over the future of the event, if one believes what one hears from the Mallorquin and Spanish mainland press. These gentlemen and ladies, positively reeling in the new-found climate of freedom of expression afforded by the post-Franco era, reckon that the Mallorcan Tourist Board pays out a cool £250,000 to stage Musical Mallorca, and they question whether this expenditure is justified in terms of fostering the tourist trade, its stated objective.

When one considers that the Palma Auditorium seats only about 1,600, and that this total is reduced to accommodate the tv cameras and paraphernalia, one sees their point. Apparently even local dignitaries like the chief of police had to clamour to pay about £60 a head for seats for the three-day event, which was hopelessly over-subscribed. But then, on the other hand, when one arrives at the small Palma airport and learns that it handled 50,000 incoming and departing passengers during that day, one feels that Majorca's tourist industry is doing

very nicely, thank you, with or without Musical Mallorca.

The tv coverage of the event extends with each successive year. This May the contest and the concert were beamed by satellite to millions of viewers in the South American countries as well as Canada and several major parts of Europe.

Darts was given a major feature spot during the occasion, and one has to say that groups of this nature must consider what they're doing far more carefully if they wish to win friends, sales and influence people in foreign parts. There is an inescapable case for remembering that when in Rome, do as the Romans do.

Den Hegarty's maniacal leap into the audience may go down a storm around the juvenile circuits here in the UK, but it lead ballooned in Palma. He chose the section where all the local and mainland heavies and guests were seated, and they were all highly underwhelmed. A microphone cable around Mrs. Robert Stack's neck, a torn Silvia Kristel dress and general alarm and disapproval, plus a sharply-suited gentleman sliding his hand beneath his jacket towards what was obviously not a handkerchief all added up to a massive Darts debit, compounded by drummer John Dummer playing a paradiddle on the mouth of his Spanish equivalent over a misunderstanding over the use of the latter's kit and narrowly escaping being lynched by the Spanish orchestra later.

Hegarty's final gesture, lying in the stage waterfall and then ringing his socks out over the head of tv compere Jose Luis Uribarri, certainly won grins of approval from the foreign press contingent, who had been irritated by his pomposity and refusal to make his announcements in any language except Spanish. But when one considers that Uribarri is a Parky, Russell Harty, Ludovic Kennedy and Dimbleby family of Spanish tv rolled into one and also owns a piece of the action, it is a foregone conclusion that Darts has not enhanced its future prospects of Spanish tv work.

Musical Mallorca is a worthwhile event which improves each year. Its benefit where its primary purpose is concerned, stimulating Majorca's tourist trade, is debatable as the Spanish press point out, but in the world calendar of song festivals, it ranks high.



JACKIE BEASON, who sang the UK's second prize winning song *All My Love Is Loving You*, flanked by songwriters Barry Mason (holding silver trophy) and Alan Hawshaw.



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# INTERNATIONAL

## Long live Elvis the King

THE ELVIS Presley carbon copy surge continues with apparently no complaints of a legal or taste nature. Biggest step forward in the genre in Los Angeles is from Alan (who is kind of a pioneer in the movement) who brings a flashy theatrical show, Forever Elvis, into the local Aquarius Theatre. Meanwhile in the LA clubs is Dennis Colt, (King of the Elvis Impersonators), Pete Willcox (An Evening with Elvis) and Michael Kidd (For Elvis — His Memory — His Legend) And in Las Vegas, which also has four Elvis clones busy and working, comes another contender — Morris — with his 75 minute Elvis act. A quoted figure of 200 Elvis xeroxes currently working may be a little high . . . but it's getting there.



A surge of Elvis carbon copies.

• Hal Wallis will produce The Elvis Presley Story with the full blessing of Col. Tom Parker, the late singer's manager-mentor. Vernon Presley, Elvis' father, has also approved veteran Wallis' involvement in the project. Wallis also produced some of Presley's early films. Parker is promising that the film will include some Presley songs never before heard — whoever gets the title role (and John Travolta or Sylvester Stallone are being mentioned) will just have to mime. As soon as a writer is hired Col Parker, as ever, goes on the film payroll . . . at 5,000 dollars a week.

• In the last 12 months the Recording Industry Association of America (RIAA) awarded 63 platinum albums and eight platinum singles, according to their annual report, for album sales reaching one million units, or two million singles. The report adds that 185 gold awards were sent out along with 55 gold singles.

And while piracy appears to be in decline, the RIAA notes there is an upsurge in record counterfeiting; but legitimately last year just over 4000 singles were released, along with 5000 albums.

• Gladys Knight has filed a 23 million dollar lawsuit against Buddah Records, long ailing, and also Arista Records who distribute Buddah. It's for breach of contract and improper payment with the singer claiming that a Buddah 100,000 dollar cheque bounced and the label is insolvent. The artist also claims that Buddah and Arista conspired to prevent her signing with another label. Knight has been four years with the label. "I wanted to work with the label but . . . due to

### LA NOTES

from

## LITA ELISCU

IN LOS ANGELES

Buddah's extreme financial and business problems I am unable to do so . . . I don't want to become a pawn between two companies," she commented.

• Some 300 video tapes of an Andrew Lloyd Webber concert, featuring his new MCA album, "Variations" will be sent out to US colleges and universities. The deal was between the label and the Video Tape Network.

• Horse racing is the largest spectator sport in the whole US but the average of the audience is increasing. It's one of the reasons why the local (and celebrated) racetrack, Belmont Raceway, is holding weekend music concerts throughout the summer. It has a 15,000 capacity and concerts will be held, usually on a Sunday, which organisers Al Teller (ex United Artists Records president) and Richard Flanser (former manager of Manhattan Transfer) say is a slow day for concerts in the Los Angeles area. Acts will be mor,

rock, soul — the full spectrum — but the big appeal might be a top headliner appearing for a two dollar admission charge (The racetrack picks up the acts' usual guarantee.) That's what Teller and Flanser will be shooting for. Meanwhile they've produced an album titled Belmont's Greatest hits which is just race commentaries.

• The Ode Records Film Soundtrack version of the Rocky Horror Picture Show looks set to become a major hit for Jem Records, import distributors. Sales are reaching the half million mark, the company claims a figure all the sweeter because of the fact that Epic Records (which distributes Ode) along with 20th Century here passed on the film soundtrack, feeling that the original American cast LP was all they needed. Film track has surpassed stage track . . .

• Meanwhile, local label Bomp Records has its first meaningful hit with Kill City, an album of tracks (that long lay dormant) by Iggy Pop. A former member of Iggy's Stooges, James Williamson, found them and cleaned them up, and Bomp put them out on green vinyl. So far the album has sold 50,000 copies which makes it Bomp's biggest. Bomp is riding nicely on the new wave and has established itself as a punk rock centre in LA. Generally masterminded by writer Gregg Shaw, Bomp is both a label, a record store and a magazine as well as a funnel for local, national and international punk news. The store also specialises in 1960s oldies and is affiliated with Jem in certain areas. Shaw prefers to deal, as a label, directly with the artist. Future plans include an idea for a nationally syndicated new wave radio show, more LPs (previously Bomp found it more convenient to put out singles) and sponsoring new wave tours.



Gladys Knight — taking Buddah to court.

chain, is now heading up his own company and is casting his eyes on, you've guessed it, the Beatles. He's planning, he says, a two hour tv history of the group, similar to radio programmes he has put on on the quartet. He will do interviews with them and with people like Elton John and Neil Young, who Drew feels, were influenced by them. Incidentally, following a recent visit to Cuba, Drew is sending to Cuba promotion films and film clips of recording artists. It's all free because politics dictate here that no money can change hands between the US and Castroland. The promo films are termed cultural gifts.

• If promises are delivered, the retail store owners in Southern California may be getting more organised and perhaps more militant against the majors. The Southern California Record Retailers Association was organised last week following a meeting of around 75 retailers representing some 150 outlets. Essentially the retailers are attempting to increase their purchasing power by buying cooperatively, and to present less of a mom-and-pop image to the major labels. It's no secret that the major retail chains, specialising in bulk buying, obtain favourable rates, discounts, etc.

So the future for the SCRRRA hopes to include this kind of muscle, plus joint buying of radio advertising and a definite cooperative image. It's been tried before, however, back in 1967. That attempt never really came across, but the retailers reckon their combined strength now comes to something like 15 million dollars in regional sales every year.

• Active, sociable people in Los Angeles between 21 and 35 years old will be the target for 70,000 packs of cigarettes, 30,000 posters, and 4000 tee shirts, as the world of disco scores another marketing conquest. Real cigarettes — a fairly new brand on a marketplace that is denied tv advertising — is taking its product into the discos. It has organised a boogie-oriented Real King and Queen of Disco competition throughout Los Angeles. And that most-promotion-minded label Casablanca is providing their Thank God It's Friday filmtrack to spice the pot.



Iggy puts the Bomp in sales.

• CBS Records is denying — although not too strongly — that it paid Don Arden some ten million dollars for the distribution deal with his Jet Records; meanwhile Arden states he will expand with a New York office the same size as his Los Angeles one.

• RCA Corp. has announced that it has a videodisc player that could go on the market for around 400 dollars and play discs for one hour each side. RCA is estimating a 12 dollar price tag for the videodisc but is still cautious about the matter. They want to lay in a store of pre-recorded discs to put on the market before they move.

• Paul Drew, a major name in radio here and, formerly programming chief for the RKO



Paul Drew plans a two hour tv history of the Beatles.

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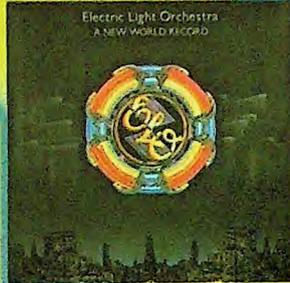
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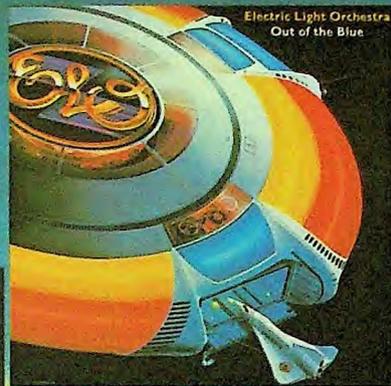
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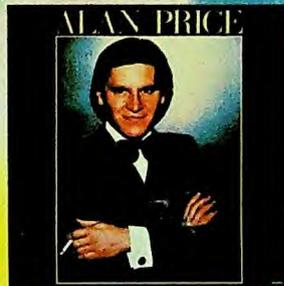
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JET CA 202 (cassette)



Carl Perkins  
'Ol' Blue Suede's Back'  
JET LP 208  
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Alan Price  
'Alan Price'  
JET LP 207  
JET CA 207 (cassette)



Lynch & Lawson  
'The First'  
JET LP 205  
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Trickster  
'Find The Lady'  
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JET CA 206 (cassette)



Roy Wood  
'The Wizzard'  
JET LP 204  
JET CA 204 (cassette)

## Jet Singles

- JET 100 Electric Light Orchestra 'Rockaria'
- JET 101 Electric Light Orchestra 'Telephone Line'
- JET 102 Jeff Lynne 'Doin' That Crazy Thing'
- JET 103 Electric Light Orchestra 'Turn To Stone'
- JET 104 Electric Light Orchestra 'Mr Blue Sky'
- JET 105 Carl Perkins 'Blue Suede Shoes'
- JET 106 Trickster 'Money Or Your Life'
- JET 107 Rita Wright 'Love Is All You Need'
- JET 108 Alan Price 'Just For You'
- JET 109 Electric Light Orchestra 'Wild West Hero'

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(Recommended Retail Price)

Albums (JET LP)	£3.99
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## TALENT Taking the solo plunge

THERE CAN be comparatively few recording artists who have achieved such glowing critical notices as Colin Blunstone, for as long as he has, and yet have never managed to quite convert that critical success into appropriate record sales. Since Blunstone, the ex-Zombies frontman, started his solo career in 1972 with the *One Year* album, his subsequent three albums and singles have all been well acclaimed by the press and media alike, yet apart from two minor hits with *Say You Don't Mind* and *I Don't Believe In Miracles*, his full potential as a record seller has never been realised.

Now after an 18 month gap since his *Planes* album, Blunstone is back with a new LP, *Never Even Thought*, which was recorded in California. It also teams him with a new producer, Bill Schnee, who has worked with Gallagher and Lyle and Randy Edelman, and is currently in the studios with Kiki Dee. The backing musicians include Davey Johnson, James Newton-Howard and Geoff Bracera — all members of Elton John's backing band. All the necessary ingredients, one would think, for a successful album saleswise.

In the UK, Blunstone's recording output has always been on Epic but elsewhere in the world he now records for Rocket. One of the reasons for the somewhat erratic state of his career during the last three or four years has been due to problems with 'lawyers and accountants', he says. In addition, for the last 18 months he has been domiciled in Los Angeles, returning to Britain only occasionally.

Blunstone is philosophical about the lack of chart success that his records have been getting. "To be honest I just love writing songs and making albums — that is my main joy, and if either the album or a single are a hit, then it is an added bonus. On the other hand, I do feel that the albums tend to be long-term sellers. The early ones are still selling now, and my recordings still get quite a lot of airplay. A couple of my early singles came very close to breaking big but then hovered around the Top 30. However I have always looked upon recording as a career, and I don't think that there are all that many people around who can say that they started recording at 18 and are still making albums 13 years later."

**THIS MONTH** sees two important career re-launches. Colin Blunstone, ex-Zombie's vocalist, returns to Britain for the release of his first solo album for 18 months, *Never Even Thought*, while Maddie Prior, who played such an essential role in Steeleye Span until its break-up, has her first solo album released. Chris White talks to them both about their solo careers.

Blunstone enjoyed the experience of recording in Los Angeles. "All the backing tracks were done in five days — in fact the album was completed last autumn but there have been various delays in its release. It was Elton John's idea that I should record over there. After the last album, *Planes*, I sat down with him and we decided that there should be a re-think about my career; Elton thought that it would be a good idea for me to go to the US and work on an album there."

Blunstone continues: "I have always wanted to record in the States so I jumped at the opportunity, and I'm pleased with the final results. The last LP was made with a lot of singles in mind, whereas as *Never Even Thought* is much more in the album vein. The point about Elton John is that he may give you an idea but he then expects you to carry it through without him."

"Bill Schnee is not only a good producer but he is an engineer too — he was responsible for Neil Diamond's last album. He is quite a fast worker in the studios but he is very sympathetic. We are planning to start work on another album very soon. I'd like the next one to be released round about January, rather than wait another 18 months."

"I'm also looking for a good manager, but they are not easily come by," he adds. "I haven't had any management for a long time and although I can cope with the situation up to a point, it also means becoming involved with facets of the business that I would rather not be involved in. Perhaps if *Never Even Thought* does well it will attract the right of kind management."

**WOMAN IN THE WINGS** is an appropriate title for Maddie Prior's first solo album — since the split-up of Steeleye Span last March, the

former front-lady of the folk group has been quietly recording tracks for the LP, and rehearsing for her first solo concert tour. After several years of relative security within the framework of Steeleye Span, she has just dived into the deep end and is hoping to emerge as a success in her own right.

Miss Prior's album, for Chrysalis, is adventurous in more ways than one. It teams her with Ian Anderson of Jethro Tull, who was the producer, arranger David Palmer, and engineer Robin Black. Perhaps the most startling element is that the album consists entirely of her own songs, which are different in nature from any that Steeleye Span recorded. Miss Prior is *A Woman In The Wings*.



Maddie Prior

During the early Seventies, Steeleye Span were one of the most popular folk groups and created a lot of interest with their pioneering work with electric folk music. Their hits included *Gaudete*, and the Mike Batt-produced *All Around My Hat* album and single of the same name. The band split up because the members believed that they had achieved everything possible as a unit, and the members wanted to pursue their own musical directions.

Miss Prior has been anticipating her concert tour, which culminates in a date at the Royal Festival Hall, with apprehension. The fact that the album's release date had been delayed meant that Steeleye Span fans going to the first few concerts, without the benefit of having heard her LP first, would "probably get the shock of their life".

She says: "I have no doubt that many of the people at the concerts will be followers of Steeleye, and expecting me to continue the band's work. They will get a shock because I'm doing completely different material and of course I have a different band working with me."

Work on Miss Prior's album took some considerable, mainly because of the logistics involved — producer Anderson also has his career with Jethro Tull to look after, and arranger Palmer and engineer Robin Black had other commitments.

"Of course the relative security of being with Steeleye Span has gone, but I don't mind that too much," Miss Prior says. "I wanted a change and I was getting bored with what we were doing with Steeleye. I auditioned for musicians for a backing band but fortunately my connection with Steeleye and the contacts we all had were a great help. Being a solo performer means that everything comes down to you in the end, and it is financially expensive as well. Now I am going to have to take the brunt of the costs."

She says that she has never found any particular difficulties in being a female in a predominantly male business. "I think that it can be hard for anybody to get on, regardless of whether they are male or female, but in the end it always comes down to musicianship and how much you know. It is also important to have a good manager (Joe Lustig is looking after her business affairs)."

## Genesis of a solo career

by DAVID DALTON

STEVE HACKETT is finding out just what it means to leave a successful band at the height of its popularity.

Although he had an idea of what he was letting himself for when he split with Genesis early last year, Hackett must nevertheless be disappointed in the sales of his solo effort *Please Don't Touch* (Charisma CDS 4012). It has yet to make an impact, while the latest Genesis album *And Then There Were Three* entered the charts at number four and continues to ride high.

The disappointment will be softened by the knowledge that *Please Don't Touch* was something Hackett really wanted to do, and in which he became fully involved and has great confidence. "I'm trying to break new ground and I'm very pleased with the way the album has turned out, he says. "I'm primarily a writer and most of my energies have been directed into writing, although I'm seen by most people as a guitarist. I was involved to a large extent in the writing for Genesis, though I still didn't get the sort of

percentage of material recorded that I would have liked. In fact, a lot of very good songs were shelved."

Hackett's decision to pursue a solo career didn't come as a great surprise. "It had been on the cards for some time," he says, "and I decided to leave half way through the mixing of the live album. There was a lot of repetition involved including four straight days of keyboard overdub and I wanted to move into something more creative."

Hackett had already recorded a solo album — *Voyage Of The Acolyte* — while still with Genesis but doesn't think it would have been possible to record another while still within the group.

*Please Don't Touch* represents material and musicians Hackett has long wanted to work with. He especially admires the rich dark voice of Richie Havens, who sings on two tracks. One of them *How Can I?* has been released as a single and a film of Hackett and Havens performing the number has been made. The film may represent the only opportunity of seeing Hackett live for some time as he has no plans to get a band together to perform *Please Don't Touch* material. In fact, at the moment he is more interested in being given the chance to write a film score.

# DAVID GILMOUR



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## PUBLISHING

## A rose by any other name

A CHANGE in name for sheet music and a suggestion for an industry catalogue were main themes of EMI Music managing director Ron White's address to the recent Music Trades Association/Federation of Music Industry Organisation conference in Bournemouth.

"Nowadays music publishers do not use the term sheet music except in the narrowest sense," White pointed out. "Sheet music is the term we use for songs, piano solos and perhaps educational folios up to about eight pages. Most of us now use the term 'printed music' or 'printed product' to cover the whole range of attractive books, albums and tutors that we produce."

"I think that we as publishers would certainly appreciate it if the term 'sheet music' did not appear in future agendas of this new Music Industry Conference when we intend to discuss the whole range of printed product."

Speaking to the brief *Is Sheet Music Going Up In Flames*, White rejected the implication that sheet music is only fit to burn.

"Although it would be hard to make a profit out of selling just sheet music, it still does have a part to play in a good music department. As an example, the retail shop in Charing Cross Road in which we as publishers have an interest, actually appears to generate much of its custom by being known as a centre for sheet music."

After delivering his warning against franchising sheet music into multiple store racks (reported on Page 4 of last week's *MW*), White reiterated the value of service to customers from helpful and informed staff as opposed to the limited impersonal range of a racking operation.

"When I say that franchise selling covers only a limited spectrum, I would hazard a guess that even those publishers who agree to sell their best lines to the franchise operator will still have less than five per cent of their product available through these outlets," he declared. "Naturally, even the best of music retailers do not stock every product from every publisher, but at least they are prepared to get what the customer requires, and this certainly ensures a return visit to their shop."

White added that he had talked to one retailer at the conference who

had been able to gain considerable benefit from the lack of competition now offered by a nearby store whose music department is operated on a franchise scheme.

"I should have thought that the opportunities are wide open in 1978, which shows all the signs of being a record year for the sale of printed product, for publishers and independent retailers to close their ranks and co-operate in every possible way to improve their markets, to improve the availability of their product and also take positive action to overcome the 'traditional' difficulties of running a good music department."

"I am aware that a lot of good work has been done by the MPA/MTA liaison committee to try and iron out some of these difficulties, but major problems still remain. For instance, could anyone imagine how our cousins in the book trade or the record trade could hope to operate in this fast-moving age without an industry catalogue?"

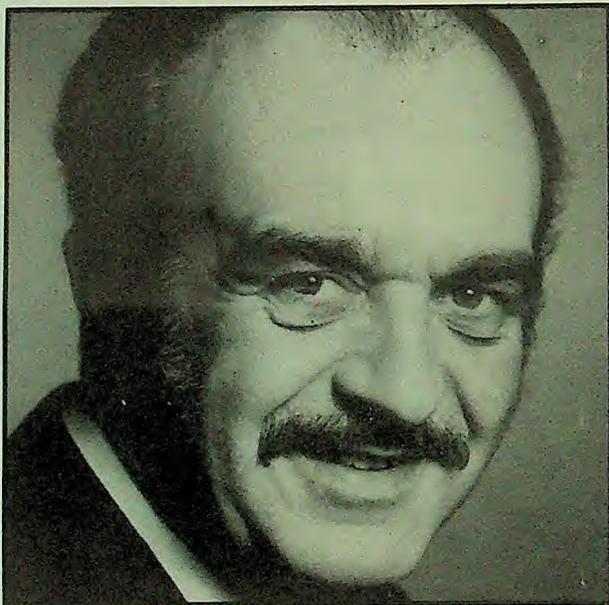
White believes it should be "the first priority" of everyone involved with music to insist that such an industry catalogue should be made

available before next year.

"If it is of any help, I could probably use all the influence I have to get it underway, at least covering the popular publishers' product. I am less familiar with the difficulties that appear to inhibit the standard publishers from co-operating in producing such a basic marketing tool, but possibly a standard publisher of sufficient stature may rise like a phoenix from the ashes of his burnt sheet music and shake the others into facing up to this task."

White regards a catalogue of this nature as "a breakthrough" for the retail trade. It would enable staff to identify music and order it without delay, and without having to rely on the knowledge of the few experience retail managers who remain in the trade.

"Such a catalogue could no doubt be set and stored on a computer for ease of up-dating, but of course it could never be fully up to date with all new publications. This is where our music trade press comes into its own. Comprehensive lists of publishers new product should be published monthly. I believe that the trade press has expressed its



Ron White — wants a change in name for "sheet music".

THIS WEEK *Music Week* begins regular coverage of the music publishing sector of the music industry. Each week we will be carrying news, views, features and interviews reflecting the contemporary and standard publishing world, and — providing we get the necessary help from publishers — letters. In line with *MW's* new international slant there will be frequent reports on what's happening in publishing overseas as well. Contact Nigel Hunter, publishing editor, *Music Week*, 40 Longwell, London, WC2E 9JT, Tel: 01-836 1522, telex: 299485.

eagerness to support such a scheme, and it is hard to see why the publishers have not already taken advantage of the idea."

Looking specifically at pop and standard music, White believes there is still good mileage to be obtained from the sale of individual copies of the great standards.

"Maybe the copies should be better presented, maybe the marketing could be better. For instance, if we could find a compact method of storing and dispensing say 500 or 1,000 top standards it would prove a boon to many retailers. Is such a dispenser impossible?"

"We should also try to ensure that

a customer who requests an out of print title can be serviced with a good reprographic copy at a realistic price that would allow a worthwhile margin to the retailer and the publisher and a royalty to the composer."

In the case of popular music, the problem is different. White remarked that the sales of current pops have proved spasmodic, due to slow distribution, late availability and tentative buying rather than lack of market interest.

"My guess is that if attractive pop music is on sale and display at the right time in the right place, we might all be surprised at what can still be sold."

## Chappell signs Hamlich

CHAPPELL has captured composer-artist Marvin Hamlich with a long-term publishing agreement announced by Chappell president Irwin Robinson (see photograph on page 16).

Currently Hamlich is working on

## Publishin report on offer

AN INDUSTRIAL report described as the first to examine the music publishing business as a market in estimation of size, rating of the leading firms and forecasting its future growth is to be offered to key figures in the UK music business.

Titled *The Music Publishing Business 1978-1983*, the report produced by Knowledge Industry Publications is depicted as a "far-reaching rare documentation of the economics and dynamics of music publishing" written by Paula Dranov, and is said to have proved already "to be a major contribution to business thinking in America".

Further information can be obtained from Knowledge Industry Publications' UK representative, Leo P. Mabel Associates, 6 Southacre, Hyde Park Crescent, London W2 2QB (Tel: 01-262 3880).

his debut solo album for Elektra, scoring the soundtrack music for the forthcoming Columbia movie *Ice Castles*, and writing the music for a Broadway musical with book by Neil Simon and lyrics by Carole Bayer Sager. Hamlich and Ms Sager collaborated on the Oscar nominated song *Nobody Does It Better*, used as the theme song for the James Bond film *The Spy Who Loved Me*, and a gold record for Carly Simon.

He won a Pulitzer Prize for *A Chorus Line*, which was voted the best musical of 1975 by the *Drama Critics Circle* and collected nine Tony awards. Hamlich made his name internationally in 1974 with a record three Academy Awards for music in one year — best original song and best original dramatic score for *The Way We Were* and best scoring for his adaption for *The Sting*.

He has also scored the soundtracks of *Take The Money And Run*, *Bananas*, *Save The Tiger*, *The Swimmer and Kotch*, for which he received a nomination for his song *Life Is What You Make It*.

"Having had the pleasure of working with Marvin on *The Way We Were*, it's very exciting to know we will now be involved with his future writing," commented Chappell creative senior vice president Irwin Schuster. "He is a great and unique talent."

## RSO picks up on covers

NEW YORK: The Stigwood Group of publishing companies is achieving wide international action on its catalogues as well as sharing the hit parade glory being scored by Bee Gees, Andy Gibb and Eric Clapton copyrights.

Stigwood publishing vice president Eileen Rothschild reports Canadian covers on the Cream's *Sunshine Of Your Love* by Rosetta

Stone (Quality) and Jackie Mitton (UA), and US action on the Bee Gees' *To Love Somebody* by Narvel Felts (GRT), *Baby As You Turn Away* by Michelle Phillips (A&M), and *Come On Over* by Chris Nielsen (Royalty).

In Europe Graham Bonnet's UK release of the Bee Gee song *Warm Ride* (Ring o' Records) is the first recorded version of the number, and

in France the Marbles have recorded the Bee Gees' *Only One Woman* for Polydor.

Coverage of Bee Gee numbers in their native Australia is impressive with *Love So Right* recorded by Chelsea Brown (King Music), *Subway* by Blonde on Blonde (Festival Chrysalis), and Australian release for *Come On Over* by Olivia Newton-John (Festival International) and *Night On Broadway* by Candi Staton (WEA).

Cream copyrights represented there are Rosetta Stone's version of *Sunshine Of Your Love* (EMI Private Stock) and *White Room* by Jimmy Ponder (RCA ABC). Eric Clapton's *This Be Called A Love Song* recorded by Ringo Starr has been issued by Arc Polydor.

In New Zealand, the Bee Gees' *Nights On Broadway* is available by Klaus Wunderlich (Viking Sevenses), *Blonde on Blonde's Subway* is on Festival, and Rosetta Stone's *Sunshine Of Your Love* is on EMI NZ.

The Stigwood Group's publishing companies are administered worldwide by Chappell and Intersong.

## April's Staff shuffle

A STAFF reshuffle has followed the move of CBS publishing arm April Music from the CBS Soho Square headquarters to the former WEA premises in Greek Street.

Colin Giffin becomes head of creative development, and will be responsible for locating and developing new talent, reporting to professional manager Paul Bessell, whose new professional assistant is Gillian Massey. Bessell will control the day-to-day operation of the professional and creative staff as well as the exploitation of new talent and professional duties.

Jill Stean remains head of special

projects responsible for press, advertising and public relations and reporting direct to April managing director Len Beadle.

Neil Ferris, formerly with State Records, Nems and EMI Music, has joined April as head of promotion, reporting to Bessell, and the company's new head of copyright and royalties is Peter McGlinchey. He has joined from ATV Music, and will be responsible for the operation of the administration department, with international administrator Beryl Kaye and recently promoted senior copyright assistant Jane Gibb reporting to him.

## Logo sign up Worth

LOGO MUSIC has set an agreement to represent writer/producer John Worth's publishing enterprise Double W Music on a worldwide basis.

Included under the deal are Worth compositions and songs written by acts whom he produces. Worth is

currently completing a new musical called *Blag*, written in collaboration with Tony Hore and Ray Jenkins who scripted *The Sweeney* series.

Worth is also recording an LP in Holland and London featuring Texan singer/songwriter Lucy Stymel for MCR Records of Holland.

## Rondor signs up Dire Straits

RONDOR MUSIC, the publishing arm of A&M Records, has signed Dire Straits for publishing. The four-strong band, which records for Phonogram's Vertigo label, are Mark Knopfler (lead guitar), Dave Knopfler (rhythm guitar), John Illsley (bass guitar) and Pick Withers (drums).

A single *Sultan of Swing* was released last Friday, and Dire Straits' debut album is scheduled for June 9.

## Screen Gems builds up in Britain

SCREEN GEMS-EMI Music is building up its stable of British songwriters with the signing of Dave Lewis and Hi-Tension.

Lewis, who now leads his own band, is currently working on new material for his next Polydor album, and the eight-strong Hi-Tension soul group has won chart honours with its self-named debut single produced by Chris Blackwell and former Osibisan Kofi.

# Again and Again

THAT'S HOW MANY TIMES YOU'LL HEAR THEM  
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# BROADCASTING

OVER A year has passed since the Annan Report was published. The existing 19 independent radio stations are all now, after an average of two and a half years, trading profitably, and the IBA is still urging the Government to give the go-ahead to increase the number of stations. Speaking at the RSA recently, IBA Director of Radio emphasised this point. DAVID DALTON reports.

## Thompson urges action on ILR station growth

JOHN THOMPSON, the IBA's director of radio, has called on the Government to grant permission for the growth of the ILR network. Speaking on the theme of Broadcasting In The Market Place: The Creation Of Independent Local Radio, at the Royal Society of the Arts, he said: "The IBA has made it clear to the Government that the Authority wishes to see Independent Local Radio expanded to provide a service for over 90 per cent of the UK, with finance coming primarily from advertisements. The IBA has already offered to make itself responsible for carrying through the whole of this plan. The existing 19 companies are already widely diverse in composition, size and approach; and the IBA would have as one of its prime aims to continue with this policy, while seeking a wider variety of approach wherever this is realistic."

Thompson stressed the need for an alternative level of lively and distinctive programming, pointing out that the present stations produce "nearly 150,000 hours a year of locally originated broadcasts. Most of the stations are on the air, available for listeners who want them, most of the time. Seven of the 19 broadcast regularly on a 24 hour cycle".

Producing figures to illustrate the variety and balance of the output of the ILR network, he revealed that,

excluding the news franchise of LBC, about half is music — mainly a range of popular music, with regular weekly slots for classical music. "All 18 general ILR stations have a contractual commitment to producing live music and over £1½ million has now been devoted to this aspect."

The non-musical half comprises approximately eight per cent for news; two per cent for sport; 18 per cent for aspects of current and social affairs, community and consumer information, features and interviews; 14 per cent for other speech items, the dedications, the presenters general continuity material, jingles and station identifications; and eight per cent for advertisements.

That eight per cent of output which is advertising at present produces, according to Thompson, an annual rate of net advertising of £22 million, more than half above what it was a year ago. And he quoted a prediction by *The Economist* that this figure may reach £30 million before the end of this year.

Thompson sees this increase as healthy. "All the present 19 contractors, now on average about 2½ years old, are trading profitably with a few even doing that from the

outset. Just over half of them have covered their start-up costs and any losses incurred in their first year or so of operations.

"Not surprisingly, two or three still have significant unabsorbed losses and it will be some time before current profits can cancel these. Within the next year or 18 months, however, the vast majority should be moving into true profit, both on trading account and with their initial costs and losses comfortably covered. Half a dozen are already in this position."

He continued: "During this present year four contractors have become liable to pay a profit-related secondary rental, making available funds for ploughing back into the ILR system. The rentals charged are at present based approximately on population coverage, ranging from some half million pounds a year for Capital Radio in London to some £15,000 for Radio Orwell in Ipswich."

Thompson ended his address with a request to the Home Secretary for the IBA to be allowed to implement the present Act of Parliament in providing a self-financing local radio service for "so much of the United Kingdom . . . as may . . . be reasonably practicable".



COMEDIAN BILL Barclay, who presents his own show on Radio Forth, has added his own contribution to Scotland's World Cup campaign by releasing the single *Hoat Pies For Us Argentina*. Barclay is seen here at a recent Celtic versus Hibernian testimonial match. (see story below).

## World Cup singles now total 22

RADIO CLYDE has been monitoring the flood of World Cup records and currently list 22, not including Rod Stewart's effort.

The singles include patriotic Scottish titles such as Scotland

Bonnie Scotland, Ally's Tartan Army and Sons of Scotland as well as adaptations such as *Que Sera Sera* (We'll Win The World Cup You'll See). Artists include Calum Kennedy, Andy Cameron and Moira Kerr.

One of the singles, Argentina Heroes by Moon Williams on Pye is getting airplay on television as well as radio. It is the theme song of the football series *Game Of The Century* currently being shown on BBC-1 on Sunday afternoons. The series has been sold world wide and so the song is being heard in 38 different countries.

## Metro stages two Jack Jones concerts

METRO RADIO is to present two exclusive concerts featuring American singer Jack Jones as part of the annual Newcastle Festival.

The concerts are to be staged at the City Hall in Newcastle on Sunday June 18 and will include a 23-piece orchestra. Jones is in the country for just a few days but Metro will record the shows for

future transmission. "We know he would love to stay for a lot longer," says Metro's Mike Taylor, "but business commitments in the States mean that he must fly back almost immediately after his festival shows. To date pre-ticket sales reactions has been very positive — it has been quite some time since this calibre of mor artiste has appeared in Newcastle."

## BBC Arena for Tubes, Bowie Swansea half-year profit up

BBC TELEVISION ARTS PROGRAMME Arena presents a special rock edition this week (Wednesday 10.45 pm and Monday May 29 10.45 pm BBC-2).

The main feature of the programme, a profile of The Tubes, may provide fans with their only opportunity of seeing the band for some while, as The Tubes cancelled most of their British tour after Fee Waybill broke his leg during a concert in Leicester. (*MW*, May 20).

The profile includes film of their concerts in New York and Oxford, while Waybill discusses his fall during a re-run of the incident.

SWANSEA SOUND'S half-year profit increased by 125 per cent to £45,000 compared with the same period last year. Results for the six months ended March 31 show that revenue increased by 33 per cent to £228,000, while expenditure was up 20 per cent to £183,000.

DAVID DALTON is Music Week's New Broadcasting Editor. Contact him now on 01-836 1522



BBC RECORDS held a reception recently to celebrate the silver disc status of the album *Radio One — Ten Years Of Hits*. Walter Woyda (centre), managing director of Pye Records, the distributors of the record, made the presentation to Derek Chinnery (left), head of BBC Radio One, and Alan Bilyard (right), head of BBC Records.

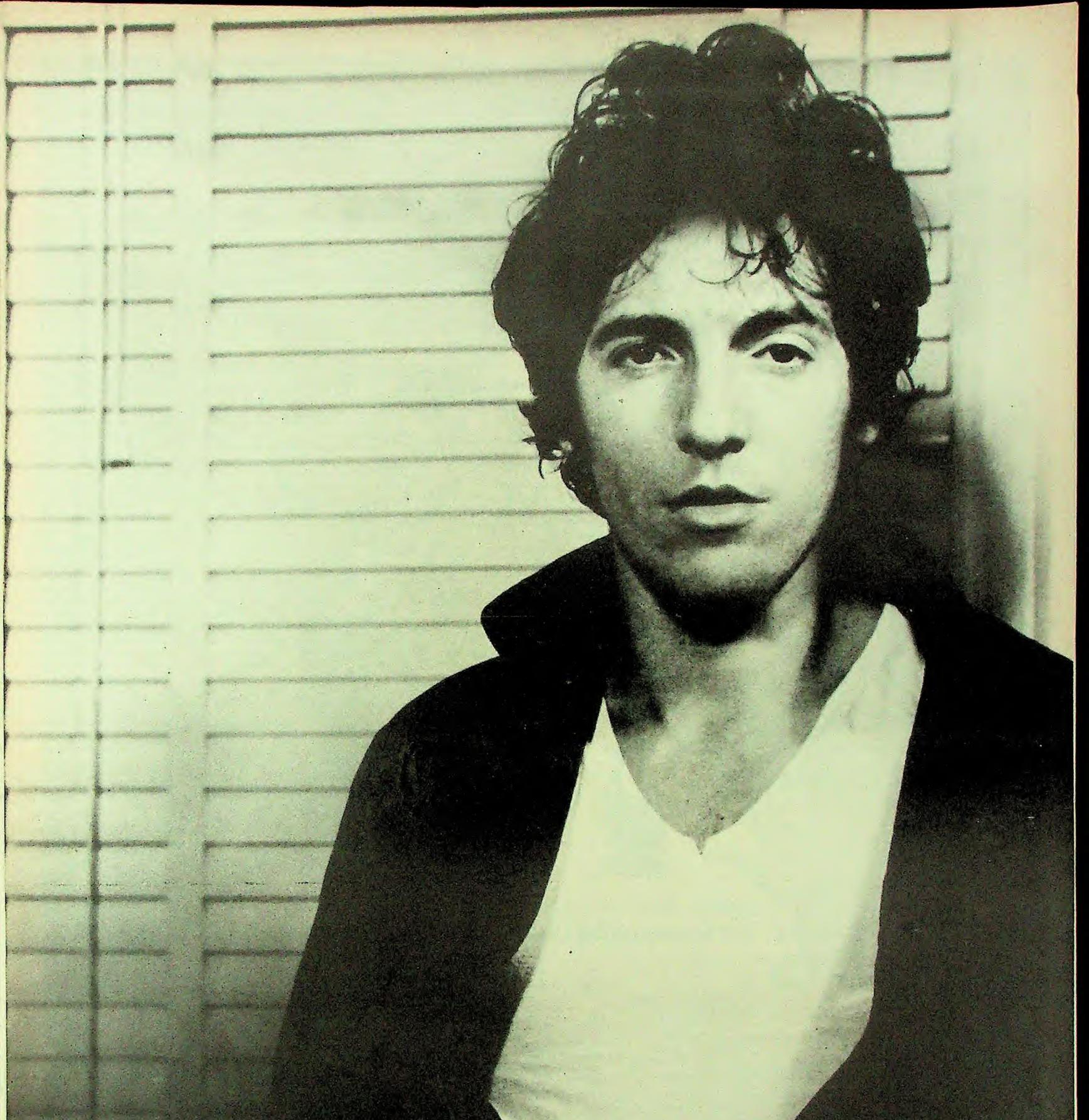


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*MCA Records congratulate  
Andrew Lloyd Webber and Tim Rice  
on winning three coveted  
Ivor Novello  
awards for  
"Don't Cry For Me Argentina."*



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Musically  
and  
Lyrically**



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International  
Hit  
Of The  
Year**

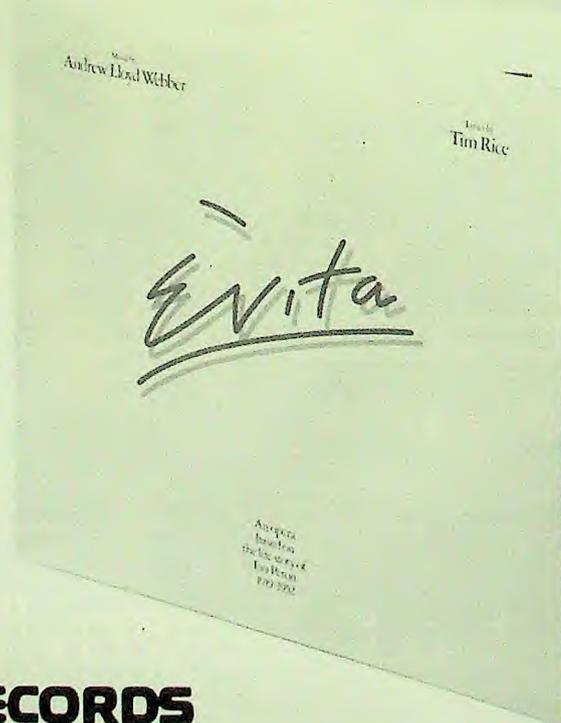


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# A **MUSIC WEEK** GUIDE FOR RETAILERS

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# WHOLESALEING THE GROWTH

LAST MONTH four major wholesalers responsible for £20 million turnover banded together to form BOOST – the British Organisation of One Stop Traders – in a bid for greater recognition from the major record companies. And this month came news of a new operation – Avon One Stop – being opened in Bristol by Relay to serve the West Country and South Wales. These are the latest indications that wholesaling will have an increasingly important part to play in the distribution of records.

In this special *Music Week* supplement, DAVID DALTON looks at some of the UK's wholesalers, from the long-standing traditionalists, to the rack jobbing outlets for the major manufacturers and the newest developments, the one stops. On this page, the wholesalers present their views in an analysis of the roles they fulfil and of their future in the music industry. In the following pages, we list the wholesaling companies as a guide for retailers.



BOB MILLER (right), director, shareholder and dealer contact at Rock Bottom, Croydon, Surrey, and his assistant – Alan Brett.

# OF THE WHOLESALERS

A MUSIC WEEK GUIDE TO  
ONE STOPS & WHOLESALERS

1978 WILL see wholesalers taking over a growing role in distribution in this country. With the record industry following the British economy into a slump last year, one surprising area of expansion was wholesaling. In the past much of the record companies' distribution was left in the hands of a few wholesalers. Now that all major companies maintain their own distribution services, some are wary of recognising and granting favourable terms to the growing number of wholesalers and one-stops. Are the manufacturers right to regard them with suspicion — after all some have sprung up and quickly folded in the past few years — or do wholesalers and one-stops point the way forward for the future of record distribution in this country? Whatever happens — the record companies probably will continue to distribute direct to the multiple chains — which after all provide millions of pounds worth of custom annually — and discount structures will continue to allow the multiples to trim their own unit profits to offer cut-price product.

But this leaves the small independent retailer looking around for a deal or better service and already he often decides that he can find both at a wholesaler.

The renewed growth of wholesaling can be likened in some ways to the birth of the supermarket, which was accompanied by the slow demise of the individual butcher, baker, or grocer. The small record dealer with a low turnover and already faced with a formidable amount of paperwork — not to mention minimum orders — finds it more convenient to go somewhere with a wide choice of product instead of having to place several orders with different companies. Wholesalers feel that they plug a gap in the distribution system that the record companies cannot or do not want to fill.

Walter Ficker, managing director of Lugtons, sums up that feeling: "The average retailer wants to give a service to the public that he cannot afford to give under present circumstances. A dealer can't afford to go to 20 or 30 different sources and write the sort of minimum orders each of them is looking for."

He continues: "If the wholesaler were to return to his former position, it would benefit the whole industry — the retailer, the wholesaler and the manufacturer. It would lift the manufacturers out of their troubles. It must be to the manufacturers' advantage if their product is reaching retail outlets which may not otherwise be able to provide large orders, and it is an advantage to the retailer to be able to provide a full range of product without having to overreach himself. That result multiplied across the country was in the past seen as a service to the public, and is the only way to operate effectively."

Ficker would like to see a return to that system. "It would be a return to practicality," he says. "Manufacturers have until recently had an easy time of it. The public went through a decade of never having had it so good. Now we are into leaner times, the manufacturers have to re-think their policies. The music industry is in need of people who are willing to make a commitment. I am not one who lives in the past but there were a lot of qualities around when I started, like the desire to provide a quality service, which should return. We can do without people diving into the industry, making a quick killing and then getting out again."

The emphasis on service is echoed by the younger breed of wholesalers.

"The dealers want good service as well as a good price," says Robert Shooman, a director of Warrens. "I am not knocking the record companies, because we fill a gap the record companies will never fill. It is not their fault — they are just too big. When you have 4,000 accounts, you can't treat every one as an 'A' account. We are young, ambitious men at Warrens and it is in our interests to look after our customers, so we offer a down-to-earth personal service. We don't try to sell customers what they don't want, leaving them to buy what they need. We supply five of the big London department stores — at above trade price — so they value our service and their sales of records have increased since we started supplying them."

Wholesalers are better equipped than the large record companies for seeking out new business. That's the feeling of Roger Hickman, managing director of Scottisc. "This is a racking operation into non-conventional accounts and the record companies are restricting their growth by not exploring these new areas," he says. "The turnover of our van sales service is increasing and it's been proved we have increased the overall sales of records because of impulse-buying and finding new outlets."

John Winnert, a director of Relay which is opening the Avon One Stop in Bristol, is looking forward to a bright future for the music industry and feels that retailers should be equally optimistic. "All the independent dealers think the future looks black but it's all to do with attitude," he declares. "If the attitude is good, then business will be good. To start up as a retailer these days, though, you need to be a businessman rather than just an enthusiast with £5,000 to spare."

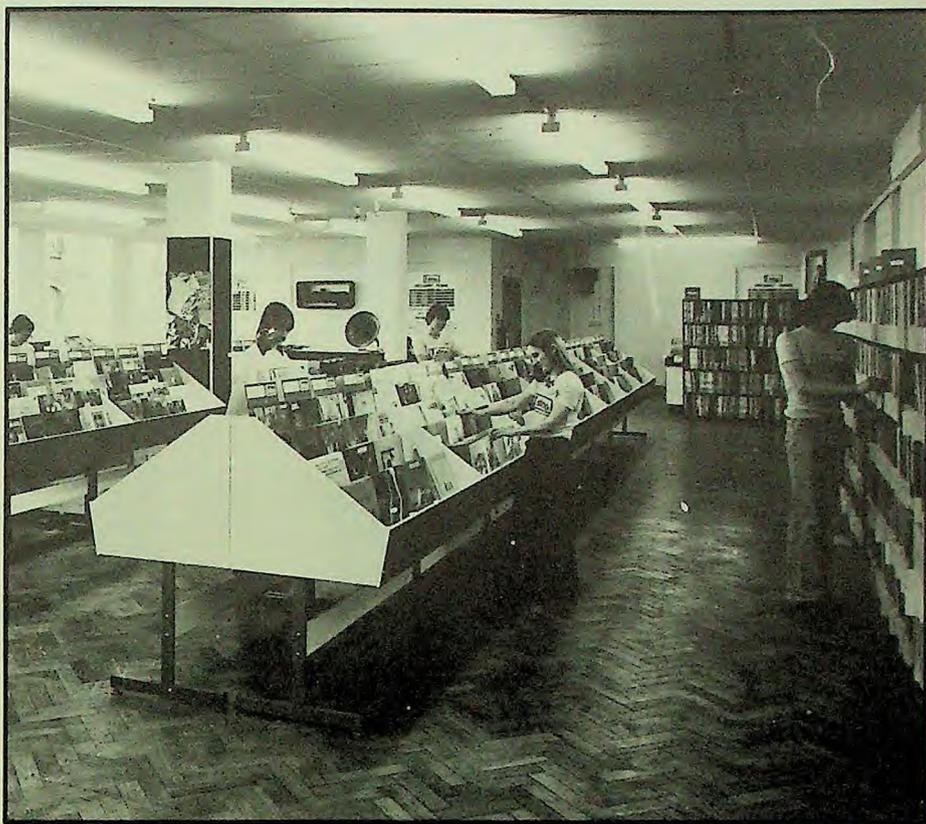
The Avon One Stop will be a new departure for Relay. "We are specialists rather than a one stop at the moment," Winnert explains, "and can usually give better terms, certainly on TV albums. Without concessions from the record companies, one-stops like Charmdale are doing it another way — bringing in imports, which is a way of saying, 'If you won't give us discounts, we'll get cheaper records elsewhere'. I don't want to knock imports as we sell a certain amount ourselves and have sometimes done well out of them."

Charmdale's joint managing director Terry Winsor explains his company's attitude to imports: "Wherever we don't get support from UK record companies, we are forced, not by choice, to look for alternative sources. Imports are created by the record companies' inflexibility. Their business loss is substantial, running to millions of pounds, whereas we would much rather see that money kept in the domestic market."

If wholesalers are the supermarkets of the record industry, then one-stops take the situation a step further.

Wholesalers are often specialists in particular non-mass-demand product. Lightning, for example, handles a great deal of imported reggae plus a new wave product, and is also an expert on golden oldies, carrying a large stock.

This type of operation also opens up new distribution outlets for small new or specialist labels, which all helps to provide a wider choice for the record buying public.



Browser racks at One Stop Distribution's central London premises with the cash desk in the background.



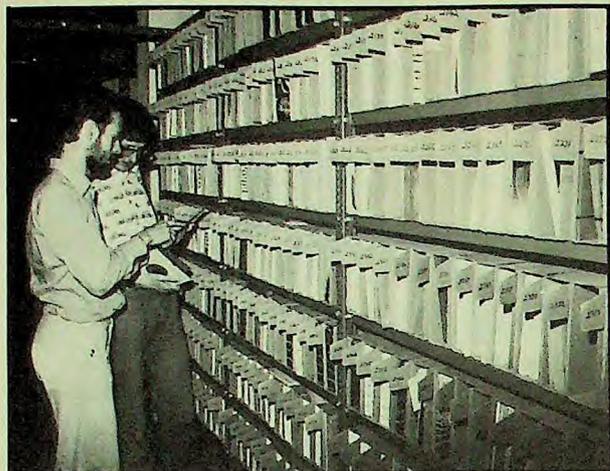
A-Z GUIDE TO  
WHOLESALERS  
STARTS NEXT PAGE

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# WHOLESALE



GOLDEN OLDIES racks at Lightning, London.

## TERRY BLOOD

Unit 4, Federation Road, Burslem, Stoke on Trent. Tel: (0782) 814211.

**Origins:** Started as a retailing concern 7 years ago and extended to Midlands wholesaling 2 years ago.

**Area covered:** England as far north as Hull and Blackpool and as far south as London and the South West. Also Wales.

**Size of Operation:** 38 people employed. Premises cover 6,000 sq ft.

**Imports:** Singles.  
**Product stocked:** All labels from all companies, including TV product. Also range of golden oldies and accessories.

**Minimum order requirements:** £35.

**Terms:** Dealer price.

**Ordering and delivery:** Almost all tele sales, though there are travelling reps who explore new business. All deliveries made by own fleet of 14 vans aiming to increase speed of delivery. Any order taken by 7pm will be delivered next day.

**Dealer contact:** Terry Blood or Graham Vernon, General Manager.

**One stop facilities:** Terry Blood is ½ mile from the M6 and has a large car park. Personal callers are welcome though most business is done through the delivery service. The trade counter is open while the warehouse is open Monday to Friday 7am to 7pm, often later, Saturday 6am to 2pm, Sunday 10am to 2pm.

## CHARMDALE

182 Acton Lane, London NW10. Tel: 01-961 3133.

**Origins:** Began five years ago as importer of American records. Now claims to be the UK's largest independent record distributor and wholesaler.

**Area covered:** Whole of UK.  
**Size of operation:** 45 staff. Former Atlantic warehouse covers 20,000 sq ft.

**Imports:** Large selection including deletions and current UK catalogue items imported directly. Abba's Golden Double from France and Donna Summer's Greatest Hits from Holland among recent heavy sellers.

**Product Stocked:** Total variety of stock among one million albums including top UK catalogue, TV albums, singles, cassettes and imports.

**Minimum order requirements:** Ten units.

**Terms:** Dealer price. Free delivery for orders above 25 LPs.

**Ordering and delivery:** Tele sales - 24 hour despatch on telephone orders. 20 full time reps plus 14 Mercedes vans.

**Dealer contact:** Brian Smith, sales director. Roy Gardner, national sales manager.

**One stop facilities:** Opening hours are Monday to Friday 9.30am to 6pm. No handling charge for cash and carry and discounts for cash.

## CLYDE FACTORS

79 Washington Street, Glasgow G3 8BD. Tel: 041 221 9844

**Origins:** Set up in 1901 as general wholesaler under the name of Phillip Woolfson, and entered the record business as an independent wholesaler in 1924.

**Area covered:** Scotland and the North of England as far south as Manchester.

**Imports:** None.  
**Product stocked:** across the board musically, all majors and most other record labels, with good range of Scottish and mor music.

**Minimum order requirements:** None.

**Terms:** Vary according to the account concerned.

**Ordering and delivery:** Own reps take orders, or dealers can phone them direct to company number.

**Delivery:** by own vans, and via courier services.

**Dealer contacts:** Norman Woolfson, record dept, manager; Saul Wolfson, record buyer; and Donald Clark, manager for Pickwick distribution.

**One-Stop facilities:** at the wholesale address, car parking available. One-stop is regarded as extra facility beside the main wholesale operation. Special discount offers at various times.

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A-Z GUIDE CONTINUES ON PAGE 6

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At the check-out you get one invoice for all your purchases and cheque payments can be arranged.

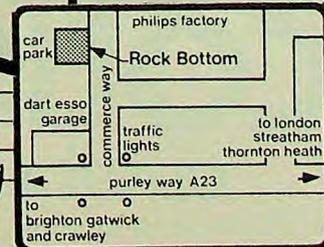
If you spend up to £150 you buy everything at manufacturers dealer price plus 2½% handling charge. Over £150 strictly dealer price. A nationwide delivery service is in operation, so you can even place an order over the telephone or telex and receive it within 48 hours. Much sooner if you are locally based.

Rock Bottom is open every day, except Saturday, 9am to 7.30pm (late night Friday 9am to 9pm), Sunday 10am to 2pm.

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# Rock Bottom



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01-680 4533  
Telex 8813340

# SCOTLAND'S No.1 WHOLESALE

## WORLD CUP TOPIO

- 1 COMPANY POLICY, We Cannae Go To Argentina
- 2 ROD STEWART & SCOTLAND, Ole Ola
- 3 BONE IDOL, The Roar Of The Lion (Ole Ally)
- 4 TARTAN LADS, Marching To Argentina
- 6 JANIE DELMAR, Que Sera Sera (We'll Win The Cup You'll See)
- 5 MONA STEWART, We'll Bring The Cup Home
- 7 SYDNEY DEVINE, Scotland For Ever
- 8 SCOTTISH FOOTBALL SUPPORTERS, Easy, Easy
- 9 MOON WILLIAMS, Argentina Heroes (We're On Our Way)
- 10 Mr. ABIE, Ay Ay Argentina
- 11 ANDY CAMERON, Ally's Tartan Army
- 12 SCOTLAND SONS, Hey Argentina
- 13 HAMPDEN'S HEROES, Scotland Bonnie Scotland

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## WHOLESALE CONTINENTAL RECORD DISTRIBUTES

Lyon Way, Rockware Avenue, Greenford, Middlesex. Tel: 01-578 4311.

Origins: Began in 1965 selling continental popular music and expanding into imports of folk and jazz from US.

Area covered: Whole of UK. Aberdeen furthest rep call North. Also exports.

Size of operation: 35 staff. Size of premises 14,000 sq ft.

Imports: Continental popular music jazz and classical, including the Bis catalogue from Sweden, Calliope production from France, Amadeo from Austria and Claves from Switzerland. Also imports from major manufacturers' affiliates overseas, particularly CBS and Polydor, including a number of James Last albums.

Product stocked: Classical, mor, ethnic and continental, folk and jazz. Minimum order requirements: £25 to open an account, otherwise none.

Terms: Dealer price.

Ordering and delivery: Tele sales and eight reps. 24 hour own van service for the Greater London area. 24 hour P.O. Nightrider service for the Home Counties. British Rail contract for the rest of UK giving 3-5 days delivery.

Dealer contact: Paul Shepherd, warehouse despatch manager.

One stop facilities: Easy access just off A40 at Greenford. Car parking facilities.

## LIGHTNING

839/841 Harrow Road, London NW10 5NH. Tel: 01-969 5255/7155.

Origins: Lightning was formed in 1975 and the early business consisted of supplying juke box singles plus reggae and golden oldies.

Area covered: Whole of UK plus Eire.

Size of operation: 70 staff. Size of warehouse 13,000 sq ft plus similar amount of office space on first floor.

Imports: Reggae directly from Jamaica, including Joe Gibbs label, and golden oldies from US.

Product stocked: Boasts all labels from all companies, plus exclusive lines such as reggae imports and golden oldies. Also large new wave list and range of accessories.

Minimum order requirements: None.

Terms: Discount given off retail price inclusive of VAT. 27 1/2 per cent for orders under £60; 30 per cent for orders between £60 and £200; 35 per cent for orders over £200.

Ordering and delivery: Special telephone order desk on 01-969 8344 (4 lines). Previous delivery must be paid for when making new order so that customers only ever have one payment outstanding. 48 hour delivery by Courier Express or Red Star.

Dealer contact: Phil Middle, credit control manager.

One stop facilities: Premises are prominent on Harrow Road. Streets at the back are free for parking. Opening hours are Monday to Friday 9am to 6pm, Saturday 10am to 4pm, Sunday 10am to 2pm.

## LUGTON & CO

PO Box 182, Cross Lane, London N8 7SB. Tel: 01-348 9122/9129. (Answer phone: 01-348 9129).

Origins: One of the originals, becoming involved in recorded sound early this century. Distributed all major labels until 1966.

Area covered: Whole of UK. Also exports world wide, though little to US.

Size of operation: 130 staff. Moved to present 1 1/2 acre premises from cramped Tottenham Court Road building four years ago.

Imports: Melodiya (Russian) through Collet's. Caedmon (American) through Teakfields; Supraphon (Czech) and Desmar through Rediffusion; plus others.

Product stocked: Large budget range with Pickwick catalogue most prominent. Also President, Charly and Island among smaller labels. Language and home study courses, spoken word and sound effects, as well as wide range of hardware and accessories.

Minimum order requirements: None, though small carriage, handling and packing charge on orders under £10 trade value.

Terms: Price list on request.

Ordering and delivery: Tele sales, reps and postal orders. 12 company vans with daily delivery in London area, also Courier Express.

Dealer contact: Walter Collins, director.

One stop facilities: Trade counter open while warehouse open. Ample car parking space.



LUGTON'S DIRECTORS Walter Collins (left) and Walter Ficker.

# TOP 60 Albums

WEEK ENDING MAY 27 1978

1	SATURDAY NIGHT FEVER Various	•	RSO 2698 123	31	VARIATIONS Andrew Lloyd Webber	•	MCA MCF 2824
2	THE STUD Various	•	Ronco RTD 2029	32	THE SOUND OF BREAD Bread	•	Elektra K 52062
3	YOU LIGHT UP MY LIFE Johnny Mathis		CBS 86055	33	THE STRANGER Billy Joel		CBS 82311
4	20 GOLDEN GREATS Frank Sinatra	•	Capitol EMTV 10	34	NEW VAN HALEN Van Halen		Warner Brothers K 56470
5	THE ALBUM Abba	•	Epic EPC 86052	35	SHOOTING STAR Elkie Brooks	□	A&M AMLH 64695
6	20 GOLDEN GREATS Nat King Cole	•	Capitol EMTV 9	36	BEST FRIENDS Cleo Laine/John Williams	□	RCA RS 1094
7	ANYTIME ANYWHERE Rita Coolidge	•	A&M AMLH 64616	37	A LITTLE BIT MORE Dr. Hook		Capitol EST 23795
8	AND THEN THERE WERE THREE Genesis	•	Charisma CDS 4010	38	ARRIVAL Abba	•	Epic EPC 86018
9	LONDON TOWN Wings	•	Parlophone PAS 10012	39	FONZIES FAVOURITES Various		Warwick WW 5037
10	PENNIES FROM HEAVEN Various		World Records SH 266	40	SIMON & GARFUNKEL'S GREATEST HITS Simon & Garfunkel		CBS 69003
11	CITY TO CITY Gerry Rafferty	□	United Artists UAS 30104	41	PLEASE DON'T TOUCH Steve Hackett		Charisma CDS 4012
12	PASTICHE Manhattan Transfer		Atlantic K 50444	42	ALL 'N' ALL Earth Wind & Fire	□	CBS 86051
13	BAT OUT OF HELL Meat Loaf		Epic EPC 82419	43	NATURAL ACT Kris Kristofferson/Rita Coolidge		A&M AMLH 64690
14	NEW BOOTS AND PANTIES Ian Dury	□	Stiff SEEZ 4	44	CENTRAL HEATING Heatwave		GTO GTLP 027
15	NEW I KNOW CDS I WAS THERE Max Boyce		EMI MAX 1001	45	NEW FM Various		MCA MGSP 284

# MADDY PRIOR

MADDY PRIOR - WOMAN IN THE WINGS



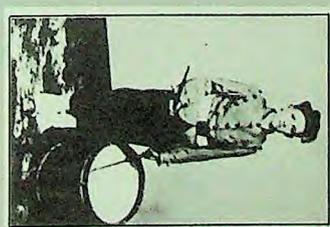
## WOMAN IN THE WINGS

CHR 1185  
Also available on cassette.



# WHITE MANSIONS

A tale from the American Civil War, 1861-1865



Album: AMLX 64691 £4.49

Cassette: CXM 64691 £4.49



# STEVE HILLAGE

**NEW!**

From the classiest disco cross-over band around!

# ODYSSEY

**Easy Come, Easy Go.**

PB 9252

From their incredible album,  
'Odyssey'

Record: PL12204. Cassette: PK12204.



Follow-up  
single to the  
incredible  
**NATIVE  
NEW  
YORKER**



Management and direction by Tommy Mottola.

Telephone orders: 021-525 3000

# RCA

# DEALER GUIDE TO AIRPLAY ACTION

## Radio 1

### RADIO ONE FEATURED FORTY

A BI NI BI — Izhar Cohen/Alphabeta (Polydor 2001 781)  
ALMOST SUMMER — Celebration (MCA 365)  
BECAUSE THE NIGHT — Patti Smith Group (Arista ARIST 181)  
BOOGIE SHOES — K.C. & The Sunshine Band (TK TKR 6025)  
CA PLANE POUR MOI — Plastic Bertrand (Sire 6078 616)  
DANCING IN THE CITY — Marshall Hain (Harvest HAR 5157)  
DAVY'S ON THE ROAD AGAIN — Manfred Mann's Earth Band (Bronze BRO 52)  
EASY COME EASY GO — Odyssey (RCA PB 9252)  
EDDY VORTEX — Steve Gibbons Band (Polydor 2059 017)  
EVERY KINDA PEOPLE — Robert Palmer (Island WIP 6425)  
FEELS LIKE THE FIRST TIME — Foreigner (Atlantic K 11086)  
HONEST I DO LOVE YOU — Candi Staton (Warner Brothers K 17164)  
IF I CAN'T HAVE YOU — Yvonne Elliman (RSO 2090 266)  
I FOUGHT THE LAW — Kris Kristofferson/Rita Coolidge (A&M AMS 7352)  
I'M ALWAYS TOUCHED BY YOUR PRESENCE DEAR — Blondie (Chrysalis CHS 2217)  
I TAKE WHAT I WANT — The Bishops  
JUPITER — Earth Wind & Fire (CBS 6267)  
LOVE IS IN THE AIR — John Paul Young (Ariola ARO 117)  
MADAM X — Smokey Robinson (Motown TMG 1106)  
MADEMOISELLE — Styx (A&M AMS 7355)  
MAKING UP AGAIN — Goldie (Bronze BRO 50)  
MORE THAN A WOMEN — Tavares (Capitol CL 15977)  
NEVER TOGETHER BUT CLOSE SOMETIMES — Carlene Carter (Warner Brothers K 17144)  
NIGHT FEVER — Bee Gees (RSO 002)  
OH CAROL — Smokie (RAK 276)  
ONLY LOVE CAN BREAK YOUR HEART — Elkie Brooks (A&M AMS 7353)  
ON THE STRIP — Paul Nicholas (RSO 011)  
PUMP IT UP — Elvis Costello & The Attractions (Radar ADA 10)  
RIVERS OF BABYLON — Boney M (Atlantic K 11120)  
STRANDED IN A LIMOUSINE — Paul Simon (CBS 6290)  
STUBBORN KIND OF FELLA — Frankie Miller (Chrysalis CHS 2221)  
THE BOY FROM NEW YORK CITY — Darts (Magnet MAG 116)  
TREAT HER RIGHT — Russ Ballard  
TUMBLING DICE — Linda Ronstadt (Elektra Asylum K 13120)  
WE'LL NEVER HAVE TO SAY GOODBYE AGAIN — England Dan & John Ford Coley (Big Tree 11111)  
WHAT A WASTE — Ian Dury (Stiff BUY 27)  
WOMAN OF MINE — Dean Friedman (Lifesong LS 401)  
YOU BELONG TO ME — Carly Simon (Asylum K 12289)  
YOU'RE THE ONE THAT I WANT — John Travolta/Olivia Newton John (RSO 006)  
YOU TOOK THE WORDS RIGHT OUT OF MY MOUTH — Meat Loaf (Epic EPC 5980)

### RECORDS OF THE WEEK

Dave Lee Travis: JUST LET ME DO MY THING — Sire  
Simon Bates: RUN FOR HOME — Lindisfarne (Mercury 6007 177)  
Paul Burnett: WE'RE ALL ONE — Bryan Haworth (A&M AMS 7361)  
Tony Blackburn: MIND BLOWING DECISIONS — Heatwave (GTO GT 226)  
Kid Jensen: AIN'T GOT A CLUE — The Lurkers (Beggars Banquet BEG 6)

## Luxembourg

### BULLETS

LET'S GO DISCO — Real Thing (Pye 7N 46078)  
SUBSTITUTE — Clout (EMI Carrere 2788)  
STUBBORN KINDA FELLA — Frankie Miller (Chrysalis CHS 2221)  
IT'S GOOD — Linda Lewis (Arista ARIST 184)  
DON'T STOP THE MUSIC — Liverpool Express (Warner Brothers K 17171)  
EASY COME EASY GO — Odyssey (RCA PB 9252)  
YOU'RE THE ONE — Gallagher & Lyle (A&M AMS 7356)  
OLE OLA — Rod Stewart (Riva 15)  
DO THE SWIM — Little Nell (A&M AMS 7351)  
FROM EAST TO WEST — Voyage (GTO GT 224)

### POWER PLAY

I REMEMBER LUCY — Thunderboots (State STAT 79)

### 208 TWIN SPIN:

(DON'T FEAR) THE REAPER — Blue Oyster Cult (CBS 6333)

## TOP ADD ONS

- 1 STUBBORN KINDA FELLOW — Frankie Miller (Chrysalis CHS 2221) RL, BR, RC, D, M, B, S, P, Bb.
- 2 OLE OLA — Rod Stewart (Riva 15), RL, C, BR, F, B, S, RT, P.
- 3 AIRPORT, The Motors (Virgin VS 219) PR, D, F, RT, V, Md, U
- 4 SUBSTITUTE — Clout (EMI Carrere 2788) RL, PR, C, M, B, TV, Bb.
- 5 = DANCING IN THE CITY — Marshall Hain (Harvest HAR 5157) PR, C, M, T, F, S.
- 5 = I'M ON MY WAY — Captain & Tennille (A&M AMS 7350) C, M, B, S, Hb, Bb.
- 5 = YOU'RE THE ONE — Gallagher & Lyle (A&M AMS 7356) RL, RC, M, T, TV, Bb.
- 8 = DON'T STOP THE MUSIC — Liverpool Express (Warner Brothers K 17171) RL, D, F, V, Bb.
- 8 = SATISFY MY SOUL — Bob Marley & The Wailers (Island WIP 6440) PR, C, F, S, P
- 8 = READY OR NOT, Helen Reddy (Capitol 15984) RC, M, S, Hb, Bb.
- 8 = ANNIE'S SONG — James Galway (Red Seal RB 5085) BR, RC, P, Ms, U.

Station abbreviations: R1 Radio One; B Beacon; BR BRMB; Bb BBC Blackburn; CR Capital; C Clyde; RC City; D Downtown; F Forth; H Hallam; Hm BBC Humber; L BBC London; RL Luxembourg; M Metro; Md BBC Medway; Mr BBC Merseyside; O Orwell; P Pennine; PR Piccadilly; PS Plymouth Sound; S Swansea Sound; T Tees; RT Trent; TV Thames Valley; U BBC Ulster; V Victory.

## Beacon Radio

WOLVERHAMPTON/  
BLACK COUNTRY

### ADD ONS

COME AND SEE ME AND COME LONELY — Dottie West (United Artists UP 36396)  
DO YOU WANNA DANCE — Ramones (Sire 6078 615)  
ON A LITTLE STREET IN SINGAPORE — Manhattan Transfer (Atlantic K 11136)  
DANCING IN THE CITY — Marshall Hain (Harvest HAR 5157)  
I'M BETTING MY LIFE AWAY — Allan Clarke (Polydor 2059 025)  
IT MAKES YOU FEEL LIKE DANCIN' — Rose Royce (Whitfield K 17148)  
I'M ON MY WAY — Captain & Tennille (A&M AMS 7350)  
PUMP IT UP — Elvis Costello & The Attractions (Radar ADA 10)  
SINCE YOU'VE BEEN GONE — Head East (A&M AMS 7359)  
OLE OLA — Rod Stewart (Riva 15)  
STUBBORN KINDA FELLOW — Frankie Miller (Chrysalis CHS 2221)  
SUBSTITUTE — Clout (EMI CARRERE 2788)

## BRMB

BIRMINGHAM

### ADD ONS

COME TO ME — Ruby Winters (Creole CR 153)  
CA PLANE POUR MOI — Plastic Bertrand (Sire 6078 616)  
PUMP IT UP — Elvis Costello & The Attractions (Radar ADA 10)  
DON'T TAKE IT LYIN' DOWN — Dooleys (GTO GT 220)  
DAVY'S ON THE ROAD AGAIN — Manfred Mann's Earth Band (Bronze BRO 52)  
OLE OLA — Rod Stewart (Riva 15)  
YOU TOOK THE WORDS RIGHT OUT OF MY MOUTH — Meat Loaf (Epic EPC 5980)  
DON'T ASK MY NEIGHBOUR — Sheila Hylton (Island WIP 6441)  
NO CLASS — The Movies (GTO GT 223)  
ANNIE'S SONG — James Galway (Red Seal RB 5085)

## Radio City

LIVERPOOL

### HIT PICKS

Roger Blythe: FRENCH WALTZ — Robin Sarstedt (Decca F 13778)  
Dave Lincoln: READY OR NOT — Capitol CL 15984)  
Phil Easton: MISS YOU — Rolling Stones (EMI 2802)  
Mark Jozz: STUBBORN KIND A FELLOW — Frankie Miller (Chrysalis CHS 2221)  
Brian Cullan: LET'S GO DISCO — Real Thing (Pye 7N 46078)  
Johnny Jason: SULTANS OF SWING — Dire Straits (Vertigo 206)  
Dave Eastwood: YOU'RE THE ONE — Gallagher & Lyle (A&M AMS 7356)  
Norman Thomas: USE TA BE MY GIRL — O'Jays (Philadelphia PIR 6332)

### ADD ONS

WARM RIDE — Rare Earth (Prodigal PROD 9)  
ANNIE'S SONG — James Galway (RCA RB 5085)  
LOVE IS A WORD — Stella Parton (Elektra K 12300)  
FEEL LIKE A MILLION — George Hamilton IV (ABC 1052)  
IS ANYBODY THERE — Rah Band (Ebony EYE 9)

## Radio Clyde

GLASGOW

### HIT PICKS

Dave Marshall: I'M ON MY WAY — Captain & Tennille (A&M AMS 7350)  
Steve Jones: MISS YOU — Rolling Stones (EMI 2802)  
Richard Park: SUBSTITUTE — Clout (EMI Carrere 2788)  
Tom Ferris: IN THE DEAD OF NIGHT — U.K. (Polydor 2001 783)  
Brian Ford: NEVER TOGETHER BUT CLOSE SOMETIMES — Carlene Carter (Warner Brothers K17144)  
Bill Smith: SHAME — Evelyn 'Champagne' King (RCA PB 1122)  
Dougie Donnelly: MIXED UP SHOOK UP GIRL — Paul Shuttleworth (Epic EPC 6117)

### CURRENT CHOICE

SATISFY MY SOUL — Bob Marley & The Wailers (Island WIP 6440)

### ADD ONS

(DON'T FEAR) THE REAPER — Blue Oyster Cult (CBS 6333)  
OLE OLA — Rod Stewart (Riva 15)  
DANCING IN THE CITY — Marshall Hain (Harvest HAR 5157)  
LET'S GO DISCO — Real Thing (Pye 7N 46078)  
STUBBORN KINDA FELLOW — Chrysalis CHS 2221)  
YOU TOOK THE WORDS RIGHT OUT OF MY MOUTH — Meat Loaf (Epic EPC 5980)  
AIN'T NO SMOKE WITHOUT FIRE — Eddie Kendricks (Arista ARIST 182)  
MIND BLOWIN' DECISIONS — Heatwave (GTO GT 226).

## Downtown Radio

BELFAST

### HIT PICKS

John Paul: WARM RIDE — Rare Earth (Prodigal PROD 9)  
Trevor Campbell: ALMOST SUMMER — Celebration (MCA 365)  
Candy Devine: DEACON BLUES — Steely Dan (ABC 4217)  
Michael Henderson: ROCK 'N' ROLL HEART — Lynn Jones (Ariola ARO 114)  
Eddie West: DON'T STOP THE MUSIC — Liverpool Express (Warner Brothers K 17171)

### ADD ONS

SHAME — Evelyn 'Champagne' King (RCA PB 1122)  
ELECTRICAL LANGUAGE — Be Bop Deluxe (Harvest HAR 5158)  
AIRPORT — The Motors (Virgin VS 219)  
DISCO INFERNO — The Trammps (Warner Brothers K 11135)  
FROM EAST TO WEST — Voyage (GTO GT 224)  
STUBBORN KINDA FELLOW — Frankie Miller (Chrysalis CHS 2221)  
SWEET MUSIC MAN — Ray Lynam & The Hillbillies (RL 905)  
TOMORROW — Manhattans (CBS 6386)  
DON'T ASK MY NEIGHBOURS — Sheila Hylton (Island WIP 6441)  
BEAUTIFUL LOVE — Brotherhood Of Man (Pye 7N 46071)

# MUSIC WEEK

## NEXT IN LINE

"Money" TDS2

TONIGHT

"Never Together But Close  
Sometimes"

CARLENE CARTER

"Honest I Do Love You"

CANDI STATON

"You Belong To Me"

CARLY SIMON



K17144



K17164



K12289



# BROTHERHOOD OF MAN

PRESENT THEIR NEXT  
SMASH HIT SINGLE

*Beautiful  
Lover*

7N46071



BUY IT HERE  
NOW!



# SINGLES CHART

# TOP 75

WEEK ENDING MAY 27 1978

1	RIVERS OF BABYLON Boney M	Atlantic/Hansa K 11210
2	NIGHT FEVER Bee Gees	RSO 002
3	BOY FROM NEW YORK CITY Darts	Magnet MAG 116
4	IF I CAN'T HAVE YOU Yvonne Elliman	RSO 2090 266
5	BECAUSE THE NIGHT Patti Smith Group	Arista 181
6	TOO MUCH TOO LITTLE TOO LATE Johnny Mathis/Deniece Williams	CBS 6164
7	MORE THAN A WOMAN Tavares	Capitol CL 15977
8	LOVE IS IN THE AIR John Paul Young	Ariola ARO 117
9	DO IT DO IT AGAIN Rafaella Carr	Epic EPC 6094
10	(I'M ALWAYS TOUCHED BY YOUR) PRESENCE DEAR Blondie	Chrysalis CHS 2217
11	AUTOMATIC LOVER Dee D. Jackson	Mercury 6007 171
12	NEVER LET HER SLIP AWAY Andrew Gold	Asylum K 13112
13	JACK & JILL Raydio	Arista 161
14	WHAT A WASTE Ian Dury	Stiff BUY 27
15	COME TO ME Ruby Winters	Creole CR 153
16	LET'S ALL CHANT Michael Zager Band	Private Stock PVT 143
17	SHE'S SO MODERN Boombtown Rats	Ensign ENY 13
18	NICE 'N' SLEAZY	

35	NEW IT SURE BRINGS OUT THE LOVE IN YOUR EYES David Soul	Private Stock PVT 137
36	IF YOU CAN'T GIVE ME LOVE Suzi Quatro	RAK 271
37	(DON'T FEAR) THE REAPER Blue Oyster Cult	CBS 6333
38	ON A LITTLE STREET IN SINGAPORE Manhattan Transfer	Atlantic K 11136
39	LOVING YOU HAS MADE ME BANANAS Guy Marks	ABC 4211
40	TAKE ME I'M YOURS Squeeze	A&M AMS 7335
41	JUPITER Earth Wind & Fire	CBS 6257
42	ONLY LOVIN' DOES IT Guys & Dolls	Magnet MAG 115
43	SINGIN' IN THE RAIN Sheila B. Devotion	Carrere EMI 2751
44	FOLLOW YOU FOLLOW ME Genesis	Charisma CB309
45	BOOGIE SHOES K.C. & The Sunshine Band	TK TKR 6025
46	BACK IN LOVE AGAIN Donna Summer	GTO GT 117
47	NEW MAKING UP AGAIN Goldie	Bronze BRO 50
48	CAN'T SMILE WITHOUT YOU Barry Manilow	Arista ARISTA 176
49	SHADOW DANCING Andy Gibb	RSO 001
50	I WONDER WHY Showaddywaddy	Arista 174
51	NEW ANNIE'S SONG James Gayway	Red Seal RB 5085
52	JUST FOR YOU Alan Price	Jet 108
53	FEELS LIKE THE FIRST TIME Foreigner	Atlantic K 11086
54	YOU TOOK THE WORDS RIGHT OUT OF MY MOUTH Meat Loaf	Epic EPC 5980
55	TAKE ME TO THE NEXT PHASE Isley Brothers	CBS 6292
56	EDDY VORTEX Steve Gibbons Band	Polydor 2059 017
57	WHEN YOU WALK IN THE ROOM Child	Ariola/Hansa AHA 511
58	HEY LORD DON'T ASK ME QUESTIONS Graham Parker	Vertigo PARK 002
59	ALL NIGHT LONG Dexter Wansell	Philadelphia PIR 6755

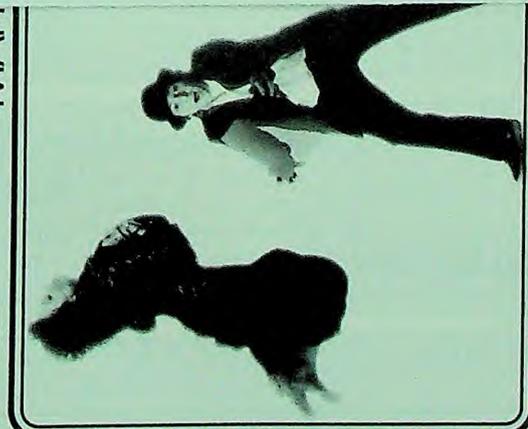
# Bills

New Sir

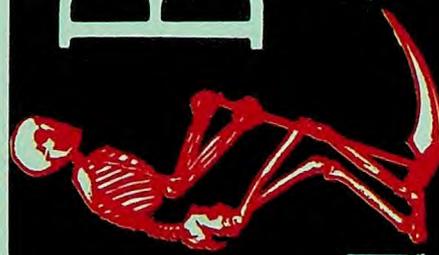
**I'VE GOT**

*c/w There's More To A Tear*  
UP 3639

MAR



A single with style

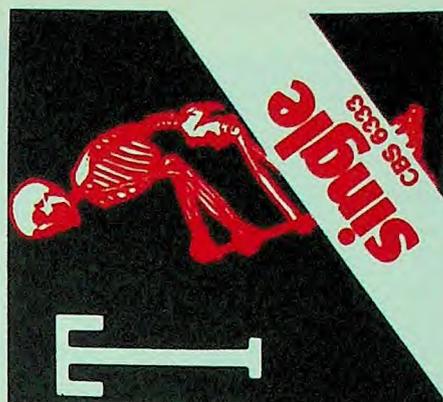


CBS  
Records

# BLUES

# BLUES BIRTHBOUT

# 'Don't Fear The Reaper'



CBS 6339  
**Single**

IN' DOWN	Philadelphia PIR 6255
E HONG KONG BEAT	GTO GT 220
artin Cook	BBC RESL 52
	United Artists UP 36346
ie' King	RCA PC 1122
UCK	Parlophone R 6019
OPLE	Island WIP 6425
T	Atlantic K 11099
iny Hathaway	
MOVIES	Capitol CL 15967
SATISFACTION	Stiff BOY 1
	RSO 2090 267
R	Pye 7N 46071
an	
YOUR PROBLEM	TDS 2
O TANGO	Mercury TANGO 1
	Stiff DEV 1
HEART	Mountain TOP 37
TIFIED	Bang BANG 1312

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# MUSIC WEEK

# SINGLES CHART

**next in line**

"Money" TDS2  
 TDS RECORDS  
 K17144

TONIGHT  
 "Never Together But Close Sometimes"

CARLENE C  
 "Honest I D  
 CANDI STA  
 "You Belong  
 CARLY SIMC

## Top 75

35	<b>NEW</b>	IT SURE BRINGS OUT THE LOVE IN YOUR EYES	Private Stock PVT 137
36	24	IF YOU CAN'T GIVE ME LOVE	RAK 271
37	64	(DON'T FEAR) THE REAPER	CBS 6333
38	38	ON A LITTLE STREET IN SINGAPORE	Atlantic K 11136

YOU HAS MADE ME BANANAS	ABC 4211
M YOURS	A&M AMS 7335
& Fire	CBS 6267
W' DOES IT	Magnet MAG 115
THE RAIN	Carrere EMI 2751
YOU FOLLOW ME	Charisma CB309
DOES	TK TKR 6025
Sunshine Band	GTO GT 117
LOVE AGAIN	Bronze BRO 50
UP AGAIN	Arista ARISTA 176
LE WITHOUT YOU	RSO 001
DANCING	Arista 174
WHY	Red Seal RB 5085
vaddy	Jet 108
ONG	Atlantic K 11086
way	THE WORDS RIGHT OUT OF MY MOUTH
YOU	Epic EPC 5980
THE FIRST TIME	TO THE NEXT PHASE
ers	CBS 6292
TEX	ons Band
ons Band	Polydor 2059 017
WALK IN THE ROOM	Ariola/Hansa AHA 511
DON'T ASK ME QUESTIONS	Verigo PARK 002
ker	Philadelphia DIR 6765
LONG	
cell	

# ELECTRIC LIGHT

# Wild W

**BROTHERS OF MAN**

PRESENT THEIR NEXT SMASH HIT SINGLE

*Bea La*



*Billie*

NEW SIM  
 AVAILABLE

T LONG  
 ansell Philadelphia PIR 6255  
 KE IT LYIN' DOWN GTO GT 220  
 OM THE HONG KONG BEAT BBC RESL 52  
 nton/Martin Cook  
 REET United Artists UP 36346  
 erty  
 mpagne' King RCA PC 112  
 TLE LUCK Parlophone R 6019  
 DA PEOPLE Island WIP 6425  
 er  
 RI GET Atlantic K 11099  
 ck/Donny Hathaway  
 THE MOVIES Capitol CL 15967  
 T NO) SATISFACTION Stiff BOY 1  
 LIVE RSO 2090 267  
 LOVER Of Man Pye 7N 46071  
 AT'S YOUR PROBLEM TDS 2  
 WO TO TANGO Mercury TANGO 1  
 ill  
 OUR HEART Stiff DEV 1  
 UNKTIFIED Mountain TOP 37  
 Bang BANG 1312



Single  
 CBS 6333

HT ORCHESTRA

# Best Hero

NGLE **Jet** RECORDS JET 109

BLE HERE

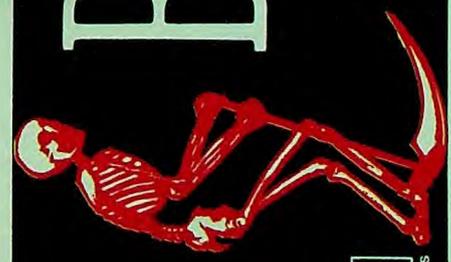
First 200,000 with special bag as illus

Billie  
 B10

New  
**I'VE GOT**  
 c/w There's More To A  
 UP



A single



CBS  
 Records

BULLY BULLY  
 'Don't Fear The Reaper'

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## NEXT IN LINE

- "Money"
- TONIGHT
- "Never Together Sometimes"
- CARLENE CARTER
- "Honest I Do Love"
- CANDI STATON
- "You Belong To Me"
- CARLY SIMON

TDS2  
TDS RECORDS

## TOP 75

35	NEW	IT SURE BRINGS OUT THE LOVE IN YOUR EYES David Soul Private Stock PVT 137	CBS 6333
36	24	IF YOU CAN'T GIVE ME LOVE Suzi Quatro	RAK 271
37	24	(DON'T FEAR) THE REAPER The Waitresses	CBS 6333
38	24	FEET IN SINGAPORE The Waitresses	Atlantic K 11136
39	24	MADE ME BANANAS The Waitresses	ABC 4211
40	24	WHEELS A&M AMS 7335	A&M AMS 7335
41	24	WHEELS A&M AMS 7335	CBS 6267
42	24	WHEELS A&M AMS 7335	Magnet MAG 115
43	24	WHEELS A&M AMS 7335	Carrere EMI 2751
44	24	WHEELS A&M AMS 7335	Charisma CB309
45	24	WHEELS A&M AMS 7335	TK TKR 6025
46	24	WHEELS A&M AMS 7335	GTO GT 117
47	24	WHEELS A&M AMS 7335	Bronze BRO 50
48	24	WHEELS A&M AMS 7335	Arista ARISTA 176
49	24	WHEELS A&M AMS 7335	RSO 001
50	24	WHEELS A&M AMS 7335	Arista 174
51	24	WHEELS A&M AMS 7335	Red Seal RB 5085
52	24	WHEELS A&M AMS 7335	Jet 108
53	24	WHEELS A&M AMS 7335	Atlantic K 11086
54	24	WHEELS A&M AMS 7335	Epic EPC 5980
55	24	WHEELS A&M AMS 7335	CBS 6292
56	24	WHEELS A&M AMS 7335	Polydor 2059 017
57	24	WHEELS A&M AMS 7335	Ariola/Hansa AHA 511
58	24	WHEELS A&M AMS 7335	Vertigo PARK 002
59	24	WHEELS A&M AMS 7335	Vertigo PARK 002
60	24	WHEELS A&M AMS 7335	Vertigo PARK 002



**BROTHERS  
OF MAN**

PRESENT THEIR NEXT  
SMASH HIT SINGLE

*Beau Lolo*



**Bills**

New

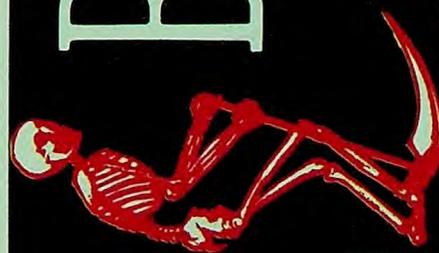
**I'VE GO**

c/w *There's More To A T*  
UP 3

M



A single w



CBS  
Records

**B**

**BLUETAIL**

**'Don't Fear The Reaper'**



**Single**  
CBS 6333

LONG

Philadelphia PIR 6255  
GTO GT 220  
BBC RESL 52  
United Artists UP 36346  
RCA PC 1122  
Parlophone R 6019  
Island WIP 6425  
Atlantic K 11099  
Capitol CL 15967  
Stiff BOY 1  
RSO 2090 267  
Pye 7N 46071  
TDS 2  
Mercury TANGO 1  
Stiff DEV 1  
Mountain TOP 37  
Bang BANG 1312

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# MUSIC WEEK

## NEXT IN LINE

"Money"

TDS2



TONIGHT

"Never Together B  
Sometimes"

CARLENE CARTE

"Honest I Do Love

CANDI STATON

"You Belong To M

CARLY SIMON

## BROTHER OF MAN

PRESENT THEIR NEXT  
SMASH HIT SINGLE

*Beau Ligon*



RECORDS

*Billie*

# SINGLES CHART

## TODAY

35 **NEW**

36 24

IT SURE BRINGS OUT THE LOVE IN YOUR EYES  
Private Stock PVT 137

David Soul

IF YOU CAN'T GIVE ME LOVE

Suzi Quatro

(DON'T FEAR) THE REAPER

RAK 271

NET IN SINGAPORE

Atlantic K 11136

MADE ME BANANAS

ABC 4211

RS

A&M AMS 7335

CBS 6267

CBS 6267

CBS 6267

S IT

Magnet MAG 115

AIN

Carrere EMI 2751

LOW ME

Charisma CB309

ne Band

TK TKR 6025

RAIN

GTO GT 117

IN

Bronze BRO 50

THOUT YOU

Arista ARISTA 176

NG

RSO 001

Arista 174

Arista 174

Red Seal RB 5085

Red Seal RB 5085

Jet 108

Jet 108

FIRST TIME

Atlantic K 11086

WORDS RIGHT OUT OF MY MOUTH

Epic EPC 5980

IE NEXT PHASE

CBS 6292

CBS 6292

and

Polydor 2059 017

LK IN THE ROOM

Ariola/Hansa AHA 511

T ASK ME QUESTIONS

Vertigo PARK 002

Philadelphi

DID 6765

# DIOPHANS



New Single

## I'VE GOT TO GO

c/w *There's More To A Tear (Than Meets The Eye)*

UP 36393

MARSHALL, HAIN



DANCING IN THE CITY

HAR 5157

A single with style - special limited edition picture bag.

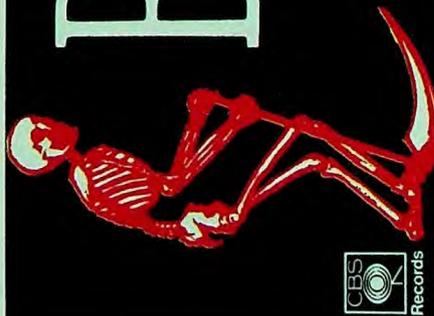
19	33	CA PLANE POUR MOI Plastic Bertrand	Sire 6078 616
20	16	IT MAKES YOU FEEL LIKE DANCIN' Rose Royce	Warner Bros. K 17148
21	26	A BI NI BI Izhar Cohen & Alphabeta	Polydor 2001 781
22	22	HI TENSION Hi Tension	Island WIP 6422
23	52	YOU'RE THE ONE THAT I WANT John Travolta/Olivia Newton-John	RSO 006
24	39	ANGELS WITH DIRTY FACES Sham 69	Polydor 2059 023
25	NEW	OLE OLA Rod Stewart	Riva 15
26	23	THE DAY THE WORLD TURNED DAYGLOW X-Ray Spex	EMI Int. INT 553
27	19	EVERYBODY DANCE Chic	Atlantic K 11097
28	17	MATCHSTALK MEN & MATCHSTALK CATS & DOGS Brian & Michael	Pye 7N 46035
29	40	ROSALIE Thin Lizzy	Vertigo LIZZY 2
30	69	OH CAROL Smokie	RAK 276
31	70	DAVY'S ON THE ROAD AGAIN Manfred Manns Earth Band	Bronze BRO 52
32	21	BAD OLD DAYS CoCo	Ariola Hansa AHA 513
33	36	UP AGAINST THE WALL Tom Robinson Band	EMI 2787
34	37	PUMP IT UP Elvis Costello and Attractions	Radar ADA 10

◆ MILLION (PLATINUM) ● ½ MILLION (GOLD) ○ ¼ MILLION (SILVER)

Top 75 compiled for Music Week and BBC based upon 260 from a panel of 460 conventional record outlets by the British Market Research Bureau Ltd.

60	68	DON'T TAKE IT LYIN' DOWN Dooleys	GTO GT 220
61	44	THEME FROM THE HONG KONG BEAT Richard Denton/Martin Cook	BBC RESL 52
62	47	BAKER STREET Gerry Rafferty	United Artists UP 36346
63	54	SHAME Evelyn 'Champagne' King	RCA PC 1122
64	30	WITH A LITTLE LUCK Wings	Parlophone R 6019
65	72	EVERY KINDA PEOPLE Robert Palmer	Island WIP 6425
66	57	THE CLOSER I GET Roberta Flack/Donny Hathaway	Atlantic K 11099
67	35	MORE LIKE THE MOVIES Dr Hook	Capitol CL 15967
68	60	(I CAN'T GET NO) SATISFACTION Devo	Stiff BOY 1
69	75	STAYIN' ALIVE Bee Gees	RSO 2090 267
70	NEW	BEAUTIFUL LOVER Brotherhood Of Man	Pye 7N 46071
71	66	MONEY THAT'S YOUR PROBLEM Tonight	TDS 2
72	48	IT TAKES TWO TO TANGO Richard Myhill	Mercury TANGO 1
73	62	JOKO HOMO Devo	Stiff DEV 1
74	—	PLACE IN YOUR HEART Nazareth	Mountain TOP 37
75	NEW	LET'S GET FUNKTIFIED Boiling Point	Bang BANG 1312

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# BLUE'S

## 'Don't Fear The Reaper'



Single  
CBS 6333

# AIRPLAY ACTION

## Radio Forth

EDINBURGH

### HIT PICKS

Mike Scott: THIS TIME I'M IN IT FOR LOVE — Player (RSO 008)  
Steve Hamilton: HONEST I DO LOVE YOU — Candi Staton (Warner Brothers K 17164)  
Bill Tarrant: DON'T STOP THE MUSIC — Liverpool Express (Warner Brothers K 17171)  
Mike Gower: AIRPORT — The Motors (Virgin VS 219)  
Tom Bell: FUNK THEORY — Rokotto (State STAT 80)  
Station Hit: DANCING IN THE CITY — Marshall Hain (Harvest HAR 5157)

### ADD ONS

JUST LET ME DO MY THING — Sire (CBS 6351)  
OLE OLA — Rod Stewart (Riva 15)  
WAITING HERE FOR YOU — Rab Noakes (Ring O' 2017 115)  
IT'S GOOD — Linda Lewis (Arista ARIST 184)  
SATISFY MY SOUL — Bob Marley & The Wailers (Island WIP 6440)  
NO CLASS — The Movies (GTO GT 223) Easy Come Easy Go — Odyssey (RCA PB 9252)

## Metro Radio

NEWCASTLE

### ADD ONS

SUBSTITUTE — Clout (EMI Carrere 2788)  
READY OR NOT — Helen Reddy (Capitol CL 15984)  
STUBBORN KINDA FELLOW — Frankie Miller (Chrysalis CHS 2221)  
I'M ON MY WAY — Captain & Tennille (A&M AMS 7356)  
YOU'RE THE ONE — Gallagher & Lyle (A&M AMS 7350)  
DANCING IN THE CITY — Marshall Hain (Harvest HAR 5157)

## Pennine Radio

BRADFORD

### HIT PICKS

Julius K. Scragg: ALL NIGHT LONG — Dexter Wansell (Philadelphia PIR 6255)  
Stewart Francis: TRADE WINDS — Lou Rawls (Philadelphia PIR 6354)  
Ian Scott: ANNIE'S SONG — James Galway (Red Seal RB 5085)  
Mike Hurley: I'LL NEVER FORGET YOU — Colin Blunstone (Epic EPC 6320)  
Peter Levy: CAN WE STILL BE FRIENDS — Todd Rundgren (Warner Brothers K 15539)

### PENNINE PICK

OLE OLA — Rod Stewart (Riva 15)

### ADD ONS

SATISFY MY SOUL — Bob Marley & The Wailers (Island WIP 6440)  
MAKING IT UP AGAIN — Goldie (Bronze BRO 50)  
YOU LIGHT UP MY LIFE — Johnny Mathis (CBS 6352)  
NEVER TOGETHER BUT CLOSE SOMETIMES — Carlene Carter (Warner Brothers K 17144)  
EASY COME EASY GO — Odyssey (RCA PB 9252)  
STUBBORN KINDA FELLOW — Frankie Miller (Chrysalis CHS 2221)  
HOLD YOUR HORSES — Celi Bee & The Buzzy Bunch (TK TKR 6032)  
COME TO ME — Ruby Winters (Creole CR 153)  
IT MAKES YOU FEEL LIKE DANCING — Rose Royce (Whitfield K 17148)  
YOU'RE THE ONE THAT I WANT — John Travolta/Olivia Newton John (RSO 006)  
MONEY THAT'S YOUR PROBLEM — Tonight (TDS 2)  
(DON'T FEAR) THE REAPER — Blue Oyster Cult (CBS 6333)

## Piccadilly Radio

MANCHESTER

### ADD ONS

AIRPORT — The Motors (Virgin VS 219)  
SUBSTITUTE — Clout (EMI Carrere 2788)  
SATISFY MY SOUL — Bob Marley & The Wailers (Island WIP 6440)  
DANCING IN THE CITY — Marshall Hain (Harvest HAR 5157)  
EASY COME EASY GO — Odyssey (RCA PB 9252)  
LET'S GO DISCO — Real Thing (Pye 7N 46078)

## Swansea Sound

SWANSEA

### HIT PICKS

Dave Bowen: STUBBORN KINDA FELLOW — Frankie Miller (Chrysalis CHS 2221)  
Colin Mason: IT'S GOOD — Linda Lewis (Arista ARIST 184)  
Jon Hawkins: READY OR NOT — Helen Reddy (Capitol CL 15984)  
Stuart Freeman: HONEST I DO LOVE YOU — Candi Staton (Warner Brothers K 17164)  
Phil Fothergill: I'M ON MY WAY — Captain & Tennille (A&M AMS 7350)

### ADD ONS

CALYPSO BREAKDOWN — Ralph MacDonald (TK TKR 6035)  
NO CLASS — The Movies (GTO GT 223)  
DANCING IN THE CITY — Marshall Hain (Harvest HAR 5157)  
TRADE WINDS — Lou Rawls (Philadelphia PIR 6354)  
SATISFY MY SOUL — Bob Marley & The Wailers (Island WIP 6440)  
THIS TIME I'M IN IT FOR LOVE — Player (RSO 008)  
OLE OLA — Rod Stewart (Riva 15)  
CLASSICAL GAS — Mason Williams (Warner Brothers K 16011)

## Radio Tees

TEESIDE

### ADD ONS

GIVE ME WHAT I CRY FOR — Chris Rainbow (Polydor 2059 998)  
GEORGE'S BAR — Roy Hill (Arista ARIST 186)  
ON A LITTLE STREET IN SINGAPORE — Manhattan Transfer (Atlantic K 11136)  
ON THE STRIP — Paul Nicholas (RSO 011)  
IT SURE BRINGS OUT THE LOVE IN YOUR EYES — David Soul (Private Stock PVT 137)  
YOU'RE THE ONE — Gallagher & Lyle (A&M AMS 7356)  
DANCING IN THE CITY — Marshall Hain (Harvest HAR 5157)

## Radio 210

THAMES VALLEY

### ADD ONS

YOU'RE THE ONE — Gallagher & Lyle (A&M AMS 7356)  
YOU LIGHT UP MY LIFE — Johnny Mathis (CBS 6352)  
TOMORROW — Manhattans (CBS 6386)  
ON A LITTLE STREET IN SINGAPORE — Manhattan Transfer (Atlantic K 11136)  
LOVE IS A WORD — Stella Parton (Elektra K 12300)  
EYE OF MY STORM — Sanford/Townsend (Warner Brothers K 17118)  
SUBSTITUTE — Clout (EMI Carrere 2788)  
COME AND SEE ME AND COME LONELY — Dottie West (United Artists UP 36396)  
FALLING — Le Blanc & Carr (Big Tree K 11114)  
I CAN FEEL MAD — Bilbo Baggins (Lightning LIG 520)

## Radio Trent

NOTTINGHAM

### ADD ONS

HONEST I DO LOVE YOU — Candi Staton (Warner Bros K 17164)  
ALL NIGHT LONG — Dexter Wansell (Philadelphia PIR 6255)  
DAVY'S ON THE ROAD AGAIN — Manfred Mann's Earth Band (Bronze BRO 52)  
YOU TOOK THE WORDS RIGHT OUT OF MY MOUTH — Meat Loaf (Epic EPC 5980)  
AIRPORT — The Motors (Virgin VS 219)  
OLE OLA — Rod Stewart (Riva 15)  
LOVING YOU HAS MADE ME BANANAS — Guy Marks (ABC 4211)  
MISS YOU — Rolling Stones (EMI 2802)

## Radio Victory

PORTSMOUTH

### HIT PICKS

Chris Pollard: DON'T STOP THE MUSIC — Liverpool Express (Warner Brothers K 17171)

Nicky Jackson: AIRPORT — The Motors (Virgin VS 219)  
Dave Christian: SWEET TALKIN' WOMAN — Electric Light Orchestra  
Andy Ferriss: CAN'T STOP LOVIN' — George Thorogood/Destroyers (Sonet SON 2148)  
Chris Rider: EASY COME EASY GO — Odyssey (RCA PB 9252)  
Anton Darby: PENNIES FROM HEAVEN — Pasadena Roof Orchestra (CBS 6376)  
Howard Pearce: DRIFT AWAY — Mud (RCA PB 5096)  
Jack McLaughlin: SPRINGTIME FOR HITLER — Mel Brooks (Asylum K 13115)  
Dave Carson: USE TA BE MY GIRL — O'Jays (Philadelphia PIR 6332)  
**STATION SPECIAL:**  
I'M THE URBAN SPACEMAN — Bonzo Dog Band (United Artists UP 36397)

## BBC Blackburn

### HIT PICKS

Jude Bunker: I'M ON MY WAY — Captain & Tennille (A&M AMS 7350)  
Rob Salvidge: PLACE IN YOUR HEART — Nazareth (Mountain TOP 37)  
Kath Dutton: STUBBORN KINDA FELLOW — Frankie Miller (Chrysalis CHS 2221)  
Phil Scott: DON'T STOP THE MUSIC — Liverpool Express (Warner Brothers K 17171)  
Trevor Hall: YOU'RE THE ONE — Gallagher & Lyle (A&M AMS 7356)  
Pat Gibson: I NEVER THOUGHT I'D BE LOSING YOU — Major Lance (Motown TMG 1109)  
Gerald Jackson: ON THE STRIP — Paul Nicholas (RSO 011)

## BBC Humberside

### RECORDS OF THE WEEK

John Howden: FRENCH WALTZ — Robin Sarstedt (Decca F 13778)  
Pam Gillard: I'M ON MY WAY — Captain & Tennille (A&M AMS 7350)  
Dave Sanders: READY OR NOT — Helen Reddy (Capitol CL 25984)

## BBC Medway

### PRESENTER PICKS

Rod Lucas: RUN FOR HOME — Lindisfarne (Mercury 6007 177)  
Tony Valence: DON'T ASK MY NEIGHBOURS — Sheila Hylton (Island WIP 6441)  
John Thurston: I'M BETTING MY LIFE ON YOU — Allan Clarke (Polydor 2059 025)  
Mike Brill: AIRPORT — The Motors (Virgin VS 219)

## BBC Merseyside

### PERSONAL PICKS

Billy Butler: PENNIES FROM HEAVEN — Pasadena Roof Orchestra (CBS 6376)  
Terry Lennaine: FUNK THEORY — Rokotto (State STAT 80)  
Dave Porter: SHAME — Evelyn 'Champagne' King (RCA PB 1122)  
John Kennedy: ANNIE'S SONG — James Galway (Red Seal RB 5085)  
Phil Ross: SULTANS OF SWING — Dire Straits (Vertigo 6059 206)

## BBC Ulster

### ADD ONS

ANNIE'S SONG — James Galway (Red Seal RB 5085)  
EASY AS PIE — Purify Brothers (DJM, DJS 10863)  
AIRPORT — The Motors (Virgin VS 219)  
SUBSTITUTE — Clout (EMI 2788)  
READY OR NOT — Helen Reddy (Capitol CL 15984)  
FRENCH WALTZ — Robin Sarstedt (Decca F 13778)

# RESTLESS?

*RAB NOAKES*



*RESTLESS*

**ALBUM 2339 201**

# RAB NOAKES YOUR PASSPORT TO TEN GREAT SONGS

## WAITING HERE FOR YOU IS HIS NEW SINGLE 2017 115

**ON TOUR WITH GERRY RAFFERTY**

June 1st QUEENSWAY HALL · DUNSTABLE  
2nd HEXAGON THEATRE · READING  
3rd ASSEMBLY ROOMS · DERBY  
4th FAIRFIELD HALL · CROYDON  
5th ODEON · EDINBURGH  
6th CITY HALL · GLASGOW

8th CITY HALL · NEWCASTLE  
9th CITY HALL · SHEFFIELD  
10th ARDWICK HALL · MANCHESTER  
11th DRURY LANE · LONDON  
12th HIPPODROME · BIRMINGHAM  
14th COLSTON HALL · BRISTOL

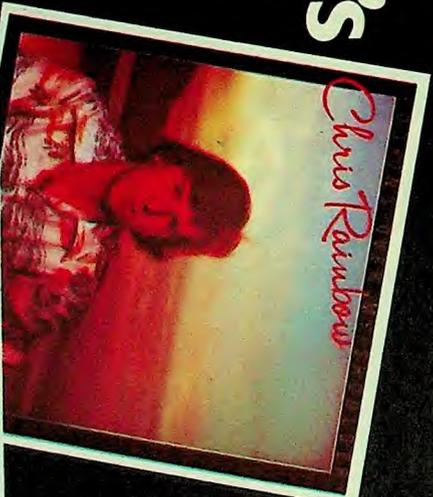
**RING RECORDS**

Contact Bernard Theobald 01-731 3982

Order from Polydor's own distribution company: Phonodisc Limited, Clyde Works, Grove Road, Romford, Essex, RM6 4QR. Telephone: 01-590 7766

10	13	Fleetwood Mac	Warner Brothers K 56344	40	36	Klaus Wunderlich	Decca DBC 516
17	10	LONG LIVE ROCK 'N' ROLL Rainbow	Polydor POLD 5002	47	50	EVERY 1'S A WINNER Hot Chocolate	RAK SRAK 531
18	9	20 CLASSIC HITS The Platters	Mercury 9100 049	48	NEW	LENA MARTELL COLLECTION Lena Martell	Ronco RTL 2028
19	15	KAYA Bob Marley & The Wailers	Island ILPS 9515	49	41	EXODUS Bob Marley & The Wailers	Island ILPS 9498
20	23	HEAVY HORSES Jethro Tull	Chrysalis CHR 1175	50	30	ANOTHER MUSIC IN A DIFFERENT KITCHEN Buzzecks	United Artists UAG 30159
21	25	20 GOLDEN GREATS Buddy Holly & The Crickets	MCA EMTV 8	51	NEW	MUSIC 'N' MOTION Various	Warwick WW 5041
22	19	THE KICK INSIDE Kate Bush	EMI EMC 3223	52	-	IN FULL BLOOM Rose Royce	Warner Brothers K 56394
23	16	EASTER Patti Smith Group	Arista SPART 1043	53	31	GREEN Steve Hillage	Virgin V 2098
24	21	OUT OF THE BLUE Electric Light Orchestra	Jet JETDP 400	54	45	CLOSE ENCOUNTERS OF THE THIRD KIND Original Soundtrack	Arista DLART 2001
25	18	THIS YEAR'S MODEL Elvis Costello & The Attractions	Radar RAD 3	55	-	ONCE UPON A TIME Donna Summer	Casablanca CALD 5003
26	26	POWER AGE AC/DC	Atlantic K 50483	56	44	ALL THIS AND HEAVEN TOO Andrew Gold	Asylum K 53072
27	27	PLASTIC LETTERS Blondie	Chrysalis CHR 1166	57	49	EAST MEETS WEST James Last	Polydor 2630 092
28	34	GREATEST HITS Abba	Epic EPC 69218	58	NEW	MAGIC FLUTE OF JAMES GALWAY James Galway	Red Seal LRLI 5131
29	NEW	PARKERILLA Graham Parker	Vertigo 6641 797	59	NEW	UK UK (UK)	Polydor 3202 080
30	34	THE RUTLES Rutles	Warner Brothers K 56459	60	-	LOVE FOR SALE Boney M	Atlantic/Hansa K 50385

# Here comes Chris Rainbow's pot of gold.



"Looking Over My Shoulder"  
the new album from Chris Rainbow,  
including his classic singles  
"Solid State Brain," "Allnight" and  
"Give Me What I Cry For."

Polydor Super 2383 467  
Cassette 3170 467



THE  
UNIQUE  
KLAUS  
WUNDERLICH  
SOUND

The new hit  
double album

DBC 5 6  
Also on cassette

**DECCA**

516 U.S. PAT. 2,810,605

**GREEN**

OUT NOW ON VIRGIN RECORDS V2098

## ONE STOP DISTRIBUTION

11-15 William Road, London NW1.  
Tel: 01-388 0137/4485.

**Origins:** Opened doors in October last year when current directors Eddie Webster (managing), Michael Ashwell, John Yorke and Oliver Davies decided to move into wholesaling in the UK. Non-Stop Records, primarily an exporting organisation, was already in operation.

**Are covered:** Mainly London and Southern England.

**Size of operation:** 15 staff approximately. One-Stop has the former CBS building on a long lease with access to 3 sales floors, though only one used at the moment.

**Imports:** Whole ranges imported including German and jazz catalogue. Not importing new release material as yet.

**Product stocked:** All major manufacturers in all fields including classical. Top 60 albums and tapes, top 50 singles and TV advertised product.

**Minimum order requirements:** None.

**Terms:** Vary according to size of order. A constant percentage is added to net costs so that if One Stop gets a good discount, this is passed on to the dealer.

**Ordering and delivery:** Mail orders and tele sales. No Saturday delivery but order taken on Friday afternoon would be despatched on Monday.

**Dealer contact:** Steve Sheen.

**One stop facilities:** Opening hours are Monday to Wednesday 10am to 7.30 pm, Thursday and Friday 10am to 8.30pm, Sunday 10am to 8.30pm.

## RECORD MERCHANTISERS

Clayton Road, Hayes Middlesex UB3 1HS. Tel: 01-848 7511.

**Origins:** Owned jointly by EMI, Polygram, Decca and Pye, was set up as rack jobbing operation twelve years ago.

**Area covered:** Whole of Britain.

**Size of operation:** 280 staff, Premises cover 50,000 sq ft.

**Imports:** Handles the import ranges of the four majors when volume sales justify it.

**Product stocked:** Releases in all musical categories from its four controlling companies, supplied to multiples. Soon introducing range of classical titles, which will be expanded if demand is good. Blank tape is future possibility.

**Minimum order requirements:** Depends on contract.

**Terms:** By negotiation.

**Ordering/delivery:** Most product bulk delivered. Some tele sales. Five company vans owned.

**Dealer contact:** national accounts manager Peter Welsh explores new business.

**One stop facilities:** None.

**BONAPARTE RECORDS, 101 George Street, Croydon, Surrey.**

Tel: 01-681 3062/1490. Began in retail five years ago with emphasis on contemporary product. Went into wholesaling a year ago, with wide range of product but specialising in New Wave product from all independents. Postal delivery service covers UK with exports to Europe and America. Opening hours are Monday to Saturday 9am to 7pm and dealer contact is Steve Melhuish. One-stop expansion in London is planned.

## RELAY

Elthorne House, 9 Cherington Road, London W7. Tel: 01-579 4249.

**Origins:** Started up 3 years ago with a few vans. First big success was the Perry Como double album at Christmas 1975.

**Area covered:** Great Britain, though strongest in London.

**Size of operation:** 30-plus staff. Premises approximately 2,000 sq ft, increasing to 3,500 sq ft when extension is completed in July.

**Imports:** European parallel releases and albums unavailable here.

**Product stocked:** Main business is TV albums but can provide a top-up service on full-price product. K-tel's biggest wholesaler. Also large stock of blank tape.

**Minimum order requirements:** £10 minimum for customers who telephone order. Otherwise none.

**Terms:** Dealer price on tv albums with no handling charge. Top 60 albums - above dealer price but better terms for quantity.

**Ordering and delivery:** Regular telephone calls in addition to customers' own telephone orders. Tele sales have increased while van fleet has grown smaller. Answer phone service (01-579 9921). Aims to serve anywhere in the country within 24 hours of order.

**Dealer contacts:** Ken Hillier and Bob Hale, sales managers.

**One stop facilities:** Trade counter is open while warehouse is open but telephone to check late evening and weekend opening. Free car parking and no problems with access.

Relay directors John Winnert and Tony Hamlin are opening a one stop operation in Bristol called Avon One Stop in a few weeks time. The address is Third Way, Avonmouth Trading Estate, Avon. It is situated two minutes from the junction between the M4 and M5 motorways.

## ROCK BOTTON

8 Commerce Way, Croydon, Surrey CRO 4XA. Tel: 01-680 4533.

**Origins:** Managing director Laurie Adams left Polydor three years ago to set up Sounds Ahead (a mainly classical mail order company), Worldwide Record Exporters and now Rock Bottom.

**Area covered:** Whole of UK.

**Size of operation:** 35 staff. 9,500 sq ft of floor space.

**Imports:** Selection of 7,000 US deletions imported directly. Also new range of budget and mid-price albums from France, Holland and W. Germany.

**Product stocked:** Extensive choice of all the major labels.

**Minimum order requirements:** None.

**Terms:** Dealer price plus 2½ per cent handling charge for orders up to £150; dealer price for orders above £150.

**Ordering and delivery:** Orders by post and tele sales. Any order telephoned before 12 noon Monday to Friday despatched the same day. Own van delivery service within five mile radius of warehouse, 48 hour maximum delivery service by Courier Express.

**Dealer contact:** Bob Miller, director.

**One stop facilities:** Easy access by road and large free car park. Opening hours are Monday to Thursday 9am to 7.30pm, Friday 9am to 9pm, closed on Saturday, Sunday 10am to 2pm. For overseas customers the premises are 30 minutes from Gatwick and 1½ hours from Dover.

## SCOTDISC

Exchange House, Lochpark Place, Denny, Stirlingshire. Tel: Denny 823625.

**Origins:** Started two years ago to cater for what was seen as a need for better distribution in Scotland.

**Area covered:** Whole of Scotland, including the Islands, plus North East England.

**Size of operation:** 10 staff. Size of premises not available.

**Imports:** Country & Western and deletions from US.

**Product stocked:** Business started with imports of American deletions and now has solid base of mor and top twenty albums. No singles. Also handles 10 Scottish labels with 300 titles of ethnic music.

**Terms:** Vary according to the account concerned. Records on a sale or exchange basis.

**Ordering and delivery:** Scotdisc find most customers (grocers, newsagents etc.) are happy with a rep calling every two or four weeks.

**Dealer contact:** Gordon Lothian, sales director.

**One stop facilities:** None.

**CAR RADIO OF PRESTON, 292 Blackpool Road, Preston PR2 3EE.**

Tel: 0772 716262 (Tape & Distribution accounts, Tel: 0772 718328). Began in 1970 as tape only distributors at height of "In-Car Entertainment" boom. Now handles product also from all leading TV merchandisers on LPs as well as cassette and full range of accessories. Covers North of England with three 30 cwt. vans. Car Radio is gradually changing its name to PIC-A-TAPE to suit its developing image.

# Friday night is one-stop night

## Who could wish for anything more?

the one-stop that's

**1 stop**

Distribution (Records & Tapes) Ltd

11-15 William Road, London NW1.  
Telephone: 01-388 0137. Telex: 298564

# CHARMDALE'S MOBILE WAREHOUSES BRING DISCOUNTS RIGHT TO YOUR DOORSTEP.



Charmdale's fleet of 14, 4 ton Mercedes vans operates all over Great Britain, carrying a comprehensive selection from stocks of over 1 million LP's. A unique, on the spot service from Britain's largest independent record distributor and wholesaler.

And in addition to wholesale prices, Charmdale offer the retailer even bigger discounts for cash and quantity purchase.

Stocks include imports, deletions and overstocks, the top U.K. catalogue, plus TV albums, cassettes and 45's. For example:

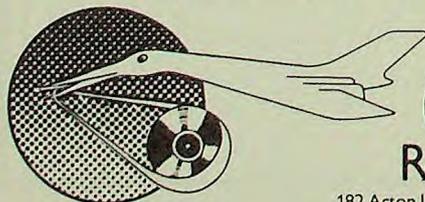
IAN DURY New Boots and Panties (Includes Sex, Drugs and Rock 'n' Roll) . . . . .	£2.50
BOZ SCAGGS Down Two Then Left . . . . .	£2.25
NEIL DIAMOND Beautiful Noise . . . . .	£2.25
ROLLING STONES Love You Life (2LPs) . . . . .	£2.99
RUNAWAYS Live In Japan . . . . .	£3.25
ROLLING STONES Greatest Hits (2LPs) . . . . .	£3.25
THE BOYS Alternative Chart Busters . . . . .	£1.75
DAVID BOWIE Station To Station and Low . . . . .	£2.06 each
MOTOWN STORY 5LP Box Set (Best Of) . . . . .	£4.50
BEE GEES Odessa (2LP's) . . . . .	£3.90
IAN DURY Sex 'n' Drugs 'n' Rock 'n' Roll . . . . .	£1.25

12" 45, 3 Tracks

Distributed Labels Rockburgh and Mulligan

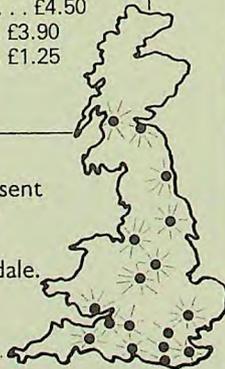
Should you wish to order titles not included in van stocks, speak to our representative—and the records will be sent direct to you. Or phone our central London warehouse for 24 hour despatch via Courier Express.

Delivery is free on orders over 25 LP's. From Charmdale. Right on your doorstep—wherever you are.



## CHARMDALE Record Distributors Ltd.

182 Acton Lane, London NW10 6HJ, Tel: 961 3133 and 961 2866.  
Telex: HETREC G 8813067.



Glasgow, Edinburgh, Newcastle, Carlisle, Leeds, Sheffield, Manchester, Nottingham, Birmingham, Leicester, Coventry, Worcester, Bristol, Cardiff, Southampton, Leicester, Cambridge, Canterbury, Brighton, Dover, Greater London, Bath.

# WHOLESALE

## SCOTIA

Jeffrey Street, Edinburgh.

Tel: 031-5570029

**Origins:** Derrick Wrenn started in retail and found demand for wholesaling. Started supplying a few shops with special product such as imports a year and a half ago.

**Area covered:** Whole of Scotland plus a few customers in the North of England.

**Size of operation:** 13 staff plus a couple of part timers. Old building on two floors plus a basement for storage amounting to 4,000 sq ft.

**Imports:** American cut-outs and deletions. Also selected imports of current product.

**Product stocked:** Singles — chart and new releases, plus new wave and reggae. Current albums and cassettes, also cut outs, deletions and overstocks.

**Minimum order requirements:** None.

**Terms:** 30 per cent discount from retail, plus 2½ per cent further discount for cash or credit settlement or 5 per cent for regular customers.

**Ordering and delivery:** Mostly tele sales also postal orders. Four delivery vehicles. Also by Courier Express and bus, which is seen as a cheap and flexible service suitable for Scotland.

**Dealer contact:** Derrick Wrenn, sales director.

**One stop facilities:** Opening hours are Monday to Saturday 9am to 6pm. Centrally located near Princes Street. Parking usually available on meters. Catalogues, posters and coffee available to personal callers who can browse through the racks.

## SELECTA

125/127 Lee High Road, Lewisham, London SE13 5NX. Tel: 01-852 9171.

**Origins:** For Selecta read Decca, this long established company was purchased by Decca as a distribution outlet just after the Second World War.

**Area covered:** Whole of Britain.

**Size of operation:** 210 people employed at 4½ acre London site. Also depot in Manchester.

**Imports:** Whole catalogues imported directly such as Telefunken from Germany, Black & White Jazz series from RCA (France), Hungaroton from Hungary; also Fiesta label from Decca (France).

**Product stocked:** Although not an independent distributor, Selecta handles product from labels outside Decca such as Power Exchange, Logo and Beserkley. Heavy investment in classical recordings of every type.

**Minimum order requirements:** No order refused but small charge on orders under £15.

**Terms:** Vary according to speed of payment.

**Ordering and delivery:** Tele sales. Delivery on a 24 hour basis under normal circumstances.

**Dealer contact:** Ralph Smedley, sales manager; Peter Barnett, imported and classical catalogue manager; Andrew Scott, pop and mor catalogue manager.

**One stop facilities:** None.

**MOSS MUSIC, 6 Allhalland Street, Rيدford, Devon. Tel: Bideford 5994.**

Although the Moss one-stop premises in Tiverton will not be open until September, the Moss Music bulk-buying scheme has already expanded to offer warehouse and one-stop facilities at several locations in Bideford. These will all come together under one much larger roof in Tiverton.

Dealers wanting to buy from the Bideford one-stops should call managing director Eric Moss at the above number, and he can give them the address of the nearest warehouse, and would be willing in some cases to meet dealers travelling a long distance half way to hand over the stock they want.

## SOLOMON & PERES

120 Coach Road, Templepatrick, Ballyclare, Co. Antrim, Northern Ireland. Tel: (Templepatrick) 32711. (Also at 106B Dublin Industrial Estate, Finglass, Dublin 11, Eire. Tel: Dublin 309922).

**Origins:** Company started in Northern Ireland and Eire 56 years ago by Maurice Solomon and Harold Peres.

**Area covered:** Whole of Northern Ireland and Eire. Opening premises in Glasgow to cover whole of Scotland.

**Size of operation:** 120 staff (plus future staff in Scotland). Size of premises in Belfast 15,000 sq ft; in Dublin 12,000 sq ft; in Scotland 9,000 sq ft.

**Imports:** None.

**Product stocked:** All major labels except EMI and Polydor plus smaller labels such as Stiff, Logo and Radar. Also most Irish labels including Release and Hawk.

**Minimum order requirements:** None.

**Terms:** Dealer price. Bonus discounts in certain areas of Northern Ireland. Also various discounts for fast payment.

**Ordering and delivery:** Four reps in Northern Ireland and four also in Eire. Also tele sales personnel who both make selling calls and accept orders from customers phoning in.

Order department for Northern Ireland, tel: (Templepatrick) 32693; order department for Eire, tel: (Dublin) 309209. Some van delivery by three vans in Northern Ireland and one in Eire. Otherwise delivery by courier. Order taken up to 1pm despatched the same day, otherwise the following day.

**Dealer contact:** Northern Ireland — Noel Spiller, sales manager; Eire — Shay Hennessy, general manager; Scotland — Fred Sinden, general manager.

**One stop facilities:** Northern Ireland premises are just off the M2 12 miles from Belfast. Eire premises are 5 miles from Dublin. Opening hours of both are Monday to Friday 9am to 5pm and there is parking available at both sites. Dealers are allowed to browse around the racks with trolleys. Similar facilities will be available at the Glasgow warehouse at 7 Kilbirnie Place, Tradeston Industrial Estate, Glasgow G5, which will also open on Sundays.

## H. R. TAYLOR

139 Bromsgrove Street, Birmingham B5 6RG. Tel: (021) 622 2377.

**Origins:** Part of newspaper and stationery group Aston & Taylor, H.R. Taylor started 20 years ago supplying budget records to stationery shops.

**Area covered:** Whole of England as far south as Luton and Bedford, though some distribution also in the West Country.

**Size of operation:** 30 staff. Warehouse size 9-10,000 sq ft.

**Imports:** Few.

**Product stocked:** 170 labels, including strong representation of K-tel and Pickwick. Special selection of sound effects records.

**Minimum order requirements:** 10 items.

**Terms:** Dealer price. **Ordering and delivery:** Mainly through reps. Seven company vans; also Securicon van delivery.

**Dealer contact:** Colin Grant, General Manager.

**One stop facilities:** Trade counter. Car parking is on meters in the street but these are usually vacant.

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# WHOLESALE

## WARRENS

16/18 Hollen Street, London W1  
Tel: 01-734 6822/3/4.

**Origins:** Set up in October last year when Warren Goldberg and Robert Shooman decided to go into wholesaling in a wholehearted way. Some one stopping business was already being done through Simon's Records (American cut-outs and deletions) and Simon's Sales (retail).

**Area covered:** Whole of Great Britain though main business is in the London area.

**Size of operation:** 5 staff. Size of premises 2,500 sq ft.

**Imports:** Few imports of current albums. Large range of American deletions and cut outs through Simon's Records.

**Product stocked:** Top 60 albums, top 50 singles, plus back catalogue. TV albums, rock, soul, mor, reggae, jazz, punk and classical; also tapes and accessories.

**Minimum order requirements:** None.

**Terms:** Dealer price plus 2½ per cent.

**Ordering and delivery:** Phone or postal orders. Special same day van delivery service for London area.

**Dealer contact:** Robert Shooman, director. Also Gary Franks.

**One stop facilities:** Opening hours are Monday to Friday 9am to 6pm, Saturday 10am to 1pm, Sunday during the busy seasons. Centrally located off Wardour Street in London and free parking by arrangement at nearby car park.

## WYND-UP

George Street Industrial Estate,  
Sedgley Park, Prestwich,  
Manchester. Tel: (061) 798 9252.

**Origins:** In operation for 10 years with origins in retailing.

**Area covered:** National service for multiples. Currently caters for independents in the North East and North West.

**Size of operation:** Staff of 31. Warehouse space of 2,335 sq ft on ground floor with a similar amount in offices and stores. Moving to new 15,000 sq ft premises in the early autumn.

**Imports:** None.

**Product stocked:** Entire catalogue of the majors plus TV albums. 100,000 singles distributed per week. Also general accessories.

**Minimum order requirements:** None.

**Terms:** Dealer price.

**Ordering and delivery:** Eight tele sales ladies taking orders Monday to Friday 9am to 6 pm. Any order received by 3.45pm. will be delivered the next day. Delivery by Securicor.

**Dealer contact:** Colin Reilly, managing director and chairman; Leslie O'Meara, sales director.

**One stop facilities:** A trade counter and carpeted showroom is open Monday to Thursday 8am to 5pm, Friday 8am to 6pm, Saturday 8am to 1pm. Car parking facilities on the industrial estate situated 1½ miles from junction 17 on the M62. New premises will be adjacent to junction 17.

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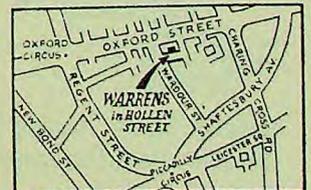
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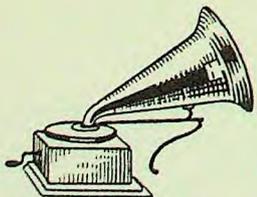
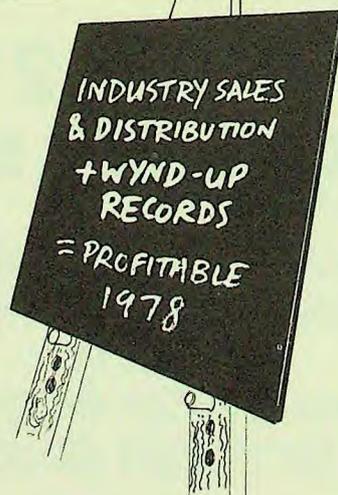


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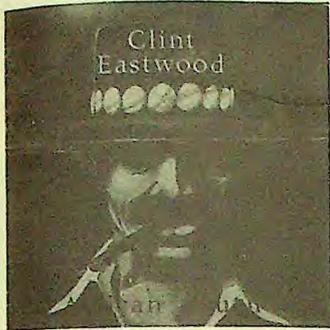


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# NEW RELEASES — ALBUMS

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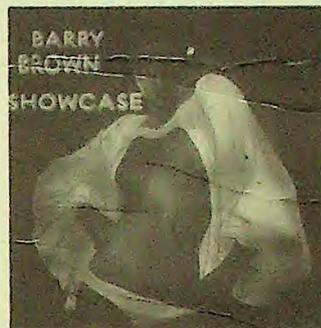
Clint Eastwood  
TWS 933

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Johnnie Clarke  
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**BARRY BROWN SHOWCASE**



TWS 937

**SWEET CONVERSATION**



JONNIE CLARKE  
TWS 914

**REVELATION TIME**



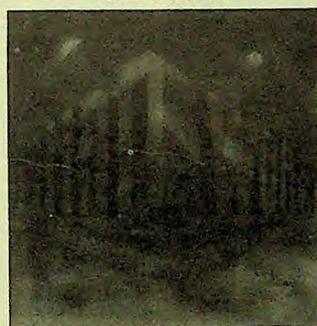
U-BROWN  
LAP 002

**IN COLD BLOOD**



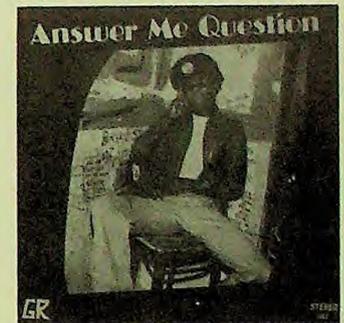
JACKIE MITTO  
TWS 931

**THIRD WORLD DISCO  
VOLUME 3**



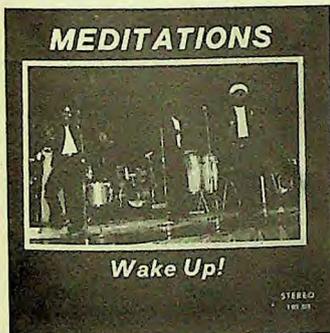
VARIOUS ARTISTS  
TWLP 206

**ANSWER ME QUESTION**



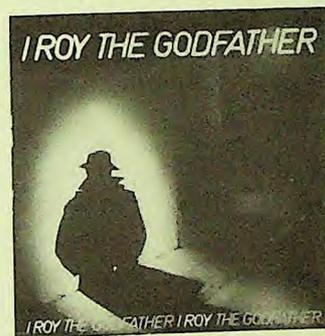
DILLINGER  
PDL 004

**WAKE UP**



THE MEDITATION  
TWS 929

**THE GODFATHER**



I-ROY  
TWS 930

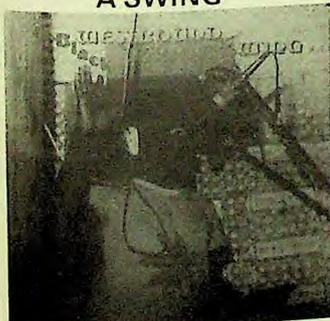
**CALYPSO REGGAE**



LORD TANNAMO  
TWS 936  
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SHOW CASE VOL. 1

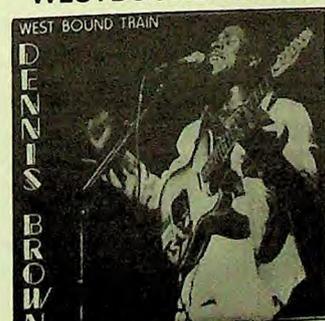
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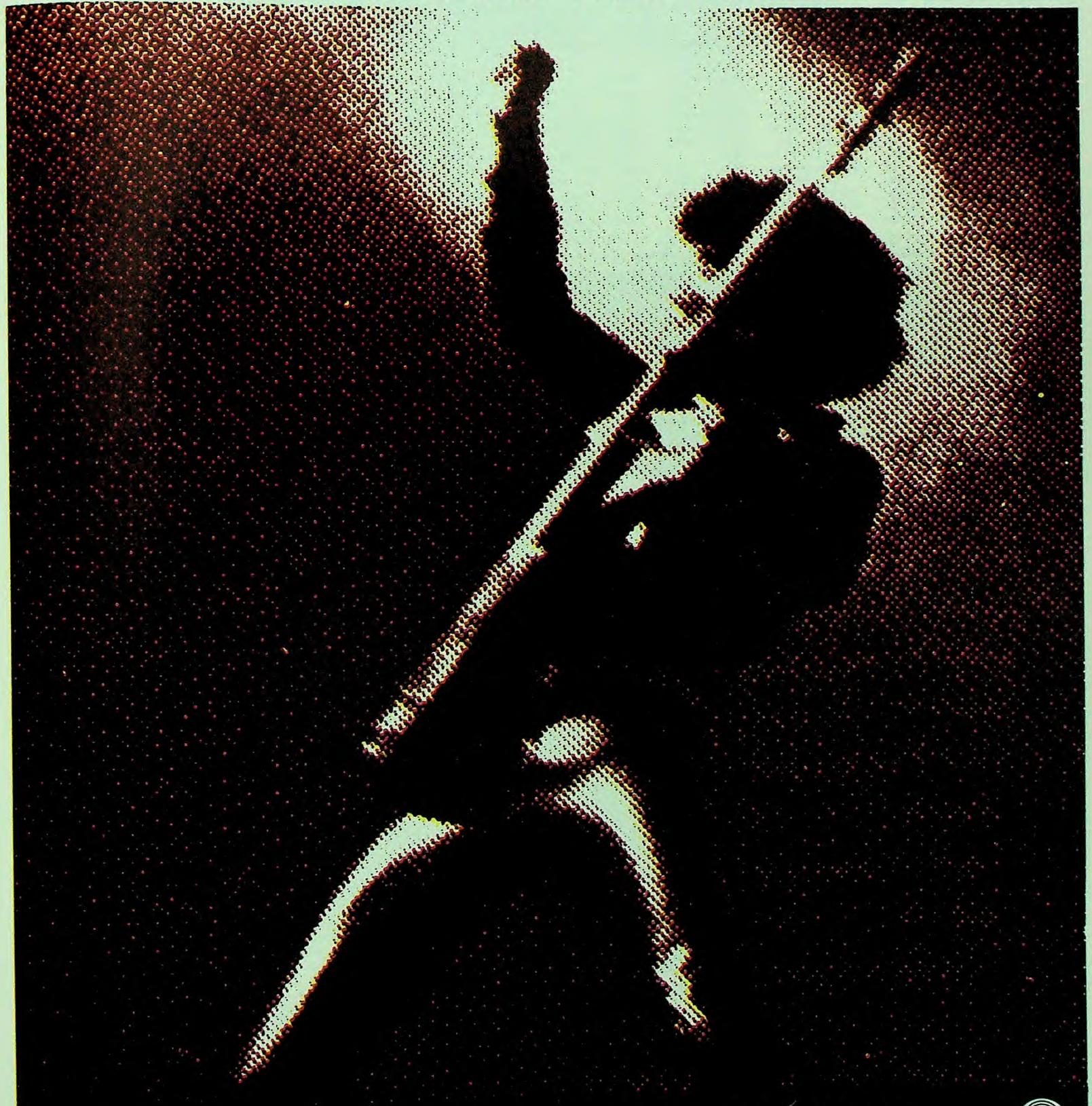
### ON TOUR

MAY								
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24th	Wednesday	Apollo Centre, Glasgow	28th	Sunday	Alhambra Theatre, Bradford	JUNE		
25th	Thursday	City Hall, Sheffield	29th	Monday	City Hall, Newcastle	1st	Thursday	Hippodrome Theatre, Birmingham
26th	Friday	Grosvenor Hall, Belfast	30th	Tuesday	Apollo Theatre, Manchester	2nd	Friday	Fairfield Halls, Croydon

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# JAZZ

by PATRICK SULLIVAN

## Away the Newport lads

AYRESOME PARK, home of Middlesbrough FC, will be the venue for what has to be the biggest gig of the year in the UK. A visit by the Newport Jazz Festival has been organised and sponsored by the Leisure and Amenities Department of the Cleveland County Council who, suffering from a bout of that rare disease, Enthusiasm, made up their minds about it all in four days flat! They also threw a press reception at Ronnie Scott's to announce that Ella Fitzgerald and Oscar Peterson would be topping a bill already overflowing with headliners. To date the programme includes the Buddy Rich Band, the Lionel Hampton All-Stars, Dizzy Gillespie's Quartet, World's Greatest Jazzband, Al Cohn, Zoot Sims, Bill Evans Trio, McCoy Tyner Trio, Art Blakey's Band, Lee Konitz, Freddie Hubbard, the Jonah Jones Quintet and Bo Diddley. In all there will be five concerts over the period July 21, 22, 23, and admission will scale from £1 to £7, with a season at £25. Our own jazzers will be represented by Chris Barber, Acker Bilk, Louis Stewart, NYJO, George Melly, Neville Dickie, Georgie Fame and a local big



Pictured above, left to right, Georgie Fame, Dizzy Gillespie and George Melly — all booked for a Georgie jazz festival.

band led by the cat who dreamed up the idea in the first place, Andy Hudson. Further information from the aforementioned department at Gurney House, Middlesbrough, Cleveland TS1 1JL, phone (0642) 248155 Ext. 3377 or 3380.

• M. Henri Renaud, who takes care of business for CBS in Europe, is arranging the release of a session he organised in New York last year

featuring no fewer than nine pianists. Keyboard stars in question are Al Haig, playing four Dizzy Gillespie numbers; Sadik Hakim with three tunes associated with Charlie Parker; Duke Jordan soloing on a brace of Tadd Dameron tunes; John Lewis with four of his own; Walter Bishop on three by Charlie Parker; Barry Harris with four by Thelonious Monk; Tommy Flanagan playing four Bud Powell

classics and Jimmy Rowles with his impressions of the Miles Davis Nonet repertoire. Looked-for release date is August, and recording took place on November 2 to 5 last year.

• Art (AT) Taylor's long awaited book, Notes and Tones, has been published by the author himself and can be obtained from him at 21, Quai des Ardennes, 4020, Liege, Belgium. The book, a series of interviews conducted by AT with people such as Miles Davis, Ornette Coleman, Eddie Davis, Dizzy Gillespie, Sonny Rollins and Kenny Clarke, finds the subjects really opening up in a way they would rarely do to a journalist. In all, musicians rapped about music, race, promoters, critics — and other musicians — with refreshing candour. Art took it ALL down, warts and all. The price of £10 might seem a little high for a paperback but the 300 pages, which AT proof-read himself, give a rare insight into the real world of jazz musicians.

• The Jazz Centre Society is presenting the Dewey Redman Quartet at the 100 Club, 100, Oxford Street, London at 8pm on Monday May 29. Billed as a Whit Monday Special, the concert will mark the first London appearance of Redman, generally regarded as the leading tenor saxophonist in modern music. He made his name with the Ornette Coleman Quartet during the Sixties and his powerful playing reached a wider audience when he joined the superb unit fronted by Keith Jarrett. Some of Redman's finest work can be found on Jarrett's album The Survivors Suite (ECM 1085), one of the best small group performances of the Seventies. Redman will be supported by Dave Burrell, piano; Mark Helias, bass; and Eddie Moore, drums. Sharing the bill will be London's rogue tenor man Lol Coxhill.

• Still with JCS, look out for a rare appearance by ace drummer Kenny Clarke at the LSE Old Theatre, Houghton Street, London WC2 on June 2. With Kenny will be Brit organist Mike Carr and guitarist Willie Payne. The concert is part of a tour by the trio which has been arranged by Robert Masters of Judaine Music, and other June dates are: June 3, The Arts Centre, Plymouth; June 4, South Hill Park, Bracknell; June 6, Museum and Art Gallery, Birmingham (lunchtime) and The Engine House, Bromsgrove, (evening); June 7, Jacquard Club, Norwich. More dates are being added and information on these can be obtained from Judaine Music at (034 287) 369.

• Mike Westbrook's Brass Band, recently returned from a highly successful jaunt in Scandinavia, blow their way through three dates for the Arts Council on May 27, 28, and 29. The gigs are all part of a Weekend of Music and Dance which takes place at the North Lawn, Serpentine Gallery in Kensington Gardens — and it's all for free!

• Spotlite Records have a number of interesting releases due including Al Haig Meets The Master Saxes Vol 1 with Alan Eager and Stan Getz; an album by The Kathy Stobart band featuring trumpeter Harry Beckett and singer Marion Williams, another cut by American trumpeter Jon Eardley in partnership this time with our own Pete King and a new series which kicks off with a set comprising previously unreleased sides by Big Bill Broonzy. Spotlite is distributed through Selecta whose other recent shots include The Very Best of Django Reinhardt (LP DP6 28441) and the latest from the Lee-Lambert stable, The Martin Drew Band (LAM 003).

• Quartet Books' plans to publish the three volumes of Leonard Feather's Encyclopaedia of Jazz in April have hit a snag and the new publication date is set for August. The publishers should be celebrating their super volume Stomping The Blues however which is chock full of fascinating photographs and a refreshingly new outlook on jazz history. Albert Murray is the author and the price, £4.95 (hardback), £2.50 (paperback), makes it exceptionally good value.

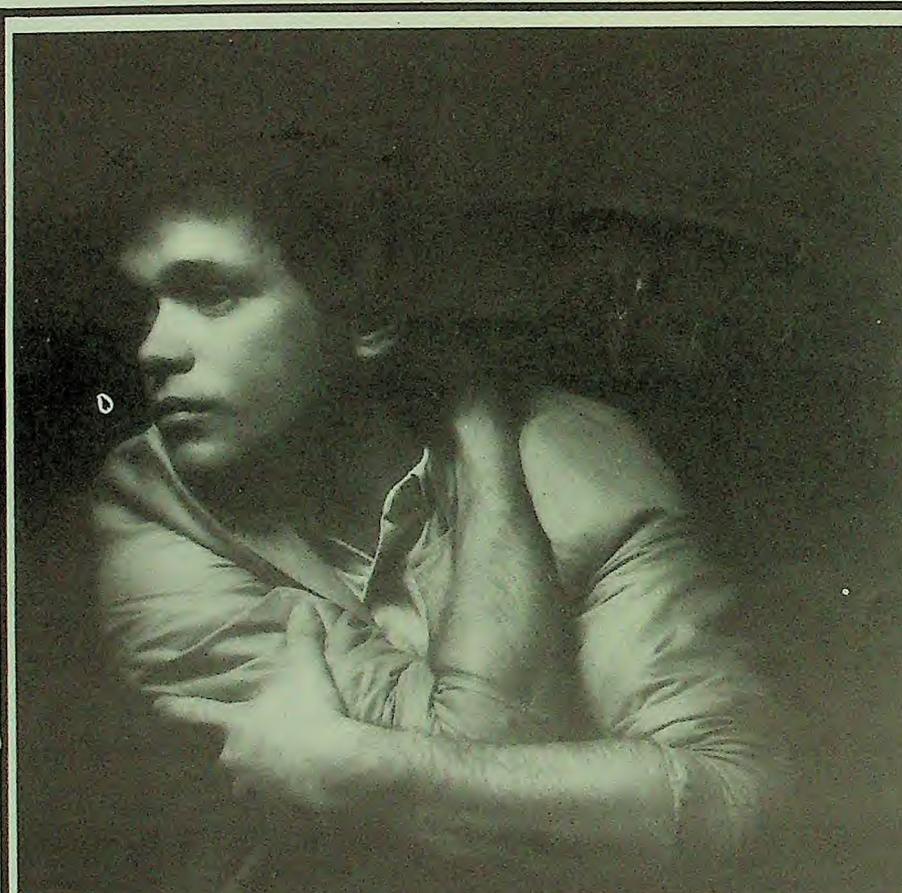
• News from the Sanyo Festival which takes place at the Chichester Theatre in October, is that Sarah Vaughn will replace Oscar Peterson and that the Woody Herman Herd will be featured in no fewer than five of the seven scheduled concerts. This will give Woody the opportunity to stage a retrospective look at his four decades as a band leader. Each concert will include a section when he plays some of the numbers which helped make the name of Herman famous and the title Herd synonymous with swing and excitement. Vaughn and the Herman Herd will team up for the afternoon concert on October 14. Also booked for the Festival are Stephan Grappelli, Bud Freeman and Everhard Weber's Colours.



Sarah Vaughan, who replaces Oscar Peterson at the Sanyo Jazz Festival.

• Bud Freeman has been playing his tenor sax since the Twenties and is still going strong. Now a resident of the UK, Bud recently took part in a jam session at The Portman Hotel in London. All part of a Jazz Weekend which included The Salute To Satchmo package and singers Annie Ross and Elaine Delmar. The jam included Johnny Barnes, Roy Williams, Pat Halcox, Sammy Rimmington and pianist Fred Hunt. The Portman holds regular Jazz Brunch sessions each Sunday with the music kicking off around 12.30. The surroundings are a distinct improvement on the usual scruffy scene in which jazz usually operates, and the cooking is authentic Creole. Information and bookings from Cindy Hacker at (01) 486 5844.

• The Gulbenkian Theatre at the University of Kent will be the setting for the sole UK concert by three American High School and College jazz choirs. The concert, set for Sunday, July 2, will be staged by Kentjazz and feature choirs from schools in California, Washington and Idaho who will leave the next day for the Montreux Jazz Festival.



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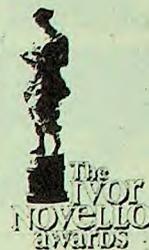
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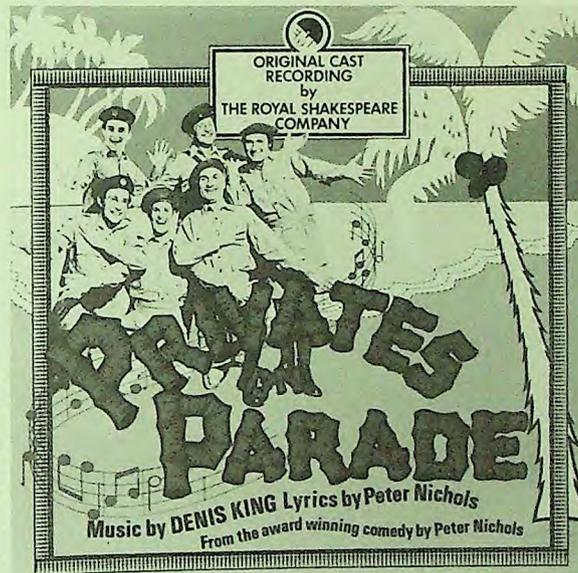
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# CHARTS

## U.S. Top 20

### SINGLES

- 1 (1) WITH A LITTLE LUCK, Wings
- 2 (3) TOO MUCH TOO LATE, Johnny Mathis/Deniece Williams
- 3 (4) YOU'RE THE ONE THAT I WANT, John Travolta/Olivia Newton-John
- 4 (6) SHADOW DANCING, Andy Gibb
- 5 (2) THE CLOSER I GET TO YOU, Roberta Flack
- 6 (7) FEELS SO GOOD, Chuck Mangione
- 7 (5) IF I CAN'T HAVE YOU, Yvonne Elliman
- 8 (9) IMAGINARY LOVER, Atlanta Rhythm Section
- 9 (8) COUNT ON ME, Jefferson Starship
- 10 (11) ON BROADWAY, George Benson
- 11 (12) DISCO INFERNO, Tramps
- 12 (13) THIS TIME I'M IN IT FOR LOVE, Player
- 13 (17) TAKE A CHANCE ON ME, Abba
- 14 (15) BABY HOLD ON, Eddie Money
- 15 (16) LOVE IS LIKE OXYGEN, Sweet
- 16 (10) NIGHT FEVER Bee Gees
- 17 (18) MOVIN' OUT, Billy Joel
- 18 (20) IT'S A HEARTACHE, Bonnie Tyler
- 19 (26) BAKER STREET, Gerry Rafferty
- 20 (23) YOU BELONG TO ME, Carly Simon

### ALBUMS

- 1 (1) SATURDAY NIGHT FEVER, Soundtrack
- 2 (2) LONDON TOWN, Wings
- 3 (4) FEELS SO GOOD, Chuck Mangione
- 4 (3) SLOWHAND, Eric Clapton
- 5 (5) JEFFERSON STARSHIP EARTH, Jefferson Starship
- 6 (11) SHOWDOWN Isley Brothers
- 7 (6) RUNNING ON EMPTY, Jackson Browne
- 8 (9) CHAMPAGNE JAM, Atlanta Rhythm Section
- 9 (8) EXCITABLE BOY, Warren Zevon
- 10 (10) SON OF A SON OF A SAILOR, Jimmy Buffet
- 11 (13) YOU LIGHT UP MY LIFE, Johnny Mathis
- 12 (15) CENTRAL HEATING, Heatwave
- 13 (12) THE STRANGER, Billy Joel
- 14 (17) FM Soundtrack
- 15 (18) AND THEN THERE WERE THREE, Genesis
- 16 (14) WEEKEND IN LA George Benson
- 17 (7) POINT OF KNOW RETURN, Kansas
- 18 (21) MAGAZINE, Heart
- 19 (19) VAN HALEN, Van Halen
- 20 (20) FANTASY LOVE AFFAIR, Peter Brown

(COURTESY OF BILLBOARD)

### CHART COMMENTARY

Cameo (6) seems to revive on the heels of Hi-Tension ..... Boiling Point (7) and Rick James (23) were serviced to DJs in US 12in form ..... Maytals (9) is biggest in South-East/Midlands/North-West, while the reggae flip hits South Wales ..... Eddie Kendricks (32) remains well spread, Sun (18) has SE/NW/other, Parliament (21) is especially hot in Midlands/NW ..... the imports as usual are confined to the South-East and isolated funk venues elsewhere .....

### BREAKERS

Moving up are: Stanley Clarke's More Hot Fun (Epic EPC 6353), Jimmy Horne's Dance Across The Floor (TK TKR 6028), Laurin Rinder & W. Michael Lewis's Seven Deadly Sins (Pye NSPL 28252, LP), JRT's Play It Again Sam (Electric LWOT 22); Heatwave's Mind Blowing Decisions (GTO GT 226), T-Connection's Let Yourself Go (TK TKR 6024), Roberta Kelly's Gettin' The Spirit (Oasis OASLP 505, LP), Mastermind's Hustle Bus Stop (CBS 6329), Brass Construction's Celebrate (UA UP 36389), Love & Kisses' Thank God It's Friday (Casablanca TGIFL 1), Carl Bean's I Was Born This Way (Motown TMG 1108).

### DISCO PICKS

REAL THING Let's Go Disco (Pye 7N 46078) atypical happy clapper from the Stud soundtrack\*\*  
 JALN BAND Get Up (& Let Yourself Go) (Magnet 12 MAG 118) churning fast flier on full-length limited 12in\*\*  
 LOVE AND KISSES Thank God It's Friday (Casablanca TGIFL 1) forthcoming (in August) movie title from an already hot LP, on 12in\*\*  
 TOWER OF POWER Lovin' You Is Gonna See Me Thru (CBS 6318) Isleys-type funky import hit\*\*  
 LINDA CLIFFORD Runaway Love/If My Friends Could See Me Now (Cartom K 17163) full-length funky import hit and popular gay flip\*\*  
 VARIOUS Disco Direction (RCA PL 42477, LP) 20 track compilation of recent pop and disco hits, good for early evening background music\*\*  
 SHEILA HYLTON Don't Ask My Neighbours (Island WIP 6441) reggae version of Emotions' US hit\*\*  
 AMANDA LEAR Follow Me (Ariola ARO 125) Automatic Lover-type\*

## DISCO TOP 40

Compiled from nationwide disco DJ returns, but excluding any titles which have previously appeared in Music Week's Top 30.

- 1 (2) SHAME, Evelyn 'Champagne' King (RCA PB 1122, 12in)
- 2 (7) WHATEVER IT TAKES, Olympic Runners (RCA PC 5078, 12in)
- 3 (3) VOYAGE (ALL CUTS), Voyage (GTO GTLP 030, LP)
- 4 (4) THE BEAT GOES ON AND ON, Ripple (Salsoul SSOL 105, 12in)
- 5 (6) I LOVE NEW YORK, Metropolis (Salsoul SSOL 107)
- 6 (13) IT'S SERIOUS, Cameo (Casablanca CANL 121, 12in)
- 7 (14) LET'S GET FUNKTIFIED, Boiling Point (Bang 1312, 12in)
- 8 (5) DELIRIUM, Francine McGee (RCA PC 9216, 12in)
- 9 (10) DISCO REGGAE/DUB A LITTLE REGGAE, Maytals (State STAT 78, 12in)
- 10 (11) DANCE A LITTLE BIT CLOSER, Charo (Salsoul SSOL 107)
- 11 (17) TAKE ME TO THE NEXT PHASE, Isley Bros (Epic EPC 6292, 12in)
- 12 (12) SATURDAY NIGHT FEVER (LP), Bee Gees/etc (RSO 2658123, LP)
- 13 (20) RUNAWAY LOVE, Linda Clifford (Cartom CUK 5021, US import LP)
- 14 (8) DON'T COST YOU NOTHING, Ashford & Simpson (Warner K 17096)
- 15 (21) YOU, Samuel Jonathan Johnson (Columbia JC 35323, US import LP)
- 16 (15) COME ON DANCE DANCE, Saturday Night Band (Prelude PRL 12155, US import LP)
- 17 (18) BOOGIE SHOES, KC & The Sunshine Band (TK TKR 6025)
- 18 (23) SUN IS HERE, Sun (Capitol CL 15979)
- 19 (22) THERE ARE MANY STOPS ALONG THE WAY, Joe Sample (ABC ABCL 5245, LP)
- 20 (16) BOOGIE TO THE TOP, Idris Muhammad (Kudu KU 38, US import LP)
- 21 (27) FLASH LIGHT, Parliament (Casablanca CAN 123)
- 22 (19) LOVIN' YOU IS GONNA SEE ME THRU/WE CAME TO PLAY, Tower Of Power (Columbia JC 34906, US import LP)
- 23 (38) YOU AND I, Rick James (Gordy G7-981R1, US import LP)
- 24 (33) PUT THE WORD OUT/PARTY POOPS, Heatwave (GTO GTLP 027, LP)
- 25 (24) WHISTLE BUMP, Deodato (Warner Bros K 56416, LP)
- 26 (29) MACHO MAN, Village People (DJM DJS 10856)
- 27 (26) DANCE WITH ME, Peter Brown (TK TKR 6027)
- 28 (—) WHAT IS FUNK, Rare Gems Odyssey (Casablanca CAN 124)
- 29 (37) EYESIGHT, James Brown (Polydor 14465 US import)
- 30 (34) ROMEO & JULIET, Alec R. Costandinos (Lightning LIG 535)
- 31 (31) BAMA BOOGIE WOOGIE, Cleveland Eaton (Ovation OVDI 5001, US import 12in)
- 32 (35) AIN'T NO SMOKE WITHOUT FIRE, Eddie Kendricks (Arista ARIST 12182, 12in)
- 33= (—) ALL NIGHT LONG, Dexter Wansel (Philadelphia PIR 6255, 12in)
- (—) IS THIS A LOVE THING/HONEY I'M RICH, Raydio (Arista SPART 1041, LP)
- 35= (—) DISCO INFERNO, Tramps (Atlantic K 11135)
- (40) JUPITER, Earth Wind & Fire (CBS 6267)
- 37 (—) THANK GOD IT'S FRIDAY (LP), Various (Casablanca TGIF 100, LP)
- 38 (—) DISCO INFERNO, Players Association (Vanguard VSL 5006, 12in)
- 39 (—) STANDING ON THE VERGE, Platinum Hook (Motown M7-899R1, US import LP)
- 40 (39) SATISFY MY SOUL, Bob Marley (Island ILPS 9517, LP)

DISCOS by JAMES HAMILTON

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# STUDIOS

## It's an ill wind that blows Sarm good

THINGS ARE now pretty well back to normal at Sarm studio, where a fire in the adjoining building led to a great deal of smoke and water damage being done recently. However, on the "it's an ill wind . . ." principle the need to clear and redecorate has been a good excuse for buying even more space-age audio electronics for the control room. Luckily the truly irreplaceable items, the contents of the tape library, escaped unscathed. The fire caused Sarm to close its doors to customers for the first time since it opened in 1973. Interesting announcements regarding the future personal career of Sarm chief John Sinclair may be expected soon.

ONE OF the doors which opened to displaced Sarm clients while the

refurbishing and re-equipping was going on was that of Regents Park Recording Co, where the eccentric UK combo Clayson and the Argonauts went to work on their new single (now released by Virgin) with engineer Steve Lipson and producer Hugh Murphy.

**BASING STREET** studios have notched up a starry list of clients in the past couple of months, including Trapeze, doing an LP with Jimmy Miller producing and Guy Bidmead engineering; the Motors doing their *Approved* by LP with Peter Kerr engineering and producing; the *Fabulous Poodles* working on their *Outside Barking* LP with Muff Winwood and engineer Howard Kilgour; ex-Stone Mick Taylor doing an LP with engineer Bidmead;

## STUDIO BUZZES

and Maggie Bell recording her single *Hazel*, with engineer Phil Brown and producer Andy Mackay. **Basing Street** engineer Rhett Davies recently went out to Chris Blackwell's (*Island md*) new studio, *Compass Point*, in Nassau, the Bahamas, to record the *Talking Heads* for Sire Records with *Eno* producing. In the meantime the *Basing Street Mobile* has been used by Thin Lizzy, News and The Jam.

AN UNUSUAL announcement — the price of something is coming down. Macinnes Laboratories announces that from June 1 it is reverting to its previous policy of direct marketing of Amcron equipment, and as a result of a new pricing policy the DC300A is now tagged at £550, and the EQ2 equalizer at £599.

## New console for Marquee



Above: The newly re-equipped and re-decorated control room with the MCI 542 desk.

MARQUEE STUDIOS has completed its current £120,000 investment programme by installing a new MCI 542 console, with full automation. At the same time the control room has been completely refurbished, and work has also been completed on the year-old MCI 542 console in the remix suite.

This has brought it up to the specification of the new console in the main studio — with the addition of a plasma light meter display unit and MCI automation. The Marquee complex is also acquiring a new separate lounge area for the remix clients. As is clear from all this the Marquee's long-standing mutual admiration pact with MCI equipment continues, and judging by the order book for the two

automated set-ups the arrangement is a useful and profitable one.

As the handsome new MCI took up abode in the studio, the old faithful bowed out. It has, as Simon White, Marquee company secretary recalls, been bought as a 16-channel desk, but was converted to 24. It will be going to a new home.

The new automated systems have proved very popular, not just with customers but also with chief maintenance engineer Jerry Browse, who is particularly fond of the desk and the Eastlake acoustic treatment in the remix room. There are plans to revamp the acoustics in the studio

itself later. Completion of this improvement programme leaves the Marquee claiming a place in the top league for automated facilities available under one roof.

Meanwhile, Biddu has been a regular client, working with engineer Richard Dodd on projects including the Stud theme for the now-charted Ronco LP, and tracks with the Real Thing, Linda Lewis, and Tina Charles. One of Dodd's own compositions is on the new Tina Charles LP which Biddu also made the Marquee.

Engineer John Eden has continued his work with Pip Williams on the forthcoming Graham Bonnet LP and the just-released Bardot album. This producer and engineer have also just completed an LP with Strapps, a band very popular in Japan — and the Japanese connection continues with engineer Phil Harding working on tracks with Japanese producer Robby Wada. Harding has also recently been engineering Clash sessions.

Geoff Calver was the first of the Marquee engineers to use the new automated facilities in the mixdown suite, co-producing an LP by Pacific Eardrum, with Dave McCrae. With producer Phil Swern Calver has also recently worked on an album by Therapy, and a single from Iceland artists Hot Ice.

Producer Robin Cable was one of the first clients for the re-equipped studio, laying down album tracks with Dave Townsend, engineered by Steve Holroyd, who has also been working with Martin Birch on the new Wayne Country and the Electric Chairs album. Other bookings have been from ex-Hollies man Terry Sylvester, Nutz, and the Scottish World Cup squad.



## It's what your right arm's for

THE VICTORIOUS EMI Abbey Road team (above) at the recent inaugural BASF Darts Trophy contest in London. Studio manager Ken Townsend (right) was one of a very large and enthusiastic number of studio and record industry people who turned out to play or just to watch. Bob Hine of BASF, who is much of the inspirational and organisational department behind the event, was delighted at the response, and says that although this first contest had to be a knock-out competition — because there was not time to establish a points table — the trophy will in future be a league trophy, with regular matches through much of the year leading up to a league final on points. All interested parties should contact Bob and then get their teams in training.

And (right) not looking too triumphant as he looks to see where his dart has landed is Dave



Carey, manager of CBS studio. And correcting a totally uncharacteristic error in lightning mental arithmetic — Dave Harries, (below), manager of Air London (Chalky to his arrow flinging cronies).



THE ARSENAL football team recording *Roll Out The Red Carpet* at Berry Street Studios in London, with studio manager Brian Hutch (centre front) and Brian Yershon, Lightning Records export manager, on his right.



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- |    |                      |                         |
|----|----------------------|-------------------------|
| 1  | Skids                | Charles                 |
| 2  | Blunt Instruments    | No Excuse               |
| 3  | Snatch               | All I Want              |
| 4  | Patrick Fitzgerald   | Safety Pin              |
| 5  | Nerves               | T.V. Adverts            |
| 6  | Menace               | G.L.C.                  |
| 7  | Exits                | Fashion Plague          |
| 8  | Ramones              | Do You Wanna Dance      |
| 9  | Cuban Heels          | Downtown                |
| 10 | Too Much             | Who You Wanna Be †      |
| 11 | Dyaks                | Gutter Kids             |
| 12 | Normal               | T.V.O.D.                |
| 13 | Fruit Eating Bears   | Chevy Heavy             |
| 14 | Slime                | Controversial           |
| 15 | Police               | Roxanne                 |
| 16 | Elton Motello        | Jet Boy Jet Girl †      |
| 17 | Buzzcocks            | I Don't Mind            |
| 18 | Tubes                | Show Me A Reason        |
| 19 | Martin & Brownshirts | Taxi Driver             |
| 20 | Pork Dukes           | Telephone Masturbator   |
| 21 | Neville Wanker       | Boys on the Dole        |
| 22 | Stiff Little Fingers | Suspect Device          |
| 23 | Cane                 | 3 x 3                   |
| 24 | 2-3                  | All Time Low †          |
| 25 | Garbo's Celluloid    | Only Death is Fatal     |
| 26 | Jet Bronx            | Rock and Roll Romance   |
| 27 | A.T.V.               | Life After Life         |
| 28 | Comic Romance        | Cry Myself to Sleep     |
| 29 | Salt                 | All Wired Up            |
| 30 | Sham 69              | Angels with Dirty Faces |
| 31 | Art Attacks          | I am a Dalek            |
| 32 | Stadium Dogs         | Easy Beat †             |
| 33 | Radiators            | Million Dollar Heroes   |
| 34 | Lucy                 | Never Never †           |
| 35 | Magazine             | Touch and Go            |
| 36 | Wilko Johnson        | Walking on the Edge     |
| 37 | Pretty Boy Floyd     | Spread .. Around        |
| 38 | School Meals         | Headmaster              |
| 39 | Penetration          | Firing Squad            |
| 40 | Terra Cotta          | To Be Near You          |

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# ALBUM REVIEWS

**COMMODORES**  
**Natural High.** Motown STML 12087. Production: James Carmichael/Commodores. The top soul band's seventh LP for Motown trots hot on the heels of the recent Live set and the band's successful concert tour of the UK. As a little bonus for buyers, a flexi-disc will be found inside with chat about the band's members and two favourite concert tracks — I Feel Sanctified and Brick House. The Commodores are musically about the blackest soul band around at the moment and manage to get audiences boogieing without resorting to disco techniques, in other words, good old-fashioned r&b. They have had recent singles success here though the Live LP barely made a chart entry. So expect rapid sales at first, with a tailing off as the interest dies down. Discos will pick up some tracks, but the overall feel of this LP is that the Commodores is a band to watch rather than listen to.  
 \*\*\*

**SMOKEY ROBINSON**  
**Love Breeze.** Motown STML 12081. Producer: Artist. Latest solo offering from the Motown vice president containing his traditionally mellow vocals, quality lyrics and string laden Motown sound. A mixture of dance rhythms and cabaret style material. Best tracks are Love Is So Fine, Daylight and Darkness and Madame X, which is a single (TMG 1106) already released.  
 \*\*\*

**SARAH VAUGHAN**  
**Spotlight On Sarah Vaughan.** Mercury 6619 035. Superb value — a 2LP set featuring 28 tracks, including Miss Vaughan's readings of Alfie, Moon River, Misty and All Alone. Also included is her hit duet with Billy Eckstine, Passing Strangers. A well chosen compilation, featuring the lighter side of Miss Vaughan's repertoire, and one which should attract m-o-r music fans as well as the jazz public.  
 \*\*\*

**JAH LLOYD THE BLACK LION**  
**The Humble One.** Virgin's Front Line FL 1005. Recent signing to Virgin's Front Line. Produced by Morwell Records. Includes the single, Dis Ya Sounds, Cocaine and the excellent St Anne Collie. Combination of Rasta lyrics, Dead-talk and jive-talk.  
 \*\*\*

**VARIOUS ARTISTS**  
**Rare Rockabilly Volume III.** MCA MCFM 2833. Twenty classic tracks including the Rockin' Saints, Chester Smith and Roy Hall. With current interest/boom in rockabilly, these originals must appeal.  
 \*\*\*

**COCO**  
**Bad Old Days.** Ariola Hansa AHAL 8005. Producers: Terry Bradford and Colin Frechter. Although the title track, Britain's Eurovision entry this year, has given the group its first chart success it is perhaps a pity that it has been included here. The fact is that Coco have produced a very good debut album and the majority of tracks are superior to Bad Old Days — hopefully they will not be stuck with the label of being a typical Eurovision group. With the exception of Bad Old Days, the songs have all been written by Coco member Terry Bradford, and Nat Kipner. The group's recent radio and tv exposure should aid sales.  
 \*\*\*

**RUBY WINTERS**  
**Ruby Winters.** Creole CRLP 512. Includes I Will and her latest hit single Come To Me. Creole are investing a lot of time and finance in this project and it should prove worthwhile. A very good album from a classy performer.  
 \*\*\*

**MADDY PRIOR**  
**Woman In The Wings.** Chrysalis CHR 1185. Producer: Ian Anderson. An appropriate album title — Miss Prior is the ex-Steeleye Span singer and her first solo album promises good things for the future. Ian Anderson of Jethro Tull has produced the sessions and all the songs have been written by Miss Prior herself; David Palmer has added some interesting musical arrangements. The singer has just started a major UK tour and that promotion, combined with radio airplay, should establish her in her new-found solo status.  
 \*\*\*

## Gutsy rock from Maggie Ryder

**MAGGIE RYDER**  
**Maggie Ryder.** Polydor Super 2383 496. First solo album from former lead singer (pictured right) of hard-working rock band Krakatoa. Produced by Paul Leka, the man behind the success of Harry Chapin. Strong gutsy rock theme runs through the majority of the ten numbers mainly written by Ms Ryder and Graeme Lamb. Several tracks have potential as chart singles which would prompt album sales.  
 \*\*\*



**THE BISHOPS**  
**Live!** Chiswick CH7. Produced by Neil Richmond. Recorded at London Roundhouse earlier this year. Available in both 10" and 12" forms, retail price £2.50. Formerly the Count Bishops, the band were the first ever signing to the Chiswick label. Quality rock.  
 \*\*\*

**MATCHBOX**  
**Settin' The Woods On Fire.** Chiswick WIK 10. Highly rated rockabilly band who have just finished a successful tour with Carl Perkins and Bo Diddley. Many of the tracks are self-penned. With rockabilly gaining in popularity, this album should sell well.  
 \*\*\*

**FIVE HAND REEL**  
**Earl O'Moray.** RCA PL 15150. Producer: Simon Nicol. Mostly traditional Scottish folk songs, including Burns' My Love Is Like A Red Red Rose and lovely slow lament The Bonnie Earl O'Moray. There are glossaries on the lyric sheet insert to help translate some of the less accessible songs and information that "fit" means "foot" will come in handy for World Cup TV viewers.  
 \*\*\*

**TWENTY GREATEST DISCO PARTY RUNAWAYS**  
**The One's That Got Away.** Alaska ALKA 102. Producers: Various. Obscure disco numbers from various disco artists including Joy Sarney, Joanne Williams and Bookham and Riskett. Could appeal to disco buyers.  
 \*\*

**STANLEY CLARKE**  
**Modern Man.** Epic EPC 82674. Producer: Artist. Solo album from former Return To Forever bassist. More disco/funk orientated than Chick Corea's backing group RTF and Hot Fun has been released as a disco item. Quality instrumental play is more appealing than Clarke's vocals.  
 \*\*

**ALDI MEOLA**  
**Casino.** CBS 82645. Producer: Al di Meola. A classically trained guitarist works out on some originals, including Egyptian Danza (which sounds like it should be called Israeli Hora). Di Meola handles his instrument well and has some lively Latin sounds in percussive support for much of the LP, but an acoustic track would have made a nice contrast and confirmed beyond any doubt the guitarist's stature.  
 \*\*

**MacARTHUR**  
**Music from original motion picture soundtrack.** MCA MCD 2828. Producer: Sonny Burke. The Jerry Goldsmith score for the bio pic about the famous American general with Gregory Peck in the title role. A good, well-crafted job as always from Goldsmith, with a suitably martial thread running through it, but nothing likely to attract much attention in its own right divorced from the film.  
 \*\*

**ROBERTA KELLY**  
**Gettin' The Spirit.** Oasis OASLP 505. Producers: Giorgio Moroder & Bob Esty. Religious pop songs such as Oh Happy Day, To My Father's House and My Sweet Lord sung powerfully to an unrelenting disco beat. Could possibly benefit from the current disco boom.  
 \*\*

**PEZBAND**  
**Laughing In The Dark.** Radar RAD 6. Producer: Jesse Hood Jackson. Chicago band producing more mainstream pop than might be expected from the label. Pezband visited London last year for a one-off appearance at Dingwalls in London and to record a live 12" EP for Passport Records and this album may need a single to gain recognition for the band.  
 \*\*

## More cuts of nostalgia

**VARIOUS**  
**Cut! Volume One, Two and Three.** DRG Records OFT 1/2/3 (available on import from EMI's Import Division). DRG Records is a New York-based label specialising in previously unrecorded and rare recordings of film and stage musicals, and theatrical personalities. Although the company has a mail-order office at 5 Edmont House, 116 Shaftesbury Avenue, W.1., it also has a distribution deal with EMI Imports. The initial release supplement features 11 albums including these three albums which, while obviously collectors' items, could well have a more widespread sales appeal in view of the growing nostalgia trend (as with the Pennies From Heaven album). The artists include Judy Garland, Frank Sinatra, Gene Kelly, Betty Grable, Debbie Reynolds and Ethel Merman, and the recordings were all deleted from the final release prints of some of Hollywood's major musicals. The recordings are of an extremely good quality and while the albums retail at £4.99 each, they are still good value in view of the rarity of the material and the line-up of artists. Other DRG albums include the original soundtrack of *Funny Face* with Audrey Hepburn and Fred Astaire (DS 15001), *Best Foot Forward* (DS 15003) which features a 16-year-old Liza Minnelli (with a mature voice even in those days), Noel Coward and *The Girl Who Came To Supper* (SL 5178), *The Wit And Wonder Of Judy Garland* (SL 5179), *Elaine Stritch* (SOT 2001) *Very Good Eddie* (DRG 6100), *Nancy Walker: Showstoppers* (SOT 2002) and *A Party With Betty Comden And Adolph Green* (SOT 5177), a double-album retailing at £7.50. A strong package of releases which in view of the publicity they have been receiving should sell well.  
 \*\* (each album).

● **CHART CERTAINTY**  
 Sales potential within respective market  
 \*\*\* Good  
 \*\* Fair  
 \* Poor

**SLY DUNBAR**  
**Simply Sly Man.** Virgin's Front Line FL 1008. Most in-demand and innovative drummer on the reggae music scene, he has toured the UK on three occasions, including stints with U-Roy, Mighty Diamonds and Big Youth. Solid, class, reggae rhythm beat on this album, aided by top back up singers and musicians. Virgin's new Front Line label should establish itself rapidly with quality material like this.  
 \*\*\*

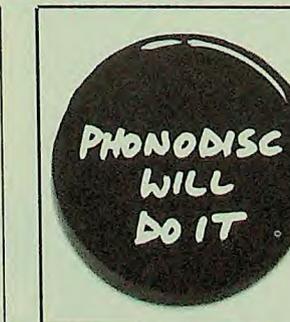


Just Don't Know What To Do With Myself, taken at a rather subdued pace, while the rest of the material is mainly original. Should sell to the fans.  
 \*\*\*

## The Greek hypothesis

**VANGELIS**  
**Hypothesis.** Affinity AFF 11 (distributed by Charly Records). An album made by the Greek keyboards wizard prior to his signing with RCA. This 1971 recording was produced by Georgio Gomelsky and will be of interest to Vangelis fans. Attractive sleeve design should focus attention on it too.  
 \*\*\*

**DEMIS ROUSSOS**  
**Demis Roussos.** Philips 9199 575. Producer: Freddie Perren. Roussos' (pictured right with Vangelis) latest album has been recorded in the US and while the vocals are unmistakably his, the musical arrangements are somewhat more relaxed than on earlier waxings. Best known song is the old Dusty Springfield hit I



## ALBUM REVIEWS

**BRIAN BENNETT**

**Voyage** — A Journey into Discoid Funk. DJM DJF 20532. Producer: Brian Bennett. Brian Bennett adds his vapour trail to the ever-increasing pile of spaced-out albums, some of which have had astronomic success. Despite the excellence of the material and Bennett's production, as well as his poly-instrumental abilities, without disco exposure for a single this album will probably be a damp squib rather than a rocket. May be a while taking off, so keep an eye on the stars. Deserves a better sleeve than the slightly tatty artwork offered, though.

**SYDNEY DEVINE**

**Greatest Hits**. Emerald GES 1183. Early recordings from Scotland's Devine (now recording for Phonogram) including Lovesick Blues, Crying Time and Rose Marie. Maybe not hits in actual chart terms but certainly popular inclusions in Devine's act, and these recordings sold well in Scotland the first time around.

**COLIN TOWNS**

**Full Circle**. Virgin V2093. Soundtrack music from the new film featuring Mia Farrow. Towns has written all the material and plays most of the instruments as well. A real one-man job. Sales will depend on Full Circle's box-office success but the LP should create interest.

**CHARLIE RICH**

**The Most Beautiful Girl**. CBS Embassy CBS 31653. Country orientated mid-priced selection, featuring the well-known title track — a million seller around March 1974. Contrast is provided by such tracks as Amazing Grace and Sometimes I Feel Like A Motherless Child.

**SUSANNAH McCORKLE**

**The Quality Of Mercer**. Black Lion BLP 12169. Producer: Chris Ellis. The American-born jazz songstress of pleasing sound and technique accompanied by Keith Ingham's trio, plus some skilful reed contributions from Danny Moss and Duncan Lamont and brass from Digby Fairweather. Mercer classics like One For My Baby, Blues In The Night and How Little We Know are mixed with some of his lesser-known efforts, and it's a good showcase for both his songwriting craft and the voice of Ms McCorkle.

**FREDDIE STARR**

**Freddie Starr**. PVK 004. Producers: Various. Comedian Starr's first album for PVK Records (distributed by WEA) and it emphasises that he has vocal talents too. Side two is a 'tribute to Elvis' pot-pourri of songs while he also includes Halfway To Paradise and You've Lost That Lovin' Feelin'. If people can accept Starr has been a good singer as well as a successful comic, then there may well be sales here.

**THE ANDERSON BROTHERS**

**The Anderson Brothers**. DJM. DJF 20533. American country rock duo recently signed to DJM and being given heavy promotion via a radio tour, window displays etc. Class production from Tim Whitsett, Chick Churchill and Carson Whitsett, though the songs are not over-distinctive. Includes the current single, Blue Eyes.

**JOHN TRAVOLTA**

**When I'm Away From You**. Polydor Super 2383 499. Producer: Jeff Barry. If anyone is wondering why Travolta doesn't burst into song during Saturday Night Fever, here is the reason why. This set, recorded last year, would have killed his movie-projected macho image with a flick of a feather. It's soft rock, smooth ballad, plenty of strings and piano alongside the gentle rhythm section, and a touch of the David Soul, both in the singing style, thin vocals, and in being the antithesis of his screen personality. N.B. This is not on RSO and there are no Bee Gees songs, which dates the album and also means that if Travolta is serious about being a singer he will have to wait until the fever cools — or change his style. Stock with care, and expect some disappointment from customers.

**WILD CHERRY**

**I Love My Music**. EPIC EPC 82326. Third album from funk/soul/disco outfit. All band original songs except new interpretations of Motown hits, This Old Heart Of Mine and It's The Same Old Song.

## Marti Caine produces a surprise

**MARTICAINE**

**Behind The Smile**. Pye 18564. Producers: James Parsons and Karl Jenkins. Miss Caine's second album for Pye is a great surprise. She is probably best-known to tv audiences as a comedienne but on record she comes over as a fine singer, with more than a hint of Streisand, Bassey and Nancy Wilson in her voice — yet at the same time possessing individuality. The material is a good blend and includes Nobody Does It Better, I've Never Been To Me, I Honestly Love You and Sometimes When We Touch. There is a gap in the UK record market for a good female ballad singer, and Miss Caine could well fill it.



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# MUSIC WEEK FACT SHEETS

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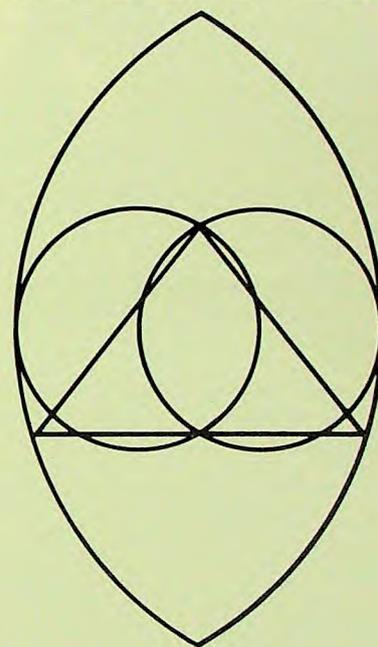
## SINGLES

TITLE/Artist LABEL/Number/Distributor	RELEASE DATE	UK CHARTING Highest (or last) entry	PROMOTION	COMMENTS
STEVE HACKETT How Can I Charisma CB 312 (Phonodisc)	May 17	With Genesis. Now solo artist. Havens, track vocalist, LP charts.	Promotion film made of Hackett and track vocalist, Richie Havens, LP from which single taken considerable publicity, including, MW April 29 review.	Tasty Lennon/McCartney sounding line enlivens. Well sung, polished arrangement but hardly hit lustre. Company should have gone with haunting Hoping Love Will Last from Hackett's LP (COS 4012) featuring marvellous Randy Crawford, of Zappa associations. Would have tested radio stations knowledge of quality plus DJ's musical awareness. May it still happen.
THE WURZELS The Tractor Song (The Pushbike Song) EMI 2792 (EMI)	April 28	Combine Harvester (Brand New Key) 1, 1976; I Am A Cider Drinker (3, 1976), also hits under Adge Cutler and the Wurzels	Basic company servicing of media and appropriate channels.	Usual West Country vocal imitation sung in jolly style. Group has occasional hit, doubtless time is due. Also season of holidays which might save some listening but for those who have enjoyed, the normal recipe will be savoured. Reasonable chart chance.
MANFRED MANN Day's On The Road Again Bronze BRO 52 (EMI)	May 5	Hits with various band/group combinations since 1964. In recent, Blinded By The Light (6, 1976), Joybringer (9, 1973).	Recently finished sell-out UK tour. Extensive promotion around album, Watch and recent single, Mighty Quinn. Single first DLT, Breakfast Show, Record of the Week.	Track from Watch LP but re-mixed, edited; addition of girls on middle. Good sound but lyric theme does not lend to general identification. With DLT play, chances increased.
PENETRATION Firing Squad Virgin VS 213 (Virgin)	May 5	Alternative Chart (Sounds)	Popular live band on new wave circuit. Black and white bag with group pics on flip. Currently supporting Buzzcocks	Throbbing bass line underlies up-tempo number in mould of last line 45, Don't Dictate (on 10" LP, Guillotine VCL 5001) with infectious vocals, even if indistinct for much of time, from Pauline. Band from Newcastle. Good sales new wave circles but general pop charting unlikely.
DEXTER WANSEL All Night Long Philadelphia PIR 6255 (CBS)	May 5	None	12" Disco concentration.	Drums, brass, falsetto harmony and odd bass touches make for massive disco smash, as also for flip, familiar Wansell composition Disco Lights. Disc much wanted import, A-side from LP Voyager (PIR 82786). General chart chances, good.
RUBICON I'm Gonna Take Care Of Everything 20th Century BTC 2362 (Pye)	May 12	None	Normal company servicing of radio, television, press.	Promising, but misses. Above average 45, solid repeat title line; good lead, male harmony; attractive tune but lacks killer production, becomes almost fine album track cut. Worth programming. From forthcoming LP, Rubicon (BT 552).
THE LOVE MACHINE Desperately Charmdale CSS 10000 (Charmdale)	May 6	None	With Tom Jones on forthcoming world tour. In Britain, support to Two Ronnies (Hippodrome, Bristol May 4-20; London Palladium, May 25 - August 19). Expected press photo coverage in view of seven unattached, US beauty competition winners. Publicity, Shaboodle (01-836 0108/9/10)	Pleasant enough A-side but no more. Flip, Sex-O-Sonic should attract disco, club, party music programmers; stronger cut with more crispness, biting vocals, handclapping and usual disco dress. LP, May 20, The Love Machine (CSL 50000).
MARSHALL HAIN Dancing In The City Harvest HAR 5157 (EMI)	May 5	None	Radio One, Kid Jensen's Roundtable; DLT Record of the Week. Picture bag.	Quality 45, Americans would be falling over themselves with delight. Impeccable, though slightly stilted arrangement initially built around creative drumming, before vocal, plus build-up into off-beat clapping plus title line. British duo with experience of jazz/rock, college days. Recorded last December, album due.
PAUL NICHOLAS On The Strip RSO 011 (Phonodisc)	May 5	3 hits, including Grandma's Party (9, 1976).	Colour bag featuring jumping artist. Six week Granada tv series, Tuesdays, 4.20 from May 9.	Boy with tight jeans, girls in leathers promises airplay, silence with climatic title line coming into view but only usual Nicholas vocal-musical thrust. British ears will learn "strip" relates to teenage street meeting place. Could be sung at grandma's party. Spasmodic charmer but given good, warm UK weather, record might make Nicholas seasonal hit. ITV series theme.
JOYELLA BLADE Cairo Front Line FLS 108 (Virgin)	May 12	None	Part of Virgin reggae push on new label with advertising pop, black music press. Virgin relying on new Althea & Donna 45 to chart, help in process hearing of other product, including this.	Splendid jaunty, rhythmic, lively cut. Spirited, melodic, chorus catching song which can override difficulty some will experience in catching lyric. Artist through small group, session work syndrome, with Sunsets, divorced from songwriter, forming band with percussionist Bonja Smith and ex Psalm members. Must for reggae stocked shops, play it in-store for cross-over possibilities. General hit if programmers give chance.
THE NORMAL T.V.O.D. Mute 001 (Rough Trade)	May 5	None	Rave review, Sounds. Special letter to media with single explaining new company, first release. Black and white bag with picture flip	London will answer to Kraftwerk, Lou Reed, Ian Dury but not Eamonn Andrews or Pat Campbell. Hypnotic chant, flat, cold, almost spoken vocals. Pop flop or cult-collector-track buy, although if played enough, which is doubtful, will lodge in enough brains to sell healthily. Must for new wave stockists.

## ALBUMS

ARTIST/TITLE LABEL/Number/Distributor	RELEASE DATE/BACKGROUND	BACK CATALOGUE	BIOGRAPHY	PROMOTION	COMMENT
THE TEMPTATIONS Anthology, The Temptations Motown TMSM 6003 (EMI) £5.70	Desire to bring together previous triple album collection, released in limited edition, 1973. With knowledge of group's constant popularity, general respect for recordings stretching back to Sixties.	Numerous available. Most famous, Masterpiece, All Directions, Motown Special — The Temptations (STMX 6002), Motown Special — Diana Ross & The Supremes And The Temptations (STMX 6003), Temptations' Greatest Hits series with 1970's enshrined in Volume 3 (STML 12061).	Nine years history of famed Motown group. Originally The Primes, sister group The Primettes (later The Supremes), becoming Temptations early Sixties. Had 5 lead singers. Recording started 1962, US charts 1964 with Smokey Robinson song, The Way You Do Things. Million selling singles followed, 1968 David Ruffin left, produced by Norman Whitfield, group musical change shattering then pop conventions, Motown's answer to psychedelia.	As yet there is no decision on promotional material other than ensuring dealers and media are aware of album release.	31 tracks, tracking in historical sequence, from 1964 first US hit. Initial UK entry, My Girl (here on Stateside SS 395) SLTS. Listing does not follow UK release order but all hits included with simultaneous UK-USA hit finale, Law Of The Land (41, 1973). Pity no detailed sleeve notes for consumer, even pic of all Temptations' members of years, plus producers. Double-record album with inside sleeve pics with tracking recorded first inner sleeve but no chart single performances recorded. Obvious 'must' Motown buy, glorious to see all hits in one collection, not scattered as previous. However unfortunate release could not have had definite summary words, as already individually instanced here. Essential stock.
LAKE Lake 11 CBS 82651 £3.99 (CBS)	Release with German tour, April 8-27 US tour following.	Current release second LP, first issued April, 1977, titled Lake (CBS 81661).	Predominantly German band, two British members, greeted on LP debut, 1977 with considerable acclaim. LP recorded Cornwall, as is part of follow-up. MM called them, "Europe's answer to Boston, German pop-rock at its best." However, while first allusion has point, second hard to see, Sound American. Toured States with likes of Lynyrd Skynyrd, Rory Gallagher, Genesis, Wishbone Ash. Early '78, Don Kirshners Rock Concert, signed by James William Guercio, associated with Chuck Berry, BSST, Chicago for Caribou Management.	Single from album, Letters Of Love (April 28), OGWT, BBC TV, May 9. Music paper coverage w/e May 13, Ads.	Album includes vocal aid from Beach Boy, Carl Wilson, acoustic guitar from James William Guercio, bass man with Chuck Berry, as well as management interests. Rhythmic, melodic band with occasional heavier overtones. Reliance on close harmony vocals but while pleasant not on disc seems sufficiently different from groups of similar ilk, other than presumable abdication by others from scene, public favour, leaves space for new name. Tracks verge into sameness, though rarely dullness. Frequent organ, piano breaks help avoid too much noticing sameness. Will need UK tour, tv, to generate more than average sales, interest. In-store play, any cut will suffice.
BLUE OYSTER CULT Agents Of Fortune CBS 81385 £3.99 (CBS) Spectres CBS 80950 £4.29 (CBS)	Agents of Fortune, album from which current single taken, 18/6/76. Spectres latest release in advance of recent select venue UK tour. Band return for longer tour end of month, 6/1/78.	Albums available on CBS, Blue Oyster Cult, Tyranny, And Mutation, Secret Treaties, On Your Feet Or Your Knees.	Signed with US Columbia 1971 after two unreleased albums for Elektra. Known for being foremost US heavy metal rock band but now much more melodic than say Rush, Aerosmith etc. Most response here from 1974 LP, Secret Treaties which had Patti Smith composition, Career Of Evil. Following LP, live double. UK debut tour 1975. Agents Of Fortune featured guest Patti Smith vocals plus writing credits, UK cult following, gradually expanding with prospects of greater things to come.	Building up from awareness that group has had good coverage with renewed interest since album, Agents Of Fortune. Music paper interview coverage expected when group arrive for longer tour than recent mini-date sheet. Good live reviews in Sounds, NME W/E, May 13, April 29 respectively. Re-issue of Don't Fear The Reaper, major US smash, 1976 as single. Music paper advertising, trades. Radio Ads. Fly-poster campaign, shop posters.	Re-issued single, Don't Fear The Reaper (CBS 6333, May 12. Initial UK entry, classic cut, major US hit, '76 deserved success here, may still do, plus draw attention to album. Presence of Patti Smith, in view of current popularity, may interest some customers. Agents Of Fortune one of best LPs in recent years. Latest not so good but only by standards of previous. Both full of good songs, often ironic, clever lyrics. Diverse material. For in-store play, single off Agents Of Fortune, from latest, opening cut Godzilla or track three, side one, Death Valley Nights. B-side of single off Spectres, S2T1. Stock, in-view of further UK touring, expected press coverage.
SKIP JAMES I'm So Glad Vanguard VPD 20001 £4.05 (Pye)	May 12. No particular reason other than record material available from licensee for release by Pye	Early artist recordings. King Of The Delta Blues Singers (Biograph BLP 12029). Lonesome Road Blues ( Yazoo 1-1038) including original 1931 version of I'm So Glad.	Legendary musician who has influenced many legendary rock players and groups. Born 1902, Mississippi. Brought up with Church background, developed own unique style in voice, guitar sound. Varied, mixed life between music, ordinary employment. Triumphant at 1964 Newport Jazz Festival. 1967 toured Europe but health declined, died cancer 1969. Shaped with verve, skill other artists' material plus had own compositional genius.	No activity planned at present other than making product available to specialised reviewers and general pop press.	Double-record set. Artist picture front-sleeve inside. Perhaps design could have been less self-indulgent. Excellent track guide, artist biography, discography plus fine biography, which should have been accompaniment to Temptations album (reviewed elsewhere in this fact sheet). Must for any record store interested in selling, stocking musical heritage, interesting rock, blues consumers, those who years ago for instance zeroed in on groups like Cream. Tremendous collection from 1966-1967 period when artist rejuvenated in popular acclaim following Newport. Not original tracks, many tracks worth playing but opening cut, I'm So Glad (via Cream) perhaps best known general rock fans. Play this out.

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# MUSIC WEEK FACT SHEETS

COMPILED BY TONY JASPER

## SINGLES

TITLE/Artist LABEL/Number/Distributor	RELEASE DATE	UK CHARTING Highest (or last) entry	PROMOTION	COMMENTS
<b>RADIATORS</b> Million Dollar Hero Chiswick NS 29 (CBS)	MAY 10	None	Picture bag. Frequent gigging around country. Have supported Thin Lizzy.	Basically simple number with good pop riff plus finale flourish, vibrant sax and underlying track rhythm. Pity disc begins predictably. From LP, TV Tube Heart (WIK 4).
<b>KONGAS</b> Gimme Some Lovin' Polydor 2001 772 (Phonodisc)	MAY 10	None	Special press kit bio. Disco servicing.	Initial heavy impact US, already seen as 'the' disco record of year in France. Disco version of original Spencer Davis hit (re-released Island REP 10, see S/F May 13). Kongas vocalist Dan Ray sounds like Stevie Winwood with initially vocals pushed back. Starts predictably, but gradually becomes tremendous dancer. Produced by Cerrone (Love In G Minor, 31, 1977). Occupies one side of Cerrone LP, Africanism (June).
<b>THE MOTORS</b> Airport Virgin VS 219 (Virgin)	MAY 12	Dancing The Night Away (42, 1977)	Extensive coverage music press, major UK tour from May 5, advertising of new album with single mention.	Fourth single, follows lack of success for Sensation. Most commercial yet, fine musical arrangement, perhaps over-fussy vocal harmonising. At this rate band will make Radio 2. Hit chances good. New LP, Approved By Motors.
<b>MANDY ANN HUGHES</b> One Stop Baby LBA 101 (President)	APRIL 28	None	Airplay commercials including Luxembourg. Records placed in discos. Photographs in general press of artist, write-ups, including Daily Mirror. Played on Radio One's Round Table, Kid Jensen show.	Up-tempo, disco orientated, from lady with good strong voice. Unadventurous arrangement. Predictability of actual song leads to gradual losing of interest with only extra artist vocal push keeping disc above average.
<b>GAY &amp; TERRY WOODS</b> We Can Work It Out Rockburgh ROCS 202 (Charmdale)	APRIL 28	None	Extensive via new album. Poster campaign, adds MM Music Week, Folk News Interviews, Sounds, MM. Special publicity folder. Featured spot, John Peel show.	Different mix from Tender Hooks (Rockburgh ROC 104) album version. Gives new lift, hypnotic number which will stick if airplay consistent. Gay sounds excellent with somewhat dry, colourless vocal tones allied with up-tempo number. Deserves chart movement.
<b>JOHNNIE TAYLOR</b> Keep On Dancing CBS 6304 (CBS)	MAY 12	Disco Lady (25, 1976). Not number one, as claimed in CBS News mag, May 5.	Extensive disco servicing.	Taylor back with bang, excellent disco, beautiful clear sound, production. Will help June 9 LP, Ever Ready to good sales. Surely hit 45 with strong sales via clubs if no early airplay pick-up.
<b>MFSB</b> Philadelphia PIR 6267 <b>THE NITE-LIGHTERS</b> RCA PB 9243 (RCA) K-Jee	MAY 12	MFSB, TSOP (22, 1974), Sexy (37, 1975)	Theme music, BBC Radio Two's Sunday night sports programme. MFSB version, Saturday Night Fever, soundtrack album.	Original The Nite-Lighters more exciting, better arranged than MFSB but latter part of Saturday Night Fever musical complex. However both attracting disco play. Nite-Lighters version originally issued 1972. One or other should chart with MFSB best bet.
<b>RARE EARTH</b> Warm Ride Prodigal PROD 9 (EMI)	MAY 12	None, although press release suggests different.	Disco servicing, concentration on media programmes with funk programming.	Fantastic sound. Deserves the heights. Already in US charts. White funk band known early '70s, including much played discs made hits here by Temptations. Changed style, met consumer without sounding too much that way, change in itself. From July 7 LP, Band Together (Prodigal PDL 2008). In-store play if this music your scene.
<b>HELEN REDDY</b> Ready Or Not Capitol CL 15948 (EMI)	MAY 12	Angie Baby (5, 1975)	Select gigs, UK, London Palladium. Media interviews, some press coverage. Lady well-known.	A ballad which becomes very catchy sophisticated disco number. Momentum from sharp, fighting girl back-up vocals plus double end dose of engaging title riff chorus. Mysterious only one hit for lady, with quick airplay pick-up, should be second UK chart entry. From LP We'll Sing In The Sunshine (E-ST 11759).
<b>BETHNAL</b> Don't Do It Vertigo BET 002 (Phonodisc)	MAY 12	None	Much media covered act. Extensive gigging early in year with enormous promotion plus major radio programming. Current tour.	One of band's most popular live numbers. Follow-up to disappointing We Gotta Get Out Of This Place (see S/F March 4). Much better, more instant, lively opening, effectiveness lessened by gradual losing of pace allied to late brief spoken passage, oddly mixed vocal harmonies which whine.
<b>BOILING POINT</b> Let's Get Funktified Bang 1312 (Phonodisc)	MAY 19	None	Limited edition disco pressing, 12-in special mailing of disc to selected djs, media.	Happy, bouncy, party-style disco pacer which opens with apposite conversation. Rests on simple lyric leading into repetition of title. Made for the clubs with chart possibilities.

## ALBUMS

ARTIST/TITLE LABEL/Number/Distributor	RELEASE DATE/BACKGROUND	BACK CATALOGUE	BIOGRAPHY	PROMOTION	COMMENT
<b>RUSH</b> Archives Mercury 6641 799 (Phonodisc) RRP £8.99	MAY 5 To keep Rush momentum buzzing in view of recent band breakthrough due to tour, charting of maxi-single and album.	Albums on Archives: Rush, issued 1974; Fly By Night, 1975; Caress Of Steel, 1975. Followed by 2112, All The Worlds A Stage (double record, live show); Farewell To Kings (1977, charted US Gold).	Canadian group. Spent four years playing before recording first LP, 1975 and released on own label, Moon. Signed with Mercury. Became well-known for mixture of heavy rock, musical obscurantism June, 1977 UK debut tour. Recorded 6th LP at Rockfield. Next will be recorded same location. Recent reception has pushed band to fore. Charted with EP, Closer To The Heart (Mercury Rush 7) which reached 36, 1978.	Major in-store display centred around four colour poster. Mailshot 3,500 dealers which will include Archives poster. Music trade paper ads, <i>NME</i> , 10 weeks of Ads, <i>NME</i> , <i>Sounds</i> , <i>MM</i> , classified section. Band will be in Britain during June for recording at Rockfield with perhaps some promotional activity springing from the event.	Triple reissue of group's first three albums in their heavy metal music mood, namely Rush, Fly By Night, Caress Of Steel. Albums ignored when first issued here, so fresh concentration should pick up sales from growing number of Rush fans. Obvious Zeppelin influences on debut. Rush, by second, more variety, individuality with band's known liking for multi-part compositions. Caress Of Steel showed their growing grasp of studio, recording techniques with better vocals from lead singer Geddy Lee. Track line-up, inside sleeve and outer. Back contains missing sleeves of these first three LPs. Could have gained from sleeve notes plus mention of recent material. Obviously sales guide from last Rush but stress here is the 'early' Rush. Price seems high for repackaging, promotional effort.
<b>GRUPPO SPORTIVO</b> 10 Mistakes Epic EPC 82793 (CBS) RRP £3.99	MAY 12 Product available	First CBS album. Previous material issued by Polydor but both album (October 1977), two singles (December 1976, March 1977) continent only.	Dutch group with previous contract, Polydor. When not renewed chased by several majors with CBS gaining them for UK. Singles issued in 1976, 1977 with no impact here. Played the Dutch circuit and closely associated touring, management with Golden Earring. Record mostly in English. Known in Holland as good 'live band' with strong visual impact with musical philosophy that music should be fun with no particular heavy overtones.	CBS say there has been immediate media reaction. In consequence group signed for John Peel show recording (June 5), In Concert (June) and OGWT with expected transmission, May 23. Regional response has been excellent. In view of radio, television reaction, general consumer promotion held back until media flush wanes. Media in receipt over past week of series of letters with envelope containing a badge, working the process of one to ten based on LP title. Group have UK tour from May 18, commencing Liverpool, running to June 6. Good initial shop buy-in. Group have single which has been flipped. Originally, Rock 'n' Roll, now tongue-in-cheek rendition of I Shot My Manager. Special media promotion at Ronnie Scott's (London) Club May 18.	Immediate fresh feel. Certainly variety of sound with sense of difference, track to track. Have been described as mixture of Shangri-Las, Tureen & The Jets and even Dan Hicks & His Hot Licks. Band sound extremely good entertainment with general album feel of satisfying consistency. What does seem missing is a basic charisma which might persuade a large number of people to follow and buy their records. However, in view of considerable media reaction, action, plus tour there should be enquiries for their material. Any track seems suitable for in-store play outside of perhaps the one Dutch language cut.
<b>MAGGIE RYDER</b> Maggie Ryder Polydor 2383 496 (Phonodisc) RRP £3.95	MAY 4 Second phase in Polydor build-up of artist. First, issue of single, Don't Play Another, April 14, accompanied then, now, with promotional activity.	First album for Polydor, formerly recorded with Krakatoa, also solo album recorded in America.	Vocalist for time with band Krakatoa, drawing high praise at time. Called by <i>Reveille</i> "just like a gutsy Janis Joplin" whilst <i>Sounds</i> , "gutsy female version of Denny Haythway." Former student fine art, pianist since childhood, album recorded few years back America with Paul Leka, gentleman behind Harry Chapin, many others. Writes own material with boyfriend Graeme Lamb. From West London.	Special press kit with album enclosed in special covering sleeve, artist notes, copious photos of good-looking lady.	Lady has clear, sure, firm voice. Allusion to Janis Joplin presumably from cut like last, You Do It All. Why this artist is compared to Joplin is beyond this reviewer. Maggie Ryder has own individuality which here seems better on disco-styled cuts, as opening three, than more heavier material, illustrated by final trio of tracks. The latter lack shade even within intensity, artist seems to strain for effect. With up-tempo, more melodic structured songs voice seems more flexible, free and colourful. Material, written by lady with boyfriend Graeme is only average. Only fair sales can be expected unless considerable media exposure.
<b>THE BISHOPS</b> Live - 12" Chiswick CH 7 RRP £2.50 Live - 10" Chiswick CH 7 RRP £2.50 (CBS)	MAY 12 Originally band intended to provide items for Chiswick compilation but with strong material recorded decision to release in entirety. Release tied-in with major two date gig with Graham Parker & The Rumour, London's Roundhouse	Current single, I Take What I Want, Past: LP, The Count Bishops, EP, Speedball. Single: Train Train.	Time of recording known as The Count Bishops. Originally recorded for Dutch label, Dynamo, from which Chiswick leased cut, Train Train. Also album recorded for that label. Mixture of Australian-American in nationality, first band signed to Chiswick. Now into second Chiswick LP with third expected soon. Band steadily growing in popularity.	Special 6" promo issued for media, two tracks from album, single from album, Kid Jensen's Record Of The Week (commencing May 15), namely I Take What I Want. Major two-date London gig with Graham Parker & The Rumour. Tours with groups like Caravan, Motorhead, John Cale, Double-page Ad spread <i>Sounds</i> (W/E May 13). Good initial buy-in by shops. No difference in tracking or length from 10" to 12". Chiswick have found demand for former, also useful promotional tool.	Live set, recorded around February this year, London's Roundhouse. Timeless rock 'n' roll, rhythm and blues which whether 50's, 60's sounds 'n' roll, rhythm and blues which with band in top form. Group smack of musical aggression, allowed maximum pressure on short, sharp numbers. Slightly rough recording parts but in terms of whole really incidental. With modest price, although playing time is not too long, bargain. If this kind of music sells in your store, stock, push this one. Delighted customers will be name of the game. In-store play, any cut.

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# RELEASES MUSIC WEEK

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Another Day With You, SIMON MAY. Pye 7N 46075 (A)  
 CALIFORNIA NIGHTS, Show Me The Way, SWEET. Polydor POSP 5 (F)  
 CAN CAN, Can Can Pt 2, CAN. Lightning LIG 545 (W)  
 CAN'T STOP LOVIN', Homesick Boy, GEORGE THOROGOOD & THE DESTROYERS. Sonet SON 2148 (A)  
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 COLD WARS, William Mysterious Overture. THE REZILLOS. Sire 6198 215 (F)  
 COME ON YOU GUNNERS, Arsenal, TINA & THE NORTH BANK. Crystal CR 7035 (ZLHR)  
 CROSSING THE LINE, Winner/Loser, WINWOOD/YAMASHATA/SHRIVE/MEOLA/SHUZE. Island WIP 6444 (E)

## LISTINGS

AINT GOT A CLUE, Ooh! Ooh! I Love You, THE LURKERS. Beggars Banquet BEG 6 (S)  
 ALWAYS LAUGHING, We Were Never That Kind, JOE BROWN. Pinnacle PB 434 (P)  
 ARGENTINA, Veronica Mon Amour, FRANCIS GOYA. Sonet SON 2149 (A)  
 ARE YOU READY, London Town. MIKE REID. Satri SAT 131 (W)  
 AS LONG AS WE BELIEVE, Just

## DE

DOING IT RIGHT, Do What You Wanna Do, MICK FLINN BAND. EMI 2805 (E)  
 (DON'T LET ANOTHER) GOOD DAY GO BY, Peace Of Mind, JIM RAFFERTY. Decca F 13779 (S)  
 DRIFT AWAY, Let Me Get (Close To You), MUD. RCA PB 5096 (R)  
 ELECTRICAL LANGUAGE, Surreal Estate, BE BOP DELUXE. Harvest HAR 5158 (E)

## FG

FACTORY, Alley Of The Angels. JOHNNY COUGAR. Riva RIVA 16 (W)  
 GET ACQUAINTED, Taken For A Ride, ACQUAINTANCE. President PT 466 (ZLHR)

## H

HELPLESS IN LOVE, Where Love Will Begin, ANDREW STEVENS. Warner Brothers K 17165 (W)  
 HI TENSION, Gin I Betcha, HI TENSION. Island 12 WIP 6422 (E)  
 HOLD YOUR HORSES, BABE, Alternating Currents, CELI BEE & THE BUZZY BUNCH. T.K. TKR 6032 (C)

## IJ

I FIGHT, Never, Never, Never Will Forget, JAMES BROWN. Polydor 2066 915 (F)  
 IF MY FRIENDS COULD SEE ME NOW, Runaway Love, LINDA CLIFFORD. Cutom K 17163 (W)  
 INTERPLAY, God Knows, DEREK & RAY/MIKE McDONALD. RCA PB 9136 (R)  
 (I WANT TO BE YOUR) ANGLE POISE LAMP, Fat Mans Son, THE SOFT BOYS. Radar ADA 8 (W)  
 JUDY SAYS (KNOCK YOU IN THE HEAD), Pure Mania, VIBRATORS. Epic EPC 6393 (C)

## L

LIPSTICK TRACES, Old Time Re-Loving, RINGO STARR. Polydor 2011 782 (F)

LOLLIPOP PEOPLE, Double Decker Dounce, ED STEWART. Philips 6006 599 (F)  
 LOOKING AT THE SQUARES, Dancing School. SALFORD JETS. WEA K 18118 (W)  
 LOVE BURNS, Turn It Over, GRAND THEFT. EMI International INT 557 (E)  
 LOVERS CONVERSATION, Every Step I Made, MEXICANO. ICE GUY 8 (P)  
 LOVING YOU IS GONNA SEE ME THROUGH, I Am A Fool, POWER TOWER. CBS 6318 (C)

## MN

MAN WITH A CHILD IN HIS EYES, Moving, KATE BUSH. EMI 2806 (E)  
 MISS YOU, Far Away Eyes, ROLLING STONES. EMI 2803 (E)  
 MOVIN' ON, Jamaica Land Is Zion, TRADITION. RCA PB 5094 (R)  
 N'E'R'V'OU'S, Page 3, TRASH. Polydor 2059 013 (F)  
 NEW YORK'S A LONELY TOWN, Club Seventeen, THE TRADE WINDS. Charly CYS 1035 (A)  
 NIGHT IN THE SWITCHING YARD, Roland The Headless Thompson Gunner, WARREN ZEVON. Elektra' Asylum K 13124 (W)  
 NORTHERN LIGHTS, Opening Out, RENAISSANCE. Warner Brothers K17177 (W)

## OP

OH LADY, Fly By Night, LAST STAW. Solent SS 049 (G/Q)  
 ONE NIGHT AFFAIR, Between Two Worlds, JAY BLACK. Pye 7N 25774 (A)  
 ONE STOP BABY, I'm So Glad You Called, MANDY ANN HUGHES. L.B.A. LBA 101 (ZLHR)  
 ONLY YOU, Smoke Gets In Your Eyes. PLATTERS. Mercury 6052 253 (F)  
 PARTY, 0.5. Alive, THE TRANSMITTERS. Ebony EYE 11 (R)  
 PENNIES FROM HEAVEN, Back In Your Own Back Yard, PASADENA ROOF ORCHESTRA. CBS 6376 (C)  
 PULLED UP, Don't Worry About The Government, TALKING HEADS. Sire 6078 620 (F)  
 RUPPY DOG SONG, Sorry, ALTHEA & DONA. Front Line FLS 107 (E)

## RS

RISKY CHANGES, Big West, BIONIC BOOGIE. Polydor 2066 895 (F)  
 ROCK 'N' ROLL DAMNATION, Sin City, AC/DC. Atlantic K 11142 (W)  
 SATISFYING MY SOUL, Smile Jamaica, BOB MARLEY & THE WAILERS. Island WIP 6440 (E)  
 SHE'S GOT IT, Rock On, HUNTER. Rampage RAM 4 (S)  
 SPRINGTIME FOR HITLER, Hi Anxiety, MEL BROOKS. Elektra' Asylum K 13115 (W)  
 STILL THE SAME, Feel Like A Number, BOB SEGER. Capitol CL 15990 (E)  
 SUICIDE PILOT, C.I. Angel, THE SOFTIES. Charly CYS 1036 (A)  
 SUPERMAN, The Hungry Years, TONY MONOPOLY. Philips 6006 603 (F)  
 SURRENDER, Auf Wieder Fehen, CHEAP TRICK. Epic EPC 6394 (C)

## TUWY

TRUE LOVE, (YOU TOOK MY HEART), You Can Do It, BETTY EVERETT. United Artists UP 36400 (E)  
 USED TA BE MY GIRL, This Time Baby, O'JAYS. Philadelphia PIR 6332 (C)  
 WEDDING DAY, Hit & Run Lover, PAT O'HARE. Car SELEC 014 (S)  
 WHAT A FEELING, Mad Woman, BUZZ. Crystal CR 7031 (ZLHR)  
 WHEN AND OLD CRICKETER LEAVES THE CREESE, Home, ROY HARPER. Harvest HAR 5160 (E)  
 WHEN THE TANKS ROLL OVER POLLAND, Watcha Now, AUTOMATICS. Island WIP 6439 (E)  
 YOU AND I, Hollywood, RICK JAMES. Motown TMG 1110 (E)  
 YOU AND I, Sweet WORDS, PETER SKELLERN. Mercury 6008 602 (F)

## TOTAL ISSUED

Singles notified by Major Manufacturers for W/E 26th May 1978

	This Week	This Month	This Year
EMI	6 (8) 24	(18) 123	(211)
EMI (LRD)	6 (4) 20	(14) 115	(-)
Decca	1 (1) 7	(6) 26	(46)
Pye	2 (9) 27	(25) 116	(68)
Polydor	5 (5) 18	(13) 105	(100)
CBS	6 (7) 22	(16) 142	(112)
Phonogram	5 (5) 15	(10) 73	(62)
RCA	4 (2) 11	(7) 56	(92)
WEA	11 (10) 34	(23) 176	(81)
Others	17 (15) 73	(56) 320	(320)
Total	63 (66) 252	(189) 1252	(1092)

# MARKET PLACE

## CLASSIFIED ADVERTISEMENT RATES

Effective 13th May, 1978, Music Week Classified Advertisement rates are:  
 £3.00 per single column centimetre.  
 Box number charge 75p, and series discounts will remain at:-  
 6 insertions 10% 13 insertions 15%  
**PLEASE NOTE THAT ALL ADVERTISEMENTS ARE SOLD BY THE SINGLE COLUMN CENTIMETRE (MINIMUM CHARGE £6.00)**  
 The per word rate is discontinued.  
 The copy deadline is Bookings Wednesdays; Artwork Thursday 5pm, one week prior to publication. Advertisements may be submitted as flat artwork or typed copy for typesetting. Payment in full must accompany each advertisement.  
 For further information contact Dave Pinnington, Tel 01-836-1522. 40 Long Acre, Covent Garden, London WC2.  
 MUSIC WEEK cannot be held responsible for claims arising out of advertising on the classified pages.

## S. GOLD & SONS LTD.

Can ANY other wholesaler even match this???

Top 1,000 LPs always in stock.  
 Plus Top 200 Cassettes and Cartridges.  
 Top selling singles.  
 Plus hundreds of oldies.  
 Accessories including Blank Cassettes, Cassette and Cartridge cleaners. Polythene covers only £6.50 per 1,000.

24 hour service to Northern Ireland, Holland, Belgium, West Germany, France and Eire.

Excellent carrier service to U.K. and all other countries.

Our prices are the absolute lowest. Strict trade +3% handling charge.

Our new Cash & Carry and distribution Warehouse is now open at:

779 HIGH ROAD, LEYTONSTONE, LONDON E.11  
 Telephone 01-556 2429

Ansaphone after 6 p.m. and weekends

## DISCS

## COLLET'S MELODIYA IMPORTS

NOW AVAILABLE FROM:-

### LUGTON & CO. LTD.

P.O. Box 182 · Cross Lane  
 Hornsey · London, N8 7SB

Telephone: 01-348 9122/9129

### H. R. TAYLOR (BIRMINGHAM) LTD.

139 Bromsgrove Street  
 Birmingham, B5 6RG

Telephone: 021-622 2377/9

Collet's

### COLLET'S INTERNATIONAL

RECORDS-BOOKS-PRINTS-FOLK ART

129/131 Charing Cross Road, London WC2H 0EQ

Tel: 01-734 0782 43

Open Monday-Friday 9.30am-8.00pm Saturday 9.30am-6.00pm

£1,000,000 CASH BUDGET available for unwanted or deleted stereo LP's, 8-tracks and Cassettes. Highest prices paid. No quantity is too large or too small. Phone, telex, write or visit us for a generous cash offer. SCORPIO MUSIC, 2933 River Road, Crofton, PA 19020, U.S.A. Phone: 215-785-1541 or Telex 843366. Recstapes CRDN.

### RECORD BARGAINS

- \* Always 1000's of Bargains & Deletions.
- \* All Top 50 singles and LP's kept in stock.
- \* Best Discounts given.
- \* Fast efficient service.
- \* Open 6 full days a week.
- \* Cash and carry or Delivery arranged.
- \* Export enquires welcomed.
- \* Overstocks bought.

Phone, Write or Call.  
 PEARSONS RECORDS  
 29, Rawson Place,  
 Bradford Yorkshire.  
 Telephone 0274-27845.  
 Telex 517527.

### RECORDED SOUNDS

The Singles People  
 Fast Chart Service. Golden Oldies, Juke Box Operators supplied (with labels). Export. Also 12" singles. Why not ring Charly or Martyn for further information 01-986 3020. 1 Lower Clapton Road, London E.5.

Stereo albums 8p each. Famous artists and labels. Write COLOSSEUM RECORDS, 134 S. 20th Street, Philadelphia, PA 19103, U.S.A.

### TOP CASH PAID

For any quantities  
**RECORDS/TAPES**  
 Tel: 01-965 6673  
 01-951 0992

### BARGAIN SINGLES FROM 4½p

For the list with the best prices write or call:  
**OLDIES UNLIMITED**  
 Department Y  
 6/12 Stafford Street  
 St. Georges, Telford,  
 Shropshire TF2 9NQ  
 Telephone 617625 STD (0952)

EXAMPLE:  
 Amen Corner Half as nice - 15p.  
 Mike Oldfield Portsmouth - 15p  
 Faces Cindy Incidentally - 15p  
 Genesis The Carpet Crawlers - 60p

### HIGHEST CASH PRICES PAID

for LPs, cassettes or 8-tracks, overstocks, deletions, etc.

NO QUANTITY TOO LARGE OR TOO SMALL  
 Contact Mike Campbell for immediate cash offer  
 Tel: 01-961 3133.  
 Telex: 8813067 (HETREC)  
**CHARMDALE LIMITED**  
 182 Acton Lane, London N.W.10

## Just for the record WARRENS

The 1 Stop with a difference we allow you to make a profit!



### WARRENS 1 STOP

16/18 Hollen St. W1. (Off Wardour St)  
 01-734 6822/3/4 01-439 2425 Ask for Bob Shooman



RECORDS  
GROUP

# We are proud to be on record with the following winners and nominees

THE OUTSTANDING LYRIC OF THE YEAR

**BRIAN AND MICHAEL** 7N46035  
 'MATCHSTALK MEN AND MATCHSTALK CATS AND DOGS'  
 Michael Coleman/Brian Burke  
 Great Northern Songs/EMI Music Publishing Ltd.  **WINNER**

THE BEST INSTRUMENTAL OR POPULAR ORCHESTRAL WORK

**JOHN WILLIAMS 'CAVATINA'** (From the Album 'Changes/The Height Below' TOOFA12)  
 Stanley Myers  
 Robbins Music Corporation Ltd.  **WINNER**

THE INTERNATIONAL HIT OF THE YEAR

**BROTHERHOOD OF MAN 'ANGELO'** 7N45699  
 Tony Hiller/Lee Sheriden/Martin Lee  
 Tony Hiller Music Ltd.  **NOMINATED**

THE BEST THEME FROM A RADIO OR TELEVISION PRODUCTION

**THE ALEXANDER FARIS ORCHESTRA 'WINGS'** RESL 37  
 Alexander Faris  
 Chappell & Co Ltd. **BBC records & tapes** **NOMINATED**

And Congratulations to Tony Macaulay  
**SONGWRITER OF THE YEAR**



The  
**IVOR**  
**NOVELLO**  
awards



**...turning up  
with  
the awards!**

# MARKET PLACE

## DISCS

### THE WORLD'S WORST RECORD

has escaped!

SEE PAGE 15

# 1 stop

Distribution (Records & Tapes) Ltd

OFFERS YOU

# ABBA

AT THE UNBEATABLE PRICE OF ONLY

## £1.90

YET ANOTHER REASON TO GO

**ONE STOPPING**

CALL EDDIE WEBSTER ON  
01 388 0137

11/15 WILLIAM ROAD LONDON NW1.

### MAKE 64% PROFIT

By selling our ex-juke box records. We have a regular supply at 10p each plus V.A.T.

RING  
CAPITAL MUSIC LTD.  
on 01-848-0091

### GET NEW CUSTOMERS WITH JAZZ AND BIG BANDS

SPECIALISED MATERIAL FROM

CHRIS WELLARD

Independent Record Sales,  
110 Eltham Hill,  
London SE9 5EF.  
Tel: 01-850-3161.

Are You Tired Of Paying For The High Advertising Costs, High Rents Etc., Of The London Based Deletion Firms?

Then try us . . . GLOBAL RECORD SALES . . . We have lowered our prices yet once again, and our Listed albums start at only 20p.

Send a SAE today for our lists to:

Basement, 3 Chepstow Street, Manchester M1 5EN, or phone (061)-236-5368

## ANNOUNCEMENT

### CLASSIFIED GOES METRIC

The classified advertising space in Market Place is now being sold at the new metric rate of £3.00 per single column CENTIMETRE.

This conversion brings Market Place into line with current standard advertising procedures and will, we feel, help you in your booking arrangements.

Box number charge remains at 75p

Series discounts will remain at:—

6 insertions 10%    13 insertions 15%

## BONAPARTE

New Wave Independent Wholesale Specialists

UK Releases  
45s-49p EPs-65p

SKIDS — Charles  
KILBURNS — EP  
SUBWAY SECT — Nobodies  
NORMAL — T.V.O.D.  
NIPPLE ERECTORS — Nervous  
LAURA LOGIC — Aerosol.  
STIFF LITTLE FINGERS — Wasted  
DESPERATE BICYCLES — New Cross  
BLAST FURNACE — Blue  
BOMBERS — I'm a Liar  
SALT — New EP  
V/2's — Speed Freak  
DYAKS — Gutter kids  
DEVO — Satisfaction 12 inch (52p)  
CANNIBALS Good Guys  
PATRICK FITZ — Safety Pin  
YOUNG BUCKS — Cold Cold  
ART ATTACKS — Dalek  
WARM — new 45  
REDUCERS — Limited Edition  
SLIME — Controversial  
CLARK KENT — (Green Vinyl 1)  
MEKONS — Never  
CUBAN HEELS — Down Town

US 45s at 95p  
RESIDENTS — Satisfaction  
PISTOLS — Vacant  
LEILA AND SNAKES —  
CRAMPS  
BIZZAROS —  
DESTROY ALL MONSTERS  
MUMPS —  
SNATCH T.R.T.  
GERMS  
ALLEY CATS  
WIERDOS  
EARLE MANKEY  
D.M.7.  
RODNEY  
TELEVISION — Little JJ (£1.10)  
WILD GIRAFFES  
WAITRESSES  
X RAY SPEX — Bondage (pic)  
RAMONES — Do You Wanna (75p)

US LPs £2.85-£3.50  
RESIDENTS all 3 LPs  
ALMAND SCHAUBROECK all 3  
REAL KIDS  
TUFF DARTS —  
SCRUFFS —  
WILD MAN FISHER —  
BOWIE — Peter and Wolf (green vinyl)  
CHEAP TRICK — 1st LP  
NICK LOWE —  
ELVIS COSTELLO —  
GENERATION X —  
All 3 above LPs have different tracks from UK release.

European Releases  
All 45s at 95p-£1.05  
CAPTAIN SENSIBLE — Jet Boy  
JILL READ — Maybe  
BOWIE — Heroes (French)  
BOWIE — Heroes (German)  
IAN DURY — Sex and Drugs  
PISTOLS — Anarchy  
PLASTIC BERTRAND — Jet Boy  
TITS —  
DAMNED — New Rose  
MC5 — Borderline

European Releases  
All 12 Inch 45s at £1.65  
IGGY — I got Nothing  
IAN DURY Sex and Drugs  
GROOVIES — Grease  
PISTOLS — Anarchy  
MARIE et les Garçons  
ROLLING STONES — Miss You  
European Release LPs  
£2.75-£2.99  
IAN DURY — with S and D  
PLASTIC BERTRAND — LP  
NEW ORDER —  
RUNAWAYS — Live in Japan  
KLAUSE SHULTZE Assorted LPs  
MAGMA Assorted LPs  
BEATLES — Blue LP. (blue vinyl) 4.99  
BEATLES Red LP (red vinyl)

## EQUIPMENT



### DANDA POLYTHENE RECORD CARRIER BAGS

All Types and Sizes of Carrier Bags at real CUT prices

SPECIAL OFFER  
Full size 14" x 16" for LP Records. Printed to your own specifications on both sides of the bag

150 Gauge — £12.50 per 1,000 minimum order 25,000. Stock Record Bags always available. Immediate delivery — from £11.25 per 1,000.

Quick delivery. For further details & samples send coupon or telephone: 01-889-5693/4  
DANDA PACKAGING CO. LTD. 198 Whittington Rd., Bowes Park, London N.22.

Name: .....  
Address: .....  
Telephone: .....

### CLEAR P.V.C. RECORD COVERS

Made from 500 gauge seamless tubing, giving maximum strength. Buy direct from the manufacturer at keenest prices, by return delivery. Samples, prices and discounts on application.

### CLEAR POLYTHENE RECORD COVERS IN HEAVY DUTY FILM

LP size: 1000, £25 including VAT and carriage.

Samples of all items available.

PLASTIC SALES (Leicester) LIMITED  
10/12 DARTFORD ROAD, LEICESTER, LE2 7PQ.  
Tel: 0533 833691

### CLEAR PVC RECORD COVERS

Manufactured by ourselves from Raw Material — to film — to covers in 500 gauge seamless PVC film, having nylon-like strength for 7" singles and 12" LP Records.

BUY BULK DIRECTLY  
& RECEIVE DELIVERIES BY RETURN  
Phone/write now for Samples/Prices

PANMER LTD Telephone 01-444 7211  
130 Muswell Hill Broadway, London N10 3RU



### DISC JOCKEY CASES

With 4 divisions for 200 7" singles in thick sleeves. Sloping lift-off lid, 2 handles. Size 16 1/2" x 12 1/4" x 8 1/4". Particulars from the manufacturer:  
LGR RECORD AND CASSETTE CASES  
105 Eastern Esplanade  
Southend-on-Sea, Essex

### PVC ALBUM COVERS

LP size ONLY £55.00 per 1,000. Double LP size from £95.00 per 1,000. 200 & 500 gauge Polythene Covers also at best prices (plus V.A.T.). C.W.O. 10/  
M & G PACKAGING LTD  
53 Pavillion Drive,  
Lough-on-Sea, Essex.  
Tel: 0702 712381

DISPLAY TITLES  
BROWSER DIVIDERS  
for CLASSIFICATION OF  
ARTISTS, COMPOSERS, etc.  
Enquiries for samples

HUNT-LEIGH  
(Showcard & Display) Co., 119  
Altenburg Gardens, London SW11  
1JQ. Tel: 01-223 3315

## SEGREGATE!



### With record dividers from "SIGNS FAMILIAR"

smooth, white, plastic record dividers with smart ultra legible headings (plus trade symbols in colour if required). Unbeatable prices. Fast service. Ring or write  
SIGNS FAMILIAR,  
Howdale, Downham Market,  
Norfolk PE38 9AL.  
Phone: (03663) 2511/4.

(Irish customers please contact:—  
August Engraving Co. Ltd.,  
9 Burgh Quay,  
Dublin 2.  
Tel: 783288 or 783325).

## MERCHANDISING

Button Badges are today's answer to Low Cost — High Impact advertising. Contact the Specialists:

### ANN SARGENT Badges & Promotional Items

Tel: 01-856 9609  
60 Falconwood Avenue,  
Welling, Kent

Attention shops! . . . Punk/New Wave Group badges now available from stock

## SHOWSHIRTS

Custom printed T-shirts, Sweatshirts, Paper Jackets, Badges, Car Stickers & Hats. Competitive prices. Any quantity undertaken. 331 Haydons Road, London S.W.19  
Telephone: 540 8709 or 540 7015

## SHOP FOR SALE

### WEST MIDLANDS TOWN CENTRE RECORD SHOP

Taking in excess of £40,000 per annum. Recently appointed main dealer for major organ manufacturer. Secure 21 year lease. Modern unit. Protected prime pedestrianised position. Offers invited.

Please contact  
Benton and Joyce,  
Estate Agents  
23 Warwick Row  
Coventry CV2 3JZ.

### VERY PROFITABLE RECORD AND GIFT SHOP

Sheffield City Centre  
Spacious premises, office and storage accommodation, and parking for three cars. Well established. Low Overheads. Low Rental.  
Write BOX NO: MW 502  
Principals only

## POLYTHENE CARRIER BAGS

### HEARNGRANGE LTD POLYTHENE CARRIER BAGS

Quantity 500 to 5,000,000  
Delivery Prompt  
Prices UNBEATABLE

5,000 or more (simple design). No block charges.

Colours one or two  
Sides one or two  
Size 14" x 16"

### OTHER SIZES AVAILABLE

Also 12 Exclusive design bags printed in 6 colours for all trades.

If we can't supply the bag you want no-one can.

Post slip to London Office for further information.

Advertising Dept MW3,  
Hearnrange,  
London — Manchester  
— Wales  
57-67 Wharfedale Road, Kings  
Cross, London N1 9AB.  
01-278 6761/2/3  
278 5775  
837 5561  
837 6215

Name: .....  
Address: .....

## PUBLISHING

### WANT TO BUILD UP YOUR PUBLISHING ARM?

I have access to unpublished material by a world class songwriter and wish either to join the right company with whom I can develop and exploit this and other top material or to team up with an enthusiastic financial backer with good contacts.

I am fully confident of major lasting success both here and abroad.

PLEASE PHONE: DAVID GOLDBERG ON 01-731-2975.

# MARKET PLACE

## POSITIONS

Chappell & Co. Limited, the world's leading music publishers require a:—

### LEGAL AND BUSINESS AFFAIRS MANAGER

Applicants, aged 25/40, should be qualified Barristers or Solicitors, preferably with experience of copyright law. Experience in the music industry would be advantageous, more important however, is a quick grasp of the problems of creative personnel and flair in liaising with music and legal management. This is a fast paced, exciting post in which the ability to work exactly under pressure, is vital.

The salary offered and the fringe benefits available are first class & opportunities for career progression are excellent.

Please write, giving details of age, qualifications, work experience and current salary to:—

Miss Betty Smith, Personnel Manager,  
Chappell & Co. Ltd.,  
50 New Bond Street,  
London W1.

**chappell**



MUSIC PUBLISHERS  
SINCE 1811

### Area Salesman

The Group Repertoire Division of EMI Records Limited have a vacancy for an experienced Salesman to work in an area covering the East London postal districts and Southern Essex.

Duties will include selling a wide variety of new album releases into prime retail accounts in this large and diverse area.

Ideally living in East London, applicants must have previous experience of selling into retail outlets, an outgoing personality, wide ranging musical taste and a clean driving licence.

We are offering a competitive salary, an achievement bonus, generous expenses and a company car.



To apply, write with brief details of your previous experience to:  
Martin Norwood, Senior Personnel Officer,  
EMI RECORDS LIMITED,  
Seymour Mews House, Seymour Mews,  
London W1A 1ES.

design company need  
P.A. sec. DES perate  
phone 01 836 1007

### JOBS WANTED

#### EXPERIENCED AMERICAN EXECUTIVE Now living in London

Seeks employment with appropriate record and/or music industry company, very energetic, knowledgeable and experienced in management, production and publishing, having worked with several successful acts in the States.

For further details PLEASE WRITE BOX MW 510

### ANNOUNCEMENT

#### COPYRIGHT ACT 1956 THE PERFORMING RIGHT TRIBUNAL

Notice is hereby given pursuant to Rule 5 of the Performing Right Tribunal Rules 1965, of a reference to the Tribunal under Section 25 of the Copyright Act 1956 by the British Hotels, Restaurants and Caterers Association of 13 Cork Street, London W1X 2BH (hereinafter called the "Originator").

The Originator, a trade association representing proprietors of hotels or other similar residential premises, on restaurant or catering businesses, is acting on behalf of the foregoing interests in seeking to vary the terms of certain licence schemes operated by the Performing Right Society Limited (hereinafter referred to as the "PRS") of Copyright House, 29-33 Berners Street, London W1P 4AA, which is a licensing body for the purposes of the Copyright Act 1956. The licence schemes in question (PRS Standard Tariffs H, RH, E and BF) relate to the performance in hotels or other similar residential premises, or in restaurants, cafes and similar premises or at banqueting functions, of all and any musical works (including any words associated therewith), the performing rights in which are, or may be at any time during the term of the licence, controlled by the Performing Right Society, or any of the societies in other countries with which that Society is for the time being affiliated ("the Society's repertoire"), at sites within the United Kingdom of Great Britain and Northern Ireland, the Channel Islands and the Isle of Man.

ANY ORGANISATION OR PERSON wishing to be made a party to the proceedings or wishing to object to the Originator's credentials must apply to the undersigned by the 23 day of June 1978.

#### M TOUCHARD (MRS)

Secretary, The Performing Right Tribunal,  
Room 105, The Patent Office,  
25 Southampton Buildings, LONDON, WC2A 1AY.  
18 May 1978.

### MANAGER/ESS

Required for  
NORTH LONDON

Can you sell?

Have you the ability to build up a good shop with plenty of potential into a first class one?

Can you make decisions, use your initiative and prove yourself worthy of an attractive salary?

If you meet these requirements phone: David Elliott on

01-348-7556

### CREATIVE MANAGER

Active and well established music publishing company requires a young and ambitious person to fill the vacancy of creative manager. Must have a good knowledge of current pop music and the type of contacts that will allow for the signing of new writers.

This is an excellent opportunity with ample room for future promotion.

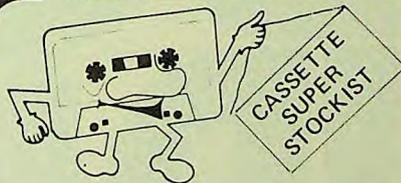
Salary negotiable. Benefits include company pension and hospital schemes and car.

Own staff notified.

PLEASE APPLY TO:

**BOX MW 511**

### BLANK CASSETTES



AUDIO MAGNETICS • BASF • FUJI • MAXELL  
PHILIPS • SCOTCH • SONOREX

Memorex **TDK**

SPECIAL OFFERS

SUPERSOUND AUDIO'S OWN HIGH QUALITY  
BUDGET TAPE FROM 18p

CASSETTES \* 8/TRACKS \* REEL TO REEL \*  
WHAT YOU NEED WHEN YOU NEED IT!

CONTACT US TODAY AND SEE WHY —  
AUDIO IS BRITAIN'S FASTEST GROWING  
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CHART FOR PERIOD MAY 6-12

# TOP 60 ALBUMS

\* = NEW ENTRY  
 ☆ = PLATINUM LP (E million sales)  
 ● = GOLD LP (£300,000 on or after 1st Jan. '77)  
 □ = SILVER LP (£150,000 on or after 1st Jan. '77)  
 - 1 = RE-ENTRY

This Week	Last Week	Wks. on Chart	TITLE/ARTIST/PRODUCER	LABEL & NO./DISTRIB.	This Week	Last Week	Wks. on Chart	TITLE/ARTIST/PRODUCER	LABEL & NO./DISTRIB.
1	1	12	⊙ SATURDAY NIGHT FEVER Various	RSO 2658 123 (F)	31	43	15	● VARIATIONS Andrew Lloyd Webber (Andrew Lloyd Webber)	MCA MCF 2824 (E)
2	2	6	⊙ THE STUD Various	Ronco RTD 2029 (B)	32	28	29	⊙ THE SOUND OF BREAD Bread (David Gates)	Elektra K 52062 (W)
3	4	5	YOU LIGHT UP MY LIFE Johnny Mathis (Jack Gold)	CBS 86055 (C)	33	29	10	THE STRANGER Billy Joel (Phil Ramone)	CBS 82311 (C)
4	7	3	● 20 GOLDEN GREATS Frank Sinatra	Capitol EMTV 10 (E)	34	—	—	VAN HALEN Van Halen (Ted Templeman)	Warner Brothers K 56470 (W)
5	5	17	THE ALBUM Abba (B. Andersson/B. Ulvaeus)	Epic EPC 86052 (C)	35	33	3	□ SHOOTING STAR Elkie Brooks (David Kershensbaum)	A&M AMLH 64695 (C)
6	3	8	⊙ 20 GOLDEN GREATS Nat King Cole	Capitol EMTV 9 (E)	36	40	12	□ BEST FRIENDS Cleo Laine/John Williams (Various)	RCA RS 1094 (R)
7	20	9	● ANYTIME ANYWHERE Rita Coolidge (David Anderle)	A & M AMLH 64616 (C)	37	35	5	A LITTLE BIT MORE Dr. Hook (Ron Haffkin)	Capitol EST 23795 (E)
8	6	7	● AND THEN THERE WERE THREE Genesis (David Hentschel)	Charisma CDS 4010 (F)	38	32	76	⊙ ARRIVAL Abba (B. Andersson/B. Ulvaeus)	Epic EPC 86018 (C)
9	8	7	● LONDON TOWN Wings (Paul McCartney)	Parlophone PAS 10012 (E)	39	37	12	FONZIES FAVOURITES Various	Warwick WW 5037 (M)
10	11	8	⊙ PENNIES FROM HEAVEN Various	World Records SH 266 (E)	40	56	7	SIMON & GARFUNKEL'S GREATEST HITS Simon & Garfunkel	CBS 69003 (C)
11	12	14	□ CITY TO CITY Gerry Rafferty (Hugh Murphy/Gerry Rafferty)	United Artists UAS 30104 (E)	41	38	4	PLEASE DON'T TOUCH Steve Hackett (John Acock/Steve Hackett)	Charisma CDS 4012 (F)
12	17	14	PASTICHE Manhattan Transfer (Tim Hauser)	Atlantic K 50444 (W)	42	51	19	□ ALL 'N' ALL Earth Wind & Fire (Maurice White)	CBS 86051 (C)
13	14	10	BAT OUT OF HELL Meat Loaf (Todd Rundgren)	Epic EPC 82419 (C)	43	39	4	NATURAL ACT Kris Kristofferson/Rita Coolidge (David Anderle)	A&M AMLH 64690 (C)
14	22	17	□ NEW BOOTS AND PANTIES Ian Dury (Peter Jenner/Lauria Latham/Rick Walton)	Stiff SEEZ 4 (E)	44	58	4	CENTRAL HEATING Heatwave (Barry Blue)	GTO GTLP 027 (C)
15	—	—	I KNOW COS I WAS THERE Max Boyce (Bob Barratt)	EMI MAX 1001 (E)	45	—	—	FM Various	MCA MCSP 284 (E)
16	13	65	⊙ RUMOURS Fleetwood Mac (Fleetwood Mac/Dashut/Caillat)	Warner Bros. K 56344 (W)	46	36	2	THE UNIQUE KLAUS WUNDERLICH SOUND Klaus Wunderlich	Decca DBC 5/6 (S)
17	10	4	□ LONG LIVE ROCK 'N' ROLL Rainbow (Martin Birch)	Polydor POLD 5002 (F)	47	50	8	□ EVERY 1'S A WINNER Hot Chocolate (Mickie Most)	Rak SRAK 531 (E)
18	9	8	□ 20 CLASSIC HITS The Platters	Mercury 9100 049 (F)	48	—	—	LENA MARTELL COLLECTION Lena Martell	Ronco RTL 2028 (B)
19	15	9	□ KAYA Bob Marley & The Wailers (Bob Marley & The Wailers)	Island ILPS 9517 (E)	49	41	19	● EXODUS Bob Marley & The Wailers (Bob Marley & The Wailers)	Island ILPS 9498 (E)
20	23	5	HEAVY HORSES Jethro Tull (Ian Anderson)	Chrysalis CHR 1175 (F)	50	30	4	ANOTHER MUSIC IN A DIFFERENT KITCHEN Buccocks (Martin Rushent)	United Artists UAG 30159 (E)
21	25	12	⊙ 20 GOLDEN GREATS Buddy Holly & The Crickets	MCA EMTV 8 (E)	51	—	—	MUSIC 'N' MOTION Various	Warwick WW 5041 (M)
22	19	12	● THE KICK INSIDE Kate Bush (Andrew Powell)	EMI EMC 3223 (E)	52	—	1	IN FULL BLOOM Rose Royce (Norman Whitfield)	Warner Brothers K 56394 (W)
23	16	6	EASTER Patti Smith Group (Jimmy Lovine)	Arista SPART 1043 (F)	53	31	5	GREEN Steve Hillage (Nick Mason/Steve Hillage)	Virgin V 2098 (C)
24	21	28	⊙ OUT OF THE BLUE Electric Light Orchestra (Jeff Lynne)	Jet DB 400 (C)	54	45	5	CLOSE ENCOUNTERS OF THE THIRD KIND Original Soundtrack	Arista DLART 2001 (F)
25	18	9	THIS YEARS MODEL Elvis Costello & The Attractions (Nick Lowe)	Radar RAD 3 (W)	55	—	1	● ONCE UPON A TIME Donna Summer (Summer/Moroder/Bellotte)	Casablanca CALD 5003 (A)
26	26	2	POWER AGE AC/DC	Atlantic K 50483 (W)	56	44	5	ALL THIS AND HEAVEN TOO Andrew Gold (Andrew Gold/Brock Walsh)	Asylum K 53072 (W)
27	27	13	□ PLASTIC LETTERS Blondie (Richard Gottehrer)	Chrysalis CHR 1166 (F)	57	49	4	EAST MEETS WEST James Last (James Last)	Polydor 2630 092 (F)
28	34	112	⊙ GREATEST HITS Abba (B. Andersson/B. Ulvaeus)	Epic EPC 69218 (C)	58	—	—	MAGIC FLUTE OF JAMES GALWAY James Galway (George Korngold)	Red Seal LRLI 5131 (R)
29	—	—	PARKERILLA Graham Parker (Robert John Lange)	Vertigo 6641 797 (F)	59	—	—	UK UK (UK)	Polydor 2302 080 (F)
30	34	7	THE RUTLES The Rutles (Neil Innes)	Warner Brothers K 56459 (W)	60	—	1	LOVE FOR SALE Boney M (Frank Farlan)	Atlantic/Hansa K 50385 (W)

ARTISTS' 43

ABBA	5, 28, 38	EARTH WIND & FIRE	42	JOEL, Billy	33	ROSE ROYCE	52
AC/DC	26	ELECTRIC LIGHT ORCHESTRA	24	KRISTOFFERSON, Kris/Rita Coolidge	43	RUTLES	30
BLONDIE	27	FLEETWOOD MAC	16	LAINE, Cleo/John Williams	36	SATURDAY NIGHT FEVER	1
BONEY M	60	FM SOUNDTRACK	45	LAST, James	57	SIMON & GARFUNKEL	40
BOYCE, Max	15	FONZIES FAVOURITES	39	MANHATTAN TRANSFER	12	SINATRA, Frank	4
BREAD	32	GALWAY, James	58	MARLEY, Bob & The Wailers	19, 49	SMITH, Patti	23
BROOKS, Elkie	35	GENESIS	8	MARTELL, Lena	48	SUMMER, Donna	55
BUSH, Kate	22	GOLD, Andrew	56	MATHIS, Johnny	3	THEME FROM CLOSE ENCOUNTERS	54
BUZZCOCKS	50	HACKETT, Steve	41	MEAT LOAF	13	THE STUD	2
COLE, Nat King	6	HEATWAVE	44	MUSIC 'N' MOTION	51	U.K.	59
COOLIDGE, Rita	7	HILLAGE, Steve	53	PARKER, Graham	29	WEBBER, Andrew Lloyd	31
COSTELLO, Elvis & The Attractions	25	HOLLY, Buddy & The Crickets	21	PENNIES FROM HEAVEN	10	WINGS	9
DR. HOOK	37	HOT COCOLOATE	47	PLATTERS	18	WUNDERLICH, Klaus	46
DURY, Ian	14	JETHRO TULL	20	RAFFERTY, Gerry	11		

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BOYS IN THE TREES Carly Simon	K52066 ELEKTRA	ELEKTRA(W)	MEL BROOKS GREATEST HITS Mel Brooks	K53076 ASYLUM	ASYLUM(W)
BUT SERIOUSLY FOLKS Joe Walsh	K53081 ASYLUM	ASYLUM(W)	DUO GLIDE Sanford & Townsend	K56476 WARNERS	WARNERS(W)

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**MUSIC WEEK**

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# TOP 75 SINGLES

● = FORECAST  
 ● = MILLION (PLATINUM)  
 ● = 1/2 MILLION (GOLD)  
 ● = 1/4 MILLION (SILVER)  
 £ = SALES INCREASE OVER LAST WEEK

This Week	Last Week	Wks. on Chart	TITLE/Artist (producer) Publisher	Label number
1	5	5	RIVERS OF BABYLON Boney M (F. Farian) Hansa/ATV/Blue Mountain ●	Atlantic/Hansa 11120 (W)
2	7	2	NIGHT FEVER Bee Gees (Gibb Brothers/Richardson/Galuten) RSO/Chappell ●	RSO 002 (F)
3	3	4	BOY FROM NEW YORK CITY Darts (T. Boyce/R. Hartley) Carlin ●	Magnet MAG 116 (E)
4	10	4	IF I CAN'T HAVE YOU Yvonne Elliman (Freddie Perren) RSO/Chappell	RSO 2090 266 (F)
5	6	5	BECAUSE OF THE NIGHT Patti Smith Group (Jimmy Lovine) Heatside/Intersong	Arista 181 (F)
6	4	10	TOO MUCH TOO LITTLE TOO LATE ● Johnny Mathis/Deniece Williams (Jack Gold) Heath Levy	CBS 6164 (C)
7	13	14	MORE THAN A WOMAN Tavares (Freddie Perren) RSO/Chappell	Capitol CL 15977 (E)
8	8	5	LOVE IS IN THE AIR John Paul Young (Vanda & Young) EMI	Ariola ARO 117 (A)
9	12	7	DO IT DO IT AGAIN Raffaella Carrà-Sugar	Epic EPC 6094 (C)
10	20	4	(I'M ALWAYS TOUCHED BY YOUR) PRESENCE DEAR Blondie (Richard Gottheier) EMI	Chrysalis CHS 2217 (F)
11	5	6	AUTOMATIC LOVER Dee D. Jackson (C&P Unwin/Jupiter) Martin Coulter ●	Mercury 6007 171 (F)
12	7	10	NEVER LET HER SLIP AWAY Andrew Gold (A. Gold/B. Walsh) Warner Bros.	Asylum K 13112 (W)
13	11	8	JACK & JILL Raydio (Ray Parker Jr) Warner Bros.	Arista 161 (F)
14	28	5	WHAT A WASTE Ian Dury (Dury/Blockheads/Jenkel/Jenner/Lathan) Blackhill	Stiff BUY 27 (E)
15	15	5	COME TO ME Ruby Winters (S. J. Prod) Dobkins/Bluebook/Acoustic/Buttercreek	Creole CR 153 (C/CR)
16	9	9	LET'S ALL CHANT Michael Zager Band (Michael Zager) Carlin	Private Stock PVT 143 (E)
17	14	7	SHE'S SO MODERN Boombert Rats (Robert John Lange) Sewer Fire/Zomba	Ensign ENY 13 (F)
18	18	4	NICE 'N' SLEAZY Stranglers (Martin Rushent) April/Albion	United Artists UP 36379 (E)
19	33	3	CA PLANE POUR MOI ● Plastic Bertrand (L. Deprijck) ATV	Sire 6078 616 (F)
20	16	4	IT MAKES YOU FEEL LIKE DANCIN' ● Rose Royce (Norman Whitfield) Warner Bros.	Warner Bros. K 17148 (W)
21	26	3	A B I N I B I Izhar Cohen & Alphabeta (Shlomo Zach/Uri Cohen) Heath Levy	Polydor 2001 781 (F)
22	22	4	HI TENSION Hi Tension (Chris Blackwell/Kofi Ayivor) Screen Gems	Island WIP 6422 (E)
23	62	2	YOU'RE THE ONE THAT I WANT John Travolta/Olivia Newton-John (John Farrar) Famous Chappell	RSO 006 (F)
24	39	3	ANGELS WITH DIRTY FACES Sham 69 (Persey/Parsons) Singatune	Polydor 2069 023 (F)
25	NEW	1	OLE OLA Rod Stewart/Scottish W.C. Squad (T. Dowd/J. Horowitz) Copyright Control	Riva 15
26	23	5	THE DAY THE WORLD TURNED DAYGLOW X-Ray Spex (X-Ray Spex/Falcon Sturt) C. Control	EMI Int. INT 553 (E)
27	19	9	EVERYBODY DANCE Chic (Bernard Edwards) Warner Brothers	Atlantic K 11097 (C)
28	17	14	MATCHSTALK MEN & MATCHSTALK CATS & DOGS Brian & Michael (Kevin Parrot) Gt. Northern Songs/EMI ●	Pye 7N 46035 (A)
29	40	3	ROSALIE Thin Lizzy (Thin Lizzy/Tony Visconti) Warner Brothers	Vertigo LIZZY 2(F)
30	69	2	OH CAROL Smokie (M. Chapman) Chinnichap/RAK	RAK 276 (E)
31	70	2	DAVY'S ON THE ROAD AGAIN Manfred Mann's Earth Band (Manfred Mann's Earth Band) Island/Earthly	Bronze BRO 52 (E)
32	21	6	BAD OLD DAYS Co Co (T. Bradford/C. Fletcher) ATV	Ariola Hansa AHA 513 (A)
33	36	3	UP AGAINST THE WALL Tom Robinson Band (Chris Thomas) EMI	EMI 2787 (E)
34	37	3	PUMP IT UP Elvis Costello (Nick Lowe) Plangent Vision	Radar ADA 10 (W)
35	NEW	1	IT SURE BRINGS OUT THE LOVE IN YOUR EYES David Soul (Tony Macaulay) Macaulay/Cookaway	Private Stock PVT 137 (E)
36	24	11	IF YOU CAN'T GIVE ME LOVE ● Suzi Quatro (Mike Chapman) Chinnichap/Rak	RAK 271 (E)
37	64	2	(DON'T FEAR) THE REAPER Blue Oyster Cult (Krugman/Pearlman/Lucas) Carlin	CBS 6333 (C)
38	38	2	ON A LITTLE STREET IN SINGAPORE Manhattan Transfer (Tim Hauser) Francis Day & Hunter	Atlantic K 11136 (W)

This Week	Last Week	Wks. on Chart	TITLE/Artist (producer) Publisher	Label number
39	45	3	LOVING YOU HAS MADE ME BANANAS Guy Marks (Peter De Angelis) Peter Maurice/EMI	ABC 4211 (C)
40	27	8	TAKE ME I'M YOURS Squeeze (Squeeze) Rondor Deptford Songs	A&M AMS 7335 (C)
41	43	3	JUPITER Earth Wind & Fire (Maurice White) Chappell	CBS 6267 (C)
42	55	3	ONLY LOVIN' DOES IT Guys & Dolls (Peter Smith/Guys 'n' Dolls) Silberman/Weedon	Magnet MAG 115 (E)
43	25	12	SINGIN' IN THE RAIN Sheila B. Devotion (-) JUA/Big Three	Carrere EMI 2751 (E)
44	32	12	FOLLOW YOU FOLLOW ME Genesis (D. Hentschel/Genesis) Gelring/Hit & Run ●	Charisma CB 309 (F)
45	34	4	BOOGIE SHOES K.C. & The Sunshine Band (H. W. Casey/R. Finch) April	TK TKR 6025 (C)
46	31	6	BACK IN LOVE AGAIN Donna Summer (Say Yes/Moroder/Bellotte) Heath Levy	GTO GT 117 (C)
47	NEW	1	MAKING UP AGAIN Goldie (Tab Martin) Copyright Control	Bronze BRO 50
48	46	4	CAN'T SMILE WITHOUT YOU ● Barry Manilow (B. Manilow/R. Dante) DJM	Arista ARISTA 176 (A)
49	42	3	SHADOW DANCING Andy Gibb (B. Gibb/Richardson/Galuten) RSO/Chappell	RSO 001 (F)
50	29	10	I WONDER WHY Showaddywaddy (Showaddywaddy) UA ●	Arista 174 (F)
51	NEW	1	ANNIE'S SONG James Galway (Ralph Mace) Denver	Red Seal RB 5085
52	56	5	JUST FOR YOU Alan Price (Alan Price) Jarrow	Jet 108 (C)
53	51	4	FEELS LIKE THE FIRST TIME Foreigner (Sinclair/Lyons/Jones/McDonald) Copyright Control	Atlantic K 11086 (W)
54	73	2	YOU TOOK THE WORDS RIGHT OUT OF MY MOUTH Meat Loaf (T. Rundgren) DJM	Epic EPC 5980 (C)
55	50	3	TAKE ME TO THE NEXT PHASE Isley Brothers (Isley Bros/C. Jasper) C. Control	CBS 6292 (C)
56	58	3	EDDY VORTEX Steve Gibbons Band (Tony Visconti) Eel Pie	Polydor 2059 017 (F)
57	53	5	WHEN YOU WALK IN THE ROOM Child (Ray Singer) UA	Ariola/Hansa AHA 511 (A)
58	41	6	HEY LORD DON'T ASK ME QUESTIONS Graham Parker (Robert John Lange) Intersong	Vertigo PARK 002 (F)
59	59	2	ALL NIGHT LONG Dexter Wansel (D. Wansel) Carlin	Philadelphia PIR 6255 (C)
60	68	3	DON'T TAKE IT LYIN' DOWN Dooleys (Ben Findon) Black Sheep/Heath Levy	GTO GT 220 (C)
61	44	7	THEME FROM THE HONG KONG BEAT Richard Denton/Martin Cook (Mike Harding) AIR/Marksman	BBC RESL 52 (A)
62	47	15	BAKER STREET ● Gerry Rafferty (H. Murphy/G. Rafferty) Belferr/Island United Artists UP 36346 (E)	
63	54	3	SHAME Evelyn 'Champagne' King (Warren Schatz) Sunbury	RCA PC 1122 (R)
64	30	9	WITH A LITTLE LUCK ● Wings (Paul McCartney) McCartney/ATV	Parlophone R 6019 (E)
65	72	2	EVERY KINDA PEOPLE Robert Palmer (R. Palmer) Island	Island WIP 6425 (E)
66	57	4	THE CLOSER I GET Roberta Flack/Donny Hathaway (Flake/Ferla/McDaniels) Famous Chappell	Atlantic K 11099 (W)
67	35	14	MORE LIKE THE MOVIES Dr. Hook (Ron Hasskine) Essex	Capitol CL 15967 (E)
68	60	6	(I CAN'T GET NO) SATISFACTION Devo (Devo) Essex	Stiff BOY 1 (E)
69	75	3	STAYIN' ALIVE ● Bee Gees (Bee Gees/Richardson/Galuten) RSO/Chappell ●	RSO 2090 267 (F)
70	NEW	1	BEAUTIFUL LOVER Brotherhood Of Man (Tony Hillier) ATV	Pye 7N 46071
71	66	2	MONEY THAT'S YOUR PROBLEM Tonight (Andy Arhurs) Goal/Air	TDS 2 (W)
72	48	9	IT TAKES TWO TO TANGO Richard Myhill (Phil Wainman) Utopia/Mysongs/EMI	Mercury TANGO 1 (F)
73	62	3	JOKO HOMO Devo (Devo) Devo	Stiff DEV 1 (E)
74	-	1	PLACE IN YOUR HEART Nazareth (Charlton) Naz Songs/Panache	Mountain Top 37 (F)
75	NEW	1	LET'S GET FUNKTIFIED Boiling Point (C. Howard) Web Four/Brown Sugar	Bang BANG 1312 (F)

**TOP WRITERS**

A B I N I B I (Hirsh/Manori)	21
All Night Long (Wansel/Graves)	59
Angels (Persey/Parsons)	24
Annie's Song (Denver)	51
Automatic Lover (G & P Unwin)	11
Back In Love Again (Summer/Moroder/Bellotte)	46
Bad Old Days (De Sykes/Slater)	32
Baker St (Rafferty)	62
Beautiful Lover (Hiller/Lee/Sheridan)	70
Because The Night (Smith/Springsteen)	5
Boogie Shoes (Casey/Finch)	45
Boy From NY City (Taylor)	3
Can't Smile (Martin/Arnold/Morow)	48
Ca Plane Pour Moi (Lacomblez)	19
Come To Me (Price)	15
Davy (Simon/Robertson)	3
Do It (Pace/Bracardi/Collin)	9
(Don't Fear) The Reaper (Roesser)	37
Don't Take It (Findon/Myers)	60
Eddy Vortex (Gibbons)	56
Everybody Dance (Edwards/Rodgers)	27
Every Kinda People (Frazer)	25
Feels Like (Jones)	53
Follow You (Rutherford/Collins/Banks)	44
Hey Lord (Parker)	58
Hi Tension (Hi Tension)	22
Hong Kong (Denton/Cook)	61
If I Can't Have You (Gibb Bros.)	4
If You Can't (Chinn/Chapman)	36
It Makes You Feel Like Dancing (Whitfield)	20
It Sure Brings Out (Macaulay/Stephens)	35
It Takes Two (Myhill/Wainman)	70
I Wonder Why (Weeks/Anderson)	52
Jack & Jill (Parker Jr)	13
Joko Homo (Devo)	73
Jupiter (White/White/Dunn)	41
Just For You (Price)	55
Let's All Chant (Fields/Zager)	9
Let's Get Funktified (Howard/Harrell/Daniels)	75
Love Is In The Air (Vanda Young)	8
Loving You (Mark)	39
Making Up Again (Black/MacDonald)	47
Matchstalk Men (Coleman/Burker)	28
Money (Arhurs/Chambon/Turner)	71
More Like The Movies (Silverstein)	61
More Than A Woman (Gibb Bros.)	7
Never Let Her Slip Away (Gold)	12
Nice & Sleazy (Stranglers)	18
Night Fever (Gibb Bros.)	2
Oh Carol (Chinn/Chapman)	30
Ole Ola (Stewart/Chen)	25
On A Little Street (Derose/Hill)	38
Only Loving (Silberman/Weedon)	42
Place In Your Heart (Charlton)	74
Presence Dear (Valentine)	10
Pump It Up (Castello)	34
Rivers of Babylon (Farian/Reyam)	1
Rosalie (Seger)	29
Satisfaction (Jagger/Richards)	60
Shadow Dancing (Gibb Bros.)	49
Shame (Fitch/Cross)	63
She's So Modern (Geldof/Singers)	17
Singing In The Rain (Bron/Freed)	43
Staying Alive (Gibb Bros.)	69
Take Me I'm Yours (Tilbrook/Difford)	40
Take Me (Isley Bros./Jasper)	55
The Closer I Get (Mizum/Lucas)	66
The Day The World (Stryker)	26
Too Much (Kipner/Vallins)	6
Up Against The Wall (Robinson/Butterfield)	33
What A Waste (Dury/Blockheads)	14
When You Walk In The Room (De Shannon)	57
With A Little Luck (McCartney)	64
You're The One That I Want (Farrar)	23
You Took The Words (Steinman)	54

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# MARKET PLACE

# PERFORMANCE

## POSITIONS



Two new posts have been created due to a general programme of expansion; in our Export Trade Division and Mail-Order Classical Department.

### 1. SHIPPING MANAGER(ESS) - TRADE DIVISION

The successful applicant will be required to process orders through all stages of preparation including picking stock, packing, invoicing and export documentation. Applications are therefore invited from people between 20/25 years of age with experience in export documentation or export invoicing and who are also prepared for some heavy work associated with handling large quantities of gramophone records. A general interest in contemporary popular music would also be an advantage.

### 2. CLASSICAL MAIL-ORDER MANAGER(ESS)

This successful applicant will be required to completely run our Classical Mail-Order Department. Duties would include ordering records from suppliers, invoicing, stock control, preparing advertising/promotional material and answering customers everyday queries by telephone/letter. A sound knowledge of the complete classical and contemporary serious music repertoire is essential and an applicant with some typing ability would receive preferential consideration.

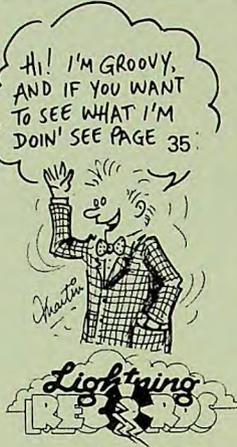
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"ONE-STOP" OPERATION

## Elkie Brooks

IT HAS taken her more than 13 years to get to the top, but her sell-out concerts last week at the London Palladium proved that Elkie Brooks is currently Britain's top female contemporary singer. It is doubtful whether there is any other girl pop singer around who could have accepted the same engagement, and emerged with such flying colours.

It has been claimed that Miss Brooks is the first British female pop singer for some 25 years to have an entire Palladium show to herself. Her opening half, of 30 minutes duration, featured just her and a handful of musicians. The stage was in dim lighting and Miss Brooks, looking like a present-day Billie Holiday, just stood there and sang. And that's all she needed to do. She had the knack of reducing the atmosphere of the huge theatre to the size of a small saloon bar.

The second half of the show featured the other side of Elkie Brooks with a wide selection of material which showed off the gutsy qualities of her voice. Tracks from her new A&M album Shooting Star were heavily featured, including the new single Only Love Can Break Your Heart. The evening concluded with four of her best-known songs, Love Potion Number Nine, Sunshine After The Rain, Lilac Wine and

Pearl's A Singer.

It was a great performance from an artist whose success has been long overdue. For more than two hours she had held the audience spellbound. It must prove to be one of the best pop evenings to be held at the Palladium for a long time.  
CHRIS WHITE

## Kinks

THE KINKS' Roundhouse appearance wasn't only a charity event for the venue - the money is going towards their new improved acoustics - it was also an act of charity for fans who were disappointed when the group cancelled a planned short tour.

Time has been kind to the Davies brothers. Ray and Dave don't look any older now than they did when they were marking up hits like You Really Got Me and Dedicated Follower Of Fashion. Both these numbers were featured in the set, and to the converted they sound as exciting now as they did in the late Sixties.

The new numbers sound much better live than they do on the album. Tracks like Hayfever and Rock And Roll Fantasy left some doubts that the Kinks were still capable of maintaining a career at the top, but after hearing them live I have changed my mind. They were excellent.

ROB RUSSELL

## UK

UK, ALREADY tagged the rock establishment's answer to punk rock, were just that last week at the Rainbow. UK showed that a musical performance of high quality can make for a worthwhile concert without the need for an outlandish stage appearance and outrageous antics. In doing so, however, the band also highlighted one of the reasons why punk/New Wave started in the first place - namely that rock bands had become too remote from their public.

As individuals the members of UK have all tasted life at the top - Bill Bruford as drummer with Yes and King Crimson, Alan Holdsworth as guitarist with Soft Machine, John Wetton as bassist and vocalist with King Crimson and Uriah Heep, and Eddie Jobson as keyboard player and violinist with Curved Air, Roxy Music and Frank Zappa.

The revelation of the evening was Allan Holdsworth's consistently excellent guitar playing. With his cultured jazz/rock style, he produced some dazzling solos. Unfortunately, he, like the rest of the band, was so laid back that it would have seemed totally out of place to jump up and really cheer at the end of the performance.

DAVID DALTON

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## SMALL LABEL BOSS SEEKS SMALLER SECRETARY ...

NICK MOBBS is setting up a small label to be marketed and distributed worldwide by Warner Brothers.

He is looking for a PERSON FRIDAY preferably less than 5 foot 4 inches and aged around 25.

Duties will include choosing furniture, being nice to John Fruin, supervising laundry, charming artistes to defect from other record companies and placing silly adds in Music Week.

Degrees in psychology will be suffered and money will be paid to the right Person.

If you think that you're that Person or know someone you'd like to drop in it, please write to Mobb's home address:

'MAYBROOK', VALLEY WAY, GERRARDS CROSS,  
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## Anchor adds two to artist UK roster



ANCHOR RECORDS has signed two new acts, Alan Grooner and Rush Hour to long term contracts. Both will have singles released in June. After announcing the signings, Anchor md Ian Raffini stated, "Following the streamlining of our American company and its return to frontline artist development, we have in turn begun to expand our artist roster. It isn't our intention to embark upon a mass signing spree, and we will continue our policy of having a selective artist roster".

Each of the initial releases from Alan Grooner and Rush Hour will be supported by nationwide press, promotion and marketing campaigns — details of which will be announced shortly.

MATUMBI, ONE of Britain's leading reggae bands, have signed a worldwide recording deal with EMI Records.

The band, currently on tour with Ian Dury, have the first single released through EMI on

RECENTLY SIGNED exclusively to A&R Artists Management Ltd is Oliver Tobias (alias The Stud). Oliver is signed worldwide for future films and recording and is at the moment in the process of recording an album and a single. Seen in the photograph is A&R Management MD Alex Riahi and Oliver Tobias.



NEW EMI signing Matumbi (see deals).

## First single on EMI America label

THE FIRST single on EMI's new America label is released this week (May 26). It is Michael Johnson's Blue Than Blue (AMI 501), which has already charted in the US.

Released on Capitol's Tower series of imports is a self-titled album by female duo A Taste Of Honey (EST 11754). Boogie Oogie Oogie (CL 15988) is a single taken from the album.

IN A LIMITED edition initially of 10,000, Capitol's Kraftwerk single The Robots/Space Lab (CL 15981) is being distributed in a special bag which folds out to three times the size of an ordinary singles bag.

THE RELEASE of Mink de Ville's new album *Return To Magenta* on Capitol has been put back a week, while the latest Bob Seger single on the label *Still The Same* (CL 15990) is available this week.

RADAR'S newest signing The Soft Boys have a single released to coincide with a series of club dates starting at the Marquee on May 25.

## MOVES

CREOLE RECORDS has moved from 4 Bank Buildings, High Street, Harlesden NW10 to larger premises at 91-93 High Street. However the telephone number, 965-9223, remains the same, as does the telex number.

## MUSIC DEALS

Harvest label on June 9, entitled *Rock Parts 1 and 2*. An album, being produced by the band is scheduled for September release. Matumbi has also been commissioned to write the theme music for a new BBC 2 series, *Empire Road*.

OUTLET RECORDS has purchased the name and distribution rights of Glen Records. Glen was formed by Lloyd Sound last year in Belfast and artists on the label include Candy Devine, Eileen Donaghy and Derek Marsden. All Glen material will be made available through Outlet and further acts are expected to be signed soon (— Donal O'Boyle.)

DECCA HAS signed Manchester soul harmony band Spookey. The eight-piece is constantly gigging in the Midlands and the North and arrangements are being made for Spookey to work in London. Decca is starting recording sessions immediately, as it considers the signing something of a coup because of the interest expressed by other majors. (see *Tipsheet*, page 8).

ZONES, a four piece Glasgow rock and roll band have signed an exclusive worldwide recording deal with Arista. Three members of the band played with the now defunct Slik.

## More bags for Patti

ARISTA has printed a further quantity of single colour bags for the Patti Smith hit single *Because The Night* (ARIST 181). Initially, the bag was available for the first 40,000 copies. Now, re-sleeved singles are being shipped by Phonodisc immediately.

for the *Hollies*, and which features in *Ambre Solaire's* (the sun tan oil manufacturers) summer promotion. Another rush-release from the record company is *World Cup Argentina*, the official theme for the 1978 World Cup, which has been recorded by Ennio Morricone. The single is released on June 2. Catalogue number: Pye 7N 46092.

UPTOWN RECORDS of Victoria Road, Mablethorpe, Lincs (05213 2625) has started its own record label. First release is a four-track ep from Leicester New Wave band, *Disco Zombies*, retailing at 99p. Release date is May 26 and distribution through Relay and S. Gold and Son.

A MAJOR record deal and tour will be announced soon for United, the band formed by ex-Kink members Andy Pyle and John Gosling.

FIRST 20,000 copies of the new *Rich Kids* single, *Marching Men*, will be available in full-colour bag.

TOM PETTY & The Heartbreakers have been added to the Knebworth Festival bill next month, and it will be the band's only British appearance this summer. They have a new album, *You're Gonna Get It*, released on the Shelter label next week.

BRUCE SPRINGSTEIN has completed his long-awaited fourth album, *Darkness On The Edge Of Town*. The LP will be released by CBS on May 26. While Springstein starts an 80 date US tour this week, there are no plans for him to tour the UK in the near future.



JIM COOK (left) Polydor's a&r director with Alan Sizer, who joins the company from RCA.

## Sizer joins Polydor

POLYDOR'S a&r Division is now back to full strength with the official appointment of Alan Sizer as the Division's General Manager.

The appointment follows the recent departure of Chris Harding to Warwick Records. Sizer will be in charge of day-to-day running of the artists roster, leaving Jim Cook, Director of a&r, free to concentrate on major acquisitions and selected artist development projects.

Sizer goes to Polydor from RCA where he was a&r manager responsible for signing Al Stewart, Bonnie Tyler, R&J Stone and Sad Cafe among others. Prior to that he was a sub-editor on *Music Business Weekly* and joined RCA to work in the Press Office.

ARIOLA RECORDS has announced several new appointments to the company and the formation of a regional promotion team. Andrew Pryor, Director of Marketing, commented, "Following the recent success that Ariola has experienced and in line with our expansion plans we are delighted to announce the formation of the Ariola Regional Promotion Team."

New appointments: Diana

## MUSICAL CHAIRS

Warren, who has been working for Ariola in a freelance capacity for six months, becomes promotion manager, working alongside Richard Evans. Ian Kingsley — who has experience with Polydor in the north of England — will cover the northern area and central Scottish belt. Mike Perry, recently Polydor regional promotion manager in the Midlands, will cover the same area for Ariola. Richard Moore, from CBS, will cover the southern area.

TONY CANNON after six years with A&M northern promotions to WEA as Northern Promotions Area Manager... Chris John from EMI Records' Contracts Manager to EMI Licensee Co-ordinator, Eastern Europe, reporting to Ken Butcher, Group Record Licensee Controller... Jeff Jarratt to EMI Music as manager of recently renovated KPM studio, reporting to EMI Music director Roy Tempest... EMI Music's Peggy Jones transferring to publications division where she will be engaged on editorial and research, reporting to publications and overseas co-ordination director Patrick Howgill.

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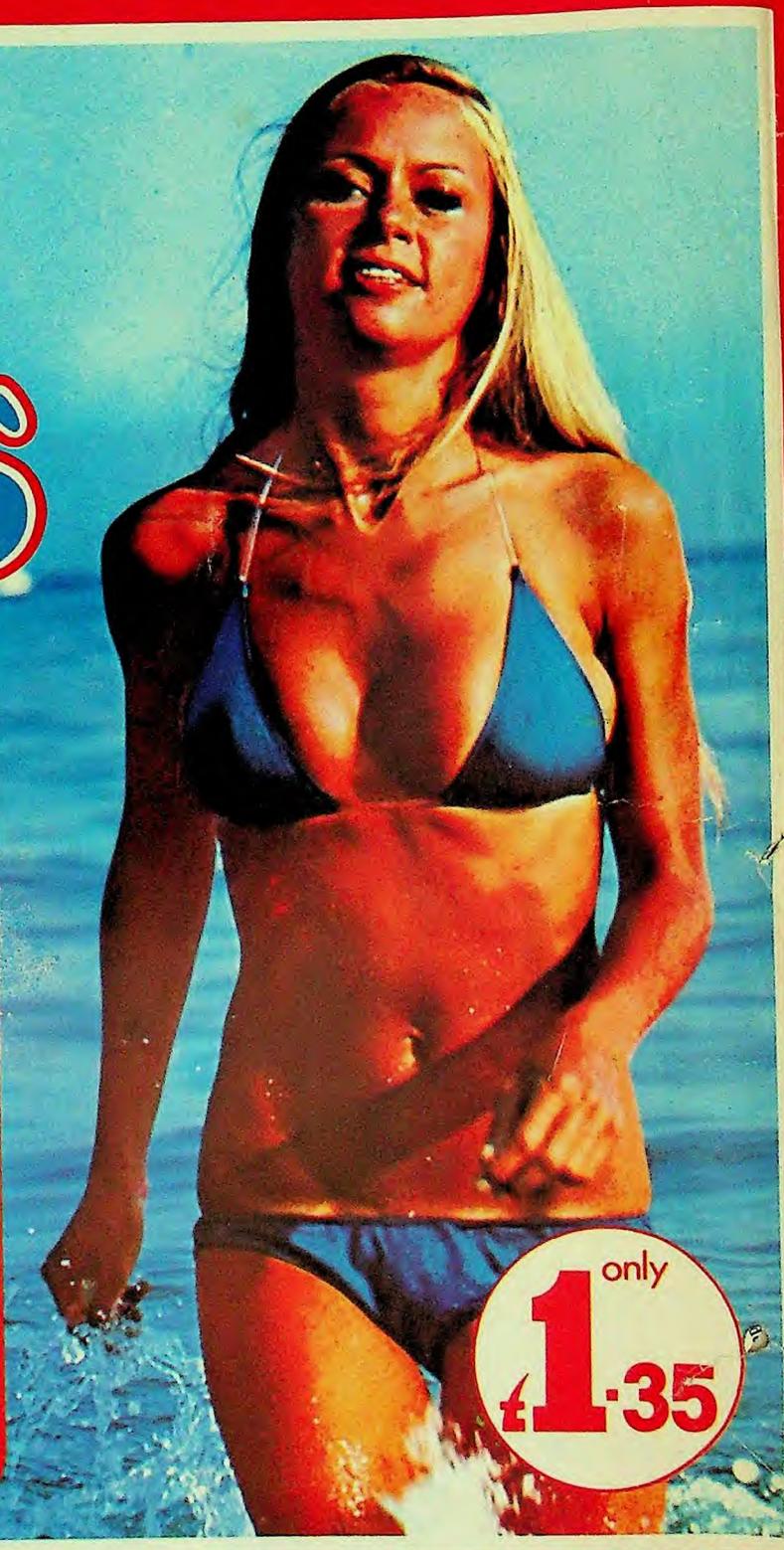
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