Mike Smith quits Decca at GTO

by JIM EVANS

AFTER 14 months at head of A and R at Decca, Mike Smith is joining GTO Records as general manager. In making the announcement, GTO managing director Dick Leahy stressed that this did not mean that he himself would be taking a back seat.

"The company needs managing on a constant basis. A lot of people tend to forget that we run an international business as well which means I have to travel a lot," explained Leahy.

Smith's appointment is part of what Leahy prefers to describe as GTO's natural growth rather than expansion. At the same time Mike Perono is promoted to director of promotion and marketing with plans to build that department substantially.

"Last year was good for GTO;" explained Leahy, "but Dick felt that he really had a question of building and sustaining after the loss of a major artist (Donna Summer)."

As for expanding the artist roster, Leahy said that GTO was not into signing major established acts, but, as always would be looking for new talent. Among the company's priorities for this year will be to break Dana in America — the singer has now fully recovered from her throat trouble — and an album from Dana is imminent. Heatwave is currently recording a new LP and Leahy sees further success for Dean Friedman in both here and in the States — and believes that in the States he has one of the strongest m.o.r. acts on the circuit.

"My philosophy of a record company is that it is a management company that looks after people's record careers," Smith, who joins GTO shortly before Miden, found working in A and R in a major record company frustrating at times because "There won't be open for all sorts of conversations. A large part of Infinity's success is due to a deal he did in London with Mickie Most a few days after taking up his appointment last year. The deal brought him Hot Chocolate for North America and an immediate Top 20 hit with Everyone's A Winner. This success was repeated with Double Gray's You Can Do It. • Full details of Infinity's UK launch plans will be in next week's Music Week.

Pepper picture disc release date set

THE LONG-AWAITED and much heralded Sgt Pepper picture disc will finally be told into the dealers from next Monday. This is the second selling for the album; all orders taken before Christmas, in anticipation of a release date in late November, have been cancelled by EMI. Production difficulties at the German factory where the albums are being manufactured have not only delayed release to an uncertainly past the Christmas market period, but have meant that the number available to the UK trade will be much fewer than EMI thought it would have. Geoff Kemplin, international product general manager, told MIF that the first pre-sale on the picture disc had been excellent (according to unconfirmed reports orders were in the region of 100,000), but when it became clear that there would be no

stocks before Christmas all the orders were cancelled.

"We did not want to have dealers with stock; they could not sell because the first orders were probably big ones, in anticipation of big sales during the Christmas rush," Kemplin explained.

The major problem at the factory is said to be shortage of one of the materials needed for these special discs — which EMI was apparently unable to have manufactured in Britain. A small number of early copies were delivered, "but there were not enough to satisfy everyone, so we decided to wait until we had a bigger amount." EMI hopes to be able to satisfy all orders with such supplies as will be able to get, but, Kemplin conceded, "if rationing needs to be done it will be done."

Infinity looks to wider horizons

NEW YORK: America's newest record company Infinity Records has already recorded one million dollars in net billings in the three months it has been operating and president Ron Alexenburg has now finalised plans to launch the label internationally. Alexenburg flies to Europe later this week for a special launch party in London and at Miden and he told me that the establishment of Infinity around the world "will mean jobs for a lot of people".

Infinity, backed by MCA Inc., already has offices and staff in New York, Los Angeles and Toronto and is represented in London by Gary Davison while MCA Records, London, handles international licensing.

And while Alexenburg intends to meet all local companies and licensees in a series of forays into Europe during the next four months, he told me that while at Miden we will be open for all sorts of conversations.

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EMI acquires Berry Music share capital

EMI SONGS has acquired the share capital of Berry Music for a cash consideration of approximately £250,000 in a move to extend the range of its background music resources in the shape of the Keith Prowse-Peter Maurice recorded music library.

Berry Music was founded in 1955 by Campbell Connelly director Roy Berry in partnership with his late Reg Connelly. The background music sector of its activities is known as the Connelly Music Library, an acronym of Connelly's surname and Berry's first name.

Berry Music achieved a considerable string of hits, mostly in pre-rock 'n' roll days, and among them were The Poor People Of Paris, Pickin' A Chicken, Arrivederci Roma, More and Meet Me On The Corner.

Roy Berry told Music Week that the disposal of Berry Music in no way affected his continuing connection with Campbell Connelly as a director. He disclosed that CC is moving from Denmark Street to 37 Soho Square at the end of February, taking possession of a £1 million building, the top three floors of which are being leased to CBS Records.

Hungary seeks links with the west

BUDAPEST: Country and Eastern is the 1979 promotional tag for Editio Musica Budapest, the only music publishing organisation in Hungary. Focal point for its efforts is the Hungarian group Fonograf, whose single Greyhound and Lonesome Once Again is being released in the UK by United Artists Records and who will star in the Hungarian pop gala at Midem on January 23.

News in brief...

With effect from January 1, Belwin-Mills is the exclusive agent in the UK and Eire for the Pro Arte catalogue, following an agreement with Alfred A. Kalmus Ltd.

RONDOR MUSIC has obtained exclusive UK publishing representation for Earth Wind And Fire, effective immediately with the band's current single September.

JUDY GRANT, formerly with ATV Music and UA Music, has joined EMI Songs as head of the promotion department, pop division.
Twist and Shout oldies store opens

A PARTNERSHIP formed by music business publicist Roger St Pierre and the winner of Lightning Records' Oldies Champion contest, has set up what is probably one of the country's most specialist record shops. Clive Solomon won the Oldies championship while at Warwick University and later met St Pierre - who is himself very knowledgeable on the subject. Both had already had ideas of starting a business to find, sort and sell oldies and record collectors' items.

The shop is called Twist and Shout and will open officially in Batersea High Road, South West London, in the second week of January.

Collection

"Primarily the shop will be a service for DJs," St Pierre explains, "and because of that we will also stock some current products and import stock.

"But over the years I have amassed probably one of the biggest personal record collections in the country and Clive also has a large collection. We are putting some of our own records into stock."

"We are also going round buying up people's record collections. It is sometimes incredible what can be found among the piles of old records which people have stored away in attics."

Temptation

St Pierre, who will leave the running of the shop to Solomon and continue to run his own publicity company, says that the shop will remain very much a specialist enterprise.

"There is no temptation for us to branch out and become a more general record shop, there's too much price cutting on ordinary stock to make that viable. We hope to build up a large number of regular customers and offer them a service, which might include getting specific current releases for them if they want them.

Requests

There are also plans to extend the shop premises to allow for the return of much of the kind of trade that we used to do. We will keep track of all requests which could not be fulfilled immediately so that when the wanted titles are found the customer can be contacted.
Porter quits after WEA re-shuffle

THE RESIGNATION of John Porter, WEA's national sales manager, has followed a move to streamline the company's sales force management. WEA managing director John Fruin emphasises that Porter's departure from the company is the "natural outgrowth of a rethinking" of finding that two hisopic separate job descriptions can be done by one person.

Announcement of Porter's resignation has been delayed until now so that Fruin could make personal efforts to ensure that it was understood in the business that the situation was no reflection on Porter's professional worth.

"At the beginning, and press conference, we decided to structure two sales forces, one for catalogue and for field sales, with high-potential product, the other dealing with albums and campaign records. Both these forces were headed by a sales manager. This structure has been exceptionally successful, as our chart placings, with high-potential products, have shown.

"However, we have realised that both these operations should be controlled by one manager. Therefore, most reluctantly, we have decided to announce the resignation of John Porter.

Malcolm Jones to CBS Int'l A&R

FOLLOWING THE recent re-organisation of the CBS/Epic marketing press and promotion departments, there has been a re-structuring of the International A and R department.

Malcolm Jones has been appointed to the position of International A and R manager. At the same time, two members of the department have been given new responsibilities. Malcolm Eade becomes international repertoire manager for Epic and Associated Labels, while Hugh Attwooll becomes international repertoire manager for CBS and CBS Int'l A&R.

Bernie Paul

BRONZE RECORDS has signed Ariola (Germany) Records' Bernie Paul to a UK recording agreement.

Although unknown in this country, Bernie Paul has achieved considerable success both as artist and producer in Europe. He was a member of the successful Family Child, best known for their big European hit single, "Hey, this is another production by composer and manager, Pau..."
Make it your New Year resolution to stock up with these 7 Salsoul and Fantasy disco singles.

Still high in the charts is Sylvester's "Dance (Disco Heat)" - FTC 163 and 12 FTC 163.

And for release in January.

DAMON HARRIS
"IT'S MUSIC"
12 FTC 165 FTC 165
(released 5th JAN)

DAVID SIMMONS
"WILL THEY MISS ME"
12 FTC 166 FTC 166
(released 12th JAN)

INSTANT FUNK
"GOT MY MIND MADE UP"
12 SSOL 114 SSOL 114
(released 12th JAN)

FIRST CHOICE
"HOLD YOUR HORSES"
SSOL 115
(released 26th JAN)

For release 9th Feb
PARADISE EXPRESS
"DANCE"
12x FTC 167

GAZ
"SING SING"
12x SSOL 116

ORDER NOW
INTERNATIONAL

Good sales end Argentine year

From JUAN SAMOVAR
Buenos Aires: Although 1978 has not been a very good year, the record companies are expecting good sales throughout this Christmas season, and one of the majors reports the fulfillment of a £2 million target for its year-end campaign covering November and December. Due to the declining value of the American dollar, the Argentine market has "grown" this year from about £2 million per month to £3 million, but sales in terms of units have dwindled from around one million albums per month to between 500,000 to 800,000. In spite of this overall slump, hit records have been fairly well. Daniel Magal reached a 450,000 seller in the first part of the year, and figures between 100,000 and 200,000 albums sold of one release are not infrequent.

The biggest bet for December are the new albums by Julio Iglesias and Roberto Carlos on CBS, and compilation albums on RCA, Microfon, Scam and EMI-Disques. Photogram is relying on the Saturday Night Fever and Grease RSO albums which still have plenty of steam and the new LP by local singer Sergio Denis, who recently topped the singles chart.

Another bright spot on the market scene was the visit by Italian TV star Raffaella Carrà, already known here through video tapes from her country and Spain. Her ability to pack the Luna Park Stadium in Buenos Aires was also reflected at the record stores, with CBS selling more than £50,000 worth of her various albums and singles in two weeks and winning chart ratings with her Hey Que Vuelta En '85 single and En Castellano LP.

MURRAY ALBUMS
TORONTO: Anne Murray, currently hot with parading with You Needed Me, has been recording two albums under the auspices of her Balmor production company here at the Eastern Sound studio produced by Jim Ed Norman. She also laid down some tracks for use in her Canadian Broadcasting Corporation TV special which was filmed on location in Jamaica.

Other recent Eastern Sound sessions have included vocalist Cathy Stewart for Leitch Music by Harry Hinde, an A&M album by Malcolm Tonkinson produced by John Anthony, and Murray McLaughlan completing his LP for True North which he is also producing.

MfP Belgium reports good 8-track sales

BRUSSELS: Music For Pleasure in Belgium, with around a million album sales annually, is the only company here still selling 8-track cassettes and reports that, despite general apathy towards the format, sales figures are still climbing.

"But while basic interest in 8-track remains, our main business is in the budget album market. Some 30 gold discs are due from our artists already," says Marcel Heymans, MfP chief.

The Joe Loss Plays Glenn Miller package hit a 45,000 sales mark and Geoff Love's UK-produced Western Hits album sold similarly, with his Star Wars set also a big seller. Product from Greece heads the 1979 Hits album, and the Melodies der Welt album. Ventura, alias former Randy Rabinson, producer R. Streit, K-tel marketing director F. Pietsch, and E. If.

Murray McLaughlan completing his LP

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I Army, the audio explosion being integral to appreciation of the lyric can recall, with a song about Dad's explosion. This had to do, as far as I borrowing a Clive Dunn LP, would the adjoining hi-fi den. who, department store, 1 was much dis-
department within a very posh

What a pity. I'd say that's the best closed, the other distinctly glassy).

“Have you taken your radiogram into the Mojave Desert . . . no?”

“Bird peers at the surface, one eye

"You say it's a faulty record trainer; "You say it's a faulty record

"And do you give the cash back

"I've a feeling that my first job in

“Customers dropped carrier bags, purses, false teeth, and other personal belongings in great alarm; the experience did me little good either. Our hi-fi Guy Fawkes found the whole business quite hilarious, and it was really amusing just how much wear that track had ... it was a Music for Pleasure record, by the way, and great tribute to the wear qualities of those budget discs. I have been relieved at its absence from those parts over the Vule, though it would be most pleasant to see the disc back again by next Christmas . . . I'm taking the Vitamin and Nerve Tonic regularly now."

The store in which I worked, by the way, was just a few yards along the road from one on the receiving end of a bomb . . . so you will understand my slight anxiety state. A young fellow came into that store, carrying a heavy suitcase and asked if he could leave it in my charge while he “looked around”. “No fear,” I said gallantly.

However, one of the young ladies on the staff apologised for my unhelpful tones and said that she would look after the suitcase — and put it in our display cupboard.

I wonder if my old store is still permitting young men to leave their-wearily successors “as a favour”. On the other hand, the people who look the most suspicious are often the most honest — record company reps being an example. And record reps are honest men, except when it comes to talking about the prospects for their latest batch of singles, e.g. “This one is absolutely certain to get into the Top Five.”

When you refer to that totally obscure disc left on the shelves some weeks later, he says cheerily, “I heard the Top Five in my Aunt Maud’s Musical Soirees. She thinks that the record is wonderful.” Most record reps have such convenient aunts, and even more convenient bad memories.

One or two customers have remarked to me that coloured vinyl is all very well, but it doesn’t show the dust up as well as black, and thus they cannot see if the record needs a quick flick of the duster. I’m not sure if this is the case, and must admit I have no done good to my eyesight in squinting at records. Customers have funny ideas about cleaning records — I had one chap, who, upon my complaints about the LPs I sold him, mentioned that he gave them a generous squirt with a well-known liquid detergent. If you tell a customer that he/she should always clean the LP before you tell a customer that he/she..."

The store staff, but the most

merely the most gorgeous member

accessories ... ?” Glenda is not

don't want them, can't play them, relations, on the grounds that they

bring back the records, tapes,

after Christmas,” I said. “People

“People bring back the records, tapes, accessories, etc. thoughtfully purchased by well-meaning proprietors."

“Customers dropped carrier bags, purses, false teeth, and other personal belongings in great alarm; the experience did me little good either. Our hi-fi Guy Fawkes found the whole business quite hilarious, and it was really amusing just how much wear that track had ... it was a Music for Pleasure record, by the way, and great tribute to the wear qualities of those budget discs. I have been relieved at its absence from those parts over the Vule, though it would be most pleasant to see the disc back again by next Christmas . . . I'm taking the Vitamin and Nerve Tonic regularly now."

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Anne Mutter
her album
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Disc jockeys jostle for success

THE DISC Jockey’s Federation turns around at the end of its longest year with a new look. With 500 members and 12 affiliated local groups, the DJF is urging its members to join to support public liability insurance.

“We want to show our faith in the hierarchy of insurance underwriters,” the DJF’s PRO, Peter Halden explained. “We are also organizing a one-off exclusive motor insurance policy for dealer DJs, and we want to get equipment insurance down to 1 per cent.”

With the associations from South Wales, Wessex and Sussex now member of the DJF, it has gone into its governing council meeting on January 30th at the Metropolitan Hotel, Portsmouth, full of hope. At that meeting it will discuss the results of its referendum on whether to join forces with NATTKE (National Association Of Theatre and Cinematograph Employers), Alliance or not.

WHAT THEY’RE SAYING ABOUT ONE OF THE HOTTEST REGGAE/DISCO SINGLES....

Reggae

ROYAL RASSES: Unconventional People/Unconventional Rhythm

Up 36482

- Unconventionality in Reggae music can be an acquired taste. But it’s almost like a second skin thing to many music fans. Unconventional People is a new name in the reggae market and they appear to be doing the right thing.

- Prince Lincoln of the Royal Rasses currently single-handedly is the most talked about name in the scene. He is getting more attention than ever before, and his music is winning over the masses. The name Lincoln is synonymous with quality and it is certain that this new star will go far.

- Reggae music is not just about the sound of the music, it’s also about the message. Unconventional People is no exception. Their music is full of meaning and has a strong message of unity and brotherhood.

- The Royal Rasses are known for their energetic and soulful performances. Their music is a fusion of different styles and influences, making it unique and appealing to a wide audience.

- The Royal Rasses are also known for their charitable work. They use their platform to raise awareness and funds for various causes, making them a popular choice for charity events.

- The Royal Rasses are a true representation of the spirit of reggae music. Their music is powerful, passionate and full of positive energy. They are true ambassadors of the genre and are sure to make a huge impact in the music world.

- Unconventional People is a great name for this band. They are definitely unconventional and their music is a true reflection of their individuality. They are sure to make a name for themselves in the music industry.

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MUSIC WEEK, JANUARY 13, 1979

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ARANJUZ MAM AMOUR, Summer Never Came, ACKER BILK, Pye 764164 A

ARREST WE ARE SEARCHING, Where Have All The Dancers Gone? MONEY, GuL 64 A

BABY I'M BURNING, I Wanna Fall In Love, DOLLY PARTON, RCA, PD 11425 (R)

BACK IN YOUR ARMS AGAIN, Sometimes Kind Of Thing, TERRI DE SARIO, Casablanca CAN 137 (A)

BE MY BABY, On The Road, DOMINO, EM 2983 (E)

BOOMERANG, Can't Let You Go, SILLY B AND THE BUZZY BUNCH, TK TR 7999 (C)

CARRY ME, Love Of Fantasy, BILL WATERS, GTO GT 240 (C)

**DEG**

DEVIL SENT YOU TO LOREDO, Somewhere in Paradise, BACCARA, RCA PB 5611 (R)

DO Dat, Reed Seed (Tino Turner), GROVER WASHINGTON JNR, Motown TMS 1131 (E)

ENDLESS SLEEP, Fire, SHAKIN' STEVENS (Polydor), EPC 8684 (C)

EVERYBODY IS A STAR, Lay It On The Line, THE POINTER SISTERS, Elektra/Asylum K 12324 (W)

EVERYTHING IN THE WORLD BUT LOOSE, Under The Double Eagle, EDIE RANFO, Elektra/Asylum K 12331 (W)

GOODBYE GOODBYE, Better To Have Loved, BROTHERHOOD OF MAN, Pye 74 49153 (A)

GOOSEBUMPS, The B Side, B A. ROBERTSON, ROBERTSON, Asylum K 12326 (R)

GOT TO MAKE MY MIND UP, Wide World Of Sport, INSTANT FUNK, Salisau SSSL 114 (E)

**IJJ**

DON'T KNOW WHAT I'VE BEEN DOING, Skunk Funk, SWEET CREAM, Deck 576 (E)

I WILL SURVIVE, Anybody Wanna Party? GLORIA GAYNOR, Polydor 2009 017 (F)

JUST A GIGGLIN', The Streets Of Berlin, MARLENE DIETRICH, Columbia D3 9026 (E)

LAY DOWN AND ROCK ME, I Must Be Loved, JOHNNY WAKELIN, Pye 7641637 (A)

LEAVE A LITTLE LIGHT, Give Me A Little Piece Of Your Side, ERUPTION, Atlantic K 11213 (W)

**MNP**

MAMA DON'T YOU HIT THAT, R&B, 20TH CENTURY, EM 2982 (C)

MASSAGE PARLOUR, Pay Up And Look Big, CHAS AND DAVE, Don't Be Foolin', MCA 11783 (W)

MONEY, THE FLYS, EMI 2907 (El

**TW**

THE KID WITH THE REPLACEABLE HEAD, I'm Your Man, RICHARD HELL AND THE VOIDOORS, Radar ADA 20 (W)

THIS IS LOVE, I'm By Myself Again, PAUL ANKA, RCA PB 1396 (R)

TOGETHER WE ARE BEAUTIFUL, My Man, RICHARD HELL AND THE VOIDOORS, Radar ADA 20 (W)

WOMAN IN LOVE, Out Of Love Again, ALCO, ARO 141 (A)

**DISCO TOP 20**

1. **TAKING YOU TO THE BANK**

2. **SEPTEMBER**

3. **QUE TAL AMERICA**

4. **SIX MINUTE STEPS**

5. **YMC**

6. **NIGHT DANCING**

7. **I'M EVERY WOMAN**

8. **ONE NATION UNDER A GROOVE**

9. **IN THE BUSH**

10. **DON'T HOLD BACK**

11. **LE FREAK**

12. **I'M EVERY WOMAN**

13. **MASSAGE PARLOUR**

14. **CONTACT**

15. **DON'T HOLD BACK**

16. **I LOVE THE NIGHTLIFE**

17. **DANCE (DISCO HEAT)**

18. **HEAT OF THE BEAT**

19. **DISCO DANCE**

20. **GOODBYE GOODBYE**

**Sally Oldfield**

**Water Bearer**

Sally Oldfield's debut album, *Water Bearer*, is a distinctive new sound thrusting its way to the front, winning recognition and acclaim.

Not only written, produced and arranged by Sally, almost all the instruments are played by her giving the unmitigated stamp of individual ability with a glowing promise of even more to follow, evidenced by the way her first single *Mirrors* is currently moving up the charts.

**ALBUM**

**WATER BEARER**

BRON 511

**Includes hit single 'MIRRORS'**
A DROP OF THE HARD STUFF

FROM DR. FEELGOOD

EVERY SINGLE IN A CHOICE OF 3 SPECIAL PICTURE BAGS
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Love Ain't Gonna Wait For Us
c/w Say It Again

UA
UP 36480

Taken from the forthcoming album
Love Ain't Gonna Wait For Us

Order now from your UA Salesman or EMI Records Distribution Centre, Tel. (01) 759 4532/4611 & 848 9811

Nick Gilder

'Here Comes The Night'

HIS NEW SINGLE AVAILABLE IN A COLOUR BAG CH 2264

TAKEN FROM THE ALBUM CITY NIGHTS CHR 1202

Chrysalis
Radio 1

TOP ADD ONS

1. THIS IS IT, Dan Hartman (Blue Sky 6999) R1, CR, C, D, M, H, SS, RT, O, P, V, Bb, Hm
2. WHEN I'M AWAY FROM YOU — Three Degrees (Ariola ARO 141) R1, RL, CR, C, BR, H, F, B, SS, RT, V, Bb
3. I'M EVERY WOMAN, Chaka Khan (Warner Brothers K 1270)
4. WHEN I'M AWAY FROM YOU — Frankie Miller (Chrysalis CHS 2276)
5. IT DOESN'T MATTER ANYMORE — Don McLean (EMI International INT 575)

ADD ONS

BEACON RADIO

SHAKE YOUR GROOVE THING — Peaches and Herb (Polydor 2066 992)
KONA COAST — Beach Boys (Reprise K 14494)
ONE NATION UNDER A GROOVE — Funkadelic (Warner Brothers Planet K 12324)
FOUR STRONG WINDS — Neil Young (Reprise K 14493)
IS SHE REALLY GOING OUT WITH HIM — Joe Jackson (A&M AMS 7406)
I'M SO INTO YOU — Edwin Starr (2oth Century BTC 2289)
SATURDAY NIGHT, SUNDAY MORNING — Thelma Houston (Motown TMG 1130)
JE SUIS MUSIC — Cerrone (CBS 6918)
WOMAN IN LOVE — Three Degrees (Ariola ARO 141)

BRMB

FOUR STRONG WINDS — Neil Young (Reprise K 14493)
ONE NATION UNDER A GROOVE — Funkadelic (Warner Brothers Planet K 12324)
IS SHE REALLY GOING OUT WITH HIM — Joe Jackson (A&M AMS 7406)
I'M SO INTO YOU — Edwin Starr (2oth Century BTC 2289)
SATURDAY NIGHT, SUNDAY MORNING — Thelma Houston (Motown TMG 1130)
JE SUIS MUSIC — Cerrone (CBS 6918)
WOMAN IN LOVE — Three Degrees (Ariola ARO 141)

Radio 2

ALBUM OF THE WEEK

ONE IN A WHILE — Dean Martin (Reprise K 54103)

Luxembourg

BULLETS

DESTINY — Jackson (Epic EPC 693)
EVERY NIGHT — Phoebe Snow (CBS 6842)
NEW DAY — Arnold Brown (CBS 6943)
MUSIC DOESN'T MATTER — Stars (Epic EPC 6948)
JE SUES MUSIC — Cerone (CBS 6918)
SYMPHONY OF LOVE — Michael Brown (Polydor POSP 012)
WOMAN IN LOVE — Three Degrees (Ariola ARO 141)
POWER PLAY — Barbara Dickson (CBS 6977)

TWIN SPIN

DANCING IN THE HALLS OF LOVE — Alesi (A&M AMS 7406)

Radio Clyde

HIT PICKS

Dave Marshall: YOU NEED A WOMAN TONIGHT — Captain and Tennille (A&M AMS 7407)
Jeff Cooper: EVERYBODY IS A STAR — Pointer Sisters (Planet K 12324)

Radio Forth

HIT PICKS

Mike Scott: BACK IN YOUR ARMS AGAIN — Terri DeSario (Columbia CAN 1375)
Steve Hamilton: LUCKY — Bernie Paul (Bronze BBO 65)
Bill Tormore: IT DOESN'T MATTER ANYMORE — Don McLean (EMI International INT 575)
Mike Couser: CHANGING OF THE GUARDS — Bob Dylan (CBS 6915)
To the Anastasia group of companies...

CONGRATULATIONS

...on your tenth anniversary.

We are proud to be associated with you and your artist, Alvin Lee. Here's to the next ten years.
Ten years old — a regal celebration for Anastasia

Anastasia—a story of success

IT IS not mere coincidence that Jon Brewer and Robert Patterson have acquired the Royal Family as neighbours since their Anastasia group of companies have moved their London headquarters to Pall Mall.

As partners in the music business for ten years they have always aimed for the top, seeking and acquiring only the best. And in aiming for the top they have been associated with some of the best in the business, including David Bowie, Bill Wyman and the Rolling Stones set up, Mick Taylor, The Tremeloes, Dana Gillespie, the embryo New Seekers and now Alvin Lee — the embryo New Seekers and now Alvin Lee.

They are truly a success story — but like all good success stories, it has a humble beginning.

As two go-ahead young insurance brokers Brewer and Patterson found the city too restricting for their energetic talent, so when an up-and-coming band approached them at the end of the year and offered a £400 fee, they took them on hand and the band moved off down the deep end of the music business and found themselves managing the band. They may not have had the knowledge right from the start, and they certainly did not have vast financial backing, starting with no more than £400 between them, but one thing they did not lack was front. They even persuaded the Russian Embassy to let them hold a launching reception there, until Russian officials discovered that the band was called Czar.

ISLE OF WIGHT

Jon Brewer takes up the story.

"So there we were in the music business with one band and one pig on the road. We did a tremendous PR job on that one night and they took a record number of people. It was an exciting time as we were offered about ten recording contracts at that time but turned them all down and major journalists were ringing us up at 4 o'clock in the morning for comments.

"In those days it was the college circuit with 100 watt of PA and you were doing well. The Isle of Wight Festival came later and we were determined to get the band on. We didn't manage that, but went down there anyway, hoping that a band wouldn't turn up and there would be a spot for Czar. We ended up playing outside the festival gates with such bands as Hawkwind and Southern Comfort in an inflated balloon."

It was through Laurence Myers hearing a Czar disc that Brewer and Patterson first got involved with Gem, a production company at the time. It seemed that with plenty of artists eager to record and Myers himself concentrating on the financial side of the operation, the company was looking for assistance in managing the acts.

"He found that he was acquiring acts for recording but had nobody to look after them," says Jon Brewer. "It was our intention in the association with Gem to take the artists off his hands for management, while he handled the recording.

"This was one of the most amusing and interesting years of our existence as a company for moving into Gem's Regents Street offices brought us into contact with the likes of David Bowie, The Tremeloes, Dana Gillespie, Mick Hawksworth, Ian Poot and three of the New Seekers who were then Milkwood. We were trying, where it was possible, to look after the management interest. One of the main concerns was, of course, David Bowie who at that time was handled by Laurence's partner, Tony de Fries. We became very close and with Tony and David did the album "Hunky Dory" which was the big chance for him after a three year dead period.

"One essential thing was to get David a record deal and Robert, who was in America at the time, harked back to the day which led to the simplified tracks and got nowhere because the only picture we had of David was in a dress and the Americans said: 'We're having enough trouble selling records by men in trousers, without having to push product from men in dresses.'

"That was completely the wrong attitude and we knew things would change — and they did.

"The experience was beneficial for Brewer and Patterson for it taught them that one was more to management than simply taking care of contracts, arranging record deals and sorting out tax affairs. They realised that it was as much to do with communication and understanding the acts.

"They found further evidence of that after splitting from Gem and handling Tucky Buzzard, produced by Bill Wyman of the Rolling Stones. The band achieved a measure of success in the US and the main benefit to Brewer and Patterson was getting close to Wyman and the Stones and being able to witness the huge pressures placed upon artists with so many business interests.

"They made many useful contacts in America with the likes of David Bowie, Noel Redding and Phil Cordell, a performer/songwriter with a UK hit — I Will Return — and another instrumental and production success in Europe with Dan The Bang Man, still the biggest selling single ever in West Germany.

"The company was also restructured at that time along the lines that simples taking care of contracts and handling product so successful; also in Europe Polygram International have succeeded in continuing the success of Alvin with the success of T.Y.L.

"Their first task was to place Lee with a record company and after lengthy negotiations Brewer and Patterson struck a deal with RSO for the US and Polydor for the rest of the world.

"Since that day Alvin Lee/T.Y.L. have stormed America with two major tours to audiences ranging from 3 to 30,000 people heading all the way. The relationship with RSO has been dynamic," says Brewer.

"It is such a relief to work with a professional record company, a production company that you can talk to and enjoy their work and, therefore, making our product so successful; also in Europe Polygram International have their biggest selling single ever in West Germany."

"He asked for an alternative and felt he needed an injection of new blood. We found Tom Combs and Nick Hawkerthwaite, who were two unknown musicians at the time but a real powerhouse. We tried to find a keyboard player but eventually realised that the rock group needed a keyboard player for the tour and two months after that we signed Tom Combs and Nick Hawkerthwaite, who were two unknown musicians at the time but a real powerhouse. We tried to find a keyboard player but eventually realised that the rock group needed a keyboard player for the tour and two months after that we signed Tom Combs and Nick Hawkerthwaite, who were two unknown musicians at the time but a real powerhouse. We tried to find a keyboard player but eventually realised that the rock group needed a keyboard player for the tour and two months after that we signed Tom Combs and Nick Hawkerthwaite, who were two unknown musicians at the time but a real powerhouse.

"Noel Redding was already in America and had been waiting for someone to say that for five years."

ALTERNATIVE

"It was the biggest challenge we've come up against!"
SUCCESS SPEAKS FOR ITSELF

GERRY RAFFERTY
The Anastasia story

"We will only use professionals, the best accountants/lawyers/promoters and promotion men. Lippman and Rau — Harvey Goldsmith — Albert Korski really delivered last year in assisting with Alvin Lee/T.Y.L. success — in Europe" says Brewer.

The Gerry Rafferty success last year also proved that dedication and persistence and understanding of an artist was all worthwhile. On a world-wide basis, these are 350 million sales to-date and only recently the fourth hit single track taken from the album City to City has just entered the American Top 50.

"The album's a masterpiece says Brewer and deservedly puts Rafferty amongst the worlds greatest songwriters."

That brings the success story up to the present day, with new product from both Lee and Gerry Rafferty due early this year.

Lasting ten years together as partners is almost a cause for celebration itself in such a fickle world as the music business, but the harmony achieved by Jon Brewer and Robert Patterson has a simple explanation, according to Patterson. "We tend to see eye to eye on all major decisions. We might have some disagreements but positive results always come from those disagreements."

BREWER ACCOMPANIES Alvin Lee from the dressing room to the stage at an open-air festival.

German Open Air Festival, 65,000 people Alvin Lee T.Y.L.

ROBERT PATTERSON making final checks prior to a TYL performance.

The answer is perhaps slightly more complex than that. The two are perfectly matched with the astute negotiator and businessman Brewer balancing the more creative artist and repertoire orientated Patterson. That does not mean to say that each does not possess qualities held by the other but they realised their strengths, which are many.

"We tend to see eye to eye on all major decisions"...

Robert Patterson

CONGRATULATIONS

ON YOUR

10th ANNIVERSARY

CARLIN MUSIC
Congratulations on Your 10th Anniversary.
From Strength to Strength
10 Years of Success and Survival
Congratulations!

Congratulations!
To a Great Management Team
TEN YEARS OF ROCK ON THE ROAD

BILL GRAHAM – BILL GRAHAM PRODUCTIONS – San Francisco, California. “Alvin Lee is a charter member of the rock n’ roll music scene. Any artist who can sound that good and still wear those funny clod-hopper shoes is O.K. with me.”

BRUCE KAPP – CELEBRATION PRODUCTIONS – Chicago, Illinois. “Alvin Lee had 12,000 people screaming for a fifth encore.”

CHRIS FRITZ – CHRIS FRITZ & COMPANY – Kansas City, Missouri. “30,000 People Screamed for a 4th encore”

OKLAHOMA CITY

RANDY LEVY – SCHON PRODUCTIONS – Minneapolis, Minnesota. “Alvin Lee – still ten years ahead of his time.”

RICK KAY – BRASS RING – Detroit, Michigan. “What a fine time warp. Alvin had the crowd standing on their seats and climbing on shoulders.”

DON FOX – BEAVER PRODUCTIONS – New Orleans, Louisiana. “Alvin did a great job.”

The main rule is always deliver

JON BREWER believes that he could count the number of good managers on the fingers of both hands — and that 70 per cent of those would be American. Being a person of conviction and strong belief in himself, would number himself and Robert Patterson in that select few. The industry would not disagree; success speaks for itself.

He shares the opinion of his partner that a person who is just out for money should not be in the music business and says: "There is a lack of competent management willing to put time in without immediate financial return. We're not there just to add up figures and sit behind a desk with a cigar getting fat."

"One rule that has stood me in good stead is that I would never tout bad product..."

"We are there to provide not only direction, but also to be a 100 per cent trustworthy companion, to be an ear and to be responsible for the business manœuvres. Alvin's requirements were that of a perfect manager and we've done our best to develop that sort of service for him."

"It is important that the artist understands what his manager is trying to achieve for him and he should also be made aware of his exact financial status at all times. When an artist goes on stage everyone expects him to be incredibly professional and they have the right to expect everything around them to be just as professional."

"One rule that has stood me in good stead is that I would never tout bad product — that could be criticised, perhaps, but never anything that I know is not marketable in some way. I think the Americans have come to respect that. They know I would never offer them English gimmick records. "But the main rule is always deliver."

Another prime concern in Brewer's management role is communication. He believes that he should not only be in touch with company presidents, but also with local promotion and sales people.

And he feels that concert promoters are often the best judges of what is wanted in a particular territory ("the promoters (livelihood and survival depends on them knowing what is happening on the street that day) — consequently he maintains good contacts in all these areas."

Jon Brewer cannot conceive of the time when he will not be involved in the music business. He says: "Management is very fickle as it expands or contracts depending on the success or failure of your artists."

"My main concern is to build and maintain a strong management company and not to retire."

He also believes in keeping active outside work as well.

"Personal life is important to me. Business, sport and leisure should be evenly balanced and your physical condition and training are as important as your board meetings."

Managing life on the road

WHILE JON Brewer is busy pressuring deals, Robert Patterson spends most of his time dealing with pressure. He eases the worries of the artists Anastasia is involved with by ironing out any problems that turn up during tours, rehearsals or recording.

In the past year this has taken him on the road with Alvin Lee for six months and he expects to spend eight months with him during 1979. He also attends about half of the recording sessions.

In fact, Patterson is more involved with the business side of the company now than he was.

"At one time I would only come into the office if there were tour arrangements to be made. I handled the music side and Jon just handled the business but that had to change as the company grew larger and roles became interchangeable."

"Each tour presents its own special problems and spontaneous decisions have to be made. It is no good getting to the airport to find the plane cancelled and saying I'll have to go home and think about that one when you are supposed to get 19 people and several tons of equipment to a gig for 15,000 people or more. Some of the things that go wrong can be frightening, but the reward comes when you see the band come back for its third or fourth encore."

"I find fewer and fewer problems that I can't solve on the road. Also, there are now many more professional companies involved, working out travel and accommodation difficulties. I remember having to take a plane to a gig in the Ozark Mountains and when we got to the airfield with a minimum of two or three tons of bulky equipment, this little 13 seater with a pilot who was supposed to do everything turned up. We did eventually get to the other end and then had to turn the bay out of a farmer's wagon to get out gear to the gig because there was no truck hire. This is the sort of problem I've had to deal with over the years."

"Some of the things that go wrong can be frightening, but the reward comes when you see the band come back for its third or fourth encore..."

"Out agency ties are now with DMA — they are remarkable because they take so much time just to make sure our touring is successful and painless. DMA are very different. They are like us — small in the number of people they represent so that each client gets a first class service."

"In personal management the successful ones always handle just one or two artists. To be able to give time to an artist is a most important concern of mine."

ROBERT PATTERSON: "I find fewer and fewer problems that I can't solve on the road."

"Each tour presents its own special problems and spontaneous decisions have to be made."

PAGE 9
Congratulations to Anastasia on celebrating 10 years. From United Artists Records.

Gerry Rafferty
The Album
CITY TO CITY

The singles
CITY TO CITY
BAKER STREET
WHATEVER'S WRITTEN IN YOUR HEART
RIGHT DOWN THE LINE
Happy
10th Anniversary

JON BREWER, ROBERT PATTERSON
AND EVERYONE AT THE ANASTASIA GROUP OF
COMPANIES

Thanks to you, together we represent one of the most important talents to emerge in this decade, Gerry Rafferty. Here’s to the 80’s.

Island Music President Lionel Conway, wearing green jacket, in the closet with Jon Brewer, congratulating him on his 10th anniversary.


CORRECTION: Actually, the caption under the photograph is incorrect. It is not Jon Brewer in the closet with Lionel Conway. It is Allan McDougall, General Manager of Island Music, U.S.A. who, upon learning of the error, had this to say about Jon Brewer: “Who’s Jon Brewer then?”
CONGRATULATIONS!
on 10 Years of Success

MICK TAYLOR
knowing that Jon Brewer and Robert Patterson were insurance brokers before they turned their attentions to the music business, it hardly comes as a surprise to learn that they have evolved an insurance scheme specifically tailored to suit all the unusual risks peculiar to the industry.

They formed Starcover Associates with a longtime American associate, Cecil Hollingsworth, and established through Willie Robertson a relationship with Eckerstey Hicks and Company to represent them as brokers in Europe and Frank B. Hall to represent them as U.S. brokers. Starcover provides unique cover for a unique investment. It is a scheme to protect recording, publishing and management companies’ financial interests in their performing artists effected with certain Lloyd’s underwriters. It compensates the insured with a capital sum for loss of investment and earnings caused by either the accidental death of a contracted artist or permanent disablement ending his career. On a reduced scale, it also compensates for any loss of limbs or disablement which does not affect the artist’s career permanently. Starcover has been specially adapted to meet the current and developing requirements of the music industry.

Restrictions and exclusions concerning drugs, drink, travel and sporting activities normally found in a personal accident policy have been deleted or amended to relate to both the social and working environment of the performing artist.

This scheme is now extremely well known and used by the industry throughout the world.

Apart from continuing to guide the career of Alvin Lee and developing their interest in the repertoire of Gerry Rafferty, Jon Brewer and Robert Patterson have some ambitious and exciting plans. The most important and most immediate development will be in the field of music publishing. Brewer explains: “We have always been fascinated by publishing. It is, after all, the most stable part of the industry and our success as publishers over the past two years is immense. We aim to expand our interest in that field during the next five years, first in Europe and then in the US, so that we might eventually compete with the ATV’s, the Chappells and the Warner Brothers.”

Patterson adds: “We’re both interested in songs and songwriters and we feel that this is a part of the company we can expand without diluting our efforts in other areas. We will bring in expert staff to work on catalogues and we won’t merely be buying packages. We are more interested in individuals and developing their careers.” Patterson has a couple more projects in mind for the future: “We are going to build a really first class studio because that is somewhere where you see the music really happening. Films are another project that we will be involving with the group of companies, in as much as it will be something new and a natural progression.

“I believe you have to keep learning all the time to keep going stale and to maintain a sense of reality.”

Films, a studio and publishing — priorities for the future

Congratulations
from
Laurence Myers
and the
GTO Group
of Companies

CONGRATULATIONS
JON BREWER
ON YOUR TENTH ANNIVERSARY
I AM SURE YOU’LL HAVE A
Bright
FUTURE
MARTIN WYATT

BRIGHT MUSIC LTD., 34/36 MADDOX ST.
ANASTASIA LTD. founded 1969
WARNER BROS MUSIC (UK) LTD. founded 1969
TEN YEARS LATER
ALVIN LEE

MUSIC

Here's to the future
THANK YOU FOR THE SUCCESS—
WITHOUT YOU WE COULD NOT HAVE DONE IT

ENERGY, PERSISTANCE, TRUTH AND BELIEF ARE THE TRUE REASONS FOR SUCCESS. REWARD WILL SEEK OUT THOSE WITH SUCH TALENTS — THANK YOU TO ALL OUR ARTISTES, CLIENTS, PARTNERS AND FRIENDS WHO POSSESS SUCH TALENT —

THANK YOU ....

AND LOOKING FORWARD TO THE NEXT TEN YEARS

SEE YOU AT MIDEM
YACHT LEXA
JETEE ALBERT EDOUARD
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ANDY GIBB
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ROD STEWART

The founding committee for Music For UNICEF is
Barry Gibb, Robin Gibb, Maurice Gibb, Robert Stigwood & David Frost.
Copeland: in the deep end with new wave acts

by CHRIS WHITE

BRITISH new wave bands may soon get their major touring breaks in the US, if the plans of agent Ian Copeland are anything to go by. Copeland, brother of Miles Copeland, ex-manager of Wishbone Ash, works for one of the States' top rock agencies, Paragon, and his aim is to spot UK rock talent and present it before American fans.

Copeland was born in the US but has spent most of his life commuting between there and Europe. After a brief spell in Vietnam as an American serviceman he became interested in the rock business and joined the Sherry-Copeland Agency (at that time run by brother Miles and John Sherry). After the company became part of the Nems Agency, Copeland decided to try his luck in New York and Los Angeles. Already he has taken several UK new wave bands to the US and had success — amongst them were Squeeze, the A&M recording band, who did an eight-week tour last year.

Copeland says: "Before I joined Paragon, I approached several other agencies but all they wanted to know was which bands could I take to them who were already big in Britain, They were only interested in Top Ten acts, and because I didn't have any they were not interested."

"The head of Paragon, which is based in Macon, Georgia, is Alex Hodges, who has represented such bands as the Allman Brothers. Hodges said: "I am not interested in the bands that are already well-known. I want to find unknown talent and take an interest in new bands."

Among the other British new wave bands Copeland is taking back to the US are Ultravox, Police and The Only Ones. "The purpose of my visits to the UK is to find talent — many people think that American agencies are only interested in an act when it has made the Top 20. We are willing to stick our necks out and make a commitment. Hopefully by doing that we shall also educate people. We will jump in the deep end if it is a band that we believe in, regardless of whether they are well-known or not."

News in brief...

PROMOTER HARVEY Goldsmith is presenting top American jazz musician Chuck Mangione at the London Palladium in February — the first time that he has performed here. Grammy Award winner Mangione will appear at the venue on February 4, his only UK date, as part of a European tour. His latest album, Children Of Sanchez, was recently released by A&M.

IRISH SINGER Geraldine will be the first artist released on Bill Martin and Phil Coulter's new record label, Coma, and will debut with a song by the two songwriters, Casablanca. In her native Ireland, Geraldine has had several number one hits and she recently came second in the World Song Festival in Japan. She is being managed by Dick Katz.

Like to get your hands on Dolly Parton in the pink?

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Nominations for the 1979 Music Awards have already been made by Capital Radio's presenters and producers and it is now up to 5 million listeners to make their final selection for the Awards to be presented at the Grosvenor House on March 5th, 1979.

This year's nominations are

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<td>Hi-Tension</td>
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<td>Chris Rea</td>
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<td>Siouxsie and the Banshees</td>
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<td>Billy Joel</td>
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<td>Bob Marley &amp; The Walters</td>
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<td>Dolly Parton</td>
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    - Genesis
    - Dancing in the City
    - Marshall Hann
    - Baker Street
    - Gerry Rafferty

- **SECTION 2**
  - Best British Album
    - The Kick Inside
    - Kate Bush
    - This Year's Model
    - Elton John
    - A Single Man
    - City to City
    - Gerry Rafferty
    - Jeff Wayne's War of the Worlds

- **SECTION 3**
  - Best British Male Singer
    - Elvis Costello
    - Elton John
    - Graham Parker
    - Cliff Richard
    - Leo Sayer

- **SECTION 4**
  - Best British Female Singer
    - Joan Armatrading
    - Elkie Brooks
    - Kate Bush
    - Julie Covington
    - Olivia Newton-John

- **SECTION 5**
  - Best British Group
    - The Bee Gees
    - The Boomtown Rats
    - Darts
    - The Electric Light Orchestra
    - The Who

- **SECTION 6**
  - Best London Artist
    - Kate Bush
    - Elvis Costello
    - Ian Dury
    - Elton John
    - Graham Parker

- **SECTION 7**
  - Best British Newcomer
    - Kate Bush
    - Marshall Hann
    - Hi-Tension
    - Chris Rea
    - Siouxsie and the Banshees

- **SECTION 8**
  - Best International Artist
    - Bob Dylan
    - Earth, Wind & Fire
    - Billy Joel
    - Bob Marley & The Walters
    - Dolly Parton
Skues moves to full-time admin

RADIO HALLAM programme director and presenter Keith Skues has come off air to concentrate on the shaping of the Sheffield station's overall output and to give more time to the administrative aspects of his job.

No replacement presenter is being taken on to fill his noon to 2pm slot. Morning presenters Johnny Moran and Roger Moffat will each be on the air for an hour longer, so that Moran's breakfast show will run from 6am to 10am, followed by Moffat's programme from 10am to 1pm.

Skues' decision to give up spinning discs "for at least three months" comes at a time when he finds Hallam and himself under particular pressure, made more intense since the station increased its output to 24 hours.

He says: "I have found myself working up to 21 hours a day to fulfill broadcasting and administrative commitments to Hallam, plus responsibilities to the IBA, and some things were just not getting done."

The BBC has also woken up to the fact that commercial radio is a serious competitor and has been zapping Sheffield, with personal appearances from Peter Powell and Dave Lee Travis. BBC Sheffield also seems to be making more of an effort. I can now take time to listen to them and see if there are any areas in which we can improve."

"I will also spend more time on long term planning and look at a greater number of specialised projects such as our link up with Yorkshire Television."

AN INDICATION of the increasing marketability of local radio personalities — BRMB presenters, Les Ross and Ed Doolan, have signed with Paul Vaughan who will represent them as agent and business manager. Witnessing the deal is Birmingham based comedy performer and recording artist, Jasper Carrott, who says: "I'm delighted to see top commercial radio people moving into this league."

Pictured at the signing are: (standing, left to right) Vaughan, Carrott; (seated, left to right) Ross, Doolan and Derek Zissman, accountant and financial controller of Paul Vaughan Associates.

BOOK REVIEW

THE LATEST in the series of Media Manuals, Local Radio, written by freelance announcer, DJ, scriptwriter and producer Barrie Roffern, provides an exhaustive guide to the medium, which should prove useful not only for aspiring broadcasters, but also for those who have bluffed their way through some aspects of radio.

It would be invaluable reading for the disc jockey wishing to move up to local radio as it details the very basics of operating a studio, plus the producing and presenting of programmes. The many useful illustrations even include a typical strip show record and announcement sequence and a record request letter with the important information underlined.

Any experienced DJ would be well aware of the points made on the mechanics of playing discs and on record care but there are topics, such as Automated Broadcasting, logging output, telephone inserts and multiple outside broadcast techniques with which many broadcasters wishing to progress would have to be completely familiar.

* Local Radio by Barrie Roffern. Focal Press. 31 Fitzroy Square, London W1. £2.95.
**ALBUMS**

**ARTIST/TITLE**

**LABEL/Number/Distributor**

**REVIEW DATE**

**BACKCATALOGUE**

**BIOGRAPHY**

**COMMENTS**

**PROMOTION**

**MARVIN GAYE**

*Let's Get It Started*

Motown - M 630 (EMI)

September 25

Motown's veteran crooner delivers a collection of tunes that are destined to be the sound tracks of Motor City's hottest summer nights. With a mix of soulful ballads and uptempo dance numbers, Gaye's latest effort is guaranteed to please fans and critics alike. The album features collaborations with top producers and writers, ensuring a varied and exciting listening experience.

**CLINTON KELLY**

*All Of Me*

Mercury - MG 2006 (EMI)

October 15

Clinton Kelly, a versatile and prolific songwriter, is at the peak of his career with his latest release. The album features a mix of pop, soul, and R&B sounds, showcasing Kelly's ability to craft memorable hooks and catchy melodies. With a strong lineup of contributors, this album is set to make a significant impact on the music scene.

**BARRY MANILOW**

*Barry Manilow*

United Artists - UA 101 (EMI)

October 22

Barry Manilow, the multi-platinum selling artist, continues to charm audiences with his latest album. This collection of pop classics and original compositions highlights Manilow's talent for delivering emotional, sing-along tunes that resonate with listeners of all ages. The album features collaborations with top artists, adding a fresh perspective to Manilow's timeless style.

**DANIEL DANIEL**

*The Very Best Of Dan Daniel*

Columbia - 34118 (EMI)

November 12

Daniel Daniel, a soulful singer-songwriter, presents a精选汇编 of his best work on this album. Combining elements of soul, R&B, and pop, Daniel's music has always been characterized by its emotional depth and authentic sound. The album features a mix of old favorites and new arrangements, offering fans a comprehensive overview of his impressive catalog.

**MADONNA**

*Like A Virgin*

Sire - 50123 (EMI)

November 20

Madonna, the pop icon, delivers her fifth studio album, a collection of catchy, dance-oriented tracks. The album features collaborations with renowned producers and writers, ensuring a vibrant, eclectic sound that captures the essence of Madonna's unique musical style.

**KIKI DEE**

*Want It All*

Atlantic - 7778 (EMI)

December 20

Kiki Dee, the renowned soul singer, continues to impress with her latest album. This collection of classic soul songs and modern arrangements boasts a diverse range of grooves, from the sultry to the upbeat. With contributions from top musicians and producers, Dee's voice shines through, delivering an album that celebrates the power of soul music.

**DAVID BOWIE**

*Tonight***

Warner Bros. - 7663 (EMI)

December 20

David Bowie, the legendary rock star, returns with a new album that marks a bold departure from his previous work. The album features a mix of experimental, electronic sounds and classic rock elements, creating a unique and captivating listening experience. With contributions from top collaborators, this album is set to redefine Bowie's musical legacy.
**MARKET PLACE**

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Effective 13th May, 1979. Music Week Classified Advertisement rates are:

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The Head of Sales and Marketing and the Marketing Assistant require an efficient secretary to help them with the day to day administration of this very busy department. Experience in the music business, particularly in sales, is desirable. A pleasant telephone manner is essential. If you are aged between 18-22, possess good secretarial skills and think you could handle this demanding job, please ring:-

Graham Mabbutt on 01 486 8296

2. SECRETARY TO PRESS OFFICER

Our Press Officer is looking for a young ‘all-rounder’ to assist her in the running of the department. Applicants will need the usual secretarial skills and should be able to work on their own initiative. Experience in the music business would be helpful but is not essential. More importantly, they should be happy to ‘muck in’ when necessary, doing mail-outs etc. College leavers will be considered. If you think you could fit the bill, please ring:-

Helena Blakemore on 01 486 8151

3. SECRETARY TO GENERAL MANAGER – MUSIC PUBLISHING

The General Manager of Magnet Music Ltd. is looking for an efficient secretary, preferably with experience in music publishing. Good secretarial skills are needed but accuracy is more important than speed. If you are aged between 18-22 and would like to find out more about this interesting position in a small but busy department, please ring:-

Fraser Mackintosh on 01 486 8151

Salaries are negotiable for all the above positions.

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Jean Michel Jarre

Order from Polydor’s own distribution company:
Phonodisc Limited, Clyde Works, Grove Road,
Romford, Essex RM4 4QR.
Telephone: 01-590 7766
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**GREATNESS HITS** is a compilation of greatest hits albums from various artists.
**Weekly Presses**

**CHAS & DAVE**
WITH ROCKNEY

**MASSAGE PARLOUR**
Special Limited Edition Picture Sleeve

**EMI 2902**

**EDDIE HENDERSON**

**CYCLOPS** (Disco Version)

CL 16034

**CHARLIE AINLEY**

**DEED I DO**
Taken from the album 'Bang Your Door'

**EMI 2903**

**ANNE MURRAY**

**YOU NEEDED ME**
The Beautiful American Number One Single

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MANAGING DIRECTOR

Record Company, with unlimited potential, and present staff of approx. 50, seeks a new M.D. to boss the lot from recording, licensing, acquisitions, through sales, marketing, and each and every subdivision. A good team of department managers work well together, and present M.D. who has resigned to enter a different industry, will fulfill his contract and stay on as part-time aide de camp for up to four months to assure smooth and friendly induction of successful applicant, who will be in late twenties to thirties. The person sought will have a successful track record within the industry. He may have started in the record business as a rep or a sound engineer — what the start was is not of consequence.

What he has achieved will tell his story. Required is a man who can lead a group, inspire it, fire it, and keep it energised. With his eye always on the bottom line he gets results. Such opportunities occur rarely.

Reply in total confidence to:—

THE CHAIRMAN

c/o Browne’s,
14a Shouldham Street,
London, W.I.
Rocky boasts the Santa experts

OUR SPOT the Santa competition — matching up names to the heavily-disguised industry leader Father Christmas on the front of December 23, as usual occupied many of our readers over the long holiday. And coming up with an all-correct list was not helped by our deliberate mistake of including two number twos and no number 23.

But from the flood of entries we managed an exciting neck-and-neck finish between Rocket's David Crick and Laura Beggs and Aran's Howard Harding and Christine Edwards.

After a breath-taking recount Rocket won by a short head, putting only two ... Tony Jones of Decca and Ray Lavers — while Arista stumbled on Brian O'Donnogue, Tim Clark and Lavers. So the price of a case of wine goes to Croker and Beggs and a complimentary: wine bottle of champagne goes to Harding and Elsdale.


Florida ‘clinic’ for retailers

ORGANISERS OF the 21st NARM convention in Hollywood, Florida, this March are making special efforts to attract even more delegates from overseas — Europe, in particular, being a major target.

And looking at the schedule of seminars and events there’s a lot to make the trip worthwhile for any entering British dealers, wholesalers, one-stop operators and, of course, record company execs.

Retailers, for instance, can attend a “retail executive problem-solving clinic” — panelists include Russell Solomon of America’s famous power, Record Stores, and Sound and Young of Pickwick International. Then there’s the intriguingly titled “How to Stop Worrying About My Gross Profit And Learn To Love The Rack Jobber”.

Main theme of the convention this year is “Today’s Success — Tomorrow’s Opportunity” — including the presentation of awards to Rack Jobber Of The Year and Retailer Of The Year — is ironically followed by “How To Cope With Stress: Is Medicine Always The Best Medicine”.

Other seminars will cover radio advertising, the potential of the video disc, creative in-store merchandising, the future for tape, but also, if you like, “The Going Out of Business Game”.

Nighttime entertainment includes an evening at RSO Records” plus cabaret performances by Lou Rawls and Natalie Cole.

The opening session of the NARM convention is from March 23 to 28 and registration application forms can be obtained from April 10.

Music men blaze a trail to brazil

THERE’S AN awful lot of coffee in Brazil... and recently there has been a trend to Brazil... there to make the journey to attract even more delegates to the San Remo contest — matching up names and faces to the two UK lenspersons Dendo Hoffman and Sylvan Mason.

WHICH UK record company threatened with being sold to a German company unless it pulls its socks up and turns in better results in coming year? EMI International eagerly awaiting samples of its new US-manufactured Bob Seger picture disc which is said to be even more impressive than Sgt Pepper album.

After as success as a producer, former teenybopper artist Barry Blue now turning film composing with music for new David Niven movie Return To Athena. Victor Silverman, who died last year left £191,435... Engaged — April Music promotion man Neil Ferris and Jill Anderson, p/s to Mike Peyton at ATV.

PARTED COMPANY — Record World and its UK representative Phillip Palmer, McGailey Marketing’s Colin Hadley heading new music distribution organization SF Management Select... Select’s CBS director Norman Stollman returning to US... Following in his brother’s footsteps — EMI house producer Jeff Chegwinn, win of Pye artist Keith, has made his first record for Sarnat... Preparing next week’s MW Midem guide to the UK companies attending we telephoned Garrod and Lofthouse’s Norman Garrod who thought, for a moment, and said: “Well, basically I’m going for a holiday!”... The Rumour’s first album for Stiff, due in February, will be titled Frogs, Sprouts, Clogs and Krabs — should go down well with their licencees.

POLYGRAM, Hamburg, determined to keep the German post office in profit sent eight copies of recent press release to Music Week staffers: Four out of ten over a year ago... Pye president Terry Brown visiting Hungary in trip to record album of Hungarian music for UK release... Strong rumours that this could be the year in which Barbara Streisand finally visits the UK for concert appearances... PS to our special-competition (see this page): a late entry from Damon’s Monty Prosky got all names right except Ramon Lopez — too late for a prize, Monty, but well done.

WE WONDERED would be who was to first use newly-opened Kentington Nightspot Regine’s for a music biz party and it’s going to be Shirley Bassey for a 23 years in show business celebratory party next week... Ian Dury’s Hit Me With Your Rhythm Stick has qualified for silver disc making it Stiff’s biggest selling single to date, and to celebrate it is to be re-issued as a 12”... Nearly 1,000 entries have been received for the first British International Song Festival to be held at Wembley from March 12 to 16 with the winner announced by John Halam’s EMI picture agency attending Midem for first time and providing competition for other UK impresarios Dezo Hoffman and Syvan Mason.

DOOLEY’S DIARY

YESTERDAYS

TEN YEARS AGO

DEREK HONEY appointed Pye’s financial controller... Late next season, New York: For Europe programmes which will lead to choice of UK state for Eurovision will be screened in Spain. Sony Concert Madrid... EMI was first in line with new annual reports which included the following: Polystar, the German arm of Universal, was a latecomer to the German TV market making a splash with its promotional activity in the shape of a nationwide competition (see this page): a late entry from Damont’s Monty Prosky got all names right except Ramon Lopez — too late for a prize, Monty, but well done.

FIVE YEARS AGO

TIM HARROLD appointed vice president of EMI USA and Gordon Collins takes over as Polydor’s commercial manager... Atlantic launched a new artist service and has launched a new label (as yet un-named) to exploit the potential of short story format which includes: Gerald Marks, founder and managing editor of Disc and Music Echo, has launched a new magazine in the US... Henry Mckinnon appointed circulation manager of Record Retailer... John Willcocks joins Decem as artist relations manager replacing Michael Harris senior salesman for EMI. Decem was a major player on record promotion at EMI, Harris has left to help manage Love Affair.

FOOTBALL

NEEDED TO say the Arctic weather conditions knocked out any Music Industry League Cup or games during the last couple of weeks, although the icy hard Gas/Heat Levy and DJM PR office there Polydor sign Barclay James Harvest... Aladdin Sane by David Bowie was bought by DJM... RCA’s selling album and Dawn and Dave’s The Yellow Ribbon was top selling... A. M. announce it is to put up own sales force... RCA introduces an international numbering system... Allen Davis, EMI’s director of international artist relations, has moved to CBS... RCA sales manager Brian Hall promoted to marketing manager.

THE NO.1 BRITS HIT 1978

MATCHSTALL MEN

by Brian & Michael

EMI Music Publishing Limited

138-140 Charing Cross Road, London WC2H OLQ. Tel: 01-836 6699

EMI SONGS

Distributed by

EMI Music Publishing Limited

LONDON W1C 3EF

Which music publication do record dealers spend the most time reading?

- Record Business: 78%
- Music Earnings: 60%
- Record & Radio Magazine: 48%
- Music Earnings (Non-OP) 43%

SOURCE: NOP RESEARCH
Nazareth

No mean city

UNEARTH SOME ACTION

Including their single
"MAY THE SUNSHINE"
See them on tour

JANUARY
19th PRESTON, Guildhall
20th GLASGOW, Apollo
21st EDINBURGH, Usher Hall
22nd MANCHESTER, Apollo
23rd SHEFFIELD, City Hall
25th HANLEY, Victoria Rooms
26th NEWCASTLE, Mayfair
27th LEEDS, University
28th LIVERPOOL, Empire
29th BRISTOL, Colston Hall
30th LEICESTER, De Montfort Hall
31st BRIGHTON, Dome

FEBRUARY
1st SOUTHAMPTON, Gaumont
3rd WOLVERHAMPTON, Civic
4th BIRMINGHAM, Odeon
5th HAMMERSMITH, Odeon
6th TO BE ANNOUNCED