MIAMI BEACH: The fifth Musexpo ended here last Thursday in rather desultory fashion with some of the booths and checking out early, and the last two seminars sessions.

IT WAS very much a case of happy family when Herb Alpert visited England last week to promote his hit single, Rick (AMS 7464) and to launch the album of the same name (AMLH 6479). Herb who is also co-founder and vice-chairman of the company's legal and business affairs department, this week.

尝试理解文档内容，然后生成自然语言的文本。

MIAMI BEACH: The fifth Musexpo ended here last Thursday in rather desultory fashion with some of the booths and checking out early, and the last two seminars sessions.

IT WAS very much a case of happy family when Herb Alpert visited England last week to promote his hit single, Rick (AMS 7464) and to launch the album of the same name (AMLH 6479). Herb who is also co-founder and vice-chairman of the company's legal and business affairs department, this week.

尝试理解文档内容，然后生成自然语言的文本。

MIAMI BEACH: The fifth Musexpo ended here last Thursday in rather desultory fashion with some of the booths and checking out early, and the last two seminars sessions.

IT WAS very much a case of happy family when Herb Alpert visited England last week to promote his hit single, Rick (AMS 7464) and to launch the album of the same name (AMLH 6479). Herb who is also co-founder and vice-chairman of the company's legal and business affairs department, this week.

尝试理解文档内容，然后生成自然语言的文本。

MIAMI BEACH: The fifth Musexpo ended here last Thursday in rather desultory fashion with some of the booths and checking out early, and the last two seminars sessions.

IT WAS very much a case of happy family when Herb Alpert visited England last week to promote his hit single, Rick (AMS 7464) and to launch the album of the same name (AMLH 6479). Herb who is also co-founder and vice-chairman of the company's legal and business affairs department, this week.
Rogers' singles LP gets TV boost

A SURPRISE was in store for Boots executive Wilf Price when he attended a party given by A & M Records for buyers after the first of Supertramp's sell-out Wembley concerts. He was presented with a large cake by Supertramp bass player Dougie Thompson commemorating his 45th anniversary with the Boots Organisation on that day. Pictured (L to R) are Wilf Price, Dougie Thompson and Bill Groves (A & M sales director).

As well as being with the company for 45 years, it is also now exactly 21 years since Wilf Price began selling records — when Boots libraries were converted to record departments.

LIBERTY UNITED has a busy autumn schedule with major campaigns for albums from Kenny Rogers and The Feelgoods, plus the introduction of a specially-priced File Series.

The Kenny Rogers Singles Album which was originally stocked in for September/October TV ads, is now scheduled for a two-week peak time campaign on Saaga, Tyne Tees, Trident, Granada, Border and Harlech starting November 26. The TV campaign will be fully supported by 300 nationwide window displays, 3D showcards and full colour posters.

Commented Howard Berman, Liberty United's marketing manager: "This album was one of the victims of the ITV strike. But it has already enjoyed chart success. We now have the perfect base for the TV campaign to build on consumer awareness it already has. We are confident this album will prove to be one of the very top sellers over the Christmas period."

To promote their just-released LP, Let It Roll, Dr Feelgood undertook a massive UK tour running from November 20 to December 22. Liberty United will be supporting the album by over 200 window displays and a comprehensive advertising campaign. Competitions are being set up around the tour and album and a limited number of Toby Jugs, as featured on the LP sleeve, will be used as prizes.

Four releases this month herald the introduction of Liberty United's File Series: The Very Best Of Jay & The Americans, Johnny Winter's The Progressive Blues Experiment; Soul Sellers, a new Ike & Tina Turner compilation and The Very Best Of Jean Shepard. All are specially priced at £3.99 each.

\"Stated Berman; \"All of the albums selected for the File Series will either be top quality compilation packages, or, where demand merits it, a straight re-issue. All releases will be re-packaged, with the sleeve fronts utilising a special logo appropriate to the particular album."

\'Off The Wall\'

Michael Jackson's new single off the album.
(Special re-mix).

Following the Top 3 single \'Don't Stop 'Til You Get Enough\' and the gold album \'Off The Wall\' comes the new single. A specially re-mixed version of the album title-track, it's going to be yet another Michael Jackson hit. So get off the mark and get \'Off The Wall\'.

Single: 'Off The Wall' EPC 8045
Album: 'Off The Wall' EPC 83468
Cassette: EPC 40-83468
Order from CBS Order Desk. Tel: 01-960 2155
CBS Distribution Centre, Barfly Road, London W10

\'Off The Wall\'

Michael Jackson's new single off the album.
(Special re-mix).

Following the Top 3 single \'Don't Stop 'Til You Get Enough\' and the gold album \'Off The Wall\' comes the new single. A specially re-mixed version of the album title-track, it's going to be yet another Michael Jackson hit. So get off the mark and get \'Off The Wall\'.

Single: 'Off The Wall' EPC 8045
Album: 'Off The Wall' EPC 83468
Cassette: EPC 40-83468
Order from CBS Order Desk. Tel: 01-960 2155
CBS Distribution Centre, Barfly Road, London W10

Wynd-Up in Glasgow—a £2m prophecy

WYND-UP's managing director Colin Reilly was delighted with the first week's trading at the new Glasgow depot and in predicting the warehouse will have a turnover of two million pounds in its first year.

\"We initially expected the figure to be one million, but on the basis of business during the first week I am confident that we shall achieve double that.\"

Because of the high level of business, Wynd-Up has decided to extend its special discounts until the end of the year. They had originally only been planned for the first week.

Reilly, already talking in terms of expanding the warehouse, said the main reaction from dealers has been \"Thank heavens you\'re here.\"

New Town Music revives Boulevard as budget label

A NEWLY-FORMED budget record company — New Town Music, headed by directors Marcel Reed and William Ross — is reviving the Boulevard label with a launch of 12 titles with an RRP of £1.25.

Titles include The Nolans, Acker Bilk, Louis Armstrong, Ian Matthews and Steeleye Span.

Other titles are Christmas Carols from Salisbury Cathedral, Party Fever, Festival Of Famous Brass Bands, 16 Greats From The Ballet, 1,000 Magic Stamps, plus LP extracts from the shows Hair and Oliver.

Planned for early 1980 release is a classical range on New Town's Opus label, featuring classical favourites as a budget price.

The Boulevard range is being distributed through wholesalers initially and marketing back up includes ads in the trade press plus ads in magazines such as, The Grocer.

\"We are hoping to sell in to the cash and carry stores as well as the conventional record retailers,\" explains New Town general manager Jon Elkon.

\"We will also be supplying various merchandising aids.\"

The price is being kept low as a result of a special deal with Allied Records, says Elkon.

\"Allied have recently completely automated their pressing plants and the quality of the pressings is now better than ever. Budget record companies need volume sales to make a profit and at £1.25 for the albums we believe this will have little difficulty in reaching its targets.\"
Sixties classics from WEA

REISSUES OF SOME SIXTEEN CLASSIC TRACKS AND A FEW MORE HAVE BEEN RELEASED. SOME OF ATLANTIC'S CLASSIC SIXTIES RECORDINGS WILL BE TAKEN OUT OF STORAGE FOR THE NEXT FEW MONTHS, STARTING WITH BOOKER T AND THE MG'S GREEN ONIONS /w Bootleg on November 23. THE SPECIAL SINGLE WILL BE AVAILABLE AT THE ORIGINAL GREEN ONIONS LP PRICE. OTHER TRACKS ON THE LIST FOR THESE RELEASES INCLUDE WILSON PICKETT, SAM AND DAVE, SOLomon BURKE AND JOE TEX.

AS WELL AS ADDING ESSENTIALLY THE PRICE AND CONSUMER MUSIC PRICES, POLYGRAM IS LAUNCHING A BIG DISPLAY AND MARKETING CAMPAIGN FOR THE NEW HEALTHY LP ON RSO (RES 11). POSTERS, PAPERBACK BOOKS AND DANGEROUS CHECKS FOR RADIO AND PRESS ARE BEING DISTRIBUTED FREE TO THE PRESS. NEW POSTCARDS ARE BEING DISTRIBUTED FREE TO THE PUBLIC, AND A TRADE ADVERTISING WILL BE UNDERTAKEN AS WELL AS RADIO ADS ON CYTHE AND FORTH. THE PACK IS PICTURED AT A RECENT PERSONAL APPEARANCE AT BRUCE'S RECORD SHOP, PRINCE STREET, EDINBURGH. PICTURED WITH THE GROUP AND RECORD SHOP STAFF ARE MALCOLM DUNBAR (PICKETT) AND BILL HAMBLETT (POLYGRAM'S PUBLICITY MANAGER). "SIXTEEN TRACKS HAVE BEEN SELECTED TO OFFER THE ORIGINAL ALBUM PRODUCED BY ALPHONSO "CHINCHILLA" HOPKINS AND REMASTERED FOR THIS RELEASE," SAYS STEVE GOTTLEIB, CREATIVE DIRECTOR AT POLYGRAM INTERNATIONAL.

Peter Goalby former lead singer with the recently launched Fuse Record label, is a division of the Fuse Music publishing organisation. In a parallel deal, Fuse Music will administer Goalby's material. A single and album are scheduled for early 1980. Fuse Records has now concluded a distribution deal with and their first single release - "There Ain't No Age For Rock 'n Roll" by the Ventures is set for November 30 release.

Ariola Records and their first single, "My Dark Side," have been passed on to Simon for his Island Records hit "Monkey Chop" in the United States. The single and album are scheduled for a November 30 release.

The Cure on their UK tour through the end of the month with Cavalcade Music and also his Island Records hit "Monkey Chop" in the company of Cavalcade's Beth Clough, John Fogerty and Ron Liversage. Island is releasing an EP by Dan-I next week with full illustrated cover.

## News of new releases

**ZIGZAG**, the independent music magazine which celebrated its 10th anniversary in April has been acquired by the publishers and the next issue will be out on December 1. Mentor Bridge Ltd's take-over follows the collapse of Phoenix Publications in June. The last issue of Zigzag was in July this year. Kris Needs will continue as editor and Chrissie Gibson becomes advertising director.

**GEM RECORDS** has released the original soundtrack of the spoof-horror film "The In Demand" featured by GTO Films and currently on general release. Composed by Fred Myrow and Malcolm Seagrave, the LP includes the Captain Zero single "Phantasm," recently released on Gem in blond-stained vinyl. The title track of the album has been produced by Rolla.

**EMI's CHILDREN'S album, All Aboard!** (EMX 191) is now to be TV advertised from December 3. Learning Games: Granada TV children's programme has returned for a second series. The album of the same name (EMX 5506) was released in August.

TO TIE IN WITH THE NOVEMBER 15 London release of the moment 'My Money Is Falling Down Tomlin and John Travolta', Polydor is taking ads in Record Mirror and My London to promote the soundtrack (RSO RSD 5004).

**AMERICAN ROCKABILLY** star Sleepy LaBeef tours Britain through November. To coincide, Charty will release a new Sleepy LP, Rockabilly Heavyweight (CRE 5017), plus a four-track single (CEP 123).

**PROMOTIONS**


**MARKETING**

Available From Next Friday

The In Demand

**Living in the City**

By DISCO ROCK MACHINE

Featuring an exciting new talent in René Arnell

Arranged & Produced by Trevor Rabin

Available from November 30. £1.40 (if you ask for your free copy of the Piano Distribution Catalogue)

A rock and roll version of a Manchester International Business Week. Suitable for all ages. Suitable for all ages.

By DISCO ROCK MACHINE

Featuring an exciting new talent in René Arnell

Arranged & Produced by Trevor Rabin

Available from November 30. £1.40 (if you ask for your free copy of the Piano Distribution Catalogue)

A rock and roll version of a Manchester International Business Week. Suitable for all ages.

By DISCO ROCK MACHINE

Featuring an exciting new talent in René Arnell

Arranged & Produced by Trevor Rabin

Available from November 30. £1.40 (if you ask for your free copy of the Piano Distribution Catalogue)

A rock and roll version of a Manchester International Business Week. Suitable for all ages.

By DISCO ROCK MACHINE

Featuring an exciting new talent in René Arnell

Arranged & Produced by Trevor Rabin

Available from November 30. £1.40 (if you ask for your free copy of the Piano Distribution Catalogue)

A rock and roll version of a Manchester International Business Week. Suitable for all ages.

By DISCO ROCK MACHINE

Featuring an exciting new talent in René Arnell

Arranged & Produced by Trevor Rabin

Available from November 30. £1.40 (if you ask for your free copy of the Piano Distribution Catalogue)

A rock and roll version of a Manchester International Business Week. Suitable for all ages.
EMI shareholders receive £169M Thorn offer

FULL DETAILS of the enhanced Thorn Electrical Industries £169 million bid for EMI are being sent to EMI shareholders this week, and, as in the case of the Polygram offer for Decca, the final decision rests with them.

Polygram: The last staff changes

THE LAST round of pre-merger changes which will directly affect settlement on Polydor and Phonogram forces were announced last Friday, the latest of last week. The combining of the two sales forces, under the current Polydor a/s 1 McGee, was announced by John Parkinson, who has resigned in seven technical redundancies and the sale of the two companies. Parkinson emphasised that “redundancy” here meant only that the person’s existing job no longer existed.

“There are seven people who technically don’t have the job they had last Thursday, but there are no redundancies; there are seven vacancies within Polydor, IMS and Phonogram, which are already being filled.”

Knowing that the merger was approaching and that it would mean a reduction in the staff needed, he added, vacancies occurred in various areas of both companies recently and had been frozen, so that they could be offered to those made technically redundant.

Football

CUP RESULTS: EMI 1 Gas 5. Pyc

SAD CAFE were presented with silver discs to mark sales of 250,000 plus for Everyday criticised as a party held in a Manchester restaurant last week. Pictured is Embry, Ashley Michaelson, Paul Young (tall, front members), Gerry Frye (RCAD product manager), Derek Everitt (director creative development RSR), Harvey Liberace (RCAD), Bill Kimber (manager A & R RCA), David Irving (Sad Cafe) and Danny Betesh (director Kennedy Street Management).

Import offensive continues

up all remaining stock of the offending albums to CBS, to provide an account of any profit made from the sale of these titles, and to hand over copies of all invoices from the importers of these LPs.

John Brooks, director of administration at EMI, told CBS: “The heat is not off imports. Our resolve on this is as firm as it was when the beginning.” CBS’s view is that it has always had the power to prevent non-EEC imports, but it’s only been in recent months (probably with the strengthening of the pound) that it has been necessary to take any action. After warning the trade to be on notice, CBS said they had taken action, starting with traders who are, literally, closest to us.”

Polydor’s legal and business affairs advisor, Clive Fisher, pointed out that as his company still has two cases awaiting judgement, it could not comment in detail. But he added: “As far as Polydor is concerned, we think that there should be very few people in the record trade who are now not aware of our attitude to imports. We are closely reviewing the situation; distrust that imports have dropped. Polydor has only brought six or seven cases in the past 13 months — which is hardly an averaging deal, is it?”

Polydor’s action against Bostock Records ended with the trader agreeing not to import into the UK, or sell, Canadian made copies of the Who’s LP The Kids Are Alright, and not to infringe copyrights in Polydor records where that copyright or exclusive UK licence is owned by Pancontinental Productions Ltd, The Who Group, Polydor Ltd. Bostock also agreed to pay $1,000 in settlement of damages and costs.

Like other record companies, Polydor is proceeding with selling illegal imports in the hope that agreement can be reached without going to court, and in the majority of cases this is how the matter is settled. A Polydor spokesman said: “Polydor was, for example, taken only when (after reaching agreement over another 1) in one shop) Polydor discovered that the imports were being sold in UK sleeves in another shop in the chain. Polydor’s attempts to block港 Kongers pressings of the Bee Gees’ Spirits Having Flown album were, however, resisted in the High Court last Wednesday. Polydor and RSO asked for an injunction against Harlequin Record Shop Ltd and Sunsets Records Ltd, but the two defendants have asked the court to refer the dispute to the European Court of Justice. The court wanted the proceedings in the UK to be stayed until the European Court has ruled on preliminary legal questions under EEC law on freedom of movement of goods within member countries.

Alastair Wilson, defending counsel, argued that if a buyer acquired records from a legitimate supplier he was entitled to assume they were not made in infringement circumstances. He said the injunction Polydor and RSO sought was “plainly wrong” because it aimed at stopping imports from the EEC. Opposing counsel, Andrew Morris, said that firstly the record company could not claim that imports from within the EEC could not be stopped. But in this instance they were simply seeking a ban on a particular album being imported from Portugal. They also want an order preventing commercial sales of the disputed LP in the UK, and another which would force Harlequin and Sunsets to name their suppliers and customers...

RCA denial

RUMOURS THAT RCA’s factory in Washington, DC, was going to close were unfounded, the company said. They came at a time when RCA was in difficulties with the company. Workers Union over morning in the tape blister machine operations, which were “being spread more to heighten tension”, claimed the company. The dispute has now settled, said the spokesman.

Oldfield releases Blue Peter charity single

Oldfield released his version of the theme — a traditional hornpipe — a couple of months ago in aid of the 'Star' on the picture disc. He added: “As far as Polydor is concerned, we have systematically — have reacted very responsibly. But we would like to think that we are not being over generous.”

Opposing counsel, Andrew Morris, referred to the EEC and argued that if a buyer acquired records from a legitimate supplier he was entitled to assume they were not made by infringement. Polydor’s argument was that it could not be stopped. But in this instance they were simply seeking a ban on a particular album being imported from Portugal. They also want an order preventing commercial sales of the disputed LP in the UK, and another which would force Harlequin and Sunsets to name their suppliers and customers...

Oldfield released his version of the theme — a traditional hornpipe — a couple of months ago in aid of the Blue Peter charity single. The B Side of the single — Woodhenge — was taken from Option Music's Blue Peter Platinum which was released a week earlier on November 23.

Bonnet resigns from Pathe Marconi EMI

PARIS: Michel Bonnet will leave his position of general manager of Pathe Marconi EMI this week after 18 years with the EMI group, including eight years in the business office in Paris office.

It was announced last week that Bonnet had been a likely candidate for the presidency of Pathe Marconi EMI in succession to Philip Brodie, who has returned to the UK to take charge of EMI’s operations in the UK and Ireland. The new president will be announced in the coming weeks, said a source. It is now known that two or three companies are investigating possible projects of his own.

From page one

Pyc has also had no cause as yet to change its position of general manager of Pathe Marconi EMI this week after 18 years with the EMI group, including eight years in the business office in Paris office.

It was announced last week that Bonnet had been a likely candidate for the presidency of Pathe Marconi EMI in succession to Philip Brodie, who has returned to the UK to take charge of EMI’s operations in the UK and Ireland. The new president will be announced in the coming weeks, said a source. It is now known that two or three companies are investigating possible projects of his own.

Pyc has also had no cause as yet to change its position of general manager of Pathe Marconi EMI this week after 18 years with the EMI group, including eight years in the business office in Paris office.

It was announced last week that Bonnet had been a likely candidate for the presidency of Pathe Marconi EMI in succession to Philip Brodie, who has returned to the UK to take charge of EMI’s operations in the UK and Ireland. The new president will be announced in the coming weeks, said a source. It is now known that two or three companies are investigating possible projects of his own.

Pyc has also had no cause as yet to change its position of general manager of Pathe Marconi EMI this week after 18 years with the EMI group, including eight years in the business office in Paris office.

It was announced last week that Bonnet had been a likely candidate for the presidency of Pathe Marconi EMI in succession to Philip Brodie, who has returned to the UK to take charge of EMI’s operations in the UK and Ireland. The new president will be announced in the coming weeks, said a source. It is now known that two or three companies are investigating possible projects of his own.
STEVIE WONDER'S NEW SINGLE
"
SEND ONE YOUR LOVE"

PICKED FROM HIS MAGNIFICENT NEW ALBUM
"
STEVIE WONDER'S JOURNEY
THROUGH THE SECRET LIFE OF PLANTS."

Licensed Repertoire Division EMIRectric Ltd., 9 Hanover St., London W.1, 01-493 7104 Sales and Distribution, 1-3 Latimer Road, Hoxton, N.D. London, 01-773 5151, 488 5033
"It was simply overhyped by the media"... Tony King

DOR—Son of Disco

DISCO MUSIC may have provided the record industry with some of its biggest-selling records of the decade, but it has now split the industry with controversy and some observers blame it for the downturn of profits in the past year.

The subject of where disco goes from here gave Musexpo its liveliest seminar, provoking considerable interest as delegates demonstrated the multi-radio grabbing the industry as "disco backlash" permeates radio stations, record companies and publishers.

Appalled at the thought of being trapped in yesterday's trend, some stations have invented a new playlist format—dance-oriented rock (DOR) and Columbia and Warner Bros have renamed their disco departments "dance music marketing".

DOR is simply a mix of disco and the new wave rock 'n' roll which has evolved from Britain's punk movement into the mainstream rock of a type more acceptable to the Americans.

Alby citing the paradigm of some US music business people, seminar speaker Tom Silverman—who has changed the name of his magazine Disco to Dance Made—told delegates: "There is nothing wrong with disco except the word", and he blamed the media for giving disco a bad name by sensationalising it.

Seminar chairman Tom Hayden said CBS had recently made disco the scapegoat for its financial problems. Mike Wilkinson, president of Discosound, said that disco was being blamed for record industry high returns and advances.

Wilkinson pointed out the irony that A&R men until recently would not listen to product unless it was disco, yet now producers were being told: "Put some guitars on it and say it is new wave, and we'll sign it up!"

But English-born Tony King, director of disco marketing for RCA Records in America, drew applause during the publishing seminar. Home taping is a substitute for purchasing records, he said, and as a result, "there is a growing scepticism on the part of record companies and publishers about spending millions of dollars on new artists in the hope that sales will return to their previous levels".

"This case has far-reaching implications." explained Mike Wilkinson, adding: "The individual's ability to take a copyright and reproduce it".

The court held that home video taping was not an infringement and caused no commercial harm," he said. "This case has far-reaching implications.

Gugenheim enumerated several possible solutions, including a licence or tax on hardware or software, technical innovations to prevent taping, or a broadcast fee to dissuade radio stations from broadcasting albums without interruption, thereby encouraging taping (MW November 10, Page 1).

Film and TV industry a strong ally

THE MUSIC business will find itself with "strong allies" in the film and TV industries in the fight against home taping and piracy following the development of video.

That was the view expressed by entertainment lawyer Kim Gugenheim at a Musexpo lawyers' seminar. Home taping is a substitute for purchasing records, he said, whereas videotaping detracts from possible purchase of pre-recorded programmes.

But both industries must work to find a solution, he added, particularly in view of the result of the three-year-long legal wrangle between Universal/Disney and Sony, in which a Los Angeles court upheld the individual's ability to take a copyright and reproduce it. "The court held that home video taping was not an infringement and caused no commercial harm," he said. "This case has far-reaching implications."

Gugenheim enumerated several possible solutions, including a licence or tax on hardware or software, technical innovations to prevent taping, or a broadcast fee to dissuade radio stations from broadcasting albums without interruption, thereby encouraging taping (MW November 10, Page 1).

More Musexpo news appears on Page 67
GOON HILLY DOWN

THE FIRST ALBUM FROM THE PLANETS
INCLUDES THE SINGLE "LINES"
AND THEIR CURRENT SINGLE "IRON FOR THE IRON"
ALBUM TENOR 102  CASSETTE ZC TEN 102
THE SINGLE IRON FOR THE IRON TREB 109
RIALTO RECORDS

ORDER FROM PYE RECORDS LIMITED: 132 WESTERN ROAD MITCHAM SURREY CR4 3UT  TELEPHONE 01 640 3344
Tesco shows off new Music World store

UP MARKET was a term in almost constant use as earbuds of preview guests were given conducted
tours of Tesco’s gigantic new store at Weston Favell (part of the Northampton development area). The one- time grocery supermarket chain has been working its way towards department store status for some years, and at the 100,000-plus sq. ft. Weston Favell premises that clearly reached.

VAT for

CALLING A book VAT Made Easy may tempt most retailers to class it as
funfairly fantasy, but the author, A. J. F. B. Samson, claims that some shopkeepers will be paying hundreds of more VAT than they need to in the next quarter, and will go on doing so until they change to a more sensible scheme they use. He explains and gives examples:

WINNER IN the recent Lugtons budget tapes dealer incentive competition was
McDonald, and store manager Mr. Vickery. (left to right) Chris Sanford of CRC tapes Ltd, Lugtons sales manager Roger
Cornwell, record department buyer Mrs Middleton. Smiths area manager Mr.
McDonald, and store manager Mr. Vockey.

A giant leap for record cleaners

ANYONE WHO has returned to stack tapes to remove dust or animal
hair from clothes will appreciate the simple basic principle behind
Metrosound’s new record cleaner.

A jazz book reviews

BETTER LATE than never, I have the daft idea that we might have quite a good pre-Christmas season this year. And I think that cassettes are moving ahead. People will pay over the five
quick mark for a good classical tape where they know that the quality of reproduction is good (and they seem to read reviews more carefully that ever now). And, as tapes are often very good indeed, they offer value for money. As for MOR, I’m inclined to think that buyers are going more for the £3 mark, except where the cassette is in the Top 20... then it is usually discounted anyway.

DAVID LAZELL

The industry has a Department of Anti-piracy ideas, as you know. One of the latest is that to crack down on “pirates”, who copy LPs onto blank cassettes get some kind of deals, but it’s not very good. Maybe we have been too ready to persuade kids that cheap equipment — the thirty quid cassette recorder, etc — is okay. Actually, it’s just a fun toy, nothing more.

MUSIC WEEK NOVEMBER 17, 1979

I AM NOT despondent about business. I have the daft idea that we might have quite a good pre-Christmas season this year. And I think that cassettes are moving ahead. People will pay over the five
quick mark for a good classical tape where they know that the quality of reproduction is good (and they seem to read reviews more carefully than ever now). And, as tapes are often very good indeed, they offer value for money. As for MOR, I’m inclined to think that buyers are going more for the £3 mark, except where the cassette is in the Top 20... then it is usually discounted anyway.

Shop talk by

DAVID LAZELL

The industry has a Department of Anti-Daft ideas, as you know. One of the latest is that to crack down on “pirates”, who copy LPs onto blank cassettes get some kind of deals, but it’s not very good. Maybe we have been too ready to persuade kids that cheap equipment — the thirty quid cassette recorder, etc — is okay. Actually, it’s just a fun toy, nothing more.

MUSIC WEEK NOVEMBER 17, 1979

I AM NOT despondent about business. I have the daft idea that we might have quite a good pre-Christmas season this year. And I think that cassettes are moving ahead. People will pay over the five
quick mark for a good classical tape where they know that the quality of reproduction is good (and they seem to read reviews more carefully than ever now). And, as tapes are often very good indeed, they offer value for money. As for MOR, I’m inclined to think that buyers are going more for the £3 mark, except where the cassette is in the Top 20... then it is usually discounted anyway.

Shop talk by

DAVID LAZELL

The industry has a Department of Anti-
They'll capture your customers
spirit, body and soul...
with their new album

The
NOLAN SISTERS

The Nolan Sisters' is their first album for Epic and, with an extensive tour, radio and TV appearances (including the regular spot on The Mike Yarwood Show) plus national press advertising, radio advertising, local press advertising and point-of-sale material, it will have strong support across the board. This, and the fact that The Nolan Sisters' features the hit single 'Spirit Body & Soul', their forthcoming single 'I'm In The Mood For Dancing' and 10 other great tracks, makes for a very captivating release.

Order from CBS Order Desk
Tel: 01-96013197
CBS Distribution Centre,
Barbry Road, London W16.

Album:
The Nolan Sisters'
EPC83592
Cassette: EPC 40-83592
THE DUNHILL label has been reactivated by two of its original owners, Bobby Roberts and Hal Landers. During the 1960s, the label was the home of the Mamas and Papas, Steppenwolf, Richard Harris and others. Sold to ABC in 1969, it was eventually phased out of operation, though it was a part of the sale of ABC to MCA last year. Now Roberts and Landers have reactivated the name from MCA, which will market and distribute all new products.

In recent years, Landers and Roberts produced films such as Death Wish and The Hud, though their music interests have been upheld by Landers Roberts Music Publishing.

Bruce Josephson will serve as A&R and publishing chief, which has thus far signed singer-songwriters Jamie Sheriff and Rick Dufay (to be produced by Ken Scott and Jack Douglas respectively). The roster, according to Josephson, will be limited to approximately 75 acts. A&M is releasing a series of 10-inch singles in limited quantities on

State-owned Fonit making recovery

ROME: Trading deficit of the much-criticised Fonit Cetra, Italy’s state-owned record company, is easily less than rumoured, according to president Leone Piccioli, and efforts to turn the organisation into a competitive modern company are paying off.

Fonit has frequently been the subject of allegations of waste of public money. Of its history, Piccioli says: “The company was owned by STET (now part of the telephone company) until its take-over by the state in 1975 by RAI, the state radio/TV company.”

“STET had very little interest in it and over the years the company had become rather inefficient. In 1977 a new board of directors took over and many reforms have worked since to make the company competitive.”

Maple logo aid for foreign dealers

From RICHARD FLOHL
TORONTO In an attempt to help dealers outside Canada particularly in the UK and the USA—realistically “made” in Canada product, all new records released by the WEA family of labels are being tagged with a maple leaf symbol.

The symbol, which appears on the upper left or right of the back of each record sleeve, is small enough (3inch wide) not to interfere with the design of the sleeve, but large enough to be instantly visible.

According to Ross Reynolds, executive-vice-president of WEA in Canada, the symbol will help wholesalers and retailers know the source of the product, and warn them that returns will not be accepted.

“It has always been our policy not to sell product to companies involved in the export field,” he added. “Sometimes, because of best efforts, our product does find its way into markets outside Canada. Now at least we are identifying record products made in this country.”

The flooding of some foreign markets with Canadian-made product has slowed down with the recent bankruptcy of Black and White, the largest supplier to the US of Canadian records to the US, and, to a lesser extent, to Britain. Initially an export company, Black & White moved into the export field when the Canadian dollar began to slide on international money markets.

In the US, however, the stage was possible to move Canadian-made product into the US, paying applicable taxes and duties, and underlined domestic manufacturers. Not surprisingly, the proposed considerable dismay to international giants, CBS, Capitol-EMI, Atlantic, and Warner Bros.

It is thought that CBS Canada’s eventual refusal to continue dealing with Black & White led to the company’s collapse, although CBS is understood to be one of the largest record
companies in the US.

Gallop’s Island deal

From JOE BROOK-HORST
JANNEBRUG: Rocket Into The Eighties was the theme of this year’s Gallo Records annual convention held recently here at the Zoo Lake Restaurant and presided over by Peter Gallo, assisted by his executives Ivor Haarburger and Peter Lotis.

The two-hour video and film presentation was headline by the disclosure that Gallo has acquired South African rights to the prestigious Island Records catalogue. Big promotional boosts are planned on artists such as Cat Stevens, Jethro Tull and Blondie and on acts already established here by Gallo like Dennis Summer and Dobie Gray, not forgetting the label’s considerable wealth of local talent.

With regard to the latter, particular emphasis and encouragement will be given to both Black artists and Black record producers.

With partner/manager HerbieLight and trucking businesses...with partner/manager HerbErbert, who shares in costs and profits as a full member of the band in addition to the extra musical business affairs...Paramount to film War Of The Worlds based on the Jeff Wayne album...Lee Myles Associates, New-York-based graphic house servicing the WEA family of labels for 27 years, has expanded to include record pressing for its clients...Tommy Lippins has returned to Warner Bros. after four years as...A&M expects to...The Reds and Squeeze sets will be...In New York...would have worked since to make the company competitive.”

VCL Video Services, best known for music productions on video cassette have now opened a new video studio in the heart of London, combining full studio facilities and production services.

Our rates are really competitive, so why not come and see us or at least contact Patricia Eissewiler who will send you our brochure.

From IRA MAYER
In New York

The 3,000 sets, which will include a 44-page booklet detailing company history in words and pictures, will be distributed to past and present employees, artists, and “ others who have contributed to the company’s growth.” It will not be available commercially.

Squeeze, Police, Rods and Joe Jackson.

Most unique is a five-disc set of Jackson’s new ‘I’m The Man,’ with each disc in an individual sleeve and with all five sleeves comprising a poster. The set will retail for $9.98 with A&M banking on the collector market being willing to pay a premium for a limited edition.

The Police’s Regatta De Blanc will be available on two 10-inchers and will include a poster unavailable elsewhere for $4.98. And Squeeze sets will be single disc abbreviations of their current albums with list prices of $4.98 and $5.98. A&M expects to place a 50,000-unit ceiling on all of these releases to ensure collector status.

WARNER BROS. marks in 20th year in the record business with a deluxe six-record boxed set highlighting everybody from Harry Baez to Frank Sinatra to Tiny Tim to Bootsy’s Rubber Band from IRA MAYER

SHORTS: With the release of Wreckless Eric’s The Whole Wide World, Stiff has launched an independently pressed, distributed and marketed US label apart from its CBS affiliations...the group has entered into the lighting and trucking businesses with partner/manager Herb Herbert, who shares in costs and profits as a full member of the band in addition to the extra musical business affairs...Paramount to film War Of The Worlds based on the Jeff Wayne album...Lee Myles Associates, New-York-based graphic house servicing the WEA family of labels for 27 years, has expanded to include record pressing for its clients...Tommy Lippin has returned to Warner Bros. after four years as...A&M expects to...The Reds and Squeeze sets will be...In New York...would have worked since to make the company competitive.”

VCL Video Services, best known for music productions on video cassette have now opened a new video studio in the heart of London, combining full studio facilities and production services.

Our rates are really competitive, so why not come and see us or at least contact Patricia Eissewiler who will send you our brochure.

VCL Video Studios Limited
58 Parker Street, London, W.C.2.
Tel: 01 404 0777

TOKYO: During a recent 10-day promotional tour of Japan, the Doolevs received a platinum disc award from Epic-Sony executive managing director Suizo Matsuo, group personal manager Kenji Doi and (far right) GTX Records director and general manager Mike Smith, plus the rest of the eight-strong Doolevs line-up.

WASHINGTON: Three of Japan-based EastWest Records’ leading artists, the Doolevs, Journey and Journey’s Steve Perry are being courted by the Japanese branch of Epic/Sony Records.

For details of their allegations of waste of owned record company, is vastly less.

MUSIC WEEK NOVEMBER 17, 1979

THE DUNHILL label has been reactivated by two of its original owners, Bobby Roberts and Hal Landers. During the 1960s, the label was the home of the Mamas and Papas, Steppenwolf, Richard Harris and others. Sold to ABC in 1969, it was eventually phased out of operation, though it was a part of the sale of ABC to MCA last year. Now Roberts and Landers have reactivated the name from MCA, which will market and distribute all new products.

In recent years, Landers and Roberts produced films such as Death Wish and The Hud, though their music interests have been upheld by Landers Roberts Music Publishing.

Bruce Josephson will serve as A&R and publishing chief, which has thus far signed singer-songwriters Jamie Sheriff and Rick Dufay (to be produced by Ken Scott and Jack Douglas respectively). The roster, according to Josephson, will be limited to approximately 75 acts. A&M is releasing a series of 10-inch singles in limited quantities on

State-owned Fonit making recovery

ROME: Trading deficit of the much-criticised Fonit Cetra, Italy’s state-owned record company, is easily less than rumoured, according to president Leone Piccioli, and efforts to turn the organisation into a competitive modern company are paying off.

Fonit has frequently been the subject of allegations of waste of public money. Of its history, Piccioli says: “The company was owned by STET (now part of the telephone company) until its take-over by the state in 1975 by RAI, the state radio/TV company.”

“STET had very little interest in it and over the years the company had become rather inefficient. In 1977 a new board of directors took over and many reforms have worked since to make the company competitive.”

VCL Video Services, best known for music productions on video cassette have now opened a new video studio in the heart of London, combining full studio facilities and production services.

Our rates are really competitive, so why not come and see us or at least contact Patricia Eissewiler who will send you our brochure.

VCL Video Studios Limited
58 Parker Street, London, W.C.2.
Tel: 01 404 0777

TOKYO: During a recent 10-day promotional tour of Japan, the Doolevs received a platinum disc award from Epic-Sony executive managing director Suizo Matsuo, group personal manager Kenji Doi and (far right) GTX Records director and general manager Mike Smith, plus the rest of the eight-strong Doolevs line-up.

WASHINGTON: Three of Japan-based EastWest Records’ leading artists, the Doolevs, Journey and Journey’s Steve Perry are being courted by the Japanese branch of Epic/Sony Records.

For details of their allegations of waste of owned record company, is vastly less.

MUSIC WEEK NOVEMBER 17, 1979

THE DUNHILL label has been reactivated by two of its original owners, Bobby Roberts and Hal Landers. During the 1960s, the label was the home of the Mamas and Papas, Steppenwolf, Richard Harris and others. Sold to ABC in 1969, it was eventually phased out of operation, though it was a part of the sale of ABC to MCA last year. Now Roberts and Landers have reactivated the name from MCA, which will market and distribute all new products.

In recent years, Landers and Roberts produced films such as Death Wish and The Hud, though their music interests have been upheld by Landers Roberts Music Publishing.

Bruce Josephson will serve as A&R and publishing chief, which has thus far signed singer-songwriters Jamie Sheriff and Rick Dufay (to be produced by Ken Scott and Jack Douglas respectively). The roster, according to Josephson, will be limited to approximately 75 acts. A&M is releasing a series of 10-inch singles in limited quantities on
DISCOVER

Jimmy Buffett's

HIS NEW ALBUM
MCG 4005
Includes his forthcoming single
CHANSON POUR LES PETITS ENFANTS
MCA 540
Already on Radio 1 playlist

FULL PAGE ADS IN
SOUNDS, NME, MM,
NATIONWIDE WINDOW
DISPLAYS.

MCA RECORDS
1 Great Pulteney Street, London W1R 3FW
Distributed by CBS (960 278)
Also available on cassette.
Menuhin plays at Boosey service

THE CONGREGATION at the service of thanksgiving for the late Leslie Boosey on November 1 gave a good indication of the widespread influence and respect which he commanded in the world of music during his long and distinguished career.

Yehudi Menuhin played two moving Bach violin pieces during the service, attended by Louis Kenimer, Ian Hunter, Sir John Tovey, general administrator of the Royal Opera House, and Steve Race among others.

Leslie Boosey was born in July 1887 at Bromley in Kent and served with the Queens Regiment during the Great War after studying at Malvern College and starting to learn the publishing trade in Paris at the Durand et Fils publishing house.

On the death of his father in November 1909, Boosey took charge of the publishing department of the family firm, and when the latter merged with Hawkes Publishers in 1930, he became chairman of Boosey & Hawkes, retiring in 1965 as its president.

As well as directing the publishing enterprise, one of the world’s best-known houses, he was particularly active over his entire career in the field of copyright law and protection, both nationally and internationally.

Elected in March 1929 to the board of directors of the Performing Right Society, Boosey became its chairman in July 1929. From that date until June 1957, he served PRS continually as its chairman, vice-president or president and in 1954 he was elected President of Honour for life.

Within the CISAC organisation, he held successively the appointments of member of the confederal council from 1936 to 1938; president of the International Federation of Performing Right Societies and vice-president of CISAC from 1938 to 1946; president of CISAC (the only publisher to hold this post) from 1946 to 1948, and president of the auditors’ committee from 1948 to 1948. In 1948 he was elected President of Honour of CISAC and the aforementioned Federation.

Boosey was also a generous benefactor in the world of music, particularly the Royal Opera House, Covent Garden, of which he was a member of the Committee of Friends of Covent Garden. He also gave substantial support to the Royal Philharmonic Society, of which he was chairman and a trustee and committee member.

US moves of interest to UK

THE MUSIC Publishers Association has drawn its members’ attention to copyright developments announced by the US Copyright Office likely to interest UK music publishers.

The most far-reaching change is presumed in the document ML-222. This notes that identical bills have been presented in both House of Lords and Commons to make a compulsory licence for public performance of sound recordings, subject to a compensation licence for public performance.

If enacted, this would give producers of recordings a right similar to that in Part II of the UK Copyright Act, but American radio stations are fighting the bill, which is backed by the Recording Industry Association of America (RIAA).

Document ML-222 gives proposed regulations to enable the Copyright Office to maintain a registry of vital information about authors, compiled from statements filed by interested parties. These may identify one or more authors of anonymous or pseudonymous works, or record an author’s date of death or the fact that he is still alive.

The effect of such statements on the public record may be to alter the presumption that a work is in the public domain.

Copies of these documents and others relevant to music publishing interests can be obtained from the MPA office.
OLDFIELD SHIPS
PLATINUM

PLATINUM The impressive new album from Mike Oldfield released 23rd Nov.

Massive Promotional Back-up.
National T.V. Campaign.
Double and Full Page Consumer Press Ads.
National Press Advertising.
Comprehensive Window and In-store Displays.

Make A Sound Investment. Order Platinum now!
Album V2141

Contact your Virgin Salesman or C.B.S. Telephone Sales: 01-960 2155.
BROADCASTING
Hallam boosts studio facilities with mobile

LATEST ADDITION to Radio Hallam’s studio facilities will be a custom-made mobile recording unit ordered by chief engineer Derrick Connolly and senior engineer Michael Adams is to be fitted out by Hallam staff and is expected to be in service by April, 1980.

Describing the mobile Connolly says: “The unit will be 32 feet long, built on a Bedford chassis and incorporating a control room, tape machine area and storage compartments.

“It will be used for live music recording and as a mobile control room for both major events and major outside broadcasts such as our popular Fun Tours.

“We are looking forward to increasing our recorded output of local musicians and artists by visiting a variety of venues and clubs in the Hallam transmission area.”

Equipment fitted into this fully air-conditioned unit will include JBL monitors, Quad 405 amplification, Studer tape machines, more than 40 microphones, Sky-Design and Scamp units, a closed circuit television system, fridge and water heating.

The 32-16 Tweed console has complete monitoring facilities and is linked to an extensive 16-way communication system for live broadcasts.

CLASSICAL

Second Angela Rippon release from Enigma

ANGELA RIPPON, the BBC’s irreproachable newscaster, has made her second recording for Enigma Worldwide. She will be joined at the bottle signing in Bar Harbor, and the Wolf which has sold extremely well.

She reads Jean de Brunhoff’s story of the popular Barbar the little elephant with the music written by Francis Poulenc and played by (he pianist David Weir. The disc is titled My Orange and Rip, both from Shepherd, and Alan Childes’s Plaza Band from Reissner. They received enthusiastic reviews.

The event was recorded by Hallam engineers Nick Adams, Phil Davies and Mick Sylvester and produced by Colin Slade for future transmission of highlights on the station.

Talent winners

THE SEARCH for the best new rock band in the Radio Hallam transmission area ended with a win for the group Five from Bar Harbor, who received £100 and an invitation to a recording session with Red Nail Records.

The Red Nail Records competition — jointly organised by Hallam and Rocherham Council’s Arts Department — was judged by WEA A&R director Dave Dee, Phonogram regional manager Stuart Coughhead, MCA’s Steve McLaughley and Brian Hatch of Red Nail.

Rumour has it that the winner was chosen from the final four bands were Mystic Orange and Rip, both from Sheffield, and Alan Childes’s Plaza Band from Reissner. They received enthusiastic reviews.

The event was recorded by Hallam engineers Nick Adams, Phil Davies and Mick Sylvester and produced by Colin Slade for future transmission of highlights on the station.

LAST THURSDAY Radio Luxembourg once again donated an evening’s broadcasting to Music Therapy in the form of a Telethon. Contributions from artists include B. B. Kings, John May, a live to a Cliff Richard concert and Sandra from Brotherhood of Man donating the dress she wore for the Eurovision Song Contest.

One of the prizes to be auctioned was a magnificently champagne-figured gift by, among others, Dean Friedman (picture centre). He was joined at the bottle signing by Rosemary Abramson (left) of Music Therapy and Jan Leary of GTO.

SARAH WARD has returned to City Radio to take the place of Sarah Mills on the London Today programme. Since leaving Capital she has worked for Radio Victory and BBC.

News in brief...

DAN DAMON - currently a presenter for BBC Wales — will become the new radio presenter for Cardiff Broadcasting, the successful franchise applicant for the Cardiff IRN franchise. In Damon the company has acquired not only someone who understands the unique needs of a Welsh radio station, but also a personality who is already well known in the Cardiff audience.

THE LINE-UP for The Year of the Old Curve, jointly being broadcast by Radio One, BBC-1 and Mel Bush on November 22 at Wembley Arena will include Cat Stevens, David Essex, Gary Numan, Sky and Wisbech Air.

DURING A three-week TV campaign the IRA is urging the public to write to them with their views on independent television. It is part of the IRA’s commitment to compile a list of programmes before preparing to award the new TV contracts.

TWO TWELVE-YEAR-OLD schoolboys have coincidentally traded their DJ jobs at their local IRN stations recently. Paul Phoenix, presenter of the Tinker, Tailor, Soldier, Spy TV theme, recently tried主持人's Capital and Cliff Richard, while at Beacon, there were substitute presenters Paul Pilkington and Peter Wade, who, under the pseudonym of Piers Tomlinson.

THE Rile of Spring, conducting the Philharmonia Orchestra (ASD/TC 3725 £5.40), is coupled with a new mid-price label, which retails at £2.49.

The prize, which has been awarded annually since 1950, is given to a person who, through his work, has made an outstanding contribution to the field of literature science or the arts to bring countries races and cultures closer together,” reads pan of the citation.

The prize was awarded in St Paul’s Church, London last month, and the event was attended by the violinist, his wife, Diana (above left), and Peter Ennion (above right), head of EMI International Classical Division — the company with whom Menuhin has been exclusively linked for 50 years.

Italian award for Muti

VERDI’S NABUCCO conducted by Ricardo Muti, which was issued by HMV last year, has won a Critica Discografica Italiana award.

Meanwhile the fruits of Muti’s heavy recording commitments with HMV continue. Next month he enters the fiercely competitive list of recorded performances of Stomvink’s The Rile of Spring, conducting The Philharmonia Orchestra (ASD/TC 3807 £5.40), with the record released in silver.

THE LINE-UP for The Year of the Old Curve, jointly being broadcast by Radio One, BBC-1 and Mel Bush on November 22 at Wembley Arena will include Cat Stevens, David Essex, Gary Numan, Sky and Wisbech Air.

DURING A three-week TV campaign the IRA is urging the public to write to them with their views on independent television. It is part of the IRA’s commitment to compile a list of programmes before preparing to award the new TV contracts.

TWO TWELVE-YEAR-OLD schoolboys have coincidentally traded their DJ jobs at their local IRN stations recently. Paul Phoenix, presenter of the Tinker, Tailor, Soldier, Spy TV theme, recently tried hosting Capital’s Cliff Richard, while at Beacon, there were substitute presenters Paul Pilkington and Peter Wade, who, under the pseudonym of Piers Tomlinson.

THE Rile of Spring, conducting the Philharmonia Orchestra (ASD/TC 3725 £5.40), is coupled with a new mid-price label, which retails at £2.49.

The prize, which has been awarded annually since 1950, is given to a person who, through his work, has made an outstanding contribution to the field of literature science or the arts to bring countries races and cultures closer together,” reads pan of the citation.

The prize was awarded in St Paul’s Church, London last month, and the event was attended by the violinist, his wife, Diana (above left), and Peter Ennion (above right), head of EMI International Classical Division — the company with whom Menuhin has been exclusively linked for 50 years.

Germanons honour Yehudi Menuhin

YEHUDI MENUHIN, who is currently celebrating 50 years on the concert platforms of the world, has been awarded the 1979 Peace Prize of the German Book Trade.

The prize, which has been awarded annually since 1950, is given to a person who, through his work, has made an outstanding contribution to the field of literature science or the arts to bring countries races and cultures closer together,” reads pan of the citation.

The prize was awarded in St Paul’s Church, London last month, and the event was attended by the violinist, his wife, Diana (above left), and Peter Ennion (above right), head of EMI International Classical Division — the company with whom Menuhin has been exclusively linked for 50 years.
DARYL HALL & JOHN OATES

X-STATIC
NEW ALBUM

FEATURING THEIR NEW SINGLE
PORTABLE RADIO

ALBUM X-STATIC PL13494 ALSO AVAILABLE ON CASSETTE PK13494
DISCOS

TK to close European base

DESPITE THE phenomenal success of Anita Ward's "Ring My Bell," TK Records is due to close its European offices (based in London) this week.

The licensing arrangement with CBS remains unaffected, however, and while TK product will continue to appear with its own logo in all territories, administration will revert back to CBS and come under the auspices of an in-house product manager.

The closure of TK in no way reflects on the efforts of European director Phil Holmes. Moreover, the success of the label in Europe has exceeded TK's fortunes in America where a huge fall off in disco sales has led to a severe contraction of the TK operation. Due to close were both the New York and Los Angeles offices, while the staff at the label's Miami base has been halved.

EMI's Source sampler

WITH THE acquisition of the Source label, EMI (LRD) plans a sampler LP for release before the end of the year.

Provisionally entitled Get To The Source, it will be available at a RRP of £1.99 in 12" form only. Side One runs at 14:05 mins and Side Two at 12:49 mins. Track listing is as follows:

Side One — Bustin' Loose (Chuck Brown and the Soul Searchers) and Miss Fine Lover (Snowflakes); Side Two — Solar Funk (Travis Biggs) and Bustle (Opus 7).

DUE TO restrictions in space, last week's disco chart had to be limited to the Top 40. This week, however, we are pleased to return to the Top 50 format.

DISCO TOP 50

1 (1) DON'T STOP TILL YOU GET ENOUGH, Michael Jackson (Epic EPC 7763)
2 (2) LADIES' NIGHT, Kool & The Gang (Mercy Kool 3)
3 (3) YOU CAN DO IT, Al Hudson & The Soul Partners (MCA/MCAT 511)
4 (4) STAR, Earth Wind & Fire (CBS 7902)
5 (5) NICE, Herb Alpert (A&M AM 7466)
6 (9) OK FRED, Erroll Dunkley (Scope SC6)
7 (7) I DON'T WANT TO BE A FREAK, Dynasty (Solar FB 694)
8 (8) MY FORBIDDEN LOVER, Chic (Atlantic)
9 (4) STRUT YOUR FUNKY STUFF, Frantique (Phil Int PIR 7728)
10 (10) IT'S A DISCO NIGHT, Ivey Bros (Epic EPC 7911)
11 (13) BOOGIE ARMY, Chosen Few (Ariola AHAD 548)
12 (3) EXPANSIONS, Louie Linton-Smith (RCA PB 9450)
13 (15) GIMME GIMME GIMME, Abba (Epic EPC 7914)
14 (14) HOW HIGH, Cognac (Electric WOT 41)
15 (24) FEELING GOOD, BEING BAD, Mary Stavin (Ariola ARD 179)
16 (—) QUE SERA MI VIDA, Gibbon Bros (Island WIP 6525)
17 (20) MELLOW MELLOW, RIGHT ON, Lowrell (AVI Import)
18 (20) THE IVER DRIVE, Jupiter Beyond (AZ Import)
19 (26) RIGHT IN THE SOCKET, Shabnam Solar Import)
20 (18) DANCIN' IN OUTER SPACE, Atmosphere (Ellie Import)
21 (16) WE GOT THE FUNK, Positive Force (Turbo Import)
22 (16) BOOGIE ON DOWN, Hudson People (Virgin VS 0012)
23 (16) COME ON AND DO IT, Poussez (Vanguard VS 0501)
24 (15) SING A HAPPY SONG, O'Jays (Phil Int PIR 7925)
25 (17) DIM ALL THE LIGHTS, Donna Summer (Casablanca CAN 162)
26 (13) DEA VA, Paulinho Da Costa (Pablo Today Step 3)
27 (19) GONNA GET ALONG WITHOUT YOU NOW, Viola Wills (Ariola/Hana AHA 546)
28 (26) THE RAPPER DELIGHT, The Sugarhill Gang (Sugar Hill Import)
29 (28) STILL, The Commodores (Motown TGM 1166)
30 (19) ON MY RADIO, Selecter (2-Tone CHR TT4)
31 (29) NO MORE TEARS (ENOUGH IS ENOUGH), Donna Summer & Barbara Streisand (Casablanca CAN 174/CBS 13800)
32 (25) STREET LIFE, The Crusaders (MCA MCAT 513)
33 (32) BABY BLUE, Dizzy Springfield (Mercy DUSTY 4)
34 (27) LET ME KNOW (I HAVE THE RIGHT), Gloria Gaynor (Polydor Step 5)
35 (31) I CAN'T LIVE WITHOUT YOUR LOVE, Tamiko Jones (Polydor Step 1)
36 (32) GROOVE ME, Fern Kinney (WEA K 7910)
37 (—) GROOVE CITY, Wilson Pickens (EMI America EA 104)
38 (37) DON'T LET GO, Isaac Hayes (Polydor Step X 4)
39 (39) GORDON BLUES, Stu Cooper (MCA Import)
40 (44) SWISS KISS, Patrick Zevul (Casablanca CAN 165)
41 (36) GET UP AND BOOGIE, Freddie James (Warner Bros Import)
42 (40) SWEET TALK, Robin Beck (Mercury Import)
43 (38) THIS IS THE REAL ALL, David Benedeth (Sidewalk SID 113)
44 (35) JUMP THE GUN, Three Degrees (Ariola ARD 183)
45 (50) SLEAZY, Village People (Mercury 6007 237/1988 478)
46 (45) BAND OF GOLD, Frode Payne (Import HEAT 17)
47 (49) COME TO THE WEDDING RECEPTION, Dave and Billie (Zevul Import)
48 (—) JAZZ CARNIVAL, Alvin Williams (Milestone Import)
49 (49) THE HUSTLE, Van McCoy (HAI 6105 092)
50 (48) SHAKER SONG, Spring Girls (Infinity INF 117)
HUGH CORNWELL
OF THE STRANGLERS
NEW ALBUM
Nosferatu
WITH
ROBERT WILLIAMS

ALBUM
UAG 30251
CASSETTE
TCK 30251

INCLUDES THE SINGLE WHITE ROOM
cw LOSERS IN A LOST LAND (INSTRUMENTAL)
BP 320

ORDER NOW FROM YOUR UA SALESMAN OR EMI RECORDS DISTRIBUTION CENTRE
CBO seeks UK label for Sorrenti

LOS ANGELES: CBO Records, based in Los Angeles and formed at the beginning of this year by Corrado Bacchelli and Tommy White, is in the process of looking to major UK labels seeking a distribution for their first release, the Sorrenti album, L.A. & N.Y., and a single, All Day In Love, taken from the album, which is topping charts in Germany, Switzerland and Austria.

In Italy the release has sold a phenomenal 50,000 units. Sorrenti product and CBO Records are distributed in Italy by EMI; France, Belgium, Netherlands, Luxembourg by Carrere; Germany, Austria, Switzerland by Telecent; Spain by Hispa; Norway, Sweden, Finland, Denmark by Sonet Grammofon, Greece by EMI and Central and South America by CBS International.

CONTACT White or Corrado Bacchelli, president of CBO Inc., 2029 Century Park East, Suite 3270, Los Angeles, California 90067. Tel. (213)557 0171.

TALENT

Salmons creates Song & Dance for small acts

A NEW pop and rock agency for British acts has been set up by Bob Salmons in conjunction with Frank Samson and Chris Warren. Operating from 53a Hereford Road, W.2 (229-0372), the company called Song And Dance Agency has been started with the aim, in Salmons’s words, of becoming 'the Stiff or Virgin of the agency world'.

Salmons commented: “It will primarily be an European agency for British acts — we don’t intend to get involved in any heavy situation with provincial places, areas like Manchester, and we shall be looking for a certain degree of individuality.

Our acting manager for the 101 Club in Clapham, South London, and in that role he says he is able to find out what is happening in pop on street level.

"The average agency or record company scouts mostly concentrate on the larger venues but we want to try and change that situation," he continued. "Once a pop act reaches a certain level of popularity then they really require an agency. What we hope to do is maintain respect between our acts and Song And Dance Agency."

Salmons also claimed: "I believe we are one of the few agencies capable of booking a band or act through the entire London pub rock scene. We are going to be looking for talent which is capable of attracting good business but which doesn’t necessarily have a recording contract.

Song And Dance will also include a management division run by Frank Samson and a publishing arm, Song And Dance Music, administered by Chris Warren.

Salmons added: “We will be taking on certain acts for management only - those that we think have a future but need other advice on a free consultancy basis. Also, it will not be a pre-require that a band is with us for management or agency that we should handle their publishing as well.”

TIP SHEET

Promotion offer

NEW YORK: Steve Leeds is an independent album promotion representative who works in the north-eastern part of America wanting to expand his client list to include recording artists who have yet to receive a US distribution deal. The area of the UK in which I promote represents 25 per cent of national sales.


Fricon hunting composers for TV theme work

LOS ANGELES: Terry Fricon, head of the music department of Filmways and president of its publishing company, Musicways, has built up the company’s music division to the admirable position of being on the US charts for three consecutive years.

Current product includes the hot LP, Ghost Dancer. However, with Filmways’ considerable television production, Fricon now finds himself seeking accredited composers to work on his company’s series and movies-for- television.

Filmways, which has just merged with the film company AIP, is a major independent production company. Its TV releases have so far been worldwide and pressure for composing talent is considerable.

“Blues,” warns Fricon, “writing scores is much more complicated and precise than songwriting. Good film music must not interfere, but set a mood, and the composer must also know how to arrange and orchestrate.

The company currently has on ABC-TV the series 240 Robert and has a pilot in production, Texas Rangers. Both may come to Britain in the next few seasons. In selecting writers, Fricon has often consulted the commissioning of incidental music and the skills of established writer/artists.

In most cases a composer’s agent will contact us. It is very difficult for a newcomer. So much is based on credit. Yet it is reasonable for a producer to want to make sure the composer he is getting is a professional. What I am looking for, therefore, is someone with at least half a dozen credits in television or film scoring."

Though the work is demanding, especially with the composer having only three or four days to write a 25-minute composition, including orchestrating and arranging, the rewards are substantial. The average fee for a one-hour TV show is between $2,000 and $2,500 and approximately double for a TV movie.

CONTACT Terri Fricon, Filmways, 2049 Century Park East, Los Angeles 90067, California. Tel. (213)557 8700.
A Merry Christmas HO! HO! HO!

the stranglers

New EP
In Special Full Colour Festive Picture Bag

STR1

'Don't Bring Harry'
'Wired'
'Crabs'
'In The Shadows'

'Don't Bring Harry'
Taken From The Album 'The Raven'
UA 30262 Cassette EAK 30262

Order Now From Your UA Salesman Or EMI Records Distribution Centre
They seem to have a go at anyone who has had a hit in recent years and millions. And last week, over four and a half million, they are at the top of their charts by reviving the group’s long list of hits. It is an act which at times is outrageous or flamboyant about selling a bomb with numbers like “Mama Kinda” but it is likely that this relatively new phenomenon has a good chance of catching on with the public.

ABBA

ABBA are a Swedish quartet who have come for a certain amount of critical and popular acclaim. The band’s hits are among the most successful in recent years and have been sold in over ten million copies worldwide. The singer, Agnetha Fältskog, is frequently compared to the American singer, Cher, with whom her voice shares some similarities. However, one should enjoy fair sales, the band have a big enough following in the UK and although this is a particularly tough time of the year. The band’s hits are thought to be of little use on the marketplace, this will by no means disparage itself.

STEVE FORBOTT

STEVE FORBOTT is a talented American singer/songwriter who has had a hit in recent years with a contemporary number. The band’s hits are among the most successful in recent years and have been sold in over ten million copies worldwide. The singer, Agnetha Fältskog, is frequently compared to the American singer, Cher, with whom her voice shares some similarities. However, one should enjoy fair sales, the band have a big enough following in the UK and although this is a particularly tough time of the year. The band’s hits are thought to be of little use on the marketplace, this will by no means disparage itself.

THE BARRON NORTONS

The Barron Nortons, a band of American signings on Capitol — are to be congratulated for persevering with their brash, energetic style and finally improving. It was perhaps the typical American number, though, such as Who’s That Man and Yesterday’s Arrival, from their current Magnet album — that was to be music for the concert. It was a fine, impressive selection of songs from previously released RCA material.

TERRI ANDERSON

TERRI ANDERSON of The Brakes are to be congratulated for persevering with their brash, energetic style and finally improving. It was perhaps the typical American number, though, such as Who’s That Man and Yesterday’s Arrival, from their current Magnet album — that was to be music for the concert. It was a fine, impressive selection of songs from previously released RCA material.

**THE TOURISTS**

**THE TOURISTS** are a British band who have been around since the late sixties. They have come for a certain amount of critical and popular acclaim. The band’s hits are among the most successful in recent years and have been sold in over ten million copies worldwide. The singer, Agnetha Fältskog, is frequently compared to the American singer, Cher, with whom her voice shares some similarities. However, one should enjoy fair sales, the band have a big enough following in the UK and although this is a particularly tough time of the year. The band’s hits are thought to be of little use on the marketplace, this will by no means disparage itself.

**ARTHEA FRANKLIN**

La Diva. Atlantic K 50637. Her twenty-third album for Atlantic and it is a fairly mellow mood Van McCoy is well to the fore in the band’s hits are among the most successful in recent years and have been sold in over ten million copies worldwide. The singer, Agnetha Fältskog, is frequently compared to the American singer, Cher, with whom her voice shares some similarities. However, one should enjoy fair sales, the band have a big enough following in the UK and although this is a particularly tough time of the year. The band’s hits are thought to be of little use on the marketplace, this will by no means disparage itself.

**BrUCE WELLESLEY & THE GARRA CLUB**

**BrUCE WELLESLEY & THE GARRA CLUB** are a British band who have been around since the late sixties. They have come for a certain amount of critical and popular acclaim. The band’s hits are among the most successful in recent years and have been sold in over ten million copies worldwide. The singer, Agnetha Fältskog, is frequently compared to the American singer, Cher, with whom her voice shares some similarities. However, one should enjoy fair sales, the band have a big enough following in the UK and although this is a particularly tough time of the year. The band’s hits are thought to be of little use on the marketplace, this will by no means disparage itself.

**ABBA**

ABBA are a Swedish quartet who have come for a certain amount of critical and popular acclaim. The band’s hits are among the most successful in recent years and have been sold in over ten million copies worldwide. The singer, Agnetha Fältskog, is frequently compared to the American singer, Cher, with whom her voice shares some similarities. However, one should enjoy fair sales, the band have a big enough following in the UK and although this is a particularly tough time of the year. The band’s hits are thought to be of little use on the marketplace, this will by no means disparage itself.

**Peters & Lee**

Peters & Lee are a duo who for the past two years have been presenting their shows in the town of Wicklow. The band’s hits are among the most successful in recent years and have been sold in over ten million copies worldwide. The singer, Agnetha Fältskog, is frequently compared to the American singer, Cher, with whom her voice shares some similarities. However, one should enjoy fair sales, the band have a big enough following in the UK and although this is a particularly tough time of the year. The band’s hits are thought to be of little use on the marketplace, this will by no means disparage itself.

**Bridie & Eve**

THE UNLIKELY sounding Bridie & Eve are a duo who for the past two years have been presenting their shows in the town of Wicklow. The band’s hits are among the most successful in recent years and have been sold in over ten million copies worldwide. The singer, Agnetha Fältskog, is frequently compared to the American singer, Cher, with whom her voice shares some similarities. However, one should enjoy fair sales, the band have a big enough following in the UK and although this is a particularly tough time of the year. The band’s hits are thought to be of little use on the marketplace, this will by no means disparage itself.
The 1st releases in a regular series of top quality albums featuring the finest POP, ROCK, BLUES, SOUL, COUNTRY and REGGAE from the United Artists catalogue.

**THE VERY BEST OF JAY AND THE AMERICANS**
Album LBR 1000 Cassette TCR 1000

**JOHNNY WINTER - THE PROGRESSIVE BLUES EXPERIMENT**
Album LBR 1001 Cassette TCR 1001

**JEAN SHEPARD**
Album LBR 1006 Cassette TCR 1006

**SOUL SELLERS - IKE & TINA TURNER**
Album LBR 1002 Cassette TCR 1002

Only £3.99 rrp

ORDER FROM YOUR UA SALESMAN OR EMI RECORDS DISTRIBUTION CENTRE
NOW MORE THAN EVER MIDEM’ 80 IS A MUST

18th to 24th January 1980
Palais des Festivals, Cannes, France

maximize your contacts
while minimizing your travel

Midem: the music industry’s meeting place
Midem 1979: 1366 companies
5767 professionals - 51 countries
**BACK WITH TWELVE WINNERS**

* Harry Secombe - *Bless This House* WW 5052
* The Bitch WW 5061
* Rockabilly Dynamite WW 5060
* Echoes of Gold WW 5062
* Johnnie Ray - *20 Golden Greats* PR 5065
* The Mantovani - *Golden Collection* WW 5067
* The Bachelors - *25 Golden Greats* WW 5068
* Guy Mitchell - *20 Golden Greats* PR 5066
* The Mantovani - *25 Golden Greats* WW 5067
* Des O'Connor - *Yesterday's Hero* WW 5075
* Mary O'Hara - *Tranquility* WW 5072
* Des O'Connor - *Just for You* WW 5071
* Country Guitar WW 5070

**Yes, 12 fabulous albums in our £2,000,000 Christmas Bonanza.**

**Fantastic T.V. support and only 6 shopping weeks to go.**

**Make sure you get your share of these Warwick winners.**

*Stock up now for a happy Christmas!*  

---

**Order now from:**  
Warwick Records, Multiple Sound Distributors Ltd., 79 Blythe Road, London W14 0HP. Telephone 01-602 3483 or CBS Records, Barlby Road, London W10. Telephone 01-960 2155 or from your usual Wholesaler.

*All albums are available on record and cassette.*
Sonny's Lettah!

Remits

Order.Please send your order in the form of a check or money order payable to Remits Ltd., P.O. Box 781, 1966 W. 8th St., Los Angeles, CA 90018. Please note that you are responsible for all shipping and handling charges. No cash orders accepted. All returns must be sent prepaid to Remits Ltd., P.O. Box 781, 1966 W. 8th St., Los Angeles, CA 90018. Please allow four to six weeks for delivery. Orders should be placed by the 15th of the month for delivery the following month. Remits Ltd. cannot be responsible for acts of God. No change will be made on orders received.
PAUL PHOENIX: Nunc Dimittis (Different Records HAVE 20)

NUNC DIMITTIS is the theme music from BBC TV's successful series, Tinker, Tailor, Soldier, Spy, and was actually issued as a double A-side, the other song being a revival of the New Seekers oldie, I'd Like To Teach The World To Sing.

Twelve year-old, Paul Phoenix, pictured above, is the treble soloist of The Boys of St. Paul's Cathedral Choir, and the song, arranged by Geoffrey Burgon, was recorded in the cathedral with Barry Rose conducting, John Scott on organ, Jim Watson on trumpet and the string accompaniment by the English Chamber Orchestra.

Phoenix comes from Manchester and is regarded as having one of the best "chorister" voices in the world — he was recently given the rarely-awarded Outstanding Soloist prize by the St. Paul's Cathedral Choir School. Together with the choir he has a busy schedule up until Christmas including two dates with the London Bach Orchestra at the Queen Elizabeth Hall and St. Paul's Cathedral.

Nunc Dimittis also gives Different Records its first chart single and the company is now planning an LP featuring The Boys of St. Paul's Cathedral Choir early next year.

THE EAGLES hit No. I after six weeks on the singles chart, while Donna Summer is bulletted twice in the top 10. Her solo, Dim The Lights, is No. 2, and her duet with Barbra Streisand is at 84. Stevie Wonder in his second week jumped 22 places to 76. Other moves of 15 or more places are Captain and Tennille, Ruferes Holmes, Hall & Oates, and Moon Martin. Foreverlove debuted at 63. Summer and Streisand also both bulleted into the top 10 albums — Summer at eight and Streisand at nine. Kick James picked up 41 places with his Funk Spank and, although still searching for a manager, Arista's Angela Bofill, whose second LP comes on to the chart at 64, is clearly being primed for a major push on contemporary jazz, R&B, pop and MOR spheres.

SINGLES SYMBOLS
- forecast to rise
- sales increase over week
- silver disc (250,000 sales)
- gold disc (500,000 sales)
- new entry

JUST WHO are The Red Haggie Pipers? Anyone not in the know should ask Paul Burnett for he has enough faith in their Scottish Dog Dance to make it his Record of the Week.

Some of the bigger stations, including Radio One, seemed slow to pick up on the latest Boomtown Rats single but Ensign should be all Diamond Smiles this week for the disc has a Featured Forty placing. It lacks the instant impact, though, of I Don't Like Mondays and is unlikely to get quite the same blanket coverage.

The Police have been just as successful as The Rats in late but the re-release of their initial illegal release, Fall Out, is not proving as popular with programmers as their A&M offerings. Don Estelle has pitched his Pretend into the contest for the biggest Christmas disc, while the success of Paul Phoenix's Theme To Tinker, Tailor, Soldier, Spy shows what a little TV exposure can do.
FIVE SOUNDS AROUND FROM EMI

Kitty and the Haywoods
'Disco Fairyland'
AN MARCHING DISCO RECORD

MORRISEY & MULLEN
'BRISTOL BOOGIE'

JANET KAY
'CLOSER TO YOU'

ANNE MURRAY
'BROKEN HEARTED ME'

PAGE 26
## ORDER FORM CHART

### TOP 75 SINGLEs

**This Week**

| Rank | Title | Artist | Label | Sales
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>A NIGHT AT THE OPERA</strong></td>
<td>Queen</td>
<td>EMI</td>
<td>£ 415</td>
</tr>
<tr>
<td>2</td>
<td><strong>BIRDS</strong></td>
<td>Tom Jones</td>
<td>Festival</td>
<td>£ 321</td>
</tr>
<tr>
<td>3</td>
<td><strong>WHY DO LONELY HEARTS CRY</strong></td>
<td>Dire Straits</td>
<td>Vertigo</td>
<td>£ 214</td>
</tr>
<tr>
<td>4</td>
<td><strong>A WHOLE LOTTA SHAKEN</strong></td>
<td>ZZ Top</td>
<td>London</td>
<td>£ 188</td>
</tr>
<tr>
<td>5</td>
<td><strong>WHO'S CHEATING WHO</strong></td>
<td>Chicago</td>
<td>Arista</td>
<td>£ 151</td>
</tr>
<tr>
<td>6</td>
<td><strong>A LITTLE LITTLE LOVE</strong></td>
<td>Chicago</td>
<td>Arista</td>
<td>£ 135</td>
</tr>
<tr>
<td>7</td>
<td><strong>FONES</strong></td>
<td>Tony Joe White</td>
<td>Bell</td>
<td>£ 109</td>
</tr>
<tr>
<td></td>
<td><strong>THE GREAT ROY ST ANDERSON SONG</strong></td>
<td>Lee Hazlewood</td>
<td>Bell</td>
<td>£ 186</td>
</tr>
<tr>
<td>9</td>
<td><strong>COME A WALKING</strong></td>
<td>John Prine</td>
<td>Atlantic</td>
<td>£ 102</td>
</tr>
<tr>
<td>10</td>
<td><strong>ELEVATION</strong></td>
<td>Chicago</td>
<td>Arista</td>
<td>£ 94</td>
</tr>
</tbody>
</table>

**Last Week**

| Rank | Title | Artist | Label | Sales
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td><strong>THE GREAT ROY ST ANDERSON SONG</strong></td>
<td>Lee Hazlewood</td>
<td>Bell</td>
<td>£ 186</td>
</tr>
<tr>
<td>9</td>
<td><strong>COME A WALKING</strong></td>
<td>John Prine</td>
<td>Atlantic</td>
<td>£ 102</td>
</tr>
<tr>
<td>8</td>
<td><strong>ELEVATION</strong></td>
<td>Chicago</td>
<td>Arista</td>
<td>£ 94</td>
</tr>
<tr>
<td>7</td>
<td><strong>FONES</strong></td>
<td>Tony Joe White</td>
<td>Bell</td>
<td>£ 109</td>
</tr>
<tr>
<td>6</td>
<td><strong>A LITTLE LITTLE LOVE</strong></td>
<td>Chicago</td>
<td>Arista</td>
<td>£ 135</td>
</tr>
<tr>
<td>5</td>
<td><strong>WHO'S CHEATING WHO</strong></td>
<td>Chicago</td>
<td>Arista</td>
<td>£ 151</td>
</tr>
<tr>
<td>4</td>
<td><strong>A WHOLE LOTTA SHAKEN</strong></td>
<td>ZZ Top</td>
<td>London</td>
<td>£ 188</td>
</tr>
<tr>
<td>3</td>
<td><strong>WHY DO LONELY HEARTS CRY</strong></td>
<td>Dire Straits</td>
<td>Vertigo</td>
<td>£ 214</td>
</tr>
<tr>
<td>2</td>
<td><strong>BIRDS</strong></td>
<td>Tom Jones</td>
<td>Festival</td>
<td>£ 321</td>
</tr>
<tr>
<td>1</td>
<td><strong>A NIGHT AT THE OPERA</strong></td>
<td>Queen</td>
<td>EMI</td>
<td>£ 415</td>
</tr>
</tbody>
</table>

**Best Sellers This Week**

- **A NIGHT AT THE OPERA** by Queen
- **BIRDS** by Tom Jones
- **WHY DO LONELY HEARTS CRY** by Dire Straits
- **A WHOLE LOTTA SHAKEN** by ZZ Top
- **WHO'S CHEATING WHO** by Chicago
- **A LITTLE LITTLE LOVE** by Chicago
- **FONES** by Tony Joe White
- **THE GREAT ROY ST ANDERSON SONG** by Lee Hazlewood
- **COME A WALKING** by John Prine
- **ELEVATION** by Chicago

**Best Sellers Last Week**

- **THE GREAT ROY ST ANDERSON SONG** by Lee Hazlewood
- **COME A WALKING** by John Prine
- **ELEVATION** by Chicago
- **FONES** by Tony Joe White
- **A LITTLE LITTLE LOVE** by Chicago
- **WHO'S CHEATING WHO** by Chicago
- **A WHOLE LOTTA SHAKEN** by ZZ Top
- **WHY DO LONELY HEARTS CRY** by Dire Straits
- **A NIGHT AT THE OPERA** by Queen
- **BIRDS** by Tom Jones

**Average Weekly Sales**

- £ 231
- £ 198
- £ 165
- £ 142
- £ 120
- £ 98
- £ 76
- £ 54
- £ 32
- £ 10
Explore the depth of GRACE KENNEDY with her beautiful new album.

Her sensitivity will fill you with DESIRE

HER NEW ALBUM—DJF 20563
Also available on cassette

ORDER FROM CBS DISTRIBUTION 01-960 2155
RADIO TWO: ALBUM OF THE WEEK
LOVE AND UNDERSTANDING Various K Tel NE 1051
RADIO TWO: DAVID HAMILTON'S ALBUM OF THE WEEK
THE BEATLES RARITIES The Beatles Parlophone PCM 1001
CAPITAL: PEOPLE'S CHOICE
UNION CITY BLUE Blondie
CLYDE: CURRENT CHOICE
MOONLIGHT AND MUSAK 'M'
DOWNTOWN: MUSIC MOVER
DIAMOND SMILES Boom Rats
FORTH: STATION HIT
THE WALK Jimmy
LUXEMBOURG: POWERPLAY
LIVING ON AN ISLAND Status Quo
TEES: PEOPLE'S PIC
BBC SCOTLAND: SINGLE OF THE WEEK
MY SIMPLE HEART Three Degrees
MANX: ALBUM OF THE WEEK
ABBA'S GREATEST HITS Abba Epic EPC 10017
PENNINE: PENNINE PIC
THE SHAPE I'M IN Child
ATLANTA RHYTHM SECTION Spooky Polydor POSP 74 (F)
BATT, MIKE Lady Of The Dawn Epic EPC 8004 (C)
BARRON KNIGHTS Food For Thought Epic EPC 8011 (C)
Benson, George Hay Girl Warner Brothers K 17472 (W)
BELLAMY BROTHERS Wet T-Shirt Curb K 17487 (W)
BLUE OYSTER CULT In There CBS 8003 (C)
BOOMTOWN RATS Diamond Smiles Ensign ENY 33 (F)
BUFFETT, JIMMY Feis MCA 532 (C)
BURNETTE, ROCKY Tired Of Toein' The Line EMI 2992 (E)
CHEAP TRICK Dream Police Epic EPC 7880 (C)
COWBOYS INTERNATIONAL Trash Virgin VS 293 (C)
CHILD The Shape I'm In Ariola/Hansa AHA 553 (A)
DAN I Monkey Chop Island WIP 6520 (E)
DARTS Can't Get Enough Magnet MAG 156 (E)
DELEGATION Put A Little Love Ariola ARO 188 (A)
DOLLAR I Wanna Fold Your Hand Carrere CAR 131 (W)
DR. FEELGOOD Put Him Out Of Your Mind United Artists BP 306 (E)
DEVOTION, SHEILA B Spacer Carrere CAR 128 (W)
EAGLES Heartache Tonight Asylum K 12294 (W)
ELECTRIC LIGHT ORCHESTRA Confusion/Lost Train Jet 166 (C)
ELLIMAN, YVONNE Love Pains RSO 46 (F)
EAGLES The Long Run Asylum K 12404 (W)
EDMUNDS, DAVE Crawling...Swampeg SGK 19420 (W)
FAITHFULL, MARIANNE Ballad Of Lucy Jordan Island WIP 6491 (E)
FOLEY, ELLEN We Belong To The Night Epic EPC 7847 (C)
FORBERT, STEVE Romeo's Tune Epic EPC 7946 (C)
GAYNOR, GLORIA Let Me Know Polydor POSP 2021 (F)
GIBSON BROTHERS Que Sera Me Mere Island WIP 6625 (E)
GOMM, IAN Hold On Abion DEL 7 (F)
HARLEY, STEVE Freedoms Prisoner EMI 2984 (E)
HOLMES, RUPERT Escape Infinity INF 120 (C)
IAN, JANIS Fly Too High CBS 7956 (C)
INMATES The Walk Radar ADA 47 (W)
ISLEY BROTHERS It's A Disco Night Epic EPC 7811 (C)
JACKSON, JOE I'm The Man A&M AMS 7479 (C)
JACKSON/GRAY Feels Like The First Time Polydor POSP 87 (F)
JOHN, ROBERT Sad Eyes EMI America EA 101 (E)
JOHNSON, MICHAEL Night Won't Last EMI America EA 102 (E)
JONES, RICKI LEE Danny's All Star Joint Warner Bros K 17477 (W)
JACKSON, MICHEL Off The Wall Epic EPC 8045 (C)
KENNY, GERARD Come That Pais RCA PB 5196 (R)
KING, JONATHAN Gloria Ariola ARO 199 (A)
KORGIS Young N'Russian Ratto TREB 108 (A)
LANE, RONNIE Kushcity Rye Gems 12 (R)
LEWIS, LINDA 109 Jamaica Highway Ariola ARO 181 (A)
LINDISFARNE Call Of The Wild Mercury 6007 241 (F)

<table>
<thead>
<tr>
<th>Track</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LOBO</td>
<td>Where Were You</td>
<td>MCA 523 (C)</td>
</tr>
<tr>
<td>2</td>
<td>LOVICH, Lene</td>
<td>Bird Song</td>
<td>Stiff BUY 53 (E)</td>
</tr>
<tr>
<td>3</td>
<td>LOGGINS, Kenny</td>
<td>This Is It</td>
<td>CBS 7987 (C)</td>
</tr>
<tr>
<td>4</td>
<td>LOWELL</td>
<td>Mellow Mellow</td>
<td>Avi AVIS 108 (A)</td>
</tr>
<tr>
<td>5</td>
<td>MANHATTAN TRANSFER</td>
<td>Birds Fly South</td>
<td>Warner Brothers K 17471</td>
</tr>
<tr>
<td>6</td>
<td>MANILOW, Barry</td>
<td>Stupid</td>
<td>Arista ARIST307 (F)</td>
</tr>
<tr>
<td>7</td>
<td>MANHATTAN TRANSFER</td>
<td>Birdland</td>
<td>Atlantic K 11387</td>
</tr>
<tr>
<td>8</td>
<td>MATHIS, Johnny</td>
<td>Some Day</td>
<td>CBS 7935 (C)</td>
</tr>
<tr>
<td>9</td>
<td>MULDAUR, Maria</td>
<td>Birds Fly South</td>
<td>Warner Brothers K 17471</td>
</tr>
<tr>
<td>10</td>
<td>MARTIN, Moon</td>
<td>Make It Real</td>
<td>Capitol CL 16105 (F)</td>
</tr>
<tr>
<td>11</td>
<td>MADNESS</td>
<td>One Step Beyond</td>
<td>Stiff BUY 56 (E)</td>
</tr>
<tr>
<td>12</td>
<td>MOORE, Gary</td>
<td>Spanish Guitar</td>
<td>MCA 534 (C)</td>
</tr>
<tr>
<td>13</td>
<td>MORRISON, Kenny</td>
<td>This Is It</td>
<td>CBS 7987 (C)</td>
</tr>
<tr>
<td>14</td>
<td>LOBIEVANKA</td>
<td>You And I</td>
<td>Ariola ARO 190 (A)</td>
</tr>
<tr>
<td>15</td>
<td>MOODY BLUES</td>
<td>Night In White Satin</td>
<td>Deram DM 161 (C)</td>
</tr>
<tr>
<td>16</td>
<td>MURRAY, Anne</td>
<td>Broken Hearted Me</td>
<td>Capitol CL 18111 (E)</td>
</tr>
<tr>
<td>17</td>
<td>NEW SEEKERS</td>
<td>Love Is A Song</td>
<td>EMI 5010 (E)</td>
</tr>
<tr>
<td>18</td>
<td>Newman, Gary</td>
<td>Complex</td>
<td>Epic EPC 7309 (C)</td>
</tr>
<tr>
<td>19</td>
<td>O'DAY ALAN</td>
<td>Oh Johnny</td>
<td>Pacific K 11391 (W)</td>
</tr>
<tr>
<td>20</td>
<td>ORCH. MANOEUVRES IN THE DARK</td>
<td>Electricity</td>
<td>Dindisc DIN 2 (C)</td>
</tr>
<tr>
<td>21</td>
<td>PALMER, Robert</td>
<td>Can We Still Be Friends</td>
<td>Island WIP 6549 (E)</td>
</tr>
<tr>
<td>22</td>
<td>PLANETS</td>
<td>Iron For The Iron</td>
<td>TBB 109 (C)</td>
</tr>
<tr>
<td>23</td>
<td>PRESENTSYREETA</td>
<td>With You ...</td>
<td>Motown TMG 1159 (E)</td>
</tr>
<tr>
<td>24</td>
<td>PRETENDERS</td>
<td>Brass In Pocket</td>
<td>Real ARE 11 (W)</td>
</tr>
<tr>
<td>25</td>
<td>RICHARD, Cliff</td>
<td>Hot Shot</td>
<td>EMI 5005 (E)</td>
</tr>
<tr>
<td>26</td>
<td>RYDER, Kris</td>
<td>Holiday</td>
<td>Decal FR 13869 (S)</td>
</tr>
<tr>
<td>27</td>
<td>REAL THING</td>
<td>Give Me Your Love</td>
<td>Polydor POSP 82 (F)</td>
</tr>
<tr>
<td>28</td>
<td>ROSE ROYCE</td>
<td>Is It Love You're After</td>
<td>Wharfield K 17456 (W)</td>
</tr>
<tr>
<td>29</td>
<td>RAYDIO</td>
<td>But You Can't Love Me</td>
<td>Arista ARIST 315 (F)</td>
</tr>
<tr>
<td>30</td>
<td>RACEY</td>
<td>Such A Night</td>
<td>RAK 301 (E)</td>
</tr>
<tr>
<td>31</td>
<td>RUBETTES</td>
<td>Kid Runaway</td>
<td>Polydor 2075 173 (F)</td>
</tr>
<tr>
<td>32</td>
<td>RUTS</td>
<td>Jan War Virgin</td>
<td>VS 298 (C)</td>
</tr>
<tr>
<td>33</td>
<td>SHADOWS</td>
<td>Rodrigo's Guitar</td>
<td>EMI 5004 (E)</td>
</tr>
<tr>
<td>34</td>
<td>SPRINGFIELD, Dusty</td>
<td>Baby Blue</td>
<td>Mercury DUSTY 4 (F)</td>
</tr>
<tr>
<td>35</td>
<td>SMOKIE</td>
<td>Baby It's Up To You</td>
<td>RAK 300 (E)</td>
</tr>
<tr>
<td>36</td>
<td>SUPERTRAMP</td>
<td>Goodbye Stranger</td>
<td>Asm AMS 7489 (C)</td>
</tr>
<tr>
<td>37</td>
<td>SHAM 69</td>
<td>You're A Better Man</td>
<td>RAK 82 (F)</td>
</tr>
<tr>
<td>38</td>
<td>SHOWADDYWADDY</td>
<td>A Night At Daddy Gee's</td>
<td>Arista ARIST 314 (F)</td>
</tr>
<tr>
<td>39</td>
<td>STEWART, Amii</td>
<td>Jealousy</td>
<td>Atlantic K 11385 (W)</td>
</tr>
<tr>
<td>40</td>
<td>STORM</td>
<td>It's My House</td>
<td>Scope SC 10 (W)</td>
</tr>
<tr>
<td>41</td>
<td>SPARKS</td>
<td>Tryouts For The Human</td>
<td>Virgin VS 289 (C)</td>
</tr>
<tr>
<td>42</td>
<td>SECRET AFFAIR</td>
<td>Let Your Heart Dance</td>
<td>Sire SEE 3 (F)</td>
</tr>
<tr>
<td>43</td>
<td>SANTANA</td>
<td>You Know That I Love</td>
<td>CBS 7971 (C)</td>
</tr>
<tr>
<td>44</td>
<td>SOUTHIER, J.D.</td>
<td>You're Only Lonely</td>
<td>CBS 7878 (C)</td>
</tr>
<tr>
<td>45</td>
<td>STYX</td>
<td>Babe</td>
<td>Asm AMS 7489 (C)</td>
</tr>
<tr>
<td>46</td>
<td>THREE DEGREES</td>
<td>My Simple Heart</td>
<td>Ariola ARO 202 (A)</td>
</tr>
<tr>
<td>47</td>
<td>THIN LIZZY</td>
<td>Sarah Vertigo Lizzy 5</td>
<td>(F)</td>
</tr>
<tr>
<td>48</td>
<td>TARNEY SPENCER BAND</td>
<td>Cathy's Clown</td>
<td>Asm AMS 7485 (C)</td>
</tr>
<tr>
<td>49</td>
<td>THOMPSON, Chris</td>
<td>If You ...</td>
<td>Elektra Asylum K 13288 (W)</td>
</tr>
<tr>
<td>50</td>
<td>TOURISTS</td>
<td>I Only Want To Be</td>
<td>With You LOGO GG 370 (C)</td>
</tr>
<tr>
<td>51</td>
<td>TUZI, UMBERTO</td>
<td>Gloria</td>
<td>Epic EPC 7415 (C)</td>
</tr>
<tr>
<td>52</td>
<td>TYLEN, BONNIE</td>
<td>Believe In Your Sweet</td>
<td>RCA PB 5187 (F)</td>
</tr>
<tr>
<td>53</td>
<td>UNDERTONES</td>
<td>You've Got My Number</td>
<td>Sire SIR 4024 (W)</td>
</tr>
<tr>
<td>54</td>
<td>VANWARMER, RANDY</td>
<td>Call Me</td>
<td>Island WIP 9963 (E)</td>
</tr>
<tr>
<td>55</td>
<td>VILLAGE PEOPLE</td>
<td>Sleazy</td>
<td>Mercury 6007 247 (F)</td>
</tr>
<tr>
<td>56</td>
<td>WARD, ANITA</td>
<td>Don't Drop My Love</td>
<td>Tk TR 7052 (C)</td>
</tr>
<tr>
<td>57</td>
<td>WONDER, STEVIE</td>
<td>Send One Your Love</td>
<td>Motown TMG 1149 (E)</td>
</tr>
<tr>
<td>58</td>
<td>WORD</td>
<td>The Naz</td>
<td>Charisma CB 345 (F)</td>
</tr>
<tr>
<td>59</td>
<td>ZAVARONI, LENA</td>
<td>South Of Mecon</td>
<td>Galaxy GY 160 (C)</td>
</tr>
</tbody>
</table>
WEEK ENDING NOVEMBER 17 1979

ALBUMS

1 8 GREATEST HITS VOL 2
2 7 REGGIE'S PALACE
3 6 RED STARRY FRED STARR
4 5 THE SECRET LIFE OF PLANTS
5 4 LENA'S MUSIC ALBUM
6 3 THE ART OF SURFACING
7 2 OFF THE WALL
8 1 SPECIALS
9 10 LEAR'S MUSIC ALBUM
10 9 WHAM! (TSQ)
11 8 WHAM! (TSQ)
12 7 WHAM! (TSQ)
13 6 WHAM! (TSQ)
14 5 WHAM! (TSQ)
15 4 WHAM! (TSQ)
16 3 WHAM! (TSQ)
17 2 WHAM! (TSQ)
18 1 WHAM! (TSQ)
19 10 WHAM! (TSQ)
20 9 WHAM! (TSQ)
21 8 WHAM! (TSQ)
22 7 WHAM! (TSQ)
23 6 WHAM! (TSQ)
24 5 WHAM! (TSQ)
25 4 WHAM! (TSQ)
26 3 WHAM! (TSQ)
27 2 WHAM! (TSQ)
28 1 WHAM! (TSQ)
29 10 WHAM! (TSQ)
30 9 WHAM! (TSQ)
31 8 WHAM! (TSQ)
32 7 WHAM! (TSQ)
33 6 WHAM! (TSQ)
34 5 WHAM! (TSQ)
35 4 WHAM! (TSQ)
36 3 WHAM! (TSQ)
37 2 WHAM! (TSQ)
38 1 WHAM! (TSQ)
39 10 WHAM! (TSQ)
40 9 WHAM! (TSQ)
41 8 WHAM! (TSQ)
42 7 WHAM! (TSQ)
43 6 WHAM! (TSQ)
44 5 WHAM! (TSQ)
45 4 WHAM! (TSQ)
46 3 WHAM! (TSQ)
47 2 WHAM! (TSQ)
48 1 WHAM! (TSQ)
49 10 WHAM! (TSQ)
50 9 WHAM! (TSQ)
51 8 WHAM! (TSQ)
52 7 WHAM! (TSQ)
53 6 WHAM! (TSQ)
54 5 WHAM! (TSQ)
55 4 WHAM! (TSQ)
56 3 WHAM! (TSQ)
57 2 WHAM! (TSQ)
58 1 WHAM! (TSQ)

1 8 GREATEST HITS VOL 2
2 7 REGGIE'S PALACE
3 6 RED STARRY FRED STARR
4 5 THE SECRET LIFE OF PLANTS
5 4 LENA'S MUSIC ALBUM
6 3 THE ART OF SURFACING
7 2 OFF THE WALL
8 1 SPECIALS
9 10 LEAR'S MUSIC ALBUM
10 9 WHAM! (TSQ)
11 8 WHAM! (TSQ)
12 7 WHAM! (TSQ)
13 6 WHAM! (TSQ)
14 5 WHAM! (TSQ)
15 4 WHAM! (TSQ)
16 3 WHAM! (TSQ)
17 2 WHAM! (TSQ)
18 1 WHAM! (TSQ)
19 10 WHAM! (TSQ)
20 9 WHAM! (TSQ)
21 8 WHAM! (TSQ)
22 7 WHAM! (TSQ)
23 6 WHAM! (TSQ)
24 5 WHAM! (TSQ)
25 4 WHAM! (TSQ)
26 3 WHAM! (TSQ)
27 2 WHAM! (TSQ)
28 1 WHAM! (TSQ)
29 10 WHAM! (TSQ)
30 9 WHAM! (TSQ)
31 8 WHAM! (TSQ)
32 7 WHAM! (TSQ)
33 6 WHAM! (TSQ)
34 5 WHAM! (TSQ)
35 4 WHAM! (TSQ)
36 3 WHAM! (TSQ)
37 2 WHAM! (TSQ)
38 1 WHAM! (TSQ)
39 10 WHAM! (TSQ)
40 9 WHAM! (TSQ)
41 8 WHAM! (TSQ)
42 7 WHAM! (TSQ)
43 6 WHAM! (TSQ)
44 5 WHAM! (TSQ)
45 4 WHAM! (TSQ)
46 3 WHAM! (TSQ)
47 2 WHAM! (TSQ)
48 1 WHAM! (TSQ)
49 10 WHAM! (TSQ)
50 9 WHAM! (TSQ)
51 8 WHAM! (TSQ)
52 7 WHAM! (TSQ)
53 6 WHAM! (TSQ)
54 5 WHAM! (TSQ)
55 4 WHAM! (TSQ)
56 3 WHAM! (TSQ)
57 2 WHAM! (TSQ)
58 1 WHAM! (TSQ)

DICKIES

NEW ALBUM

ONLY £3.99 or less

Includes the new single "I Found You"
Video, display, exhibitions—
all at your service!

SPECIALISTS
CAN BE DIFFICENT TO FIND

Our specialty is providing you with the best HiFi/Video equipment,
tacked up with an EFFICIENT after sales service.

Record Companies, Music Publishers and Record Retailers are the
people we specialise in.
From experience we know what is good & reliable for the right choice
for you, and our experience is matched by no one else.

We have Music Centres from £130, our Rock System starts at £300,
Revoo £777 £530 & TEAC AD400 £1780, prices exclude VAT.

Service & delivery & installation FREE OF CHARGE, ILEASING & HP
AVAILABLE.

THE
"A&R" SYSTEM

Technics Receiver, Technics Turntable with
Technics Cartridge, Denon Tape Deck, Pair
Auraton loudspeakers, Rack. All leads, delivery £305 + VAT
AMES ELECTRONICS
128 CAMDEN STREET, LOW N1
01-287 67523
Distributors of Audio/Video Equipment to: CBS, Phonogram, RCA, WEA, Rondor, Pye, Ensign, Bronze, Magneti etc.

As far as we're concerned,…we take away all a company's problems

that its selling point is that it has to
work with the films, but lets the
manufacturer take place under its
own staff to fit shops, but lets the
industry — with paperback books,
making tape displays for live concerts.

Co-director, Tony Laderman
decided that it would be logical to
put the material into the shops as
well. The company's expansion rate
is illustrated by its move from
Bond Street to a couple of offices
over a dry cleaners in 1971, to its
current premises of 4,000 square
feet in Wendell Road.

In 1978 Laderman was joined by a
developer, Malcolm Parry,
were in Island records.

"As far as we're concerned when we work with
neighbours, they all go out at the same
time and, of course it's cheaper."

The chances are, if you are a
dealer, you will have had an
independent company visit you.
The chances are they will either have been Realmheath or Tony. If you
have included in-store video, then it will probably have come from
Captive Video.
And most record companies will
have used at least one of those three
to some degree and quite a lot have
dealt with all of them. These
desires are almost a monopoly
over all competition, but they
are not big operations in themselves.
Each is a small working unit,
working from modest offices — but
controlling a massive influence in
the display industry.
Below the big three, there are a
number of specialist display firms
ready to jump in if need be. Record
companies demand good
promotion, as the music is
important for them,
and is clearly illustrated by its move from
Wendell Road.

For Parry, the key to the
company's success has been to
sell something, whether
unusual in industry, but one which
Parry says works well. At the top of
its area of a specialist company, like
screen printing, then he will become
a director of a department, or the
manager of one of the printers
which does it. The company
manufactures its own video
company, Videal.

Both Scott Millaney and Bryan
Grant of Millaney Grant, have
come from the business, along with Parry and Laderman, but it
doesn't mean that Parry will have
any influence with other
Millaney partners. The set-up has
worked well, if initial bookings are
anything to go by.

"We were disgusted by the
years to get a reliable team," says Parry. "The best one is the
reason for making things
happen is if you have that. As far as
are concerned when we work with

Videal says it can handle the
tasks. There are so many people
who are promising things and the
record companies can constantly
getting burned by these people
who can't fulfil them.

"We have expanded with a snowball
effect which is rather fortunate.
If you talk to dealers and
someone else sees it. It
could happen with their new video
programme, which now
consists of £300. Starting the video was an
enormous investment for us, and we
put more money in than we've
had. One of the problems of having an expanding
capacity is that you can't
keep up with the marketing.

Realmheath's biggest recent
investments has been video, where it
supplies films for the Woolworth
chain in 120 record departments.

"We are excited about it,…there is
so much potential for video"

Realmheath and Bruce Higham
in addition to the CBS and
they have been using the post
free time, and, of course it's cheaper."

"Wc have expanded by a snowball
effect which is rather fortunate.
If you talk to dealers and
someone else sees it. It
could happen with their new video
programme, which now
consists of £300. Starting the video was an
enormous investment for us, and we
put more money in than we've
had. One of the problems of having an expanding
capacity is that you can't
keep up with the marketing.

Realmheath's biggest recent
investments has been video, where it
supplies films for the Woolworth
chain in 120 record departments.

"We are excited about it,…there is
so much potential for video"

Record companies three-minutes'
worth of time, but it will comprise of
500,000 displays. If we
keep up with the marketing.

"Wc have expanded by a snowball
effect which is rather fortunate.
If you talk to dealers and
someone else sees it. It
could happen with their new video
programme, which now
consists of £300. Starting the video was an
enormous investment for us, and we
put more money in than we've
had. One of the problems of having an expanding
capacity is that you can't
keep up with the marketing.
Be in good company - The Dooleys, Sham '69, Syd Lawrence, Steve Hillage and others have all appeared this year in our 2,500 capacity Big Hall.

For further information and fact sheet regarding the largest venue in the West, contact Graham McNally, New Cornish Riviera Club Ltd, Carlyon Bay, St Austell.

Telephone 072681 4261.
**Promotions—the super stunt is alive and well**

**Promotions work,** but no one knows how well. The spiralling argument goes—some promotions can do better than others, but you don’t know until afterwards; even then you can’t really tell how much a good promo gimmick can do for a record because it might have sold a lot anyway.

But promoters do work. Obviously, aren’t they? You have to spend a lot of money on an act if it’s going to break. But you don’t do it by themselves. If you’re one of those cynical people who think that promotions men sit around in luxurious offices all day taking the odd break to justify their enormous expense accounts—you’re wrong. They send out free gifts to people like the vibrators that went out with the Climax Blues Band single—you've guessed it. Couldn’t Get It Right. Of RCA’s little promotion team they keep a group of journalists on a mystery tour in a small plane and funded in a

**The idea is to take the pressure off the record company**

chateau across the channel. That was for Bonnie Tyler’s Last Love in France. But the super-promos aren’t all a thing of the past. Epic Records recently invited people to a rooftop-garden party at London’s Holiday Inn in Sloane Street where an assorted crowd was treated to a thing of the past. Epic Records in France.

Promotions is one of the main items that the record companies feel that a big record will cost less than employing people to do something they could do themselves. But it is a cost of their marketing, so if the money is not available, you simply can’t do it.

"It's very difficult to categorically say that a promotional item is the one thing that will break a band," agrees Barry Humphries, managing director of Epic’s German label. "So you can't really isolate one item. It’s the same with advertising, as it’s part of an overall package. If the promotion is something out of the ordinary it will create an interest, so people will look at it, have a

Music Industry Executives

**Now there’s a better way to find your next career move.**

Just call the Music Division of G&M Management Selection. Its director is Colin Hadley—a senior executive in the record business for 25 years—and Sandy Gower.

If you have record company or music publishing experience in any of these areas we should like to hear from you:

**DIRECTORS and SENIOR MANAGEMENT
MARKETING and SALES • A&R
LABEL MANAGERS • PRESS OFFICERS
PROMOTION/PLUGGERS
RADIO & TV EXPLOITATION**

There is no charge to staff and we promise you a sympathetic reception where you can discuss your career development in complete confidence.

**CALL US, TODAY**

S.F. Management Selection
MUSIC DIVISION
37 TRINITY HOUSE, 189 REGENT STREET, LONDON W1R 7WD
Tel 01-734 3136-9

G&M will do anything in any timeframe at a known price with an agreed deadline: “We will try anything, but we will always tell the truth, they know what it will cost them!”

If the money is not available you simply can’t do it
Let the Royal Mail Overseas Parcels Service solve your export problems.

Starting with Cost. A recent independent survey showed that the cost of sending air parcels averages between ½ and ¾ of air freight charges.

And you know where you are with the Royal Mail. Air freight 'extras' like collection, handling, customs documentation, airport taxes and (to most countries) delivery are all included in the price of the stamp.

Effort:— you save here too. There's no complex customs documentation with the Royal Mail. Just fill in one or two simple forms, Stamp. And that's all.

As for Speed, Royal Mail Air Parcels take fast scheduled flights, get quick customs clearance, and red-carpet treatment with full security all the way.

If your overseas parcel is in no great hurry, our Surface Parcels service is even cheaper and no less Secure.

Stop paying over the odds on overseas parcels. Simply dial 100 and ask for FREEFONE 2357 or return the coupon NOW!
MUSIC WEEK NOVEMBER 17, 1979

SUPPLEMENT

The cars fit for rock stars

AS THE rock industry burgeoned in the sixties, one of the biggest growth areas was the number of people surrounding a star act. Managers, PR men, lawyers, accountants, personal hairdressers, nannies, not to mention wives, girl friends and "companions" - they all orbit the stars.

And when the star and entourage travel they all have to be transported and so came the business of providing chauffeur cars for visiting acts.

Whether they just come in for a few days' shopping at Harrods, a Top Of The Pops appearance, or a 30 date concert tour, the stars expect that "limo" to be standing waiting at the airport - plus chauffeur, nannies, bodyguards, not to mention wives, girl friends and "companions" - they all orbit the stars.

And when the star and entourage travel they all have to be transported and so came the business of providing chauffeur cars for visiting acts.

"This sort of work needs a very special sort of driver and we pride ourselves that many of the clients make a point of asking for a particular driver on return visits. The secret is matching the personality of the driver with the person he is driving. Some artists like the driver to maintain a low profile and others prefer the friendly approach.

"We've got drivers to match a punk act or a middle of the road artist - and most of all they all have to be on 24 hour call for the duration of the visit.

In Britain the record companies' artist relations departments book concert tour promoters who hook the stars are serviced mainly by two chauffeur companies - Berryhurst and Sinclair Carriages.
The complete, reliable service

RETAILERS!

If you are interested in our instore video advertising, you are invited to send us your name and address for further details.

VIDEAD
TV ADVERTISING-WHERE IT COUNTS MORE AND COSTS LESS

10 Wendell Road, London W12 9RT
**THE OFTEN very beautiful (or grotesque) album design and artwork; the often impressive (and expensive) sleeve or label printing and the contrasting dull but vital cardboard envelopes which enclose the product when it is launched through the post, are all really members of the same service family. The industry needs, and uses, numerous companies in these like fields.

**ALBUM SLEEVE** design has, over the past 10 years or so, developed into an art form unto itself. It has become an integral part of the music industry. How much the design of a sleeve contributes to a record's sales is a much-debated topic. But as Storm Thorgerson of Hipgnosis explains: "The way an album sleeve is designed is derived from the immense diversity and number of records released and from the fact that every album is different. This ensures a commensurate variety of photos, printing, illustrations, collages, graphics and so on. No other range of consumer products, nor any other area of commercial design can match this."

And Jacques Lowe, director of Media Visual Arts, adds: "When you buy an album, one probably keeps it for five to 20 years and looks at it perhaps a thousand times. The record becomes a continuing piece of design in one's home. It is lovely to look at, just one more little cornflakes. Otherwise, why not put the love cards. In addition it also does polythene-lined bags, with or without film lining, can be produced in just one session.

Robert Stace in Tunbridge Wells is involved in the production of all types of records sleeves including albums, 12-inch, gate-fold, 12-inch and cassette inlay cards. In addition it also does polythene-lined bags and un-lined. The company has been involved in sleeve manufacturing since 1953, and making inner bags for the last 13 years. It has facilities for laminating, infra-red varnishing and ordinary varnishing. Assistant MD Tony Angaston says: "Our presses are in action 24 hours a day, every day of the year. We estimate that this year we will have printed up to 30 million album sleeves and 25 million inner bags."

Also involved in the same line of business is Delta Press in Bromley, Kent, which specialises in printing seven-inch bags, both ordinary and gate-fold, 12-inch single sleeves, paper cards, 8-track cartons, box-sets, posters and release information sheets. The company has its own in-house art department and full phototype and plate-making facilities.

General manager, Reg Rodnight, comments: "We deal predominantly with albums, companies, large and small. Obviously we have a very fast turnaround — that's the name of the game."

Wilson Packaging, based at Ronalds Road, North London, was started in March 1978 solely to service the record industry says Carol Gray, the company's managing director: "In 18 months we have supplied most record shops with cardboard envelopes for posting records. We offer a 24-hour delivery service to London and two/three days for the rest of the country." The range includes a 13-inch by 13-inch mailer with self-adhesive flap which holds up to 50 records by eight mailer for up to six singles, a 13-inch crutiform for holding up to seven LPs, and a 12-inch square stiffener for extra protection when packing. Craig claims: "Our envelopes have self-seal flaps and are larger, thicker, better quality, and cheaper than our competitors. We are now planning an export drive throughout Europe and are looking for suitable distribution companies in other countries."

Ever since the dog first appeared on the HMV record label, Harrison And Sons of Hayes in Middlesex has been printing record labels. From modest beginnings the business grew steadily until today the factory supplies some 150 million labels a year to record companies throughout the world.

The company's association with the record industry began in 1954 when its first assignment was to print new release leaflets for Phillips Records and this led to a contract to print sleeves for Pink Floyd. Two years later the company started a long association with EMI Records.

"Today Garrod & Lofthouse's Catalyst factory is wholly concerned with the production of record sleeves — some 1.5 million leave the factory every week. Another factory in Washington in the North of England is committed totally to the printing and manufacturing of sleeves as are two factories in Paris. Chris Garrod, managing director of the record sleeve division at Catalyst, says: "It has been established that the sleeves we produce in England and France would reach around the world if we placed them side by side."

The finishing capacity is considerable and covers a wide product range within the packaging field. There are in-house facilities for laminating, ultra-violet cured varnishing, heat seal varnishing, embossing and printing, die-cutting, multiple format folding and 26 custom-built record sleeve machines capable of reproducing more than 1,000 sleeves per minute.

Some companies in other countries have to place orders in London and arrange for them to be shipped to them in brown paper bags, it's cheaper."
Printers to the Record Industry

* CASSETTE INLAY CARDS
* 7" RECORD BAGS
* 7" GATEFOLD RECORD BAGS
* POSTERS - SHOWCARDS - DISPLAYS

Contact: Peter Grey - Sales Director

Peter Grey Printers Limited

THE RELIABLE NAME FOR RECORD & PICTURE DISC LABELS

Wellington Road, Bromley, Kent, BR2 9NG  Telephone: 01-464 0828/9
Telex: 8951346
The pick of the presses

Bobbie Dahdi adds: “It is very rewarding to do work for people who are sometimes investing their last £50 in a product they really believe in and to see them pleased with what you have done for them. Some customers are scared that their project won’t work. I know exactly how they feel, I felt the same until I started up PEI last year.”

The mainstay of PEI work comes from France, Elie Dahdi is French and his wife has lived and worked there as production manager at Kiel France. They feel that they have something unique to offer the majors. “At certain times of the year there are just not enough presses in this country to cover the jobs,” says Bobbie. “We can fill seasonal gaps through our own facilities, or by tapping into our links with UK companies. We remain a British supplier with a London presence and can provide services with short delivery times.”

The company’s customers include WEA, CBS, A&M, Arista, United Artists, E.G.O, Logo, Cherry Red, Real Music and Gone Wrong. Dahdi says that companies represent PEI’s year round “bread and butter” and are treated with the respect they deserve.

Why does the Tinsley Robor Group produce 60,000,000 sleeves, gatefolds, inner-bags & 7” sleeves per year?

...and growing

Could it have something to do with consistent reliability?

It’s very rewarding to do work for people who are investing their last £50 in a product they really believe in and to see them pleased with what you have done for them.”
RICHARD STEPHEN TAPES LTD.

OFFER ALL OF THESE SERVICES
HIGH SPEED DUPLICATING WITH FULL DOLBY FACILITIES
REAL TIME & IN CASSETTE COPYING
SPECIAL LENGTH BLANKS
STUDIO & MASTERING
CONTRACTUAL EQUIPMENT SERVICES AVAILABLE
DESIGN & PRINT OF ARTWORK
FULL RANGE OF ACCESSORIES INCLUDING:
LABELS, INLAYS, HEAD CLEANERS ETC...
ONLY INTERNATIONALLY APPROVED PRODUCTS USED
ALCHEMCO, ICM, & LANDMARK CASSETTES.
AGFA & BASF CASSETTE TAPE

If you want a professional job based on years of experience
contact ALAN BODDIE or ALAN PERRY on 01-539 0955

RICHARD STEPHEN TAPES LTD. 393 HIGH RD., LEYTON, LONDON E10 5NA

LONDON FEATURES INTERNATIONAL LTD.

* Fully equipped West End studio with in-house catering and entertainment facilities (available for hire if required).
* Staff photographers experienced in all grades of Music Business photography from signings to album sleeves. In-house creative facilities.
* Fast efficient, quality repro service (4-hour turn round, at extra cost, when required).
* Colour duplicating service.
* 24-hour, 7-day availability of all services.
* World’s largest colour and black and white photo library of groups and artists from early 50s to date.
* Weekly colour and black and white syndication to world-wide media with a combined circulation/viewing potential of more than 150 million.

CONTACT: JOHN HALSALL, FRANCES TOPP, ROY JONES, SIMON FOWLER, PAUL COX

LONDON FEATURES INTERNATIONAL LTD., DORSET LODGE, 8 DORSET SQUARE, LONDON, NW1 6PU.
TELEPHONE: 01-723 4204/5, 723 2459. TELEX 25884 LONPIX G. CABLES LONPIX LONDON NW1.

PHOTOGRAPHERS TO THE MUSIC BUSINESS
SUPPLEMENT

THE LONG-ESTABLISHED service of the solo independent promo has recently been complemented by a new promotion service, depending on how you look at it, offering a range of record sales/promo/display facilities, organised as fully-fledged, fully-staffed companies.

The past two years have seen very big changes in the record companies' selling strategy, with a period during which new types of sales forces — often singles sales forces — proliferated, and the number of reps employed by the major companies increased. The economic problems being universally felt have forced an even more rapid decrease in sales staff. But when these forces start to thin out, the surplus position will have become ever more urgent, the cost of doing so, and the methods used, have had to be seriously re-examined.

Necessity has again proved to be the mother of invention among the industry's independent entrepreneurs.

The unspoken question in sales promotion is, "how do we keep in touch with the large number of dealers (or preferably more dealers) radio stations and discos — giving them information, getting them to listen to new products and passing feedback with sales and promotion teams being forcibly shunted into smaller budgets?"

One answer is the independent sales-promotion company. The former Anchor Records sales and marketing manager, Richard Jakubowski, claims that his company is "now the largest fee-paying promotion company in the UK", having grown to employ 20 staff, including two salesmen, a promotion man, Tony Cannon, a promotion assistant, Mandy Tolson, and all concerned have "a business interest in the company".

The company's effectiveness is borne out by an average of a dozen or more BMG chart entries at a time. Jakubowski points out that the reason they as an independent achieve these results, while record companies' music promotion forces are working hard in the same field, is that they have to. Without the results an independent company in any industry would fail, and with a team of 22, Record Sales can in fact claim a bigger field promotion force than any record company.

They prefer to start work about two weeks before release (four weeks, for disco). The U-Mann Local Radio Promotion company, coordinated by Steve Jenkins, paves the way to consumer interest, Record Sales and WMC & A similarly offer at least a few copies in stock when they are new. Jakubowski points out that "promotion forces are working hard in the same field, is that they have to."

The company's effectiveness is borne out by an average of a dozen or more BMG chart entries at a time. Jakubowski points out the reason they as an independent achieve these results, while record companies' music promotion forces are working hard in the same field, is that they have to. Without the results an independent company in any industry would fail, and with a team of 22, Record Sales can in fact claim a bigger field promotion force than any record company.

They prefer to start work about two weeks before release (four weeks for disco). The U-Mann Local Radio Promotion company, coordinated by Steve Jenkins, paves the way to consumer interest, Record Sales and WMC & A similarly offer at least a few copies in stock when they are new. Jakubowski points out that "promotion forces are working hard in the same field, is that they have to."

One answer is the independent sales-promotion company. The former Anchor Records sales and marketing manager, Richard Jakubowski, claims that his company is "now the largest fee-paying promotion company in the UK", having grown to employ 20 staff, including two salesmen, a promotion man, Tony Cannon, a promotion assistant, Mandy Tolson, and all concerned have "a business interest in the company".

The company's effectiveness is borne out by an average of a dozen or more BMG chart entries at a time. Jakubowski points out that the reason they as an independent achieve these results, while record companies' music promotion forces are working hard in the same field, is that they have to. Without the results an independent company in any industry would fail, and with a team of 22, Record Sales can in fact claim a bigger field promotion force than any record company.

They prefer to start work about two weeks before release (four weeks, for disco). The U-Mann Local Radio Promotion company, coordinated by Steve Jenkins, paves the way to consumer interest, Record Sales and WMC & A similarly offer at least a few copies in stock when they are new. Jakubowski points out that "promotion forces are working hard in the same field, is that they have to."

The company's effectiveness is borne out by an average of a dozen or more BMG chart entries at a time. Jakubowski points out the reason they as an independent achieve these results, while record companies' music promotion forces are working hard in the same field, is that they have to. Without the results an independent company in any industry would fail, and with a team of 22, Record Sales can in fact claim a bigger field promotion force than any record company.
Hothouse design sleeves, conceive ad campaigns, produce window and point-of-sale material, write radio commercials and provide merchandising ideas.

Record our number.
01-629 1159

Contact Melissa on 01-607 0041
2 RONALDS ROAD, LONDON N5 1XH
**Independent PRs — a closer look at the species**

Independent PRs will provide status but are no longer viewed as mere luxuries. Much more than that they are seen to provide a valuable service, complementing their role in the making of the role of a record company press office.

Tony Barrow, Keith Goodwin and Keith Altham come to mind as the elder statesmen of the business. There is also Tony Brainsby, whose name has become almost synonymous with Paul McCartney in recent years, and MacIntyre/Massey will soon aspire to that rank. Also well established is Jennie Hallall who, along with her husband Ian Alistair, runs Press and Publicity, the company for the ladies.

Women make excellent heads of press at record companies — witness Moira Belsky, who is both a brilliant writer and a brilliant salesperson. Keith Altham feels that they are so often at the mercy of the men around them, who are so often reluctant to give them the respect they deserve.

One topic on which PRs cannot agree is that of publicity stunts. Some predict their return, while others, with one eye on budgets, suggest that we have seen the last of expensive, attention grabbing gimmicks.

Joe O'Neill of Management and Promotions, who was previously marketing manager at Magnet Records and has now moved over to the larger Unifax, says there is a need for publicity stunts, because they are the only way to break through the clutter. "It's a non-stop job and in record companies you tend to get lost in the pile when you're not really into your act."

Keith Altham also remembers hiring a nude to ride around Eros and "she wouldn't have got a second booking if you'd asked her to run across a park in tracksuits, followed by the inevitable bevy of photographers."

During his association with the daddy of them all, the late Les Perrin, Nick Massey has an insight into the infancy of independent public relations. "Mike and I managed to travel in from Sutton with Les," Massey recalls, "and the train journey was like a 20 minute lesson."

"Les was really influential in the music business and I think he would agree with me in this: he set the ground rules which are still followed today — basically of record companies and myself."

"He said that the job of a PR has become larger and more complex, calling for wider business skills. "In the early days the music business wasn't really professional, so things were a lot more simple. An PR wasn't as professional as they are now. An important strength needed to survive is the ability to adapt. If you don't change, it is possible to fall by the wayside, as has happened in some instances."

"It is also important to set limits and not go beyond them and we wouldn't look to take on more than a dozen acts at a time, as we are able to give proper attention to each. Record companies can't always concentrate on specific releases because of their nature of release schedules. The press office will work on them a week before and then the next month's batch comes along."

Keith Goodwin is another who feels that the most important part of his job is to keep up the continuity between releases and sales. "It's a 12 month a year non-stop job and in record companies you tend to get lost in the pile when you haven't got a good record and you lose your place."

"People have to change their way of writing when they climb over to the other side of the fence, but also recognize that the attitude of the rock press has altered. "Some writers seem to think they're more important than the artist and the press are writing about," he explains. "They used to write because they were simply very interested in music but now that interest has changed and they are less interested in how that interest is expressed."

Keith Altham also remembers hiring a nude to ride around Eros and "she wouldn't have got a second booking if you'd asked her to run across a park in tracksuits, followed by the inevitable bevy of photographers."

"It's a non-stop job and in record companies you tend to get lost in the pile when you haven't got a good record and you lose your place."

Keith Goodwin adds, "I think it has got a lot more serious and wonder whether groups like The Who and The Stones would have survived until now if they had to suffer the intensity of criticism being dished out today."

"I don't like to become a barrier between an artist and the press but these days some press exposure can be positively harmful."

York and Stopal are the younger generation, but York feels he has a lot to learn from his elders. He says, "I have no record company allegiance and I have handled it, they'll give it a spin."

"You can give a lot more time and attention when you're an independent, making it possible to reach a wider spectrum of the media. I managed to get Toyah into The Taller Hairdressers Journal, for instance, and I work a lot with foreign press as well, because of the nature of release schedules. The press office will work on them a week before and then the next month's batch comes along."

One topic on which PRs cannot agree is that of publicity stunts. Some predict their return, while others, with one eye on budgets, suggest that we have seen the last of expensive, attention grabbing gimmicks.

Joe O'Neill of Management and Promotions, who was previously marketing manager at Magnet Records and has now moved over to the larger Unifax, says there is a need for publicity stunts, because they are the only way to break through the clutter. "It's a non-stop job and in record companies you tend to get lost in the pile when you're not really into your act."

Keith Altham also remembers hiring a nude to ride around Eros and "she wouldn't have got a second booking if you'd asked her to run across a park in tracksuits, followed by the inevitable bevy of photographers."

"It's a non-stop job and in record companies you tend to get lost in the pile when you haven't got a good record and you lose your place."

Keith Goodwin adds, "I think it has got a lot more serious and wonder whether groups like The Who and The Stones would have survived until now if they had to suffer the intensity of criticism being dished out today."

"I don't like to become a barrier between an artist and the press but these days some press exposure can be positively harmful."

York and Stopal are the younger generation, but York feels he has a lot to learn from his elders. He says, "I have no record company allegiance and I have handled it, they'll give it a spin."

"You can give a lot more time and attention when you're an independent, making it possible to reach a wider spectrum of the media. I managed to get Toyah into The Taller Hairdressers Journal, for instance, and I work a lot with foreign press as well, because of the nature of release schedules. The press office will work on them a week before and then the next month's batch comes along."

One topic on which PRs cannot agree is that of publicity stunts. Some predict their return, while others, with one eye on budgets, suggest that we have seen the last of expensive, attention grabbing gimmicks. However, when a fan club member chained herself to the railings — at the cost of a few pence for the chain and padlock — it made the centre spread of the Daily Mirror the next day.

"Some press exposure can be positively harmful"
What do Ze, Rough Trade, Greensleeves, Safari, Factory and Criminal have in common?

ISLAND MANUFACTURING

Island Manufacturing offer you a complete service. Supply us with master tapes and artwork and we'll do the rest. We'll even arrange distribution.


Come to Island Manufacturing.

ISLAND MANUFACTURING

For further details, contact Nick Flower 01-748 6065/6114

Bach Displays Ltd.

EXHIBITION AND SHOPFITTING CONTRACTORS

Facias
Signs
Showcards
Printing
Point of Sale

Complete Nationwide Window Display Service

14a The Village,
Charlton,
S.E. 7.
Phone 01-854 4115
01-855 1658
PRESSING PROBLEMS?

Have you tried PRODUCTION EXPRESS INTERNATIONAL

If you are tearing your hair out at the gap between your incoming pressings and soaring sales, or if you are having problems with sleeve design, printing, pressings, or have any production headaches. . .

BOBBIE & ELIE DAHDI or P.E.I. can solve YOUR problems.

They have lots of pressing and print capacity at your disposal and will co-ordinate your order right through to timely deliveries to your door.

Because of the volume P.E.I. has reserved, even a small pressing order can be handled at low cost.

Flexibility and wholehearted service are P.C.I's maxims.

PRODUCTION EXPRESS INTERNATIONAL,
15 Britten Lodge,
Fairacres,
Bromley,
Kent BR2 9BT.
Telephone: 01-464 3249 Telex: 912881
<table>
<thead>
<tr>
<th>Position</th>
<th>Song Title</th>
<th>Artist/Contributor</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>18</td>
<td>HE WAS BEAUTIFUL (CAVATINA)</td>
<td>Iris Williams</td>
<td>Columbia DB 9076</td>
</tr>
<tr>
<td>19</td>
<td>O.K. FRED</td>
<td>Errol Dunkley</td>
<td>Scope SC 6</td>
</tr>
<tr>
<td>20</td>
<td>MAKING PLANS FOR NIGEL XTC</td>
<td></td>
<td>Virgin VS 282</td>
</tr>
<tr>
<td>21</td>
<td>STAR</td>
<td>Earth Wind &amp; Fire</td>
<td>CBS 7902</td>
</tr>
<tr>
<td>22</td>
<td>ONE STEP BEYOND</td>
<td>Madness</td>
<td>Stiff BUY 56</td>
</tr>
<tr>
<td>23</td>
<td>MY FORBIDDEN LOVER</td>
<td>Chic</td>
<td>Atlantic K 11385</td>
</tr>
<tr>
<td>24</td>
<td>IT'S A DISCO NIGHT (ROCK DON'T STOP)</td>
<td>Isley Brothers</td>
<td>Epic EPC 7911</td>
</tr>
<tr>
<td>25</td>
<td>VIDEO KILLED THE RADIO STAR</td>
<td>Buggles</td>
<td>Island WIP 6624</td>
</tr>
<tr>
<td>26</td>
<td>I DON'T WANT TO BE A FREAK</td>
<td>Dynasty</td>
<td>Solar FB 1694</td>
</tr>
<tr>
<td>27</td>
<td>SARAH</td>
<td>Thin Lizzy</td>
<td>Vertigo LIZZY 5</td>
</tr>
<tr>
<td>28</td>
<td>CHOSEN FEW Dooleys</td>
<td></td>
<td>GTO GT 258</td>
</tr>
<tr>
<td>29</td>
<td>LUTON AIRPORT</td>
<td>Cats UK</td>
<td>WEA K 10075</td>
</tr>
<tr>
<td>30</td>
<td>THE DEVIL WENT DOWN TO GEORGIA</td>
<td>Charlie Daniels</td>
<td>Epic EPC 7737</td>
</tr>
<tr>
<td>31</td>
<td>DON'T STOP 'TIL YOU GET ENOUGH</td>
<td>Michael Jackson</td>
<td>Epic EPC 7763</td>
</tr>
<tr>
<td>32</td>
<td>ROCKABILLY REBEL</td>
<td>Matchbox</td>
<td>Magnet MAG 155</td>
</tr>
<tr>
<td>33</td>
<td>CONFUSION/LAST TRAIN TO LONDON</td>
<td>Electric Light Orchestra</td>
<td>Jet 166</td>
</tr>
<tr>
<td>34</td>
<td>QUE SERA MI VIDA</td>
<td>Gibson Brothers</td>
<td>Island WIP 6625</td>
</tr>
</tbody>
</table>

**Chat Single**

**Janis Ian 'Fly Too High'**
The view is breathtaking.

Linda Lewis has come a long way from the old school yard. Now, for the first time, she’s realising her true potential. The result; Hacienda View, is a collection of ten stunning songs produced and arranged by Mike Batt.

Featuring the single '109 Jamaica Highway', Hacienda View reveals a totally new dimension to Linda Lewis. You’ll find the view breathtaking.

Linda Lewis
Brand new album 'Hacienda View'
includes the single '109 Jamaica Highway'
Produced and arranged by Mike Batt.

Orders to: Pye Records (Sales) Ltd., 132 Western Road, Mitcham, Surrey CR4 3UL. Tel 01-640 3344.
Patrick Hernandez last single ‘Born To Be Alive’ was a MONSTER.
His new one with Hervé Tholance will be even BIGGER.

Patrick Hernandez & Hervé Tholance

Marketed by Gem Records. Order from your RCA Salesman or Tel: 021-525 3000.
# WEEK-ENDING NOV. 17

### CHART FOR

<table>
<thead>
<tr>
<th>Week</th>
<th>Week Chars</th>
</tr>
</thead>
<tbody>
<tr>
<td>This</td>
<td>Last Wks. on</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TITLE/Artist</th>
<th>Originals Producer/</th>
<th>Publisher</th>
<th>Label number</th>
</tr>
</thead>
<tbody>
<tr>
<td>ONE VOICE</td>
<td>Barry Manilow (Attorney/Barry Manilow)</td>
<td>CBS 40096</td>
<td>WW (10)</td>
</tr>
<tr>
<td>WAR OF THE WORLDS</td>
<td>Yes (Wayne's World Version)</td>
<td>EMI 20105</td>
<td>WW (5)</td>
</tr>
<tr>
<td>THE PLEASURE PRINCIPLE</td>
<td>Deep Purple (Beggsian Fuga BGAL 10)</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>20 SMASH DISCO HITS (THE BITCHI)</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>BOULEVARD OF THE UNCOOL</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>MR. UNIVERSE</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>BATTLE OF THE BULLSHIT</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>POLARIS</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>LADY OF THE LEAGUE</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>75 NATIONAL HITS</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>1000 HITS</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>5000 HITS</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>10000 HITS</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>50000 HITS</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
<tr>
<td>100000 HITS</td>
<td>Various</td>
<td>WW (10)</td>
<td></td>
</tr>
</tbody>
</table>

### POINTED STICKS RACHES SWEET

The new single 'Baby, Let's play house' c/w 'Wildwood saloon' (live)Buy $5

Jona Ewie

Released Nov 23rd 'God bless whoever made you Buy it!'

Order through CBS Tel 01 960 2355
THE CURE
"JUMPING SOMEONE ELSE'S TRAIN!" SINGLE. FICS 005

Purple Hearts
"FRUSTRATION!" SINGLE. FICS 007

Fiction
EPK'S SINGLE. FICS 008

THE PASSIONS

FUTURE PASTIMES
THE CURE: THE PASSIONS: THE ASSOCIATES

- November
  16th • Eric's • LIVERPOOL
  17th • LSE • LONDON
  20th • Polytechnic • PRESTON
  21st • University • MANCHESTER
  23rd • The Village • NEWPORT
  24th • University • WARWICK
  27th • University • SHEFFIELD
  28th • University • BIRMINGHAM
  29th • Polytechnic • PORTSMOUTH
  30th • University • NORWICH
- December
  1st • University • DURHAM
  5th • Polytechnic • WOLVERHAMPTON
  6th • Music Machine • LONDON

Tour arranged by Cowbell

Order from Polydor's own distribution company: PolyGram Record Services Ltd (formerly Phonodisc) Clyde Works, Grove Road, Rainford, St Helens, Merseyside, Telephone: 01-590 6044

PAGE 43
On November 15th 32 million eyes will be on Miss World. 32 million ears will be on Sacha Distel.

At least sixteen million people will watch Sacha Distel compere the Miss World competition on November 15th. During the show, the incomparable M. Distel will sing a medley of his favourite love songs. They're all winners and they're all featured on his current album "From Sacha With Love." Lots of people will be looking for the album after his performance, so you can be one of the winners if you stock up now.

Album 9198 139
Cassette 7299 937

Order from our own distribution company: Polygram Record Services, P.O. Box 36, Clyde Works, Grove Road, Romford RM6 4QR. Telephone 01-590 6044.
ERGING FROM a background of coffee dance clubs—the Fifty-five nightclub/ equivalent of the discoteques—Kennedy Street Enterprises, based in the Wilmslow area of Manchester, is existing proof that you don’t need to be located in London to be a successful and lucrative part of the music business.

Today, Kennedy Street is an empire of its own, embracing management agencies, concert promotion, and publishing. It is the agent for Herman’s Hermits in the Sixties, Ric Dixon and Stuart Littlewood, who manages Max Boyce.

Currently based at Kennedy House, 2 Swinburne Grove, Manchester—where connection on agency and promotion work and suggested that his association with Herman’s Hermits and Graham Fellows when we released his new single. "We sent the letter and record back and forth several times before any success. There is no way that we are going to stop promoting our own label!"

"The type of acts we are looking for are those who can generate their own material and who indeed are self-promotion of the music business."

"One thing we definitely don’t want at the moment is our own record label, because for one thing it would mean having to have our own promotion staff in London and it is better to leave it to the experts. Mind you, when we are the success of some of the small independents compared with the majors, we see our own record label is a very strong, commercially successful business.

For the future, Dixon says: “I can see the company going on one way and that is upwards. We are very selective about the kind of people that we work with and have to be very careful. For instance, our belief is that the management is a very personal thing between people and that is why Stuart Littlewood personally manages Max Boyce and Harvey Lisberg and myself look after the members past and present of 10cc.

“Kennedy House has about 17 people working within the organisation and most of them have been with us for a long time. There is a great degree of loyalty. However, in order to move on some of the other things that we have lined up for the future, it is important that we do bigger things next year. We are expanding in order that we can cover the whole style of music.”

Dixon adds: “Every year we get dozens of tapes from unknown groups sent in. If every year we could break a new 10cc or Sad Cafe, then we would be more than happy.”

The new enterprise grew rapidly, particularly in the mid-Sixties with the explosion of music from Liverpool and Manchester. Dixon recalls: “At that time the entire music scene was dominated by Merseyside bands and groups from Manchester like the Hollies, Gary Brady and The Dreamers. Wayne Fontana and the Mindbenders and Herman’s Hermits. Even so, to a great extent the music that was coming out of Manchester was overshadowed by what the Liverpool names were producing.

The business relationship between Danny Belesh, Harvey Lisberg and Stuart Littlewood has turned out to be very successful because we are in the North of England a long way from people and this just how much success Kennedy Street has had over the years,” he continues.

"As far as we are concerned, there is certainly no disadvantage in being in the North. When you can make a business in an area which everyone likes working in, why move? Other companies might appear to be more successful but they are, because they are in London, but for all of us, Manchester and the surrounding areas is home and that is what matters..."

THE MUSIC industry is for many good practical reasons, more sought after to the extent that the very lively artistic and business activity in provincial cities is pushed so far into the background that it is forgotten. Many areas are developing where things are constantly happening on both fronts. Talent agent Chris White working for Harvey Lisberg and Stuart Littlewood, signed to Polydor for recording. Following the long battle to break Sad Cafe into the provincial scene."

"We have had five or six tape lines as applicants as we had before."

On the management side, the company has a number of binary acts: 10cc, Sad Cafe, Harvey-Lisberg, Godley and Creme, Kingdom, Road,太空船, Brotch, and Max Boyce. Harvey Lisberg, rnvse and Stuart Littlewood has turned out to be very successful and lucrative part of the music business in all areas of the UK.

Kennedy Street Enterprises has four directors, Danny Belesh, Harvey Lisberg, Stuart Littlewood and Max Boyce.

Danny Belesh started a chain of coffee-dance clubs in the North called The Three Coins — there was one in Leeds, one in Blackpool and the third in Kennedy Street, in the centre of Manchester which is how the organisation eventually got its name. It surprised us when the Hermits came to work here, that we never actually had an office there, though.

SAD CAFE: Harvey Lisberg worked for two and a half years with Scott and Batischel from the Manchester area and signed to Polydor for recording. Following the long battle to break Sad Cafe into the provincial scene.

"So far as we are concerned, there is certainly no disadvantage in being in the North. When you can make a business in an area which everyone likes working in, why move? Other companies might appear to be more successful but they are, because they are in London, but for all of us, Manchester and the surrounding areas is home and that is what matters..."

As a concert promoter, Kennedy Street has presented names across the whole range of pop and rock music. It has just finished Gary Numan’s UK tour; upcoming are Hawkwind and Dr. Hook and two dates by Abba as Binghams. "The type of acts we are looking for are those who can generate their own material and who indeed are self-promotion of the music business."

"One thing we definitely don’t want at the moment is our own record label, because for one thing it would mean having to have our own promotion staff in London and it is better to leave it to the experts. Mind you, when we are the success of some of the small independents compared with the majors, we see our own record label is a very strong, commercially successful business.

For the future, Dixon says: “I can see the company going on one way and that is upwards. We are very selective about the kind of people that we work with and have to be very careful. For instance, our belief is that the management is a very personal thing between people and that is why Stuart Littlewood personally manages Max Boyce and Harvey Lisberg and myself look after the members past and present of 10cc.

“Kennedy House has about 17 people working within the organisation and most of them have been with us for a long time. There is a great degree of loyalty. However, in order to move on some of the other things that we have lined up for the future, it is important that we do bigger things next year. We are expanding in order that we can cover the whole style of music.”

Dixon adds: “Every year we get dozens of tapes from unknown groups sent in. If every year we could break a new 10cc or Sad Cafe, then we would be more than happy.”

THE MUSIC industry is for many good practical reasons, more sought after to the extent that the very lively artistic and business activity in provincial cities is pushed so far into the background that it is forgotten. Many areas are developing where things are constantly happening on both fronts. Talent agent Chris White working for Harvey Lisberg and Stuart Littlewood, signed to Polydor for recording. Following the long battle to break Sad Cafe into the provincial scene.

"So far as we are concerned, there is certainly no disadvantage in being in the North. When you can make a business in an area which everyone likes working in, why move? Other companies might appear to be more successful but they are, because they are in London, but for all of us, Manchester and the surrounding areas is home and that is what matters..."

THE MUSIC industry is for many good practical reasons, more sought after to the extent that the very lively artistic and business activity in provincial cities is pushed so far into the background that it is forgotten. Many areas are developing where things are constantly happening on both fronts. Talent agent Chris White working for Harvey Lisberg and Stuart Littlewood, signed to Polydor for recording. Following the long battle to break Sad Cafe into the provincial scene.

"So far as we are concerned, there is certainly no disadvantage in being in the North. When you can make a business in an area which everyone likes working in, why move? Other companies might appear to be more successful but they are, because they are in London, but for all of us, Manchester and the surrounding areas is home and that is what matters..."

THE MUSIC industry is for many good practical reasons, more sought after to the extent that the very lively artistic and business activity in provincial cities is pushed so far into the background that it is forgotten. Many areas are developing where things are constantly happening on both fronts. Talent agent Chris White working for Harvey Lisberg and Stuart Littlewood, signed to Polydor for recording. Following the long battle to break Sad Cafe into the provincial scene.

"So far as we are concerned, there is certainly no disadvantage in being in the North. When you can make a business in an area which everyone likes working in, why move? Other companies might appear to be more successful but they are, because they are in London, but for all of us, Manchester and the surrounding areas is home and that is what matters..."

THE MUSIC industry is for many good practical reasons, more sought after to the extent that the very lively artistic and business activity in provincial cities is pushed so far into the background that it is forgotten. Many areas are developing where things are constantly happening on both fronts. Talent agent Chris White working for Harvey Lisberg and Stuart Littlewood, signed to Polydor for recording. Following the long battle to break Sad Cafe into the provincial scene.

"So far as we are concerned, there is certainly no disadvantage in being in the North. When you can make a business in an area which everyone likes working in, why move? Other companies might appear to be more successful but they are, because they are in London, but for all of us, Manchester and the surrounding areas is home and that is what matters..."

THE MUSIC industry is for many good practical reasons, more sought after to the extent that the very lively artistic and business activity in provincial cities is pushed so far into the background that it is forgotten. Many areas are developing where things are constantly happening on both fronts. Talent agent Chris White working for Harvey Lisberg and Stuart Littlewood, signed to Polydor for recording. Following the long battle to break Sad Cafe into the provincial scene.

"So far as we are concerned, there is certainly no disadvantage in being in the North. When you can make a business in an area which everyone likes working in, why move? Other companies might appear to be more successful but they are, because they are in London, but for all of us, Manchester and the surrounding areas is home and that is what matters..."
12 MILLION VIEWERS WILL HEAR ABOUT IT....

BBC TV'S NATIONALWIDE

...STOCK UP NOW FOR HUGE DEMAND

ALBUM WRD 3001
CASSETTE TC-WRD 3001

ORDER FROM
SPARTAN RECORDS
LONDON ROAD WEMBLEY
telephone sales 01-903 8223/6
Out of the Blue—a group called ELO makes history

IT WAS ELO's eighth LP, and their first double album. It had advance orders of four million units worldwide, representing more than 47 million dollars in retail orders before release.

Roy Bevan, co-founder of the band and its drummer — and the one generally accepted as spokesman — remembers how, after years of critical acclaim and a hard-earned position as America, the band found global interest stirred by New World Record. Out of the Blue followed the prophetically named New World Record. Bevan recalls: "That was the real turning point for us. It was the first album which was a best seller throughout the world — not just in America — and was a huge hit in the UK and other European countries."

With New World Record hurtling towards being just what it described itself as, the cry was — Follow that! "A lot of people said there was no way you can follow up New World Record. But Jeff Lynne's songwriting talent is such that it was really quite easy."

Total solitude

Lynne followed his usual routine when writing, which was to seek total solitude while composing. He went to Switzerland for a few weeks with only musical instruments for company, and worked. The results surprised and delighted even his fellow musicians.

"He emerged with 15 songs — far more than we needed for one LP — but the quality was so high that we decided to do a double album. It is some thing we had never done before (and something we will probably never do again, because double albums take a great deal of time to do, are very hard work, and often end up containing material which is not of a very high standard)."

"But on Out Of The Blue there was no question of padding with filler tracks. And we took so much care over it that each track was treated with equal importance. In fact we worked so hard on it that in the end it was beginning to drive us mad!"

It's doubtful whether any band, however big they are, would these days waste either time or money in a studio — but the popular image of bands of incredibly rich, self-indulgent yahoos block booking
astronomically expensive studios in order to spend 50 per cent of the time outside them, doing anything but recording; still lingers on.

ELO's working methods run counter to this image in every way possible. In the last few years it has become one of the hardest working bands in the world. During one stint in 1976 they did 68 concerts in 75 days.

While recording is not an unwelcome chore (except perhaps at the end of a particularly long and difficult session), it is not regarded as a semi-holiday either. For Out Of The Blue, as for their other LPs, the creative routine was aimed at doing it right, and doing it in the minimum time needed to get it absolutely right.

Double quantity

The group joined Lynne in Switzerland for a few weeks to rehearse the double quantity of new songs, then they went to Musicland in Munich to record.

"We spent about three and a half months in the studio, and believe me we did not shirk — we worked a 12 hour day. By the end of the session we were exhausted. We were also suffering from something like claustrophobia; Musicland is a basement studio, so we had in effect spent months underground.

"Our recording routine has been much the same since Eldorado, when we started using the full orchestra. Jeff plays us the songs as he has them on his own rough demo. Then the four of us will discuss the music, maybe change some things, or re-order it.

"Then we rehearse until we know the music by heart (at this point there are no lyrics; Jeff always does those last because his first love is the music and the composing). Our engineer Mack goes into the studio with us, and he has been working with us for so long that it takes him very little time to get that drum and bass sound which is the basic thing on our records. We can usually get things right in three or four takes anyway; we try not to let it go beyond that, and if we are having trouble with some particular part of a song and have reached the tenth take we leave it, do something else and come back to it.

"When we have half a dozen backing tracks down — bass drums and rough piano will probably be wiped off later — I then double track the drums. This is something which I don't think many other people do. I don't use automatic double tracking because it is too close. The sound I want — and it's a very difficult thing to do — has the slightly bigger gaps, and maybe the odd mistake here and there! But whatever it is, that sounds can only be got by doing the double tracking myself.

"Then the rhythm and lead guitars go on, and Richard Tandy puts on the keyboards — he has a whole host of them of which he may use up to ten on a track.""

For the double Out of the Blue this process was repeated 17 times before all was safely in the can. Once the band had completed their part of the recording, Louis Clarke, ELO's string arranger (who recently made an LP of his own) was called in, to work with Jeff Lynne and Richard Tandy on the string and choir arrangements. With the orchestral parts Clarke had written out for them the Munich Philharmonic strings went to work like the professionals they are. "They are marvellous," comments Bevan admiringly, "and it only needs about four takes to get each track perfect."

Wonder status

Finally the choir added their contribution; Out of the Blue was made using a mixed choir of 20 male and 10 female voices, and they matched the orchestral musicians in striving for 'one-take wonder' status.

As another reminder that recording may be hard work and should be approached in a workmanlike mood, but that it does not by that token have to be grim, Bevan remembers that on Out of the Blue (as elsewhere) Jeff Lynne deliberately works in "some silly bits" which are as much fun to record as they are to catch on the finished album. One example is on
Out Of The Blue and into the music

Jet Music Ltd. 102-104 Gloucester Place, London W1 Tel: 01 486 6040, Telex: 298285

Out Of The Blue and into the media

DPA

David Pilton Advertising
16 Bedford Row, London WC1R 4EQ, Telephone 01-242 9842
the Cuisine track, where the German singers had to break briefly into a version of The Fishermen Of England, in English. After all this, which had put on tape all that richness of sound which is characteristic of ELO, there only remained one little detail — the lyrics. It is true that many fans, critics and sundry surveyors of the pop music scene would agree that the unique and universally commercial sound of ELO is in the music — in the melodies themselves and in their performance and arrangement. But the lyrics sound like anything but an afterthought. However, as Bevan admits, the words come last in ELO's scheme of things, and 'I think Jeff does regard the lyrics as a bit of a chore!'

Once the Out of the Blue lyrics were ready Jeff Lynne and his co-vocalist bass player Kelly Groucutt went in and put this final piece of the sound jigsaw in place.

Creative thread

It was the end of a marathon session for the whole band, but all are ready to acclaim Jeff Lynne as the master magician, the strongest creative and hardworking thread which runs from before the beginning to after the end of every ELO project. Talking about Out of the Blue soon after the album was released, he recalled sitting in his rented Swiss mountain chalet, surrounded by instruments — his mind a blank. 'The first four days I couldn't get a thing. I just looked at all that equipment and thought 'what a funny job I have'. The fifth day I was playing bass notes on the moog, and out of that came Turn To Stone, which was written all on bass notes. I multitacked it, bashed on a bucket for drums and punched the microphone for bass drums. Once I wrote the first song, the rest came much easier. Mr Blue Sky was the hardest — it started as a chord sequence, that I pounded for nine hours in a row one day. Some songs I can write instantly, others I can hear but can't immediately play. Mr Blue Sky took a week.'

When he eventually came to writing the lyrics in full he made them more accessible, rather more down to earth (if that is a suitable description for songs on an LP titled Out of the Blue) than the rather mystical offerings on previous LPs. But one of the four sides on the double album proved to be an extended piece of conceptual work — something he had not produced since Eldorado. The concept for Concerto For A Rainy Day was not hard to conceive — it was raining stair rods outside the chalet most of the time the composer was at work.

Having been away from home for almost a year, Birmingham Blues was a piece of musical homesickness. It was to find itself on an album which featured some of ELO's most elaborate vocal arrangements ever.

After the double-tracked lead vocals had been laid down in the studio, and Bevan had added his bass tones where needed, the final stage — mixdown — went ahead. "That is where I take my leave," Bevan admits, "because that comes down to two or three people at the desk, head down, totally concentrating, and listening to everything over and over again." There it was then, One of the most successful albums in pop history finally found its way onto vinyl.

The next thing was to take the show on the road, and put it all across live. However splendid a band sounds, the need is for a very strong visual impact as well. For those who have paid their ticket price for a place at the rear of a really large arena or auditorium a distant view of a group of faceless figures standing by mikes was obviously something that the bands who wanted to really entertain their fans were keen to improve on. Stage sets and lighting had already become visually exciting and elaborate, and frequently awe-inspiringly expensive. Out of the Blue was to push the boundaries of the spectacular even further.

Bevan recalls of the Out of the Blue tour; "The idea of the spaceship for the stage show came, obviously, from the album artwork — so it was honestly not our idea. Originally we intended only to use drapes behind us with the space ship on them, but the idea caught on and developed on a scale which was unbelievable."

"The thought of having the gigantic top half of the space ship shell, with its tons of suspended lighting, sitting above one's head would probably not appeal to the faint-hearted anyway, but Bevan points out that until the moment the effect was actually due to go into operation all anyone had to go on was a pious hope that it would work!"

Nerve-racking

"It was a bit unnerving on that night, because we had never used it before — the top section weighed about three tons, and if it had not worked there was nothing we could have done about it, as it could not be hand operated."

But it did work, breath-takingly well, as audience reaction proved.

"The initial nerve-racking part of using it was at Wembley, but we got to take it for granted. We only used it on alternate dates of the tour because of the time taken to dismantle it and set it up again, and really we began to enjoy doing gigs without it, because that gave us more freedom on stage. Of course, it was very spectacular, and wonderful for those who were watching, especially those sitting far away from the stage. We won't be using it again; whatever we do next will be very visual, but not so restrictive."

Like others whose status demand that in stage presentation they should lead the field for innovation and complexity of effects used, Bevan is not wholly enthusiastic about the situation. "Supergroups now offer big portions on previous LPs. But one of the sides was to push the boundaries of the spectacular."

"On Out of the Blue there was no question of padding with filler tracks. And we took so much care over it. . .that in the end it was beginning to drive us mad."
Out Of The Blue and into the marketplace
Out Of The Blue and into the future ... congratulations
Out Of The Blue and into the future...
congratulations
The ELO love Strawberry's for afters


Facilities include a custom console designed and built by Formula Sound, transformerless to allow maximum retrieval of information and frequency response. In collaboration with Technics of Japan and Ortofon of Denmark, based on a Neumann lathe, in addition to conventional mastering, we are able to offer the facility of half speed mastering, achieving significant improvements on current commercially acceptable standards. All ancillary electronics are also optimised for half speed mastering and all possible steps are taken, be it for conventional mastering or half speed mastering to minimise distortion and improve frequency and transient responses and dynamic range.

All makes of lacquers are available to meet the preference of individual clients. A wide range of equalisation, limiting and compression, together with a choice of noise reduction systems are available with playback at 19 cms, 38 cms and 76 cms.

Strawberry Mastering (UK) Ltd,
30 Strutton Ground, Westminster, London S.W.1. Tel. 01-222 2191. Telex 666255
ELO

"Out of the Blue"
2 YEARS IN THE CHARTS

"ELO at Wembley"
3 SHOWINGS ON BBC TELEVISION WITHIN 12 MONTHS

CONGRATULATIONS & THANKYOU

Love from
MIKE MANSFIELD ENTERPRISES

& THE INVALID CHILDREN'S AID ASSOCIATION
ROYALTY AND the ELO — the nobility and stars met at the charity gala night at Wembley on June 2, 1978. Pictured at the reception are (left to right) Hugh McDowell, Kelly Groucutt, Mik Kaminsky, Melvin Gale, Duchess of Gloucester, Tony Curtis, Duke of Gloucester, Richard Tandy, Jeff Lynne and Bev Bevan.

Mick Worwood and Paul Pike are pleased to have been associated with and to have handled all ELO merchandising for the last three years. We look forward to many more.

Thanks to all at Jet for your continued support and cooperation.
The journey to success

JET RECORDS has been a name linked with ELO from its very earliest days, as inseparably linked as cheese and wine or beer and skittles. David Arden, now vice president of Jet, talks about how he came to know them, manage them, and watch them develop from the first, excruciating attempts to marry classical and rock instruments into a new pop music to the huge worldwide success they enjoy (and deserve) today.

"I HAVE been very lucky to be associated with them from the very beginning. My first contact with Bev Bevan was when he was still with The Move, in 1967."

At that time David Arden's father, Don, was their manager, but in 1968 the band made a management change for about 12 months, and David Arden temporarily lost touch with Bevan.

"We got back together, and in 1970 Jeff Lynne joined The Move. Lynne was to describe them as 'the biggest Birmingham band at the time, sort of posh neighbours', and they were then led by Roy Wood. Foreshadowing later huge success as a writer Lynne wrote The Move's only US hit, Do Ya, and was later to re-record it with ELO and have a hit with it again on New World Record.

"Lynne joined The Move for one reason only, and that was to pave the way for forming ELO with Bevan. That happened, and in the beginning the job of manager was, as with every group, a building process which required many games of brinkmanship to be played on their behalf ... But it is a long time since I have had to do anything like that, because they are so hugely successful. I find my role is now
that of friend — which sometimes makes things a little difficult from a business point of view."

Greatly inspired by the Beatles, ELO was formed in 1972 by Lynne, Bevan and Wood, but Wood left to form Wizzard soon after the first LP and the first ELO hit single, 10538 Overture. Richard Tandy moved to keyboards and the band was called ELO II, and he helped to create the now so distinctive ELO sound. For that LP the band cut the old Chuck Berry classic Roll Over Beethoven and employed what they admitted was "the most obvious idea in the world" (except that no one had ever thought of doing it before) they started with some bars from Beethoven's Fifth Symphony and segued into the rock number. It was the first ELO hit in America.

Horrified amusement

Before that came the first tentative attempts to perform their unique idea of using amplified orchestral string instruments in rock music. David Arden remembers the first gig, at the Greyhound in Croydon, with fond but still slightly horrified amusement — but it was not all that funny at the time.

"A lot of working, hoping and praying had gone into it, but that first night was a disaster. The ideas were too big, too unusual. There were major technical problems with amplification, because of the use of strings and because there were 10 musicians in that first line up. (Once Jeff was able to assume total control of the band he went into sorting out the problems with amplification, because of the use of strings and woodwind and reed instruments, and he set up a very sophisticated sound system.)"

Reflecting on early tours, Bevan himself has said: "No-one had ever tried to combine strings with rock before, and when we attempted it we understood why. The first tours really sounded terrible. We just couldn't get a decent sound on the violin and cellos.

The big breakthrough came when Don Arden brought back some Barcus-Berry pickups from America, and the strings could be played directly into the guitar. Pirating of this album continues, a kind of backhanded tribute to its enormous popularity. And it can mean acting as interface between record companies, studios and the public — and a collection of ageing musicians whose income and the way they earn it has totally cut them off from reality. Life can then be full of colour TVs flying out of hotel windows, new cars in swimming pools, extravagant demands for life's more outrageous "comforts", and the recurring feeling that perhaps it would have been more fun to run away and join a circus.

Many writers who would not shrink from relating the most revolting exploits of their interviewees have over the years been fairly happy to admit that where ELO are concerned there is no dirt to dish.

David Arden can say: "We are very lucky in that we have no star problems. They are all good down-to-earth fellows who get their kicks out of the music, and they have their families. As a manager I can say that they are very easy to look after."

He recalls first hearing the tapes of Out of the Blue. "As soon as I heard them I realised they were incredible. I had been worried because there was so much pressure on Jeff, from me and from UA, to get a double album done in such a short time."

"I had heard it at an early stage before it was recorded, and I just had to get the artwork to the boys in time."

The album has achieved gold status before release, and WORLDWIDE sales of Out of the Blue total to date about 10 million, including over one million in the UK alone — and record sales in the USA are now over one million. The album continues, a kind of backhanded tribute to its enormous popularity. And it is a 2LP set which offers every visual trapping of the world's most luxurious space travel experience, from the launch of the Apollo spaceship to the docking on the Moon.

One week before release, ELO's John Lodge was given the first hearing of the album. "I had to get the artwork to the boys in time."

"At that time there was an air traffic controllers' strike on. I had to get the artwork to the boys in Germany, but when I got to the airport there was no way that I was going to be able to get a scheduled flight out there."

"All my luggage was taken and held up somewhere, but I had held onto the package with the artwork on it. When I arrived in Germany, I got a private jet from Luton, and I went to Munich with it. In all the rush I had not even seen it."

"Considering the enormous impact that album sleeve was to make all over the world, and the spectacular way that the ELO space ship was to become the focal point of the stage set-up on tour, Arden is entitled to grin when remembering that he had, in fact, not been at all sure about it when he first unwrapped the package."

"I must admit that I thought the space theme was wrong for the band. The boys themselves were a little unsure, but none of us could come up with a better idea. So it was against my judgement that we went ahead with it as it was.

"That will teach me to have opinions about artwork. I'm obviously not a judge of that sort of thing."

What the papers said

RECORD MIRROR, November 5, 1977 however, just didn't like it... "One of the most disappointing albums of the year... Why does the female praying mantis eat her male partner after orgasm? Why do Jeff Lynne and ELO sell so many albums? Out of the Blue is Lynne's idea of music, art, entertainment which or whatever. Well it's not mine and Lord knows I'm nowhere nearer to stumbling on the (or any) secret of Lynne's success after spending this new double deluxe studio album than I was before..."

MUSIC WEEK, November 12, 1977. "Another blockbuster from the classical rock giants. The album has achieved gold status before release, and on two days sales it entered the chart at number 50 this week. It is a 2LP set which offers every visual trapping of the most luxurious space travel experience, from the launch of the Apollo spaceship to the docking on the Moon. And the cover contains, a kind of backhanded tribute to its enormous popularity.

"One of the most successful records of the year, and one of the most satisfying..."

RECORD MIRROR, November 5, 1977. "A double album of completely new material: a bold effort by similar projects by big name bands have tended to fail, or prove too much. Happily, this is not the case with Jeff Lynne and his ELO... It is almost a masterpiece, and easily one of the best albums this year..."
Congratulations to ELO and JET Records on the success of 'Out of the Blue' from the Directors and Staff of DELGA PRESS Printers To The Record Industry

Peter Grey Printers offer their congratulations to ELO and JET Records for 'Out of the Blue'

PETER GREY PRINTERS - the reliable name for record labels

Congratulations from Condor Litho to ELO and JET Records for 'Out of the Blue'

Condor Litho Originators and Platemakers to the Record Industry
OLDFIELD SHIPS
PLATINUM

PLATINUM The impressive new album from Mike Oldfield released 23rd Nov.

Massive Promotional Back-up.
National T.V. Campaign.
Double and Full Page Consumer Press Ads.
National Press Advertising.
Comprehensive Window and In-store Displays.

Make A Sound Investment. Order Platinum now!
Album V2141

Contact your Virgin Salesman or C.B.S. Telephone Sales: 01-960 2155.
positions

require

an enthusiastic

SINGLES SALES REPRESENTATIVE

Preferably with previous experience to cover the Scotland area. Clean driving licence essential as is an aptitude for hard-work. Timeless energy and good sales will be rewarded with a competitive salary, excellent bonuses and company car or van.

To arrange an interview please ring Hillary

on

01-727-8070

WHAT DO YOU KNOW ABOUT THE SOUTH AFRICAN RECORD BUSINESS?

We are looking for someone with a good knowledge of the South African Recording Business who will be dealing specifically with Recording Contracts.

The successful applicant must be fluent in Afrikaans, and have a working knowledge of Portuguese and Spanish.

Salary negotiable.

Please apply in writing to BOX NO MW 688.

Manage a

W. H. Smith

Record Department

We are one of the largest retailers of records. Could you help us sell more?

We are looking for a person with experience in selling records then you could be the sort of person we are looking for to run the record department.

We can offer:

- Generous staff discount.
- Free records for promotion.
- All records bought/exchanged.
- Salary negotiable.

Please apply in writing to BOX NO MW 688.

IBM 3741/42 MACHINE OPERATOR

(18+) required for royalty processing department of West End International Music Publishing Company.

Some experience of royalty processing preferred but not essential. Salary negotiable depending on age and experience. Bonus and season ticket schemes in operation.

Telephone 734 8121 Extension 30.

RECORD COMPANY SECRETARIES

Please apply in writing to MEMO Emp. 734 5785.

CLASSIFIED ADVERTISING

PAYS

SERVICES

EXPERIENCED enthusiastic

RECORDING ENGINEER

required to work in new multi-track recording studio outside Edinburgh.

Phone or write to Colin Bell, 25 Pantonville Road, London N.1. 01-278-7171.

RECORD PROMOTION IN SCOTLAND

DF's Radio Stations/ Resorts

Fire Island Promotion

28 Waterbug 56, Glasgow G2 8EZ.

Telephone 23 0327 2182.

RECORD & TAPE COMPANY

OVERSTOCKS

OURWORTH

OVERSTOCKS

SINGLE £1.25 each.

ACCOM only.

2 nights Friday and Saturday only. All rooms have private central heating, a colour TV, radio, telephone, bath and are centrally heated. (Doubles £14.25 Single £12)

Advance bookings only. Norton Cross Motel, 51 Leslie Park Road, Croydon, Surrey.

GRADE A catalogues please apply to: BOX NO MW 688.

MANUFACTURERS

SPECIAL INTRODUCTORY OFFER

Food collated tear off bags - approx. 50 per block £4.25 per thousand

24 x 16

150 gauge punched out handle on one inch black block.

£14.25 per thousand

£13.75 per thousand

£9.75 per thousand

8 x 10" (11½" block)
Buying Philips Audio Cassettes has always been a sound investment—and now, more than ever!

On August 1st, this year, Philips deposited a prize fund of £14,000 in a major national Building Society and it's rapidly earning interest. And you could win one of 48 Building Society accounts simply by buying Philips Audio Cassettes between now and the end of December.

Join the Autumn Prize-winners

Some lucky retailers have won accounts, already. But there are plenty more prizes left—including top ones. Your next order could be a winner!

So, act now. The Philips range offers a complete choice of high quality cassettes—Ferro, Super Ferro, Super Ferro 1, Chromium and Ferro Chromium—for all types of cassette recorder. With Philips Audio Cassettes you can please everyone, and build up a very sound future for yourself.

For full details of how you can share in the Philips Cassettes SOUND INVESTMENT FUND, contact your tape wholesaler or Philips Audio representative, today.

Philips Audio, City House, 420/430 London Road, Croydon CR9 3QR

Simply years ahead
CLEAR PVC RECORD COVERS

Made from 500 gauge seamless tubing, giving maximum strength. Best price direct from manufacturer at keenest prices, by return delivery. Samples, prices and discounts on application.

CLEAR POLYTHENE RECORD COVERS IN HEAVY DUTY FILM

LP size: 1000 £34.60 including VAT and carriage. Samples of all items available.

PLASTIC SALES (Leicester), LIMITED
10/12 DARTFORD ROAD, LEICESTER, LE2 7PD.
Tel: 0202 83991

DIE-CAST & MOLDED PARTS

All alloy die-cast, with or without plastic inserts, castings, multi-cavity molds, large or small. Precision or industrial. Samples on request.

PANMER LTD Telephone 01-303 6086/9
Fulton Road, Wembley, Middlesex.

DUCK'S STILL ALIVE

BUFFALO - The full range of Carl Wars record covers

7" and covers £14.75 per 1000
7" pic covers £3.60 per 100
12" pic covers £3.60 per 100
12" pic D/A £12.04 per 100
Adaptors £6.00 per 100
Cassettes £5.00 each
 Vinyl £3.00 each
Polythene bags £6.50 each

KENDALL'S "The Glebe" 10 Church Lane, Outwood, Nr. Wakefield. Yorkshire WF1 2JT.

DIE CASTING ALLOYS

Including 356, 255, 707, 355 and as required. 10% discount if castings £50-1000. Contact for quotes. To large or small orders.

PANMER LTD Telephone 01-303 6086/9
Fulton Road, Wembley, Middlesex.

DISCOUNTS ARE AVAILABLE ON LARGE ORDERS

Up to 10% discount for orders of 1000 or more LP covers.

PLASTIC SALES (Leicester), LIMITED
10/12 DARTFORD ROAD, LEICESTER, LE2 7PD.
Tel: 0202 83991

CUT-OUT & CUSTOM PRINTED T-SHIRTS & SWEATSHIRTS

Custom printed T-shirts, Sweatshirts, Shirts, Long Sleeved Shirts, Shirts, Vests and Blankets.

MERCURY RECORDS LTD Telephone 01-723 6301
Enquiries for samples please contact: Ian Fiedler.

HANG YOUR XMAS GREETINGS ON THE MUSIC WEEK XMAS TREE

For further information call Jane or Ian

SUSPICIOUS ACTIVITY

Telephone 01-856 1522.

PHOENIX MUSIC TAPES

Wholesale Distributors of Cassette Tapes.

THIS MONTH'S SPECIAL OFFERS include

MEMOREX MRX III £90 TWIN-BAGS (£89.49 plus V.A.T. per case 15 twin-bags) including delivery (trade only).

Apply CWO to Phoenix Music Tapes, 755 Romford Road, Manor Park, London E12 or telephone 01-478 1474 for further details and price list.

ME AND MY CUBS

Advertise your message on our music special offers.

We will promote your message to over 100,000 music lovers each week.

For further information contact steve harris, 16 Church Street, Welling, Kent.

WHEN REPLYING TO ADS PLEASE MENTION MUSIC WEEK

IF You use an alternative or overseas address, please put your full name and address on your reply card (or on your message) so that we can process your advertisement.

MUSIC WEEK NOVEMBER 17, 1979
The new releases from DJM this month are really goin' places. So pick 'em up quick before they pass you by.

'The Bona Album of Julian & Sandy'—a comedy album starring Kenneth Williams, Hugh Paddick and Barry Took. Re-released at mid-price due to popular demand. (DJM 22084).

'No More Interviews'—John Mayall—following his successful album release earlier this year, the "Godfather" returns with a more traditional bluesy style. (DJM 20564). Also available on cassette.

'Choice'—Dalton & Dubarri—the first album release on the American Hilltak label from this talented songwriting, performing and production team. (DJF 20565).

Order from CBS Distribution. Tel: 01-960 2155
I was very pleased to read the Opinion piece by E. D. Fearn (MW November 3) because it said what I was on the point of saying myself.

The mature record buyer despairs at the obsession with the teen market which apparently necessitates media attention being charmed out that only immature tastes could condone.

Those responsible for its promotion apparently don't share my view that, despite the impression created by Top Of The Pops and babbling disc jockeys, this portion of the market is a relatively small percentage of the overall potential size, and that the huge majority of the public still appreciates and wants to hear some beauty and melody in popular music.

The success of Mull Of Kintyre, You Needed Me, and One Day At a Time bears this out. As a retailer, I know that these singles were not bought in large numbers but the teenagers, who mistakenly are supposed to have all the money, but by the more discerning music lover. The fact that most of them were No. 1 hits irrefutably underscores the buying power of the adult sector.

Now, if these five records had been on release simultaneously, they would have occupied the first five places in the chart, and, extending that line of reasoning, another 15 as good would have filled the Top 20. Why, therefore, are we treated with such contempt? Why is it necessary at all to pander to poor taste?

My opinion about Hershman Boys, Hershman Boys louder than Sham 69. He could also resist Reasons To Be Cheerful, Part Three in an even broader accent than Ian Dury, and shriek four-letter words unheard of by the Sex Pistols. In no instance would I pay to hear him do it.

A couple of final points: The best-selling LP in my shop over the past year has been the MFP album of beautiful duets by Jo Stafford and Gordon MacRae and when I took my young daughter — a raving Top Of The Pops fan — to see some Gilbert and Sullivan by the D'Oyly Carte Opera Company, she loved it.


Major hits created by adult market

According to John Peel of Radio One fame, he would have listeners believe that East Anglia is a musical backwater.

I am surprised by such statements, particularly as he resides in this area himself. In some ways this region is not very well served by the music industry and most of the major acts miss out the area. Also acts from this area who inevitably travel to London in order to gain recognition.

But, for Mr. Peel's information, deep in the heart of rural Suffolk things are stirring. I can speak as both a manager of a record shop and director of a record company. Our company was set up four months ago to right this imbalance with an initial aim to sign bands, press 2,000 singles and try to bring them to the attention of major record companies.

However, the current fashionable appeal of small independent labels has spurred us on to market our own records, and attempt to establish our singles, keeping it in the family, as it were.

We are proud to be associated with East Anglia and its vast wealth of talent. There are many people who share my views, so perhaps John Peel would wake up to the fact that East Anglia has a lot to offer.

Stephens Guy-Clarke,
Trial Records, Sudbury, Suffolk.

Videodisc represents a new language

Horst Redlich's comments on Video Discs? Forget It! (MW October 27) are pessimistic in the extreme. "While you can listen hundreds of times to a sound recording of a rock artist," he is quoted as saying, "who really wants to watch him make the same movements in a concert or whatever, over and over again?"

It's true that our present-day visual vocabulary is very limited when compared to the textures and layers of music, but there is no reason why visual language could not develop this depth and subtlety. Even in its short lifetime, the language of the moving image has developed at an incredible rate. I'm sure a modern-day advertisement shown to a 1930s filmgoer, who had not seen anything in between, would be almost incomprehensible. Cutting rates in film and video have decreased steadily over the years, and will continue to do so. Videodiscs represent an enormous challenge to be welcomed in this direction and I predict that, in the future, songwriter and performers will conceive and execute sight and sound side by side.

In other words, a new language will emerge, which combines sound and vision in a totally non-divisible organic interplay. The possibilities are enormous, and this is a challenge to be welcomed.

John Sinclair, SARM Studios Ltd., London E1 6TD.

Questions & answers

Your front page article (MW November 3) about Rod Stewart's platinum disc must surely raise the following questions concerning the industry's attitude to awards and the increasing devaluation in such awards. 1. If platinum discs are based as £1 sales (at RRSP 1 assumes, an estimate) now record has to sell less than half the quantity it did four years ago.

2. If a platinum disc is awarded on pre-release sales, it is based on wholesale sales and not actual sales.

3. When £300,000 is spent on TV promotions, is £1 million worth of sales really an achievement justifying an industry award?

D. Crossby, Rox Ltd., Birkenhead, L41 2RH.

Charisma Records have signed Trimmer And Jenkins — Ian Trimmer and Billy Jenkins, formerly with Burlesque — and release a single, I Love Parties, next week. Trimmer And Jenkins have recently toured with Chas And Dave and support Roger Chapman on his forthcoming tour. The band will be doing interviews for press and local radio to tie in with the tour.

Letters

ировки 17, 1979

East Anglia not a backwater

According to John Peel of Radio One fame, he would have listeners believe that East Anglia is a musical backwater. I am surprised by such statements, particularly as he resides in this area himself. In some ways this region is not very well served by the music industry and most of the major acts miss out the area. Also acts from this area must inevitably travel to London in order to gain recognition.

But, for Mr. Peel's information, deep in the heart of rural Suffolk things are stirring. I can speak as both a manager of a record shop and director of a record company. Our company was set up four months ago to right this imbalance with an initial aim to sign bands, press 2,000 singles and try to bring them to the attention of major record companies.

However, the current fashionable appeal of small independent labels has spurred us on to market our own records, and attempt to establish our singles, keeping it in the family, as it were.

We are proud to be associated with East Anglia and its vast wealth of talent. There are many people who share my views, so perhaps John Peel would wake up to the fact that East Anglia has a lot to offer.

Stephens Guy-Clarke,
Trial Records, Sudbury, Suffolk.

Videodisc represents a new language

Horst Redlich's comments on Video Discs? Forget It! (MW October 27) are pessimistic in the extreme. "While you can listen hundreds of times to a sound recording of a rock artist," he is quoted as saying, "who really wants to watch him make the same movements in a concert or whatever, over and over again?"

It's true that our present-day visual vocabulary is very limited when compared to the textures and layers of music, but there is no reason why visual language could not develop this depth and subtlety. Even in its short lifetime, the language of the moving image has developed at an incredible rate. I'm sure a modern-day advertisement shown to a 1930s filmgoer, who had not seen anything in between, would be almost incomprehensible. Cutting rates in film and video have decreased steadily over the years, and will continue to do so. Videodiscs represent an enormous challenge to be welcomed in this direction and I predict that, in the future, songwriter and performers will conceive and execute sight and sound side by side.

In other words, a new language will emerge, which combines sound and vision in a totally non-divisible organic interplay. The possibilities are enormous, and this is a challenge to be welcomed.

John Sinclair, SARM Studios Ltd., London E1 6TD.

Questions & answers

Your front page article (MW November 3) about Rod Stewart's platinum disc must surely raise the following questions concerning the industry's attitude to awards and the increasing devaluation in such awards. 1. If platinum discs are based as £1 sales (at RRSP 1 assumes, an estimate) now record has to sell less than half the quantity it did four years ago.

2. If a platinum disc is awarded on pre-release sales, it is based on wholesale sales and not actual sales.

3. When £300,000 is spent on TV promotions, is £1 million worth of sales really an achievement justifying an industry award?

D. Crossby, Rox Ltd., Birkenhead, L41 2RH.

Charisma Records have signed Trimmer And Jenkins — Ian Trimmer and Billy Jenkins, formerly with Burlesque — and release a single, I Love Parties, next week. Trimmer And Jenkins have recently toured with Chas And Dave and support Roger Chapman on his forthcoming tour. The band will be doing interviews for press and local radio to tie in with the tour.

Letters
A FEW months ago, you could have measured the pulse rate of the American record industry in beats per minute, but now it's beats as you listen to already well publicised tales of platinum returns and disco backlash.

A 10-day visit restricted to a New York hotel room waiting for calls to be returned was annoying as far as conditioning in a Miami Beach hotel at Musexpo is on the best experience on which to base an objective, but Dooley came away with the distinct impression of an industry operating scared and boxing its own shadow.

It is perhaps significant that the most topline record executives stayed away from Musexpo and are not shopping to be seen as being themselves (what's?) at a time of crisis, and the debates in seminars lamentably lacked coherence and came to no particular conclusions.

There was an excellent gala performance by Blood, Sweat & Tears — still a tight rock 'n' roll band, although gutsy voiced lead singer David Clayton Thomas is the only survivor from the original band. The Australian showcase was a triumph for the Four Kitten, whose act (a cross between the Barton Knights and the Moonglows, though a little out of place in a music industry setting, could be very successful for British TV and cabaret.

ONE OF the more bizarre events of Music Week was a party for handcream heeled beautiful people, also happens to be a Red Indian princess (honorary) heiress, Alice Jergens, who, apart from being one of America's most well-known heiresses and managing his wife's singing career, in person, "said her husband, self-made millionaire Peter Forsythe, who owns a chunk of the California coastline, runs a music publishing company, and is now managing his wife's singing career.

Alice Jergens is the 22-year-old granddaughter of the founder of the Jergens cosmetics empire, and was induced as a Sorority princess, with the Indian name of Stani Thunder Woman, after contributing considerable charity work for abandoned Stani children in Moscow.

Her record, Hungry For Your Love, has a title disc flavour, was produced by April Twenty-Two Productions of Los Angeles, is being released on a territory-by-territory basis, and is still out for grabs in Britain and the US. The lovely Alice and husband now live in Paris, so she is ideally placed to promote the record in Europe, and all profits from her debut single will go to the many charities she supports.

FIVE YEARS AGO

John Fruin resigns as Polydor MD to form his own company, State Records, in partnership with Wayne Bellert, and will be succeeded by Freddy Haaycen, head of Polydor Records, in partnership with Wayne Parry.

EMI records a drive to expand its retailing activities with the emphasis on self-service in its 21-store chain by converting its Oxford Street showcase to this format (following similar moves in its Putney and Slough branches) — Apple condemn as "ghoulish and in bad taste" a rash of single releases in the States prompted by the recent death of Beatle Paul McCartney — Board of Trade figures reveal sales worth £15,755,000 in the first seven months of the year, a seven per cent rise over the same period in 1968 — disc jockey Alan Freeman opens his first record shop in Leyton — blues artist John Miller changes his own label called Crusade — Mike Bloomfield marries Emily Fish — Robert Stigwood Organisation to reopen its London offices — Spyro Gyra to star at Midem gala on January 21

ARTISTS LINED up for future Radio One Star Special slots are Gyra, Brian McAloney, Barbra Streisand, Elton John, Bowie and the Who.

AT LAST A PICTURE DISC THAT DOESN'T GO CRACKLE, CRACKLE, HISSSS, PHWOP, AFTER THE THIRD TIME YOU PLAY IT

PERFECT SOUND QUALITY, GLOWS IN THE DARK, DEFRACTS LIGHT, TRANSLUCENT

CASH PUSSEYS TRIBESMAN BOMBERS DAVE GOODMAN

THE LABEL SOFA

GLOWS IN THE DARK, DEFRACTS LIGHT, TRANSLUCENT

TRANSLUCENT DEFRACTOR DISC

STRIKING BACK TO BLACK VINYL

ALSO AVAILABLE ON CLEAR VINYL

HAN-0 DISC TLP LP 0025 15.99

BLACK VINYL TLP LP 0024 14.49
CHRISTMAS CRACKER

GREETINGS FROM MUSIC FOR PLEASURE AND FRIENDS

NEIL DIAMOND - 50449
CARPENTERS - 50431
HOLLIES - 50450
STEVIE WONDER - 50420
GREETINGS FROM MUSIC FOR PLEASURE AND FRIENDS
ANDY FAIRWEATHER LOW

£1.85 BUYS YOU THE STARS

*CASSETTES £2.25

MUSIC FOR PLEASURE LTD. 80 BLYTH ROAD HAYES. MIDDLESEX UB3 1AY. TELEPHONE 01-561 3125
EMI TELEPHONE SALES 13 UXBRIIDGE ROAD HAYES. MIDDLESEX UB3 1SY. TELEPHONE 01-799 4811