

MUSIC WEEK

Europe's leading music business paper

£1



STEALING THE scene at WEA's conference dinner is the Scotland and the North sales team, in full Highland regalia. The northernmost reps are pictured with their sales and marketing chiefs (left to right) Mike Thomas, Yorkshire; Steve Betts, field sales manager; Paul Somers, area manager; Jeff Beard, general manager for sales and promotion; Bob Buchan, Scottish east coast; Paul Conroy, sales and marketing director; Graham Marr, Scottish west coast; and Bob Turnbull, Newcastle (who resolutely kept his trousers on).

PolyWarner: the goals

THE AIM of the proposed merger between the PolyGram and Warner Communications record companies is not just to construct "the biggest record company in the world", according to WEA Europe senior vice president Siegfried Loch, speaking at the WEA sales conference last week.

"Size alone is not going to impress too many people," he said. "The name of the game is to become the best record company."

But although the proposed merger was announced "because it had to be announced", Loch stressed that it had not happened yet. Government departments in several territories around the world are still studying the monopoly implications of the joint company.

In France, where a combined company would attain a market share which could be as high as 48 per cent, application for approval of the merger has been lodged with the Finance Ministry; and a similar application is being considered by the German Cartel Office in Berlin.

In the UK, where such applications are not necessary, the Office of Fair Trading has confirmed that it is "aware" of the proposals, but has not yet made any recommendations. However, *Music Week* understands that the principals remain confident that the deal will go through and plans are going ahead to draw up a blueprint of the structure of the "PolyWarner" operation.

Thirty-seven bidders for cable licences

THE VIRGIN Group is part of three consortia bidding for cable TV franchises — in Merseyside, Milton Keynes and Tyne and Wear. Ringo Starr is also a member of the Merseyside consortium.

Thorn EMI is among consortia bidding for Coventry, Solent, and Belfast Essex Radio, Talk of the South and Brent Walker are part of the consortium bidding for Southend-on-Sea.

A total of 37 consortia have made applications for licences for cable

New attack on the freebies

'Scourge of the music industry' — Jamieson

MARKETING CAMPAIGNS using free gifts and gimmicky versions of singles to achieve chart placings have been denounced as "the scourge of the British music industry" by EMI Records UK managing director, Peter Jamieson.

This latest in a series of attacks on current marketing practices comes in an interview with Jamieson by *Music Week* editor Rodney Burbeck (see p8) in which Jamieson makes a plea for a 7-inch only singles chart which does not include any gimmick-assisted records, but which takes into account airplay at the lower end.

At the same time he suggests that money being spent on giveaways might be better employed helping independent dealers with increased margins.

"I see many retailers being turned into junk shops with arrays of free goods and paraphernalia which are not really connected with music," he says. "There is such a fixation with achieving chart placings for a narrower and narrower range of product that we are doing a dis-service to music as a whole and indeed to the dealers themselves."

"Dealers may grab T-shirt opportunities, but I am sure they would much prefer a more sensible approach to marketing and maybe increased margins which could be offered as a result of having to do less of this sort of marketing. It's the scourge of the British industry."

"If merchandising was treated as an extra rather than as a loss-leader maybe we could then increase dealer margins and that would be fairer to every dealer because they would all benefit."

Jamieson says he would like to see the chart reflecting only sales of 7-inch black vinyl records, sold at correct prices "without additional items" such as T-shirts and other merchandising spin-offs which should be treated as ancillary extras, not sold with records, he says.

He also advocates a chart which includes an element of airplay to make it less "retail dominated".

He suggests: "You might get a more sensible chart if you equate other areas of achievement — ie, some compensation for turntable hits — for music which people like to hear but don't go out to buy."

(Bringing airplay into the chart was vigorously debated by the BPI last year and was strongly backed by A&M's Derek Green and WEA's Charles Levison at that time. A majority opinion eventually rejected the idea).

● Jamieson has also announced that EMI is to compete with the independent distributors such as Pinnacle, Spartan and IDS, for small label business. "We operate in all facets of the music business and we want to attract anyone who can use our services for recording, pressing, distribution, sales and so on," he says.

In-car CD preview

AN IN-CAR version of the Philips compact disc player is due to be previewed at the Berlin audio fair this week. Although only a prototype, it will be seen as a boost towards increasing the likelihood of CD eventually usurping traditional records and cassettes. (Full report next week).

MW Directory update: pp29 & 30

'Monumental failure' of TV schedules — BBC head

EDINBURGH: Television has monumentally failed over the years to provide an adequate service for the lovers of pop music, said BBC TV's head of variety/light entertainment Jim Moir during a session at last week's Edinburgh TV Festival.

Blaming this lack of music programming on himself and his channel controllers, Moir said: "There has been no expansion in this area at all at the BBC. In my own department, we only offer Top Of The Pops. Michael Appleton has been plugging away at the coal face for many years, but when you look at our output, we are failing. It is a duty of public service broadcasters to get our act together better than we have at the moment. I am certainly pressing it for my department, but it's difficult."

Concert promoter Harvey Goldsmith, a panelist at this first-ever session on music at the TV Festival, agreed that music did not get enough prime time TV exposure. But, according to Goldsmith, the key to this debate had to be in the future of cable TV.

● Full report in *MW's Broadcasting* page next week.

Italians seek Government cash subsidies for hard times

MILAN: IN a move that is unprecedented in the music industry, the Italian government has been asked to recognise that the Italian music industry is in a "state of crisis".

The Italian national branch of the IFPI is hoping for cash subsidies from the state to help the record industry survive against a series of economic setbacks.

Earlier this year the Italian record companies made what they admitted was "an unprecedented alarm call" to the government asking for *cassa integrazione* — a financial aid scheme which allows companies to temporarily lay off staff with subsidised salaries thus avoiding redundancies.

Records and tapes are burdened with both a luxury tax and "consumption" tax and total sales in the first quarter dropped 27.8 per cent compared to the same quarter last year, and were down 28.3 per cent compared with the previous quarter.

HOWARD JONES?

NEW 7" & 12" SINGLE
NEW SONG

HOW1/T

TOP

NEW 7" & 12" SINGLE
GIMME ALL YOUR LOVIN'

W9693/T

NEWS

Dickins' promise: more of the best

"WE WILL wake up the sleeping giant and it will be done with music," said Rob Dickins in his address to the WEA sales force last week.

The recently-appointed WEA UK chairman stated: "Twelve years ago, when I first started working for Kinney — WEA's ancestor — this was the exciting company, the giant among others. We had the greatest US repertoire and we were breaking them — Neil Young, Joni Mitchell, James Taylor — the list is endless. And we were also enjoying success with British acts — America, Rod Stewart and The Faces, Fleetwood Mac. Not all the success happened immediately — it took a lot of thought and hard work, but the keynote was music.

"Subsequent events like the splitting up and reuniting of the three labels, the introduction of

marketing and advertising people running the company led to the giant becoming confused and all but giving up the ghost. What kept it going was you, the salesmen — whatever you were given, however ill-conceived, you brought home the market share.

"Market share alone doesn't pay the bills," he added "And it certainly doesn't build careers and catalogue. If we spend a fortune breaking a single, selling the album should become a lot easier for all of you. Unfortunately in too many cases this has not happened."

Dickins then pointed out what the company was doing to support the salesmen — the promotion department has already been "drastically increased" and the press team is to be strengthened further. And he described Paul Conroy's appointment as "the brightest hope yet".



ROB DICKINS: "Market share doesn't pay the bills."

From the offices at Broadwick Street, Dickins promised "thought and intelligence in the campaigns" for both established artists and for the "great unproven talent". He cited Prince and ZZ Top as priorities in this respect.

Aztec Camera are snapped up

THE SIGNING of Aztec Camera was the biggest news to be announced at WEA's conference. "They are one of the most exciting signings of the year for any record company... and they decided to join WEA," said Paul Conroy, director of sales and marketing.

"The marketing team at Broadwick Street will be trying to package artists and present campaigns on albums and singles in the most exciting and effective fashion," said Conroy.

"We are now a company that is based on A&R. We are all A&R men and should take every opportunity to see new groups, collect tapes and be the first on

new acts."

Conroy then outlined the three main aims for WEA in the next 12 months:

- To break some of the new US and UK signings such as Michael Sembello, The Truth and Howard Jones;
- To develop "our already established acts" into major worldwide artists;
- And finally: "To let the public and the music business see the new enthusiasm that this company has. In the past, WEA has been the company to knock — but let them try now. We are going to be the company that managers and artists will want to sign to because of you, the team, the people that care and the people who can break acts."

Pretenders LP heads a busy autumn schedule

AUTUMN RELEASES from UK artists were announced by WEA label manager Chrissie Harwood, with marketing campaigns sketched in by Carl Gant.

The "flagship" LP for autumn is The Pretenders' as-yet-untitled album in October, which will be supported by fly-posting, rock press advertising and possible national press ads. A promotion campaign through Woolworth is also being considered.

Included among the album's 10 tracks are Back On The Chain Gang, and at least two other tracks will be pulled off as singles by the New Year.

A November UK tour is being set up, and there will also be a Pretenders' Christmas TV special.

The first WEA release from Dalek I Love You — the band who have been on the label for a year but not had any product released — is Ambition, released this Friday (9), supported by fly-posting in London and their home town, Liverpool. There will also be independent press and promotions,

and a co-operative rock press advertising campaign.

The new Gary Numan LP, Warrior, is released on September 23, three days after the artist begins a 40-date UK tour, and will be supported by, again, co-operative press advertising and in-store displays. The current chart single, also called Warrior, is to be boosted this week by being made available in 12-inch format.

Howard Jones, described at the conference as one of WEA's "major and most exciting long-term new signings," has a follow-up to New Songs released before Christmas, in turn followed by an album in January.

The Truth's current chart single, A Step In The Right Direction, is being supported by a 35-date UK tour, co-sponsored by WEA and Sounds, and November will see the band working on a new single and completing their first album.

Also touring in support of her new LP, entitled Stages and produced by Tony Visconti, is Elaine Paige who has a new single out at the end of September.

American Commentary



CD prices on the way down

From IRA MAYER

NEW YORK: Compact disc player prices will have dropped significantly by the hot fourth quarter selling season, with Technics so far appearing to be one of the lowest with its stripped-down model SL-P7 carrying a suggested list price of \$700 (£470).

Inching still lower is Massachusetts-based NAD, which will have a similar unit available around January 1 at \$600 (£403). Most observers continue to forecast a \$300-400 (£201-268) plateau by mid-1984. Such price levels are already becoming a reality in Japan, where Matsushita has a \$450 (£302) player available and where Sony has introduced a \$600 (£403) model.

Promotion of CD is holding up strong, with Denon among the most active in seeking window displays and radio support. The RIAA is pushing copies of its pamphlet listing hardware manufacturers and software titles through the Compact Disc Group formed earlier this year. The CDG has also been demonstrating the system at various gatherings of music industry-related organisations such as the National Association of Recording Arts & Sciences (NARAS).

CBS second batch of a dozen CD releases came out in three times the quantity of its first group of CDs, with 30,000 pieces going to 100 accounts representing 225 outlets. This compares with the earlier 10,000 pieces distributed to 35 accounts.

The company expects to have up to 90,000 units of the next 12 releases ready for shipping to a still larger account base before the end of September. Early surveys of retail success with the format suggest that 75 per cent of the CDs shipped have gone into consumers' hands, with purchasers buying five or six discs at a time.

Robert Palmer — the journalist, not the rock artist — noted in the *New York Times*: "There is some confusion within the industry about whether CDs, video discs or improved-quality cassettes are the wave of the future — confusion that could prove expensive to companies that make the wrong decisions."

THE LONG-EXPECTED dismantling of Boardwalk Entertainment, the late Neil Bogart's last venture, is now official. Label head Irv Biegel is leasing out the company's catalogue, with artists still under contract going to Elektra or PolyGram.

MILES COPELAND has just about every photographer this side of the Atlantic up in arms over a last-minute demand that they be responsible for triple damages in the event that a magazine or newspaper other than the one for which they were specifically on assignment prints any photos at The Police show at New York's Shea Stadium.

The group's manager had similarly sought a royalty on every picture sold by photo agency Retina. Copeland justifies the policies by citing the need to prevent over-exposure.

MCA WILL bring in Arista A&R VP Bob Feiden to head the New York office. Departing from MCA are six-year press and artist development director Lynn Kellerman and East Coast A&R man Steve Leeds.

The company is also folding the Backstreet label, home to Tom Petty, Nils Lofgren and Men Without Hats. The smaller label's A&R chief Michael Goldstone has already moved over to MCA, though it is unclear whether Backstreet will continue as an independent entity.



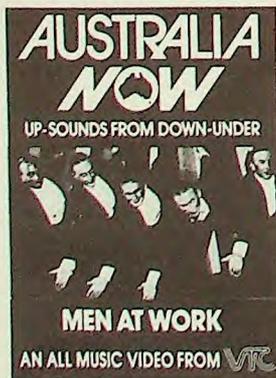
THE WEA 1983 conference logo.

Putting WEA on the map

WEA IS looking to build "the strongest UK artist roster of any company in Britain according to WEA A&R chief Max Hole.

"I think we've made a very strong, positive start with the signing in the last six or seven weeks of five new artists — Aztec Camera, Howard Jones, It's Immaterial, Black and Strawberry Switchblade," he added.

WEA's A&R operation is to be further expanded with another senior A&R manager joining Terry Hollingsworth and Max Hole in the coming weeks. Clive Banks' Formation Records which had success first time out with the Truth, is in the process of signing two new artists. Bill Drummond has been appointed A&R manager of the Korova label which will be "looking selectively for one or two new signings."



ISSN 0265-1548

A Morgan-Grampian plc publication

MUSIC WEEK

Incorporating Record & Tape Retailer and Record Business.

40 Long Acre, London WC2E 9JT
Tel: 01-836 1522
Telex: 299485

SUBSCRIPTION RATES
UK £37, Eire £114.5, Europe \$108, Middle East, North Africa \$143, US, S. America, Canada, India, Pakistan \$168, Australia, Far East, Japan \$190.

Subscriptions/Directory:
Jeanne Henderson,
30 Calderwood Street,
London SE18 6QH
Tel: 01-855 7777

Printed for the Publishers by Pensord Press Ltd., Gwent. Registered at the Post Office as a newspaper. Member of the Periodical Publishers Assoc. Ltd., and Audit Bureau of Circulation. All material copyright 1983 Music Week Ltd.

Music Week is sold on condition that the pages containing charts will not be displayed in such a way as to conceal any part of such pages and it may not be resold without the same condition being imposed on any subsequent purchaser.

EDITOR: Rodney Burbeck
DEPUTY EDITOR/
INTERNATIONAL/MUSIC
PUBLISHING: Nigel Hunter
GROUP PRODUCTION
EDITOR: Danny Van Emden
SPECIAL PROJECTS
EDITOR: Jim Evans
FEATURES EDITOR/
RETAILING: Terri Anderson

TALENT EDITOR: Chris White
SUB EDITOR: Moea Armstrong
RESEARCH MANAGER:
Tony Adler

ASSISTANT RESEARCH
MANAGER: Anne Forey
RESEARCH ASSISTANTS:
Janet Yeo and Lynn Facey
CONTRIBUTORS: Sue Francis,
Tony Jasper, Nicolas Soames,
Pat Sullivan

US CORRESPONDENT: Ira
Mayer, c/o Presentation
Consultants Inc, 2 West 45th St,
Suite 1703, New York City,
NY 10036. (Tel: 212 719 4822)

ADVERTISEMENT MANAGER:
Andrew Brain

ASSISTANT AD
MANAGER: Kathy Leppard
AD EXECUTIVES:
Phil Graham & Marc Gregory

CLASSIFIED: Jane Norford
AD PRODUCTION MANAGER:
Jonathan Best

ASSISTANT AD
PRODUCTION MANAGER:
Karen Denham

PROMOTION EXECUTIVE:
Angela Fieldhouse

MANAGING DIRECTOR:
Jack Hutton
PUBLISHING DIRECTOR:
Peter Wilkinson

'Biggest-ever' Ronco spend

RONCO HAS scheduled its "biggest ever" autumn/pre-Christmas campaign, spending more money on more packages than ever before, it says. The TV merchandiser has already confirmed 16 national television campaigns and more may be added.

As an aperitif to what it calls its Blast Into Christmas, Ronco this week kicks off with national TV campaigns for a pair of compilation albums — Hit Squad, Chart Tracking and Hit Squad, Night Clubbing. (RON 1 and RON2). Coinciding with these releases, Ronco has dropped its prices "below the magic fiver" to £4.99 per album.

"The Hit Squad is a change in direction, another first for Ronco," says sales manager Laurie Freeman. "They are two albums, one pop chart repertoire and the other disco chart material. From experiences gained in Europe, particularly in Holland, Ronco has found that consumers are often put off by having artists they don't like on a compilation album, even if 13 of the 16 tracks are to their liking."

"It is all too easy to become complacent or accept pessimistic forecasts that the market is flat, or no-one is watching television, or entertainment options have widened and the consumer is now playing video games," says Freeman. "But with the right approach, the market for TV albums is still out there."

MCA push for second HM group album

DIAMOND HEAD'S second album, *Canterbury*, on MCA Records will be supported by a major music press advertising campaign, as well as fly-posting, point-of-sale material, and posters based on the album sleeve's graphics.

A promotional video is also available, and the group will tour the UK in October. MCA will be mounting local promotional campaigns in each region covered by the tour.

Canterbury (DH 1002) is also available on chrome cassette.

Starblend: £¼ m on Solitaire

TV RECORD marketing company Starblend is planning to spend £250,000 on a marketing budget backing its autumn release of five new double albums on LP and cassette in its Solitaire Collection.

The albums will be marketed in "high quality packaging like the cosmetics industry" and the collection is being geared specially to appeal to women "because they are prime purchasers of pre-recorded music in this area".

Starblend managing director Tony Harding believes this approach opens up cross-promotions opportunities with the fashion, cosmetics and jewellery industries.

The five albums, each featuring 28 tracks by original artists — including Sergio Mendez, Marvin Gaye, Diana Ross, Johnny Mathis, George Jones, Bonnie Tyler, Cliff Richard and Paul Young — will feature in consumer advertising using the theme, "Give a special gift to that special someone".

TV advertising will break on October 17 in Granada for four weeks, followed by further four-week campaigns in Tyne-Tees and Yorkshire (from November 7), and London (from November 21).

A free dumper bin is supplied to dealers ordering a minimum of 50 units and an extensive range of point-of-sale material is available. Solitaire is distributed via IDS.

AUSTRALIA NOW
UP-SOUNDS FROM DOWN-UNDER



INXS
AN ALL MUSIC VIDEO FROM VTC

Five video distributors form co-op

FIVE INDEPENDENT video distributors — Derann, VCL, Hokushin, VPD and Vipco — have formed a co-operative known as Associated Video Group, in a bid to squeeze more sales from their respective catalogues and to make point-of-sale material more readily available to dealers.

The AVG has set up a centralised showroom in North London stocking a complete inventory of the five companies' product, together with p-o-s material, and it has its own sales force and tele-sales team.

The companies view this new service as a back-up to wholesalers

VIDEO WEEK

For full coverage of the video industry read *Video Week* — apply now for a free sample copy to: Angela Fieldhouse, Spotlight Publications, 40 Long Acre, London WC2.

who will continue to supply their product but who may not be able to afford to stock back catalogue material.

• The Video Trade Association is to boycott all Walt Disney product

unless Disney agrees to change its leasing scheme which requires dealers to take every title in each batch of releases on a six-month renewable basis. Disney director Terry Byrne says he feels the VTA is "putting unfair pressure" on the company.

• Warner Home Video is to spend £1m next year on its first consumer advertising in a bid to get VCR users who do not regularly rent films into Warner dealers. WHV managing director David Rozalla says that research shows that less than half of VCR owners rent a film in any one week.

INSIDE →

Europe/News/Disco commentary 6. Feature: Peter Jamieson 8. Airplay 10. Retailing/LP Reviews 16. Broadcasting/Classical 20. Performance/Talent/Select singles 21. US charts/New Releases 26. Yearbook update 29. Disco chart 31. Independent labels news, chart 32. Marketplace 34.

Merchandising
A-Z — see centre

A NICE BREATH OF FRESH AIR

F R O M



Melanie

THE NEW SINGLE
EVERY BREATH OF THE WAY

RECEIVING HEAVY RADIO 1 AIRPLAY

7" — NB1 ALSO AVAILABLE 3 TRACK 12" — NBT 1

Includes 'Put a Hat On Your Head' (Only Available On 12" Single Format)

Taken from the forthcoming LP 'SEVENTH WAVE'

PLEASE ORDER FROM

IDS Independent Distribution Services Limited
7 Deanston Wharf, Bradfield Road, London E16 2BJ
Order Desk: 01 476 3222



NEWS

RCA 'doing well' in contracting market

DESPITE THE recession, RCA isn't doing too badly — that was the message from managing director David Betteridge at the company's annual sales conference.

"As a country we find ourselves at the tail-end of the worst world economic recession since the Great Depression of the Thirties," he said.

"These conditions have had a direct impact on the music industry, for without doubt we are competing in a contracting market place: album and tape sales taken together have fallen, with the increase in tapes being far outweighed by the fall in albums. Singles sales have only just managed to hold their own and little growth is predicted."

But having painted this gloomy picture, Betteridge went on to point out that, for RCA, things weren't so bad: "We are doing increasingly well in a contracting market place and are achieving success in very difficult economic conditions at the expense of our competitors."

JIM EVANS reports from the RCA conference

He attributed the company's success to three major factors:

- Increasing exploitation of traditional business (records and cassettes).

- Increasing diversification into related fields (video cassette joint venture with Columbia Pictures, and the UK launch of the RCA SelectaVision video disc).

- "All of you out there."

"Our task as a company is to make, market and merchandise our products. We have the necessary raw materials, but these would be no good without the right team to get those materials from out of the air and into the shops. I believe that we have the right team to do just that."

Summing up a product presentation that had previewed product ranging from Bucks Fizz to Spike Jones and from Mick Fleetwood to

Eurythmics, Betteridge told the sales force: "We have the right product, the right ideas and the right people to guarantee success."

Fleetwood LP among new issues

UPCOMING AUTUMN product from RCA, both on the albums and singles front, is the label's strongest for years, the conference was told.

A new Mick Fleetwood album — including contributions from Lindsay Buckingham and Christine McVie — is due for early October release.

Heavy promotion and a UK tour will support the November release of H₂O's new album. Slade's *The Amazing Kamikaze Syndrome* is also released in the same month.

A substantial marketing push will back the live double album from David Bowie, *The Ziggy Stardust Tour, 1973*. A £250,000 television advertising campaign has been scheduled for the Hall & Oates album, *Rock 'n' Soul Part 1*, which is basically a greatest hits album. The duo's catalogue albums will be pushed at the same time.

What could turn out to be one of the biggest albums of the Christmas campaign is Bucks Fizz — *Greatest Hits* which will include nine hit singles, plus the just-released single *London Town*. Full marketing details for this were not available, but strong TV advertising seems likely.

On the soul/dance music front, albums are due from *Tavarez* (October) and Evelyn Champagne King (November). While on Ice Records, Eddy Grant's new album *Going For Broke* is set for late autumn release.

The Eurythmics, described at the conference as "the hottest new act in the world today" are currently recording a new album scheduled for release in November, backed with television and national press advertising.

New nostalgia label

A NEW mid-price label, *Deja Vu*, has been established by RCA as a sister label to RCA International label.

Billed as a nostalgia label and sold under the banner Music For The Connoisseur, *Deja Vu* albums — which will be stickered to the effect 'Pay No More than £2.99' — include material from Elvis Presley's Sun years, Jeanette MacDonald, Peter Nero, Della Reese, Henry Mancini, Mario Lanza, Perry Como, Marilyn Monroe and Spike Jones. Dealer price per album is £1.82 and the campaign includes p-o-s. material.

Carrere releases

FORTHCOMING RELEASES on the Carrere label include the new *Rage* album, to be released to tie in with their support slot on the Meatloaf tour. Australian band The Church's third album, *Seance*, will co-incide with their UK visit and new signing *Sense* will have their first album released in November. F R David's new single, *I Need You*, is released this week.

CD: quality digitals only

THE ADVENT of the compact disc was heralded by RCA managing director David Betteridge as "yet another major growth area into which our company is diversifying".

Over the next few years," he said "the CD market will take off and expand at the same rate as did the video cassette and as will the video disc.

"Our policy in this very new field is to release only quality material in the form of digital recordings. This leaves us trailing behind our competition in terms of range of repertoire, but because of manufacturing capacity problems, it does mean that we have premier product which is always available when required and not still being pressed in Hanover or Tokyo when it should be in WH Smiths in High Holborn.

"We do see a tremendous future for compact discs and will be looking to further, wide-ranging releases as soon as is practically possible."

Magnet predicts exciting future

MICHAEL LEVY, addressing his first RCA sales conference since Magnet's switch from PRT, was in determined mood: "The music industry has changed dramatically over the last few years and is still facing many problems.

"I, however, believe that it is an industry that has an exciting future ahead. The public wants music — the public wants exciting artists — and we in the industry, I am sure, will satisfy that demand and there will be new major artists that will give the industry the buzz and excitement for the future.

"Magnet's philosophy has always been to find new talent, launch and develop these new artists and build them successfully both in the UK and in the world market. We will continue with this policy . . ."

Levy was speaking after his label's

presentation which opened the music product proceedings at Hythe and featured new material from Kissing The Pink, Blue Zoo, recent signing Barb, Shadow Talk, Geraldine and Chris Rea.

Old and new from Motown

MOTOWN RECORDS, currently celebrating its 25th anniversary, has a wealth of old and new product lined up for release in the coming months.

At mid-price there will be the *Four Tops & Temptations' The Incredible Medleys*, plus Jackson Five studio recordings, and *The Motown Classics — Grammy Awards*. A double album of 25 US No 1 hits will feature tracks from Diana Ross & The Supremes, Temptations, Four Tops, Commodores, Rick James, Eddie Kendricks, Marvin Gaye and Stevie Wonder.

Also released as a double album will be *The Very Best Of Diana Ross — Anthology*, with a dealer price of £3.65. New material is due from Lionel Richie, The Commodores, Mary Jane Girls and Stevie Wonder. Full campaign details will be announced shortly.

A 5-record/3-cassette set, *The Motown Story*, narrated by Lionel Richie and Smokey Robinson, includes both music and rare interviews and carries a dealer price of £9.25.

DOOLEY

EMI MAY be losing The Rolling Stones, but when it comes to signing new, young British talent has any other company been more active this summer? Peter Jamieson reveals that his A&R men have signed more top acts than in any other comparative period in the company's history — "all local acts in the development stage to be built for the future" . . . Although the PolyWarner negotiations continue (see p1), both sides are still reluctant to make much comment and have declined to release photographs of PolyGram president Jan Timmer, who is believed to have initiated merger talks back in January, posed with WEA's Nesuhi Ertegun and Siegfried Loch at a recent WEA International meeting in Germany . . . Meanwhile, Loch takes up residence in London this week, running WEA Europe Inc from Broadwick Street (although he and Timmer are expected to operate from a joint office once the deal goes through) and Timmer is relocating PolyGram's corporate HQ to London, at the cost of around 200 jobs in Hamburg (a move said to be unrelated to the merger) and will have a staff not exceeding 40 . . . If you spot Towerbell's Bob England apparently chasing after Gallup executives in the forthcoming *Sunday Times* Fun Run, it's all above board — he's taking part in the Gallup team . . . All friends and colleagues of Jean Pugh, formerly John Fruin's secretary and currently John Deacon's secretary at the BPI, are invited to her leaving party at the Embassy Club on September 15, from 7.00pm (call her on 629 8642 to be added to the club's guest list); she is leaving to join her husband in South Africa and will be working for WEA there.

EVEN FEWER record shops than usual received calls from record company salesmen this past week as the annual conferences took place in various locations . . . RCA disturbed the peace of sleepy Hythe in Kent where RCA Columbia MD Steve Bernard dropped in by helicopter and requested a room for his pilot . . . overheard at the RCA meet: "It makes a change to have customers dying to buy our product rather than the artists dying first" . . . Rare archive film including vintage 1964 footage of Stevie Wonder featured in Bryan Tyrrell's well-received Motown 25th anniversary presentation . . . RCA was also celebrating the Eurythmics achieving number one on both the *Cashbox* and *Billboard* charts claimed to be the first for a UK-originated act . . . Paul Conroy made his debut at the WEA conference to the strains of *Blue Is The Colour* and announced a £250,000 deal for the Chelsea FC album . . . At the MfP conference, tribute was paid to retiring sales administrator Rose Wilson, who has "been mother to all salesman for 13 years" . . . PolyGram was conferring at the Royal Garden Hotel as *Music Week* went to press — details of its sayings and doings next week . . . Rocket Records managing director John Hall about to reveal new personal plans?

MORE HITS

WESTERN FIELDS EXOTICA MAXIMUS

MVM RECORDS THRU PRT

PUTTIN' ON THE RITZ TACO

RCA RECORDS RCA284

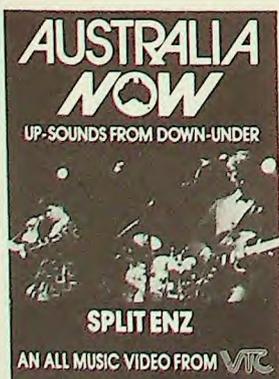
I'LL TAKE YOU HOME AGAIN KATHLEEN

TOM LAWSON

IGUS (KLUB 40) THRU PRT



EMI MUSIC PUBLISHING LIMITED
138-140 Charing Cross Road, London WC2. Tel: 836 6699



More sales conference reports next week

JOBBOXERS New album BOXX LP1

Includes: Boxerbeat, Just get lucky, Johnny Friendly
Also available on Chrome cassette BOXX K1 featuring bonus track

- Nationwide flyposter campaign
- Extensive music press advertising
- Album and Cassette includes special limited edition New York pics on concertina pull out plus Stencil



Gangbusters

Coming on like Gangbusters tour

SEPTEMBER 21st City Hall/2nd Levensall, Sheffield/23rd Town Hall, Middlesbrough/24th Manchester Polytechnic/26th Shoulder of Mutton, Harlow/27th Chesterfield
27th Depese Factory, Bolton/28th Glasgow University/29th Smokeys, Arlebury/30th Nile Motel, Glasgow
OCTOBER 1st Spectrum Centre, Warrington/2nd Bangor University/4th Leicester University/5th Hull University/6th Bradford University/7th Sunderland Polytechnic
8th Liverpool University/10th Leeds City Centre/11th Warrington/12th Warrington/13th Warrington/14th Galle Hall, Portsmouth/15th Cardiff University
17th Exeter University/18th Bristol University/19th Leeds University/20th General Wolfe, Coventry/21st Kent University, Canterbury/22nd University of East Angles, Norwich

ORDER FROM: RCA LIMITED, LYNG LANE, WEST BROMWICH, WEST MIDLANDS B70 7ST TELEPHONE 021-524 3000

RCA

NEWS

Cliff's Silver anniversary album gets big EMI push

CLIFF RICHARD made a special guest appearance at the EMI Records (UK) sales and marketing conference at Eastbourne last week.

Details were revealed of his new album, *Silver*, (released on October 3) which comprises new songs including his current single, *Never Say Die*.

The *Silver* album is also available in a limited edition box set with a second album, *Silver Rock 'n' Roll*, not available separately. This second album includes *Lucille*, *Donna*, *Bebop A Lula* and a new recording of Richard's first-ever hit, *Move It*.

The campaign for *Silver* and for

the box set (which has a full colour brochure) includes nationwide in-store and window displays plus advertising to coincide with Richard's 25th anniversary tour.

Also presented as scheduled October releases were new albums from Paul McCartney, Sheena Easton, *Farmer's Boys*, *The Motels* and *Hot Chocolate*. Albums planned for release in November and December include those by

Duran Duran, Olivia Newton-John, Rolling Stones, Whitesnake, Queen, Kenny Rogers, *The Little Heroes*, Kraftwerk and Kim Wilde.

Ray Still, general manager of EMIR (UK)'s marketing development division, announced a campaign for a new Thomas Dolby album and presented new single releases by Kajagoogoo, *Private Lives*, *Any Trouble* and the first solo recordings by Limahl.

MfP: new era for the budgets

BUDGET RECORD company Music for Pleasure — which according to the most recent FORTE report now has a 60 per cent share of the total budget record market — adopted the slogan "the new era" for its annual sales conference.

Managing director Ted Harris, in his closing address, said the budget market had "changed out of all recognition". He told the sales force: "There are those who would claim that the new age of the budget record is about to be with us, but I would say it is already here. At MfP we aim to give the dealers quality product, we aren't going to insult them by giving them rubbish to sell."

Merchandising material for MfP's autumn releases has been given "a bright and modern image", and there will also be a new merchandising rack for dealers.

Sales manager Malcolm Anderson said that the Fame series was now the most successful mid-price LP range in the UK. September releases include titles by The Scorpions, *Little River Band*, America, Pink Floyd's Dave Gilmour, *The Rich Kids* and Gary US Bonds.

Listen for Pleasure has three new titles in September — *Rudyard Kipling's The Jungle Book* narrated by Windsor Davies, *The Wooden Horse* read by Edward Woodward, and Grimm's *Fairytales* narrated by Sheila Hancock. On the Music for Pleasure label, albums include *The Shadows' Another String Of Hits*, 20 Love Songs by Crystal Gayle, *Matchbox: Those Rockabilly Rebels* (licensed from Magnet), Val Doonican's *20 Shades Of Green* and *Gertchal* by Chas And Dave.

Star releases from EMI's Picture Music

PICTURE MUSIC International, formerly known as EMI Music Video, has a number of big-name video releases scheduled for October and November, including: *Marillion/Recital Of The Script* (running time: 55 minutes, dealer price £13.04), *Thomas Dolby/Live Wireless* (58 minutes, £13.04), *Kate Bush/The Single File* (50 minutes, £13.04) and *David Bowie* (£6.55) which features *Let's Dance*, *China Girl* and *Modern Love*.

Presenting the new product to the EMI sales force, Geoff Kempin said: "Our recent titles, particularly the *Duran Duran Video Album* and the new ones which you are to sell this autumn, show the commitment of the company to an increasing flow of good quality exciting video productions within reach of consumer spending power.

"It is a very good trend," said Kempin, "that more and more record dealers are stocking music video as a product in which they have confidence to achieve good turnover without the time-consuming problematical business of rental. At the same time it is to be hoped that many video-only outlets recognise the potential of music video and incorporate it into their stocks and selling effort."

Disco commentary

By BARRY LAZELL

THIS HAS been a week of very strong mid-chart activity on the disco/dance listings, highlighted by a breakneck new entry at 14 from new act *Monyaka* with *Go Deh Yaka* on the American *Easy Street* label.

Other big moves into the Top 20 from *Raw Silk*, whose long delay since their initial hit seems to have done the trio no harm at all; *Haywoode*; *Newcleus*; *Shakatak* and *Unique*, plus a resurgence into the Top 30 by the *SOS Band's* *Just Be Good To Me*.

Newcleus' Jam On Revenge, released on Beckett through PRT, looks like being the left-field crossover of the batch. Its *Wikki Wikki* chorus line looks like being the most irritatingly familiar phrase around by early autumn, so be warned now — and stock up.

With the *Street Sounds Edition 5* package setting new sales targets for dance track compilations, a couple more are poised to enter the fray. It is noticeable how, compared to a year or two back, such compilation albums are now (a) sensibly budget-priced, on the whole, and (b) both topical and strong, content-wise. It has to be said that the across-the-board success of the *Street Sounds* idea must have influenced record company thinking.

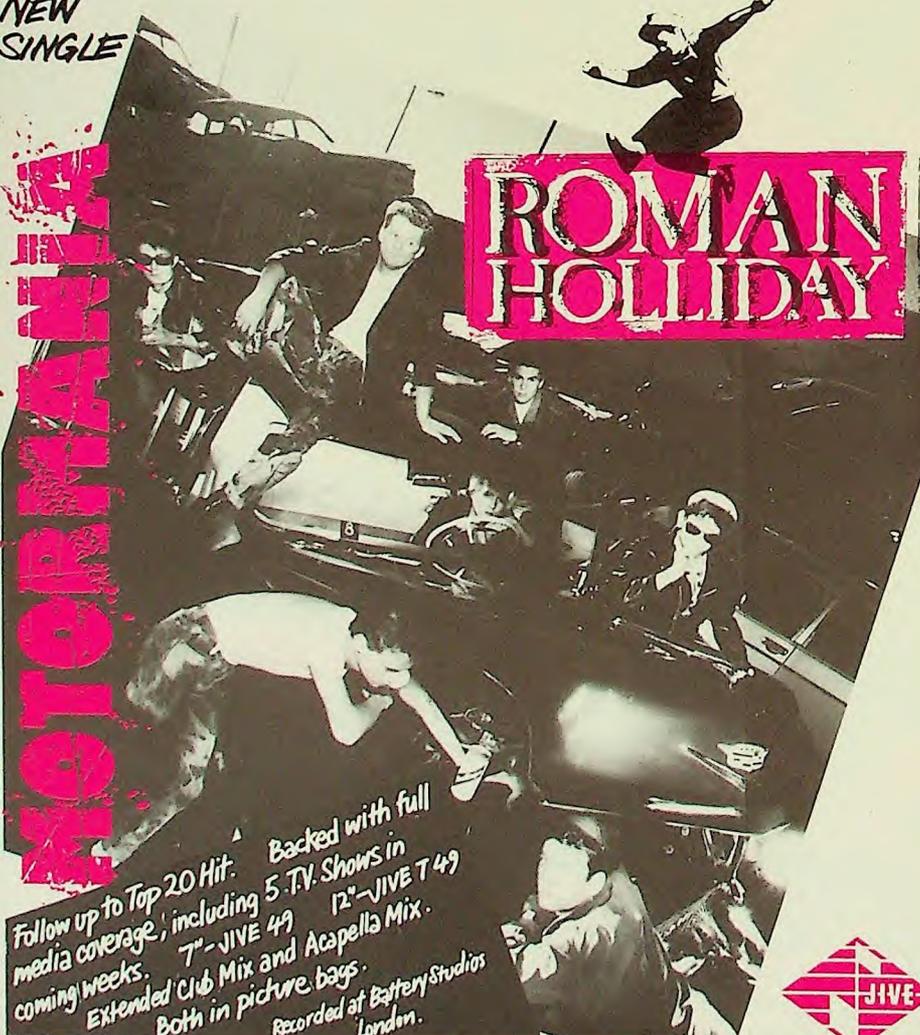
Of the newcomers, *Phonogram* has *Come With Club* (*Club Tracks Vol 2*), PRT has volume 3 of the *It's In The Mix* on Calibre while CBS releases *Dance Mix*, *Dance Hits II*, again as a follow-up to an earlier package.

AUSTRALIA NOW
UP-SOUNDS FROM DOWN-UNDER



ICEHOUSE
AN ALL MUSIC VIDEO FROM VTC

NEW SINGLE



Follow up to Top 20 Hit. Backed with full media coverage, including 5 TV Shows in coming weeks. 7"-JIVE 49 12"-JIVE T 49 Extended Club Mix and Acapella Mix. Both in picture bags. Recorded at Battery Studios London.

EUROPARADE (The European Chart)

This Week	Last Week	Wks on Chart	Artist	Countries
1	1	10	MOONLIGHT SHADOW, Mike Oldfield	A/B/D/F/I/SP/SW/WG
2	2	12	BABY JANE, Rod Stewart	A/D/F/SP/SW/WG
3	6	13	EVERY BREATH YOU TAKE, The Police	A/D/F/I/SP/WG
4	7	5	VAMOS A LA PLAYA, Righeira	I/N/SP/SW/WG
5	5	10	FLASHDANCE... WHAT A FEELING, Irene Cara	A/D/SP/SW/WG
6	11	4	DOLCE VITA, Ryan Paris	B/N/SP/SW
7	10	3	LOVE BLONDE, Kim Wilde	B/D/N/SW
8	4	6	I.O.U., Freeez	B/N/UK/WG
9	8	9	AFRICA VOODOO MASTER, Rose Laurens	A/SW/WG
10	9	13	CODO, Tauchen & Prokopetz	SW/WG
11	14	4	RONDO RUSSO, Berdien Stenberg	B/N
12	15	5	I LIKE CHOPIN, Gazebo	I/SW
13	3	16	JULIET, Robin Gibb	D/I/WG
14	25	2	LIVING ON VIDEO, Trans-X	B/N/SW/WG
15	16	15	COMMENT CA VA, The Shorts	SW/WG
16	12	4	WRAP YOUR ARMS AROUND ME, Agnetha Faltskog	B
17	20	3	GIVE IT UP, KC & The Sunshine Band	UK
18	NEW		L'AVENTURIER, Indochine	F
19	13	3	ANNABEL, Hans de Booy	B/N
20	26	2	GOLD, Spandau Ballet	UK
21	RE		DO IT AGAIN/BILLIE JEAN, Club House	B/N
22	NEW		AMOREUX FOU, Julie & Herbert Leonard	F
23	NEW		SUNSHINE REGGAE, Laid Back	I/WG
24	NEW		SHE WORKS HARD FOR THE MONEY, Donna Summer	F/SP/WG
25	17	23	LET'S DANCE, David Bowie	F/I
26	18	2	LOOKING AT MIDNIGHT, Imagination	F/I
27	22	2	LA VIE EN ROSE, Grace Jones	N
28	23	9	SPIAGGE, Renato Zero	I
29	28	8	ROCK 'N' ROLL IS KING, ELO	A/D/SW
30	29	12	CHINA GIRL, David Bowie	A/D

Key: A — Austria; B — Belgium; D — Denmark; F — France; I — Italy; N — Netherlands; SP — Spain; SW — Switzerland; UK — United Kingdom; WG — West Germany.

Compiled from 10 national charts by Troos-Radio, Hilversum.

K

ajagooogo

New 7"
New 12"
(Metamix)

Big Apple.

EMI

ORDER NOW FROM EMI TELEPHONE SALES 01-561 4646 (SCOTLAND AND THE NORTH) 01-848 9811
(WALES, THE WEST COUNTRY AND THE MIDLANDS) 01-561 4422 (THE HOME COUNTIES) 01-561 2888 (LONDON)

(12) EMI 5423

FEATURE

Peter Jamieson takes over at EMI at a time which couldn't be more difficult in the UK marketplace — 'It's a hell of a challenge,' he admits to Rodney Burbeck.

PETER JAMIESON has spent the past four months in a sponge-like state — and not only because he's just sweated through his second long, hot summer in a year having arrived from Australia in April to take over as managing director of EMI Records (UK).

Apart from soaking up knowledge of a new market and a new company, he has also been re-adjusting to life back in the UK and falling foul of the gazumping syndrome while house-hunting.

The whole experience, he confesses with a wry laugh, has left him wondering if he would have been better off staying put in Australia. But it is obviously only a passing thought because he is clearly straining at the leash to get down to the job in hand after his self-imposed learning period.

He has made some tactical changes in staff, the last of which will be announced this week, but believes he now has the team to take EMI to what he hopes will be new heights of success. He has also spent a lot of time studying the problems particular to the UK music industry and has formulated some forceful views.

He condemns current marketing of free gifts with records as "the scourge of the industry" and would like to see them outlawed from the chart.

He would like to see the chart return to being based on 7-inch only records which are sold with no accompanying paraphernalia, and he advocates adding-in an element of airplay into the chart.

He suggests that independent dealers should be given bigger margins to allow them to compete more fairly with the multiples.

He intends to make the resources of EMI more openly available to smaller companies for pressing, distribution etc, and subscribes to

the view that cassette prices should be kept down while the disc becomes the "hardback" of the record industry.

He plans to play an active role in the BPI to improve the industry's image, and will lobby heavily to legalise home-taping — as long as there is a compensatory royalty for rights owners.

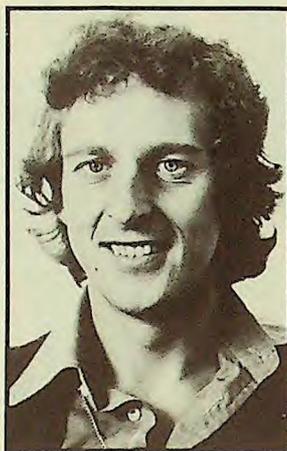
Jamieson is one of the new breed of youthful music industry leaders who have emerged in the Eighties. He joined EMI in 1967 — "along with the release of Sgt Pepper" — and has been groomed in classic EMI fashion with spells in head office mixed with periods abroad in Spain, Greece and latterly Australia, where he was managing director of EMI Music.

He has arrived at a pinnacle of his career — running the flagship company with EMI Music — at a time which, he admits, "couldn't be more difficult in the UK marketplace".

"I'm concerned for the image of the industry," he says. "A lot of what I see depresses me a great deal. I think there is as much to be done by every individual managing director on the industry's behalf as there is for their own companies. There must be action and unison at all levels of the industry."

"We are fighting for a whole industry, not just for individual companies. At the moment the UK industry seems to be so absorbed with the fixation of the charts and competitiveness in the marketplace that we are in fact harming the industry."

"I see many retailers being turned into sort of junk shops with arrays of free goods and paraphernalia which are not really connected with music. There is such a fixation with



PETER JAMIESON: "The biggest record company in this country should be British."

achieving chart placings for a narrower and narrower range of product that we are doing a disservice to music as a whole and indeed to the dealers themselves.

"Dealers may grab the T-shirt opportunities with open arms at the moment, but I am sure they would much prefer a more sensible approach to marketing and maybe increased margins which could be offered as a result of having to do less of this sort of marketing. It's the scourge of the British industry."

"In the race to achieve chart positions so much suffers. You try to achieve a chart position higher than you deserve, but if you don't and your record is at 20 there are probably 19 records above it higher than they deserve."

Jamieson candidly admits that he has no "universal panacea" to the problem, but he does wonder whether the chart could be made less "retail dominated" by introducing airplay into it.

"You might get a more sensible chart if you equate other areas of achievement — ie, some compensation for turntable hits — for that music which people like to hear even if they don't buy it. Certainly the chart should reflect more musical popularity than just sales."

"So often you hear people saying that the industry isn't producing the sort of music they like — in fact we are but it doesn't get a chance in the charts."

Jamieson has also come round to the thought that the chart should only reflect sales of 7-inch black vinyl records, sold at the correct price "without any additional items". He isn't against T-shirts and other merchandising aids, but believes they should be sold as ancillaries, not with records.

"If merchandising was treated as an extra rather than as a loss-leader maybe we could then increase dealer margins and that would be fairer to every dealer because they would all benefit," he says.

"Let's face it, the provision of all these marketing and merchandising ancillaries, plus the time and people involved, is not the most efficient way to use our resources."

Jamieson says he has great sympathy for independent dealers and would also like to help them compete in the High Street: "The discount structure employed by record companies hasn't been of the greatest assistance to indie dealers and I'm hoping to minimise some of the gaps."

"There is always going to be a volume-orientated differential, but if there is any way of minimising that differential we'll try and do it."

He is also keen to make EMI's own vast resources more widely accessible to anyone in the music business who could use its services for recording, pressing, distribution, sales etc.

"We operate in all facets of the music business and we want to attract anyone who may have been put off in the past by a misunderstood corporate image," he says.

Does that mean that EMI is about to compete with the independent distributors like Pinnacle, Spartan and IDS? — "Absolutely," he enthused with relish.

Jamieson's view on the home-taping front is that it should be made legal, "but the public must reward those people who contributed to that recording". And he is scornful of the attitude of the blank tape manufacturers: "They are short sighted and blind to the dangers. It's quite frightening."

On that other perennial topic — prices — Jamieson says there is no way the industry could bring down prices without going bankrupt, but he foresees the industry having to settle for less volume at higher prices. He would especially like to see cassette prices kept as low as possible, subscribing to the view that cassettes should be the "paperbacks" of music, while albums are the "hardbacks".

Looking to a future which could be dominated by the proposed giant conglomerate of PolyGram and WEA, Jamieson admits that "it's a hell of a challenge" but ends with fighting talk: "The biggest record company in this country should be British, not a large foreign consortium, and I am sure British artists will rally round and decide that they will more naturally find a home with a British company."

"The discount structure employed by record companies hasn't been of the greatest assistance to independent dealers"

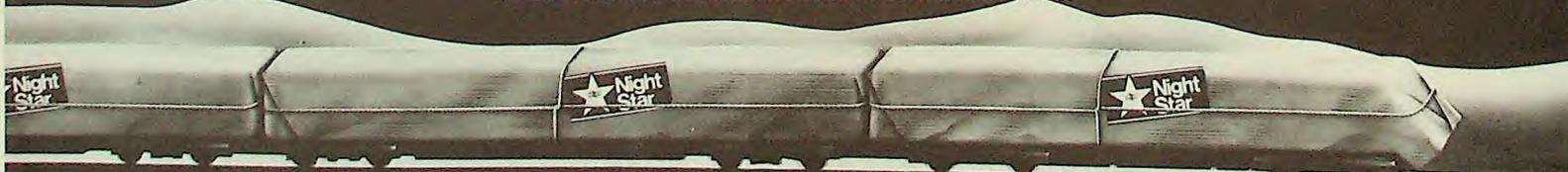
★ Night Star.
When you need a parcel
delivered overnight.

★ GUARANTEED MORNING DELIVERY OR YOUR MONEY BACK★

★ DELIVERY TO YOUR CUSTOMER'S DOOR ★ NO SURCHARGES — EVEN ON SATURDAYS ★ PRICES START FROM £7.50

★ FROM STATIONS ALL OVER THE COUNTRY ★ FOR FULL DETAILS RING TELEDATA 01-200 0200

*PROVIDED YOU USE A SERVICE DUE TO ARRIVE BY 0700.

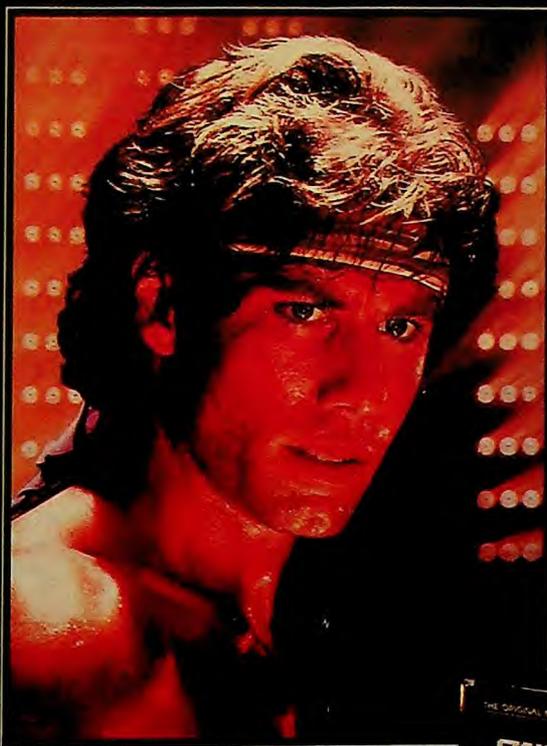


In our hands tonight. In their hands in the morning.

The best selling album of all time now has a sequel.

THE ORIGINAL MOTION PICTURE SOUNDTRACK

STAYING ALIVE



Album: RSBG3 Cassette: TRSBG3



FEATURING SONGS BY THE

THE BEE GEES

- National display campaign incorporating centre piece, posters and streamers.
- Nationwide poster campaign.
- Trade advertising.
- Music and National press advertising.
- Cinema trailer album tag. Film opens September 22nd in over 200 towns.
- Radio 1 Premiers.
- Radio/TV/Press interviews with the Bee Gees, promoting the album, film and current single 'Someone Belonging To Someone'. 7" RSO 96 and 12" RSOX 96.
- Special disco nights in top clubs around the country.



Order from Polydor's own distribution company: PolyGram Record Operations Ltd, Clyde Words, Grove Road, Romford Essex, RM6 4QR. Telephone 01-590 6044

AVAILABLE SOON
ON
COMPACT DISC

AIRPLAY ACTION

Breakers

Records appearing on Airplay Action pages for first time.

TOP BREAKERS (see opposite page for full details):

PAUL YOUNG—36 stations; KENNY ROGERS—34; CULTURE CLUB—33; FORREST—24; ALTERED IMAGES—22; NEW ORDER 16; MEN WITHOUT HATS—15; D TRAIN—14.

SERGIO MENDES—Rainbow's End—A&M AM 142 (C) A BRMB, Centre B Luxembourg, BBC Radio London, Radio 210, Tees, City, Piccadilly * Capital—Climber, DevonAir, Mercia, Hallam, Downtown—Hitpicks.

PRELUDE—Freedom—Black Crow CROS 1 (SP) A 2CR, Wiltshire, BRMB, Metro, Manx, Tay B DevonAir, Wyvern, Aire * Essex—Hitpick, Pennine—Hitpick, City—Hitpick, CBC—Hitpick.

CHRIS REA—I Can Hear Your Heartbeat—Magnet MAG 244 (A) A BBC Radio London, Wyvern, Tees, CBC, Downtown B West, Orwell, Mercia, Forth, NorthSound * Beacon—Featured Single.

CHARLENE—If You Take Away The Pain Until The Morning—Motown TMG 1310 (R) A Victory, Severn, Manx, Tay, Downtown B DevonAir, Wyvern, Hereford, Pennine, Red Rose.

AL JARREAU—Boogie Down—WEA International U 9814 (W) A Centre, BBC Wales, Downtown B Essex, Aire, Pennine, Clyde, Forth, CBC * Red Rose—Hitpick.

JIM CAPALDI—Tonight You're Mine—WEA International U 9816 (W) A 2CR, Centre B Plymouth, West, Red Rose, Forth * Essex—Hitpick, Trent—Hitpick.

WILL DISLEY—Keep On Runnin'—Web WEB 23 (A) A Centre, Tay, BBC Wales, BBC Ulster B Radio 210, Chiltern, Pennine, West Sound.

MATT FRETTON—Dance It Up—Chrysalis MATT 2 (F) A Mercia, BBC Wales B Radio 210, DevonAir, Metro, Clyde, NorthSound * Orwell—Hitpick.

JACKIE LEVEN—Love Is Shining Down On Me—Virgin/Charisma JACK 1 (E) A Tay B Trent, Aire * Radio 210—Hitpick, DevonAir—Hitpick, Mercia—Hitpick, Red Rose—Hitpick, Downtown—Hitpick.

RYUICHI SAKAMOTO—Merry Christmas Mr. Lawrence—Virgin VS 627 (E) A BBC Radio London, Centre B Luxembourg, Radio 210, Chiltern, Mercia, Pennine, NorthSound.

CUTTING EDGE—Lonesome Cowboy—MCA 833 (C) A BRMB B Luxembourg, Chiltern, Mercia, Hallam, Piccadilly.

COOK DA BOOKS—I Wouldn't Want To Knock It!—Kiteland CUSTY 124 (IDS) A BBC Wales B Radio 210, City, Piccadilly, Tay * Downtown—Hitpick.

THE DANSE SOCIETY—Wake Up—Arista SOC 5 (F) A 2CR, Hallam B Luxembourg, Mercia, Manx, NorthSound.

F. R. DAVID—I Need You—Carrere CAR 288 (R) A Tees, Moray Firth B Red Rose * City—Hitpick, Tay—Hitpick, Downtown—Hitpick.

LARRY GRAHAM—I'm Sick And Tired—Warner Brothers W 9510 (W) A Swansea B Luxembourg, Essex, Hereford, Orwell, Mercia.

THE THE—This Is The Day—Epic A3710 (C) A Centre B Pennine, Metro, Forth, NorthSound * Severn—Hitpick.

KENI BURKE—Risin' To The Top (Give It All You Got)—RCA 354 (R) A BBC Radio London, Severn, Downtown, Wiltshire, Mercia.

DEF LEPPARD—Rock Of Ages—Vertigo/Phonogram VER 6 (F) A Hallam B Severn, Tees, Manx, CBC.

ESPIONAGE—Freedom And Miracles—A&M AM 139 (C) A 2CR B Radio 210, Piccadilly, Red Rose * City—Hitpick.

PATRICK GAMMON—Do My Ditty—A&M AM 132 (C) A Victory B Radio 210, Metro, Clyde, Tay.

Radio 1

Figures denote actual logged plays in the Tuesday-Sunday period preceding publication (6am-midnight weekdays, 7am-midnight Saturday, 8am-10pm Sunday).

20	(18)	UB40: Red Red Wine	10	(9)	STRAY CATS: (She's) Sexy And 17
15	(19)	MADNESS: Wings Of A Dove	10	(13)	WHAMI: Club Tropicana
15	(17)	ROD STEWART: What Am I Gonna Do (I'm So In Love With You)	9	(New)	ALTERED IMAGES: Change Of Heart, Epic A3735 (C)
12	(10)	ANNABEL LAMB: Riders On The Storm	9	(9)	ELO: Secret Messages
12	(16)	ELTON JOHN: I'm Still Standing	9	(9)	JOBOXERS: Johnny Friendly
11	(10)	BIG COUNTRY: Chance	9	(15)	KC & THE SUNSHINE BAND: Give It Up
11	(13)	THE KINKS: Come Dancing	9	(13)	KID CREOLE & THE COCONUTS: There's Something Wrong In Paradise
11	(New)	CULTURE CLUB: Karma Chameleon, Virgin VS 612 (E)	9	(12)	SHALAMAR: Disappearing Act
11	(-)	NEW ORDER: Confusion	8	(11)	KIM WILDE: Love Blonde
10	(14)	CARMEL: Bad Day	8	(9)	PAUL YOUNG: Come Back And Stay
10	(7)	CLIFF RICHARD: Never Say Die (Give A Little Bit More)	8	(14)	THE STYLE COUNCIL: Long Hot Summer
10	(13)	DAVID GRANT: Watching You, Watching Me	7	(New)	ELVIS COSTELLO AND THE ATTRACTIIONS: Let Them All Talk, F. Beat XX 33T (W)
10	(6)	GENESIS: Mama	7	(12)	LOTUS EATERS: The First Picture Of You
10	(9)	HOWARD JONES: New Song	7	(13)	MOODY BLUES: Blue World
10	(12)	LEVEL 42: The Sun Goes Down (Living It Up)	6	(New)	GARY NUMAN: Warriors, Beggars Banquet BEG 95 (W)
10	(12)	MODERN ROMANCE: Walking In The Rain	6	(6)	HERBIE HANCOCK: Rockit
10	(9)	BRYSON/FLACK: Tonight I Celebrate My Love	6	(6)	KRAFTWERK: Tour De France
10	(14)	SPANDAU BALLET: Gold	6	(6)	HERBIE HANCOCK: Rockit

Radio 2

Based on plays Friday-Thursday 5am-7.30pm in the week preceding publication. Excludes Bank Holiday Monday 29th August

8	(9)	ELTON JOHN: I'm Still Standing	5	(New)	SHAKATAK: If You Could See Me Now (Polydor)
7	(5)	AGNETHA FALTSKOG: Wrep Your Arms Around Me	5	(New)	TACO: Puttin' On The Ritz (RCA)
7	(New)	BILLY JOEL: Tell Her About It (CBS)	4	(New)	THE BEATLES: She Loves You (Parlophone)
6	(7)	DAVID ESSEX: Tahiti	4	(New)	CAVERN: It Might As Well Rain Until September (Kay Drum)
6	(New)	CLARENCE "FROGMAN" HENRY: That Old Piano	4	(New)	MARCIA GRIFFITHS: Electric Boogie (Island)
6	(New)	THE KINKS: Come Dancing (Arista)	4	(5)	STEVE HARLEY: Ballerina (Prima Donna)
6	(5)	SPANDAU BALLET: Gold	4	(7)	BARRY MANLOW: You're Lookin' Hot Tonight
5	(6)	BRYSON/FLACK: Tonight I Celebrate My Love	4	(9)	MOODY BLUES: Blue World
5	(6)	BARBARA DICKSON: Tell Me It's Not True	4	(6)	STEWART/GASKIN: Busy Doing Nothing
5	(6)	GEORGE DUKE: Born To Love You	4	(5)	WHAMI: Club Tropicana

Radio 1 and Radio 2 guides compiled by Sham Tracking (01-290 0129). Previous week's plays in brackets, (-) indicates a re-entry.

Bubblers

Recent Breakers now bubbling under the regional Airplay Grid.

- PHILIP BAILEY: I Know
- TONY BANKS: And The Wheels Keep Turning
- THE BEAT: Save It For Later
- CLASSIX NOUVEAUX: Forever & A Day
- DESMOND DEKKER: Hot City
- GEORGE DUKE: Born To Love You
- JOHN FOX: Your Dress
- FRIENDS AGAIN: Sunkissed
- MARCIA GRIFFITHS: Electric Boogie
- HAYWOOD: A Time Like This
- ISLEY BROTHERS: Choosey Lover
- JOE JACKSON: Cosmopolitan
- KENNY LYNCH: Half The Day's Gone
- AND WE HAVEN'T EARNED A PENNY
- THE MAISONNETTES: Say It Again
- MONYAKA: Go Deh Yaka
- TEEROY MORRIS: I Heard It Through...
- THE PARK: The Singer
- EDWIN STARR: Smooth
- ZZ TOP: Gimme All Your Lovin'
- WHITESNAKE: Guilty Of Love

BEFORE MAN MADE MUSIC, THERE WERE ANIMALS...

ARK

THE NEW ALBUM & CASSETTE FROM

THE ANIMALS

ERIC BURDON
Vocals

CHAS CHANDLER
Bass Guitar

ALAN PRICE
Keyboards

JOHN STEEL
Drums

HILTON VALENTINE
Guitars

FEATURES THE SINGLE 'THE NIGHT'

SP 70037 I.R.S. CS 70037

Order From CBS 01-960 0125

ONLY UK APPEARANCE!
THE ROYAL ALBERT HALL OCTOBER 17th & 18th

7" - XX33
12" - XX33T

NEW SINGLE OUT NOW

LET THEM ALL TALK

FROM THE CHART ALBUM PUNCH THE CLOCK

ELVIS COSTELLO

AND THE ATTRACTIONS

12" CONTAINS EXTENDED REMIXED VERSION

BEAT MARKETED &
DISTRIBUTED BY RCA



Order from: RCA Limited, Lyng Lane, West Bromwich, West Midlands B70 7ST. Telephone: 021-525 3000.

7&12-INCH

PLATINUM (One million sales) GOLD (500,000 sales) SILVER (250,000 sales)

MUSIC WEEK

RE indicates a re-entry.

The British Record Industry Charts Social Surveys (Gallup Poll) Ltd 1983 Publication rights licensed exclusively to Music & Video Week, broadcasting rights to the BBC. All rights reserved.

TOP 75 SINGLES

1 8 7 13 4 16 2 15 9 10 18 14 24 19 12 26 23 25 22 21 5 28 20 11 36

Table with columns: This Week, Last Week, Weeks on Chart, Title, Artist, (Producer) Publisher, Label 7" (12") number (Distributor). Includes songs like 'Red Red Wine', 'Wings of a Dove', 'What Am I Gonna Do'.

Table with columns: This Week, Last Week, Weeks on Chart, Title, Artist, (Producer) Publisher, Label 7" (12") number (Distributor). Includes songs like 'I.O.U.', 'Come Back and Stay', 'Crushed by the Wheels of Industry'.

Table with columns: This Week, Last Week, Weeks on Chart, Title, Artist, (Producer) Publisher, Label 7" (12") number (Distributor). Includes songs like 'Who's That Girl?', 'Dr Heckyll and Mr. Jive Man At Work', 'Go Deh Yaka (Go To The Top)'.

THE NEXT 25

Table with columns: This Week, Last Week, Title, Artist, (Producer) Publisher, Label 7" (12") number (Distributor). Includes songs like 'New Song', 'Don't You Get So Mad', 'It's Not Me Talking'.

Table with columns: This Week, Last Week, Title, Artist, (Producer) Publisher, Label 7" (12") number (Distributor). Includes songs like 'Lined Up (Remix)/My Spine', 'This Is the Day', 'Chi Mai'.

Table with columns: This Week, Last Week, Title, Artist, (Producer) Publisher, Label 7" (12") number (Distributor). Includes songs like 'Superman (Gioca Jouer)', 'Hip Hop, Be Bop (Don't Stop)', 'Is It Love'.

TITLES A-Z (WRITERS) - A comprehensive list of songwriters and their associated songs, including names like Kempf, Jones, Osborne, Thurston, etc.

Compiled by Gallup for the BPI, Music & Video Week and the BBC based on a sample of 250 conventional record outlets. Records which would have appeared between positions 76-100 have been excluded if their sales have fallen in two consecutive weeks, and if their sales fell by 20 per cent compared with last week.



• Karma-Chameleon •
 CULTURE CLUB

7" mix

BILLBOARD AUGUST 20

Chartbeat

Culture Club this week becomes the first act in the past 20 years to lift three top 10 singles from its debut album. The band accomplishes this feat as "I'll Tumble 4 Ya" sprints to number 10, on the heels of the number two hits "Do You Really Want To Hurt Me" and "Time." All three cuts are from the group's gold album "Kissing To Be Clever."

NEW SINGLE

AVAILABLE FROM YOUR VIRGIN REP OR EMI DISTRIBUTION



TOP

ALBUMS

MUSIC
WEEK

RETAILING

THE CLOSEST any record retailer is likely to have come to the idea of selling phones is retailing the stereo hi-fi headset variety to music lovers. But record — and video — shops are now being offered the chance to add telephones to their retail range.

If making a logical trading connection between recorded music and telephones is proving a baffling task, record dealers might like to know why the Gazelle Trading Company — British Telecom's largest national wholesale distributor of phones, answering machines and switchboards — thinks there is one.

Jonathan Bower, Gazelle director (and once with Virgin) explains: "Video and record shops, and the people who work in them, tend to be more adaptable and more receptive to new ideas than other kinds of retail trade. Selling telephones is a very new idea (until recently the only way to obtain a phone legally was to rent it from the Post Office, but this has now changed) and we feel that music and video are 'allied industries' to the consumer electronics industry — and so are justifiably associated with telephones."

Gazelle has been advertising nationally, and getting "a fairly good response" from would-be retailers. Although the wholesaler has not yet attempted to reach the record retailers specifically with trade advertising, it has used *Video Week* to reach video shops. Bower reports that interest in that trade has been good, "because they are looking for different things to sell".

Gazelle is looking for retail outlets in every town, offering either concessions (where they rent floor space and run the phone retail business quite separately from the rest of the shop) and straight retail

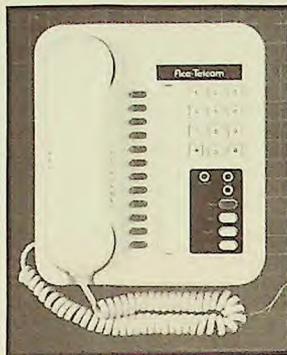
Making those connections

(wholesaling the equipment to the dealer). Gazelle has not set any limit to the number of retail outlets; no optimum level of retail distribution has been considered.

The new BT rules will allow for their own engineers to concentrate on putting in phone lines, and for home owners to buy and install their own telephone sockets. They can then buy the phones — from a wider selection of models than most people would currently be aware of — fitted with plugs to connect to the sockets.

The price of phones is likely to go down soon, to a level where — at about £24 for the cheapest, basic, traditional design handset — Gazelle hopes they will seem a reasonable item for home entertainment outlets to sell, and for their customers to buy over the counter. The profit margin will be reasonably large (eg, on an answering machine retailing for about £200 the trade price would be £113).

Bower's message to the music retailer who is prepared to consider an investment of around £8,000 on an initial stock of phone equipment



is: "I think your trade has got the attitude and character to make this work. We will supply you and help you to get a new side of your business off the ground."

On first inquiry the response from major record retailers to the idea of extending their range of stock to include telephone equipment was decidedly cool (HMV's reply being a firm "No thank you — we've got enough to cope with already").

But one small record indie which is already selling phones is Record Box in Fleet. Terry Parker, co-owner of the shop with his son Stephen, reports that what started as a sideline is doing well.

"We have been involved in this for about a year and have high hopes for the future," he told *MW*. "The British Telecom monopoly is still not completely broken, but we are fully franchised as dealers by Gazelle."

"We went into telephones as a progression from dealing in CB as a sideline to records — CB never really worked because people were only interested while it was illegal."

"We were already well-known as a record shop in Fleet, but as a small record shop we could not make ends meet and had to sell something else as well. Relying on our following trade (we are the only specialist record shop in town and so DJs use us, and people know we offer the service of ordering records for them — though we can't compete with the multiples on the chart product) we have given the window over to phones, and have a wired display cabinet in the shop for people to try

out the equipment.

"We have a full-time rep on the road, selling to private individuals and to local businesses, and have a weekly turnover now up to about £600 — on which we make a full 33½ per cent margin — which has reached equality with turnover on records and tapes. We would like to concentrate on just selling records, but cannot exist that way."

Parker stresses, however, that for a record dealer to move into this new line certain conditions are important. He has 20 years' experience in communications electronics, and still works full-time in that field while Stephen runs the shop. Firstly he feels knowledge of telecommunications and of how BT operates is essential. Customers need a great deal of expert advice, and the dealer should be able to give it to them.

Secondly, he does not think selling phones will be a good line of business unless the retailer is prepared to go out and sell; he does not think they can simply be retailed from behind a counter. A rep, and much expenditure on advertising is essential.

Thirdly, any shop which wants to sell phones as a sideline to recorded music must be prepared to learn a great deal quickly — and he has found his wholesaler very helpful; also to invest a fairly large amount, and to give a reasonable amount of shop space to the new product.

● *Dealers who are interested in further information can contact Justin Orde at Gazelle, tel: (01) 581 8011.*

'Best record shop in world' back in business

AFTER A period of closure, the Rough Trade shop and Mail order business re-opened last Saturday (September 3) in new premises at 130 Talbot Road, London W11 1JA (telephone: 01-229 8541). It is located just off the Portobello Road, a few blocks from the old shop premises.

A spokesman modestly commented: "The shop will continue to supply perhaps the largest

selection of domestic and imported independent records, videos, cassettes and fanzines available in London, plus a pertinent choice of jazz, African reggae and soul records.

"Add to this a smattering of vintage R&B, C&W and even an eclectic supply of current chart material and you have what is arguably the best record shop in the world back in business."

LP REVIEWS

Country

TOM T HALL
World Class Country. Range 7001. Distribution: IDS. A mixed bag from another established act, released to tie in with his current UK visit. Includes the single, *Who Do You Pray For*. A strong first release from Valentine Music's new label.

THE CHARLIE DANIELS BAND
A Decade Of Hits. Epic EPC 25587. Previously-released country hits from one of the liveliest and more visual country acts, plus a couple of previously-unreleased tracks should make this LP appeal both to the established fan and to those sampling the music for the first time.

MERLE HAGGARD & LEONA WILLIAMS
Heart To Heart. Mercury MERL 29. Duets have become something of a fad in Nashville over the last couple of years. Haggard and his wife, Leona, with seasoned producer Ray Baker have come up with a strong album of love songs. It's good enough to crossover in the US, but will need considerable airplay to break over here.

Dansan Records

Through Distributors for
CATALOGUE Contact:

DAVID MARCUS —
TOMMY SANDERSON

14 Soho Street
London. W1V 6HB.
01-437 2245 & 8716



TOP 20

KID CREOLE And The Coconuts (above)
Doppelganger. Island ILPS 9743.

VARIOUS ARTISTS
The Hit Squad — Chart Tracking. Ronco RON 1.
The Hit Squad — Nightclubbing. Ronco RON 2.

Indies

CHAMELEONS
Script Of The Bridge. Statik Records. STATLP LP17. Debut album from a Manchester band who have been doing several radio sessions for John Peel and David Jensen. A promising musical outfit.

RENEE & RENATO
Just One ... Hollywood. Distribution: Pinnacle. HLP 001. Includes the million-selling *Save Your Love* and, among the other items, a couple of tracks that might just take off as singles — as ever depending on airplay — which in turn should boost sales of the LP.

JULIE LONDON
Calendar Girl. Edsel XED109. Distribution: Demon and Rough Trade. Good re-packaging job by Edsel of an album originally released in 1956, and which in recent years has become a collector's item. The LP has been licensed from Liberty, and is available in its original gatefold sleeve. Follows an earlier Edsel re-issue, *Her Name Is Julie*, and should enjoy reasonable sales.

PETE BROWN/IAN LYNN.
Party In The Rain. Discs International. INTLP — 1. Duo with long musical pedigrees, (from Cream to Barbara Dickson) sound quaintly anomalous in 1983, their jazz-tinged rock recalling Steely Dan and Gerry Rafferty.

General

VARIOUS
Pacific 1860. That's Entertainment TER 1040.
Cinderella. That's Entertainment TER 1045.
Maggie May. TER 1046.
Lock Up Your Daughters. TER 1049.

Four more releases from That's Entertainment Records that comprise original cast recordings licensed from Decca, and which have been unavailable for several years.

Noel Coward's *Pacific 1860* stars Mary Martin (JR's real-life mum) and has orchestral arrangements by Mantovani. *Cinderella*, with Tommy Steele and Yana amongst the vocal line-up, has a score by Rodgers and Hammerstein with probably the best-known number being *No Other Love* — while *Maggie May* (with Rachel Roberts) and *Lock Up Your Daughters* were two of the musicals that helped make Lionel Bart's name during the late Fifties and early Sixties.

Essential re-releases for all lovers of musicals.

*** (each album)

Jimi Hendrix. In The Beginning. Everest Records CBR 1031.
Various. Remember When. Everest CBR 1032.
Vince Hill. I'm The Singer. Everest CBR 1033.
Frank Chacksfield Orchestra. Nice 'n' Easy. Everest CBR 1034.

A mixed-bag of releases from budget label Everest. The Hendrix compilation is for die-hard fans only, featuring his versions of other bands' hits including *Hang On Sloopy* and *Daytripper*; equally, *Remember When* is a quite appalling collection of re-recordings of Sixties

hits by such as The New Tornadoes, Heinz and Love Affair.

Much better value for money are the Vince Hill and Chacksfield collections — good MOR music which will surely find a market.

* (Hendrix and Remember When)
*** (Hill and Chacksfield)

VARIOUS
Countess Maritza. That's Entertainment TER 1051.
The Count Of Luxembourg. That's Entertainment TER 1050.

Recordings of two productions by the New Sadlers Wells Opera, which are the first of a planned series of recordings of operettas in English, from the enterprising OCR/sound-track record label. Produced by Norman Newell, and digitally recorded.

** (both albums)

DAVID BOWIE
A Second Face. Decca TAB 71. A timely compilation, in view of the current success of Bowie's RCA back-catalogue — 12 tracks here were recorded in 1966/67 for Deram, and the LP complements the earlier release from Decca, *Another Face*. An essential album for any Bowie fans who are looking for his earliest recordings.

LULU
Shout! Decca Rock Echoes TAB 70. Compilation of mid-Sixties tracks including *Leave A Little Love*, *Call Me* and *So In Love*, many of which now sound very dated, although the title track has stood the test of time.

DAVE BERRY
The Crying Game — The Best Of Dave Berry. Decca Rock Echoes TAB 69. Berry was one of the more charismatic pop singers of the mid-Sixties, whose recordings were often blues influenced. This welcome compilation includes *Little Things*, *Memphis Tennessee* and *Baby It's You*.

Ronco CRASH THE PRICE BARRIER

WITH

THE HIT SQUAD FOR ONLY £4.99

ALBUM OR CASSETTE

**TWO SENSATIONAL NEW HIT PACKAGES
EACH WITH A MASSIVE NATIONAL TV CAMPAIGN!**



CHART-TRACKING

16 CURRENT CHART HITS

INCLUDING

MADNESS • WHAM!

KC & THE SUNSHINE BAND

PAUL YOUNG • CULTURE CLUB

HEAVEN 17 • DEPECHE MODE

MODERN ROMANCE

AND MANY MORE!

RON LP1



NIGHTCLUBBING

**60 MINUTES OF NON-STOP
DISCO HITS OF 1983**

INCLUDING

FREEEZ • KC & THE SUNSHINE BAND

MALCOLM McLAREN • CLUB HOUSE

GALAXY • THE O'JAYS

KID CREOLE & THE COCONUTS

AND MANY MORE!

RON LP2

**GIVE YOUR CUSTOMERS THE CHANCE TO BUY
THE HITS FOR UNDER £5.!!!**

ORDER NOW — CALL RONCO'S SALES SQUAD ON 01-274 7761 OR CALL YOUR WHOLESALE

MEN AT WORK

SPECIAL 12" FEATURING 'DOWN UNDER'
& 'BE GOOD JOHNNY' LIVE!



TOP

SINGLES



MERCHANDISING

Anabas Products

ANABAS HAS been successfully publishing and distributing posters and photographs to the record retail trade for several years now.

"Our 11-strong salesforce and sophisticated marketing policy in the shape of consumer advertising, constant new releases, deletion of older product and a generous exchange policy has contributed to the fact that business has never been better," says publishing manager Tony Mathias.

"We have recently expanded our operation with the acquisition of the UK activities of Pace Posters. The acquisition included display browsers, stock and goodwill. Customers previously with Pace Minerva are now benefiting from a greater selection of product, more up-to-date posters, a more generous exchange policy and reduced trade prices, coupled with a weekly new release schedule, and a generally much improved service."



FROM THE Anabas Photos catalogue.

As part of its continued expansion, Anabas recently opened an office in Europe. Anabas Products Europe, managed by European sales and marketing manager Cees de Man, is based at Anabas Products Europe, Raadhuisplein 11, 6411 HK Heerlen, Holland. Telephone (045) 713493. "The opening of this office will improve our European activities on both distribution and publishing," adds Mathias.

Enquiries from bands, band managements, photographers and artists (especially pop artists) for possible future publication should be made to Mathias on Romford 21318. Sales enquiries and orders for Western Europe/EEC countries should now be directed to Cees de Man.

"We will shortly be releasing details of several promotions for the Christmas period that will ensure that this will be the best poster-selling period ever," concludes Mathias.

Anabas Products Ltd, Bridge Close, Romford, Essex RM7 0AU. Tel: (0708) 21318/22828. Telex: 995701 ANABAS 137.

Merchandising has been enjoying something of a boom, both in the retail trade (where records shops which go into this line agree it is a profit earner) and on the music business promotional side.

The companies featured in this A-Z advertising feature serve both areas, and agree that there is a huge retail market as well as growing demand from record companies and bands. The days of making a fast buck with poorly printed paper, third rate clothing and badly made accessories are over. The customer — ultimately the young, fashion-conscious music lover — wants quality, and will pay for it.

Arabesque

ARABESQUE SPECIALISES in records you can tell the time by — or, alternatively, clocks you can play on your hi-fi. The company's picture disc clocks are a novelty, music-related line which is exclusive to Arabesque, since it is their own registered design.

As well as being straightforward wholesalers and exporters of records and tapes and videos to the retail trade, Arabesque currently offers over 200 different pic disc clocks. MD Terry Winsor has had ample proof of their popularity as gifts (a marketing drive a couple of Christmases ago brought a huge

response from retailers) and believes that record shops will find that the same people who buy picture discs will buy the clocks, they are fans and collectors who buy such discs not to play but to display — and the clocks make splendid displays.

Almost all the clocks in the range come from the Arabesque stock of picture discs (they specialise in wholesaling these so carry plenty of stock which can be quickly turned into quartz clocks to fulfil orders in that line) and the clock part can be removed to allow the disc to be played. However there are two interesting exceptions. The Bowie and Queen clocks are on discs for which the pictures of the artists have been specially painted for Arabesque. This is because pic discs are not available. The Queen record is a Tribute to Queen and the grooves contain cover versions of the hits.

Best sellers are inevitably Presley, Shakin' Stevens, and The Beatles; but there are plenty of new artists to choose from such as the Eurythmics, Culture Club etc.

● The sister company to Arabesque is Tabak Marketing, which does not serve the retail trade but originates the merchandising for a wide range of projects.

The opportunities for unusual promo ideas on offer here seem endless. Among the projects already completed are customised blank cassettes (audio cassettes printed and packaged to look like JPS cigarettes for John Player), cosmetics and toiletries, new long-lasting dry skin transfers (they did some for the Stray Cats a while back), and — in an interesting example of musicbiz ideas crossing over to other industries — they have made specially shaped picture discs of promo jingles etc. for products such as baked beans.

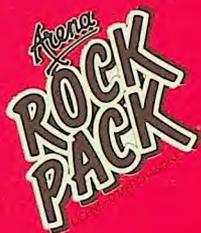
Tabak will be at the British Premium Show at Wembley on September 27 (Stand K15).

Arena International

ARENA HAS opened its own office in New York, which is developing retail and touring operations across the Atlantic — a fact which, as MD David Fellerman points out, amply justifies the "International" part of the company title. "We are indeed the first transatlantic and truly international merchandising operation," he says.

The Arena "roster" of artists has been impressive for some time — including Neil Young, Bob Dylan, The Rolling Stones, Adam

TO PAGE TWO



Representing some of the world's top Artists



ARENA during the last 3 years have proven themselves as Europe's major concert merchandising operation having handled THE ROLLING STONES European Tour of 1982 and more recently SUPERTRAMP's sell-out European Tour playing 30 stadiums.

ARENA's vending control, display abilities and accounting methods are second to none. Now ARENA enters the retail market with its licensed range of ROCKPACK T-shirts — without doubt success is imminent!

All enquiries to DAVID FELLERMAN on 01-258 3626

Sales Administration:
ARENA INTERNATIONAL MERCHANDISING SERVICES LTD.
42 Molyneux Street, London W1
Phone 01-258 3626 Telex 8954907 DAVECO

New York Offices:
MAIN EVENT MERCHANDISING CO. INC.
611 Broadway, New York NY 10012
Phone 212 505-7100 Telex 126915 MEMCO NYK

Warehouse:
ARENA HOUSE
66/68 Pentonville Road, London N1

MERCHANDISE PROMOTION & DESIGN • CONCERT SALES • WHOLESALE DISTRIBUTION • PUBLISHING • LICENSING • FAN CLUBS • MAIL ORDER

EUROPE'S No. 1 MERCHANDISING COMPANY

MERCHANDISING

FROM PAGE ONE

Ant, Bruce Springsteen, Ozzy Osbourne, Supertramp, Shirley MacLaine and Kid Creole — but recently the company has been rapidly expanding its licence range of T-shirts. These are sold through major department stores and record chains such as HMV and Virgin. This month they go into Woolworth record bars.

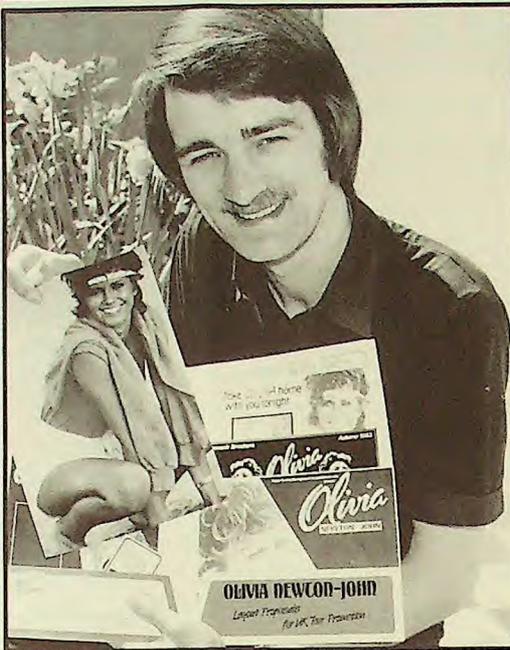
As well as distributing artist-related merchandising, Arena has a range of generic designs — copyrighted and marketed by themselves — covering HM, punk, dance music, electro pop etc. There is also a range of such giants of the entertainment world as Monroe and Bogart.

Last year the merchandising for the Stones European tour grossed more than any other, ever; this was handled by Arena and their US licensors.

The breadth of the talent represented by Arena (from Paul Young, Tears For Fears and Dire Straits to the Moody Blues, Liberace and Jethro Tull) is emphasised by Fellerman. "We do not simply specialise in hustling for today's new stars and groups, but also involve ourselves deeply both here and in the US with traditional acts, on the souvenir book publishing side and, where required, more involved merchandising.

"Our aim is to develop a many-faceted and ultra-professional merchandising operation that efficiently and professionally provides our clients with a second-to-none service in both quality and performance."

Fellerman's own background is mainly in marketing, graphics and promotions. He has a team of 10, operating Arena from the West End of London office and the North London warehouse. Turnover is now about £2m, and is expected to quadruple by 1985.



Artsleeves

ARTSLEEVES IS a busy one-man design and artwork service which has been working for, and in, the music business for over three years.

The man in question is Nigel Goodall (above right), who works from his home in Sussex Square, Brighton — but keeps in close touch with the musicbiz in London and around the rest of the UK. His career in design — and his early contacts with artists, management and labels — came from working on magazines for fan clubs.

when the Elvis Presley fan club commissioned him to design their memorial advertisement for the national papers. He was soon drawn more closely into artist/record company work, and started working on a regular basis for Flyright Records, designing some 20 or 30 LP sleeves for this label every year. Some, like the Chicago blues series for example, need a collection of sleeves with uniform character, while others need uniqueness to emphasise the individuality of a certain release. As he

points out, "there was great variety", and the commissions were a valuable experience.

He continues to do Flyright sleeves occasionally but has broadened his activities to include considerable involvement with the Kruger organisation — as freelance art director working on Energy record sleeves, tour programmes, security passes and posters, and the usual range of artist promotional merchandising.

He will take on all design requirements for a tour —

national and music press advertisements as well as all the above items — as a complete package. Tours he has worked on have been Glen Campbell, Frankie Laine, David Soul, Gloria Gaynor and Don Williams. Possibilities for the near future are Brenda Lee and Campbell again next year.

Goodall is pictured here with the speculative design proposal he has put together around a possible UK tour by Olivia Newton John — everything from tickets and programmes to full-colour magazine ads.

Belt-Up

BELT-UP SEES a "very buoyant market" when it surveys the merchandising scene. In the last year there have been various changes and developments which director Stuart Alexander believes have been to the good.

"Some of the smaller, unstable operations have gone bust — leaving those companies which are doing the job properly to get on with it.

"Also, the kids who buy the goods are being very selective so quality is improving. They don't particularly want to buy cheap rubbish. They are looking for, and paying for, better class merchandise."

Belt-Up's main business is tour merchandise, supplying the merchandisers who make up the tour packages for the bands; this company has no direct trade with retailers.

Although the company started by making promo belt buckles it became predominantly concerned in making badges and buttons over the past few years. Among the many it has been commissioned to make for merchandisers are orders for lapel badges for two Spotlight publications — *Kerrang* and *MW*.

Even though there has been an increasing preference for good quality, pricier merchandise the badge is still — as Alexander has often pointed out — the cheapest way for any fan to demonstrate loyalty to an artist, a group or an idea. Another form of identification — or fashion connected very clearly with a musical style — is the leather work so much favoured by HM fans. Belt-Up is doing a roaring trade in armbands etc — studded for the general HM market and/or embossed with specific group names.

The overseas market for quality UK pop merchandise continues to expand, Alexander reports. Belt-Up is exporting in big quantities all over the world, with particularly big demand from the US and Japan.

He has described himself, quite correctly, as "the man in the background who everybody knows" and business-as-usual at the HQ (once a church) at the moment means business booming.

Body Media

BODY MEDIA Ltd, which set up as a merchandising company in January 1980, offers the entire range of items normally in demand — leisurewear, bags, accessories, umbrellas, T-shirts, hats, badges, stickers, book matches etc.

Body Media is, first and foremost, a screen printer; it follows however that if they can print it, they can supply it — so they can offer entire promo packages across the whole range of goods. And if the list already given here is not enough, they can — and have

NUMBER 1. EVERY WEEK

Anabas is Britain's biggest, brightest distributor of Rock and Pop posters, offering the greatest selection, the best pictures, the most generous exchange plan and the highest profits.

But we don't stop there. To help you make the most of our posters, we provide FREE in-store displays and point of sale material. Moreover, Anabas actively markets its range with advertising campaigns, specifically designed to help you sell more.

Anabas is keen to expand its rapidly growing roster of licenced product. To this end we are in constant negotiation with management companies, ensuring that more of the pictures for our posters are approved and endorsed by the featured artists themselves — Contact Tony at Anabas with your artists.

As part of a long term expansion programme Anabas has set up a new office in Holland opening the door to Europe.

When it comes to selling posters Anabas means business. Don't take our word for it, write or phone for the new colour brochure — you'll hardly believe your eyes.

Anabas Products Ltd., Bridge Close, Romford, Essex RM7 0AU, England. Telephone: (0708) 21318/22828 Telex 995701 Anabas 137

Anabas Products Europe, Raadhuisplein 11, 6411 HK Heerlen, Holland or Post Box 254, 6400 AG Heerlen, Holland. Telephone: 045-713493

ANABAS®

POSTERS

Please send me a Free catalogue

Name _____

Store _____

Position _____

Address _____



and an old schoolfriend, Ashley Bermange, started in advertising. He got to know about what customers wanted from a merchandiser because he was a customer. He decided to do it himself because he believed that was the way he "could be sure of getting it right for the client."

The company is constantly experimenting with new inks and new processes, but apart from printing can handle orders for embroidery, provided the customer remembers that setting up the Jacquard loom for an embroidered design is a costly and time-consuming business, so the bigger the run the better.

Concert Publishing

CONCERT PUBLISHING boldly bills itself in its brochure as "the world's leading merchandising co", and follows the claim with some evidence — like a list of artists they have worked with which includes Slade, 10cc, Rainbow, George Benson, Whitesnake, Saxon, Lynx, Rush, Dr Hook, Bucks Fizz, Elkie Brooks . . . and the whole Monsters of Rock festival at Castle Donnington (the 1983 fest being so recent that ears are probably still ringing, including those of the Concert Publishing crew who took the company's mobile to the site to sell the Donnington range of merchandising).

Concert Publishing is based in London, and from there co-ordinates worldwide trade in merchandising — covering Europe, the US, Australia and Japan. At the moment they are concurrently handling the merchandising for US tours by Robert Plant, Elvis Costello, The Animals and Eddy Grant.

Apart from the on-the-road service, they also run a mail order service, using a mailing list and advertising in the music press. The latest venture is their own retail shop (at 160 Liverpool Road, London N1, from where the mail order operation is also run). Sales also go through other retail outlets, in the US and the UK, with which Concert Publishing has sub-licensing contracts.

The company will arrange for merchandising across the usual range of items — from garments and fashion accessories to badges, key rings, patches etc. It does not manufacture but maintains "speedy arrangements with our suppliers".

The latest venture by this well-established company takes it into a new area — that of book publishing. First available is the Japan Sons of Pioneers book, with pictures by Fin Costello. An interesting second release is already planned but not yet to be announced.

Retailers interested in stocking Concert Publishing merchandise should in the first instance call the company directly to make enquiries. They may then be supplied directly or may be referred to a wholesaler, depending on what they want.



AN EXAMPLE of the merchandise inserts Concert Publishing puts into concert programmes and album sleeves — this being the booklet HM fans received in their Castle Donnington programmes.

Concessions

CONCESSIONS LIMITED was launched in 1979 by its two directors, Paul Pike and Mick Wormwood, whose combined experience in the music field stretches back over 10 years. Both were instrumental in the development of the Harvey Goldsmith organisation's Brockum International, with which they were both associated until 1979.

That was the year when Concessions Ltd was formed by Pike and Wormwood, with two objectives: to continue merchandise production and sales, and to establish the principle of concession selling.

Concessions is now the official selling representative for Wembley Stadium and Arena where "we provide the selling force for all rock and pop shows".

"Broadly," says a spokesman, "we receive merchandise on behalf of an act when a concert is taking place. This merchandise is produced by an appointed representative of the act. Sometimes we may also be responsible for producing the merchandise as well — producing T-shirts, programmes, badges etc approved by the band.

"Our job as concessionaires is to sell the product in a professional manner and account to the acts' representatives each night of a concert series."

In addition to Wembley, Concessions Ltd has recently been appointed concessionaire to the Royal Exhibition Hall in Ingliston, Edinburgh, and has expanded into Europe, with 12 prominent West German venues already under contract. They have

TO PAGE FOUR

— produced customised seaside rock too.

On the printing side Body Media offers reproduction in full colour. For T-shirts they will manufacture to order, or buy in standard types of shirt which will then be dyed to a certain colour if desired, or can have a special customer's label affixed inside as well as being printed with the promo design.

Bags are manufactured by Body Media, and umbrellas are produced by custom printing the fabric and then sending it to be put on the frames by an umbrella manufacturer.

Being either the manufacturer — or buyer-in direct from the manufacturer — of the goods they customise, Body Media promises a saving on time and money for the customer.

For the last Diamond Head tour they accomplished the

fairly tough task of reproducing the LP sleeve design on black shirts. The band was prepared to compromise on the detail of the design, being aware of the printing difficulties, but the company is proud to be able to say they reproduced all the subtleties of the picture. They are doing the same for Castle Donnington.

Another recent job was promo beach bags for the Fixx Reach the Beach album's retail promotion. Promoter Derek Block maintains the pleasant practice of giving special edition bags, custom-printed, to all the artists he works with — another job for Body Media. The company will handle small quantities of merchandise for new bands as well as big runs for major acts and big companies.

David Blatt, who is a co-director with his wife Helene

WE WOULD LIKE TO THANK MR GILL OF WALHAM GREEN...

and all our clients, artists and managements in the record industry for letting us supply lots of merchandising and promotional goods over our first two years.

Thank You



UNIT 2A, FARM LANE TRADING CENTRE, 101 FARM LANE, LONDON SW6 1QJ
TELEPHONE 01-381 4414

MERCHANDISING

FROM PAGE THREE



represented a wide variety of acts and events, ranging from the Papal visit to the Rolling Stones and the 1983 David Bowie World Tour.

The company represents various acts on a general basis, including Haircut 100, Barry Manilow, Diana Ross, Japan and Ultravox, while also "bidding" for additional rock acts on a tour-to-tour basis.

To help provide an all-round service, Concessions has its own in-house art director, Richard Gray, who is responsible for ensuring a professional product is designed and that quality control is maintained.

On the mail order/fan club front, Concessions designs leaflets to sell official merchandise through albums, fan clubs, conventions etc. — "Our job in this sector is to design and distribute the sales leaflet, receive orders, handle, pack and distribute to the fans."



Concessions has recently extended its activities into the field of tour support — otherwise known as sponsorship: "Commercial organisations, recognising the impact of music on youth, have become increasingly interested in utilising music to advertise their products.

"It is our aim to link music with such advertisers in a tasteful manner which can only enhance the growth of music and often be the only way music can be brought live to its audience."

Event Merchandising

EVENT LOOKS upon all the traditional merchandising items (the list headed, of course, by the eternally popular T-shirts and badges) it also has a range extending into the wider fashion field.

"We have our own manufacturing unit where we can put together new ideas in this field," Goldsmith says, "such as taking a basic sweatshirt design and turning it into a customised high fashion garment, by using new colours, cut-off sleeves, cut-out designs etc."

Music-related merchandising is a strong point, and artists whom Event has worked with over the past few years have included Led Zeppelin, Barry Manilow, Joan Armatrading, Duran Duran, Kraftwerk, The Shadows, Cliff Richard, Simple Minds . . . and a long list of others as unlike each other — and as different in their requirements — as the aforementioned.

Event also supplies merchandising for the film and theatre world. It has worked on releases such as The Pink Panther, The Hunger, Privates On Parade (for which it provided a variety of badges, shirts, jackets, etc. which were military in style and carried the SADUSEA insignia) and

Flashdance.

Stage shows Event has merchandised for include The Best Little Whorehouse In Texas (plenty of interesting possibilities *there*) and Jukebox; also shows by Billy Connolly, Dame Edna Everage and Rowan Atkinson.

Specialising in the service end of merchandising — with no retail involvement — Event takes particular care of display. For shows it has specially-designed and built display units, with their own lighting, to show the product at its best advantage.

On-the-road tour director is Mike Smith, and Maggie Brotherston is in charge of all buying, stock control and quality control.

Putting himself firmly on the spot in his summing up, Goldsmith says: "We pride ourselves on being able to do anything for anybody in absolutely no time at all.

"If you want elephants printed with your design and delivered to Hong Kong in 24 hours, we'll do it."



"In one respect, I suppose we are really a service company for the record industry," says Stephanie Abbott. "Our clients will either call us and tell us the type of thing they want for their promotion, or give us a budget to work on and see what we come up with.

"Besides the normal T-shirts, sweatshirts, jackets, badges etc, we have been asked to come up with some pretty strange things. We are dab hands at putting together sticks of rock with a band's name running through the middle, printed inflatable beachballs, frisbees, beach towels and beach mats — even printed seashells, though we usually have to scrape off the barnacles first!"

Providing unusual props for promotions and window displays is one of Fusion's specialities — "If you need Dr Who's police box, we can arrange that. In fact we enjoy searching out any props that anyone could need. We've supplied some pretty strange things for window displays, including mannequins complete with machine guns, chests of jewels and stuffed pink flamingoes."

Fusion has been asked to supply rubber bats on elastic, printed luminous yoyos, crazy colour hair dye for Toyah fans and printed-up hot water bottles for a record called Hot Nights In A Cold Town (which, apparently, went down big in Japan).

"We've been asked for Russian tanks, edible record covers, 3D posters, 30ft toothpaste tubes, 12ft milk bottles and some absolutely unmentionable things," says Abbott. "We've usually found a way of producing them all, but often the expense or a legal aspect has prevented us from going ahead. We even spent hours talking to the army about a 21-gun salute in Hyde Park — but only the Queen is allowed to have that."

Outside the music industry, Fusions is currently in the middle of arranging the manufacture of pottery for Express Dairies and also supplies BMW, BBC Television and several film companies with promotional goods. Fusions also supplied the BPI "home taping is killing music" goods last year.

The other side of the company is involved with supplying the merchandising for bands on tour. "We will either carry out the whole operation ourselves or, sometimes, supply the band management with everything they need.

"We can offer a merchandising service not only in the UK and Europe, but throughout the world. This year we have enjoyed working with Echo and The Bunnymen, A Flock Of Seagulls, The Thompson Twins, Culture Club, Chris de Burgh, Bucks Fizz, Cliff Richard, The Shadows, The Undertones, Blancmange and many more."

Fusion Merchandising

FORMED EXACTLY two years ago by Dave Symondson and Stephanie Abbott, Fusion Merchandising has rapidly established itself as a merchandising company with a number of strings to its bow.



Q:
WHAT HAVE E.T., JAMES BOND AND STREETDANCING IN COMMON?

A:
SCANLITE, THE NEW VOICE IN TOWN

**E.T. SPEAKS (E.T. 1)
MESSAGE FROM BOND (BOND 1)
DANCETEACH (SCAN 1)
DON'T PHONE HOME, PHONE
051-630-6680 NOW
(ALL SINGLES SUPPLIED
WITH
FREE COLOUR WALL POSTERS)**



A-Z '83-'84

Mason's Music

HASTINGS-BASED Mason's Music is a wholesaling pop merchandise company, supplying record retailers throughout the UK and abroad. "We've been established now for five years," says proprietor Alan Esdail. "We purchase our products from all bona fide manufacturers, selecting our range carefully by only stocking the best available.

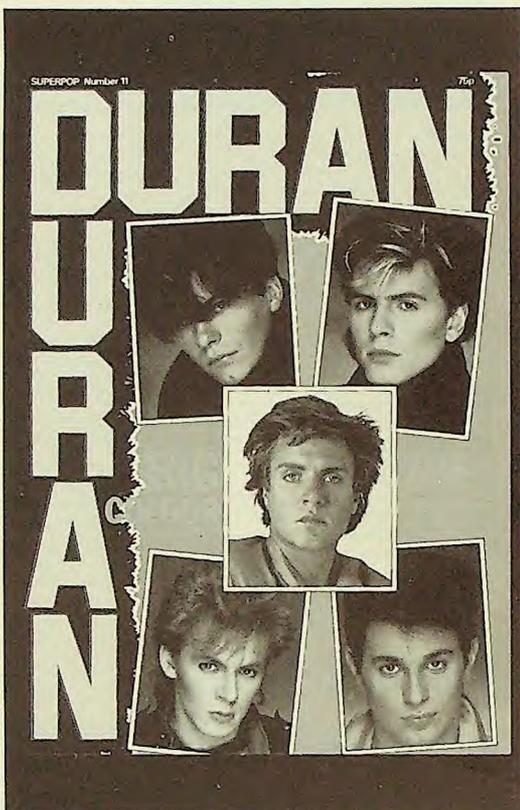
"If the customer is looking for something cheap and nasty, we suggest they try elsewhere, as we do not claim to be the cheapest, but endeavour to offer only quality merchandise at a reasonable price, giving the retailer a good

mark-up.

"We offer the retailer a regular monthly catalogue of new releases and a weekly telephone sales phone-out if required. Goods are despatched by GPO or Securicor's 24-hour service."

Mason's Music's current best-sellers are Duran Duran poster mags (Mason's is the exclusive distributor to record shops of the SB Publishing range) and piano ties.

Other lines handled by Mason's include button badges, prismatic badges, glitter guitar badges, lapel badges, patches, photo keyrings, concert scarves, ties and leather-studded goods.



MASON'S MUSIC'S best-selling Duran Duran poster magazine.

Mobile Merchandising

MOBILE MERCHANDISING is proud of the high quality T-shirts it produces — but it is even prouder of the fact that it was the first merchandising company to obtain licences from artists, and to pay them royalties for the use of their names and logos.

Bill Owen of Mobile recalls that only a few years ago artists and management appeared to have no control over the use of an image on merchandising. "There were, and to some extent still are, large numbers of bootleggers," Owen says. "We are trying to help artists to clamp down on them.

"Because our forté is the printing, packaging and licensing side of merchandising we are building up close contacts with bands. After initial wariness about us they are now making the approach. So we take care of that side and find it better to appoint distributors who know their own market, both here and in Europe (we now have distribution in Scandinavia, Germany, France, Belgium and Holland) we use record distributors to sell to record shops."

In the UK, Mobile shirts are distributed by Wynd-Up, but also by Outerlimits (which has the accounts for both HMV and Virgin chains).

Mobile Merchandising's retail arm, through these distributors, offers over 130 T-shirt designs aimed squarely at the current record market — HM, pure pop, futurist, R&R. From Abba to the Dead Kennedys, Status Quo to Human League, Paul McCartney to Becky Bondage, Siouxsie to Bob Marley, Teardrop Explodes to Toyah. Rightly included in this pop genre are such TV heroes as Thunderbirds and Joe 90.

Most of the T-shirts carry current or recent LP sleeve designs, printed in b/w or in full colour to a high standard of detail. Mobile does, however, sometimes design shirts just to promote the artist — rather than any particular album.

The legal battles which Mobile fought to protect the licences it

TO PAGE SIX

Mobile

THE MOBILE MERCHANDISING CO.

No.1 WHARF, SHAD THAMES, LONDON SE1 2NH
TELEPHONE: 01-407 5116 TELEX: 883217 MOBILE G

Specialist supplier of custom printed T shirts and promotional leisurewear direct to the Music Industry

CONTACT: TEL: 01-407 5116

TELEX: 883217 MOBILE G

Mobile

Manufacturers of the famous range of YO-YO® T shirts and sweatshirts, the world's largest range of officially licensed pop/rock shirts.

This unique year round high profit accessory is specially designed for the record retailer and is available throughout Europe. Distribution details on request.

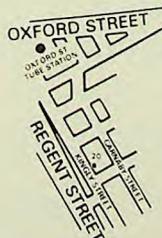


LEADING U.K. DISTRIBUTORS

20 KINGLY STREET, LONDON W1
TEL: 01-439 2306 & 734 4101 TELEX: 8751182

Choose from around 300 constantly updated designs printed on the finest quality shirts.

Visit our convenient West End show-room or complete coupon for full details.



NAME

ADDRESS

.....

TEL No.

MERCHANDISING

ARTSLEEVES

Design & Artwork Services for the Music Industry

From rough visuals to finished artwork, we can meet the creative needs for your record and tour projects.

Album Sleeves, Single Bags, Ad Layouts, Tour Promotional Material and Souvenir Brochures.

If you want quality, service and reliability just call Nigel Goodall on Brighton (0273) 671635. 17 Sussex Square, Brighton, Sussex BN2 5AA.

EVENT MERCHANDISING PEOPLE

FOR INNOVATION & ORIGINALITY IN THE PRODUCTION OF TOUR MERCHANDISE AND PROMOTIONAL ITEMS FOR THE MUSIC BUSINESS, FILM INDUSTRY & THEATRE.

THE DESIGN & MANUFACTURE OF TOUR MERCHANDISE

PUBLISHING TOUR PROGRAMMES/SOUVENIR BROCHURES

SALES AT CONCERT VENUES WORLDWIDE

SETTING UP AND RUNNING OF FAN CLUBS

MAIL ORDER SALES

ARRANGING LICENCING DEALS AND SPONSORSHIP



CALL MARTIN GOLDSMITH OR MIKE SMITH FOR FURTHER INFO
Event Merchandising Limited
 199 Queens Crescent, LONDON NW5 4DS
 Tel: (01) 485 3333/4 or (01) 267 3171

WE'VE GOT PROMOTION OFF TO AN ART-P.K. ARTS

We offer a complete promotional package from design to finished product. A range of products which include T Shirts, Badges, Embroidery, Bags, Sweatshirts, Stickers and much more!

PK ARTS
 26 Stokes Croft Bristol BS1 3QD
 0272-41788 01-267-5131
PKA The Art of Promotion



JUST THREE of the 130-odd pop T-shirt designs available from Mobile Merchandising, through Wynd-Up and Outerlimits, for retail sale.

had obtained, and was prepared to pay for, were backed up by heavy advertising of the licensed product. The effort proved worthwhile.

"It has been a success," Owen says, "and has legitimised the market. It got good royalties for the artists, and there is now less competition for the legitimate companies like us — because those who can't do the job properly are mostly not bothering to do it at all."

The other side of Mobile's operation is promotional, supplying merchandisers with complete promo packages to order; taking care of the designing and printing for hats, tracksuits, jackets, towels, etc, as well as the familiar emblazoned T-shirts.

Recent Mobile packages on the pop side include a Charisma promo for Malcolm McLaren, the Kids From Fame UK tour merchandising, and the kitting out of several visiting bands for TOTP appearances.

Outer Limits

OUTERLIMITS IS a distributor which deals with companies which deal in licensed product.

The complete range they can offer is wide, including designs by Acme Clothing (music-related subjects and pure fashion), and by Second Vision (fashion designs only, eg, the currently popular Japanese script, a variety of punk designs, leopard skin and pictures of cult figures such as Humphrey Bogart).

On the music side Outerlimits distributes for Mobile Merchandising, and John McIsaac says of them: "I have been in this business for four years and have seen a lot of changes — Mobile has set high standards for quality and for licensing. There is no skimping on design or on use of colour. This improvement in the quality of pop T-shirts has had a very good response from the retailers and from the public.

"We distribute to HMV and Virgin, and both have done well with T-shirts because they have got behind this line of merchandise and sold it properly. They recognise it as a year-in, year-out accessory."

Good display and a good range in stock are obviously important when retailing such quality fashion/pop product; people who are prepared to pay between £4 and £10 for a garment expect it to be well packaged and to have a reasonable choice of design.

A big shop could, for example, start with as many as

90 or 100 designs, and give a fair amount of floor space to the display, but small shops should use the expertise of the distributor to select a much smaller but potentially strong selling range — Mobile's Top 20, for example.

Outerlimits works very much like a record distributor; record shops can run their T-shirt sales in the familiar way that they run the record and tape side — using the 24-hour turnaround of orders to avoid having to hold big stocks in the shop.

Outerlimits specialises in T-shirts. McIsaac states: "We figure it is best to stock one thing that we know about, and do the job well."

"We find that shops are willing to put bigger merchandising items, like T-shirts, on display live; there is less chance of their being stolen, while badges and other small items disappear regularly."

He stresses the good profit margin on T-shirts; Outerlimits wholesales them for about £2.30, and they sell out at £3.99-£4.25.

His advice to new stockists, or would-be stockists, is: "Call us and talk about it. Be guided by us. We don't go too strongly on the idea of minimum orders, and we are not in the business of lumbering shops with product they can't sell. We will advise on regional preferences, on topicality and on perennial sellers."

Pelmark



PELMARK CAN boast a round-the-clock embroidery service, having recently purchased an eight-head machine which can cope with everything from sweatshirts pullovers, jackets and T-shirts to towels and rainsuits. Surprisingly, director Stuart Findlay points out, the cost of embroidery at Pelmark can sometimes be lower than for printing.

His company offers promotional wear, and entire ranges of matched merchandising — colour and logo matched — for companies. A couple of years ago it helped to found the European Promotional Textiles Association, which encouraged exchange of new products and fabrics.

A new Pelmark illustrated brochure will be available this winter, showing shirts, caps, visors, bags and headbands. Increased demand across the range of promo clothing has been met by wider choice of styles and fabrics as well as the introduction of entirely new items. Pelmark imports some low-cost items but produces the majority of its goods in the UK to ensure good quality control.

Recent difficult orders which Findlay is proud to say Pelmark completed include an order for a six-colour design pointed on towels (for a TV company, at only 11 days notice) and an order for 1,500 black lambswool sweaters to be knitted and embroidered and delivered in nine days to a certain brewery.

Three of the wide selection of promo commissions Pelmark has completed are pictured above — shirts for Land-Rover, Volkswagen and Libby's.

Picture Sales

PICTURE SALES is a new company offering wholesale and mail order of merchandising in the form of paper goods — postcards, photographs, posters and calendars — featuring pop and sports personalities.

The range of different subject of offer is wide, described on the pop side as being "across-the-board, covering whoever is in vogue with the record-buying fans".

All the designs available are officially approved, and dealers can call and ask for a pack of samples. Although in-store display material is not yet available the company will be preparing some as soon as possible.

Deliveries are made by Courier Express — terms for account holders and COD for one-off customers.

As well as welcoming calls from retailers Picture Sales is keen to contact suppliers of new pop/sports paper goods, with a view to adding them to their wholesale list.

● Retail enquiries should go to Bob Moon at the recently opened Picture Sales address (Unit 24, Acton Workshop, School Road, London NW10).

The CONCERT PUBLISHING Company

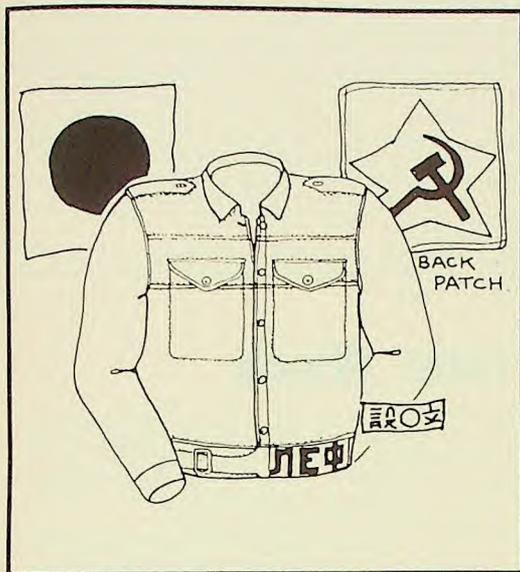
the complete worldwide merchandising company
 TOURS, MAIL ORDER, RETAIL.
 ALL U.S. T-SHIRTS.
 SWEATSHIRTS BADGES AND PROGRAMMES
 Retail enquiries welcome
166-198 Liverpool Road London N1
Tel: 01-607 9166

MUSIC FOR POP PRODUCTS

BADGES *SCARVES*
 PATCHES *TIES*
 KEY RINGS
 POSTERS
 STUDDED GOODS
 MAGAZINES

*OVERSEAS ENQUIRIES WELCOME
 Write for latest lists or send £5 for bumper sample pack: MASON'S MUSIC, Dept MWF, 157 Queens Rd., Hastings, E. Sussex TN34 1RG. Tel: (0424) 427582 or 442068

Pop World



POP WORLD is an amalgamation of three companies in the same field — including the long-established Priestly's of York — and the combined list of designs available from various sources now numbers about 250, of which 150 are exclusive to this company.

Pop World has certain copyright designs, and believes in doing everything itself in order to keep complete control. It has its own cash and carry outlet, and runs van distribution service, for delivering its own designs and those of the makes it acts as agent for — Tiger Clothing, Artistique et Sentimentale, Mobile Merchandising, and Clones (which are hand-printed shirts made by "the last cottage industry in London" and selling at the high retail price of £7.99, demonstrating the public willingness to pay for high quality).

Managing director Brian McKeich says that although the majority of his sales are of shirts carrying pop group designs there is plenty of demand for the fashion shirts — currently very popular design being Japanese script, with voodoo images promising to be the next trendy idea.

Pop World will be displaying all its wares at Futurama in Leeds on September 17 and 18, and will be at its new address in Fairbridge Road, London N19 from October 1.

The company will be

spreading its area of operations from that date too. A merchandising service for bands and tours is being set up, under the name Rockabuy Tour Merchandising. It already represents The Meteors, The Damned, Lords Of The New Church, Sisters of Mercy, Sex Gang Children and a group called The Lost Boys (who will be launched at Futurama and who will, McKeich promises, prove pretty interesting).

On the fashion side, Pop



World's best selling T-shirt — which apparently succeeds in doing what it intended, which is to amuse rather than offend — is the Hitler World Tour. The front shows the Fuhrer (there are no swastikas, however) and the back lists "tour dates" including Great Britain and Russia which are both scored through as "cancelled".

MERCHANDISERS, TAKE NOTE!

The 1984 *Music Week Directory* will contain a new category, **Merchandising Services**, which will list companies engaged in the manufacture and selling of ancillary products in the music business. To be sure of inclusion, please write to Nigel Hunter, Co-Ordinating Editor, *Music Week Directory*, 40 Long Acre, London WC2E 9JT so an appropriate form for your FREE ENTRY can be sent to you for completion. Don't be left out of the definitive guide to the music industry.

PK Arts

PK ARTS was set up on a £500 bank overdraft in October 1978, and fully expects to hit a turnover of £2m this year.

Outlining the company's operation, director Sarwan S Cheema describes it as being divided into five main sections. The first is manufacture of T-shirts, sweatshirts, jogging suits etc primarily for promotion campaigns.

The second is a screen printing business — plus embroidery and transfers (including thermoplastic and flock transfers).

Third on the list is design — PK design work is specifically for ranges of leisure wear for companies. Recent work in this line has been for Raleigh — out of which has come a demand to supply the cycling market generally with BMX clothing, and any cycling accessories which can reasonably be made from textiles and carry custom designs.

P.K. THE ART OF PROMOTION

The fourth PK section deals with contractual agreements with large customers such as the NAAFI, the MoD (Falklands souvenirs for the servicemen to bring home after a tour of duty there are proving extremely popular) or the National Trust (for whom PK designed the now hugely popular T-shirts with the tree motif).

Last and far from least is the music-related merchandising. This is regarded as a separate section of the company "because it is in a class of its own". One regular customer is promoter Harvey Goldsmith; a recent commission was a complete spread of merchandise for Duran Duran.

Cheema points out that another reason why the music side is special is that it is extraordinarily demanding with regard to ideas, quality and time. Like other successful companies in the merchandising field PK is used to servicing a demand for things to be done immediately if not sooner.

PK has intentionally established itself purely as a promo specialist; it is not involved in retail. In January last year it bought up the country's oldest T-shirt printer, Scott Lester Noah.

The growth and consolidation of the business is such that Cheema can say: "In terms of objectives we are looking to be the first Stock Market entrant in this country in this area of business."

Red Moon

RED MOON wholesales just about everything in the merchandising paraphernalia line — to designers and merchandisers and to the retail trade — including metal, enamel and button badges, patches, a line of Disney character plastic badges, ties, T-shirts, scarves, bullet belts and decorative belts, and studded wristbands.

Bob Moon welcomes calls from retailers wanting supplies,

and also from artists or labels wanting merchandising — since the custom merchandising side is run parallel to the retail supply side of the business. Two bands for which Red Moon is currently working are Ozz and Zero.

The company has its own van delivery, and also uses other delivery methods according to need.

Tradewinds

Merchandising Company Limited

T Shirts · Sweatshirts

Manufacturers of Promotional Clothing & Textile Items

CAPS · BADGES · EMBROIDERED SWEATERS
PRINTING IN UP TO 6 COLOURS

A/W FACILITIES · 5-DAY NORMAL SERVICE

24 HR SERVICE AVAILABLE

WENLOCK BASIN, WHARF ROAD,
LONDON N1.

01 253 4138

Concessions Ltd
513 Fulham Road

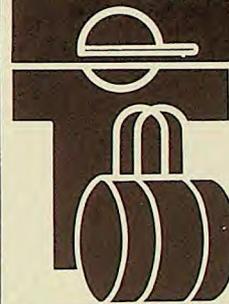
London SW6 1HH
tel. 01 381 4777

telex. 28733

Concessions GmbH

Glückstraße 17
6000 Frankfurt 1
tel. 0611-594751

BODY MEDIA



T-Shirts, Sweatshirts,
Sports & Travel Bags,
Caps, Badges, Stickers,
Umbrellas...

...even Seaside Rock!

14 Drury Lane London WC2
01-379 66 31

BELT UP AND GET INTO FIRST GEAR

BADGES

Enamel, Decal, Crystal,
Button, Cut-out, etc.

LEATHER

Embossed and studded belts,
Wrist Bands, etc.

BUCKLES

Decal and Cast
Brass

KEYRINGS

Hipster / Bottle opener

THE LEADING SUPPLIERS OF BADGES ETC., TO THE MUSIC INDUSTRY

For further information contact Stuart Alexander,
BELT UP PROMOTIONS (REVTAM LTD.)

St Edmund's Church, Cornwall Road, Croydon CR0 3RD. 01: 688 7269. Telex: 896218. Fax: 680 3564

MERCHANDISING

R
O
C
K



C
L
O
C
K
S

Quartz clocks made from picture discs — the ideal gift — over 200 titles available. Arabesque Ltd, Swan Works, Fishers Lane, London W4 1RX. Tel 01 995 3023 Telex 291908 ARAB.

RED MOON

MERCHANDISING LTD

First floor, 21 Berwick Street, London W1. Tel: 01-439 7420.

WHOLESALE

- CALENDARS • PATCHES
 - BADGES • PHOTOS
 - LAPELS • T-SHIRTS
 - STUDDED LEATHER • TIES
 - BOWIESTARZONE • BULLET BELTS
- MANY MORE LINES

We also have a van sales
CONTACT 439 7420

PICTURE SALES LTD

Unit 24, Acton Workshops, School Rd., London NW10 Telephone 01 961 4292

Wholesale, retail and mail order of paper goods related to pop and sport. Personality merchandise product range includes: photos postcards, and posters.

CALENDARS

Police
Culture Club
Manilow
Stones

Iron Maiden
Madness
Beatles
and many more

Scanlite

SCANLITE SOUNDS like the name of a specialist lighting company — and that is how it started out a few years ago.

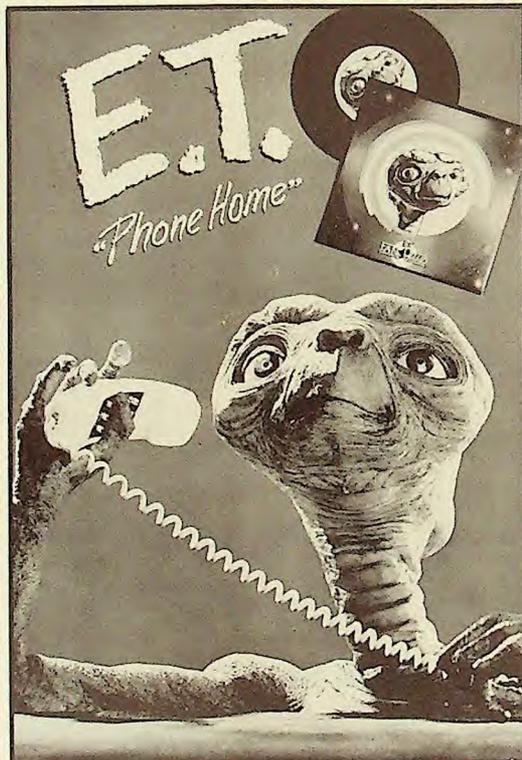
The company began by making character lights (Snoopy, Mickey Mouse, etc). Then it began picking up licences for merchandise which included posters and/or lampshades. This led to an invitation from MCA to tender for a licence to make a lamp shade and poster for ET. Although not granted the lamp shade licence, Scanlite did find itself with a very nice poster. An invitation to run the UK fan club for the Extra Terrestrial followed.

Scanlite director Leslie Kett picks up the story: "We did not like all of the US fan club merchandising package, and were given permission to alter some of the ideas — for example the US had a flexidisc of the ET dialogue from the film, but we put it on hard disc.

"We launched our fan club pack through the *Sunday Mirror* last year, and are now launching a national ET competition through the same newspaper and through TV-am — involving presenter Chris Tarrant — with a trip to LA as prize. This ties in with the release through record shops of that fan club single. It will be on our newly set up Scanlite label, and will include a free poster of ET holding a phone."

Another happy coincidence is that the single (ET 1) will be distributed independently to the trade by Scanlite themselves, and the others will be processed on an Olivetti computer — model number ET 1020.

Another line of merchandise in which this company is involved is for football clubs. It runs the official fan clubs for Manchester



Scanlite's ET poster.

Editorial: TERRI ANDERSON
Advertising: PHIL GRAHAM
Production: MOEA ARMSTRONG
Advertising production: JONATHAN BEST

United and Liverpool FCs — printing their magazines and making up the merchandising packs.

Yet more Scanlite product has come out of the two United International pictures — the James Bond Octopussy release and Flashdance.

Out on Scanlite soon is a single which has segued sections from all the James Bond movie themes on one side and a coded message from Agent 007 himself on the other side (kids will find the code breaker printed on the record sleeve). Message From Bond (BOND 1) is accompanied by a free Octopussy poster.

For Flashdance, where all the rights to the music rest with PolyGram, Scanlite has a licence for the poster. They have packaged it with a single (SCAN 1) featuring Jeff Kutash (choreographer for the Dancin' Machine troupe and the man who taught Travolta all he knows, it's said) giving a spoken teach-in on how to do the main dances featured in the film, against a disco beat clapping track.

Retail orders are being handled from Scanlite's Liverpool HQ, and the company will supply extra sleeves and posters for in-store display, on request.

Trade Winds

TRADEWINDS IS expanding fast, and needs bigger premises, so a new storey is being built on. Nothing unusual about that, except that the premises are a large Thames barge, moored in the Regents Canal in Islington. Fairly certain that no-one is going to contradict him, MD Richard Savage modestly claims: "We must be the only two-storey screen printers on water."

The floating factory can provide the designs, the off-beat ideas, the garments — and then embroider or print them to suit the project. If necessary work will be done overnight to fulfil an urgent order.

Entertainment industry clients include EMI (a recent project was thinking up, and then making, beach shirts for a Kid Creole promo), Capitol and Pinnacle; VTC video, several West End theatres (including the new Comedy theatre, for which Tradewinds made gilt stickpins of two comedy masks, following up with a range of jewellery using the same design for sale in the foyer); and several musical instrument manufacturers.

Others among the varied list of clients are British Telecom, Casio, Fosters, and SPAM. The last is the Society for the Producers of Advertising Music, and for them Tradewinds produces a cast metal badge designed as a musical note.

This company does not supply the retail trade, although it will sometimes make up orders specifically for sale by a certain retail outlet.

Apart from being an interesting and unusual place of work, the barge factory helps Tradewinds, which also owns the boatyard alongside, to keep costs down to what Savage feels is a very competitive level.

PELMARK

THE RELIABLE SUPPLIERS OF
T-shirts, sweatshirts,
satin jackets, caps, bags, etc.

Any textile item made
up to YOUR specification

BRITAIN'S LEADING
SUPPLIER OF
PROMOTIONAL CLOTHING



PELMARK

PELMARK LIMITED,
'Pelmark House',
Amwell End,
Ware, Herts.

Tel: (0992) 56591/2/3

Please send for your full Colour Catalogue

SWEATSHIRTS
JACKETS
HATS
TIES
SCARVES
BAGS
STICKERS
T-SHIRTS
APRONS

MUGS
CARRIER BAGS
EMBROIDERED SWEATERS
COTTON
SUN-STRIPS

BUTTON-BADGES
BAGS
TEA TOWELS
SPORTSWEAR
BAGS
SASHES
TABARDS

BALLOONS
PAPER-CAPS

28 STORES (BEST OF BEST 1987)
100% COTTON (100% COTTON)

150 exclusive T-shirt designs

- Available from £2.20 +
- Distributors of alternative clothing, badges + all pop accessories
- Cash + carry facilities open at Holloway from 3rd October
- 8 page catalogue now ready
- Agents for mobile, artistic et sentimentale, + tiger clothing.

192-198 FAIRBRIDGE RD., HOLLOWAY, LONDON N19 01-299-2543 (SALES)

TOP 30

- 1 NEW ORDER
- 2 ANTI-NOWHERE
- 3 METEORS
- 4 PSYCHIC-TV
- 5 SISTERS
- 6 CRAMPS
- 7 HITLER TOUR
- 8 CLASH (NEW)
- 9 DAMNED
- 10 JOY DIVISION
- 11 JAP SCRIPT
- 12 BOWIE
- 13 BRIGADE ROSSE
- 14 LORDS OF THE NEW CHURCH
- 15 SIOUXIE (ART)

- 16 SKULL/DAGGER (VEST)
- 17 SEX GANG CHILDREN
- 18 MARIJUANA
- 19 ENJOY COCAINE
- 20 GBH
- 21 U2
- 22 VOODOO SKULL
- 23 GUN CLUB
- 24 BUNDESWEHR (VEST)
- 25 RISING SUNS
- 26 UNION JACK
- 27 SEX PISTOLS
- 28 EXPLODING HEAD
- 29 JAMES DEAN
- 30 VIRGIN PRUNES

THE NEXT 25

12-INCH SINGLES



Reviews

Organ action

Peter Hurford at the Organ in Sydney Opera House, Argo ZRDL 1016.

Reputations are fragile things and despite his universally respected Bach series, Hurford momentarily considered the appropriateness of this recording.

It is a popular compilation made to promote the Opera House instrument, the largest mechanical action organ in the world. It opens with Bach's Toccata and Fugue in D minor and closes with Widor's Toccata, and contains a wealth of material in between, including arrangements by Hurford himself of Jesu Joy of Man's Desiring and the D major Trumpet Tune by Purcell. The sound is immense, but it is a marvellous release — and surely promises to be the best-selling organ record of the year.

Edge of taste

Appalachian Spring, Copland. Adagio for Strings, Barber. Candide Overture, Bernstein. American Festival Overture, Schuman. Los Angeles Philharmonic, Bernstein. DG 2532 083.

Leonard Bernstein did not sell well in this country until DG's recent campaign built around the policy of recording major works of countries with their national orchestras. Such works as the Gershwin, and Elgar's Enigma Variations, have sold extremely well — and so will this, though possibly to a lesser extent.

Bernstein is typically indulgent, but he manages a miracle of control while teetering on the edge of taste.

Lush flautist

Nocturne, Galway. RCA RL 25463.

From the blue moonlight sleeve, with Galway leaning over a verandah draped with plants, you know exactly how lush the arrangement of Clair de Lune will sound, not to mention Chopin's Nocturne in E flat or Liszt's Consolation No 3. This record will sell and sell, even if it is second-rate Kitsch.

Galway remains a superb flautist — one cannot fail to notice his range of sound in works such as Chopin's Nocturne — yet even he runs out of top notes that are so crucial in the original.

Solo director

Piano Concerto No 2, Chopin/Piano Concerto, Schumann. Northern Sinfonia, Tamas Vasary. ASVALH 931.

This is the first recording Tamas Vasary has made for ASV and it marks his close association with the Northern Sinfonia and his increasing interest in his work as director and soloist, rather than just as pianist.

Some of his best recordings for DG were devoted to Chopin, but it is unusual for music of this period to be directed by the soloist. Vasary and the Northern Sinfonia have become accustomed to this arrangement in concert and make it work here on record, because Vasary's pianistic assurance keeps the orchestral players on their toes.

It is good to hear such intimate recordings of both the Chopin and the Schumann Concertos; they are reminiscent of the CRD recording of Beethoven's Violin Concerto with Ronald Thomas and the Bournemouth Sinfonietta.

All change at Edinburgh

FOR ROBIN York, departmental manager of John Menzies in the heart of Edinburgh's Princes Street, the Edinburgh Festival is a busy and prosperous time.

While classical sales in the rest of the country maintain a low profile before the autumn and Christmas peaks, he enjoys an enormous boost in sales. Helped by longer opening hours, including Sundays, he expects the 1983 festival period to show a doubling of sales figures over the normal week.

Meanwhile in Queensferry Street, classical specialists Rae Macintosh also admit to much-increased business — especially in cassettes and the product of the artists who appear during the festive three weeks.

There is no question that the Edinburgh Festival does wonders for the classical record industry in the first city of Scotland. But though retailers speak of consistently better sales, record companies are becoming less enchanted, tending to look at the past glories rather than the future.

Both the optimism of the retailers and the more downcast eyes of the manufacturers have some substance: the Edinburgh Festival is going through a period of uncertainty in a time of change.

A leading UK record executive feels strongly that the Edinburgh Festival "is just another festival" and can no longer justifiably be regarded on the same level as Salzburg, Berlin, Munich, or Lucerne, as it was in the old days of Peter Diamond, Lord Harewood, Byng or Ponsoby.

"There was a glitter in the old days, when the Edinburgh Festival was a showcase for the world of music and when the top artists regarded it an honour and a privilege to perform there," he said. "But the glitter doesn't exist any more and it is not enough to put up flags along Princes Street. The only real excitement that you get now is in the fringe — and that is becoming almost establishment. The only real premieres are at the Film Festival."

It was in "those good old days" that Schwarzkopf, Giulini and Karajan would float into Edinburgh, bringing with them an international set that did the festivals. Those same artists — from Schwarzkopf and John Williams to Jessye Norman — would be present in the record signings, both in shops such as John Menzies and Macintosh and in the Festival Club.

There would be major displays, on Princes Street and other main roads, as well as in the principal concert halls. Now there are no signings, and there are no displays in the concert halls though they are in the shops.

Much of this change has come in the last five years since John Drummond took over the festival from Diamond. It is ironic that this year, Drummond's last since he announced that he was tired of going around with a begging bowl and resigned, looks as if it is his most successful.

The ticket sales have been good, and artistically it has been very well received. Drummond said he wanted to inject a greater "intellectual rigour" into the festival, and this he seems to have done with the Vienna 1900 theme. None of his colleagues at the other big festivals would have dared open with Berg's Three Orchestral Pieces as did Andrew Davis and the Philharmonia in the Usher Hall, even if it was followed by Beethoven's Ninth. But it proved a striking curtain raiser — the performance of the third piece, Marsch, will not be forgotten for a long time.

Classical editor NICOLAS SOAMES reviews the action and attitudes of this year's Edinburgh Festival.

Nor will Antony Pay's extraordinarily slow tempo in the middle movement of Mozart's Clarinet Concerto in the second night's programme at the Usher Hall, given by the Academy of St Martin-in-the-Fields under Marriner.

Zemlinsky's The Dwarf, receiving its premiere in this country, was hailed as nothing short of a forgotten masterpiece in its production by the Hamburg State Opera under Dohnanyi.

In Queens Hall Cecile Ousset was welcomed back as a conquering heroine — she was "discovered" in Edinburgh in 1980 — and gave a staggering and powerful recital of Debussy, Brahms, Prokofiev, and Faure. The latter's Theme and Variations in C minor was particularly impressive.

Drummond now makes way for Frank Dunlop, who is even more of a theatre man. This probably does little to allay the fears of the record companies, although Richard Jarman, the festival's resident music specialist, remains.

Yet even so, why are the views of the retailers and the companies towards the festival so markedly different? The answer is that for each it represents something different. For the retailers, there is the simple task of selling more product. To this end, York ensures that John Menzies does sufficient advertising, appearing in brochures and joining in tied advertisements with EMI, for instance, in local papers.

Both Menzies and Macintosh make the most of the sale or return facility offered by the companies during the festival, and can rely on a 24-hour turnaround for stock orders. Both York and Robin Stephens of Rae Macintosh remark on the increase in cassette sales (particularly since chrome) indicating that many of the purchasers are visitors, cassettes being easily carried.

But for the companies it was principally a prestige affair. It was important for their artists to appear there, and also to be seen to appear — which meant they expected to see their posters and their faces in evidence at every street corner. (Prominent pianists and conductors have been known to complain if rival artists had more posters in Princes Street.)

Companies were once prepared to pay for display sites at the Usher Hall and Queens Hall, though they finally refused when Drummond's administration upped the price to something around £2,000.

Nevertheless, EMI paid around £5,000 for displays and special festival publicity this year; while it clearly helps sales, it is mainly a sweetener for artists. But this expenditure can only justifiably be spent on the very top rank of stars — those who are not now coming so regularly to the festival. This is why some of the companies are disgruntled.

It remains to be seen what Dunlop's regime brings. Meanwhile, it is good to see that other, smaller companies are contributing and doing well out of the festival — ASV's Handel's Fireworks, recorded after the open-air fireworks display and performance last year by Gibson, available in time for this year's.

Ross Records managed to record the Edinburgh Tattoo on the weekend and have it in the shops by the later part of the following week, with large sales as usual. That is show business.

Made-for-TV live rock on Channel Four

A PROGRAMME described as "The biggest live rock concert to be staged specially for television" will go out on Channel Four on the weekend of September 24-25.

Called 4 Track Live, the programme is being filmed by HTV and staged by Pink Floyd's company Britannia Row. The live performance will take place at the Royal Bath and West Showground, Shepton Mallet, before an audience of 2,500. Three specially-built stages will allow for continuous shooting with seven cameras.

Artists appearing will include UB40, Big Country, The Belle Stars, Tom Robinson and his band, and newly-reunited folk rockers from the Sixties, The Strawbs.

Director Alex Kirby describes the programmes as "the pure essence of a four-day rock festival distilled into four hours of live television". Presenters will be Richard Digance and Steve Strange with guest appearances by Jools Holland and Leslie Ash.

Countdown to cable start

VIRGIN'S CABLE Music has announced more details of its planned programming.

In addition to the one hour a day Cable Countdown being provided to Satellite Television, the 11 hours of programming a day will consist of a variety of music videos, "in concert" performances, films and non-music footage, all presented by the VJs (video jockeys). They will be produced by an in-house team of nine producers and directors, augmented by independents as necessary.

The one-hour Cable Countdown has a September 2 start date for transmission by Satellite TV to Europe. It will be available to 400,000 cable subscribers in Finland, Norway, Switzerland, Malta and certain outlets in France, and will be available in the UK in January 1984. It is being produced by Ian Wiener, executive producer, and Nick Rebbeck.

The latest customers to sign up for Cable Music are Greenwich Cablevision and the Hotel Television Network which is controlled by rock promoter Harvey Goldsmith.

Radio Lux man for Satellite TV

PATRICK COX has moved from managing director at Radio Luxembourg (London) to be chief executive at Satellite Television, and David Ciclitira, former merchant banker and acting chief executive, will be general manager.

Since the Rupert Murdoch (News International) buy-in of 65 per cent of Satellite, the company has been gearing its staff and programming to producing services for UK cable operators starting January 1, 1984. Although there will be no full-time music channel, the general entertainment channel will have music spots — such as the recently announced one-hour daily pop music slot from Virgin Records' Cable Music (MW, August 13). Satellite is splitting the costs equally with Virgin, and production is under way.

Radio Tees head

JEFF BLOOD, acting chief executive at Radio Tees since former managing director Toby Horton resigned to enter politics, has now been appointed MD. Blood joined Tees in 1975 as financial controller.

□ □ □

LOOSE TALK, Channel Four's music and conversation series, returns for a new season with producer/presenter Steve Taylor in a late-night slot on Tuesdays. Among the guests booked to appear are Tony Hadley from Spandau Ballet and singer Carmel.

□ □ □

TEN — The Entertainment Channel, the pay-movie channel recently formed by Rediffusion, Visionhire, UIP (MGM/UA, Paramount and Universal), Plessey and Rank Trident, will be using pop videos to fill some of the slots between the major movies says TEN's managing director Nic Mellersh. He anticipates his audience may not want the kind seen on the music channels but those that are more gentle, MOR.

Liverpool Proms offer

THE MOST ambitious of the music programmes available on the current ILR Programme Sharing plan comes from Liverpool's Radio City. They offer five 90-minute concerts recorded during the recent series of Radio City Proms in Liverpool, all performed by the Royal Liverpool Philharmonic Orchestra.

The five programmes are: Viennese Night with music by the Strausses; Film Music Night with music from Elvira Madigan, Richard III, Death In Venice and others; Russian Night with light music by Tchaikovsky, Shostakovich and Rimsky-Korsakov; American Night by Bernstein, Gershwin and Barber, and Last Night of the Proms with favourites from Berlioz, Grieg, Holst and others.

Capital Radio offers Busking, an experiment to find which kind of music earns buskers the most money; An Evening With Noel Coward, a concert by Cleo Laine and John Dankworth with Benny Green narrating; and Orchestral Manoeuvres on a Train, a musical train journey through the Scottish Highlands.

News in brief...

Edited
by
CHRIS WHITE

TALENT

An orchestral Project

ANDREW POWELL'S musical arrangements have included two pop classics, Cliff Richard's Miss You Nights and John Miles' Music, but after several years as a "backroom-boy" he has now achieved a long-standing ambition with the release of The Best Of The Alan Parsons Project for EMI Records.

The album features Powell conducting the Philharmonia Orchestra, with help from several Project musicians including drummer Stuart Elliott, guitarist Ian Bairnson and bassist David Paton. Powell says: "I've wanted to work with a huge classical orchestra in my own right for a long time, and Alan Parsons' music was an obvious choice of repertoire, since I've been his musical director for the last eight years."

Powell worked with up to 130 musicians on the

recording sessions, although total studio time involved was less than three weeks. The LP has already been released in West Germany, and he is keeping fingers crossed that the LP will appeal to record-buyers in the UK.

Although the Alan Parsons Project albums have sold more than 20m units worldwide, their success in the UK has never been as great as overseas. "It's a mystery to everyone why this happens but I'm hoping my album will perhaps break the tradition," says Powell.

In recent years Powell himself has moved into production and was responsible for Kate Bush's first two albums. His musical arrangements are featured on Nick Heyward's latest album.

Talent tips

GERMAN LABEL Coconut Records, distributed by Ariola, is looking for "good-looking young male and female singers" for a disco vocal group — or an already existing group.

The label produces several local chart acts including Wolfgang Petry, Andreas Martin, Kim Merz and the UK group A La Carte who won the recent Seoul Song Festival in Korea. Contact: Tony Hendrik, Coconut Records, Nachtigallenweg 34, 52 02 Hennef 1, West Germany. Tel: 02242-3082.

□□□

MURRAY HEAD, who last played in London as support to Elton John at Wembley, does a one-off date at London's Dominion Theatre on October 7 when he will be performing material from his current Virgin album, Shades, as well as older songs which have established him on the continent.

Reviewed
by
TONY JASPER

OTHERS

THE ESCAPE CLUB
Breathing (Bright BULB 3, IDS). Forceful number which, while not strikingly original, does possess attention-grabbing qualities. Tight arrangement, and the lead vocalist — if prone to overdo things a little — does exude impressive authority.

MERCY RAY
You Really Got To Me (Charisma RAY 1(12) Virgin). Singing, rapping New Yorker with apt aggression for a punchy number which has fine production; should enliven any dance floor.

FORREST
One Lover (Don't Stop The Show) (CBS (T)A3734, CBS). Pop-disco from popular floor band with soft concept. An appealing title line saves effect from ordinary verse but it doesn't have the magic of their earlier Rock The Boat hit.

EXPANDIS
Mystic Man (Rocket ESP 1, PolyGram). Considerable dash and flair on this consistently up-beat record which does well to keep instrumentation and vocals clear in a panoply of sounds. Eastern sound traits and some chanting for pace are just two features. Good.

LAURA BRANIGAN
Deep In The Dark (Atlantic A9817, WEA). Pop and rock mix. Talking and singing (the latter in several ways), she is not helped by lumber jack-sounding males and late slovak simulation. If she kept it straight down the line rock she could have been onto a good thing.

COOK DA BOOKS
I Wouldn't Want To Knock It (Kiteland CUSTY 124, IDS). Much-toured Liverpool group, into more commercial pastures than the Piggie In The Middle Eight disc. Slightly laidback tuneful kick, sounds impressive.

ADELE BERTEI
Build Me A Bridge (Geffen (T)A3675, CBS). Not the best of instrumental intros, but it soon settles into an atmospheric, strident disco number with good vocalist. Zappy back-ups on title and melodic chords give time to charm.



THE SPIRIT of Pigbag, the band who had a huge hit with Papa's Got A Brand New Pigbag, only to split up a few months later, lives on via Instinct (above), the new band which features Pigbag founder members Simon Underwood and James Johnstone, and vocalist Angela Jaeger. The trio have signed to EMI Music for publishing, and are currently in KPM Studios working on several tracks for a single and potential album. Underwood says: "Since the break-up of Pigbag we have been mainly concentrating on songwriting and recording demos. "EMI Music has been working very closely with us, and we will be signing a record deal shortly. Instinct's music is aimed at dance music fans — we're a lot more commercial in our approach than Pigbag ever were."

Jaeger first met Underwood and Johnstone when she jumped up on stage with them during an impromptu gig at New York's Peppermint Lounge. She joined Pigbag's tour of Japan last year, and went on to do the vocals for their second album, Lend An Ear. Although it is still early days yet for Instinct, they have done two sessions for Radio One's David Jensen already.

SELECT SINGLES

STEVIE NICKS
Stand Back (Modern Records U9870(T), WEA). Off The Wild Heart (25 0071-1) album and representative of the material Nicks writes for herself — mid-tempo growing in intensity into loud, boisterous urgency.

MIKE OLDFIELD AND ROGER CHAPMAN
Shadow On The Wall (Virgin VS 625, Virgin). Dire Strait chords clang and chime, Chapman is throaty for the verse and impressively stark on the chorus, where he might have got late vocal support. Liked.

CHART CERTS

HEAVEN 17
Crushed By The Wheels of Industry (Virgin 628(12) Virgin)

ALTERED IMAGES
Change Of Heart (Epic A3735, CBS)

ELVIS COSTELLO & THE ATTRACTIIONS
Let Them All Talk. F-Beat XX33. RCA.
KAJAGOOGOO
Big Apple. EMI 5423. EMI.

MATT FRETTON
Dance It Up (Chrysalis MATT (X)2, PolyGram). Familiar current dance mould — relentless, noisy but, for a difference, some steel drum work and a sudden ending to test club DJs.

RADIO RADIO
Calling (Tunnel RAD101, ILA/Plankton). Nifty, lively affair which keeps its pace throughout. Should prove useful in furthering growing interest in a band with some strong vocal projection.

THE SUN
Start The Countdown (Chevy 001, IDS). Two former members of Starry Eyed & Laughing in this London band. Some good lead vocals on a bright poppy number which runs a little too long in a set mood but fairly good even with reservations.

D TRAIN
The Shadow Of Your Smile (Prelude (T) A3694, CBS). Only blatant group energy saves this rather hamfisted funky take of the love theme from The Sandpiper

JIM CAPALDI
Tonight You're Mine (WEA U9816, WEA). US FM-rock with Capaldi's vocals thinned. An engaging rhythmic feel, though style is not really in the UK vogue.

JADE
Liar (Page One POR 013, Spartan). Lots of drive all round, but outside of Bucks Fizz this catchy and well produced pop doesn't have too many takers. Song itself hasn't any instant magic to counter-act the prevailing fashion.

BARB
Tell Me Why (Magnet (12)MAG 248, RCA). Woman from acapella band The Three Courgettes with backing — varied and never settled enough for easy programming or lingering in listeners' minds.

DEE SHARP
Straighten Up And Fly Right (RCA 350, RCA). Finger-snapping bouncy affair with plenty of prominent or hovering brass. A story song, best suited to an album.

KENNY ROGERS
Eyes That See In The Dark (RCA 358, RCA). Title track of the album with Rogers quavering like a Bee Gee, but once the refrain comes into play all is revealed as the Gibbs help things along. Powerful enough number and familiar in concept.

SUNS OF AROA
G D Magic (Rocksteady/Antler ANTLER 018, Himalaya). Prince Far-I gets vocal lead while Helen Watson left to sing in the heavens, saying some rather unadvised words for contrast. Lively pace with instrumental end flourish.

THE MEXICANO
Move Up Starsky (Creole CR(12) 58, Creole). Long-time favourite gets re-issue, doesn't date and will always be popular with reggae people.

Barry Manilow

MANILOW'S MUCH-PUBLICISED concert in the grounds of Blenheim Palace, Oxfordshire was a triumph for both the artist and his fans.

Barry Manilow is the Johnnie Ray of the Seventies and Eighties — analyse his appeal, and you have the same ingredients. Maudlin songs, which strike a chord with a certain section of the female population, a gawky stage manner, and looks which hardly put him in the class of an Adonis.

That said, the man does have a magic which is difficult to define, and, as someone who has now seen all his major London appearances, I can only profess admiration at the way he can hold an audience's rapt attention for more than two hours.

One of his secrets is that he does perform the songs everyone wants to hear — Could It Be Magic, Copacabana, Mandy, Can't Smile Without You and I Wanna Do It With You. He even features We'll Meet Again — Vera Lynn move over — and the closing One Voice, backed by a choir, with thousands of his female fans holding candles aloft in the darkness, is an awe-inspiring sight.

CHRIS WHITE

Reading 83

BIG COUNTRY, Little Steven, The Enid and Suzi Quatro were among the surprise success stories at Reading. Once again the fickle fortunes of rock showed bill topping is no guarantee of a standing ovation.

The winners were those who showed freshness, originality and sincerity. The scheduled blockbusters like Black Sabbath and Thin Lizzy found their thunder stolen and their prestige dented.

Finland's Hanoi Rocks had the most plastic beer bottles hurled at them, showing what the average UK fan thinks of make-up and trash rock. Steel Pulse fled during their first number, as soon as the bottles began to crash on stage. They never came back, much to the chagrin of those looking forward to some authentic reggae.

New progressive Solstice and Pallas scored heavily, as did Twelfth Night, while Man, a blast from the past, were one of several welcome "comebacks". But Phonogram's Big Country waved the flag for modern rock with dazzling skill, combining the direct appeal of The Jam with Police-style rhythmic sophistication. They stormed through Harvest Home, Thousand Stars, Close Action, The Storm and Fields Of Fire with all the confidence and authority of mid-Eighties blockbusters.

The Stranglers were great fun, although older fans complained they were not as angst-ridden as of yore. Their music, strange, gloomy and determined, built towards an ear-shattering climax.

Battle was joined by Lee Aaron, a mite too glamorous and America, out to follow in the footsteps of Def Leppard. But it was Suzi Quatro, following up two powerful sets from Magnum and Anvil, who brought much needed humour and star quality. In skin-tight black leather and with a beaming smile, Suzi did a Slade, winning over a new generation of fans.

After Stevie Ray Vaughan's heartfelt tribute to Jimi Hendrix, Marillion consolidated the success built up since their debut a year ago. Older Genesis fans still can't take the comparison with Fish and Gabriel, but the flag-waving hordes were oblivious.

Black Sabbath went over the top with a big stage set, clouds of smoke and two huge illuminated crosses. Ian Gillan, newly joined, was in good voice and the band played well, although Geezer Butler's bass tended to distort proceedings. Bev Bevan depped

from Bill Ward on drums, and daringly took an early solo.

One The Juggler, frantic and passionate, kept the audience in a state of surprised disbelief, as the Romany lads Rokko and Lishi yodelled and strummed through Passion Killer. Sad Cafe showed that the band, now with Charisma after a stint on Polydor, are still a powerful force.

But The Enid who followed were a sensation. Nothing could compete with their swirling orchestral crescendos, the contrasting images of bewitched guitarist Stephen Stewart and eccentric English gentleman Robert John Godfrey, glowering over his keyboards, and the mad mixture of rock and the classics.

Steve Harley, who used to play at being the misunderstood superstar in the Seventies, is now enjoying his role as the grand old man of rock, and relived past glories and old hits to universal acclaim.

Ten Years After, with Alvin Lee and "all original" line up, also cast back to the good old days, and revived the spirit of Woodstock with the kind of fast boogie that never fails.

Little Steven and the Disciples of Soul presented "R'n'R like you never heard it before". For once the hype was right. A bizarre appearance, including a black bassist with a blond Mohican haircut, and a ferocious musical attack, all helped mesmerise the crowd.

Thin Lizzy wisely delayed the start of their show, but their grand entrance was spoilt by premature ejaculation of smoke pots and a curtain swung back too soon. From then on the band found it hard work to pull off the emotional tour de force they needed to mark the end of the old group. But Phil Lynott went through a gamut of emotions (from A to B), and guitarist John Sykes brought power and cohesion to the front line. Brian Downey played a brilliant but brief solo and old favourites like The Boys Are Back In Town and Rosalie won the cheers. Sad to see them go, but rock needs constant rejuvenation and the new stars of Reading, Big Country, Mama's Boys and Little Steven showed the future is in safe hands.

CHRIS WELCH

Howard Jones

AT THE Marquee debut of the new WEA signing Howard Jones the recently-appointed sales and marketing chief, Paul Conroy, was heard to describe the artist as "the Elton John of the Nineties".

Conroy, whose track record with Stiff has earned him the right to a respectful hearing when he talks about new talent, was not joking. As the evening wore on it became clear that he had had a point (especially when Jones got down to some good-time piano rock).

Jones plays exactly the same kind of tuneful, high-spirited, fresh-faced and youthful, pure pop which was the foundation of John's career as a hit-maker.

The lyrics reflect the attitudes and pre-occupations of Jones's age group, not John's, and the eight-foot concert grand has given way to a clutter of synth keyboards. But the feeling is the same — it's all just entertainment, and anyone looking for portentous statements or savage political comment had better try another gig. The New Songs c/w Change The Man single is a very likeable first release which illustrates the man's style well.

Everyone left in a rosy glow after a show which promised much for the future, but it will be interesting to see how well Jones copes with audiences who are not so committed to his cause. Also, all concerned should remember how much dues-paying the Elton John of the Seventies did before becoming as big a household name as Slash.

TERRI ANDERSON

TOP 30 CASSETTES



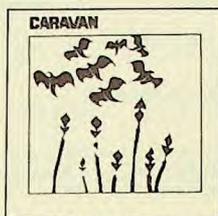
Kingdom Records are pleased to announce that they are now distributed by



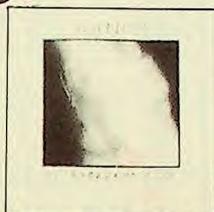
Rock Albums



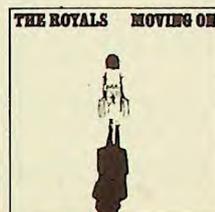
THE ALBUM
CARAVAN KVL 9003



BACK TO FRONT
CARAVAN KVS 5011



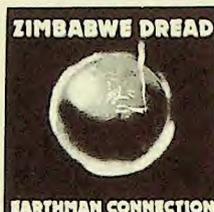
IN THE KINGDOM OF DUB
SCIENTIST KVL 9004



MOVING ON
THE ROYALS KVL 9006



SUNSPASH SHOWCASE
VARIOUS ARTISTES
KVL 9007



EARTHMAN CONNECTION
ZIMBABWE DREAD
KVL 9009



ARMAGEDDON
RANKING JOE KVL9010



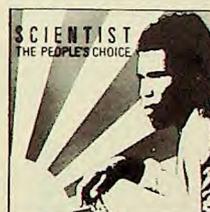
HIGH PRIEST OF DUB
SCIENTIST KVL 9011



PRESENTING CHARLIE CHAPLIN
KVL 9012

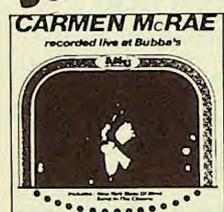


TRINITY
TEEN JAM
KVL9013



THE PEOPLE'S CHOICE
SCIENTIST KVL 9014

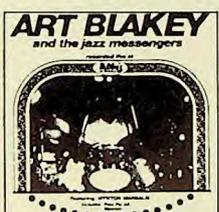
Jazz Albums



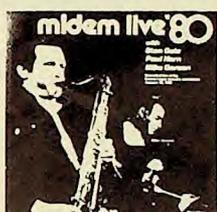
CARMEN McRAE LIVE
AT BUBBA'S GATE 7001



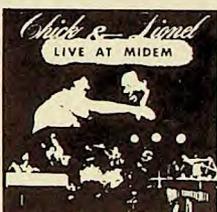
AHMAD JAMAL LIVE
AT BUBBA'S
GATE 7002



ART BLAKEY LIVE
AT BUBBA'S
GATE 7003



STAN GETZ LIVE
AT MIDEEM
GATE 7004



CHICK COREA & LIONEL HAMPTON LIVE
AT MIDEEM GATE 7005



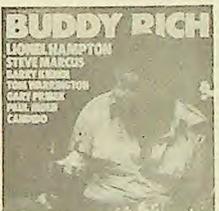
AHMAD JAMAL GARY BURTON IN CONCERT
MIDEEM '81 GATE 7006



SONNY SWEETS & JAWS
SONNY STITT
'SWEETS' EDISON
EDDIE 'LOCKJAW' DAVIS
GATE 7007



JAZZ GALA '80 (2 VOL)
GATE 7009-10



LIONEL HAMPTON PRESENTS BUDDY RICH
GATE 7011



WYNTON MARSALIS' FIRST RECORDINGS
GATE 7013



SONNY'S BUBBA'S SESSIONS
SONNY STITT GATE 7012



BLACKOUT
LIONEL HAMPTON
GATE 7008

ORDER ALL THESE ALBUMS FROM



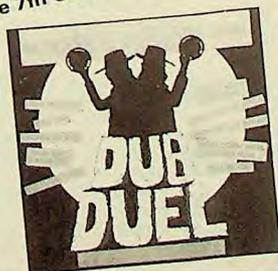
ORDER DESK 640 3344

Orders to Precision Records & Tapes Ltd.
132 Western Road, Mitcham, Surrey CR4 3UT

New Releases

Release date 7th October.

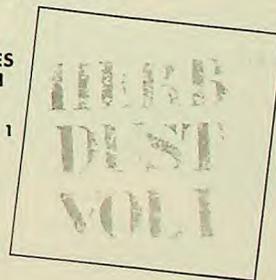
DUB DUEL
AT KING TUBBY'S
SCIENTIST
V
THE PROFESSOR
KVL 9015



THE FIRST OF OUR NEW MID-PRICE REGGAE SERIES DO NOT PAY MORE THAN £3.99 FOR THIS ALBUM.

HERB DUST VOL 1
KVC 6001

I Roy
Vinnie O'Brien
The Kingstons
Lloyd Rudock
Hal Nicholson
The Royals
Forces of Music
Gladdy
Zimbabwe Dread



TOP 100 ALBUMS

INCORPORATING LP AND CASSETTE SALES

NEW = NEW ENTRY
RE = RE-ENTRY
 (300,000 units as of Jan '79)
 (100,000 units as of Jan '79)
 = GOLD LP
 = SILVER LP
 (60,000 units as of Jan '79)

This Week	Last Week	Wks on Chart	TITLE/Artist (Producer)	Label number (Distributor) C. Cassette	This Week	Last Week	Wks on Chart	TITLE/Artist (Producer)	Label number (Distributor) C. Cassette
1	2	7	THE VERY BEST OF THE BEACH BOYS The Beach Boys (Various)	Capitol BBT 1867193 (E) C: TC-BBT 1867195	52	45	11	SECRET MESSAGES ELO (Jeff Lynne)	Jet JETLX 527 (C) C: JETCX 527
2	1	10	18 GREATEST HITS Michael Jackson Plus The Jackson 5	Telstar STAR 2232 (R) C: STAC 2232	53	43	15	PIECE OF MIND Iron Maiden (Martin Birch)	EMI EMA 800 (E) C: TC-EMA 800
3	3	10	FANTASTIC Wham! (Steve Brown/George Michael)	Inner Vision IVL 25328 (C) C: 40/25328	54	32	9	HITS ON FIRE Various (Various)	Ronco RTL 2095 (B) C: 4C RTL 2095
4	5	27	TRUE Spandau Ballet (Tony Swain/Steve Jolley/Spandau Ballet)	Reformation/Chrysalis CDL 1403 (F) C: ZCDL 1403	55	64	18	HUNKY DORY David Bowie (Ken Scott)	RCA International INTS 5064 (R) C: INTK 5064
5	7	39	THRILLER Michael Jackson (Quincy Jones)	Epic EPC 85930 (C) C: 40/85930	56	NEW	11	AN INNOCENT MAN Billy Joel (Phil Ramone)	CBS 25554 (C) C: 40/25554
6	10	7	NO PARLEZ! Paul Young (Laurie Latham)	CBS 25521 (C) C: 40/25521	57	65	34	BUSINESS AS USUAL Men At Work (Peter McLean)	Epic EPC 85669 (C) C: 40/85669
7	6	2	CONSTRUCTION TIME AGAIN Depeche Mode (Daniel Miller/Depeche Mode)	Mute STUMM 13 (SP) C: CSTUMM 13	58	63	24	THE RISE AND FALL OF ZIGGY STARDUST David Bowie (David Bowie/Ken Scott)	RCA International INTS 5063 (R) C: INTK 5063
8	11	6	THE CROSSING Big Country (Steve Lillywhite)	Mercury/Phonogram MERS 27 (F) C: MERSC 27	59	51	5	LAWYERS IN LOVE Jackson Browne (Jackson Browne/Greg Ladanyi)	Asylum 9602681 (W) C: 9602684
9	4	2	FLICK OF THE SWITCH AC/DC (AC/DC/Tony Platt)	Atlantic 780100-1 (W) C: 780100-4	60	47	53	UPSTAIRS AT ERIC'S Yazoo (EC Radcliffe/Yazoo)	Mute STUMM 7 (I/SP) C: CSTUMM 7
10	9	2	STANDING IN THE LIGHT Level 42 (Larry Dunn/Vardine White)	Polydor POLD 5110 (F) C: POLDC 5110	61	42	22	FASTER THAN THE SPEED OF NIGHT Bonnie Tyler (Jim Steinman)	CBS 25304 (C) C: 40/25304
11	8	7	TOO LOW FOR ZERO Elton John (Chris Thomas)	Rocket/Phonogram HISP 24 (F) C: REWND 24	62	37	4	GOLDEN YEARS David Bowie (David Bowie/Ken Scott/Tony Visconti/Harry Maslin)	RCA BOWLP 4 (R) C: BOWK
12	15	7	THE LOOK Shalamar (Leon F Sylvers III)	Solar 960239-1 (W) C: 960239-4	63	53	42	RICHARD CLAYDERMAN Richard Clayderman (De Sennoville/Toussaint/Baudlot)	Delphine/Decca SKL 5329 (F) C: KSKC 5329
13	31	2	SUNNY AFTERNOON Various (Various)	Impression LPIMP 2 (IDS) C: TCIMP 2	64	RE	15	LOVE SONGS Barbra Streisand (Various)	CBS 10031 (C) C: 40/10031
14	17	13	BODY WISHES Rod Stewart (Rod Stewart/Tom Dowd)	Warner Brothers 923877-1 (W) C: K 923877-4	65	40	3	ROCK SYMPHONIES LSO/Royal Choral Society/Roger Smith Chorale (Jarratt/Reedman)	K-tel ONE 1243 (K) C: OCE 2243
15	14	12	SYNCHRONICITY The Police (Hugh Padgham/The Police)	A&M AMLX 63735 (C) C: CXM 63735	66	80	2	RANT N' RAVE WITH THE STRAY CATS Stray Cats (Dave Edmunds)	Arista STRAY 3 (F) C: None
16	NEW	1	THE PRESENT The Moody Blues (Pip Williams)	Threshold TXS 140 (F) C: KTXC 140	67	59	22	OFF THE WALL Michael Jackson (Quincy Jones)	Epic EPC 83468 (C) C: 40/83468
17	12	8	THE PRINCIPLE OF MOMENTS Robert Plant (Plant/Lefevre/Moran)	790101-1 (W) C: 790101-4	68	34	15	DUCK ROCK Malcolm McLaren (Trevor Horn)	Virgin/Charisma MMLP 1 (E) C: MMMC 1
18	13	4	ALPHA Asia (Mike Stone)	Geffen GEF 25508 (C) C: 40/25508	69	RE	15	DRESSED FOR THE OCCASION Cliff Richard and The LPO (Richard/Hewson)	EMI EMC 3432 (E) C: TC-EMC 3432
19	19	21	LET'S DANCE David Bowie (David Bowie/Nile Rodgers)	EMI America AML 3029 (E) C: TC-AML 3029	70	52	11	GREATEST HITS Rod Stewart (Various)	Riva RODTV 1 (W) C: RODTV 4
20	16	9	YOU AND ME BOTH Yazoo (E.C. Radcliffe/Yazoo)	Mute STUMM 12 (I/SP) C: CSTUMM 12	71	67	18	PENTHOUSE & PAVEMENT Heaven 17 (B.E.F.)	B.E.F./Virgin V 2208 (E) C: TCV 2208
21	18	19	THE LUXURY GAP Heaven 17 (B.E.F./Greg Walsh)	B.E.F./Virgin V 2253 (E) C: TCV 2253	72	71	20	WHITE FEATHERS Kajagoogoo (Collin Thurston/Nick Rhodes)	EMI EMC 3433 (E) C: TC-EMC 3433
22	21	11	ORIGINAL SOUNDTRACK FROM "FLASHDANCE" Various (Various)	C: C-ANHC 5 Casablanca/Phonogram CANH 5 (F)	73	55	2	COME WITH CLUB (CLUB TRACKS VOL. 2) Various (Various)	C: CLUBC 002 Club/Phonogram CLUB02 (F)
23	25	36	RIO Duran Duran (Colin Thurston)	EMI EMC 3411 (E) C: TC-EMC 3411	74	100	2	FACE VALUE Phil Collins (Phil Collins/Hugh Padgham)	Virgin V 2185 (E) C: TCV 2185
24	20	6	PUNCH THE CLOCK Elvis Costello And The Attractions (Langer/Winstanley)	F Beat XXLP 19 (R) C: XXC 19	75	69	18	NIGHT DUBBING Imagination (Tony Swain/Steve Jolley)	R&B RBDUB 1 (A) C: ZODUB 1
25	NEW	1	BUILT TO DESTROY The Michael Schenker Group (MSG/Louis Austin)	Chrysalis CHR 1441 (F) C: ZCHR 1441	76	60	8	BURNING FROM THE INSIDE Bauhaus (Bauhaus)	Beggars Banquet BEGA 45 (W) C: BEGC 45
26	22	31	SWEET DREAMS (ARE MADE OF THIS) Eurythmics (Stewart/Williams/Crash)	RCA RCLP 6063 (R) C: RCLP 6063	77	77	43	HELLO, I MUST BE GOING! Phil Collins (Phil Collins/Hugh Padgham)	Virgin V 2252 (E) C: TCV 2252
27	NEW	1	HEADLINE HITS Various (Various)	K-tel NE 1253 (K) C: CE 2253	78	73	4	MAKIN' MOVIES Dire Straits (Jimmy Iovine/Mark Knopfler)	Vertigo/Phonogram 6359034 (F) C: 7150034
28	30	3	FUTURE SHOCK Herbie Hancock (Material/Herbie Hancock)	CBS 25540 (C) C: 40/25540	79	41	4	TORMENT AND TOREROS Marc And The Mambas (Flood/Marc)	Some Bizzare/Phonogram BIZL 4 (F) C: BIZL 4
29	28	4	SING FOR YOU The Kids From Fame (Barry Fasman)	BBC KIDL 005 (R) C: KIDK 005	80	95	18	ALADDIN SANE David Bowie (David Bowie/Ken Scott)	RCA International INTS 5067 (R) C: INTK 5067
30	23	14	IN YOUR EYES George Benson (Arif Mardin)	Warner Brothers 923744-1 (W) C: K 923744-4	81	57	14	HOLY DIVER Dio (Ronnie James Dio)	Vertigo/Phonogram VERS 5 (F) C: VERSC 5
31	27	27	WAR U2 (Steve Lillywhite)	Island ILPS 9733 (C) C: ICT 9733	82	85	7	RUMOURS Fleetwood Mac (Fleetwood Mac/Dashut/Caillat)	Warner Brothers K 56344 (W) C: K 56344
32	24	5	STREET SOUNDS - EDITION 5 Various (Various)	Street Sounds STSND 005 (A) C: ZCSTS 005	83	RE	15	AVALON Roxy Music (Rhett Davies/Roxy Music)	EG (Polydor) EGHP 50 (F) C: EGHP 50
33	26	15	CRISES Mike Oldfield (Mike Oldfield/Simon Phillips)	Virgin V 2262 (E) C: TCV 2262	84	86	5	OCTOBER U2 (Steve Lillywhite)	Island ILPS 9680 (E) C: ICT 9680
34	29	11	JULIO Julio Iglesias (Ramon Arcusa)	CBS 10038 (C) C: 40/10038	85	82	13	OIL ON CANVAS Japan (John Punter/Japan)	Virgin VD 2513 (E) C: TCVD 2513
35	NEW	1	MEAN STREAK Y & T (Chris Tsangarides)	A&M AMLX 64960 (C) C: CXM 64960	86	78	15	TUBULAR BELLS Mike Oldfield (Oldfield/Heyworth/Newman)	Virgin V 2001 (E) C: TCV 2001
36	35	243	BAT OUT OF HELL Meat Loaf (Todd Rundgren)	Epic/Cleveland Int. EPC 82419 (C) C: 40/82419	87	RE	15	ASIA Asia (Mike Stone)	Geffen GEF 85577 (C) C: 40/85577
37	33	26	THE HURTING Tears For Fears (Chris Hughes/Ross Cullum)	Mercury/Phonogram MERS 17 (F) C: MERSC 17	88	72	11	FRIENDS Shalamar (Leon F Sylvers III)	Solar K 52345 (W) C: K 52345
38	54	11	DURAN DURAN Duran Duran (Colin Thurston)	EMI EMC 3372 (E) C: TC-EMC 3372	89	68	2	WAR OF THE WORLDS Jeff Wayne's Musical Version (Jeff Wayne)	CBS 96000 (C) C: 40/96000
39	48	2	MERRY CHRISTMAS MR LAWRENCE Ryuchi Sakamoto (Tanaka/Ono/Sakamoto)	Virgin V 2276 (E) C: TCV 2276	90	RE	15	STRING OF HITS The Shadows (Various)	EMI EMC 3310 (E) C: TC-EMC 3310
40	44	49	LOVE OVER GOLD Dire Straits (Mark Knopfler)	Vertigo/Phonogram DSLP 4 (F) C: DSMC 4	91	91	16	CONFRONTATION Bob Marley & The Wailers (Bob Marley & The Wailers/Errol Brown)	Island/Tuff Gong ILPS 9760 (E) C: ICT 9760
41	39	2	HEADSTONE - THE BEST OF UFO UFO (Various)	Chrysalis CTY 1437 (F) C: ZCTY 1437	92	RE	15	MAGICAL RING Clannad (Richard Dodd)	RCA RCLP 6072 (R) C: RCLP 6072
42	36	20	CARGO Men At Work (Peter McLean)	Epic EPC 25372 (C) C: 40/25372	93	97	2	BOYS DON'T CRY The Cure (Various)	Fiction SPELL 26 (F) C: SPEMC 26
43	61	6	COMPLETE MADNESS Madness (Langer/Winstanley)	Stiff HIT-TV 1 (C) C: ZHIT-TV 1	94	81	4	THE JOHN LENNON COLLECTION John Lennon (Lennon/Ono/Spector/Douglas)	Parlophone EMTV 37 (E) C: TC-EMTV 37
44	56	47	REFLECTIONS Various (Various)	CBS 10034 (C) C: 40/10034	95	58	19	TOTO IV Toto (Toto)	CBS 85529 (C) C: 40/85529
45	39	29	QUICK STEP & SIDE KICK Thompson Twins (Alex Sadkin)	Arista 204 924 (F) C: 404 924	96	RE	15	WHAT IS BEAT? (THE BEST OF THE BEAT) The Beat (Bob Sargeant)	Go-Foot BEAT 6 (F) C: TCBT 6
46	49	3	ALL IN A NIGHT'S WORK KC & The Sunshine Band (Harry Wayne Casey/Richard Finch)	Epic EPC 85847 (C) C: 40/85847	97	50	2	EVERYBODY'S ROCKIN' Neil Young & The Shocking Pinks (Neil Young/Elliott Mazer)	Geffen GEF 25590 (C) C: 40/25590
47	56	13	LOVERS ONLY! Various (Various)	Ronco RTL 2093 (B) C: 4CRTL 2093	98	RE	15	SCRIPT FOR A JESTER'S TEAR Marillion (Nick Tauber)	EMI EMC 3429 (E) C: TC-EMC 3429
48	79	18	POWER CORRUPTION AND LIES New Order (New Order)	Factory FACT 75 (P/RT) C: FACTUS 12C	99	RE	15	THE CONCERT IN CENTRAL PARK Simon & Garfunkel (Simon/Garfunkel/Ramone/Haloo)	Geffen GEF 96008 (C) C: 40/96008
49	62	9	QUEEN GREATEST HITS Queen (Various)	EMI EMTV 30 (E) C: TC-EMTV 30	100	RE	15	KISSING TO BE CLEVER Culture Club (Steve Lavigne)	Virgin V 2232 (E) C: TCV 2232
50	46	19	TWICE AS KOOL Kool & The Gang (Eumir Deodato/Kool & The Gang)	De-Lite/Phonogram PROLP 2 (F) C: PROMC 2					
51	NEW	1	MUMMER XTC (Steve Nye/XTC/Bob Sargeant)	Virgin V 2264 (E) C: TCV 2264					

Artists

AZ

AC/DC	9
ASIA	18, 87
BAUHAUS	76
BEACH BOYS, The	1
BEAT, The	96
BENSON, George	30
BIG COUNTRY	8
BOWIE, David	19, 55, 58, 62, 80
BROWNE, Jackson	59
CLANNAD	92
CLAYDERMAN, Richard	63
COLLINS, Phil	74, 77
COME WITH CLUB (CLUB TRACKS VOL. 2)	73
COSTELLO, Elvis & The Attractions	24
CULTURE CLUB	100
CURE, The	93
DEPECHE MODE	7
DIO	40, 78
DIRE STRAITS	53
DURAN DURAN	23, 38
ELO	52
EURHYTHMICS	26
FLASHDANCE	22
FLEETWOOD MAC	11
HANCOCK, Herbie	28
HEADLINE HITS	27
HEAVEN 17	21, 71
HITS ON FIRE	54
IGLESIAS, Julio	34
IMAGINATION	75
IRON MAIDEN	5, 67
JACKSON, Michael	53
JACKSON, Michael Plus The Jackson 5	2
JAPAN	85
JOEL, Billy	56
JOHN, Elton	11
KAJAGOOGOO	72
KC & THE SUNSHINE BAND	46
KIDS FROM FAME, The	29
KOOL & THE GANG	50
LENNON, John	94
LEVEL 42	10
LONDON SYMPHONY ORCHESTRA, The	65
LOVERS ONLY!	47
MADNESS	43
MARC AND THE MAMMAS	70
MARILLION	98
MARLEY, Bob & The Wailers	91
McLAREN, Malcolm	68
MEAT LOAF	36
MEN AT WORK	42, 57
MOODY BLUES, The	16
NEW ORDER	48
OLDFIELD, Mike	33, 86
PLANT, Robert	17
POLICE, The	15
QUEEN	49
REFLECTION	44
RICHARD, Cliff and The LPO	69
ROXY MUSIC	83
SAKAMOTO, Ryuichi	39
SCHENKER GROUP, Michael	25
SHADOWS, The	90
SHALAMAR	12, 88
SIMON & GARFUNKEL	99
SPANDAU BALLET	4
STEWART, Rod	14, 70
STRAY CATS	66
STREET SOUNDS - EDITION 5	32
STREISAND, Barbra	64
SUNNY AFTERNOON	30
TEARS FOR FEARS	37
THOMPSON TWINS	45
TOTO	95
TYLER, Bonnie	61
UFO	41
U2	31, 84
WAYNE, Jeff	89
WHAMI	3
XTC	51
Y & T	35
YAZOO	20, 60
YOUNG, Neil	97
YOUNG, Paul	6

DISTRIBUTORS' CODE
 - SEE ALBUM
 RELEASES PAGE

Compiled by Gallup for the BPI, Music Week and BBC, based on a sample of 250 conventional record outlets. To qualify for a chart position albums and cassettes must have a dealer price of £1.82 or more.

Johnny Mathis & Natalie Cole.
 Next Monday, September 12th, Johnny Mathis and Natalie Cole will star in an hour-long BBC2 TV special. Together they will sing a selection of the magical songs made famous by Nat King Cole.

Millions of viewers will tune in.

Fans of the music, fans of Mathis—every one. And when they've seen the special they can buy the songs.

Because, to coincide with the TV screening, CBS are releasing a soundtrack album and cassette featuring the show's most memorable moments.

ON TV AT 9.30PM NEXT MONDAY

UNFORGETTABLE

ON YOUR CASH REGISTER NEXT TUESDAY!

- * Large space News Of The World 'pre-TV special' campaign to gain maximum ratings on the night.
- * Follow-up Daily National Press including The Sun, The Daily Mail and two other major newspapers
- * National Window Campaign * Extensive point-of-sale
- * Central TV (ITV 1) campaign with a national equivalent of £350,000. Starts 14th September for 3 weeks.

Johnny, Natalie and the magical songs of Nat King Cole. A combination that's bound to be unforgettable.

'UNFORGETTABLE—A MUSICAL TRIBUTE TO NAT KING COLE' A brand new album and cassette.



Album: CBS 10042/Cassette: CBS 40-10042

Order from CBS Order Desk, Tel: 01-960 2155, CBS Distribution Centre, Barby Road, London W10



TOP US SINGLES

THIS WEEK		LAST WEEK		TITLE	ARTIST	LABEL
1*	2			MANIAC	Michael Sembello	Casablanca
2	1			SWEET DREAMS	Eurythmics	RCA
3*	6			THE SAFETY . . .	Men Without Hats	Backstreet/MCA
4*	4			PUTTIN' ON THE RITZ	Taco	RCA
5*	7			TELL HER ABOUT IT	Billy Joel	Columbia/CBS
6	3			EVERY BREATH YOU TAKE	The Police	A&M
7	5			SHE WORKS HARD . . .	Donna Summer	Mercury
8*	15			TOTAL ECLIPSE OF . . .	Bonnie Tyler	Columbia/CBS
9*	10			HUMAN NATURE	Michael Jackson	Epic
10	9			I'LL TUMBLE 4 YA	Culture Club	Virgin/Epic
11*	13			DON'T CRY	Asia	Geffen
12	11			FASCINATION	Human League	A&M
13*	14			LAWYERS IN LOVE	Jackson Browne	Asylum
14*	17			(SHE'S) SEXY + 17	Stray Cats	EMI-America
15*	18			MAKING LOVE OUT OF . . .	Air Supply	Arista
16	8			IT'S A MISTAKE	Men At Work	Columbia/CBS
17*	22			FAR FROM OVER	Frank Stallone	RSO
18*	20			HUMAN TOUCH	Rick Springfield	RCA
19*	21			PROMISES, PROMISES	Naked Eyes	EMI America
20*	23			HOW AM I SUPPOSED . . .	Laura Branigan	Atlantic
21*	25			KING OF PAIN	The Police	A&M
22*	24			TRUE	Spandau Ballet	Chrysalis
23	12			CHINA GIRL	David Bowie	EMI America
24	16			STAND BACK	Stevie Nicks	Modern
25	26			DEAD GIVEAWAY	Shalamar	Solar
26	19			TAKE ME TO HEART	Quarterflash	Geffen
27*	30			DON'T YOU GET SO MAD	Jeffrey Osborne	A&M
28*	32			KISS THE BRIDE	Elton John	Geffen
29	27			HOT GIRLS IN LOVE	Loverboy	Columbia/CBS
30*	33			LADY LOVE ME	George Benson	Warner Bros
31*	35			TELL HER NO	Juice Newton	Capitol
32*	34			BIG LOG	Robert Plant	SwanSong
33*	39			BURNING THE HOUSE DOWN	Talking Heads	Sire
34*	43			ISLAND IN THE STREAM	Rogers/Parton	RCA
35*	36			YOU'RE DRIVING ME . . .	Little River Band	Capitol
36*	38			TONIGHT I CELEBRATE . . .	Bryson/Flack	Capitol
37*	41			TELEPHONE	Sheena Easton	EMI-America
38*	45			ONE THING LEADS TO ANOTHER	The Fixx	MCA
39	28			AFTER THE FALL	Journey	Columbia/CBS
40	40			HOLD ME 'TIL . . .	Paul Anka	Columbia/CBS

BULLETS 41-100

41*	48			IT MUST BE LOVE	Madness	Geffen
42*	47			DON'T FORGET TO DANCE	The Kinks	Arista
43*	46			COLD BLOODED	Rick James	Gord-y
44*	60			SUDDENLY LAST SUMMER	The Motels	Capitol
46*	56			SITTING AT THE . . .	The Moody Blues	Threshold
47*	49			HOW CAN I REFUSE	Heart	Epic
48*	50			HIGH TIME	Styx	A&M
49*	54			WHAT AM I GONNA DO	Rod Stewart	Warner Bros
50*	52			SOMEONE BELONGING TO . . .	Bee Gees	RSO
51*	53			THE NIGHT	The Animals	I.R.S.
52*	55			RAINBOW'S END	Sergio Mendes	A&M
53*	61			EVERYDAY I WRITE . . .	Elvis Costello	Columbia/CBS
54*	58			I DON'T WANNA DANCE	Eddy Grant	Portrait/Ice
55*	74			DELIRIOUS	Prince	Warner Bros
56*	64			CAN'T SHAKE LOOSE	Agnetha Faltskog	Polydor
58*	62			DON'T YOU KNOW HOW . . .	Ronnie Milsap	RCA
59*	82			THIS TIME	Bryan Adams	A&M
60*	65			MIRACLES	Stacy Lattisaw	Cotillion
61*	N			IF ANYONE FALLS	Stevie Nicks	Modern
62*	69			BAD BOYS	Wham! UK	Columbia/CBS
67*	85			FOOLIN'	Def Leppard	Mercury
69*	83			UNCONDITIONAL LOVE	Donna Summer	Mercury
70*	76			FREAK-A-ZOID	Midnight Star	Solar
72*	79			JUST BE GOOD TO ME	The S.O.S. Band	Tabu
73*	N			EVERYDAY PEOPLE	Joan Jett	Blackheart/MCA
79*	87			FIGHT FIRE WITH FIRE	Kansas	CBS Associated
80*	84			LIVING ON THE EDGE	Jim Capaldi	Atlantic
81*	88			ALL I NEED TO KNOW	Bette Midler	Atlantic
83*	N			HEART & SOUL	Huey Lewis & The News	Chrysalis
85*	N			SPICE OF LIFE	Manhattan Transfer	Atlantic
86*	N			ROCKIT	Herbie Hancock	Columbia/CBS
88*	N			BABY, WHAT ABOUT YOU	Crystal Gayle	Warner Bros
89*	N			TROUBLE IN PARADISE	Jarreau	Warner Bros
90*	N			YOU PUT THE BEAT . . .	Eddie Rabbitt	Warner Bros
93*	N			JUST GOT LUCKY	JoBoxers	RCA

* Bullets are awarded to those products demonstrating the greatest airplay and sales gains.
Chart Courtesy *Billboard*, w/e September 10, 1983.

NEW SINGLES

Artist A-Side/B-Side Label No (Distributor)

ACTIFED DAWN OF A LEGION/Creation/Prophecy/Innocent/Exit **JUNGLE 7 12"** Pic Bag (L)
ADAMS, Bryan CUTS LIKE A KNIFE/Fits Ya Good **ARM AM 129** Pic Bag (C)
ALARM, The 68 GUNS/Part 2 **IRS PFP 1023** Pic Bag (C)
ALARM, The 68 GUNS/Thoughts Of A Young Man **IRS PFSX 1023** 12" Pic Bag (C)
ANTENA BE POP/Mummy's Not At Home Tonight **Crepusculo/Island IS 126** Pic Bag, **12IS 126** 12" Pic Bag (E)
ARMSTRONG, Herbie HEAVEN ONLY KNOWS/Do You **PRT 7P288** Pic Bag (A)

BELLE STARS, The THE ENTERTAINER/It's A Party **BUY 187** Pic Bag, **SBUY 187** 12" Pic Bag (C)
BOOKER, Steve LEAN ON ME/What Your Feet Are For **MARTINE: Samba Someday Ram RAM 7003** (P)
BOWIE, David MODERN LOVE/Live Version **EMI America EA 158** Pic Bag, **12EA 158** 12" Pic Bag (E)
BROTHERS, The MONTEGO BAY/Maunius Farewell **P40 007** (SP)
BROWNE, Tom ROCKIN' RADIO/It's A Party **ARISTA ARIST 12545** 12" (F)
BUTCHER STAND AND FIGHT/Killing Groups **Inept 003** Pic Bag (L)

CARLOS, Don COME IN/Special Request **Greensleeves GRED 124** 12" (JS/SP)
CHICANO, El DO YOU WANT ME/Instl **CBS A3722** Pic Bag, **TA3722** 12" Pic Bag (C)
COMMODORES, The ONLY YOU/Cebu **Motown TMG 1317** 10" (R)
COOKEY MONSTER SPACE AGE NIGGERS/Sniffers **Dub Twinkle NG 2001** 12" (JS)
COOLIDGE, Rita ONLY YOU/Shadow In The Night **A&M AM 141** Pic Bag (C)
CROSS, Christopher ALL RIGHT/Ride Like The Wind **Warner Brothers W 9474** (W)
CURTIS, Joe WHAT PEOPLE SAY **Instl/You Are My Rescue PRT CLIP 12S;CLIP 12** 12" (A)

D TRAIN THE SHADOW OF YOUR SMILE/Are You Ready For Me **Prelude TA3694** 12" (C)
DHCB THIS TIME/Simple Sound **And ANDS 001** Pic Bag (SD)
DREAD, Ranking OLD LADY FROM STOKELY/Version **Body Music BMDIS 10** 12" (JS)
DREAD, Stuffy JAH DREADFUL/Dub **Twinkle NG 201** 12" (JS)
DUNBAR, Valerie BLUES EYES/CRYING IN THE RAIN/Another Year Passes (Anniversary Song) **Klub KLUB 41** (A)

EGAN, Rusty THE TWILIGHT ZONE (EXT)/The Other Side **Warner Brothers RUSTY 1** 12" Pic Bag (W)
ENGLISH EVENING WHAT'S THE MATTER WITH HELEN/ENGLISH EVENINGS (Double A) **Safari SAFE 57** Pic Bag, **SAFE LS57** 12" (SP)

FELT PENELOPE TREE/Preacher In New England/Now Summer's Spread It's Wings **Again Cherry Red CHERRY 59** 12" (P)
FREEZE POP GOES MY LOVE/Scratch Goes My Dub **Beggars Banquet BEG 98** (W)
FREEZE POP GOES MY LOVE/Scratch Goes My Dub/No Need For Greed **Beggars Banquet BEG 98T** 12" (W)
GROUP, The TECHNOLOGY/You're My Flag **Jive JIVE 42** Pic Bag, **JIVET 42** 12" Pic Bag (C)

HAMILL, Peter FILM NOIR/Seven Wonders **Naive NAV 8** (SP)
HEAD, Murray (ALL WE CAN DO IS) HOLD ON/It's A Party **Virgin VS 634** Pic Bag (E)
HEAVY PETTIN' IN AND OUT OF LOVE/Love On The Run **Polydor HEP 1** Pic Bag (W/Free Badgel (F)
HEAVY PETTIN' IN AND OUT OF LOVE/Love On The Run/Roll The Dice **Polydor HEPX 1** 12" (F)
HEYWARD, Nick BLUE HAT FOR A BLUE DAY/Love At The Door **Arista HEY 3** Pic Bag (F)
HEYWARD, Nick BLUE HAT FOR A BLUE DAY/Love At The Door/Don't Get Me Wrong **Arista HEY 123** 12" Pic Bag (F)

I LEVEL STONE HEART STONE WOMAN/Historical Nights **Virgin VS 626** Pic Bag (E)
I LEVEL STONE HEART STONE WOMAN/The Wagon **Virgin VS 626-12** 12" Pic Bag (E)
IN EMBRACE THE LIVING DAYLIGHTS/Blue Beach **Glass GLASS 030** (P)
INSTANT AGONY NO SIGN OF LIFE/Case Of Power **Flicknife FLS 022** (P)

J, David JOE ORTON'S WEDDING/The Gospel According To Fear **Situation 2 SIT 26** (P)
J, David JOE ORTON'S WEDDING/REQUIEM FOR JOE/The Gospel According To Fear/Point Of Departure **Situation 2 SIT 26T** 12" (P)
JANE AND BARTON I WANT TO BE WITH YOU/Different Version **Cherry Red CHERRY 69** Pic Bag (P)
JB'S ALLSTARS ONE MINUTE EVERY HOUR/Theme From 903 **RCA 357** Pic Bag (R)
JB'S ALLSTARS ONE MINUTE EVERY HOUR (CLUB MIX)/One Minute Every Hour/Theme From 903 **RCA RCAT 357** 12" Pic Bag (R)
JETSET, The THE BEST OF THE JETSET (EP) **The Dance Network NET 1** (Self - 49 Bruce Grove, Tottenham N17 6RN)
JONES, Phil WHAT ABOUT ME/Bingo **Virgin/Charisma PJ 2** Pic Bag (E)
JONES, Tom I'LL BE HERE WHERE THE HEART IS/My Last Goodbye **Decca/London JONES 1** (F)

K-9 CORP featuring **PRETTY C DOG** TALK/GEORGE CLINTON: Man's Best Friend **Instl Capitol CL 307; 12CL 307** 12" (E)
KAJA GOOGOD BIG APPLE (METH) MIX/Big Apple/Monochromatic (Live) **12EMI 5423** 12" Pic Bag (E)
KANO ANOTHER LIFE/Instl **Epic A3732; Epic TA3732** 12" (C)
KING KONG TOOT TOOT TOO MUCH/SPARTACUS R: Expectation **Zara Music Records ZMR 005** (RTJS)
KING KONG TOOT TOOT TOO MUCH/SPARTACUS R: Expectation/Profitable Genocide **ZMR 005** 12" (RTJS)
KNIGHT AND THE PIPS, Gladys HERO/Seconds **CBS A3763** (C)

LADY M PLEASE DON'T BREAK MY HEART/Instl **Calibre CAB 116; CABL 116** 12" (A)
LADY M PLEASE DON'T BREAK MY HEART/Instl **Calibre CAB 116; CABL 116** 12" (A)
L5 'I'M YOUR ASTRONAUT I Was Frightened **LEE STEVENS: Lightnin' Strikes Ram RAM 7002** (P)

MARY JANE GIRLS BOYS/YOU ARE MY HEAVEN/Boys (Instl/All) Night Long (Instl/Candy Man (Instl) **Motown TMGT 127B** 12" Pic Bag (R)
MEAT LOAF MIDNIGHT AT THE LOST AND FOUND/Fallen Angel **in double pack with BAT OUT OF HELL/Dead Ringer Epic A3748** Pic Bag, **Epic TA3748** 12" Pic Bag (C)
MELANIE EVERY BREATH OF THE WAY/Lovers Lullaby **Neighbourhood NB 1** Pic Bag (DS)
MELANIE EVERY BREATH OF THE WAY/Lovers Lullaby/Put A Hat On Your Head **Neighbourhood NBT 1** 12" Pic Bag (DS)
MEMELDI JABULANI SATURDAY NIGHTS/Spora **Jive Magnet MAG 249** (R)
MINOTT, Sugar TAKE A SET/No Way **Wackie's WACKIE'S 712** 12" (JS)
MURDOCK, Lydia SUPERSTAR (LONG VERSION)/Instl **Korova KOW 30T** 12" (W)

NAKED EYES PROMISES, PROMISES/In The Name Of Love **EMI 5421** Pic Bag (E)

OLYMPIC ORCHESTRA, The REILLY/THE HORIZON ORCHESTRA: Cannon In "D" **Red Bus RBUS 82** Pic Bag (A)
ONE THE JUGGLER DJANGO'S COMING/RIP THE CAT/Django (Instl/Nearly A Sin/Far Away (From London) **Regard RG 111** Pic Bag, **Regard RGT 111** 12" Pic Bag (R)

PARKINSON, Philip CONTROL THEM/Take Us Home **Twinkle NG 963** 12" (JS)
PASSION PUPPETS, The VOICES/It's A Party **BUY 188** Pic Bag, **SBUY 188** 12" Pic Bag (C)
PLAY DEAD SHINE/Promise **Situation 2 SIT 28** (P)
PLAY DEAD SHINE/Promise/Gaze **Situation 2 SIT 28T** 12" (P)
PULP EVERYBODY'S PROBLEM/There Was **Red Rhino RED 37** Pic Bag (L)

RAM, Able HOPE WE MAKE IT/It's A Party **PRT 7P287** Pic Bag, **12P287** (A)
RANDY & THE RAINBOWS DENISE/FOUR PENNIES: My Block **Laurie LDG 110** (SW)
RAVENSROFT, Raf MAXINE/The Two Of Us **Solid STOP 007** Pic Bag (DS)
RIOT SQUAD I'M O.K. F*CK YOU/In The Future/Friday Night **Rot ASS 2** (I)
ROGERS, Kenny EYES THAT SEE IN THE DARK/Burned Treasure **RCA 358** Pic Bag (R)
ROUGH TRADE ALL TOUCH/Kiss Me Deadly **CBS A3331; TA3331** 12" (C)
ROX KRAZY KUTZ EP - SWEET SIXTEEN/SIDEWALK STRUTTER/Shock Rockin' **Music For Nations 12KUT 103** 12" (P)
RUMPLESTILTSKIN I THINK I WANT TO DANCE WITH YOU/Instl **Polydor POSP 648; POSPX 649** 12" (F)

SAKAMOTO, Ryuichi MERRY CHRISTMAS MR LAWRENCE/Sowing The Seed **Virgin VS 627** (E)
SATELLITES, The VIETNAM/Lucy Is A Prostitute/I Fell In Love With A Lesbian Brickyard **EOR 1** Pic Bag (P)
SOFT CELL SOUL INSIDE/You Only Live Twice/Loving You Having Melted Imagination **Some Bizzare/Phonogram BZS 2020** (Double Pack) (F)
SOFT CELL SOUL INSIDE/You Only Live Twice/Loving You Having Melted Imagination **Some Bizzare/Phonogram BZS 2012** 12" (F)
SPACE MONKEY CAN'T STOP RUNNING/Impact **Instl Inner Vision A3742** Pic Bag (C)
SPACE MONKEY CAN'T STOP RUNNING (Powerblast Mix)/Problem World (Instl) **Inner Vision TA3742** 12" Pic Bag (C)
SWALLOW TONGUE GOT TO BE THERE/Instl **Cherry Red CHERRY 68** Pic Bag (P)
SWALLOW TONGUE GOT TO BE THERE (Ext Version)/Hitch Up Honey/Got To Be There (17" mix) **Cherry Red 12CHERRY 68** 12" (P)

TIME UK THE CABARET/Remember Days **Red Bus TIM 123** Pic Bag, **TIME 123** 12" (A)
TOBRUK WILD ON THE RUN/The Show Must Go On **Neat NEAT 32** (P)
TOOLS YOU CAN TRUST WORKING AND SHOPPING/The Work Ahead Of Us **Red Energy Dynamo S101** (I)
TOSH, Peter MAMA AFRICA/Not Gonna Give It Up **Radic RIC 117** Pic Bag, **10RIC 117** 10" (E)
TOYAH REBEL RUN/Mountains High **Safari SAFE 56** Pic Bag (SP)

UK SUBS ANOTHER TYPICAL CITY/Louise **Jungle 4017** Pic Bag (L)
UNDER TWO FLAGS LEST WE FORGET/Drawn Inside **Situation SIT 27** (P)
UNDER TWO FLAGS LEST WE FORGET/Drawn Inside/Forth History **Situation 2 SIT 27T** 10" (P)
UNIQUE WHAT I GOT IS WHAT YOU NEED/Instl **Prelude A3707; TA3707** (C)

VENEZIANO, Rondon VENICE IN PERIL/Sinfonia Per Un Addio **Ferroway 7RON 1** Pic Bag, **12RON 1** 12" Pic Bag (A)

WAVELENGTH SITTING IN THE PARK/Living Prey **Outlook OUT 004** (SP)
WHITE DOOR WINDOWS/In Heaven **Clay CLAY 26** (P)
WISHFUL THINKING WISHFUL THINKING/On Line **Organic ORGS 1** Pic Bag (P)

XTC LOVE ON A FARM BOYS WAGES/In Loving Memory Of A Name/Desert Island/Toys **Virgin VS 613** (Double Pack) Pic Bag (E)
XTC LOVE ON A FARM BOYS WAGES/Burning With Optimisms/Flame/English Roundabout/Cut It Out **Virgin VS 613-12** 12" Pic Bag (E)

All Touch
 (All) We Can Do Is Hold On
 Alright
 Another Life
 Another Typical City
 Be Pop
 Big Apple
 Blue Eyes Crying In The Rain
 Blue Hat For A Blue Day
 Boys
 Can't Stop Running
 Come In
 Control Them
 Cuts Like A Knife
 Dawn Of A Legion
 Denise
 Django's Coming
 Do You Want Me
 Dog Talk
 English Evenings
 Every Breath Of The Way
 Everybody's Problem
 Eyes That See In The Dark
 Fein Run
 Get To Be There
 68 Guns
 Heaven Only Knows
 Hero
 Hope We Make It
 I Think I Want To Dance
 With You
 I Want To Be With You
 I'll Be Here Where The Heart Is
 I'll Take You Home Again
 Kathleen
 I'm O.K. F*ck You
 I'm Your Astronaut
 In And Out Of Love
 Jabulani Saturday Night
 Jah Dreadful
 Joe Orton's Wedding
 Krazy Kutz
 Lean On Me
 Lest We Forget



SINGLES RELEASES this week from One The Juggler, top, Chris Cross and the UK Subs.

Hotline number for new release details:
01-379 6527
 Deadline 11am
 Wednesday of week prior to publication

Total Releases: 86

September 16, 1983

Distributor codes: see album releases page

NEW ALBUMS

Artist Title Label Cat No/Cassette No Dealer Price (Distributor) **Denotes available on Compact Disc

- ABBA ABBA'S GREATEST HITS Abba CD 10 (Compact Disc) IC
- ALLEN, Rod & Louis Russell RED ALLEN & LOUIS RUSSELL 1929 31 Neovox 769 (Cassette) £3.06 (SW)
- ALTERED IMAGES HAPPY BIRTHDAY Epic EP 32355/40/32355 £1.82 (C)
- AMBROSE AMBROSE VOL 1 1928 31 Neovox 905 (Cassette) £3.06 (SW)
- ARMSTRONG, Louis THE ESSENTIAL LOUIS ARMSTRONG VOL 7 Neovox 777 (Cassette) £3.06 (SW)
- ARMSTRONG, Louis & His All Stars JANUARY 1954 AT CLUB HANGOVER Storyville SLP 40951- £2.75 (SW)
- BANKS, Billy THE RHYTHMAKERS CHICAGO RHYTHM Neovox 768 (Cassette) £3.06 (SW)
- BECK, Jeff BLOW BY BLOW Epic EP 32367/40/32367 £1.82 (C)
- BEDINI, Count Lorenzo IN FLIGHT Shades Records & Tapes SHMA 001 (Cassette) £2.72 inc p&p (Mail order, Shades Records & Tapes, Hall Farm, Newton Flotham, Norwich, Norfolk)
- BEE GEES SPIRITS HAVING FLOWN RSO SPEL 48/SPENC 48 £1.82 (F)
- BROONZY, Big Bill AN EVENING WITH... Storyville SLP 143- £2.75 (SW)
- BROWN, James LIVE AND LOW DOWN AT THE APOLLO VOL 1 Polydor SPEL 46/SPENC 46 £1.82 (F)
- BURDON, Eric & The Animals ERIC BURDON & THE ANIMALS Polydor SPEL 40/SPENC 40 £1.82 (F)
- CACERES, Emilio & Emilio ERNIE & EMILIO CACERES Audiophile AP 1011- £4.25 (SW)
- CALIFORNIA RAMBLERS SMALLER GROUPS 23 26 Neovox 901 (Cassette) £3.06 (SW)
- CARMICHAEL, Honey HOAGY CARMICHAEL 1927 32 Neovox 765 (Cassette) £3.06 (SW)
- CASEY, Al GENIUS OF THE JAZZ GUITAR JSP JSP 10621- (MW)
- CHAPLIN, Charlie ONE OF A KIND Trojan TRLS 2181- £2.75 (A)
- CHOCOLATE DANDIES, The THE CHOCOLATE DANDIES 1928 33 Neovox 766 (Cassette) £3.06 (SW)
- CLAYDERMAN, Richard THE MUSIC OF RICHARD CLAYDERMAN Delphine/Decca SKL 5333KSKC 5333 £3.04 (F)
- COCKERELL BOYS, The MBUBE JIVE & SOUL L&R LR 40091- (MW)
- COOK, Doc FREDDY KEPPARD 1926 28 Neovox 772 (Cassette) £3.06 (SW)
- COTTON, Baby BILLY COTTON VOL 1 1930 31 Neovox 903 (Cassette) £3.06 (SW)
- COX, Jess PIECE OF THE ACTION Neat NEAT 10101- £3.04 (F)
- CREAM FRESH CREAM RSO SPEL 42/SPENC 42 £1.82 (F)
- CREOLE, Kid & The Coconuts DOPPELGÄNGER Island ILPS 9743/ICT 9743 £3.39 (C)
- CROSBY, Bing EARLY YEARS VOL 1 1927 31 Neovox 908 (Cassette) £3.06 (SW)
- CROSBY, Bob & His Orchestra MORE 1938 Circle CLP 341- £4.25 (SW)
- DAMMEZ, The LIVE IN NEWCASTLE (C) Records IC1 114- £3.05 (Plus free live vinyl single) (SD)
- DEBRINGER SECOND ARISING Neat NEAT 10091- £3.04 (F)
- DOLLAR BRAND BLACK LIGHTNING Bellaphon BID 1555021- (MW)
- DOLLAR BRAND SOWETO Bellaphon BID 1555011- (MW)
- DOLLAR BRAND AFRICAN SKETCHBOOK Epic ENJA 20261- (MW)
- DOLLAR BRAND AFRICAN SPACE PROGRAMME Epic ENJA 20321- (MW)
- DOLLAR BRAND GOOD NEWS FROM AFRICA Epic ENJA 20481- (MW)
- DOLLAR BRAND THE CHILDREN OF AFRICA Epic ENJA 20701- (MW)
- DRISCOLL, Julie & Brian AUGER & THE TRINITY JULIE DRISCOLL & BRIAN AUGER & THE TRINITY Polydor SPEL 41/SPENC 41 £1.82 (F)
- DUNBAR, Valerie BLUE EYES Klub KLUB 401- £3.25 (A)
- FAME, George 20 BEAT CLASSICS RSO SPEL 45/SPENC 45 £1.82 (F)
- FIELDS, Shep & His Ripping Rhythm Orchestra 1947 50 Circle CLP 381- £4.25 (SW)
- FLAMINGOES, The GOLDEN TEARDROPS Solid Smoke SS 80181- (MW)
- FOXX, John THE GOLDEN CHILD Virgin V 22337/CT 2233 £3.20 (C)
- FURNITURE WHEN THE BOOM WAS ON & TRACK MINI LP Survival AC11- £1.99 (LP/Sell-01-560 0940)
- GADGETS BLUE Glass GLALP 006/GLAMC 006 (Extra side with cassette - "Gadget Tree") (F)
- GAILLARD, Slim ANYTIME, ANYPLACE, ANYWHERE Hep Hep 20201- £2.55 (SW)
- GARDENING BY MOONLIGHT METHOD IN THE MADNESS Intercad/Island INTD 21- (E)
- GASDINE, Jill, Oliver Tobias, Mike Holoway & The Kids From Dethobers Hall SMIKE SMIKE RECORDING CO SMIKE 15SMIKE IC (2LP) £3.75 (F)
- GENE LEWIS JEZEBEL PROMISE Swan SW 217U 71- (LP)
- GEORGINO NO SWEAT Neat NEAT 10081- £3.04 (F)
- GILBERTO, Astrud THAT GIRL FROM IPANEMA Bellaphon BID 110011- (MW)
- GOLDEN EARRING GOLDEN EARRING Polydor SPEL 41/SPENC 44 £1.82 (F)
- HAGGARD, Maria/Leona WILLIAMS HEART TO HEART Mercury MERL 29/MERL 29 £3.45 (F)
- HALFWAY HOUSE ORCHESTRA HALFWAY HOUSE ORCHESTRA 1925 28 Neovox 774 (Cassette) £3.06 (SW)
- HARPO, Slim SHAKE YOUR PYNIGHT FLY 5821- £2.81 (SW)
- HAWKWOOD THE TEXT OF FESTIVAL JAMS JAMS 291- £2.01 (C) (UKF)
- HAYMES, Dick IMAGINATION Audiophile AP 791- £4.25 (SW)
- HEAD, Jowz Pincer MOVEMENT Armageddon HEDON 51- £3.05 (F)
- HINES, Earl MY TRIBUTE TO LOUIS Audiophile AP 1111- £4.25 (SW)
- HINES, Earl HINES COMES IN HANDY Audiophile AP 1121- £4.25 (SW)
- HINES, Earl HINES DOES HOAGY Audiophile AP 1131- £4.25 (SW)
- HODES, Art SELECTIONS FROM THE GUTTER Storyville SLP 40571- £2.75 (SW)
- HORN, Paul LIVE AT PALM BEACH CASINO Bellaphon BID 1555051- (MW)
- HUDSON, Dean & His Orchestra DEAN HUDSON & HIS ORCHESTRA Circle CLP 401- £4.25 (SW)
- HUGHES, Spike SPIKE HUGHES VOL 1 1930 Neovox 904 (Cassette) £3.06 (SW)
- JAMES, Harry & His Orchestra HARRY JAMES & HIS ORCHESTRA 1954 Circle CLP 391- £4.25 (SW)
- JOHNSON BAND, Jimmy NORTH/SOUTH Delmark DS 6471- £4.00 (SW)
- JOHNSON, Hank & His Band SPICY ADVICE GHB GHB 1011- £4.25 (SW)
- JONES, Tom THE TOM JONES ALBUM Decca TOM HIKTOMIC 11 (F)
- KAWAGUCHI, George & Art Blakey KILLER JOE Storyville SLP 41001- £2.75 (SW)
- KING OLIVER KING OLIVER VOL 2 1928 29 Neovox 763 (Cassette) £3.06 (SW)
- KONSTRUKTIVITS PSYCHO GENET IKA Third Mind TM 021- £2.83 (UKF)
- LAWSON, Hugh PRIME TIME Storyville SLP 40781- £2.75 (SW)
- LEA, Barbara/Bob Dorough/Dick Sudhalter HOAGY'S CHILDREN Audiophile AP 10511- £4.25 (SW)
- LEWIS, Philip RHYTHM MANIACS 1929 30 Neovox 906 (Cassette) £3.06 (SW)
- LEWIS, Tad THE BEST OF 1929 31 Neovox 781 (Cassette) £3.06 (SW)
- LONDON CAST MR CINDERS That's Entertainment TER 1069/ZCTER 1069 (A)
- LOVESMITH, Michael I CAN MAKE IT HAPPEN Motown STML 121921- £3.25 (C)
- MANHATTANS, The FOLLOW YOUR HEART Solid Smoke SS 80071- (MW)
- MANILOW, Barry A TOUCH MORE MAGIC Arista BMAN 31/TC-BM 3 £3.27 (F)
- MANONE, Percy WITH PAPA BUE'S WIKING JAZZ BAND Storyville SLP 40681- £2.75 (SW)
- MAYFIELD, Winny with the Philip Walker Band HIT THE ROAD AGAIN Timeless SLP 1701- £3.25 (SW)
- MCGEE, Howard & Teddy Edwards YOUNG AT HEART Storyville SLP 40801- £2.75 (SW)
- MCGLOTHLIN, Louis LONIS IN LONDON 1981 Audiophile AP 1661- £4.25 (SW)
- MCKINNEY'S COTTON PICKERS MCKINNEY'S COTTON PICKERS 1930 31 Neovox 776 (Cassette) £3.06 (SW)
- McSHANN, Jay AFTER HOURS Storyville SLP 40241- £2.75 (SW)
- MILLS, Irving HOTSY TOTSY GANG Neovox 773 (Cassette) £3.06 (SW)
- MILLER ORCHESTRA, Herb TRIBUTE TO SWING RHM RHM 510/RHM 510 £3.20 (SW)
- MISSOURIANS, The CAB CALLOWAY 1923 30 Neovox 771 (Cassette) £3.06 (SW)
- **MOODY BLUES THE PRESENT Threshold TXS 1401/TXC 1401 119 2 (Compact Disc) (F)
- MOTEN, Bonnie BENNIE MOTEN VOL 2 1928 29 Neovox 759 (Cassette) £3.06 (SW)
- NAPOLEON, Phil NEW YORK JAZZ VOL 6 1929 Neovox 753 (Cassette) £3.06 (SW)
- NEW ORLEANS OWLS NEW ORLEANS OWLS 1925 27 Neovox 775 (Cassette) £3.06 (SW)
- NUMAN, Gary WARRIORS Beggars Banquet BEGA 47/BEGC 47 £3.20 (W)
- ORIGINAL SOUNDTRACK BLUE THUNDER MCA MCF 3183/MCF 3183 £3.20 (C)
- ORY, Kid PLAYS THE BLUES Storyville SLP 40641- £2.75 (SW)
- PARNAM, Tiny TINY PARNAM VOL 1 1928 29 Neovox 779 (Cassette) £3.06 (SW)
- PARKER, Knobby & His Cakewalking Jazz Band KNOCKY PARKER & HIS CAKEWALKING JAZZ BAND GHB GHB 1501- £4.25 (SW)
- PEECH BOYS LIFE IS SOMETHING SPECIAL Island ILPS 9781/ICT 9781 £3.39 (F)
- PHANTOM ROCKERS THE SHARKS Nervous NERD 0081- £2.90 (SW)
- **RAINBOW BENT OUT OF SHAPE Polydor POLD 5116/POLDC 5116 £18.95 305 2 (Compact Disc) (F)
- RATT, Bonnie TONGUE IN CHEEK Warner Brothers WB 29206 11- £3.00 (SW)
- ROCKIN' SIDNEY GIVE ME A GOOD TIME WOMAN Mason de Soul MS 10071- £4.00 (SW)
- ROUSE, Charlie MOMENTS NOTICE Storyville SLP 40791- £2.75 (SW)
- SCULLIUN LIKE WHITE SIDE OF NIGHT WEA 240102 11- (MW)
- SEMBELLO, Michael BOSONOVIA HOTEL Warner Brothers WB 29202 11- £3.20 (W)
- SHEPP QUARTET, Archie PARISHAN CONCERT VOL 1 Impco 011- £3.00 (SW)
- SHEPP SEKTRET, Archie TRIBUTE TO SIDNEY BECHET Impco 081- £3.00 (SW)
- SHYERS, Nabhan TEM A FIGHT! Mandingo Hotstoppers MAN LP 0031- (US)
- SMITH, Kath PRESENTS AN ALBUM OF ARMSTRONG & WALLER MUSIC Hefty Jazz HJ 1071- £2.90 (SW)
- SOFT BOYS, The LOPE AT THE HIVE Armageddon BYE 11- £3.05 (F)
- STEVENS, Shakin' PLAY IT LOUD Polydor SPEL 43/SPENC 43 £1.82 (F)
- SULLIVAN, Maxine with Ted Easton's Jazzband MAXINE Audiophile AP 1671- £4.25 (SW)
- TYLER QUARTET, Charlie DEFINITE 1 Storyville SLP 40981- £2.75 (SW)
- VAN DYKES, The THE HO MAN'S AN ISLAND Solid Smoke SS 80161- (MS)
- VARIOUS AFRICAN HISTORY (DUB) Mandingo Hotstoppers MAH LP 0021- £2.95 (US)
- VARIOUS DANCE MIX VOL 2 Epic DM 2/DM 40/2 (C)
- VARIOUS DUOPHONE BANDS 1928 Decca 902 (Cassette) £3.06 (SW)
- VARIOUS 20 GREAT COUNTRY RECORDINGS OF THE 50'S & 60'S Cascade DROP 10041- £2.00 (SW)
- VARIOUS 20 GREAT BLUES RECORDINGS OF THE 50'S & 60'S Cascade DROP 10051- £2.00 (SW)
- VARIOUS JIM ROCK & ROLL Rock & Country RHC 10141- £2.75 (SW)
- VARIOUS NEW YORK JAZZ SCENE VOL 7 1929 30 Neovox 762 (Cassette) £3.06 (SW)
- VARIOUS PIANO BLUES LEGENDS JSP 10561- £2.95 (SW)
- VARIOUS SAVVY MEMORIES 1937 Neovox 901 (Cassette) £3.06 (SW)
- VARIOUS SONGS AND SINGERS VOL 1 Neovox 701 (Cassette) £3.06 (SW)
- VARIOUS THE HIT SQUAD CHART TRACKING RONCO RDM LP 1/CROM 1 £3.47 (B)
- VARIOUS THE HIT SQUAD NIGHT CLUBBING RONCO LP 2/CROM 2 £3.47 (B)
- VARIOUS THE 1983 EDINBURGH MILITARY TATTOO Rosa WGR 0581- £2.73 (H/Ross (08882) 2403)
- VARIOUS THIS IS VINTAGE Jazz 1926 33 Neovox 770 (Cassette) £3.06 (SW)
- VARIOUS THOSE WONDERFUL RADIO YEARS Decca RFLD 341- £3.04 (F)
- VARIOUS W.N.W. & MOONLIGHT RADIO Armageddon MOON 11- £3.05 (F)
- VELVET UNDERGROUND VELVET UNDERGROUND Polydor SPEL 39/SPENC 39 £1.82 (F)
- VENTUILLANG THE ESSENTIAL VENTUILLANG VOL 3 Neovox 767 (Cassette) £3.06 (SW)
- WANKMAN, Rick COST OF LIVING Virgin/Charisma CAS 1183/CHARMA 1183 £3.20 (E)
- WATERS, Muddy HARD AGAIN Sky 32357/40/32357 £1.82 (C)
- WATKINS, Joe PLEASE DON'T TALK ABOUT ME WHEN I'M GONE GHB GHB 741- £4.25 (SW)
- WEBSTER, Ben & His Orchestra 1944 THE HORN Circle CLP 411- £4.25 (SW)
- WEBSTER, Ben & His Orchestra 1944 THE HORN ALTERNATIVE & INCOMPLETE TAKES Circle CLP 421- £4.25 (SW)
- WELLS CHICAGO BLUES BAND, Junior, with Buddy Guy HOOODOO MAN BLUES Delmark DS 6121- £4.00 (SW)
- WHITE, James JAMES WHITE'S PLAINING DEMONIES (2) Island ILPS 7021- £3.39 (E)
- WHO, The THE WHITES VOL 11 1970 1975 Polydor SPEL 10/SPENC 10 £1.82 (F)
- WILLIAMS, Billy THE MUSIC HALL Neovox 703 (Cassette) £3.06 (SW)
- WILLIAMS, Clarence CLARENCE WILLIAMS VOL 2 1926 29 Neovox 764 (Cassette) £3.06 (SW)
- WILLIAMS JNR., Hank STRONG STUFF WEA 96 0223 11- (MW)
- WOODS, Phil AT THE VANGUARD Aristas AN 10131- £3.39 (E)
- YES 80102 Atlantic 780102-1/780102-4 £3.20 (W)



ALBUM RELEASES this week from Bonnie Raitt and Yes.

Distributor Codes

- A - PRT 01-640 3344
- B - Ronco 01-876 8682
- BK - Backs 0603 26221
- BLM - Black Marketing - 01-609 7017/8
- BM - BiBi Magnetics 01-223 5955
- BU - Bullet 08894 76316
- C - CBS 01-960 2155
- CEL - Celtic Music 0532 432637
- CH - Charly 01-639 8603
- CON - Conifer 08954 47707
- CS - Cassion 01-485 8704
- E - EMI 01-561 8722
- F - PolyGram 01-590 6044
- FP - Faulty 01-727 0734
- G - Lightning 01-969 8344
- GR - Graduate 0384 59048
- GY - Greyhound 01-385 8146
- H - HR Taylor 021-622 2377
- I - Cartel (Backs, Rough Trade) and Fast Product - 031 661 5811
- Probe - 051 236 6591
- Red Rhino (Mid) - 0926 26376
- Red Rhino (Nth) - 0904 641415
- Revolver - 0272 299105
- IDS - Independent Distribution Services 01-476 3222
- IKF - 02514 20053
- ILA - Independent Record Labels Association 01-935 2303
- IMS - Import Music Service (via Polygram) 01-590 6044
- IMP - Impex Musik 01-229 5454
- IN - Inferno 021-233 1256
- IRS - Independent Record Sales 850-3161
- J - Jungle 01-359 9161
- JS - Jetstar 01-961 5818
- JSU - Jazz Services Unlimited 0422 64773
- K - K-tel 01-992 8000
- KS - Kingdom - 01-836 4763
- L - Lugnuts 01-348 9122
- M - MSD - 01-602 3483
- MB - Menace Breakers 01-381 1391
- MFP - Music For Pleasure 01-561 3125
- MK - 041-333 9553
- MW - Making Waves 01-481 9917
- N - Neon 09363 5029
- O - Outlet 0232 22826
- OR - Orbitone 01-965 8292
- P - Pinnacle 0689 73144
- PK - Pickwick 01-200 7000
- PR - President 01-839 4672
- PRO - Projection 0702 72281
- R - RCA 021-525 3000
- RT - Rough Trade 01-221 1100
- RU - Ruff Lion - 01-221 1604
- SO - Stage One 0428 4001
- SP - Spartan 01-903 8223
- SW - Swift 0424 220028
- T - Trojan 01-961 4565
- TE - Tent 0708-751881
- TOL - The Other Label 01-624 1843
- V - Vista Sounds 01-951 3178
- W - WEA 01-998 5929
- WU - Wynd Up 061-798 9252
- X - Clyde Factors 041-221 9844
- Y - Relay 01-579 6125

TOP US ALBUMS

THIS WEEK	LAST WEEK	TITLE	ARTIST	LABEL
1*	2	THRILLER	Michael Jackson	Epic
2	1	SYNCHRONICITY	The Police	A&M
3	3	FLASHDANCE	Soundtrack	Casablanca
4	4	PYROMANIA	Def Leppard	Mercury
5*	7	AN INNOCENT MAN	Billy Joel	Columbia/CBS
6*	8	ALPHA	Asia	Geffen
7	6	STAYING ALIVE	Soundtrack	RSO
8*	9	LAWYERS IN LOVE	Jackson Browne	Asylum
9	5	THE WILD HEART	Stevie Nicks	Modern
10	10	REACH THE BEACH	The Fixx	MCA
11*	13	THE PRINCIPLE . . .	Robert Plant	SwanSong
12	12	LET'S DANCE	David Bowie	EMI-America
13	11	KEEP IT UP	Loverboy	Columbia/CBS
14	14	SHE WORKS HARD . . .	Donna Summer	Mercury
15	15	SWEET DREAMS	Eurythmics	RCA
16*	18	SPEAKING IN TONGUES	Talking Heads	Sire
17*	19	METAL HEALTH	Quiet Riot	Pasha
18*	31	GREATEST HITS	Air Supply	Arista
19*	21	ELIMINATOR	ZZ Top	Warner Bros
20*	23	RHYTHM OF YOUTH	Men Without Hats	Backstreet
21	17	CARGO	Men At Work	Columbia/CBS
22	16	FRONTIERS	Journey	Columbia/CBS
23	24	AFTER EIGHT	Taco	RCA
24	20	KISSING TO BE CLEVER	Culture Club	Virgin/Epic
25	22	1999	Prince	Warner Bros
26	26	PUNCH THE CLOCK	Elvis Costello	Col/SBS
27*	58	COLD BLOODED	Rick James	Gord-y
28	25	DURAN DURAN	Duran Duran	Capitol
29	27	ALBUM	Joan Jett	Blackheart/MCA
30*	42	FASTER THAN . . .	Bonnie Tyler	Columbia/CBS
31	32	FASTWAY	Fastway	Columbia/CBS
32	30	H ₂ O	Daryl Hall & John Oates	RCA
33*	N	FLICK OF THE SWITCH	AC/DC	Atlantic
34	35	LIVING IN OZ	Rick Springfield	RCA
35	29	PIECE OF MIND	Iron Maiden	Capitol
36	28	CUTS LIKE A KNIFE	Bryan Adams	A&M
37	33	IN YOUR EYES	George Benson	Warner Bros
38	38	STAY WITH ME TONIGHT	Jeffrey Osborne	A&M
39	37	STATE OF CONFUSION	The Kinks	Arista
40*	45	BORN TO LOVE	Bryson/Flack	
BULLETS 41-100				
41*	43	THE LOOK	Shalamar	Solar
42*	46	NO PARKING . . .	Midnight Star	Solar
51*	59	EVERYBODY'S ROCKIN'	Neil Young	Geffen
55*	N	RANT-N: RAVE WITH THE STRAY CATS	Stray Cats	EMI-America
57	62	MARY JANE GIRLS	Mary Jane Girls	Gord-y
62*	73	HIGH & DRY	Def Leppard	Mercury
63*141	ZAPP III	Zapp		Warner Bros
66*	78	ON THE RISE	The S.O.S. Band	Tabu
70*	77	CITY KIDS	Spyro Gyra	MCA
74*	87	NO FRILLS	Bette Midler	Atlantic
76*113	FUTURE SHOCK	Herbie Hancock		Columbia/CBS
82*	77	THE NUMBER OF THE BEAST	Iron Maiden	Capitol
89*133	TRUE	Spandau Ballet		Chrysalis
92*100	INDIVIDUAL CHOICE	Jean-Luc Ponty		Atlantic
98*109	SYNCHRO SYSTEM	King Sunny Ade		Mango
97*	N	THE ANIMALS	The Animals	Ark
100*111	GOLDEN YEARS	David Bowie		RCA
OTHER NEW ENTRIES				
118*	NEXT POSITION PLEASE	Cheap Trick		Epic
126*	JAMMIN'	The Gap Band		Total Experience
147*	THE PRESENT	The Moody Blues		Threshold
152*	CONTINUATION	Philip Bailey		Columbia/CBS
172*	ASIA	Asia		Geffen
174*	NEMESIS	Axe		Atco
176*	DON'T STOP	Billy Idol		Chrysalis
183*	GOOD FOR YOUR SOUL	Oingo Boingo		A&M
186*	DIRTY LOOKS	Juice Newton		Capitol
187*	GREATEST HITS	Crystal Gayle		Columbia/CBS
189*	MEAN STREAK	Y&T		A&M
195*	HIGH LAND, HARD RAIN	Aztec Camera		Sire

*Bullets are awarded to those products demonstrating the greatest airplay and sales gains. Chart Courtesy *Billboard*, for w/e September 10, 1983.

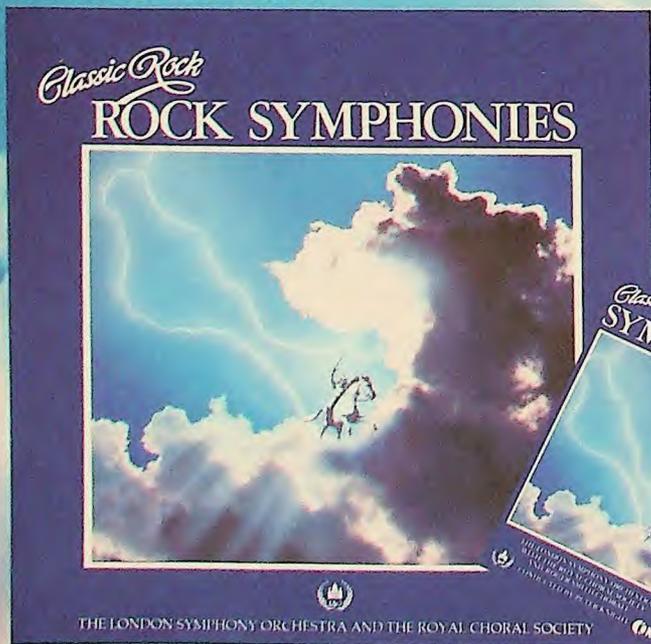
THE LATEST AND GREATEST

Classic Rock

ALBUM

**ROCK
SYMPHONIES**

ONE 1243 OCE 2243



**SUPPORTED
BY MASSIVE
TV CAMPAIGN**

THE LONDON SYMPHONY ORCHESTRA AND THE ROYAL CHORAL SOCIETY



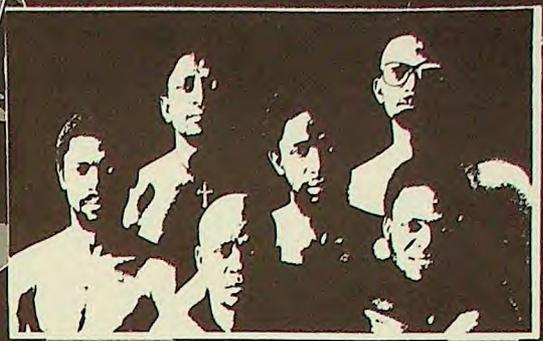
TO ORDER CONTACT YOUR LOCAL WHOLESALER OR CALL K-TEL DIRECT ON 01-992 8000

SAKHILE

The track 'SAKHILE' now available

on 7" - JIVE 48
+ 12" with extra track - JIVE T48

Taken from the album 'SAKHILE' - HIP 7



Order from CBS Tele-sales 01-960 2155

MUSIC WEEK

TOP SINGLES

DISCO & DANCE

TOP ALBUMS

THIS WEEK
LAST WEEK
WEEKS ON CHART

7" (12") number (Dist.)

1	1	9	ROCKIT	Herbie Hancock	CBS (TIA3577) (C)
2	2	7	GIVE IT UP	KC & The Sunshine Band	Epic (TIA3017) (C)
3	6	8	WATCHING YOU, WATCHING ME	David Grant	Chrysalis GRAN(X) 2 (F)
4	8	6	THE SUN GOES DOWN (LIVING IT UP)	Level 42	Polydor POSP(X) 622 (F)
5	3	6	CLUB TROPICANA	Wham!	Inner Vision (T) A3613 (C)
6	12	3	TONIGHT I CELEBRATE MY LOVE	Peabo Bryson/Robert Flack	Capitol (12)CL 302 (E)
7	4	8	WAIT UNTIL TONIGHT (MY LOVE)	Galaxy Featuring Phil Fearon	Ensign/Island (12)ENY 503 (E)
8	5	9	THE CROWN	Gary Byrd & The G.B. Experience	Motown TMGT 1312 (R)
9	9	5	HALF THE DAY'S GONE	Kenny Lynch	Satril (12) SAT 510 (SP)
10	27	2	JAM ON REVENGE (The Wikki-Wikki-Song)	Newclaus	Becket BKS(L) 8 (A)
11	10	4	DISAPPEARING ACT	Shalamar	Solar E 9807 (T) (W)
12	29	2	IF YOU COULD SEE ME NOW	Shakatak	Polydor POSP(X) 635 (F)
13	7	13	I.O.U.	Freeez	Beggars Banquet BEG 96 (T) (W)
14	NEW		GO DEH YAKA (Go To The Top)	Monyaka	Polydor POSP(X) 641 (F)
15	11	9	DOUBLE DUTCH	Malcolm McLaren	Virgin/Charisma MALC 3(12) (E)
16	39	3	JUST IN TIME	Raw Silk	US West End WEND 1(12) (F)
17	14	6	PUT OUR HEADS TOGETHER	The O'Jays	Philadelphia International (T)IA3642 (C)
18	36	2	A TIME LIKE THIS	Haywood	CBS (TIA3651) (C)
19	48	5	WHAT I GOT IS WHAT YOU NEED	Unique	Prelude (T)IA3707 (C)
20	16	4	FOOL FOR YOU	Julie Roberts	Bluebird BR(T) 3 (A)
21	17	6	YOU'RE THE ONE (YOU'RE MY NUMBER ONE)	Katie Kissoon	Jive JIVE(T) 37 (C)
22	28	3	ONE MIND TWO HEARTS	Paradise	Priority P(X) 1 (A)
23	15	9	OUT IN THE NIGHT	Serge Ponsar	WEA International U 9852 (T) (W)
24	20	3	DON'T YOU GET SO MAD	Jeffrey Osborne	A&M AM(X) 140 (C)
25	RE		CHANGING FOR YOU	The Chi-Lites	R&B RBS(RBL) 215 (A)

26	25	2	IT'S RAINING MEN	The Weather Girls	CBS A(13)2924 (C)
27	26	4	(You're A) GOOD GIRL	Lillo	Capitol (12)CL 303 (E)
28	32	2	RAY-GUN-OMICS	Project Future	Capitol (12)CL 305 (E)
29	50	4	JUST BE GOOD TO ME	The S.O.S. Band	Tabu (T) A3626 (C)
30	13	4	POPCORN LOVE	New Edition	Streetwise/London LON(X) 31 (F)
31	30	2	HIGH NOON	Two Sisters	I.R.S. PFS(X) 1021 (C)
32	NEW		BAND OF GOLD	Sylvester	London LON(X) 33 (F)
33	24	11	CRAZY	The Manhattans	CBS (T) A3578 (C)
34	23	3	BODY WORK	Hot Streak	Polydor POSP(X) 642 (F)
35	38	2	COLD BLOODED	Rick James	Gord-y TMG(T) 1314 (R)
36	18	8	DO IT AGAIN/BILLIE JEAN	Club House	Island (12)IS 132 (E)
37	19	18	IT'S OVER	The Funk Masters	Master-Funk 7(12) MF 004 (A)
38	40	3	JINGO (REMIX)	Candido	US Salsoul SG 406 (Import)
39	42	7	WHAT DO WE DO	Atmosfear	Chrysalis CHS(12) 2730 (F)
40	43	2	DR JAM (IN THE SLAM)	Men At Play	Design Communications DEST 1 (IDS)
41	37	2	MIDNIGHT LADY	Breeze	Breeze BRZ 1 (A)
42	21	4	NATIVE BOY (Uptown)	Animal Nightlife	Inner Vision IL (T) A3584 (C)
43	22	5	BOOGIE NIGHTS	Lafleur	Proto ENA(T) 111 (A)
44	31	3	PARTY TIME	Kurtis Blow	Mercury/Phonogram BLOW 11(12) (F)
45	NEW		DO YOU WANT ME	El Chicano	CBS (T)A3722 (C)
46	NEW		THERE'S SOMETHING WRONG IN PARADISE	Kid Creole & The Coconuts	Island (12)IS 130 (E)
47	NEW		SUPERSTAR (BILLIE JEAN)	Lydia Murdock	Team Entertainment TRS 3001 (Import)
48	NEW		TRY YOUR LOVIN'	Cashmere	Philly World PWS(L) 113 (A)
49	RE		RISIN' TO THE TOP	Keni Burke	RCA RCA(T) 354 (R)
50	NEW		SAVE A LITTLE LOVE FOR ME	Dennis Brown	A&M AM(X) 130 (C)

THIS WEEK
LAST WEEK
WEEKS ON CHART

1	2	6	18 GREATEST HITS	Michael Jackson Plus The Jackson 5	Telstar STAR 2232 (R)
2	1	2	FUTURE SHOCK	Herbie Hancock	CBS 25540 (C)
3	NEW		STANDING IN THE LIGHT	Level 42	Polydor POLD 5110 (F)
4	5	29	THRILLER	Michael Jackson	Epic EPC 85930 (C)
5	3	4	STREET SOUNDS - EDITION 5	Various	Street Sounds STSND 005 (A)
6	6	6	THE LOOK	Shalamar	Solar 960239-1 (W)
7	4	9	FANTASTIC	Wham!	Inner Vision IVL 25328 (C)
8	7	12	IN YOUR EYES	George Benson	Warner Brothers K 9237441 (W)
9	9	5	THE PROPHET RIDES AGAIN	Dennis Brown	A&M AMLX 64964 (C)
10	10	18	TWICE AS KOOL	Kool & The Gang	De-Lite/Phonogram PROLP 2 (F)
11	11	3	ON THE LINE	Michael Wycoff	RCA BSLP 5002 (R)
12	8	5	STAY WITH ME TONIGHT	Jeffrey Osborne	A&M AMLX 64940 (C)
13	NEW		COLD BLOODED	Rick James	Gord-y STMA 8038 (R)
14	17	12	NIGHT DUBBING	Imagination	R&B RBDUB 1 (A)
15	13	7	SKYYLIGHT	New York Skyy	Epic EPC 25632 (C)
16	NEW		LET ME BE YOURS	Lillo	Capitol EST 7122901 (E)
17	12	15	BETWEEN THE SHEETS	The Isley Brothers	Epic EPC 25419 (C)
18	16	8	GET IT RIGHT	Aretha Franklin	Arista 205 544 (F)
19	NEW		COME WITH CLUB (CLUB TRACKS VOL 2)	Various	Club/Phonogram CLUB 2 (F)
20	20	23	JARREAU	Al Jarreau	WEA U 0070 (W)
21	24	4	ON THE RISE	The S.O.S. Band	Tabu TBU 25476 (C)
22	25	2	MR NICE GUY	Ronnie Laws	Capitol EST 4001671 (E)
23	18	4	BORN TO LOVE	Peabo Bryson & Roberta Flack	Capitol EST 7122841 (E)
24	14	7	FOREVER BY YOUR SIDE	The Manhattans	CBS 25353 (C)
25	15	3	CHANGING FOR YOU	The Chi-Lites	R&B RBLP 1003 (A)

OH'S LIGGETT

"EVERY BREATH YOU TAKE"

OUT NOW IN THE U.K. ON WAREHOUSE RECORDS
THE AMERICAN DISCO SMASH HIT 7" & 12" WARE 2 & WARE T2

DISTRIBUTED BY PRT
ORDER No. 01-640 3344

WAREHOUSE RECORDS

Compiled by MRIB from a nationwide panel of 50 specialist disco shops. The key to distributor codes can be found on the new albums page.

INDEPENDENT LABELS

DJ does a disc

Tracking...

THE BIG Chalk, better known as **Bryan Chalker**, has a new single released on A&R Records, the recording arm of publishing company Acuff Rose. Chalker, one of the leading presenters on Radio West who will be appearing in HTV's forthcoming series of Robin Hood, releases *I Can't Read The Thoughts (In Your Mind)*. It follows up *In The Cold Winter's Night* which received extensive Radio Two airplay.

RONDERCREST HAS licensed the Animus label for the UK with distribution through Pinnacle — first three releases are **Country Joe McDonald's Blood On The Ice (TOUCH 1)**, **Steve Davis' Rain (TOUCH 2)** and a **Country Joe McDonald LP, Animal Tracks (FEEL 1)**. Animus is a charity dedicated to animal life, and profits from their activities are given to related projects including *Save The Whale*. Various artists have promised support including *Captain Sensible* and *Becky Bondage* who will have singles released on the label. Further information: Andrew Titcombe, Loose Records, 296 Chiswick High Road, W4 (01) 747 1695.

RGM RECORDS had its first two singles released in 7- and 12-inch formats — **Glass Museum's Future**, and **Red's Let Her Go**, both distributed by PRT. Both releases will be supported by videos. RGM Records, 12 Trundle Street. London SE1 (01) 403 4929.

STEVE CYCLEPATH has a new **Suns Of Arqa** single on his Rocksteady Records label, distributed by Rough Trade (MIX 3T). The 12-inch single features three tracks — *G D Magick*, *Acid Tabla* and *Throw Away Your Guns*.

PRODUCER JOHN Desmond Lyken — **JD Lyken** — has released a new 12-inch disco single, *Tell Me By Jean Adebambo* on his own Ade J Records label, available direct from 37 Dynevor Road, Stoke Newington, London N16, tel: 803 1004.

GONZALES WHO appeared on the Freddie Starr Showcase programme recently have a single, *Closer To You/Get It*, out on the Tooti Frooti label distributed by PRT — available on 12-inch only. The A-side has been a disco hit before, but has been re-mixed for this release.

PAUL BULTITUDE, alias **Gary Wilson**, one-time drummer with *Secret Affair*, and currently working for *Mari Wilson* and *The Wilsontons*, has formed his own record label, *The Dance Network*. First release is a four-track EP by *The Jetset*, called *The Best Of The Jetset*. *Dance Network*, 49 Bruce Grove, Tottenham, N17 (01-808-9385).

STILL NO Sign Of The Lifeboats by **Isla St Clair**, recently released on the Dingle's label (SID 236, distribution Spartan), is picking up airplay on radio stations around the country. The single is her first for more than a year, and she is currently doing a nationwide promotion tour.

Indie labels offered computer program for royalty payments

A PLEA from a new indie label for help with royalty accounting led a South London retail computer company — run by an indie record dealer — to write a special micro computer program to cope with royalties.

The program is now available to any label which has an Apple micro on which to run it, at the far from bank-breaking price of £250.

The Systems Analysis & Micro Software company which has developed the program is a venture started and run by Raynes Park record

retailer **Max Wright**, and the computer side of the business is based in offices behind **Sam's Records** at 78 Durham Road, Raynes Park, London SW20.

The company is also currently involved in writing a protocol (a set of instructions with allows two computers to communicate with each other) for the Apple computer at the Independent Labels Association. This will allow it to communicate directly with the Gallup computer, setting up a useful two-way flow of information.

Wright can be contacted on (01) 947 0060.



ALICE SPRING (above), now creative director of recently-formed independent label **Spellbound Records**, is eminently qualified for the job having been lead singer with *Darling* (for *Charisma Records*) and before that with *Slack Alice* (*Phonogram Records*).

Working with *Alice at Spellbound* are **Danny Morgan** (formerly co-manager of *Japan*) and **Michael Howard**, who also played with *Darling* and *Slack Alice*.

"It's all down to making good commercial songs that will be accepted by the radio programmers, particularly *Radio One* and *Two*," says *Alice*. "Having worked with the majors, I've seen the business from all angles. For example, I flew to New York to make the first *Darling* album. It was great fun. The album didn't sell, but we learnt a lot."

In fact, after *Darling's* demise, *Alice* spent around three years away from the UK music business, mainly in the US. "The two biggest things I noticed on return," she says, "were that video shops and independent labels weren't just off-the-wall things anymore. It took some months to raise the finance to launch *Spellbound*, but now we're in business and releasing records and, what's important, attempting to build our artists."

Recent releases on *Spellbound* (distribution: IDS) include singles from *The Sandglow Marinas* and *The Brazils*, who are currently in PRT's studios working on a new single with producer **David Hitchcock** and arranger **Ann Odell** for late September release.

Morgan is about to embark on a nationwide search for new talent. "We are always looking for fresh talent and will go to see any act that arouses our interest," says *Alice*.

Spellbound can be contacted at *Southbank House*, *Black Prince Road*, London SE1. Tel: (01) 735 8171.

Zulus check it all out

ZULU AND The Heartaches have their debut LP, *Fishin' For The Rhythm Fish*, released by *NorthEast Music* through *Pinnacle*. The group were formed in *Sunderland* three years ago when *Pete Zulu* split from the *Toy Dolls*, and were widely acclaimed after their appearance on the *Check It Out* TV programme. *NorthEast Music*, 6 Mendip Close, *Peterlee*, County Durham, SR8 2JL.

Paul Roland EP

PAUL ROLAND releases a new 12-inch EP, *Blades Of Battenburg*, on *Aftermath Records*. The A-side is a revamped version of the track that appeared on his album, *The Werewolf Of London*. Distribution: *Pinnacle* and the *Cartel*.

Into the Sunset

Pinnacle HAS signed an exclusive UK distribution deal for material by *Jamaican producer Harry J*, in the form of *Sunset Records*. A new logo for the label has been designed, and the first release is a single by *Sheila Hylton*, titled *Let's Dance (In The Sunshine)*, available in 7- and 12-inch formats. *Hylton* will be touring the UK and has an album, *Fire*, also due. Also released on *Sunset* is a single by *The Gladiators* — *Mass Charley*, available in 12-inch format only.

It's all for the MIND

A NOVELTY single recently released on a **Birmingham indie label** will raise funds for the mental health charity, **MIND**. The single features duo **Freddie Sandy** and **Bill Hazell**, whose combined ages are 131 years!

Sandy (53) recently bought several hours of recording time from *Zella Studios* in *Birmingham*, at a charity auction organised by *MIND* and a local radio station.

He chose an old music hall favourite, *The Bicycle Song (Let's Have A Ride On Your Bike)* to realise his lifetime ambition of making his own record, and teamed up with 78-year-old *Hazell* who played piano at the session.

Sandy commented: "The results were received with such enthusiasm by local radio and TV personnel that we decided to release the record commercially, and donate the artist royalties to *MIND*."

The Bicycle Song is available on *Zella Records (Zella 406)*, distributed by *HR Taylor*, 139 *Bromsgrove Road*, *Birmingham* (021) 622 2377.

Major debut LP from IQ

LONDON PROGRESSIVE band **IQ**, who have built up a strong following on the club circuit during the last year, release their first album, *Tales From The Lush Attic*, on the indie *Major* label on September 9. They launch a nationwide promotional campaign with their first headliner at the *London Marquee Club* on September 15. A distribution deal for the label is being finalised; *Major Records*, 2 *Buchanan Gardens*, *Kensal Green*, London NW10.

Melanie returns

US SINGER Melanie returns to recording, after a lengthy sojourn from the music business, with a new single, *Every Breath Of The Way/Lover's Lullaby* on *Neighbourhood Records*. Both tracks are taken from her forthcoming album, *Seventh Wave*. Distribution: *IDS*.

Parsons tribute

THE MAGNUM Music Group releases a live **Gram Parsons & The Fallen Angels LP** in October to co-incide with the tenth anniversary of *Parson's* death. The LP is the first via *MMG's* licensing deal with *Sierra Records*, and will appear on the *Sundown* label.

ACE RECORDS has two new album releases *The Skyliners* Since I Don't Have You and a compilation, *Huggy Boy's Favourite Oldies* from *Caddy Records*.

Greensleeves New Releases

ALBUMS

JOHN HOLT
"Police in Helicopter" (GREL 58)
Title track available on 12" single

EK-A-MOUSE
"The Mouse And The Man" (GREL 56)
(Also available on cassette GREEN 56)

YELLOWMAN
"Zunguzunguguzunguzeng" (GREL 57)
(Also available on cassette GREEN 57)

GREENSLEEVES VALUE FOR MONEY DOUBLE-SIDED DISCO 45's

TRISTON PALMA/BARRY BROWN
"No Shot No Fire"/"Jukes And Watch" (GRED 126)
DON CARLOS

Come In/Special Request (GRED 124)
WAILING SOULS

"Water Pumpee"/"I Shall Up" (GRED 125)
New *Wailing Souls* album — out soon

"On The Rocks" (GREL 59)
THE MEDITATIONS

"Ease Up Fattie"/"Shadow Man" (GRED 117)

GREENSLEEVES RECORDS

44 *Uxbridge Road*, London W12. Tel: 01-749 3277
Nationwide Distribution: **SPARTAN & JET STAR**

LASER SOUND RECORD PRESSINGS (ALLEYGLLEN LTD.)



for HIGH QUALITY 7", 12", Special Shapes & Picture Discs direct from our own East London factory.
* Fast service * Competitive prices * Free delivery.

Tel: 01-519-0791

Address: Unit 004, Stratford Workshops, Burford Road, London E15

NEW RELEASES FOR SEPTEMBER FROM VISTA SOUNDS

SINGLES (Order now from IDS 01-476 3222)

V.S. Records JC(T) 7003 7"/12" *The Beach Nuts* — "Raving On The Beach"
Dancefloor DF(T) 7005 7"/12" King Sporty & The Ex-Tras "Do You Wanna Dance?"
Dancefloor DF(T) 7006 7"/12" Congress — "Saturday"/"That's Jazz"
Dancefloor DF(T) 7007 7"/12" The Ex-Tras with Florei Da "The Boomerang"
Buzz BUZZ 2. 7" only *Ya Ya* — "What Can I Say?"
Buzz BUZZ 3. 7" only *Helen Day's Wild Affair* — "The Face That Broke A Thousand Hearts"

MOVING WELL!
Buzz(T) 1. 7"/12" Low Profile — "Call Me"

25 *PARK WAY*, *BURNT OAK*, *EDGWARE*, *MIDDX*, *ENGLAND*.
HA8 5EX
Tel: 01-951 3178
Telex: 894152 ECHO

SEND NOW FOR FREE COLOUR CATALOGUE



DHS 004

'SUPERMAN'
by
BLACK LACE
FLA 105

Heavy Radio Reaction

Available Now on 0689 73144

Marketed & Distributed by Pinnacle

Rich in spirit...
A shade pop...
A shade country...
PAUL RICHEY
'THE DEVIL INSIDE'
DEVIL 1
ORDER 0689 73144

Marketed & Distributed by Pinnacle

Heavy Airplay

MUSIC WEEK

TOP SINGLES

INDIES

TOP ALBUMS

THIS WEEK LAST WEEK WEEKS ON CHART

1	25	2	CONFUSION	New Order	Factory FAC 93 (I/P)
2	1	8	EVERYTHING COUNTS	Depeche Mode	Mute 7BONG 3 (I/SP)
3	2	26	BLUE MONDAY	New Order	Factory FAC 73 (I/P)
4	4	4	TO A NATION OF ANIMAL LOVERS	Conflict	Corpus Christi CHRIST ITS 4 (I)
5	5	6	TREES AND FLOWERS	Strawberry Switchblade	92 Happy Customers HAP 001 (I/RT)
6	3	4	LEAN ON ME	Red Skins	CNT Productions CNT 016 (I/P)
7	6	5	NIGHT AND DAY	Everything But The Girl	Cherry Red CHERRY 37 (P)
8	7	5	LINED UP (REMIX)/MY SPINE (IS THE...)	Shriekback	Y Records Y 106 (IDS)
9	9	8	WHO DUNNIT?	Crass	Crass 121984/4 (I)
10	11	4	CHEERIO AND TODDLE PIP	The Toy Dolls	Volume VOL 5 (I/P)
11	19	3	IGNORE THE MACHINE	Alien Sex Fiend	Anagram ANA 11 (P)
12	10	7	BROTHERS GRIMM (EP)	Death Cult	Situation 2 SIT 23T (I/P)
13	28	2	THE CRUSHER	Bananaman	Big Beat NS 88 (P)
14	18	10	REPTILE HOUSE	Sisters Of Mercy	Merciful Release MR 023 (I)
15	15	3	BUSY DOING NOTHING	Dave Stewart And Barbara Gaskin	Broken BROKEN 5 (IDS)
16	12	10	THE MAN WHOSE HEAD EXPANDED	Fall	Rough Trade RT 133 (I)
17	20	13	SHEEP FARMING IN THE FALKLANDS	Crass	Crass 121984/3 (I)
18	NEW	BRUISES	Gene Loves Jezebel	Situation 2 SIT 24 (I/P)	
19	13	5	DIE FOR YOUR GOVERNMENT	The Varukers	Riot City RIOT 27 (I/P)
20	16	17	NOBODY'S DIARY	Yazoo	Mute YAZ 003 (I/SP)
21	14	7	BLITZKRIEG BOP/HYPOCRITES	Newtown Neurotics	Razor RZS 107 (IDS)
22	26	10	BIRTHDAY PARTY (EP): RELEASE THE BATS	Birthday Party	4AD BAD 307 (I/P)
23	17	7	KARDOMAH CAFE	Cherry Boys	Crash CRA 510 (SP)
24	8	6	GOOD TECHNOLOGY	Red Guitars	Self Drive SD 006 (I)
25	21	8	ONE DAY	APB	Oily SLICK 10 (I)

26	22	11	WAR BABY	Tom Robinson	Panic NIC 2 (IDS)
27	23	5	WHEAT FROM THE CHAFF (EP)	Case	Sue SUS 1 (I)
28	27	4	STEN GUNS IN SUNDERLAND (EP)	Red London	Razor RZS 105 (IDS)
29	30	4	DIE HARD	Venom	Neat NEAT 27 (P)
30	29	6	THE STRENGTH OF YOUR CRY (EP)	Luddites	Xcentric Noise SECOND 1 (I)
31	NEW	WOULDN'T WANT TO KNOCK IT!	Cook Da' Books	Kiteland CUSTY 124 (IDS)	
32	35	3	LOUD AND CLEAR	Sub Culture	Essential ESSENTIAL 002 (I)
33	40	25	ANACONDA	Sisters Of Mercy	Merciful Release MR 019 (I)
34	NEW	MUNSTERS THEME	The Escalators	Big Beat NS 87 (P)	
35	24	8	THINK ZINC	Marc Bolan	Marc On Wax SBOLAN 14 (P)
36	36	9	LOVE WILL TEAR US APART	Joy Division	Factory FACT 23 (I/P)
37	33	12	BIRDS FLY (WHISPER TO A SCREAM)	Icicle Works	Situation 2 SIT 22 (I/P)
38	43	2	I'M THINKING OF YOU	Box Of Toys	Inevitable INEV 13 (I/Probe)
39	31	9	GARY GILMORE'S EYES	The Adverts	Bright BULB 1 (IDS)
40	32	20	ALICE	Sisters Of Mercy	Merciful Release MR 015 (I)
41	45	13	EVOLUTION (EP)	Subhumans	Bluurg FISH 2 (I)
42	34	4	LEADERS OF TOMORROW	Major Accident	Flickknife FLS 023 (P)
43	46	9	CLOCK/CONTINENT	The Danse Society	Society SOC 2 (I)
44	37	5	NO SIGN OF LIFE	Instant Agony	Flickknife FLS 022 (P)
45	38	6	SYSTEM IS MURDER (EP)	The System	Spiderleg SDL 11 (I)
46	50	9	CUM ON FEEL THE NOIZE	One Way System	Anagram ANA 9 (P)
47	39	14	HAND IN GLOVE	Smiths	Rough Trade RT 131 (RT/I)
48	48	40	BAD SEED (EP)	Birthday Party	4AD BAD 301 (I/P)
49	NEW	INCUBBUS SUCCUBUS	X-Mal Deutschland	4AD AD 311 (I/P)	
50	41	11	JAILHOUSE ROCK	Abrasive Wheels	Clay CLAY 24 (P)

THIS WEEK LAST WEEK WEEKS ON CHART

1	1	2	CONSTRUCTION TIME AGAIN	Depeche Mode	Mute STUMM 13 (I/SP)
2	3	18	POWER, CORRUPTION & LIES	New Order	Factory FACT 75 (P/RT)
3	2	9	YOU AND ME BOTH	Yazoo	Mute STUMM 12 (I/SP)
4	4	11	OFF THE BONE	Cramps	Illegal ILP 012 (I/P)
5	5	3	FROM GARDENS WHERE WE FEEL SECURE	Virginia Axtley	Happy Valley ROUGH 58 (I)
6	6	20	HIGH LAND, HARD RAIN	Aztec Camera	Rough Trade ROUGH 47 (I/IDS)
7	9	5	LIVE AT RONNIE SCOTTS	Weekend	Rough Trade RTM 139 (I/RT)
8	8	5	ANOTHER SETTING	Durutti Column	Factory FAC 74 (I/P)
9	7	3	DEMO-LITION BLUES	Various	Insane LP 1 (I/J)
10	10	5	POLITICS, RELIGION, ETC	Chaotic Dischord	Riot City CITY 004 (I/P)
11	12	21	FETISCH	X-Mal Deutschland	4AD CAD 30 (I/P)
12	16	4	THE DAY THE COUNTRY DIED	Subhumans	Spiderleg SDL 9 (I)
13	15	37	PILLOWS AND PRAYERS	Various	Cherry Red 2 RED 41 (P)
14	13	12	HAND OF KINDNESS	Richard Thompson	Hannibal HNBL 1313 (IDS/MW)
15	11	14	YES SIR, I WILL	Crass	Crass 121984/2 (I)
16	18	3	1981-82 MINI LP	New Order	Factory FED 313 (P/RT)
17	17	4	STILL	Joy Division	Factory FACT 40 (I/P)
18	19	2	A DISTANT SHORE	Tracey Thorn	Cherry Red M RED 35 (I)
19	NEW	BOLLOX TO THE GONADS - HERE'S THE...	Various	Pax PAX 14 (I)	
20	RE	UNKNOWN PLEASURES	Joy Division	Factory FACT 10 (I/P)	
21	NEW	KOLLAPS	Einstruzende Neubauten	Zick Zack (Germany) 6015 (I/IMP)	
22	14	3	JAZZATEERS	Jazzateers	Rough Trade ROUGH 46 (I)
23	NEW	BLOOD BROTHERS	Barbara Dickson	Legacy LLM 101 (IDS)	
24	RE	SEDUCTION	The Dense Society	Society SOC 882 (I)	
25	NEW	MOVING STAIRCASES	The Escalators	Big Beat WIKM 15 (I/P)	

ISLA ST. CLAIR
LATEST SINGLE

"STILL NO SIGN OF THE LIFEBOATS"

SID 236

ORDER FROM
SPARTAN
903 8223



BRIGHT RECORDS

The
Escape Club

"Breathing"

BULB 31DS

Dealers: Cut out and display. Only independently distributed records are eligible. The key to distributor codes can be found on the new albums page.

MARKETPLACE

DISCS

Deletion Times

Volume 3 No.8

The unique, internationally famous deletions catalogue crammed with profit making LP's Cassettes and Singles!
A must for all serious record dealers.



OUT NOW!
PHONE FOR YOUR FREE COPY!

01-555 4321
EXT. 48 or 56
Wharf Road
Stratford London E15 2SU

HOTLINES

061-228 6655
Glampor House
47 Bengal Street
Manchester M4 6AF

WANTED

All your **NEW** and **UNWANTED RECORDS**

Bought for cash. Any quantity.

01-253 2087
evenings

FOR SALE

ENTIRE RECORD SHOP FITTINGS

Tel: York
(0904) 36316

EQUIPMENT

BROWSER DIVIDERS

For LPs and Singles in Plastic and Fibre board-also **DISPLAY TITLES**

FREE SAMPLES FROM **01-640 74078**

HUNT LEIGH UNIT GRA. HEATH WORKS
BOND RD MITCHAM SURREY CR4 3HG

EQUIPMENT FOR SALE

7" HEAVYWEIGHT WHITE CARD RECORD SLEEVES

(direct from manufacturers)

1000 - £23.50;
2000 - £44;
5000 - £105;
10,000 - £195.

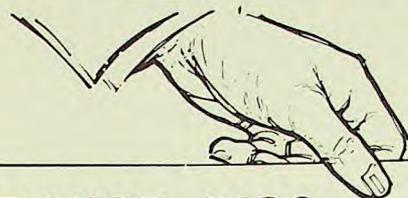
c.w.o. includes VAT + carriage. Bulk prices and samples on request.

50,000 records and cassettes for callers (no lists)

TEMPO

Unit 30, Chamber Mill,
Heron Street,
Oldham, Lancs.
061-633 5093

PROMOTIONS



DANCE DISC PROMOTIONS

*FROM THE DISC TO THE DANCE FLOOR
THE PERSONAL PROMOTION SERVICE*

FOR MORE INFORMATION CONTACT: **CINO**

01-551 0631

BROWSER DIVIDERS

For LPs and Singles in Plastic and Fibre board-also **DISPLAY TITLES**

FREE SAMPLES FROM **01-640 74078**

HUNT LEIGH UNIT GRA. HEATH WORKS
BOND RD MITCHAM SURREY CR4 3HG

CLEAR P.V.C. RECORD COVERS

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

CLEAR POLYTHENE RECORD COVERS IN HEAVY DUTY FILM
LP size: 1000 £42.50, including VAT and carriage.

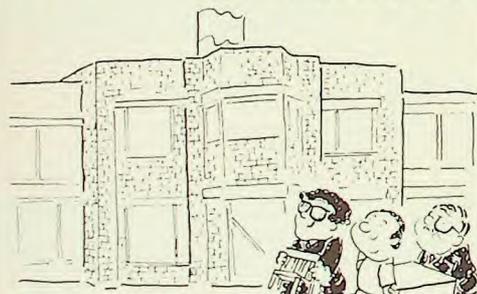
VIDEO CASSETTE CASES
Made to accommodate VHS, BETA, V-2000 & "Triple Format", produced in a variety of colours & styles.

Samples of all items available.

PLASTIC SALES Leicester, LIMITED
10/12 DARTFORD ROAD, LEICESTER, LE2 7PQ.
Tel: 0533 833691.



GOLDS are on the move



PLEASE NOTE OUR NEW ADDRESS FROM 30TH AUGUST
S. Gold & Sons (Records) Ltd
Gold House, 63 Fimpton Road, Leyton, London, E10 7NL
Telephone 01-533 3500 Telex 894793 S.GOLD 24 hr answering service: 01-556 7429

THE NO.1 RECORD WHOLESALER

20 PENCE FOR DELETIONS!
Buy Direct And Save. Specializing in Rock/New Wave/Soul LPs at the lowest prices in the world. All orders accepted, small and large. Phone, telex or write for extensive catalogues. **SCORPIO MUSIC**, Box 391, Bensalem, PA 19020, USA. Phone: 215-698-7707, Telex: 843366.

CHEAP! CHEAP! CHEAP!
We Undersell All Importers
See For Yourself
Send For Our Lists
TO DAY!
GLOBAL RECORD SALES
3 Chapstow St.
Manchester
(061 236 5369)

MERCHANDISING

Shaped Metal Button Crystal
BADGES
New Designs—Top Quality
For brochure and samples
Ring 0295 57321
PIN BADGE COMPANY,
P.O. Box 22, Banbury.

MEMBERSHIP CARDS

LICENSED T-SHIRTS
Choose from the largest range of Band Approved designs in London. All printed on unbeatable high quality T-shirts.
EXPRESS SERVICE
LEADING TRADE SUPPLIERS

Outer Limits
20 Kingly Street, London W1
Tel 01 439 2306/01 734 4101

BADGES PLUS
ENAMEL, LAPEL, CRYSTAL CUT-OUT, SHAPED
Belt-Up Promotions (Revitam Ltd)
St. Edmunds Church, Cornwall Rd., Croydon, Surrey CR0 3RD
Tel: 01-888 7289, Telex No. 896218

PROTECTIT

QUALITY CLEAR PVC RECORD ALBUM COVERS
AT COMPETITIVE PRICES AND FREE DELIVERY IN THE UK
Made to suit 12" L.P., 7" E.P. & Double Albums in 500 gauge, glass clear, flexible PVC for harder Wearing. 12" L.P. Covers also available in 600 & 800 gauge PVC and 400 gauge high density polythene.
VIDEO CASSETTE LIBRARY CASES
Tri-format video cassette library cases available to accommodate V.H.S., Betamax, and V-2000 cassette formats in a variety of colours plus standard black.
For further details, prices and samples please apply to:—
PANMER LIMITED, Unit 12, Woodside Place, Woodside Avenue, Alperton, Middlesex HA0 1UW. Tel: 01-903 7733.

DO YOURSELF A FAVOUR AND BOOK A SERIES OF CLASSIFIED ADS.

WHY?
Rarely does a prospective customer reply to an ad the first time it appears. For impact make sure you appear when they are ready to buy!

RESULT
Satisfaction, plus a series discount: 6 insertions 10%, 13 insertions 15%, 52 insertions 20%. Don't hesitate call Jane Norford now and find out more about the benefits of Classified Advertising on 01-836 1522.

Aretha ROCK PACK
LICENSED MERCHANDISE
HIGH QUALITY T-SHIRTS
British and American bands plus generic and legendary designs. All shirts packed for easy record store display.
Arena Wholesales Ltd
66/68 Pentonville Rd., London N1 9HS
Tel: 01-833 1121/01-258 3626

ADVERTISING IN MUSIC WEEK MARKETPLACE REALLY WORKS

ASSORTED LP's
\$199 per 1000. 50 different in each box. All charges collect, send bank draft (approx. 14p each).
MARNEL DISTRIBUTION COMPANY
PO Box 953, Placataway, New Jersey 08854, U.S.A.
Tel: (201) 5609213 Trade Only.

FOLK FOLK FOLK
Overstocks bought for cash
All folk labels supplied
Extra discounts
Sale or Return scheme
Send for details
FOLKSOUND
3 Broadway
Coventry
(0203 711935)

Plastic Credit Cards
For Membership Cards of Prestige Businesses
£7.95 PER 100
FREE DELIVERY & MONEY BACK GUARANTEE
Dona Plastics, The Ring, Broadmead, Bath.

MARKETPLACE

POSITIONS



CBS LABEL PRODUCT PROMOTER RADIO 1

We are looking for an experienced professional with well established contacts to cover Radio 1, 2, Capital and Luxembourg, reporting to the Head of CBS Label Promotions.

We offer a very competitive salary, company car, as well as the usual large company benefits.

Please write giving full career and experience details to: Phyllis Morgan, Personnel Manager, CBS Records, 17-19 Soho Square, London, W1V 6HE.

OPPORTUNITIES AT PATHFINDERS IN MUSIC & FILMS

SEC - Studio	£7,000
SEC - Int. Label	£6,750
SEC - Film Prod	£6,500
BOOKKEEPER - Film Co	£6,000
ASSISTANT - 24 Tr Studio	£5,500
JNR SEC - Leading Label	£5,500

"Recruitment Specialists to the Music industry since 1969."



URGENTLY REQUIRED

PA to Producer and Musical Director of a TV production company based in West Croydon. Must have good experience in dealing with people/occasional shorthand and typing needed. Preferably book-keeping experience and able to work under pressure. Age 25+.

Tel: 01-681 1745/680 4498

ASSISTANT ORGANISER, ORCHESTRATIONS

RADIO 2

Orchestrations Section is responsible for commissioning all arrangements, adaptations and copying required by Radio 2. The successful applicant will be expected to assist Radio 2 producers, vocalists, and conductors in the selection of existing material as well as advising on the style and suitability of freelance arrangers.

Also required to deputise for the Organiser and to help with administration of the Section. Wide experience of professional arranging, preferably gained in the world of popular music, and a comprehensive popular music background is essential. Administrative or office experience together with the ability to accompany singers at the piano for the routing of vocal arrangements an advantage.

Salary £9,196 - £11,167. Based Central London. Relocation expenses considered.

Contact us immediately for application form (quote ref. 1789/MW and enclose s.a.e.): BBC Appointments, London W1A 1AA. Tel. 01-580 3334.

We are an Equal Opportunities employer



43 The Market
Covent Garden
London WC2E 8RG
Telephone 01-240 2227

DRESS CIRCLE, the famous specialist record shop in Covent Garden is looking for a

MANAGER

who not only is knowledgeable about records, shows, soundtracks, personalities and show business but is also able to motivate and organise a small and enthusiastic staff, run the shop and the busy mail order service and deputise as necessary when the Director is away.

The salary is negotiable but will be at least £6,000 per annum with three weeks holiday rising to four weeks after one year.

Please write or telephone initially for an application form to Patrick D. Martyn at the above address and telephone number.

GOOD EARTH STUDIOS

require a young experienced

RECORDING ENGINEER

Please apply in writing to:

Diane Wagg,
Good Earth Productions Ltd.,
59 Dean Street, London W.1.

PERSONAL SECRETARY/ASSISTANT

required for

Management Company

Must have knowledge of Record Industry.

Tel: 01-636 9244

PROPERTY FOR SALE

HOUSE & PRIVATE STUDIO FOR SALE

South London immaculate 3-bedroom terrace house with 95' garden, containing 22' x 14' purpose-built, fully equipped, 16 track, recording studio. 4 releases on major labels in last year.

HOUSE & STUDIO	£40,950
EQUIPMENT	£15,500
BOTH	£54,950

Offers welcome

Details 01-648 2510

INSURANCE

MOTOR VEHICLE and MUSICAL EQUIPMENT INSURANCE -

COVERFIELD
01-680 9581

POSITIONS WANTED

HEADACHE?

If you need someone to organise you and/or a small company, I am able to rid you of many worries and contribute to your success with my natural flair plus 9 years' experience in the music industry. Currently employed by too large an organisation, I seek involved and challenging occupation (non-secretarial).

BOX NO. MW 1137

I am 23, have experience in

Music Publishing

and general music industry, seeking a return to the business in any capacity. All replies appreciated.

Box No MW1135

Sales Representatives

We are looking for men and women to sell, promote and merchandise our products through record retailers in the

London/Reading/Woking areas.

Proven fmcg sales experience is essential. You must obviously have a keen interest in music and the record industry and will need to be enthusiastic, energetic and self-motivated. Applicants must be aged 20-28 with a good standard of education and a clean driving licence.

As part of the giant Warner Communications group, we offer a generous salary backed by an attractive range of benefits including a company car, 25 days' annual holiday, pension and life assurance schemes.

Please write immediately with details of age, career to date and current salary to:

The Personnel Department,
WEA Records Limited,
Alperton Lane, Wembley,
Middlesex HA0 1FJ.

© A Warner Communications Co.



STUDIOS

WEA STUDIOS

RECORD COMPANIES

SAVE

ON RECORDING COSTS

We believe we offer the best value in sound recording ... our 24-track control room has been spectrum analysed, and our Urei 815 time aligned monitors tuned through a 30 band graphic give the ultimate in listening accuracy, ensuring top quality recording and mixing.

1 Hoxton Square, London N1 (Near Old Street Tube).
Telephone: 01-729 2476/2440

ROUGH TRADE RECORDS

seeks NEW PROMO PERSON

Specifically to handle press/TV but should be able to adapt to all areas of promotion.

The successful applicant should have: an all-round knowledge of the independents; a good general background within the record business; contacts within the media; experience in European promo. a bonus; and finally be hardworking and enthusiastic.

Apply in writing immediately to:

PROMO JOB, c/o Rough Trade Records,
137 Blenheim Crescent, London, W11.

TO ADVERTISE IN
MUSIC WEEK MARKETPLACE
RING JANE NORFORD ON 01-836 1522

AMAZING NEWS

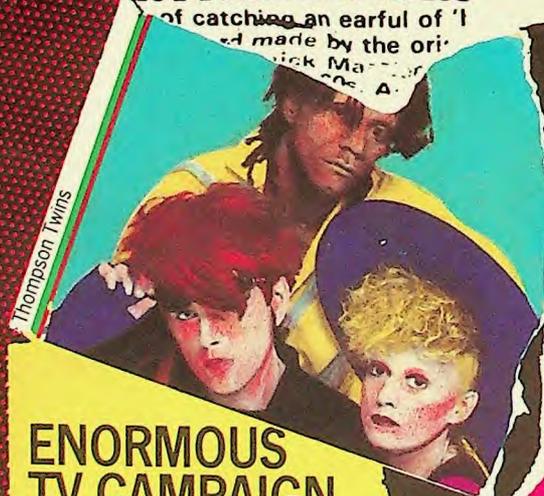
TODAYS BIGGEST SOUND AROUND

HEADLINE HITS

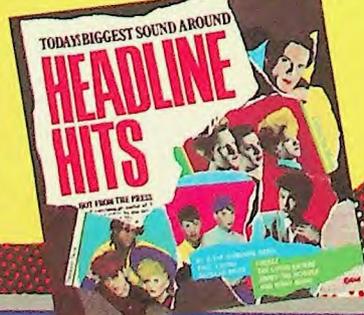
20 SMASH HITS

HOT FROM THE PRESS

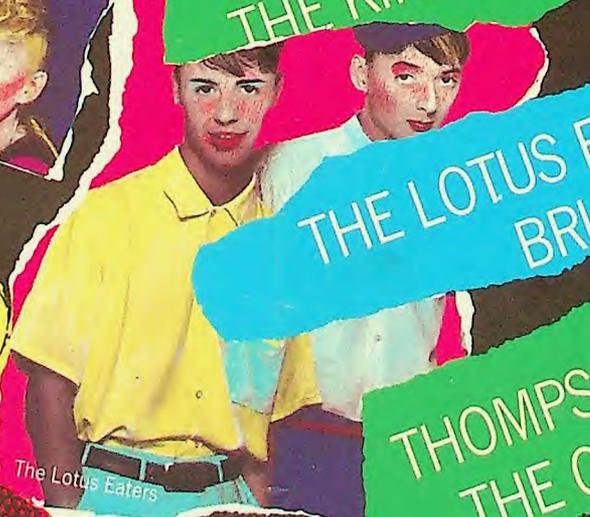
of catching an earful of 'I
ed made by the ori
wick Ma
one A



ENORMOUS TV CAMPAIGN UNDERWAY



No. 1's from KC & The Sunshine Band and Paul Young



THE KINKS FREEEZ MODERN ROMANCE

THE LOTUS EATERS DEPECHE MODE BRUCE FOXTON YAZOO

THOMPSON TWINS THE CURE AND MANY MORE



To order contact your local wholesaler or call K-tel on 01-992 8000 (L.P. NE1253, Tape CE2253)