

MUSIC WEEK

Europe's leading music business paper

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THE NEW musical "concept" album *Mutiny!* was aptly launched with a party aboard a Thames cruise ship last week. Looking far from mutinous are Frank Finlay, who plays Captain Bligh; David Essex, who conceived the idea and plays Fletcher Christian; and Victor Spinetti who plays Mr Fryer. The Mercury album was released this week and a West End staging of the musical is planned for next spring.

Geffen to open UK base

ONE OF the music industry's most successful record companies — David Geffen's Geffen Records — is to open a fully-fledged UK branch office early next year, complete with A & R, marketing, press and promotion staff.

President Ed Rosenblatt told *Music Week* that they would be seeking talent here on a par with Madness, with whom Geffen has had great success in the US, and referred to the UK as "perhaps the most important new product source in the world". The Geffen label will continue to be distributed in the UK via Epic/CBS.

BPI smashes piracy ring

THE BPI has claimed another major breakthrough in its fight against cassette piracy with the discovery of a manufacturing source in Essex, and investigators believe that the operation involved a ring of counterfeiters supplying tapes all over the UK.

"We have been aware for some time of the existence of a number of rings of manufacturers, and to our

great satisfaction we appear to have broken two entirely separate ones in the last two weeks," said the BPI.

As a result of this latest raid, three defendants will appear in the High Court on October 7. Two weeks ago police uncovered a fully-equipped cassette duplicating operation in West Ham.

CBS leading the market

THIRD QUARTER market share figures based on the Gallup chart panel sales show CBS leading the way in both albums and singles, taking 17.2 per cent of the former and 11.9 per cent of the latter.

And Virgin can claim another success story having achieved top singles label position as well as being number one with its music publishing company in both the individual and corporate categories.

The company market share pecking order reads (singles): CBS (11.9), RCA (10.8), EMI (10.6), Virgin (8.5); and albums: CBS (17.2), EMI (14.4), RCA (8.7), WEA (7.1). Epic was top label for albums. ● Full details — see p8.

New Spartan label

SPARTAN IS to launch its own house label, it was revealed at the distributors' Bournemouth sales conference last week. Headlining the first releases are Liverpool act Virgin Dance and Irish rock band, Mama's Boys.

"The policy of the Spartan label will be concentrated on developing specific acts long-term," said director David Thomas. "We are not looking for or pursuing a mud-against-the-wall policy."

● Full reports of the Spartan conference next week.

Russell: in defence of freebies

CBS RECORDS UK managing director Paul Russell hit out strongly at the current wave of criticism being levelled at several areas of the music business, in his address to delegates at the company's annual sales conference in Bournemouth.

"If I read the reports correctly," he said, "Collectively the music industry pundits do not like: the way the charts are compiled; marketing gimmicks — particularly those of the major companies; the current economic climate as it affects the record industry; 12-inch singles and the coming of cable and satellite broadcasting.

"We at CBS are obviously in some sort of minority, as we like all these things.

"While it is obviously easier to criticise the chart when you have no hits and conversely easier to support it when you do have hits, I believe the Gallup chart is a more accurate sales chart — better presented with a greater depth of professional information immediately available, and is therefore from any point of view vastly superior to any chart which went before.

"Marketing gimmicks — the 'freebies' as they have become known, are part of any fast-moving consumer business and while some of them are obviously directed at trying to influence the singles chart, they are also a product of the music industry understanding and acknowledging that to compete with other forms of home entertainment it must be exciting, stimulating and competitive.

"If it is going to stand still in its marketing techniques, and be staid and boring, then the industry will simply lose ground in the competition for the consumers' money to those industries which generate more excitement at a retail level than our business of music.

"Of course the music should sell itself and it will always do so — and I don't believe any of us are naive enough to think that the free T-shirt, poster or whatever will sell a record which people really don't want to buy.

"Other consumer businesses have used and continue to use special offers — cross-merchandising, those so called 'freebies' including our records, so I don't see why the industry breaks out into a collective boil when we simply do the same."

Continuing his attack on critics of "freebies" Russell said: "I am amused by the incredible hypocrisy of those company heads that vociferously condemn the accuracy of the Gallup chart and the freebies that are being given away presumably to influence that chart, while their companies are some of the most active in that area.

"To me it's like Alcoholics Anonymous raising revenue by trading in brewery shares — a classic example of 'Do as I say, not do as I do' — if ever I saw one."

On 12-inch singles, Russell stated positively: "This is the one that really mystifies me. We can see a growing market of 12-inch singles, not just in the UK but on a worldwide basis. The public is saying we like them and want to buy them.

TO PAGE FOUR

Digital debut

DIGITAL RECORDING took a big stride forward with the unveiling last week of the world's first digital mixing console, researched, designed and made by a UK company — Neve Electronics International.

The Neve DSP (Digital Signal Processing) console was given a lavish press reception, also attended by the first three buyers of this new technology. The BBC heads the list, and will be installing the first DSP desk in an OB vehicle very soon. CTS Studios in Wembley will install the second, and early next spring Tape One mastering and cutting suite will take delivery of the first digital disc cutting console.

Conceding that the DSP's debut was long overdue, Neve marketing chief Derek Tilsley explained that the feedback from trials of the prototype console "extended the work rather beyond what we originally envisaged".

Arista hires ad agency to court the sponsors

ARISTA RECORDS has taken the novel step of hiring a leading advertising agency, Crawfords, to develop sponsorship and cross-promotion opportunities for its artists in a bid to broaden its media exposure.

In the past, several tours and a handful of albums — mostly classical — have managed to attract sponsors, but this is believed to be the first time that a UK record company has invited sponsors to have its products associated with individual artists. This could take the form of album or tour sponsorship, with on-sleeve advertising by the sponsor and ads in tour programmes, as well as the right to include an Arista artist in the sponsor's own product advertising and point-of-sale material.

The agency will initially explore

the idea and product endorsement opportunities for Nick Heyward and The Thompson Twins, although Arista will also try to encourage sponsors for other artists such as Barry Manilow, Dionne Warwick and The Stray Cats.

Peter Winkelman, Arista's marketing manager, denies that the company is simply chasing sponsors in an attempt to raise extra cash for individual artists' marketing campaigns.

"Contemporary record marketing must recognise that consumers' positive perception of artists and their music becomes their main motivation to purchase," he says. "The music is important, of course, but it is the overall perception of an artist which makes them want to buy. Any way of improving the

communication of an artist's image, and raising both the artist's profile and visibility, becomes a major tactical tool in developing an artist's career."

Winkelman believes there are "limitless" areas of possible co-promotion with other companies because so many other consumer products are also being targeted at pop music buyers.

"The main problem is finding the right sponsor," he adds. "Getting it wrong could do enormous damage to an artist. It has to be a natural

link-up in which the product and the artist complement each other. That's why, through our exclusive, worldwide deal with Crawfords, we feel we have got the right professional help behind us."

NEWS

A NEW comedy adventure film *Bullshot* (HandMade Films), which premieres later this month, features music composed by John du Prez of *Modern Romance* (right) and a title song sung by "Legs" Larry Smith (second left) of the *Bonzo Dog Doo-Dah Band*. Also in the film are *Zoot Money* (with accordion) musician/producer Ray Cooper (recumbent) and actor Derek Deadman (left). The title track single is released on the Collective Edition Soundtracks label distributed via Gipsy/CBS.



LEADING JAZZ artists will feature in a three-day festival at the Apollo, Manchester, in November — the main event in a series of jazz concerts being organised by the Mervyn Conn Organisation under the banner, *Greats Of Jazz*. Granada TV will film the festival and 10 shows will be broadcast next year. Artists featured include Sarah Vaughan and Ronnie Scott. Pictured above are Granada's Johnny Hamp (left), Conn and Pete Murray who will comper the shows.



COUNTRY MUSIC singer Tammy Cline has signed to President Records and the first product, released through IDS, is a single, *I Wish I'd Wrote That Song* (PT 519) and an album, *Tammy Cline and the Southern Comfort Band* (PRCV 114). Hull-based Cline is pictured with President's David Kassner.

SIX-PIECE Finnish group Broadcast won the first TDK International Battle Of The Bands and are pictured with Kid Jensen on the TV show which went out on BBC 1 last week. The band records for Digit Records in Finland, but are unsigned for other territories.



GETTING INTO the team spirit at the Arista/Ariola/Tandem sales conference (right) Nigel Tucker (single sales manager), Brian Yates (marketing director), Rick Blaskey (artist development), Annie Kelly (marketing admin), Nick Marchant (creative services), Mike Fay (national accounts), David Shortt (creative services), Peter Battershill (sales director), Pete Winkelman (marketing manager).

American Commentary



CD set for 1/2m sales in 1983

From IRA MAYER

NEW YORK: The NARM retail advisory committee meeting in Carlsbad, California, late last month heard about developments over a wide range of subjects, including the early success of the compact disc, complaints regarding new packaging for cassettes, and a proposal for a six-month dating schedule for catalogue and mid-line product. Also noteworthy was NARM's decision to move from its Cherry Hill, New Jersey, base to Los Angeles, with a satellite office in New York City.

Latest statistics on the progress of the CD were reported by PolyGram's Hans Gout, who estimated that a total of 500,000 players will be sold this year, slightly down on previous forecasts. 70,000 of these, he believes, will be sold in the US.

He also believes that software prices in the US, 30 per cent higher than in Europe, "might be a little high", despite the desire to keep them at that level. The senior director of the CD project for PolyGram Record Operations International further sees sales of 1.3m players next year, and a doubling of production capacity at PolyGram's Hanover, Germany, plant.

NARM retailer members agreed that they favour the standard Norelco audio cassette box over special packages such as the 6 x 12-inch one being tested by a number of labels. Part of the negative attitude expressed was over the likelihood of increased list price due to packaging costs.

CBS' Paul Smith defended the 6 x 12, saying consumer tests indicated a willingness to pay a bit more for special packaging which could include lyrics and graphics and a feeling that the 6 x 12 packed cassette represented a better gift than the one in a Norelco box. Smith urged the committee to accept further testing.

Retailers' hopes for six-month dating on catalogue and midline product were boosted by MCA's announcement of just such a programme running through this month. Though dealers want such dating on a continuing basis, insisting it would allow them to build inventory, most agreed that MCA's move was a start in the right direction, but they also called for more regular additions to midline libraries and stronger promotional efforts for them.

An industry campaign to heighten awareness of RIAA-certified gold albums is being proposed for testing by the trade organisation, according to RIAA chief Stan Gortikov. The "certified gold bestsellers" programme would promote the notion of stocking current gold hits in one spot, with a monthly best sellers list for in-store play. Gortikov hopes to run a three-month test in five US cities.

POLYGRAM, WEA, Sony and the consumer magazine *High Fidelity* are co-sponsoring a 17-city tour of rock clubs to introduce CD technology to young fans.

The companies expect to reach 20,000 people, who will be invited to a "date with digital" through radio promos and giveaways. Each session will run for three hours, with a Sony CD player and a mixed bag of discs to be given away as door prizes. A follow-up campaign, utilising national media, will include PolyGram, WEA, Sony and probably CBS.

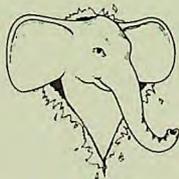
RCA has also set its October and November CD software roll-out of 24 titles, 13 recorded digitally and eight of them pop. Unlike WEA, PolyGram and CBS, RCA will be offering CDs to all of its regular record and tape accounts.

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Virgin push for Genesis, Culture LPs

VIRGIN IS pulling out the marketing stops for two of its big autumn releases — the new Genesis album, titled *Genesis*, and the second Culture Club LP, *Colour By Numbers* which Virgin says has achieved the "biggest ever ship-out" in the company's history.

The Genesis LP is the group's 14th and the first to be released under the new Virgin/Charisma deal. It will feature in TV advertising on Channel Four for two weeks from October 12 and will be backed by press advertising, in-store displays and point-of-sale display packs which are available on request.

Marketing for the Culture Club LP will include national and music press ads, windows displays and fly-posting, and during November BASF will be promoting the cassette with a spend of £10,000 on British Rail and London Underground posters.

● A new Tangerine Dream LP will be released by Virgin on October 24, titled *Hyperborea*, containing a colour leaflet promoting the back catalogue which, Virgin says, "remains a consistent seller".

Towerbell gives TV clout to Chas and Dave ad campaign

TOWERBELL RECORDS has revealed details of the extensive marketing campaign for its Chas and Dave TV album, *Chas 'n' Dave's Knees Up/Jamboree Bag Number II*.

Television advertising starts in Central in mid-October and rolls through TV South, Harlech, Anglia, Granada, Yorkshire, Tyne Tees, Scotland, Border and London up until the end of November. Further booster spots will be taken on the ITV network during December and after Christmas.

National press advertising and British Rail and London Underground posters will also back the campaign for the album which comprises 53 songs newly recorded by the duo. A single, *Melancholy Baby*, backed with a medley from the LP, will be released shortly.

Cliff Silver album number

EMI RECORDS has apologised to dealers for a mistake which it made in its advertisement for the Cliff Richard Silver album and box set in last week's *Music Week*. The boxed set number is EMCS 1077873 for the LP and TC2 EMCS 1077875 for the cassette; the number of the Silver album cassette is TC EMC 1077874.

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A&M plans TV ad blitz for Carpenters LP

A SATURATION three-week television advertising campaign on TV-am is being mounted by A&M for the Carpenters album, *Voice Of The Heart*, released this week — A&M's first national TV campaign.

The 30-second commercials will be screened every day, Monday to Saturday, from October 17 to November 5, and both A&M and TV-am will be monitoring the reactions of viewers and resulting sales.

"We believe the TV-am programme is an ideal medium for this kind of music," said A&M managing director John Cokell. "But it is

something of an experiment, both for us and the TV company, and we'll be very interested in the results."

The album contains the last material recorded by Karen Carpenter before her untimely death earlier this year and has been completed by brother, Richard, who flies in to London this week for promotion work including TV, radio and press interviews.

The campaign will be backed up with press advertising including retail co-operative ads, nationwide window and in-store displays. A single, *Make Believe It's Your First Time*, is also released this week.

EMI boosts Flack album

EMI IS taking TV advertising to boost its hit Capitol album, *Born To Love*, by Peabo Bryson and Roberta Flack. A two-week campaign breaking October 5 will run in the London, Central and TVS regions, supported by in-store displays, windows and press advertising. A new single, *Heaven Above Me*, written and produced by Bob Crewe and Bob Gaudio, is to follow on October 17.

Island to take on international role

ISLAND IS expanding its international department in response to the "growing promotional opportunities throughout Europe".

Martin Satterthwaite joins the company as international artist development and — promotions manager — a new role for Island. Julie Denton has also been appointed international manager. She was previously with Decca International as contracts administrator.

Satterthwaite will be responsible for co-ordinating tours, TV appearances and general promotional campaigns in Europe. He joins the company from MCA Records where he was general manager/marketing.

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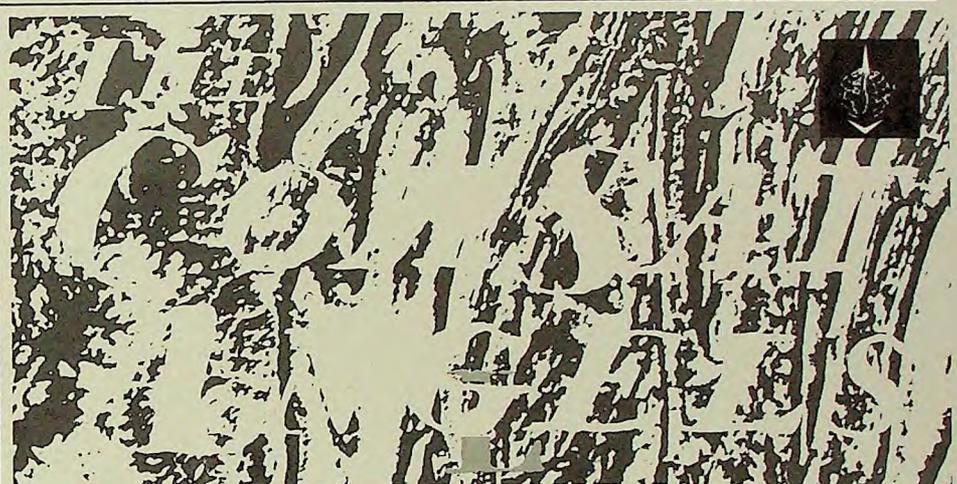
THE BULLET team: back row (l to r): Sally Glover, Chris Lyons, Dave Williamson, John Shepherd and Jane Milne. Front row (l to r): Phil Tompkins, Terry Doherty, Dan Weisberg, Mary McCormick, Henry Semmence, Rick Vaughn and Sally Atkins.

Bullet: make music fun again

RECORD COMPANIES should revive the idea of making music an exciting and fun activity, deliver that message to radio stations and dealers so that their enthusiasm in turn could be relayed to the public, Stewart Coxhead, joint managing director of the Bullet promotion company, told his staff at their annual sales conference on the Portuguese Algarve.

"And if that means giving the dealer a funny hat to wear or an 'over-the-top-T-shirt' so much the better," added Coxhead, commenting that Bullet would continue to give record dealers a limited amount of free product to ensure new talent had the best chance of being available to the public."

He said 16 of the current Top 75 had "benefited from Bullet's promotion", and looked forward to a successful autumn with new product from Madness, King Kurt, Depeche Mode, Jimmy The Hoover, The Kind, The Kinks and Paradise.



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NEWS

JIM EVANS reports from the CBS sales conference

Abba, Ant, Dylan for CBS

BIG NAMES with albums scheduled for release on CBS/Epic between now and Christmas include Abba, Shakin' Stevens, Adam Ant, Bob Dylan, Earth Wind & Fire and Barbra Streisand.

Abba's new LP, a collection of love songs entitled Thankyou For The Music is released November 11, backed with TV advertising in London and other regions, window displays and posters. The title track is also being released as a single.

Bob Dylan's new album, Infidels,

produced by Mark Knopfler, is released October 28. It will be backed with an extensive marketing campaign including advertising in the *Guardian*, *Sunday Times* and rock press. There will also be widespread fly-posting.

Adam Ant's fifth album, Strip, is released in November supported by heavy press and radio promotion and advertising, and Shakin' Stevens' new album is released November 4. Its release co-incides with Stevens' UK tour. National press advertising spearheads the campaign and the cassette version

includes a specially programmed computer game. Through a link-up with computer company Sinclair, computers will be available for competitions and promotions.

Earth, Wind & Fire's Electric Universe is scheduled for November release, with full marketing plans yet to be finalised.

Barbra Streisand's new album will be the soundtrack music from the new musical film in which she plays a leading role. Entitled Yentyl, the album and the first single taken from it are released next month. The film opens here next year.

Jackson pack

A NINE-single pack from Michael Jackson with a dealer price of £7.99 is to be released next month through Epic, backed with an extensive marketing campaign. The singles, pressed in red vinyl, will be packaged in a fold-out wallet which lends itself to display in-store. The singles include Thriller, Beat It and The Girl Is Mine, all in their original picture sleeves where possible.

● Michael Jackson's Thriller album is still selling in the US at the rate of 200,000 copies per week.

Obie: through the Eighties

"THERE IS enormous pressure on our business," said Maurice Oberstein, CBS chairman, addressing delegates to the company's annual sales conference at Bournemouth last weekend.

"The competition is coming not from other record companies, but from all the new technological developments that are competing for people's leisure time," said Oberstein. "Cable, satellite television, video, video games, computer games are all in com-

petition with recorded music.

"It's easy to suggest that the record industry is in the same position the horse harness found itself when Henry Ford invented the Model T. But this is not so. People are interested in the music we make and the artists we develop. Especially with the advent of stereo televisions and stereo VHS equipment, people are going to want the music to go with the pictures.

"As, years ago, soundtracks were added to silent movies, so now we, as a music company, can provide the sound to go with the pictures. We are an A&R based company and I am confident we can move through the Eighties and beyond with commercial success. The company is in very good shape and will continue to move forward as such."

TV ad pushes for autumn

TELEVISION ADVERTISING is to be used for a number of CBS/Epic campaigns this autumn.

Imaginations, an album of 19 instrumental hits and a follow-up to last year's successful Reflections album is to be advertised on Television South West, TV South from October 19, rolling onto the Anglia region for three weeks from October 26. Phase two of the campaign starts November 1 with TV ads in the Central and London regions.

The Johnny Mathis and Natalie Cole album Unforgettable is to be the subject of further TV advertising, including Channel 4 ads in the London area and a roll-out into TV South and Anglia. Wham's album, Fantastic, is currently being TV advertised in the Harlech region, with a roll-out into further areas likely. Abba's Thank You For The Music will be TV advertised in the London area before a probable national roll-out.

More CBS conference news next week

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Russell: in defence of freebies

FROM PAGE ONE

"For an industry that is sometimes unfairly criticised as being pretty good at creating a demand where none existed, to deride and undermine a market which is clearly there and increasing, does not make a great deal of sense to me."

On the advent of cable and satellite broadcasting, Russell said that he couldn't understand why some music industry pundits were looking at the coming of the new technology with "knees knocking like castanets".

"If we utilise the medium rather than let the medium exploit us, we have nothing to fear and everything to gain," he said. "If many cable stations become as has been the US experience — radio with pictures — then to complain about cable is a bit like being a tyre manufacturer and complaining that the car might become more important than the bicycle."

Summing up, Russell said: "We at CBS and Epic will continue to concentrate on being exciting, stimulating and aggressive in our artist and marketing policies. We will take the market as we find it and aggressively compete in that market."

"We like the Gallup chart and we support its constant improvement. We look forward to the advent of cable and satellite broadcasting."

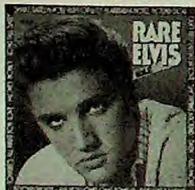
"We will not worry about the current economic climate."

"We will continue to increase our activity with 12-inch singles and we will use 'freebies' as and when we consider it suits the competitive needs of our artists to do so."

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DEEP PURPLE: THE MARK 2 SINGLES
This album features a collection of some of the rarest and most sought-after tracks ever laid down on wax by this ever popular rock group. Included here are some stunning live versions of such hits as "Black Night", "Smoke on the Water", and the classic "Child in Time". A must for Purple fans everywhere! Record No. TC 964 61655



THE BAND: THE BAND
Undeniably one of The Band's finest albums. Recorded in 1969, it includes many of their most popular hits including: "Rag Mama Rag", "The Night they Drove Old Dixie down" and "Up on Cripple Creek". Record No. 038 EVC 80181

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DOOLEY

HOW NICE to be able to report some up-beat music industry news for once — Michael Jackson's Thriller album has sold more than 14m copies worldwide, making it the biggest seller in the history of CBS Records, it also spawned five Top 10 singles and went platinum in 14 countries; meanwhile Culture Club's Karma Chameleon went silver and gold in the UK in three weeks, has now sold in excess of 750,000 copies and looks like being the UK's first platinum single since Come On Eileen a year ago (apparently EMI has coped well with demand but was a little unnerved by Virgin's stock-risk initial pressing order of 250,000) . . . and Bonnie Tyler went to number one in the US on Maurice Oberstein's birthday . . . Ramon Lopez elected chairman of Phonographic Performance Ltd . . . One-time drummer turned studio boss Phil Wainman wielded the sticks again last week to help out Central Line who needed some urgent drum overdubs while recording at Wainman's Utopia studio . . . Dave Barnett has parted company with DJM Publishing and can be contacted on 01-863 8796 . . . Soccer teams from Asgard, CIC, Island, Virgin, Bronze and Smash Hits so far lining up for a new five-a-side league and two more needed — contact Simon Joiner on 01-789 7616 . . . Fifties rock stars Tony Crombie, Toni Eden, Bobby Angelo, Dean Webb, Vince Taylor, Dickie Pride, Dean Shannon and Dave and Janice Peters should contact Ace Records which has received PPL cheques for them after notification of Ace's compilation LP, Rockin' Again At The Twos.

ARTISTS GUESTS at the CBS conference gala dinner at Bournemouth's Carlton Tower Hotel included Shakin' Stevens, Bonnie Tyler, Meat Loaf, Adam Ant, Wham and Billy Joel, while Ozzy Osbourne refrained from biting off any pigeon heads and presented the Epic team with leather jackets . . . Maurice Oberstein sported a variety of hat styles, including riding cap, straw boater and stetson . . . Alarming high stakes were being wagered late at night on the snooker table . . . Re-organisation of the sales operation sees a CBS singles sales force back on the road . . . Gloria Gaynor sang her new single live during the Creole presentation and harpist Annabel Etkind performed Oxygene as part of the Jive/Lifestyle presentation . . . Luther Vandross's new CBS album includes a duet with Dionne Warwick which will be released as a single — on Arista . . . Geoff Goy appointed CBS Records video manager, a newly-created position . . . Paul Russell: "If the number of times our competitors come sniffing round Charlie's lamp-post in Soho Square is anything to go by, we clearly have a lot of people that our competitors want" . . . Earlier in the week, Spartan Records held its conference also in Bournemouth and our man there reports some "devastating" new material presented by Mute's Daniel Miller.

MORE HITS

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THE DARK SIDE OF THE SUN

STAVROS XARHAKOS

(FROM BBC T.V. SERIES) BBC RECORDS RESL 135

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- 8th GUILDFORD University of Surrey
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- 11th PORTSMOUTH Guildhall
- 12th SOUTHAMPTON University
- 13th LOUTHBOROUGH University
- 14th LANCASTER College
- 15th MANCHESTER University
- 16th BANGOR University (Northern)

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NEWS

News in brief...

No Wonder album...yet

DUE TO misinformation supplied by the RCA press office, a new Stevie Wonder album was prematurely listed in the *Music Week* new albums page last week. A new Wonder LP is due out but has not yet been delivered to Motown, an RCA/Motown spokesman said this week.

□□□

SPECIALIST LABEL TER is releasing a London cast album of the new musical, *Snoopy The Musical*, based on the Peanuts cartoon strip, which opened at London's Duchess Theatre last week. Recorded digitally at Abbey Road and produced by Norman Newell, the album was rushed for release on the first night. The album (TER 1073) and cassette (ZCTER 1073) are distributed by PRT.

□□□

CHRYSALIS HAS signed The McGanns, the Liverpool group who starred in the musical *Yakety Yak* which ran for six months at The Astoria in London. They are currently in the studio recording a new album and their debut Chrysalis single, *Shame About The Boy* (CHS 2735), produced by Stuart Colman, was released last week.

□□□

AURA RECORDS has signed Dion (Teenager In Love, *The Wanderer* etc) and releases his new single — his first for some years, entitled *We Don't Talk Anymore* — this week.

Double-take on the dancefloor

By BARRY LAZELL
WITH MANY dancefloor punters, and indeed a lot of disco DJs, apparently willing to give their eye teeth for one of the very limited and definitely Not For Sale 12-inch pressings of that Michael Jackson megamix which CBS made available for promotional use to certain record dealers a while ago, the saga has suddenly taken a new turn.

Remember *Stars On 45?* That worldwide smash, as some may recall, came about when producer Jaap Eggermont looked at the bootleg *Bits And Pieces* segue 12-incher that was doing brisk under-the-counter business all over Europe, realised that here was something which many people wanted, but which they couldn't legitimately obtain, and made his own note-for-note facsimile, all legal and proper.

Now, exactly the same notion has occurred to Jeff Weston of Record Shack, with the result that one of the label's UK signings, Ashays, have come up with their own can't-hear-the-joins facsimile of the Jackson medley.

Available as of now through IDS (on Record Shack SOHOT 10), the 12-inch has proved an instant huge moneyspinner at Shack's own Soho retail outlet, and looks a certain bet for any dealer who has had to field enquiries about the original medley. This is assuming that CBS does not suddenly pre-empt the whole operation by suddenly rushing the Alan Coulthard mix as an official commercial Jackson release.

While there is no actual indication that this is to happen, the idea has certainly been mooted along the corridors of Soho Square this summer, while

CBS is patently in no hurry to release Jackson's Thriller-extracted current American top 10 hit *Human Nature* here as a single. On the other hand, his *Say Say Say* duet with Paul McCartney is due out any moment now from EMI, so

Disco commentary

perhaps all concerned are eager to avoid conflict of interests...

In the meantime, both the Disco Mix Club (which of course made the original Coulthard megamix) and CBS are concerned that the public should realise that the medley now available on record is not by Michael Jackson. Record Shack does not claim that it is.

The billing on the record is quite clear, as is the certainty that it will be successful because it exists specifically to supply a known demand. It is up to all of us in between, as it were, to ensure that record buyers who may not be as well informed as readers of this column, know exactly what they are and are not purchasing.

The difference between the Jackson medleys and the case of *Stars On 45*, of course, is that the original *Bits And Pieces* never, legally, existed at all.

In brief: MCA has shrewdly bowed to club reactions and put *Bless The Ladies* on to the new Oliver Cheatham 12-inch, alongside the Dave McAleer-remixed *Just To Be With You*.

EUROPARADE (The European Chart)

This Week	Last Week	Wks on Chart		Countries
1	1	8	DOLCE VITA, Ryan Paris	A/B/D/E/N/SP/SW/UK/WG
2	2	14	MOONLIGHT SHADOW, Mike Oldfield	A/D/F/I/SP/SW/WG
3	3	9	VAMOS A LA PLAYA, Righeira	A/B/I/I/SP/SW/WG
4	4	8	I LIKE CHOPIN, Gazebo	A/I/SP/WG
5	5	15	BABY JANE, Rod Stewart	A/D/F/SP
6	8	4	THE SAFETY DANCE, Men Without Hats	A/D/SW/WG
7	9	14	FLASHDANCE, Irene Cara	A/F/D/SP/WG
8	12	4	RED RED WINE, UB40	B/E/N/UK
9	6	17	EVERY BREATH YOU TAKE, The Police	A/D/F/I/SP
10	7	5	SUNSHINE REGGAE, Laid Back	A/I/SP/WG
11	26	2	KARMA CHAMELEON, Culture Club	B/E/N/UK
12	11	17	CODO, Tauchen & Prokopetz	B/N/WG
13	NEW		MODERN LOVE, David Bowie	B/E/N/UK
14	2		MAMA, Genesis	E/N/UK
15	13	6	LIVING ON VIDEO, TransX	A/SW/WG
16	22	2	TONIGHT I CELEBRATE MY LOVE, Peabo Bryson/Roberta Flack	E/UK
17	NEW		COME BACK AND STAY, Paul Young	E/UK
18	10	10	I.O.U., Freeez	D/SW/WG
19	17	5	SHE WORKS HARD FOR THE MONEY, Donna Summer	F/SP/SW
20	19	2	BLUE MONDAY, New Order	A/D/E
21	15	20	JULIET, Robin Gibb	I/SP
22	NEW		WHAT AM I GONNA DO, Rod Stewart	E/UK/WG
23	14	13	AFRICA (THE VOODOO MASTER), Rose Laurens	A/D
24	18	3	AU BOUT DE MES REVES, Jean-Jacques Goldman	F
25	NEW		GOLD, Spandau Ballet	B/N
26	21	2	DE HEIDEZANGERS, André van Duin	N
27	NEW		I'M STILL STANDING, Elton John	SW/WG
28	NEW		L'ATLANTIQUE, Sylvie Vartan & Michel Sardou	F
29	24	9	COMMENT CA VA, The Shorts	D/SW
30	NEW		OL' RAG BLUES, Status Quo	E/UK

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

Compiled from 11 national charts by Tros-Radio, Hilversum.

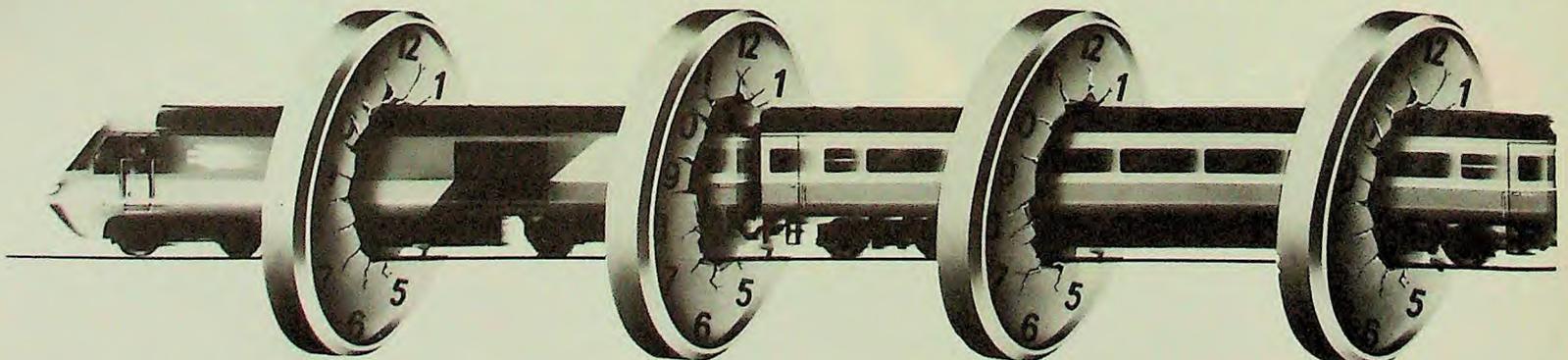
New reggae monthly launched

A NEW monthly music magazine, *Black Beat International*, aimed at the international reggae market, is being launched by the Vee Tee Ay (Media Resources) group to coincide with the first anniversary of *The Voice*.

The new magazine will be distributed by the New Statesman group and edited by *The Voice* editor Flip Fraser who comments: "For too long black music — in particular reggae coverage — has been stereotyped and reported with little understanding of the artists or the music. *Black Beat International* aims to correct this imbalance."

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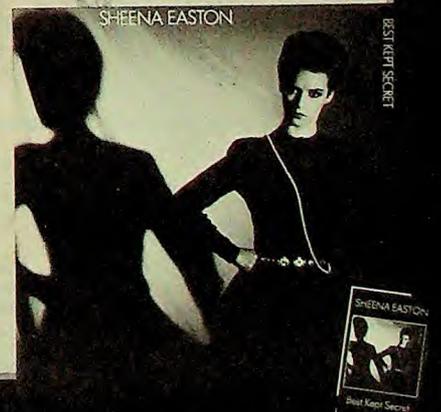
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MUSIC WEEK

MUSIC MARKET SURVEY

PERFORMANCE RATINGS FOR APRIL-JUNE '83

The graphs and performance surveys were prepared from statistics supplied by Gallup based on a weekly sample of sales through 250 record shops in the UK. Albums are those with a dealer price of not less than £1.82

SINGLES (COMBINED 7-IN AND 12-IN): MARKET SHARES %

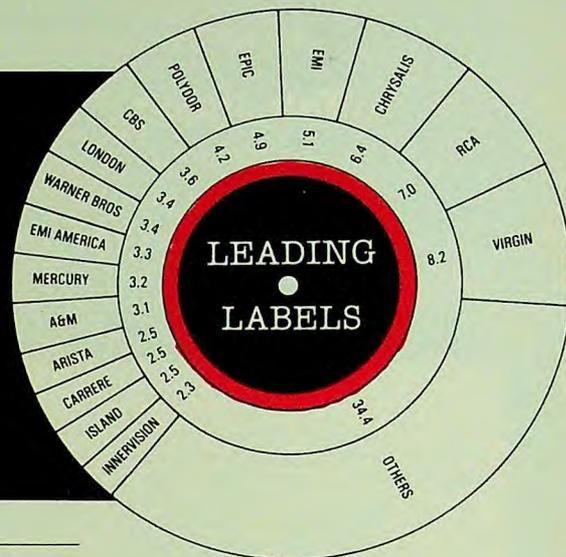
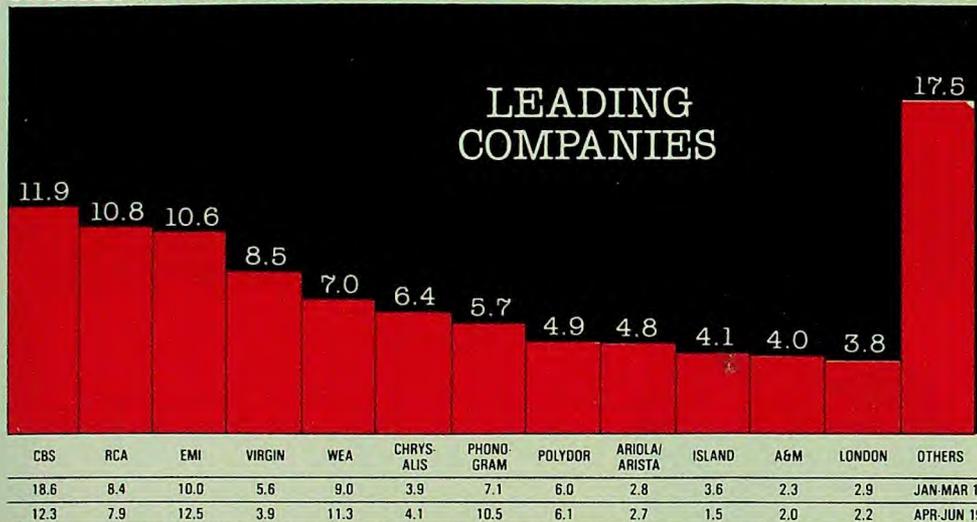


CHART PERFORMANCE SURVEY

ARTISTS

- 1 Spandau Ballet
- 2 David Bowie
- 3 Michael Jackson
- 4 The Police
- 5 Heaven 17
- 6 F.R. David
- 7 Wham
- 8 New Edition
- 9 Human League
- 10 Culture Club

PRODUCERS

- 1 Tony Swain/Steve Jolley
- 2 David Bowie/Nile Rodgers
- 3 Quincy Jones
- 4 Hugh Padgham/The Police

WRITERS

- 1 Kemp
- 2 Bowie
- 3 Michael Jackson
- 4 Sting
- 5 Gregory/Marsh/Ware
- 6 Fitoussi
- 7 Michael
- 8 Starr/Jonzun
- 9 Callis/Oakey
- 10 Culture Club

PUBLISHERS (Individual)

- 1 Virgin Music
- 2 Carlin Music Corporation
- 3 Warner Bros. Music
- 4 CBS Songs
- 5 Reformation Publishing
- 6 Zomba Music
- 7 Chrysalis Music
- 8 Jones Music
- 9 Morrison Leahy Music
- 10 Chappell Music

PUBLISHERS (Corporate)

- 1 Virgin Music
- 2 Warner Bros. Music
- 3 Carlin Music Corporation
- 4 CBS Songs

TOP 10

- 1 True, Spandau Ballet, Reformation/Chrysalis SPAN 1
- 2 Every Breath You Take, The Police, A&M AM117
- 3 Words, F.R. David, Carrere CAR 248

- 4 Bad Boys, Wham, Inner Vision A3143
- 5 Let's Dance, David Bowie, EMI America EA 152
- 6 Candy Girl, New Edition, London LON 21
- 7 Temptation, Heaven 17, BEF/Virgin VS 570
- 8 (Keep Feeling) Fascination, Human League, Virgin VS 569
- 9 Beat It, Michael Jackson, Epic EPC A3258
- 10 Church Of The Poison Mind, Culture Club, Virgin VS 571

ALBUMS (LP'S AND CASSETTES): MARKET SHARES %

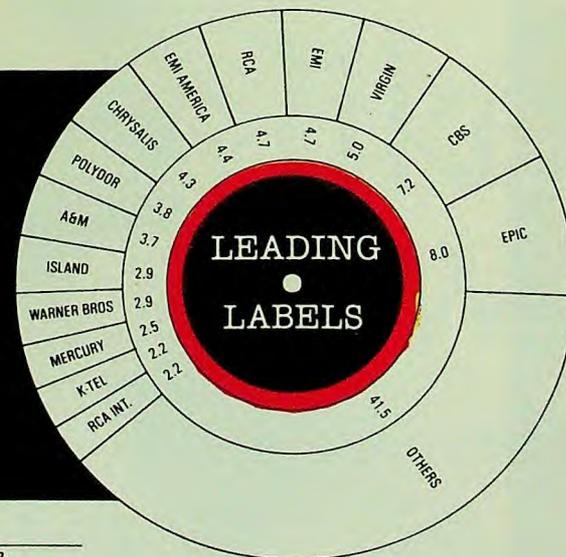
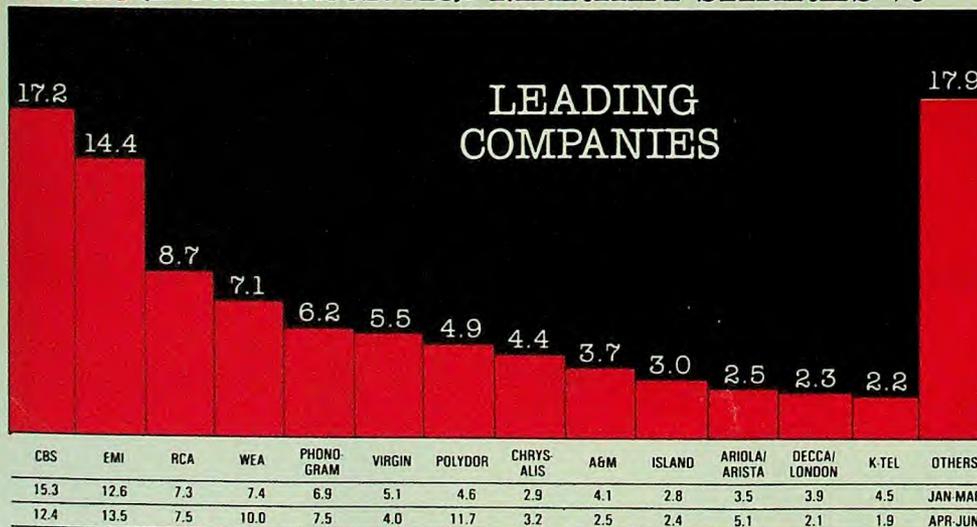


CHART PERFORMANCE SURVEY

ARTISTS

- 1 David Bowie
- 2 Michael Jackson
- 3 Spandau Ballet
- 4 Bonnie Tyler
- 5 The Police
- 6 Heaven 17
- 7 Tears For Fears
- 8 Men At Work
- 9 Kool & The Gang
- 10 Eurythmics

PRODUCERS

- 1 Quincy Jones

MISCELLANEOUS/VARIOUS

- 1 Chart Encounters Of The Hit Kind (Ronco)
- 2 David Bowie/Nile Rodgers
- 3 Tony Swain/Steve Jolley
- 4 Jim Steinman
- 5 Hugh Padgham/The Police
- 6 B.E.F./Greg Walsh
- 7 Chris Hughes/Ross Cullum
- 8 Peter McLean
- 9 Deodato/Kool & The Gang
- 10 Stewart/Williams/Crash

TOP 10

- 1 Chart Runners (Ronco)
- 3 Chart Stars (K-tel)
- 4 The Laughter And Tears Collection (WEA)
- 5 Shape Up And Dance with Felicity Kendal (Vol 1) (Lifestyle)
- 6 Workout, Jane Fonda (CBS)
- 7 Reflections (CBS)
- 8 Lovers Only! (Ronco)
- 9 In The Groove - The 12 inch Disco Party (Telstar)
- 10 Street Sounds - Edition 4 (Street Sounds)

- 1 Thriller, Michael Jackson, Epic EPC 85930
- 2 Let's Dance, David Bowie, EMI America, AML 3029
- 3 True, Spandau Ballet, Reformation/Chrysalis CDL 1403
- 4 Faster Than The Speed Of Light, Bonnie Tyler, CBS 25304
- 5 Synchronicity, The Police, A&M AMLX 63735
- 6 The Luxury Gap, Heaven 17, Virgin V 2253
- 7 The Hurting, Tears For Fears, Mercury/Phonogram MERS 17
- 8 Twice As Kool, Kool & The Gang, De-Lite/Phonogram PROLP 2
- 9 Sweet Dreams (Are Made Of This), Eurythmics, RCA RCALP 6063
- 10 The Final Cut, Pink Floyd, Harvest SHPF 1983

4

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Breakers

Records appearing on Airplay Action pages for first time.

TOP BREAKERS (see opposite page for details)

DAVID GRANT—26 stations; SMOKEY ROBINSON & BARBARA MITCHELL—25; PAUL McCARTNEY AND MICHAEL JACKSON—23; SHAKATAK—22; THE KINKS—20; AGNETHA FALTSKOG—18; SHALAMAR—17; THE MOODY BLUES—16.

OTHERS:

HAIRCUT ONE HUNDRED—So Tired—Polydor HC 2 (F) A BRMB, Centre, Metro, Tees, Tay, Swansea B Luxembourg, BBC Radio London, Beacon, Pennine, Red Rose, NorthSound * Radio 210—Hitpick, DevonAir—Hitpick, Orwell—Hitpick, CBC—Hitpick.

THE LOTUS EATERS—You Don't Need Someone New—Sylvan/Arista SYL 2 (F) A Tees, Swansea B BBC Radio London, Hereward, Mercia, Aire, Pennine, Metro, Clyde, NorthSound * Trent—Hitpick, Hallam—Hitpick, BBC Scotland—Hitpick.

MARY JANE GIRLS—Boys—Gordy TMG 1315 (R) B BBC Radio London, Radio 210, Plymouth, West, Wyvern, Hereward, Pennine, Metro, Clyde, NorthSound, CBC, Swansea.

STEVE GRANT & TIGHT FIT—Love The One You're With—Jive JIVE 50 (C) A BBC Radio London, Centre, Metro, Downtown B Wyvern, Beacon, Mercia, Hallam, Manx, Red Rose * DevonAir—Hitpick, Trent—Hitpick.

CARLENE CARTER—Heart To Heart—Epic A3470 (C) A 2CR, Plymouth, Wiltshire, Metro, BBC Scotland, CBC B BBC Radio London, Wyvern * Radio 210—Hitpick, Pennine—Hitpick, Tay—Hitpick.

NILS LOFGREN—Across The Tracks—MCA 834 (C) A BRMB, Forth B Essex, Manx, West Sound, CBC * DevonAir—Hitpick, Wyvern—Hitpick, Orwell—Hitpick, Trent—Hitpick, City—Hitpick.

BLACK LACE—Superman (Gloca Jouer)—Flair FLA 105 (P) A Luxembourg, Pennine, Tees, Red Rose, Clyde, Tay, West Sound B Plymouth, Aire, Manx.

THE FIXX—One Thing Leads To Another—MCA FIXX 5 (C) A Severn, BRMB, Tay B Capital, DevonAir, Tees, City, Clyde, CBC * Chiltern—Hitpick.

J.J. CALE—Teardrops In My Tequila—Mercury/Phonogram MER 146 (F) A BRMB, Centre, Forth, Moray Firth B Wiltshire, Orwell, Pennine, Red Rose, CBC.

PRIVATE LIVES—Break The Chains—EMI PRIV 1 (E) A Forth, Downtown B West, Hereward, Chiltern, Aire * Hallam—Hitpick, Tees—Hitpick, Tay—Hitpick.

THE ROCKSTEADY CREW—(Hey You) The Rocksteady Crew—Charisma/Virgin RSC 1 (E) A Luxembourg, Downtown B 2CR, Plymouth, Orwell, Aire, City, Manx, Red Rose, Clyde.

GAZEBO—I Like Chopin—Baby/PRT BABY 4 (A) A BBC Radio London, 2CR, Mercia, Moray Firth, BBC Wales, Downtown B Wiltshire, Clyde.

TOM BROWNE—Rockin' Radio—Arista ARIST 545 (F) A BBC Radio London, BRMB B Plymouth, Severn, Chiltern, Red Rose * Hallam—Hitpick.

CHINA CRISIS—Working With Fire And Steel—Virgin VS 620 (E) B Radio 210, Victory, Mercia, Trent, Pennine, Tees, NorthSound.

PIL—This Is Not A Love Song—Virgin VS 529 (E) A Pennine, Red Rose, Clyde, Tay B Plymouth, Manx, CBC.

Radio 1

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

19	(16)	CULTURE CLUB: Karma Chameleon	10	(6)	THE ROCKSTEADY CREW: (Hey You) Rocksteady Crew	6	(New)	DAVID KNOPFLER: Soul Kissing, Peach River BBPR 7 (A)
19	(11)	SIOUXSIE & THE BANSHEES: Dear Prudence	9	(11)	HOT STREAK: Body Work	6	(11)	MADNESS: Wings Of A Dove
17	(16)	BIG COUNTRY: Chance	9	(6)	MEAT LOAF: Midnight At ...	6	(New)	SHALAMAR: Over And Over, Solar E 9792 (W)
17	(14)	TRACEY ULLMAN: They Don't Know	9	(6)	BRYSON/FLACK: Tonight I Celebrate My Love	6	(6)	SPACE MONKEY: Can't Stop ...
15	(10)	THE ALARM: 68 Guns	9	(New)	McCARTNEY/JACKSON: Say Say Say, Parlophone R 6062 (E)	6	(New)	VIRGIN DANCE: No Disguise, Spartan SP 8 (SP)
15	(11)	DEPECHE MODE: Love In Itself	8	(New)	BLACK LACE: Superman (Gloca Jouer), Flair FLA 105 (F)	5	(New)	CHRIS REA: I Can Hear Your Heartbeat, Magnet MAG 244 (R)
15	(11)	HOWARD JONES: New Song	8	(12)	LIONEL RICHIE: All Night Long	5	(New)	FRANK STALLONE: Far From Over, RSO 95 (F)
15	(15)	PAUL YOUNG: Come Back And Stay	8	(12)	MEN AT WORK: Dr Heckyll ...	5	(New)	HAIRCUT ONE HUNDRED: So Tired, Polydor HC 2 (F)
14	(18)	DAVID BOWIE: Modern Love	8	(8)	NEW ORDER: Blue Monday	5	(New)	LEO SAYER: Until You Come Back To Me
14	(16)	KAJAGOOGOO: Big Apple	8	(7)	WILL POWERS: Kissing With ...	5	(6)	THE MOODY BLUES: Sitting ...
14	(8)	NICK HEYWARD: Blue Hat For A Blue Day	8	(8)	XTC: Love On A Farmboy's Wages	5	(8)	OCHI BROWN: Whiter Shade Of Pale
13	(10)	THE LOTUS EATERS: You Don't	8	(New)	ELTON JOHN: Kiss The Bride, Rocket/Phonogram EJS 2 (F)	5	(7)	PETER TOSH: Mama Africa, Radio RIC 117 (E)
13	(12)	STATUS QUO: O! Rag Blues	7	(New)	BONK: The Smile And The Kiss, Ensign/Island ENY 505 (E)	5	(New)	ROD STEWART: What Am I Gonna Do
13	(13)	UB40: Red Red Wine	7	(New)	BUCKS FIZZ: London Town, RCA 363 (R)	5	(8)	SOFT CELL: Soul Inside
13	(11)	RYAN PARIS: Dolce Vita	7	(New)	CHINA CRISIS: Working With Fire & Steel, Virgin VS 620 (E)	5	(12)	STEVE WRIGHT: Got Some Therapy
12	(7)	HOT CHOCOLATE: Tears ...	7	(8)	GENESIS: Mama	5	(6)	THIS MORTAL COIL: Song To The Siren
12	(13)	MONYAKA: Go Deh Yaka	7	(New)	THE KINKS: Don't Forget To Dance, Arista ARIST 524 (F)	5	(New)	TIME UK: The Cabaret, Red Bus TIM 123 (A)
12	(13)	GEORGE BENSON: In Your Eyes, Warner Brothers W 9487 (W)	6	(New)	DAVID GRANT: Love Will Find A Way, Chrysalis GRAN 3 (F)			
11	(13)	PIL: This Is Not A Love Song						
11	(10)	DAVID ESSEX: Tahiti						
10	(8)	HEAVEN 17: Crushed By ...						
10	(14)	TOYAH: Rebel Run						

Radio 2

Based on plays Friday-Thursday 5am-7:30pm in the week preceding publication. Plus Saturday 11.30am to 1pm.

10	(6)	CULTURE CLUB: Karma Chameleon	6	(5)	SHEENA EASON: Telefone
9	(9)	CLIFF RICHARD: Never Say Die	6	(New)	CRYSTAL GAYLE: Baby What About You (Warner Brothers)
8	(9)	GEORGE BENSON: In Your Eyes	5	(New)	RICHARD CLAYDERMAN: Feelings (Delphine/Decca)
8	(New)	LIONEL RICHIE: All Night Long (All Night) (Motown)	5	(5)	CLARENCE 'FROGMAN' HENRY: That Old Piano
8	(8)	KENNY ROGERS: Eyes That See In The Dark	5	(6)	HOT CHOCOLATE: Tears On The Telephone
8	(New)	RONDO VENEZIANO: La Serenissima (Ferryway)	5	(New)	GLADYS KNIGHT & THE PIPS: Hero (CBS)
7	(New)	COMMODORES: Only You (Motown)	5	(8)	SERGIO MENDES: Rainbow's End
7	(7)	DAVID ESSEX: Tahiti	5	(8)	JOHNNY MATHIS: Too Young
6	(New)	BUCKS FIZZ: London Town (RCA)	5	(5)	LEO SAYER: Until You Come Back To Me
6	(6)	BRYSON/FLACK: Tonight I Celebrate My Love	5	(6)	PAUL YOUNG: Come Back And Stay

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

Bubblers

Recent Breakers now bubbling under the regional Airplay Grid.

BRYAN ADAMS: Cuts Like A Knife
 THE ANIMALS: The Night
 ANY TROUBLE: I'll Be Your Man
 THE DOOLEYS: Flavour Of The Month
 EL CHICANO: Do You Want Me
 MATT FRETTON: Dance It Up
 KISSING THE PINK: Maybe This Day
 GLADYS KNIGHT: Hero
 THE McGANNIS: Shame About The Boy
 NATASHA: I Want You To Be My Baby
 ELAINE PAIGE: Be On Your Own
 RUMPLE-STILTSKIN: I Think I Want To Dance With You
 NEIL YOUNG AND THE SHOCKING PINKS: Wonderin'

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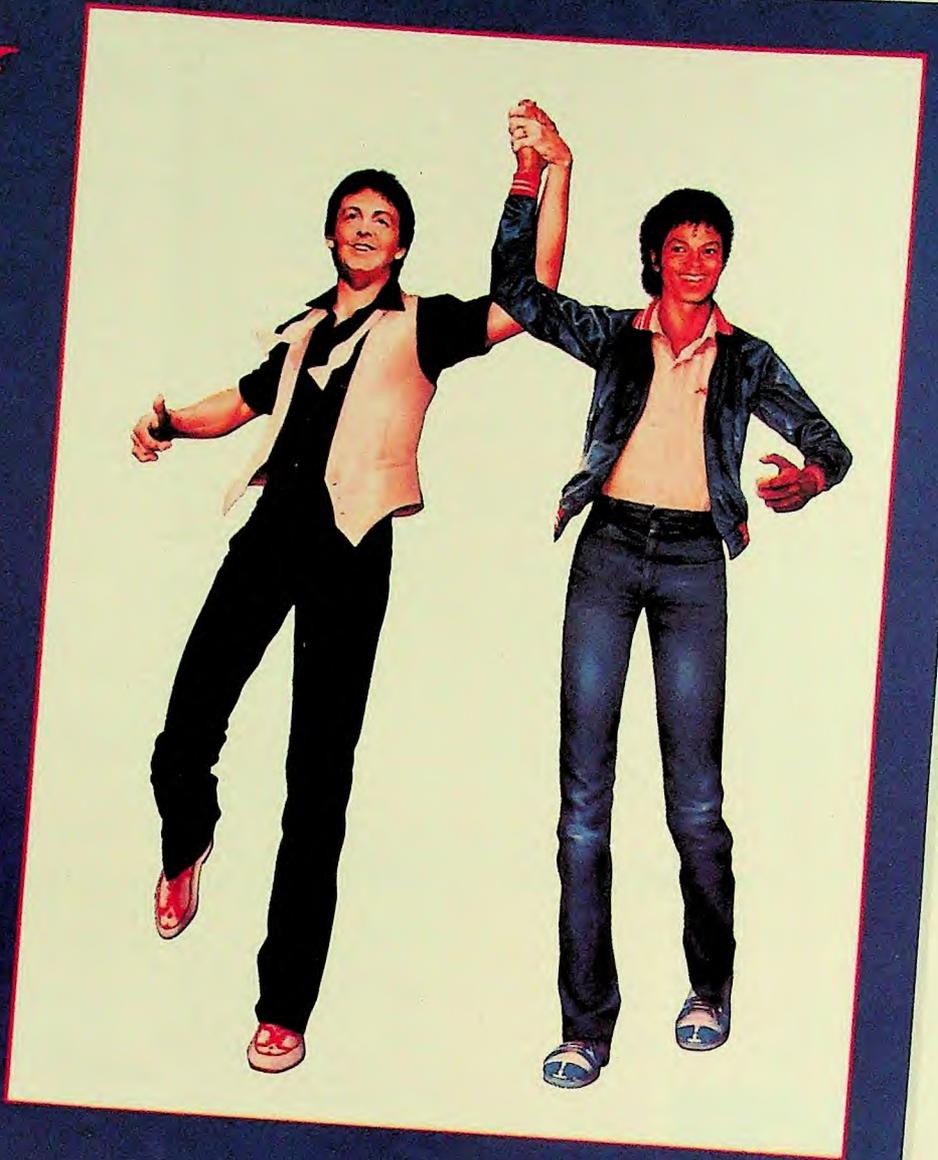
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7" STOP 007
12" STOPT 007

S. EAST										S. WEST										EAST										MIDLANDS										NORTH										N.E.										N.W.										SCOTLAND										WALES										N.I.									
Luxembourg	BBC Radio London	Capital	Radio 210	ZCR	Victory	Devon Air	Plymouth Sound	Severn Sound	West	Wiltshire	Wyvern	Essex	Hereford	Orwell/Saxon	Beacon	BRMB	Centre	Chiltern	Mercia Sound	Trent	Aire	Hullam	Pennine	Metro	Tees	City	Manx	Piccadilly	Red Rose	BBC Scotland	Clyde	Forth	Morey Firth	North Sound	Tay	West Sound	BBC Wales	CBC	Swansea Sound	BBC Ulster	Downtown																																																										
																				AIRPLAY ACTION ★ = Hitpick/Record of the week ● = A list ○ = B list Distributor codes - see album releases page																																																																															
																				ALARM, THE 68 Guns I.R.S. PFP 1023 (C)																																																																															
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																				FREEEZ Pop Goes My Love Beggars Banquet BEG 98 (W)																																																																															
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																				HOT STREAK Body Work Polydor POSP 642 (F)																																																																															
																				JARREAU, AL Boogie Down WEA International U 9814 (W)																																																																															
																				JB'S ALL STARS One Minute Every Hour RCA 357 (R)																																																																															
																				JOEL, BILLY Uptown Girl CBS A3775 (C)																																																																															
																				JONES, HOWARD New Song WEA HOW 1 (W)																																																																															
																				JONES, TOM I'll Be Here . . . Decca/London JONES 1 (F)																																																																															
																				KAJAGOOGOO Big Apple EMI 5423 (E)																																																																															
																				KC/THE SUNSHINE BAND (You Said) You'd . . . Epic A2760 (C)																																																																															
																				KINKS, THE Don't Forget To Dance Arista ARIST 524 (F)																																																																															
																				KNOPFLER, DAVID Soul Kissing Peach River BBPR 7 (A)																																																																															
																				MATHIS, JOHNNY Too Young CBS A3741 (C)																																																																															
																				McCARTNEY/JACKSON Say Say Say Parlophone R 6062 (E)																																																																															
																				MEAT LOAF Midnight At . . . Cleveland/Epic A3748 (C)																																																																															
																				MELANIE Every Breath Of The Way Neighbourhood NB 1 (IDS)																																																																															
																				MEN AT WORK Dr Heckyll And Mr Jive Epic A3668 (C)																																																																															
																				MODERN ROMANCE Walking In The Rain WEA X 9733 (W)																																																																															
																				MONYAKA Go Deh Yaka Polydor POSP 641 (F)																																																																															
																				MOODY BLUES, THE Sitting At The Wheel Threshold TH 31 (F)																																																																															
																				MURDOCK, LYDIA Superstar Korova KOW 30 (W)																																																																															
																				NAKED EYES Promises, Promises EMI 5421 (E)																																																																															
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																				RAVENS CROFT, RAF Maxine Solid STOP 007 (IDS)																																																																															
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																				RICHARD, CLIFF Never Say Die . . . EMI 5415 (E)																																																																															
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																				SAYER, LEO Until You Come Back To Me Chrysalis LEO 1 (F)																																																																															
																				SHAKATAK Out Of This World Polydor POSP 648 (F)																																																																															
																				SHALAMAR Over And Over Solar E 9792 (W)																																																																															
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																				SOFT CELL Soul Inside Some Bizzare/Phonogram BZS 20 (F)																																																																															
																				SPACE MONKEY Can't Stop Running . . . Inner Vision A3742 (C)																																																																															
																				STALLONE, FRANK Far From Over RSO 95 (F)																																																																															
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																				STEWART, ROD What Am I Gonna Do Warners W 9564 (W)																																																																															
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																				UB40 Red Red Wine DEP International/Virgin 7DEP 7 (E)																																																																															
																				ULLMAN, TRACEY They Don't Know Stiff BUY 180 (C)																																																																															
																				UNIQUE What I Got Is What You Need Prelude A3707 (C)																																																																															
																				WALSH, JOE Love Letters Warner Brothers W 9841 (W)																																																																															
																				WILL POWERS Kissing With Confidence Island IS 134 (E)																																																																															
																				XTC Love On A Farmboy's Wages Virgin VS 613 (E)																																																																															
																				YOUNG, PAUL Come Back And Stay CBS A3636 (C)																																																																															

PAUL
MCCARTNEY

MICHAEL
JACKSON



Say
Say
Say

SINGLE
Say·Say·Say

B·SIDE
Ode To A Koala Bear
NOT ON ALBUM

12" (REMIXED BY JOHN "JELLYBEAN" BENITEZ.
INCLUDES 7 MINUTE INSTRUMENTAL VERSION)

7" R 6062
12" 12 R 6062



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)



7 & 12-INCH

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

MUSIC WEEK

RE indicates a re-entry.

Key to distributors code - see albums releases page

TOP 75 SINGLES

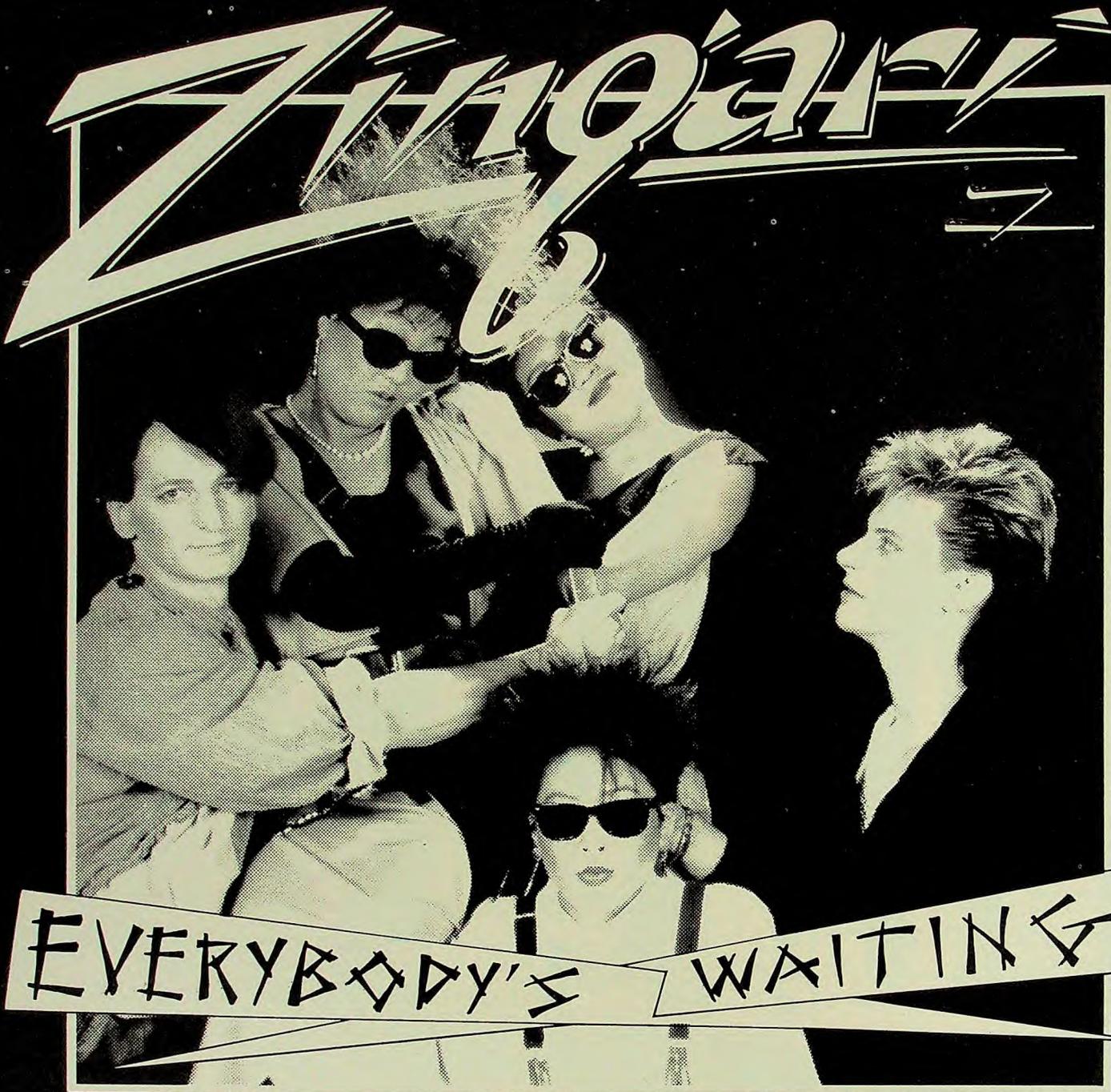
Main chart table with columns for Rank, Title, Artist, Label, and Distributor. Includes entries like 'KARMA CHAMELEON', 'MODERN LOVE', 'RED RED WINE', etc.

THE NEXT 25

Chart table for 'THE NEXT 25' with columns for Rank, Title, Artist, Label, and Distributor. Includes entries like 'ROCKIN' RADIO', 'YOU REALLY GOT ME', etc.

TITLES A-Z (WRITERS) index table listing song titles and their respective writers.

星加麗



EVERYBODY'S WAITING

Zingari 星加麗

EVERYBODY'S WAITING

c/w I'VE HEARD IT ALL BEFORE

DAK 14

Plus

SPECIAL 3 TRACK 12" WITH
EXTRA DUB MIX (12 DAK 14)

First 2,000 at 7" price.

BOTH
7" & 12"
IN PICTURE
BAGS

ALREADY A CLUB HIT!

親愛的僑胞們,

POSTER FEATURED IN OVER 3,000 CHINESE TAKEAWAYS.

Dakota
RECORDS
14A Shouldham Street, London W1

ORDERS THROUGH
PRT RECORDS 01-640 3344

KISS

NEW ALBUM



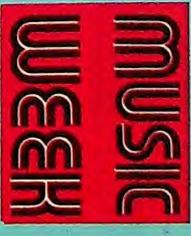
NEW CASSETTE

25. PEOPLE arts scene: 27.8. HASBOW audio: 28. EDINBURGH phonehouse: 29. NEWCASTLE City Hall VERTIGO



TOP 100 ALBUMS

INCORPORATING LP AND CASSETTE SALES



1	NO PARLEZI ●	Paul Young	CBS 25521
2	LABOUR OF LOVE	UB40	DEP International/Virgin LP DEP 5
3	THE CROSSING ●	Big Country	Mercury/Phonogram MERS 27
4	LET'S DANCE ●	David Bowie	EMI America AML 3029
5	FANTASTIC ●	Wham!	Inner Vision IVL 25328
6	THE HIT SQUAD - CHART TRACKING	Various	Ronco RON LP 1
7	NEW LICK IT UP	Kiss	Casablanca/Phonogram VERL 9
8	THRILLER ●	Michael Jackson	Epic EPC 85930
9	UNFORGETTABLE: A TRIBUTE TO NAT KING COLE ●	Johnny Mathis	CBS 10042
10	THE LUXURY GAP ●	Heaven 17	Virgin V 2253
11	NEW A TOUCH MORE MAGIC	Barry Manilow	Arista BMAN 3
12	18 GREATEST HITS ●	Michael Jackson Plus The Jackson 5	Telstar STAR 2222
13	TRUE ●	Spandau Ballet	Reformation/Chrysalis CDL 1403
14	IN YOUR EYES ●	George Benson	Warner Brothers 923744-1
15	CONSTRUCTION TIME AGAIN ●	Depeche Mode	Mute STUMM 13
16	ORIGINAL SOUNDTRACK FROM "STAYING ALIVE"	Bee Gees/Various	RSO RSBG 3
17	BORN AGAIN	Black Sabbath	Vertigo/Phonogram VERL 8
18	FLICK OF THE SWITCH ●	AC/DC	Atlantic 790100-1
19	LIKE GANGBUSTERS	Joboxers	RCA BOXLP 1
20	SYNCHRONICITY ●	The Police	ArMi AMLX 63735
21	WARRIORS	Gary Numan	Beggars Banquet BEGA 47
22	WAR ●	U2	Island ILPS 9733
23	NEW LOVE CLASSICS	The Royal Philharmonic Orchestra	Nouveau Music NML 1003
24	NEW THE TWO OF US	Various	Kel NE 1222
25	YOU AND ME BOTH ●	Yazoo	Mute STUMM 12
26	BAT OUT OF HELL ●	Meat Loaf	Cleveland International/Epic EPC 82419
27	THE PRESENT	The Moody Blues	Threshold TXS 140
28	CARGO ●	Men At Work	Epic EPC 25372
29	POWER CORRUPTION AND LIES	New Order	Factory FACT 75
30	FASTER THAN THE SPEED OF NIGHT ●	Bonnie Tyler	CBS 25304
31	THE WILD HEART	Stevie Nicks	WEA International 250071-1
32	RE ALPHA ●	Asia	Geffen GEF 25508
33	HEADLINE HITS	Various	K-tel NE 1253
34	BENT OUT OF SHAPE	Rainbow	Polydor POLD 5116
35	THE HURTING ●	Tears For Fears	Mercury/Phonogram MERS 17
36	JULIO ●	Julio Iglesias	CBS 10038
37	MAKIN' MOVIES ●	Dire Straits	Vertigo/Phonogram 6359034
38	THE RISE AND FALL OF ZIGGY STARDUST ●	David Bowie	RCA International INTS 5063
39	HUNKY DORY ●	David Bowie	RCA International INTS 5064
40	RUMOURS ●	Fleetwood Mac	Warner Brothers K 56344
41	BUILT TO DESTROY	The Michael Schenker Group	Chrysalis CHR 1441
42	HELLO, I MUST BE GOING! ●	Phil Collins	Virgin V 2252
43	MIDNIGHT AT THE LOST AND FOUND ●	Meat Loaf	Cleveland International/Epic EPC 25243
44	NEW RICHARD CLAYDERMAN ●	Richard Clayderman	Delphine/Decca SKL 5329
45	VICES	Waysted	Chrysalis CHR 1438
46	PENTHOUSE & PAVEMENT ●	Heaven 17	B.E.F./Virgin V 2208
47	QUEEN GREATEST HITS ●	Queen	EMI EMITV 30
48	UPSTAIRS AT ERIC'S ●	Yazoo	Mute STUMM 7
49	DURAN DURAN ●	Duran Duran	EMI EMC 3372
50	SECRET MESSAGES ●	ELD	Jet JETLX 527
51	LOVE SONGS ●	Barbra Streisand	CBS 10031

UK Tour Dates
Oct 21 LEICESTERS queens hall 22. STAFFORD single hall 23. LONDON wembley arena 24. LEICESTERS the mandrake hall

Edited
by
NIGEL HUNTER

PUBLISHING

They're playing our song— 4m times over

BROADCAST MUSIC Inc. presented The First awards for British PRS writers and publishers achieving multi-million airplay performance figures at its 1983 awards luncheon last week in London.

More, with lyrics by Norman Newell, and Yesterday by John Lennon and Paul McCartney, published by Northern Songs, have both passed the 4m performance mark in the US.

Lennon & McCartney have also attained 3m performances with Michelle, as has fellow ex-Beatle George Harrison with Something, published by Harrison's.

Awards for over 2m performances went to Lennon & McCartney's Hey Jude and Let It Be, Harrison's My Sweet Lord, and Let Me Be There by the late John Rostill, published by Petal Music.

Newcomers to the 1m performance distinction were Fanny Be Tender With My Love published by Abigail Music and Flam Music; Kiss You All Over published by Chinnichap Publishing; Jive Talkin' published by Abigail Music and Flam Music, and Ticket To Ride by Lennon & McCartney, published by Northern Songs.

Recipients for the PRS winners of awards for the most performed songs of 1982 were Born To Run by Paul Kennerly, published by Rondor Music; Eye In The Sky by Alan Parson and Eric Woolfson, published by Woolfson's; Do You Believe In Love, published by Zomba Corporation, and You Could Have Been With Me by Lea Maalfrid, published by ATV Music.

A Song For Europe: MPA OKs non-member entries

ENTRIES for A Song For Europe 1984 will be accepted from both members and non-members of the MPA restricted to two entries per

company.

The MPA will accept without payment on submission from each of the main companies as returned on MPA subscription rating forms for the year ending December 31, 1983. An entrance fee of £10 (including VAT) is payable for every additional entry made by an MPA member, including subsidiary/associate companies as previously notified in writing to the MPA office.

Songs will be accepted from non-MPA members, providing they are publishing members of the Performing Right Society, on payment of the entrance fee of £17.50 (including VAT) per song which must be enclosed at the time of entry. VAT invoices will be issued. All entries must be received at the MPA office by 5pm on November 3.

The BBC has drawn attention to the fact that it can reserve the right to audition the performers of the final eight songs, the winner of which will be the UK's entry for the Eurovision Song Contest next year.

BBC TV executive James Moir was unavailable for comment, but industry speculation suggests that this may be a counter move by the BBC to discourage instant pick-up groups of professional session singers as much as against inexperienced amateurs who might freeze from nerves.

David Toff

DAVID TOFF, one of the most experienced and best-loved publishers in the UK, has died, he was in his 82nd year.

Toff's first executive post was as managing director of Southern Music between 1943 and 1951, after which he ran his own successful David Toff Music enterprise.

A long association with the Music Publishers Association crystallised in 1970 when he became president for a year, followed by the post of secretary from 1972-77, and the capacity of consultant for a further three years.

Toff was one of the most genial and helpful people in the music publishing business as well as one of the most knowledgeable. He championed British pop music during the Forties and Fifties when the market was dominated by transatlantic product.

Toff leaves a widow, Barbara.



WARNER BROS Music has set a new administration agreement with Hit & Run Music, whose catalogue includes all members of Genesis, for various major territories, including the US, and has also arranged a major publishing pact with Overnight Music, which will be a joint venture with Warner Bros Music in the UK and an administration arrangement for some other territories.

Overnight's chairman is Tony Smith, with Stuart Newton and Monty Wynne as director, and the company's purpose is to acquire and promote new writers on a worldwide basis.

Seen together from left are Tony Smith, Warner Bros Music joint managing directors Johnny Stirling and Stuart Newton.

Edited
by
TERRI ANDERSON

RETAILING

Danilo: chronicle of timely pop success

A POP calendar business which aims to sell exclusively through record outlets, Danilo Promotions, started with an Elvis Presley calendar about four years ago, and sold a respectable 5,000 or so copies.

The following year the range produced was expanded, and sales multiplied by 10. The next year Danilo did it again — taking overall sales up to around the ½m mark. 1983/4 promises to double that.

Stating the obvious, Danilo director Laurence Prince says: "This is a real growth industry. Record dealers can sell these easily."

A measure of the acceptance which these full-colour poster calendars have earned as part of the pop music business is the fact that some will this year be available through CBS and PolyGram record distribution. Prince is proud to add these two majors to RCA and EMI, who are already distributing other calendars in the range.

Another coup for Danilo is securing the right to

produce the first official Michael Jackson merchandising calendar. Prince stresses that all the Danilo calendars are official (printed with the co-operation and approval of the artist and/or record company, and paying royalties on sales) except for two of the newer ones. These two are the Beatles and the Rolling Stones, produced in association with the Daily Mirror and using pictures which have been bought rather than licensed.

New calendars for this Christmas are Wham, Jackson and Adam Ant — all distributed by CBS. Others on the list are David Essex, Status Quo and Richard Clayderman (PolyGram); Barry Manilow, Elvis Presley, and Bucks Fizz (RCA); Madness and Shakin' Stevens (CBS); Duran Duran, David Bowie and Cliff Richard (EMI); and Culture Club, Police, Beatles and Stones — call Danilo direct for distribution details, tel: 01-253 4303.

Suggested retail price per calendar is £2.99, and dealer price — set by each distributor — will be around £1.80. Delivery is in packs of 10 (not mixed) with an envelope for each calendar.

Chart service

THE SINGLES chart is available by telephone on 01-855 7711. New numbers are given in blocks of 20 — write them alongside the 1-100 numbers in the previous week's *Music Week*. New entries are also read out. The chart is also available to Prestel subscribers on frame reference *5142.

Our Price open more outlets

AFTER A quiet period of about three months, Our Price shop openings are again dotting the calendar and the landscape. The new branch in the High Street pedestrian shopping precinct in Farnborough opened two weeks ago, followed by a branch in Bexley Heath Centre on September 23. Next week the Epsom Our Price will be opened, and the new branch in Calvary Road, Tunbridge Wells opens later this month. More openings are promised before Christmas, including the relocation of the St Albans shop into larger premises.



FIRST CUSTOMER at S Gold & Sons' new warehouse in Flempton Road, Leyton, East London was Steve Supple of Southmans Records, Sittingbourne. He found himself on the receiving end of one open bottle of bubbly — and won a sealed bottle of Bollinger to take home with his records and tapes. Pushing the boat out are (left to right) directors Barrie Gold and Bert Hamilton, dealer Steve Supple, and director Barbara Gold. The 42,000 sq ft premises are big enough to meet Gold's plans "for the foreseeable future".

MK starts own label

MK RECORDS, Glasgow, the growing Scottish indie distributor, has set up its own label (same name) and publishing company, MK Music. The first LP was released this week, by Scottish artist Bill McCue. It is entitled Dreams of Caledonia (MK1). The label will bring out a range of cassettes especially for the Scottish market next year. MK's distribution side also reports that trade is booming.

AIR: creating more confusion?

OPINION

By MARTIN ANSCOMBE

I WAS interested to read in *Music Week* of the recently-formed Association of Independent Retailers. Being a member of the National Chamber of Trade, both direct and through a locally-affiliated chamber, I was curious to find out how AIR compared with NCT and similar general trade organisations.

The main aims of AIR are, in essence, identical to those of the NCT and the other two nationally-based organisations: the Forum for Private Business and the National Federation for Small Business and the Self Employed.

Although the general aims are the same, it is perhaps unfortunate that the actual influence these organisations bring to bear on the legislative process often differ, as witnessed in recent discussions on such subjects as shop hours and rates reform.

There is, therefore, a risk that similar organisations — supposedly representing similar elements of the community — can pull their weight in opposite directions, adding to the confusion of information and advice given to MPs and departmental officials.

In view of the NCT's past and present record of achievements, and because it is a body based on local associations, whose directors are volunteers, elected and unpaid, and whose annual subscription is considerably lower than for any equivalent association, I have no hesitation in maintaining my allegiance to the NCT.

It has to be said that the NCT does have a pedigree; it was formed in 1897, by businessmen for businessmen, rather than by principals whose first remit is to earn a livelihood. That is not to say, however, that AIR does not offer certain useful services attractive to some small businesses — it certainly does.

No one should confuse AIR with AIR — Artistes International Representation listed under Record Companies in *MW*'s 1983 Directory.

Incidentally, AIR's address has changed since *MW*'s article, it is now Newton Road, Worcester WR5 1TX, and that of the NCT is Enterprise House, Henley-on-Thames, Oxon RG9 1TU.

WHILE SUCH general trade associations cover most of the representational needs of business people, they cannot really cope with the nitty-gritty of the needs within specific trades.

For this aspect it is equally important to have, and for retailers to belong to and support, an association specific to each trade.

It is a pity that RAVRO is neither as strong nor as well supported as it should be; comparing the activities of RAVRO with those of the much younger Video Traders Association (VTA), the latter is streets ahead in what it is doing for the video trade — seminars, promotions, deals, the whole shooting match.

In the face of the VTA surely RAVRO should now drop the "and video" and get down to the task of ensuring a secure future for record shops and the industry that supplies them.

At the least, RAVRO chairman Alan Davison has achieved some national media publicity about the problems of freebies and chart hyping, and he appears to have the support of at least two company chiefs, PRT's Walter Woyda and EMI's Peter Jamieson.

However, despite *MW* headlines like "scourge of the industry" and "annihilation", the BPI is not convinced. As pointed out by Bob Kingdon of KMK Records (*Opinion*, *MW* 17 September), freebies are usually in very limited numbers, even in those shops so blessed by the distributors. That being so, they are hardly a "part of the excitement of selling records" as the BPI seems to think.

On the contrary, it is a pain in a retailer's proverbial to have to keep on saying "no, sorry" as well as most off-putting to the punters. High time the BPI had some ordinary record retailers on its panel to explain the facts of life at the sharp end.

I must disagree with Mr Kingdon's views. There are customers who want picture and shaped discs — collectors who have little interest in the content. There are customers that do ask specifically for the freebie or the special, and don't buy otherwise — try selling a black vinyl Status Quo to someone who wants the blue one! One hundred per cent of the telephone calls I had concerning Annabel Lamb were for the free video.

The point being missed about this sort of promotion is that a high placing on the British charts is a springboard to international success, and profit. The British retailer gains little other than aggravation!

However, I believe we should stop fussing about these relatively minor problems. Let's get on with the job of selling higher value and more profitable products now coming through the new technologies.

Let's get the record companies to come clean on CD, and let's have new CD releases properly notified, and available, to the trade. Let's hammer at RCA's door and get CD sold in the proper place. Let's get on with the job of selling every form of recorded material rather than giving away items of other retailers stock while letting other retailers handle ours.

BROADCASTING

Multi-million stations for Londonderry

LONDONDERRY'S INDEPENDENT commercial radio station, known at present as Northside Sound, will be broadcasting by next spring, while at the same time the BBC is to spend over £1m on a new television and radio studio complex in the city, writes Donal O'Boyle.

Northside Sound was awarded the franchise for the North West region of Ulster by the IBA back in 1981 and the cost of putting the station on the air has been put at around £500,000. Chairman Reggie Ryan says: "It has been extremely difficult to raise the necessary capital, there was nobody knocking on our doors to give us money. But all our problems have been overcome and the money has been raised."

Northside Sound will be based at the Springtown Industrial Estate in Londonderry and will employ a staff of 25 initially. Ryan says his station will be a "trendy, vibrant, up-market station with emphasis on the youth". At present they are inviting the public to submit ideas for a new name for the station.

Meanwhile, work on the BBC's new studio complex is due to begin this month and the local BBC radio station, Radio Foyle, hopes to be in its new modern surroundings by early 1985.

Radio men on the move

A THREE-MAN, four-station shift of radio managing directors began when John Bradford left Mercia Sound to head up Bristol's Radio West.

Ian Rufus then left his MD spot at Humber Bridge Radio to return as MD to Mercia Sound, where he had formerly been programme controller. Now Roger Brooks leaves his post as head of talk presentation at Sheffield's Radio Hallam to take Rufus' former post at Humber Bridge Radio.

Hallam's MD Bill MacDonald remains where he is, but he is also a director of Humber Bridge (in which Hallam is an investor) which is scheduled to go on air in early 1984.

In a thankfully-unrelated move, Geoff Sargieson, former programme controller at Leeds' Radio Aire, is the new manager of BBC Radio Humberside.

Meanwhile at Radio Aire, Norman Bilton has resigned as MD after only two weeks in office.



CHANNEL FOUR'S major rock music presentation for the autumn season is the return of *The Tube* on October 28.

A new co-presenter, Leslie Ash, joins Jools Holland (above) in this live show from Tyne Tees in Newcastle. The first programme includes *The Eurythmics* and *Johnny Rotten's* band, *Public Image Limited* while later shows feature *Wham*, *The Fixx*, *Dennis Brown*, *ZZ Top* and the return of *The Pretenders*, with *Ringo Starr* talking about *Marc Bolan*.

The Tube is followed by the Friday evening series, *Rockers Roadshow*, reflecting the diversity of black sounds around the country.

OLIVIA NEWTON-JOHN'S music special took first place for BBC 1 in the latest television Daytime Top 25 ratings with an audience of more than 4½m. However, ITV dominated the list with 16 of the top 25.

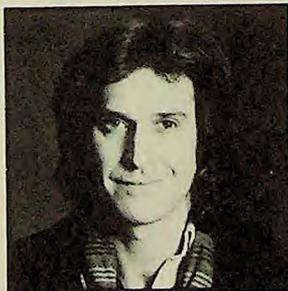
The peak time viewing Top 50 was split 50-50 between BBC 1 and ITV. Top of the Pops was number 21 with nearly 8m viewers.

THE ILR franchise for the Manchester area is being re-advertised by the IBA for a further eight years. The franchise is currently held by Piccadilly Radio. The estimated population reached in the Manchester area is 2.5m in both VHF and medium wave. The closing date for applications is December 13, 1983.

News in brief...

THE REFERENCE in the AIRC network story last week to a classical music quiz should have named Robin Ray — not Day.

JOHNNY WALKER joins Wiltshire Radio from Radio West in Bristol. He will present a daytime programme in which he expects his extensive knowledge of the music industry and its people will contribute to his interviewing and feature production.



RAY DAVIES of *The Kinks* (above) has written eight new songs for a television feature film, *Return to Waterloo*.

Currently shooting on location in Wimbledon and Surrey, the film is the first television feature production for *Waterloo Films*. Davies wrote the script and is directing the story about a man reflecting on his own life while on a train heading for *Waterloo*.

Among the cast are Kenneth Colley in the title role with Dominique Barnes and Valerie Holliman.

Return to Waterloo is being produced by Dennis Woolf and will be shown on *Channel Four* early next year.

The Everly Brothers

SINCE THEIR fans have always stubbornly refused to accept that the Everlys are mature individual performers, with a right to go solo and change style, it was appropriate that this reunion was under the great Victorian dome of the Albert Hall. The Victorians loved covering things with glass domes to preserve them unchanged as they aged. Phil Everly even managed to look the same; although Don's one-time resemblance to the youthful (skinny) Sinatra has totally disappeared in the present day chunky model.

They gave the audience exactly what it wanted — a succession of their old hits, sounding as much like the originals as possible — and they did it extremely well. The harmonies were instantly recognisable, even though they were not quite perfect reproductions of the records. Both were in good enough voice and humour for the wildly enthusiastic audience to forgive the occasional small but daring change of approach, altered musical arrangement or new embellishment to a song.

Price Of Love, Walk Right Back, Crying In The Rain, Love Is Strange, Cathy's Clown etc, etc, — they really did do them all, with the familiar country acoustic guitar sound well to the fore (puzzlingly Phil's guitar seemed to have no mike, no pickup and no cable — although his brother's was conventionally linked to the sound system). There is really nothing demanding about the instrumental side of the Everly's music, so the backing band thrashed away mainly to beef up the acoustic guitar sound.

Reunions are not often as successful as this one was, and the ZLP which will result from the concerts stands a very good chance in the big nostalgia market.

TERRI ANDERSON

Meat Loaf

THE FACT that Meat Loaf can still fill a vast venue such as Wembley Arena bears testimony to his immense popularity in the UK, and an audience eager to show it didn't have to wait long for the opportunity, as he chose to open with *Bat Out Of Hell*.

But for a man who has always been attributed with mighty vocal chords, Meat Loaf was not in very good voice. Fighting his way through the billowing dry ice which frequently threatened to engulf him, he was unable to demonstrate a voice of any notable power or thrill his audience with the unlikely feats of agility for which he is famous. In fact he didn't expend very much energy at all — only managing to half-heartedly topple the microphone at the end of *Paradise From The Dashboard Light*, another track from the *Bat LP*.

Vocalist Kate Mac provided most of the visual interest with rapid changes of costume images ranging from white fairy godmother to black leather clad vamp complete with fish net stockings and suspenders.

While well known tracks from *Bat Out Of Hell* were performed with some conviction, material from Meat Loaf's last album *Midnight At The Lost And Found* slid by as an anonymous wall of guitar sound. But the "unique collectors' item — special tour EP", advertised in neon at the back of Wembley Hall, no doubt sold well to the Meat hungry fans after the gig. It just goes to show there's no accounting for taste.

KAREN FAUX

The Commodores/ Gary Byrd

WITH GARY Byrd introducing video clips from *Motown's* 25th

PERFORMANCE



THE EVERLY Brothers contemplate their return to the spotlight — see review left.

Anniversary TV Special, Croydon's Fairfield Halls were witness to something like an Eighties Motown Revue.

The programme, featuring past and present Tamla stars including the Temptations and the Four Tops together on stage, promotes a strong and emotive image of the label's great past and received enthusiastic applause. Byrd then launched into a full-length version of *The Crown*, rapping over the instrumental track with rather needless visual accompaniment from two robot dancers.

It was up to the Commodores to bridge that glorious past with the less assured future, and that they achieved with a lot of help from their friends: a six-piece band including vocalist Harold Hudson, plus three backing singers. They largely covered the vocal deficiencies left by Lionel Richie's departure, but on classic ballads like *Three Times A Lady*, new lead singer Walter Orange's voice skated on very thin ice.

But uptempo, they were always winning, using the well-worn "are you ready to party?" tactic and some cabaret-style impersonations of Michael Jackson and Donna Summer. Material from their new 13 album like *Oo, Woman You* and the single *Only You* held up well, so that they can celebrate their 15 years together safe in the knowledge that, on stage at least, they're still in demand.

PAUL SEXTON

Clarence 'Frogman' Henry

IT MAY be some 22 years since Clarence Henry was in the UK Top 10, but his return to London at Putney's Half Moon showed him still youthful, still smiling, and still purveying his good-time brand of New Orleans blues.

Henry's current *Rockney* single, *That Old Piano*, was produced and written by Chas and Dave and aptly so, since they share the same piano-thumping pub sound. No surprise, then, that the Frogman, ably supported by *Juice On The Loose*, should offer his version of *Ain't No Pleasing You*.

Having opened with *But I Do*, Henry proceeded to run through the catalogue of old favourites such as *Got My Mojo Working*, *You Are So Beautiful* and *Blueberry Hill*, on which the visual and aural similarity to *Fats Domino* was marked. He encouraged the good-natured crowd for requests, and played his other ace with *You Always Hurt The One You Love*. Interest in the timeless sound of *That Old Piano* suggests that he'll still be sitting at it in another 22 years.

PAUL SEXTON

Stevie Ray Vaughan

THE VENUE was enlivened by 25-year-old Stevie Ray Vaughan whose only previous claim to fame in this country was for playing guitar on David Bowie's *Let's Dance* album.

Since the days of Jimi Hendrix, I have not seen a guitar played with such natural flair. The Hendrix comparison was evident even before

Vaughan launched into a rendering of *Voodoo Chile*.

The set comprised mainly of songs from his current album, *Texas Flood*, including the title track, the single *Love Struck Baby* and the excellent *Rude Mood*. There was also an elongated instrumental version of Hendrix's *Little Wing*.

Vaughan has mastered the blues feel and was never afraid to improvise, but he was let down on occasions by his lack of vocal power.

The music was nothing one had not heard before, but was excellently played and came as a veritable breath of fresh air among the present cohorts of computarockers.

CHARLIE JEFFREY

The Truth

IT WAS no surprise to find the "house full" sign at the Marquee — with two Top 40 hits to their name already and a reputation as a live band, that's what you'd expect from *The Truth*. But it was a pleasant surprise to see such a capable group of musicians matching, and even bettering, their record on vinyl.

They took the stage to the theme from *Captain Scarlet*, and the irreverent fun seeped through their short but action-crammed set. From *Confusion* (*Hits Us Everytime*) onwards, their relationship with the crowd was close, physically and mentally, and these followers already know the words of *You Play With My Emotions*, *If Ever You Find Love* and so on.

Chris Skornia's keyboards are a vital part of their machinery and the band's writing, although broadly speaking a kind of post-mod concoction, shows influences from many and varied sources, especially Tamla, as witnessed by their version of Stevie Wonder's *Nothing's Too Good For My Baby*.

Dennis Greaves' vocals and the bouncy arrangements fashion a neat, vital pop package and they sound a good deal more than two-hit-wonders.

PAUL SEXTON

The Smiths

FLAILING A bunch of gladiolas, Morrissey croons in a raw, decidedly unmissonic fashion, frequently breaking into a Tiny Tim-style falsetto. The singer with the Mancunian four-piece cuts a gangling figure — amusing and fascinating in his studied ridiculousness he sings of sex and people with insight, irreverence and a deadpan irony that's spot on, if sometimes a little too personal to fully comprehend.

Just as Morrissey is no born singer, but has the style to compensate, so his fellow Smiths play with verve rather than a high degree of proficiency. The scratchy guitar and general musical dishevelment only enhances their renegade image in a time of pop calculation.

With four Radio One sessions to their name, the *Rough Trade* group are rightly seen as something special. They question the things others blithely accept, and refuse to conform to a pop band stereotype.

JOHN WURST

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MUSIC WEEK

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Compiled by Gallup for the BPI, Music Week and BBC, based on a sample of 250 conventional record outlets.

Rank	Artist	Title	Label	Chart	Weeks	Peak	Notes
1	KARMA CHAMELEON	LOVE IN ITSELF	Virgin	VS 612(12)	26	35	Depeche Mode
2	MODERN LOVE	WHAT I GOT IS WHAT YOU NEED	EMI America	(12)EA 158	27	27	Unique
3	RED RED WINE	MIDNIGHT AT THE LOST & FOUND (Remix)	DEP International	Virgin 712DEP 7	28	32	Meat Loaf
4	DEAR PRUDENCE	(HEY YOU) THE ROCKSTEADY CREW	Wonderland/Polydor	SHE(X) 4	29	62	The Rocksteady Crew
5	THIS IS NOT A LOVE SONG	NEVER SAY DIE (GIVE A LITTLE BIT MORE)	Virgin	VS 529(12)	30	21	Cliff Richard
6	COME BACK AND STAY	ALL NIGHT LONG (ALL NIGHT)	CBS	(TA)A3636	31	56	Lionel Richie
7	TONIGHT I CELEBRATE MY LOVE	REBEL RUN	Capitol	(12)CL 302	32	24	Toyah
8	TAHITI (From Mutiny!)	POP GOES MY LOVE	Mercury/Phonogram	BOUNT 1	33	44	Freeez
9	THEY DON'T KNOW	WHAT AM I GONNA DO (I'M SO IN LOVE WITH YOU)	Stiff	(S)BUY 180	34	20	Rod Stewart
10	BLUE MONDAY	THE SUN GOES DOWN (LIVING IT UP)	Factory	FAC 73	35	25	Level 42
11	MAMA O	WINGS OF A DOVE	Charisma/Virgin	MAMA 1(12)	36	26	Madness
12	BIG APPLE	TEARS ON THE TELEPHONE	EMI	5423	37	39	Hot Chocolate
13	NEW SONG	LOVE WILL FIND A WAY	WEA	HOW 1(12)	38	28	David Grant
14	CHANCE	LONDON TOWN	Mercury/Phonogram	COUNT 4(12)	39	54	Bucks Fizz
15	IN YOUR EYES	SUPERSTAR	Warner Brothers	W 9487(12)	40	50	Lydia Murdock
16	SUPERMAN (GIOCA JOUER)	AUTODRIVE	Flair	FLA 105	41	33	Herbie Hancock
17	DOLCE VITA	KISSING WITH CONFIDENCE	Carrere	DIS 33	42	55	Wail
18	A TIME LIKE THIS	A TIME LIKE THIS	Mute	7(12)BONG 4	51	49	Haywoode
19	I'M STILL STANDING	I'M STILL STANDING	Rocket/Phonogram	EJS 1(12)	52	38	Eton John
20	MOTOR MANIA	MOTOR MANIA	21 Records/Polydor	POSP(X) 639	53	61	Roman Holiday
21	TEDDY BEAR	TEDDY BEAR	Polydor/Montage	POSP(X) 637	54	44	Booker Newberry III
22	I THINK I WANT TO DANCE WITH YOU	I THINK I WANT TO DANCE WITH YOU	Montage/Polydor	POSP(X) 649	55	51	Rumple-Stuts-Skin
23	A STEP IN THE RIGHT DIRECTION	A STEP IN THE RIGHT DIRECTION	Formation/WEA	TRUTH 2(T)	56	47	The Truth
24	VAMOS A LA PLAYA	VAMOS A LA PLAYA	A & M	AM(X) 137	57	53	Righeira
25	SOMEONE BELONGING TO SOMEONE	SOMEONE BELONGING TO SOMEONE	RSD/Polydor	RSO(X) 96	58	52	The Bee Gees
26	CLUB TROPICANA	CLUB TROPICANA	Inner Vision	(TA)A3613	59	42	Wham!
27	I CAN HEAR YOUR HEARTBEAT	I CAN HEAR YOUR HEARTBEAT	Magnet	(12)MAG 244	60	66	Chris Rea
28	NIGHTLINE	NIGHTLINE	Warner Brothers	W 9530(T)	61	51	Randy Crawford
29	ROCKIT	ROCKIT	CBS	(TA)A3577	62	46	Herbie Hancock
30	THE CABARET	THE CABARET	Red Bus/Arcadia	TIME 123	63	65	Time U.K.
31	YOU DON'T NEED SOMEONE NEW	YOU DON'T NEED SOMEONE NEW	Sylvan/Arista	SYL 12(12) 2	64	59	The Lotus Eaters
32	JAM ON REVENGE (The Wikki-Wikki Song)	JAM ON REVENGE (The Wikki-Wikki Song)	Becket	BKSL 8	65	60	Newcleus
33	BOOGIE DOWN	BOOGIE DOWN	CBS	A3802	66	63	Al Jarreau
34	I WANT YOU	I WANT YOU	Island	(12)IS 124	67	53	Wail

CLASSICAL ^{Retailing}

Variations on a theme

THERE HAS never been such a constant stream of classical music as can be found today. Whether it is the background music to TV or radio ads, or is a major contribution to TV plays or films, or appearing briefly with radio jingles or theme tunes; whether it comes in the form of Hooked-On Classics or conversely orchestral pops; or whether it is a massively publicised project such as the televising of Wagner's equally massive operatic cycle *The Ring*; or an intriguing masterclass, the effect is the same — a growing awareness of, and response to, classical music in all its forms.

It is helped, of course, by a change in the attitude of the classical record companies themselves.

Discounting, a livelier presentation of stock, and, above all, a more modern approach to marketing and promotion initiated often by a younger breed of executives brought up on The Beatles and Pink Floyd as well as Beethoven has transformed the classical world beyond recognition.

It has been helped, as well, by a popular breed of performers. There are those who remain intellectually detached and exclusive, of course, but other figures have shown that they can cross over without losing the respect or appeal of the diehard classical buff or the listener who likes an occasional burst of the 1812: James Galway happily plays sentimental transcriptions on his flute as well as concertos by Lennox Berkeley, while Kiri Te Kanawa sings at Covent Garden and entertains the New Zealand Rugby Team on TV and Plácido Domingo strides the opera stage and belts out *Perhaps Love*.

There are other reasons why classical product, traditionally a very minor slice of the record

market, is proving to be of increasing commercial interest to the record dealer.

Through the recent slump, the classical record sales lost little ground; in fact, a number of new companies were launched at what would appear a disastrous time, yet have prospered. One of the most recent was Pickwick's Contour Classics which has sold over 2m budget records, many outside normal classical outlets. In other words, they are reaching a new classical audience.

And, like Deutsche Grammophon, which has delved into TV advertising in conjunction with *Our Price* in a promising experiment to promote Bernstein's *Rhapsody in Blue*, Contour is to look more aggressively at promotion in the coming year, because it believes that there is room for real growth.

Certainly, this is the feeling of both leading pop chain stores such as *Our Price* and Virgin Records, and independents across the UK.

Just 12 months ago, *Our Price* began an experiment with PolyGram Classics to introduce classical product to a selection of pop stores. Timed to peak at Christmas, the campaign proved such a success that *Our Price* now has 33 shops selling classical product.

And, after a similar pilot scheme in its Portsmouth shop, Virgin Records is introducing PolyGram Classics Top 300 LPs in a dozen of its shops across the country, as reported in *MW* last week. This, too, will be an experiment over the Christmas period, but Gerard Talbot, Virgin sales and marketing manager, is confident that it will be a success, and develop into a permanent presence.

Both *Our Price* and Virgin aim to appeal both to existing customers while attracting new

customers into their shops. Other dealers, however, have preferred to split their pop and classical operations.

Six years ago, Tony Relf, of the Classical Long Player, Canterbury and Tunbridge Wells, had seven pop shops and one classical shop in East Kent. But he grew increasingly disenchanted with the pop business and says: "Ten years ago, I knew exactly what to buy, but gradually I found I was losing the 'feel' for what to buy and what not to buy, and I found it difficult to sift the bullshit from the reality from most of the reps."

SO Relf went more heavily into classical, something which he wanted to do anyway. He sold off his pop shops, though he still sells pop and classical side by side in his Tunbridge Wells premises, though he intends to make that exclusively classical eventually.

"I believe that classical music is an expanding market," says Relf, though he is equally convinced that classics and pop do better by being separated. "I think it is a very difficult thing to mix the two — classical always ends up the poor partner," he adds although *Our Price's* experience would disagree.

The classical business, he says, is one in which service is important, but the commercial return is actually a little better than pop, though it is time consuming. Relf went in knowing very little about classical music, and praises the support he received from knowledgeable industry people.

Frank Kibblewhite, of Opus 1, in Maidstone, echoes Relf. Kibblewhite also started with a pop shop in 1979 and did some classical trade but looked around from the beginning for a site for a classical shop.

Three months ago, he found

it — in High Street, Maidstone — and he is already starting to break even, although he had been prepared to let the new shop be supported by the booming business at the pop shop.

Both Relf and Kibblewhite seem to have followed one record executive's private recipe for success — having the right product at the right place at the right price at the right time.

And as even budget men agree, this doesn't just mean having cheap lines, or the critically acclaimed product.

Customers are prepared to pay top price for product which they want.

The 20 year-old version of Mozart's Piano Concerto No 21 played by Geza Anda may not be regarded as the best value for money by the classical buff, but it is the best value for someone who wants the record to remind him of the film *Elvira*

Madigan and wants to enjoy the picture on the front.

The majors — and some of the independents such as Chandos — offer classical starter packs, some of which can be especially made up in consultation with the dealer to fit the locality and customer profile — and it is worth remembering that classics have, of course, a much longer shelf life than most pop albums.

And, finally, the development of CD means that over the next two decades, the established classical buyer, as well as the new investor, will be renewing his collection. So whether dealers are considering a classical section as an added attraction — initially, perhaps, on an impulse basis — to established pop customers, or whether dealers want to bring into their shops a new kind of customer, the classical world is worth investigating.

THE IDEAL CHRISTMAS BOX



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THE BIG THREE: James Galway, Kiri Te Kanawa and Luciano Pavarotti: superstars who have "crossed over" without losing the respect or appeal of the diehard classical buff or the listener who likes the occasional burst of the 1812 . . .

CLASSICAL

Majors: optimism in the ranks

CBS

THE LAST 18 months have seen two important developments in CBS' mid-price range of classical records. Both are American products with very clean marketing policies behind them.

CBS launched the first of the Great Performances block releases last March. Great Performances was designed to appeal directly to customers who wanted to buy classical product but were unsure of the name of the work, or the pronunciation of the composer — people who are not sure whether to pronounce Ravel *Ravle*, but who wanted the music they heard in Dudley Moore's 10.

So Great Performances offered basic repertoire presented with a sleeve designed as the front cover of a newspaper, with large headlines rather than the ubiquitous painting and has done well in outlets which do not normally stock classics and been followed up by Masterworks Portrait.

This has a more up-market design with high quality pictures and gold lettering, but is aimed at those people who



FREDERICA VON STADE: an important seller at CBS.

have delved into Great Performances, find that they like the New World Symphony by Dvorak, and would like to hear something else by the same composer.

The series includes Dvorak's Slavonic Dances, for instance, and once the customer has found confidence in the music they will experiment with other titles.

Of course, CBS' main recording figures are headed by Placido Domingo (Perhaps Love, My Life For A Song) and John Williams, with Kiri Te Kanawa and Frederica von Stade also important sellers. Their conductors range from the flamboyant Leonard Bernstein to the precise Pierre

Boulez in the way that the repertoire ranges from the popular, to some important contemporary music records, by Boulez himself — most recently, his *Rituel* (37850) — and music on original instruments, most notably Haydn's Symphonies played by Derek Solomons and L'Estro Armonica, which has been well-received critically.

Among the established CBS instrumentalists are the violinist Pinchas Zukerman and the pianist Murray Perahia, whose Mozart Piano Concerto series has won many awards. But the company is also actively developing younger performers, most significantly the violinist Cho-Liang Lin, the American conductor Michael Tilson Thomas and the trumpet player Wynton Marsalis, whose record of Haydn, Hummel and Mozart Trumpet Concertos with the NPO under Raymond Leppard was released last month.

performances and the right presentation. And the company has fostered new recording names, also, one of its notable successes being the young cellist Robert Cohen.

CfP's latest recordings include a volume of Wagner, directed by Rickenbacher, to coincide with the composer's centenary, (CfP 4412), and, next month comes Gershwin's *Rhapsody in Blue*, American in Paris and the Piano Concerto played by Daniel Blumenthal and the ECO (CfP 4413), which is extraordinary value for money in record time alone; and Chopin's Waltzes played by Philip Fowke (CfP 4417) who made such an impression at the Proms this year.

CfP Doubles, in gatefold sleeves, are also playing an increasingly regular role in CfP releases. And earlier this year, the company made its first venture into the mid-price market with EMI Eminence label (mid-price) which has been well received. To date, there have been 35 releases, some new, and this month there are 10 more, including a new recording of Saint Saens' *Organ Concerto* with Jane Parker-Smith and the LPO under Baudo (EMX 41 2012), Janacek's *String Quartets Nos 1 and 2* played by the Medici Quartet (EMX 41 2046 1), and Daniel Adni's EMI recording debut, *Favourite Chopin* (EMX 41 20451).

CONTOUR CLASSICS

CFP

WHEN CLASSICS for Pleasure was launched in 1970 it ushered in a new age of classical records — product that was not only extremely cheap, but also well produced, with clearly labelled repertoire.

It was a success story that thrived on high turnover in outlets that did not normally stock classics — and CfPs' remarkable sales figures showed then, and still do now, that a much wider range of consumers are interested in buying classical music if it is readily accessible.

From the start, CfP intended to make its own recordings — CfP 101, Tchaikovsky's 1812 under Mackerras has never been out of the catalogue, along with CfP 115, Tchaikovsky's Piano Concerto, with Peter Katin and Pritchard — as well as draw on the EMI back catalogue.

And now, maintaining just over 100 titles in the catalogue, at least one-third and often much more are new recordings. With its eight new recordings each year, and 24 releases a year, CfP has shown that material not generally regarded as popular can still sell in volume given the right

Albinoni's *Adagio*, Pachelbel's *Canon* and other popular strings works (CC 7597).

At the end of this month, the catalogue will have grown to 100 — among the six new titles will be Beethoven's *Choral Symphony* with Sutherland, conducted by Ansermet, *More Favourite Overtures* and Brahms' *Piano Concerto No 1* with Julius Katchen.

Then, before the next lot of releases will come the first deletions — Contour expects to introduce 25 titles, with a few being freshly recorded, each year. Pickwick intends to launch a more aggressive marketing campaign next year: "I think that the opportunity in the classical business lies at the budget end of the market," says Boyden.

DECCA

THE BREADTH and depth of Decca's catalogue remains its most noted feature, and even since it has become part of PolyGram, it has continued to expand its roster of young artists while concentrating on major figures, such as the King of the High Cs, Luciano Pavarotti.

Three of Decca's top four records come from the Italian tenor — Pavarotti's *Greatest Hits*, Pavarotti's *Best Loved Tenor Arias*, and Pavarotti at the Royal Albert Hall; while a fourth, *O Solo Mio*, is also well in the Decca Top 20, which shows how important he is.

But it was the soprano Kiri Te Kanawa who crept into the pop charts earlier this year, and her *Songs of the Auvergne* by Canteloube continues to notch up extremely respectable sales figures.

Other artists particularly identified with Decca include Sir George Solti — whose recording of Wagner's mammoth operatic cycle, *The Ring*, is probably his greatest single achievement on disc — and the Russian pianist

TO PAGE 4



SIR CHARLES MACKERRAS: his 1812 has never been out of the catalogue (see CfP).

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("Two most rewarding concertos given the splendid performances they deserve", September 83 Gramophone)		
ACCORD ACC 140059	FRANK MARTIN	Complete solo Piano music. Nicole Wickhalder
("A valuable issue", Gramophone)		
ACCORD ACC 140067	HANS EISLER	Piano Works. Christoph Keller
("Music well worth getting to know", Gramophone)		
ACCORD ACC 140002	BEETHOVEN	Piano trio (Archduke) Kantorow Trio
("This is the best Archduke currently available", Hi-Fi News)		
INTERCORD 160 826 (DIGITAL)	HAYDN	Nelson Mass Stuttgart Ch. Choir
(German Phono-Academy Award)		
INTERCORD 160 845	SCHUBERT	Die Schöne Mullerin Peter Schreier
ADES 14.021	BARTOK	Sonatas for Violin & Piano Yehudi and Jeremy Menuhin
CHALFONT SDG 304 (DIGITAL)	RIMSKY-KORSAKOV	Scheherazade Tjeknavorian-LSO
CBS FRANCE 79501	MOZART	The complete Piano Sonatas. Glenn Gould
ACCORD ACC 150038	PUCCINI	Turandot. Franco Corelli & Birgit Nilsson. Conducted by Stokowski

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CLASSICAL

Majors: optimism in the ranks

DECCA

FROM PAGE 2

Vladimir Ashkenazy, who is increasingly becoming known as a conductor.

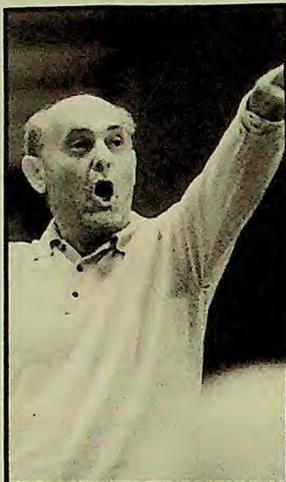
It was with Decca that the Academy of St Martin-in-the-Fields first established their reputation as the outstanding chamber orchestra under Neville Marriner, and although they now record for other companies as well, their old Decca titles, such as the 13 year-old version of Vivaldi's Four Seasons, and Handel's Fireworks and Water Music, on Argo, still appears high on the sales lists.

Decca's extraordinary success story of the past five years, however, has been the growth of the Florilegium series, devoted to composers

such as Bach, Vivaldi, Handel and Mozart, played on original instruments, principally by Christopher Hogwood and the Academy of Ancient Music and the lutenist and director of the Consort of Musicke, Anthony Rooley.

With works such as Pachelbel's Canon proving to be so popular, this "early music" field is no longer of extreme specialist interest only.

Among the important recordings here are Hogwood's versions of Mozart's Symphonies, especially Volume 6, Bach's Violin Concertos with Schroder and Hogwood; Hogwood's version of Handel's Messiah; and generally records featuring the marvellous soprano Emma Kirkby — who is fast becoming the first real vocal star of early music.



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HMV ASD4060 TCC-ASD4060

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- Pirates of Penzance/Sargent
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DG

NO MAJOR label is more closely linked in the public mind with a single conductor as DG is linked with Herbert von Karajan.

Now 75, Karajan has stamped his authority on the classical record industry in a unique manner. It is his recording of Vivaldi's Four Seasons which is DG's worldwide top seller, with over 1m LPs sold since its release over 10 years ago, although he has made his mark on the English catalogue with a successful recording of Holst's The Planets.

Von Karajan's works cover the whole range of classical music, from opera — his Carmen was recently released — to Beethoven's Symphonies, to numerous recordings with outstanding soloists, including young artists.

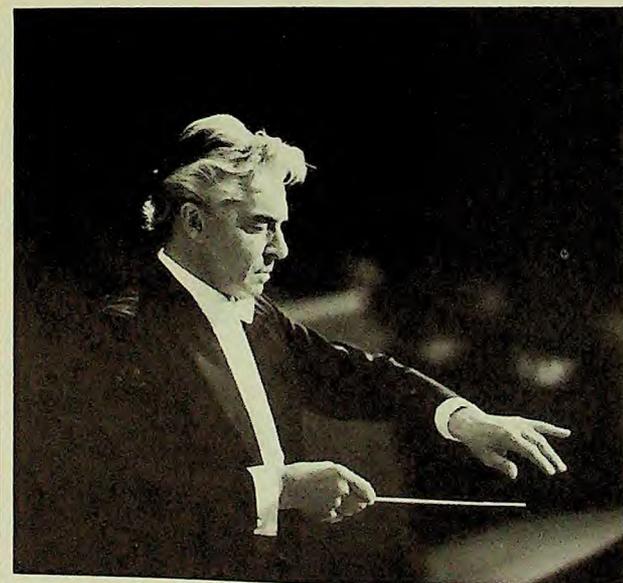
But DG has been careful not to make the Yellow Label, as it is popularly known, a one-man operation. Its promotion of Leonard Bernstein over the past two years has been a major undertaking in which has resulted in important sales successes with Rhapsody in Blue and the Enigma Variations by Elgar. The young challenging Yugoslavian pianist Ivo Pogorelich, whose records of Chopin, Schumann and Ravel's Gaspard de la Nuit have sold more than any other pianist of his age, has survived accusations of hype, and could be set for the kind of success Barenboim achieved in the Sixties.

The English harpsichordist, Trevor Pinnock, and his group, The English Concert, are now acclaimed worldwide as one of the two or three leading ensembles playing the music of Bach and Vivaldi on original instruments. They lead an important roster of artists on DG's respected early music series, Archiv.

The violinist Anne-Sophie Mutter made a collection of the top violin concertos with DG before being signed to EMI; Perlman, Zukerman, Kremer are among the other young violinists on the label, while pianists include Pollini, Argerich and Zimerman.

Among DG's top selling titles, are, of course, the recording of Mozart's Piano Concerto in C major, played by Geza Anda which was used in Elvira Madigan — it is still at full price; Kubelik's performance of Mahler's Symphony No 5, the Adagio of which was used in the film Death in Venice, now at mid-price, and Jochum's recording of Orff's Carmina Burana, while Placido Domingo's Be My Love, made in 1976, still sells thousands every year.

DG has recently had particularly good results from its mid-price Signature series, which bears the signature of major artists such as Karajan and Abbado, on the sleeve.



HERBERT VON KARAJAN: worldwide top seller, inextricably linked with DG.

EMI

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This treasure trove of old recordings is still of great importance commercially to the company whose logo, the Dog

and Trumpet, is undoubtedly the most universally known of any record company. Each month, there are new releases in the Treasury series, from the distant and more recent past.

But some of HMV's records remain in the catalogue despite the passing of time. One of the company's all-time best sellers dates from 1954 — Mozart's Four Horn Concertos played by the virtuoso Dennis Brain, tragically killed in a car crash, has been re-packaged and re-cut on many occasions, but still sells extremely well (ASD 21140).



TOP 10 BEST SELLERS

- | | | |
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| 2 | PORTRAIT OF JOHN WILLIAMS
John Williams. | CBS MASTERWORKS 37791 |
| 3 | RICHARD STRAUSS. FOUR LAST SONGS ETC.
Kiri Te Kanawa, soprano. Andrew Davis.
London Symphony Orchestra. | CBS MASTERWORKS 76794 |
| 4 | RODRIGO. GUITAR CONCERTO. VILLA LOBOS. CONCERTO FOR GUITAR AND SMALL ORCHESTRA
John Williams. Daniel Barenboim.
English Chamber Orchestra. | CBS MASTERWORKS 76369 |
| 5 | ELGAR. CELLO CONCERTO. ENIGMA VARIATIONS*
Jacqueline Du Pre, cello. Daniel Barenboim.
Philadelphia Orchestra. London Philharmonic Orchestra*. | CBS MASTERWORKS 76529 |
| 6 | GERSHWIN. RHAPSODY IN BLUE*. AN AMERICAN IN PARIS
Michael Tilson Thomas. Columbia Jazz Band*.
New York Philharmonic. | CBS MASTERWORKS 76509 |
| 7 | SONGS OF THE AUVERGNE
Frederica von Stade. | CBS MASTERWORKS 37299 |
| 8 | SONG OF THE BIRDS
Pablo Casals. | CBS CLASSICS 61579 |
| 9 | THE BEST OF JOHN WILLIAMS
John Williams. | CBS CLASSICS 61843 |
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Majors: optimism in the ranks

EMI

FROM PAGE 4

This month sees the release of Impressions, a new compilation of work by Jacqueline du Pre, including her famous version of Elgar's Cello Concerto (SLS 1545963), which, being part of a joint book promotion, is expected to sell well.

The list of major names associated with HMV is seemingly endless — Menuhin, after 50 years with the company, still records, although his 1961 recording of the Violin Concertos by Mendelssohn and Bruch (ASD 334) still tops his sales list; Karajan, Beecham, Boult, Klemperer, Victoria de los Angeles, Daniel Barenboim, Elisabeth Schwarzkopf — they have all recordings that regularly turn over in the shops. As do other major artists of the moment, including Andre Previn, Riccardo Muti and Itzhak Perlman.

But musicians for the next two decades are equally important. The charismatic young conductor Simon Rattle was shrewdly signed to an exclusive contract which has produced some fine discs —

Sibelius' Symphony No 5, Mahler's Symphony No 10 which, since December 1980, has sold 26,000 units. The French pianist Cecile Ousset, known for her stunning virtuosity, is of growing importance; other EMI stars in ascendance are the violinist Anne-Sophie Mutter, the pianist Yuri Egorov and the attractive French piano duo, the Labeque Sisters, whose popular record Gladrag's was produced by rock guitarist John McLaughlin.

It must also be noted that EMI invests more than any other major in musicians and orchestras who regularly appear in the provinces — the Bournemouth Symphony Orchestra, the Royal Liverpool Philharmonic Orchestra, the City of Birmingham Symphony Orchestra. And ballet music and children's music in the form of the Anne Rachlin Fun with Music series, are also important EMI concerns.

One of the most important HMV issues of the autumn is the substantial HMV Classical 50, a 5 LP cassette set containing the 50 best classical tunes (dealer price £8.99, special offer £8.49 until November 30), which should prove a major Christmas seller, and is especially attractive to



CLAUDIO ARRAU: (see Philips).

dealers as the records can be sold individually.

PHILIPS

THE PAST few years have witnessed the beginning of a major change at Philips. The famous chamber music is still there, along with artists such as pianists Alfred Brendel and Claudio Arrau, violinist Salvatore Accardo, conductors Bernard Haitink, and Colin Davis, and singers Jessye Norman, but there is a diversity of product and dynamism in promotion which has taken the company into new fields.

The Boston Pops Orchestra under Star Wars composer John Williams has had a number of top-selling recordings, including Pops in Space (9500 921) Aisle Seat, which includes ET (6514 328). Another American product, the march records from the famous Mercury catalogue — Marching Along, including Stars and Stripes Forever and Colonel Bogey (SRI 75004) and Sound Off, including Liberty Bell (SRI 75047), played by the Eastman Wind Ensemble under Fennell, have done extremely well.

Equally important has been the change in presentation. In this month's releases, a re-issue of the Adagio from Khachaturian's Spartacus heads an album on the Sequenza mid-price label (6527 187) and the cover is not a painting, but a photo from BBC's Onedin Line which made the music famous.

A volume of Mozart's Church Music ticked over in the catalogue since 1977, but suddenly took off recently when it was repackaged with a picture of its soloist, Kiri Te Kanawa, on the front (6500 271) joining Kanawa's Mozart Opera Arias (6514 319) in the top of Philips best sellers lists.

"I feel that the label has diversified in an extraordinary way in the last two years, although we are still known as the chamber music label," says label manager Mike Sage.

RCA

MORE THAN any of the majors, RCA has concentrated on a few big sellers, led, of course, by the incomparable James Galway. Although he seems to have recorded just about everything there is for the flute — and much that was never dreamed of having any connection with it — he continues to produce discs, such as the recent Nocturnes, with transcriptions of Chopin piano works and other much-loved melodies — which turn over enormous sales figures.

RCA equally continues supporting the guitarist and lutenist Julian Bream, who has been extremely faithful to the company, and it also dabbles with other artists whom it hopes will achieve the kind of crossover potential attained by Galway — cellist Julian Lloyd-Webber, the marvellous baritone Benjamin Luxon, and even oboeist Malcolm Messiter, have all been subject to the RCA treatment over the past few years.

At the moment, the company is going through an uncertain period in its classical department, but still brings out releases — one of the most recent being the Star Wars Return of the Jedi orchestral record with the National Philharmonic Orchestra conducted by Charles Gerhardt.

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LP 6503 062 MC 7303 062



Beethoven: Late String Quartets
Quartetto Italiano
Vol. 1 2LP 6768 341
Vol. 2 2LP 6768 347
Vois. 1 & 2 3MC 7656 348

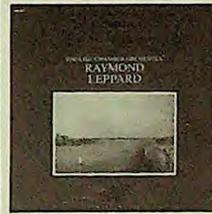
Schubert: Piano Trio Op. 99
Adagio Op. 148 'Notturmo'
Beaux Arts Trio
LP 6503 069 MC 7303 069

Mozart: Clarinet Quintet
Jack Brymer
LP 6570 573 MC 7310 573

Brahms: String Sextets
Berlin Philharmonic Octet
LP 6570 570 MC 7310 570

Webern: Chamber Music
Quartetto Italiano
LP 6570 925 MC 7310 925

Living Baroque



Handel: Water Music
ECO/Leppard
LP 9502 096 MC 7313 096

J. S. Bach: Brandenburg Concertos
Nos. 1, 2, & 6
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Il combattimento di Tancredi e Clorinda
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Henryk Szeryng
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Mercury Golden Imports



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Beethoven: Wellington's Victory
Antal Dorati
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LP SRI 75028 MC MRI 75028

Sound Off: Sousa Marches
Eastman Wind/Fennell
LP SRI 75047 MC MRI 75047



Respighi: Ancient Airs and Dances
Philharmonia Hungarica/Dorati
LP SRI 75009 MC MRI 75009

Rimsky-Korsakov: Golden Cockerel
Borodin: Prince Igor Overture
LSO/Dorati
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DAME JANET BAKER:
Hyperion coup.

ASV

ASV WAS launched two years ago with an ambitious recording programme to make a cross-section of records, ranging from carols to piano concertos to solo recitals — but one of the most successful series to develop was a mainly re-issue bargain price series.

Called Beautiful Music, it set out unequivocally to appeal to those with interests in romantic melodies rather than the classical *cognoscenti*. Beautiful Music 1 (ABM 750) was a compilation featuring the cellist Julian Lloyd-Webber playing Saint-Saens' *The Swan*, although other young British artists featured as well in popular repertoire.

And the following Beautiful Music releases varied from similar compilation albums to individual works, such as Tchaikovsky's *Pathétique Symphony* (Beautiful Music 6 ABM 753) and Vivaldi's *Four Seasons* played by Garcia and the ECO which was made for ASV (Beautiful Music 7 ABM 756).

Other popular items on the ASV label have been carol records by Winchester Choir and Wells Cathedral Choir, and Handel's *Fireworks* with the Scottish Chamber Orchestra under Gibson, as well as discs by ASV artists including the Lindsay Quartet, the pianist Tamas Vasary, and the conductor Myung-Whun Chung.

Recently, the company has had a major success with violin records of Mozart and Bach's *Unaccompanied Sonatas and Partitas* by the virtuoso Oscar Shumsky, and more recordings are in the offing.

● Distribution: PRT.

Chandos

IN LESS than four years Chandos managing director Brian Couzens has nurtured his label into one of the market leaders, pursuing a policy of unusual repertoire which could, in the right context, appeal to a wide audience.

The recordings of works by composer/conductor, Hamilton Harty, who died in 1941, have made their mark, both critically and commercially, especially the *Irish Symphony*, coupled with the *Comedy Overture* (ABRD 1027), the *Violin Concerto* played by Ralph Holmes (ABR 1044) and the *Children of Lir*, a superb choral work (ABRD 1051). All were made with the Ulster Orchestra under Bryden Thompson.

The first digital recording of Holst's great showpiece *The Planets*, made with the Scottish National Orchestra under Gibson (ABRD 1010), and Tchaikovsky's *Little Russian Symphony*, the first recording of the original version, with the LSO under Geoffrey Simon (ABRD 1071) have also done well.

It was one of the first UK companies to work in digital, one of the first into CD, and with a catalogue of over 200 titles, is now firmly established as a leading independent.

Hyperion

IF ANY one of the English independents is a true reflection of the diverse but educated and shrewd taste of one man, it is Hyperion Records. Founded by Ted Perry, it has become one of the most consistently interesting and unpredictable of the small labels.

The 115 titles currently available

cover an enormous range — from orchestral to chamber, from popular songs to early music, vocal, religious and, shortly, opera.

There is the stunning *Music for Organ and Brass Band*, with not only Walton's *Crown Imperial* and Elgar's *Nimrod*, but a striking work, *The Fenlands* by the organist Arthur Wills (A 66068), which has real crossover appeal. And there are the bestselling recordings of lesser-known clarinet concertos by Weber, Crusell, Finzi and Stanford, played by Thea King, not to mention virtuosic mandolin music.

So it was not surprising that, last month, Hyperion scooped one of *Gramophone's* prestigious awards with *A Feather on the Breath of God* by the Abbess of Hildegard of Bingen, medieval music sung by Gothic Voices. One of the soloists on the disc (A66039) is Emma Kirkby, who is one of the most respected early music performers.

Recently, Perry also succeeded in attracting Dame Janet Baker to Hyperion — for a disc of *Songs of Mahler* (A 66100).

A connoisseur's label, perhaps, but one with a broad potential too.

Lyrita

LYRITA IS a specialist label devoted exclusively to British music played generally by British performers, and the standard of the records is sufficiently high to make most of the catalogue Penguin recommended performance.

Not only the top British names are covered — although Britten and Walton are there of course — but there is consistent interest in composers such as Gerald Finzi and the much-underrated William Alwyn, whose symphonies have been championed by Lyrita.

● Distribution: Conifer.

Meridian

A WIDE range of early music, orchestral music, organ music, piano music and much else can be found on Meridian, which first came to widespread notice when it won a *Gramophone* award for the song recital release *A Shropshire Lad*, performed by the baritone Graham Trew and the pianist Roger Vignoles (E77031).

The label has releases by some good British artists — including the clarinetist Thea King, the organist David Sanger and has created interest in lesser-known harp repertoire through the work of the Welsh harpist Sioned Williams, who recorded *Harp Music of John Parry* (E 45002) and most recently *Harp Music* by John Thomas (E 577066).

● Distribution: Harmonia Mundi.

Nimbus

BASED IN a magnificent country house in Gwent, Nimbus is one of the most individual of the UK independents. Its releases do not follow any noticeable pattern except that with the chamber music records — piano records by Vlado Perlemuter, (Chopin, Ravel) and Bernard Roberts (Beethoven's 32 Sonatas in direct cut format) Schubert Quartets by the Chilingirian String Quartet — there is a distinctive recording sound that is liked by some and not by others.

More recently, Nimbus has moved into orchestral repertoire, notably Tchaikovsky, Dvorak from Enrique Batiz, and "authentic" performance of Beethoven's *Symphony No 1* and the *Piano Concerto No 1*, played by the Hanover Band. Nimbus is also particularly known for its high-quality recording, and cuts and presses its own label — and others.

● Distribution: Harmonia Mundi.

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Saga

SINCE THE Sixties, Saga has had a marvellous reputation for good recordings of superb young artists who often go on to major contracts with international labels, but more recently, the catalogue became unwieldy and has now been trimmed to a slimmer, more manageable size.

Its major selling titles are the two early recital discs made by Janet Baker in the Sixties, Recital of English Songs (Saga 5213) and Schubert and Schumann Songs (Saga 5277), both recorded with Martin Isepp before the singer was signed by EMI.

The company went through a number of uneasy periods, when pressings were unreliable, but its more recent recording successes, however, have been the first recordings of Haydn's Symphonies made on authentic instruments with Derek Solomons directing L'Estro Armonico — the two volumes were so highly acclaimed that the performers and the continuation of the Haydn project were snapped up by CBS.

Most recently, Saga has been quiet on the new recordings front, bringing out only a couple of historical recordings, but continues to get its records pressed by Teldec in Germany which, at the dealer price of £1.75 (retail £2.99), makes Saga a real value for money label.

● **Distribution:** Lugtons, Taylors, Harmonica Mundi.

Supraphon

ALTHOUGH FUNDAMENTALLY the state record company of Czechoslovakia, Supraphon has a particularly good reputation among classical buyers in the UK, not least because its high-quality stereo recordings have been available here

for over two decades.

It naturally concentrates on Czech composers — Smetana, Dvorak, Janacek and Martinu are the major names — but it also has some interesting material among the lesser figures.

Its relationship with the UK was shown by the recording of Martinu's opera *The Greek Passion* by Sir Charles Mackerras (3611/2), though the label is particularly strong on Czech opera.

● **Distribution:** Bond Street Music.

Unicorn Kanchana

UNICORN WAS a busy label bringing out a varied list of orchestral and chamber music repertoire during the Seventies, but its move into distribution in the latter part of the decade was not successful.

From the aftermath rose Unicorn-Kanchana, which now has one of the most interesting catalogues of the English independents, including a number of award-winning records.

There is the Fenby Legacy — Music of Delius, (DKP 9008) and the Complete Peer Gynt music by Grieg (RHS 361/2); but also music by Peter Maxwell Davies, and Hugh Wood, two important contemporary UK composers.

On the popular side, there is an album featuring Richard Baker, as well as a good film-music catalogue, including Hitchcock's *North by Northwest*, and TV's *The Avengers*.

Unicorn-Kanchana was one of the first of the independents to get into digital, and has always paid careful attention to production — the Fenby Legacy is available on real-time cassettes.

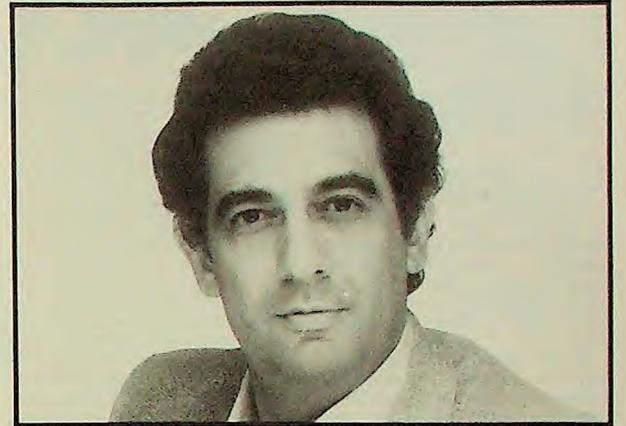
● **Distributors:** Lugtons and Taylors.

The films factor

FILMS AND television have an important effect on classical sales, and WEA is expecting enormous business from the original soundtrack recording of Verdi's most popular opera, *La Traviata*, when the film made by Franco Zeffirelli opens in London's Odeon Haymarket on October 20.

Its great attraction will be not only that it is the first operatic film to be made by Zeffirelli, one of the great operatic producers of the century — and there are some controversial aspects which will excite comment — but the lead roles are being taken by Plácido Domingo (right) and Teresa Stratas.

The recording has been made with James Levine and the Metropolitan Opera Orchestra and Chorus, and is released on U0072 in a double album with eight pages of colour stills from the film.



PLACIDO DOMINGO: lead film role.

In-car cassettes clock up impressive track record

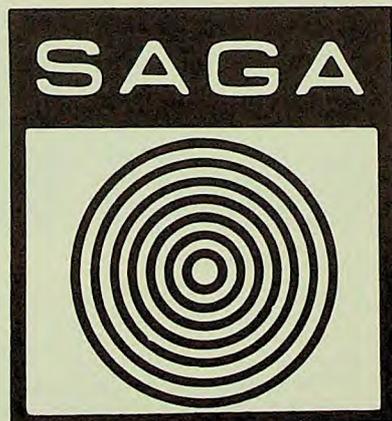
CASSETTES ARE a particularly buoyant area of the classical market with many titles selling on as much as a two LPs to one tape ratio.

But there is also lively action in the special long-play cassette compilations, originally designed for in-car use. These were pioneered by EMI's Miles of Music, which the company then followed up with the *Portrait of...* with 90 minutes of music.

Deutsche Grammophon also began producing its

own Double-Time Tapes which have done very well — sometimes titled by composers (Wagner, Bach, Mozart) and sometimes performers (Domingo, Bohm, Karajan).

The third company into the fray was Decca, with its *Double Run*, which was introduced in June this year, and this was followed finally by CBS' *Greatest Hits...* ranging from Beethoven and Tchaikovsky to the Mormon Tabernacle Choir.



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Taverner Choir & Players. ABRD 1034
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Borodin Trio. ABRD 1064

SIBELIUS: Symphony No. 2
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Geoffrey Simon/L.S.O. ABRD 1071
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GRAMOPHONE is as much part of the classical record business in the UK as the record companies and retailers themselves.

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Most of the important writers on classical music have written for the *Gramophone* at one time or another, and have also contributed to the library of books that emanate from what is, often, an extremely scholarly work.

Among these works are not just the monthly *Gramophone Catalogue*, an indispensable reference book listing all the records which have been reviewed by the magazine and are still available, with their numbers and date of issue, but volumes such as the *Recommended Recordings*, which are invaluable to retailers working for the first time in the classical market.

Gramophone magazine made one of its greatest impressions on the UK market in 1977 with the introduction of the Gramophone Record Awards which are now the most important of their kind.

Last month, the 1983 Awards were presented with Tippett's new Double Concerto winning the highest laurel of Best Recording of the Year, with Sir Colin Davis conducting the violinist Gyorgy Pauk, and the cellist Ralph Kirshbaum on Philips.

Conifer

JOHN DEACON launched Conifer Records as an import business in 1977 with just two labels, Arion (France) and Caprice (Sweden). Despite the uneasy economic climate, and the fact that during the subsequent six years no less than four major importers and distributors have been forced to close, Conifer has gone from strength to strength.

Now, it not only looks after the UK interests of EMI's European companies and RCA Germany, but the leading French independent label, Erato, the Hungarian label, Hungaroton, the distinguished American labels of X Vox-Turnabout and Nonesuch and many other smaller Scandinavian and English labels.

And it moves confidently into the Christmas market having just won three of the important *Gramophone* Awards, including one for Bach's B minor Mass, directed by Joshua Rifkin on Nonesuch. Conifer, says Deacon, is now the third major supplier of classical records to the major classical accounts in the UK.

The purpose of Conifer's work with EMI's European labels — France's Pathe and Germany's Electrola — is to import the best of the titles not taken by EMI UK and pressed in this country and to keep alive supplies of important material which otherwise would be deleted from the UK catalogue.

Some of Conifer's best work has been done with Erato, however. Janet Baker's farewell Glyndebourne production of Orfeo

appeared on Erato and has sold extremely well, as has Berganza's Haydn Arias, and the John Eliot Gardiner recordings, notably of Handel's Semele. In the first six months of the first financial year, Conifer achieved 80 per cent of its annual Erato target.

On Nonesuch, Conifer has not only Rifkin's Bach, but Rifkin's Joplin, which continues to sell; while Vox-Turnabout has some excellent early recordings by Alfred Brendel, the pianist who now records for Philips.

But the big seller for 1984 will inevitably be the Erato soundtrack to the film of Carmen, starring Placido Domingo, scheduled for February.

Studio Import & Export

ADES, the French label which concentrates mainly on French composers such as Messiaen, though it also records exclusively Jeremy Menuhin, Yehudi's pianist son, is the most recent acquisition of Studio Import and Export, which is moving into an expansion phase.

For some time now, SIE has mainly been known for its accounts with the French label Accord — with records ranging from music by Martin and Koechlin, to vocal discs by Crespin — RCA and CBS France, the German label Intercord, with the award winning LP of Haydn's

Nelson Mass directed by Bernius, and Chant Gregorian.

But its major recent success has been with the American labels, Varese and Chalfont, and particularly with John (Star Wars) Williams' Violin Concerto and Flute Concerto conducted by Leonard Slatkin.

James Fitzgerald, sales manager of SIE, expects to sign more labels during the next few months.

● **Contact Studio Import and Export, Princess House, East Castle Street, W1, Tel: 01-580 3438.**

Harmonia Mundi

THE FRENCH and German arms of Harmonia Mundi first established a presence in the UK some seven years ago, and fairly shortly after began to introduce other, smaller French companies to this market.

But major changes came two years ago when it was decided to mount the operation completely independently, allowing Harmonia Mundi not only to distribute its own product in the UK, but gradually build the company as a significant importer and distributor of general classical companies — English as well as Continental.

The reputation of Harmonia Mundi France has been based mainly on its medieval, renaissance and baroque repertoire, with artists such as Alfred Deller, Les Arts Florissants, and the Clemencic

Consort, while the reputation of HM Germany also had an early music base — the work of Collegium Aureum who played on original instruments.

But the labels it now distributes broaden the spectrum. Calliope has the praised Beethoven Quartets played by the Talich Quartet. Accent is a Belgian label specialising in early music; while Orfeo is a new, independent German label with mainstream artists such as Jessye Norman, Margaret Price, Lucia Popp, and Fischer-Dieskau recording some of their favourite, but perhaps lesser-known material.

Pavane is a Belgian label with young artists, Preiser an Austrian historical vocal label, Melodram a high quality live opera series (including Bayreuth), Forlane a mid-price French label offering Placido Domingo, Caballe and guitarist Narciso Yepes.

There is also interest in the jazz label MPS — Peterson, Singers Unlimited — and Ocoore, one of the finest ethnic labels in the world, with music from Burundi to Turkestan.

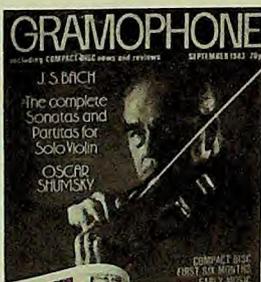
But Harmonia Mundi is increasingly distributing English companies, and Chandos, Saga Meridian and most recently Nimbus and UEA are among its clients.

"We are getting more Anglicised and expanding the distribution roster in the specialist music field," says director Jeremy Elliot.

What to stock — see page 11

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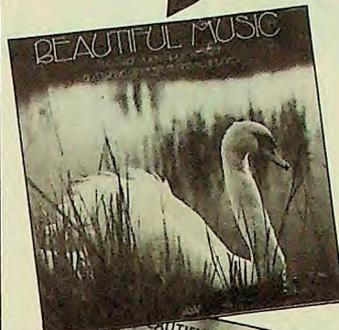
What to stock

A suggested basic classical repertoire stock.

ALBINONI: Adagio for Organ and Strings.
 BACH: D minor Toccata and Fugue. Double Violin Concerto.
 BEETHOVEN: Symphonies Nos 3, 5, 6, 7, 9. Piano Sonatas: Appassionata, Moonlight, Pathétique, Waldstein. Piano Concerto No 5 (Emperor).
 BRUCH: Violin Concerto.
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 GERSHWIN: Rhapsody in Blue.
 GRIEG: Piano Concerto.
 HANDEL: Messiah, Highlights. Water Music for the Royal Fireworks.
 HOLST: The Planets.
 KHACHATURIAN: Adagio from Spartacus.
 LISZT: Hungarian Rhapsody No 2.
 MENDELSSOHN: Violin Concerto.
 MOZART: Piano Concerto No 21 in C (Elvira Madigan). Eine Kleine Nachtmusik. Symphonies Nos 39, 40, 41. Clarinet Concerto.
 MUSSORGSKY: Night on a Bare Mountain, Pictures at an Exhibition.
 OPERA: Verdi and Puccini arias (collection).
 ORFF: Carmina Burana.
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 RAVEL: Bolero.
 RIMSKY-KORSAKOV: Scheherazade.
 RODRIGO: Guitar Concerto.
 SAINT-SAENS: Carnival of the Animals.
 SCHUMANN: Piano Concerto.
 SCHUBERT: Symphony No 8 (Unfinished).
 SIBELIUS: Finlandia. Symphony No 1.
 STRAVINSKY: Rite of Spring.
 STRAUSS: Waltzes.
 TCHAIKOVSKY: Swan Lake, Piano Concerto No 1, Violin Concerto, Symphony No 6 (Pathétique).
 VIVALDI: Four Seasons.
 WIDOR: Toccata from Symphony No 5 (for organ).

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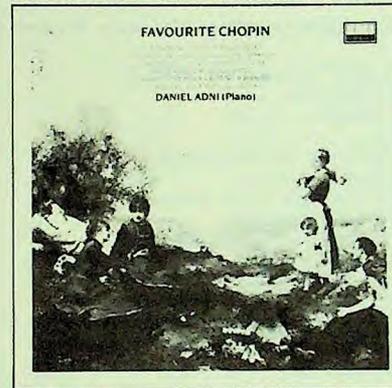
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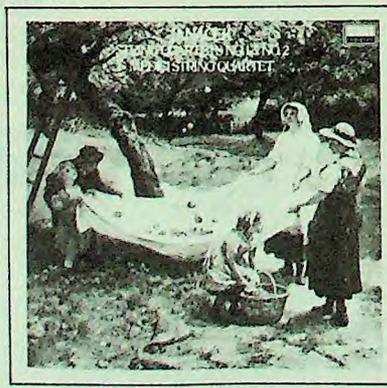
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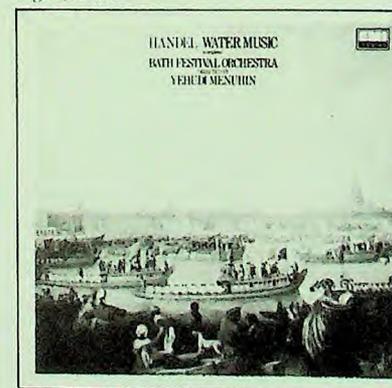
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Will Powers

nyan Paris

Chart listing songs and albums with columns for rank, title, artist, and label. Includes entries like 'GO DEH YAKA', '68 GUNS', 'OL' RAG BLUES', etc.

Chart titled 'THE NEXT 25' listing upcoming songs and artists. Includes entries like 'ROCKIN' RADIO', 'YOU REALLY GOT ME', etc.

Advertisement for 'NEW SINGLE SO TIRED' by Haircut 100. Features the band's logo and contact information for PolyGram.

Advertisement for '12-INCH SINGLES' featuring a list of 40 tracks with their chart positions and artists, including 'KARMA CHAMELEON', 'LOVE IN ITSELF', etc.

Advertisement for Bryan Adams' album 'CUTS LIKE A KNIFE'. Includes a photo of Adams and promotional text.

Advertisement for 'KEERRY GIRL' by John Ratcliff. Features a photo of a woman and the OGP logo.

Advertisement for 'TIKK AND TUK' and 'COOL RUNNING' by The Kinks. Includes promotional text and phone numbers.

Advertisement for 'TIKK AND TUK' and 'COOL RUNNING' by The Kinks, featuring a graphic of a hand holding a knife.

FEATURE

Strange bedfellows do it for love

The marriage of John Bassett's Music Industry Services disco promo and Nick Raymonde's recently set up Dambusters HM promo is promising to be one of those unlikely unions which really works, fired by the enthusiasm of nearly 400 club DJs.

Under the Dambusters name Raymonde and Bassett — and Bassett's unique team of DJ "reps" — are working a very carefully targeted promotion of releases in each of the specialist music fields.

When Raymonde set up Dambusters only a few weeks ago it was as a mail-out service for labels producing HM records (especially the indie HM companies). It was aimed specifically at HM clubs, particular programmes on ILR, and at shops selling a lot of that product.

The response to the offer of such promo took Raymonde by surprise. It appeared that he was the answer to many a maiden's (iron or otherwise) prayers. "As soon as the first mention of the company went into *MW*," he recalls, "the phone started ringing and would not stop."

He soon realised that he "needed back-up in order to do the job properly". He turned to John Bassett, whose disco promo service was already operating an efficient phone-out list and was organised on the kind of imaginative lines that Raymonde admired.

He was also well aware that almost every club has at least one HM night a week, and that special HM discs even run side-by-side with pop discos in some venues (and, he remarks, the sight of the two sets of fans mingling at a club

It would be hard to imagine two music-based cultures which would clash as dramatically as disco and heavy metal, except perhaps reggae and grand opera. Yet new promotion company Dambusters — which is specialising in both — is already doing good business.

bar pretty well beggars description). So the prospect of using the same company to reach the DJs serving both types of fans was not as far fetched as it might at first appear.

Bassett's operation made it possible to check whether the radio DJ/producer to whom a specific HM or disco release had been sent had actually received it — and if not, why not.

send out fewer records than many promo companies, and so we save ourselves and the labels money."

The Dambusters workforce comprises five people in head office . . . and 375 reps.

The way that Dambusters affords to keep such a gigantic promo force on the road is by not paying them. The "reps" are all club DJs — hand picked out of 1,000 applicants and

They are an invincible promo force, Bassett and Raymonde point out, because they are working for love.

There is nothing sentimental about the computer which masterminds the operation, however; it lists all the clubs, shops, DJs and radio people Dambusters wants to reach, and all relevant details about the music in which they are interested. It also stores and

for retail. To the shops on the list this is a mail-out service only, and the object is to keep costs down, and speed up.

Dambusters gets plenty of feedback from the shops, however. As well as filling in detailed reaction sheets on a record's progress in clubs and radio stations, the DJs are all regular visitors to the shops — where they buy their singles generally — and so can check what is in stock and what is selling. All information is analysed weekly by computer, and clients receive analyses of the promo on their own records.

This is an important aspect of having the DJ network, Bassett says, simply because "the shops which give the best kind of service to the DJs tend to be the kind of small specialists which are just not on record company mailing lists, so get no information and no promo copies of new releases."

The number of shops on the two lists now totals 850; the HM shops were chosen personally by Raymonde from his experience at Kamafage, and the disco music specialists were listed on recommendation from the DJs.

Almost inevitably, another side of Dambusters' function is developing. "We are an ear as well as a mouthpiece," Bassett says. "We get tapes to listen to, we are talked to by bands and managers. We can pass things on to the right quarters."

There are also opportunities to let work and ideas cross between the custom pressing side of Bassett's business and the Dambusters side.

● Dambusters is based at 22 Madeira Grove, Woodford, Essex. Tel: 01-482 0953.



DAMBUSTERS IS so determined to keep costs — and therefore promo charges — as low as possible that directors Nick Raymonde (left) and John Bassett waived the services of a professional photographer and opted for an uncomfortable few minutes in a DIY photo booth.

Now that the companies have amalgamated this does not, both directors stress, mean that everyone on the list gets every promoted title. The separate HM and disco lists remain separate. Not only are the lists of recipients of product specific in musical interest — they are also kept strictly under control. "We

personally known by the company, and working in every worthwhile disco and/or HM club in the country.

They get all the releases which go through Dambusters, and they get the opportunity to go into the shops and radio stations and talk with the people they want to talk to anyway.

constantly updates the information available on sales and marketing for each title worked on — so that Dambusters can provide detailed information as well as promotional copies of the discs.

On the last point they stress that promo copies are all that they deal in — not stocks of free units intended

OPINION

Doing alright in the UK

DAVE ROBINSON, innovative founder of Stiff Records, offers some reflective thoughts on some current music industry talking points . . .

WE'RE IN a situation where just one radio station and about five or six disc jockeys in a given day sell records. I don't think the Radio One disc jockeys or programmers quite understand how the actual music business works. If a record doesn't show in the chart in a couple of weeks, the play sometimes stops, and quite a few records take longer to get to the public.

The ILR stations haven't broken records because they're playing a blend for people at home during the day like Radio Two does. They're supplying music for people who want to listen to the radio — not buy records. They do, however, support a hit.

Records sell primarily to teenagers, and the radio programming requirement is to get a mix of commercial teenage material which is broad enough to avoid older people turning off.

□ □ □

RECORDING COSTS are heavy and getting heavier as the studios put in expensive machinery and often overcharge for their services. With the cost of videoing and promoting a single at about £20,000, the record, business is likely to go broke. Anyway, if a record isn't good, it won't sell, no matter how good the video.

I think there would be better preparation and less expensive time in the studio working out what to do. A month for recording an album should be perfectly adequate if people know what they're doing and which tracks they're recording.

□ □ □

A LOT of records these days are very poor in quality, and it's lamentable when a single costs about £1.20 that the B

side is often just an instrumental mix of the A side. That's not value for money.

Sales are dropping dramatically, and youth unemployment obviously encourages home-taping. As far as the number of new releases is concerned, it should be quality rather than quantity, but on the other hand if people are contracted to release a certain number of discs, they have to do it.

□ □ □

REGARDING THE ploys and inducements for the public to buy certain records at certain outlets, things will improve when Gallup gets a grip and uses a much bigger roster of shops, which will be too expensive to hype, and also separates the 7-inch and 12-inch charts to avoid a chart too much based on disco/dance.

Picture bags were our promotional gimmick at Stiff, and we had some success with them. It's come back again, and about 60 per cent of the top 40 seem to have them.

□ □ □

I THINK the compact disc is fantastic, and particularly good for classical records if they're recorded properly and digitally, but at present there are production and repertoire problems. The car compact will be the breakthrough.

Regarding advances, if companies spend silly money to get bands, why shouldn't the bands profit from it? If a band is going to sell a million albums, you can afford to give them a blinding deal. Otherwise it's an uphill battle. We need teenage bands giving good value and encouraging people to buy records.

I'm an optimist by nature. If you look at America, we're doing extremely well here.

WRITE TO: OPINION, MUSIC & VIDEO WEEK, 40 LONG ACRE, LONDON WC2. The Editor reserves the right to shorten or edit letters.

TV ads: let the dealers know

ONCE AGAIN the season of TV-advertised albums is upon us and I would ask companies who do advertise albums on television to let independent dealers, such as ourselves, know when they are about to advertise.

It would appear that vast amounts of money are spent on advertising both on TV and in *Music Week*, yet we are never given any dates when the commercials are due to appear on the box.

For example, two albums have been subject to advertising in this region (south-west) recently — Beach Boys and Michael Jackson — yet all we received from EMI was advice that its album was to be advertised in the Central and Yorkshire areas; we received not a word from Epic.

Do we dealers not deserve this information? We are expected to take a minimal mark-up on this product, and we are not offered SOR as some multiples are (no doubt denials of SOR to multiples will shoot forth, but I have seen SOR authorisations left on the counter in one of our high street chains).

All I ask for is information.

RICHARD BROWN, Pathway Records, Queen Street, Wells, Somerset.

Success without gimmickry

I WOULD like to add my voice to these who have complained recently of the ludicrous sales gimmickry currently employed by the major record companies. I'm able to do so, happily, without fear of allegations of "sour grapes".

Our single, Red Red Wine by UB40, was number one for three weeks and outsold the nearest competition by a long way throughout that period. Not only did we give nothing away, but the single was released in a completely plain grey house-bag and was available only in good old black vinyl.

Our next single will appear in the same plain bag, and there won't even be a 12-inch format because, quite simply, there is no extended version of the track in question. As I

write, our album Labour Of Love has entered the chart at number one with a minimum of marketing — the single having done its job. It can be done!

DAVID J CAMPBELL, manager UB40, DEP International, Fazeley Street, Birmingham.

If it matters in music, you can find out about it in *Music Week*.

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LP REVIEWS

TOP 20

DAVID ESSEX
Mutiny. Mercury MERH 30.
Producer: artist.

TOP 50

THE CARPENTERS
Voice Of The Heart. A&M AMLX
64954. A tribute to the late Karen
Carpenter, fans will obviously want
to collect this last example of her
precise, distinctive vocals. TV
exposure should ensure this reaches
the Top 50.

VARIOUS
Street Sounds Edition 6. STSND
006. Distribution: PRT. The sixth
volume of these disco compilations
should follow its predecessors into
the chart quite comfortably.
Features the former national number
one, Give It Up, by KC And The
Sunshine Band, plus tracks from
Raw Silk, Serge Ponsar, Newclous
etc. TV ads complete the package's
surefire potential.

LINDA RONSTADT
What's New. Asylum K960260-1.
Producer: Peter Asher. Something
decidedly different from a maturing
Ronstadt with the Nelson Riddle
Orchestra. The repertoire consists
entirely of classics from the Thirties
and Forties — I've Got A Crush On
You, What'll I Do, Lover Man etc.
While handled adequately, it will
disappoint fans and appeal mainly to
MOR customers, but should chart
on name value.

General

KISS
Lick It Up. Casablanca. VERL 9.
Producers: Michael James
Jackson, Gene Simmons & Paul
Stanley. Distribution:
Phonogram. Ten years and 18 LPs
later Kiss have finally discarded their
make-up — to reveal equally
gruesome faces underneath. Having
sold a claimed 50m LPs worldwide,
their US "hard" rock (as distinctly
opposed to UK heavy metal) has yet
to make a significant dent on the UK
market and this collection of
relentlessly turgid riffs is unlikely to
change things. It should make the
lower reaches of the top 100 though.



ADRIAN BELEW (above)
Twang Ban King. Island ILPS-
7968. Producer: artist. On the first
few plays session guitarist supremo
Belew seems to have fallen into the
classic session man's trap of
sounding horribly anonymous on his

own records. And while this is not a
notably distinguished work as far as
original compositions go, it grows
after a few listens. There is a Beatley
psychedelic guitar sound running
through a few tracks, while Belew's
voice itself is often reminiscent of
Nils Lofgren. One for the AOR
section.
**

TOM WAITS
Swordfishtrombones. Island
OLPS 9762. Producer: artist.
Several more rough diamond songs
from whisky-voiced Waits to set the
mind — and sometimes the teeth —
on edge. Media coverage will sell it
to what is quite rightly a burgeoning
audience, and should lift him from
cult hero to chart cert, a feat he
would no doubt abhor.

THE STAR SISTERS
Tonight at 20.00 hrs. CBS CBS
25588. Producer: Jaap
Eggermont. Still in the Stars on 45
format. Eggermont has turned his
attentions to nostalgia. The first side
of the LP, and the best, features a
trio very much in the Andrews
sisters tradition singing such old
chestnuts as Boogie Woogie Bugle
Boy, Hold Tight and Yes, My
Darling Daughter. The second, and
less interesting, side features three
full-length tracks. Great for parties
and also for Christmas presents — a
single is called for.

MOR

VIC DAMONE
Linger Awhile. Capitol CAPS
1867471. Producer: Dave
Cavanaugh. A reissue from 1962,
when Damone was looked upon as
Capitol's replacement for the
departed Frank Sinatra, and further
evidence of Damone's impeccable
timelessness as a quality singer.
These well-tried standards are still
fresh and valid, and with Radio Two
airplay likely, it's a must for
stocking.

MELACHRINO STRINGS &
ORCHESTRA
A Gershwin & Kern Gala. Pressit
LC 775. Producer: Robert Mandell.
Mandell preserves the flavour of the
late George Melachrino's orchestral
approach while adding some
modern touches in these familiar
George Gershwin and Jerome Kern
melodies. With a busy schedule of
UK concerts for the orchestra, it is
worth stocking and displaying in
your MOR browsers.

Indies

THE GADGETS
Blue Album. Glass Records GLALP 006. The newly-
trendy name of Matt Johnson is going to do as much to
sell this LP as the excellent Sixties-flavoured pop within
it. Although the psychedelic revival seems to be officially
over, this should still sell fairly well for the now-defunct
Gadgets. Tape version includes free LP. Play in-store —
loud.

OPERATING THEATRE
Miss Mauer. Kabuki Records KAOT6. Distribution:
Rough Trade. This unlikely sounding source of
serendipity yet again proves that it's well worth investi-
gating some of the more obscure indie releases. Miss
Mauer (one side 45, the other 33) is largely played on the
Fairlight Computer and while the title side comprises
some fascinating abstract atmospherics, the other is
lighter, featuring vocals. Operating Theatre are an Irish
band well worth an experimental spin.

THE WAVES
Shock Horror! Aftermath Records SCOOP 1.
Distribution: Jungle/Cartel. Producers: Richard
Bishop, Nick Cook and Pat Collier. This is a strange

one and no mistake. What starts off in an almost folksy air
veers into true-Brit Sixties pop and then bounces back
with guitar reminiscent of Tom Verlaine and Television.
It's so varied it's going to be difficult to know its
audience, but the overall effect is very enjoyable. They
should try with a single.

THE ORSON FAMILY
The River Of Desire. New Rose Records N22.
Distribution: Rough Trade. Producers: artists. The
Family's rock 'n' rumble style may be a hoot live, but the
joke wears a bit thin on vinyl — especially as most of the
tracks on this mini-LP are already available on EPs. The
sound is so raw it's almost painful. This will sell while the
group remains trendy — which probably won't be long if
they don't develop some real talent.
**

SERIOUS DRINKING
The Revolution Starts At Closing Time. Upright
Records UP LP 3. Producers: artists. Distribution:
Stage One. Very much in the vein of Squeeze's first LP
— before they honed down the rougher edges and
became one of the country's best exports. SD seem to
have used up most of their wit thinking up the name of
their LP though, and while the image (all-lads-together-
having-a-few-jars) is the same as Squeeze's, this band
have got a lot of work to do before they can aspire to
those heights. Has lots of good-time appeal anyway.
**

Reviewed
by
TONY JASPER

SELECT SINGLES

CHART
CERTS

THE MOODY BLUES
Sitting At The Wheel
(Threshold TH(X) 31, PolyGram)
SHAKATAK
Out Of This World (Polydor
POSP(X)648, PolyGram)
THE LOTUS EATERS
You Don't Need Someone
New (Arista/Sylvan SYL 2,
PolyGram)
PAUL McCARTNEY &

MICHAEL JACKSON
Say Say Say (Parlophone
12)R6062, EMI)
ELTON JOHN
Kiss The Bride (Rocket EJS2,
PolyGram)
ASIA
The Smile Has Left Your Eyes
(Gessen (T) A 3836, CBS)
CHINA CRISIS
Working With Fire And Steel
(Virgin VS 620 (T), Virgin)
LEO SAYER
Till You Come Back To Me
(Chrysalis LEO 1, PolyGram)

OLYMPIC SMILES
I Talk To My Car (Slipped Discs
HD106, 01-748 1319). Name and
label confusion, but it seems New
World became World and is now as
above. Persistent underlying
rhythmic push, vocals sound a trifle
solitary but they and instrumen-
tation make some good moments.

FOSTER AND ALLEN
I Will Love You All My Life (Ritz
056, Spartan). Should sell heavily,
folkish-pop with Irish lilt and rich
vocals from duo who first charted
with A Bunch Of Thyme (18, 1982).
But the strings rate, and become
rather overpowering.

ROBIN GEORGE
Go Down Fighting (Arista ROB
12)1, PolyGram). Big campaign
behind rock man who has played for
many others and on 12-inch cast
line-up (six cut 12-inch) they repay
the favour with nine musicians
listed, thickish sound which doesn't
really excite.

ANTENA
Be-Pop (Island IS (12)6, EMI).
Continental sound in pleasant
flowing number with soothing
caressing vocals. Seems rather long,
and nothing arrests the feeling as it
hits its sudden ending.

TRESPASS
Bright Lights (Trial CASE3,
Pinnacle). Effective, no frills bass.
Throbbing hard rock with a few lead
guitar flourishes for colour, vocals
go along with the beat rather than
demand attention.

LEW KIRTON
Talk To Me (Epic (T)A3805, CBS).
Vocal comparison with Vandross, he
gets quick sharp back-ups which are
effective, drifts along fairly up-
tempo with increasing Kirton vocal
power, synthesizer; sliding string
lines catch the ear on backing.

ROSE LAURENS
Africa (The Voodoo Master)
(Flarenasch/WEA X9876, WEA).
Recent appearance on Noel
Edmond's Breakfast Show, million
seller in France, has instant appeal
with haunting title refrain, but
wearying African stereotyped lyrics.



... PAUL McCARTNEY, for
another dead cert smash hit.

1919
Cry Wolf (Abstract ABS07,
Pinnacle). Popular indie/Peel
territory. Bradford-derived band
with pounding drums, stark guitars,
colourless vocals and in their idiom
weave a relentless ear-catching
number.

CLINT EASTWOOD & GENERAL
SAINT
Rock With Me (Greensleeves
12)OINK 5, Greensleeves) Catchy

rhythmic reggae cut with kids voice
to set the scene. Might have been
more commercial but has appeal
beyond reggae territory.

ROYSTON
Long Distance Love (VM VMS002,
IDS). Has a hit feel, with double-
tracking, quickening pace and
intensification of pace for refrain,
but an after-thought opening and
other slow moments will not help.

HARLEM SPIRIT
How Sweet It Is (Fusion FU 004,
PRT). Familiar Holland, Dozier,
Holland number given hit status by
Marvin Gaye (49, 1964), better by
Jnr Walker (22, 1966), gets pace
increase to almost a gallop.

THE PARTISANS
Blind Ambition (Cloak and
Dagger PART1, IDS). Hard rasping
lead, bass-ridden chords, vocal lead
gets traditional punkish voices over
top. Good stuff for own market.

BOOKER NEWBERRY III
Teddy Bear (Montage
POSP(X)637, PolyGram).
Greenwich/Barry number for deep-
voiced gentleman in funky arrange-
ment, runs along without compli-
cation or grabbing spirit.

JJ CALE
Teardrops In My Tequila (Mercury
MER(X) 146, PolyGram). Off new
album 8, no surprises, laid-back
Cale material.

THE SINGLE Calling by Radio
Radio, reviewed in MW September
10, is on the Radio label and is
distributed by Pinnacle.

OTHERS

THE WEATHER GIRLS
I'm Gonna Wash That Man Right
Outa My Hair (CBS (T)A3716,
CBS). Hard stomping gospel affair,
particularly on chorus. Rough beefy
vocals for song from South Pacific;
Group had a chart hit with It's
Raining Men, which deserved more
sales and might have whetted
appetites.

GARY'S GANG
Making Music (CBS (T)A3788,
CBS). Keep On Dancing people (8,
1979) less smooth on vocals but
back-ups keep night club feel; fast
and catchy number with
possibilities.

WRATHCHILD
Do Ya Want My Love (Neon
BOLIT45, Bullet). One of several
UK hard-rock glamsters sounding
more together than sometimes they
do live, raw rock underpinning with
almost Gary Glitter-style chorus.
Joan Jett might take this number.

CRUELLA DE VILLE
Gypsy Girl (EMI 5412, EMI).
Frenetic pace, flamenco atmos-
phere, and is full of drama.
Expressive female lead vocals with

guys adding tonal shade — not for
the weak of heart.

WHITE DOOR
Windows (Clay 26, Pinnacle). Ferry
like vocals adorn fairly attractive
fast, tuneful number which has
lengthy mid-way instrumental break
for 7-inch. DJs should beware of
sudden ending when fade would
seem obvious, and better.



MICHAEL JACKSON, joined by . . .

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Honeybourne Rd., London NW6 1HL.

18	12	THE VERY BEST OF THE BEACH BOYS ●	Capitol BBTW 1867193
19	43	FLIGHTS OF FANCY Paul Leoni	Nouveau Music NML 1002
20	16	STANDING IN THE LIGHT ● Level 42	Polydor POLD 5110
21	32	BORN TO LOVE Peabo Bryson/Roberta Flack	Capitol EST 712284-1
22	17	TOO LOW FOR ZERO ● Eton John	Rocket/Phonogram HISP 24
23	NEW	STREET SOUNDS - EDITION 6 Various	Street Sounds STSND 006
24	31	KISSING TO BE CLEVER ● Culture Club	Virgin V 2232
25	NEW	THE MUSIC OF RICHARD CLAYDERMAN Richard Clayderman	Decca/Delphine SKL 5333
26	29	RITMO Judie Tzuke	Chrysalis CDL 1442
27	NEW	THE GOLDEN SECTION John Foxx	Virgin V 2233
28	NEW	LIVE IN TOKYO PIL	Virgin VGD 3508
29	26	BODY WISHES ● Rod Stewart	Warner Brothers 923877-1
30	20	SUNNY AFTERNOON ● Various	Impression LPIMP 2
31	21	DOPPELGÄNGER Kid Creole & The Coconuts	Zel Island ILPS 9743
32	28	THE HIT SQUAD - NIGHTCLUBBING Various	Ronco RON LP 2
33	24	THE LOOK ● Shalamar	Solar 960239-1

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51	35	PUNCH THE CLOCK Elvis Costello And The Attractions	F Beat XXLP 19
52	38	RIO ● Duran Duran	EMI EMC 3411
53	50	CRISES ● Mike Oldfield	Virgin V 2262
54	57	AN INNOCENT MAN Billy Joel	CBS 25554
55	42	CANTERBURY Diamond Head	MCA DH 1002
56	40	THE PRINCIPLE OF MOMENTS ● Robert Plant	WEA 790101-1
57	49	GREATEST HITS ● Rod Stewart	Riva RODTV 1
58	36	MERRY CHRISTMAS MR LAWRENCE Ryuchi Sakamoto	Virgin V 2276
59	39	BUSINESS AS USUAL ● Men At Work	Epic EPC 85669
60	41	FUTURE SHOCK Herbie Hancock	CBS 25540
61	51	LOVE OVER GOLD ● Dire Straits	Vertigo/Phonogram DSLP 4
62	NEW	SWORDFISH TROMBONES Tom Waits	Island ILPS 9762
63	52	DANCE MIX - DANCE HITS VOL II Various	Epic DM 2
64	55	ORIGINAL SOUNDTRACK FROM "FLASHDANCE" ● Various	Casablanca/Phonogram CANH 5
65	85	REFLECTIONS ● Various	CBS 10034
66	53	SWEET DREAMS (ARE MADE OF THIS) ● Eurythmics	RCA RCALP 6063
67	73	EYES THAT SEE IN THE DARK Kenny Rogers	RCA RCALP 6068

85	65	COMPLETE MADNESS ● Madness	Siff HIT-TV 1
86	87	LIONEL RICHIE ● Lionel Richie	Motown STMA 8037
87	64	QUICK STEP & SIDE KICK ● Thompson Twins	Arista 204 924
88	71	OFF THE WALL ● Michael Jackson	Epic EPC 83468
89	47	# 8 J. J. Cale	Mercury/Phonogram MERL 22
90	72	CLASSIC ROCK - ROCK SYMPHONIES London Symphony Orchestra/Royal Choral Society	K-tel ONE 1243
91	NEW	IMAGES Various	K-tel ONE 1254
=91	NEW	LAND Comet Angels	Jive HIP 8
93	81	GREATEST HITS ● Olivia Newton-John	EMI EMTV 36
94	98	CARMEL (6-TRACK MINI ALBUM) Carmel	Red Flame/London RFM 9
95	RE	WORKOUT ● Jane Fonda	CBS 88581
96	RE	FACE VALUE ● Phil Collins	Virgin V 2185
97	94	DIRE STRAITS ● Dire Straits	Vertigo/Phonogram 9102 021
98	RE	NEW GOLD DREAM (81, 82, 83, 84) ● Simple Minds	Virgin 2230
99	83	DANCE IN THE MIDNIGHT Marc Bolan	Marc On Wax MARCL 501
100	RE	LOVE AND DANCING ● The League Unlimited Orchestra	Virgin OVED 5

Compiled by Gallop 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.

1	2	NO PARLEZI! Paul Young	CBS 40/25521
2	1	LABOUR OF LOVE UB40	DEP International/Virgin CA DEP 5
3	5	THE CROSSING Big Country	Mercury/Phonogram MERSC 27
4	3	THE HIT SQUAD - CHART TRACKING Various	Ronco CRON 1
5	4	UNFORGETTABLE: A TRIBUTE TO NAT KING COLE Johnny Mathis	CBS 40/10042
6	6	FANTASTIC Wham!	Inner Vision 40/25328
7	9	LET'S DANCE David Bowie	EMI America TC-AML 3029
8	12	18 GREATEST HITS Michael Jackson plus The Jackson 5	Telstar STAC 2232
9	8	THRILLER Michael Jackson	Epic 40/85830
10	7	THE VERY BEST OF THE BEACH BOYS The Beach Boys	Capitol TC-BBTW 1867195

NEW = NEW ENTRY
RE = RE-ENTRY
PLATINUM LP (800,000 units as of Jan '79)
GOLD LP (100,000 units as of Jan '79)
SILVER LP (60,000 units as of Jan '79)

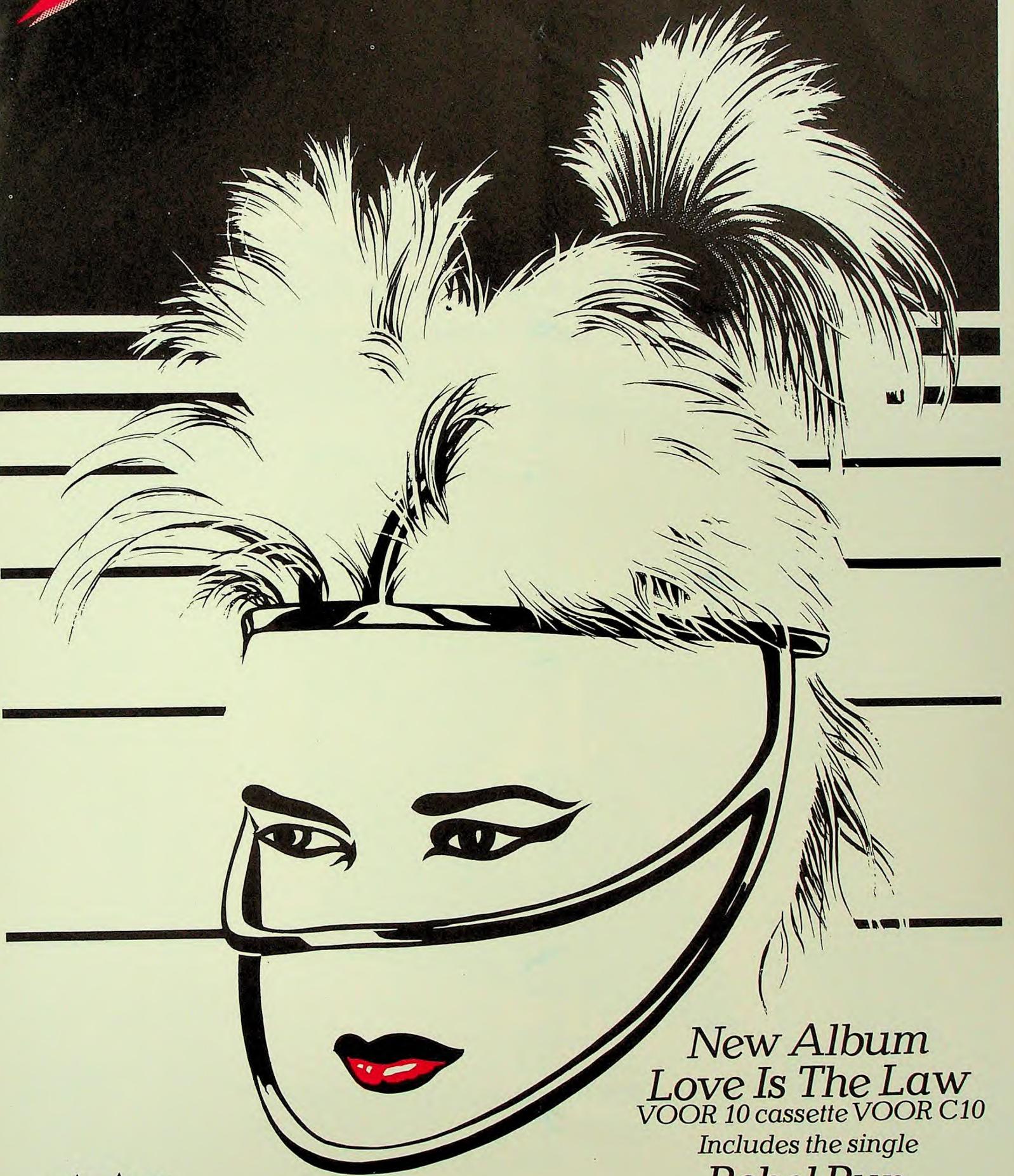
TOP 30 CASSETTES

11	NEW	THE MUSIC OF RICHARD CLAYDERMAN Richard Clayderman	Delphine/Decca KSKC 5333
12	13	THE LUXURY GAP Heaven 17	B.E.F./Virgin TCV 2253
13	10	TRUE Spandau Ballet	Reformation/Chrysalis ZCDL 1403
14	29	FLIGHTS OF FANCY Paul Leoni	Nouveau Music ZC-NML 1002
15	20	IN YOUR EYES George Benson	Warner Brothers 923744-4
16	15	THE HIT SQUAD - NIGHTCLUBBING Various	Ronco CRON 2
17	NEW	A TOUCH MORE MAGIC Barry Manilow	Arista TC8M 3
18	26	BORN TO LOVE Peabo Bryson/Roberta Flack	Capitol TC-EST 7122844
19	14	TOO LOW FOR ZERO Eton John	Rocket/Phonogram REWIND 24
20	NEW	ORIGINAL SOUNDTRACK FROM "STAYING ALIVE" The Bee Gees/Various	RSD TRS8G 3

21	22	KISSING TO BE CLEVER Culture Club	Virgin TCV 2232
22	NEW	LOVE CLASSICS Royal Philharmonic Orchestra	Nouveau Music ZC-NML 1003
23	NEW	THE TWO OF US Various	K-tel CE 2222
24	19	SYNCHRONICITY The Police	AS&M CXM 63735
25	16	BODY WISHES Rod Stewart	Warner Brothers 923877-4
26	RE	CONSTRUCTION TIME AGAIN Depeche Mode	Mute CSTUMM 13
27	23	THE LOOK Shalamar	Solar 960239-4
28	11	HEADLINE HITS Various	K-tel CE 2253
29	18	STANDING IN THE LIGHT Level 42	Polydor POLDC 5110
30	17	SUNNY AFTERNOON Various	Impression TC-IMP 2



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TOP 100 ALBUMS

INCORPORATING LP AND CASSETTE SALES

NEW = NEW ENTRY
RE = RE-ENTRY
 * = PLATINUM LP (300,000 units as of Jan '79)
 • = GOLD LP (100,000 units as of Jan '79)
 ○ = 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	1	11	NO PARLEZI ● Paul Young (Laurie Latham)	CBS 25521 (C) C: 40/25521	52	38	40	RIO ● Duran Duran (Colin Thurston)	EMI EMC 3411 (E) C: TC-EMC 3411
2	2	3	LABOUR OF LOVE UB40 (UB40/Ray 'Pablo' Falconer)	DEP International/Virgin LP DEP 5 (E) C: CA DEP 5	53	50	19	CRISES ● Mike Oldfield (Mike Oldfield/Simon Phillips)	Virgin V 2262 (E) C: TCV 2262
3	3	10	THE CROSSING ● Big Country (Steve Lillywhite)	Mercury/Phonogram MERS 27 (F) C: MERSC 27	54	57	5	AN INNOCENT MAN Billy Joel (Phil Ramone)	CBS 25554 (C) C: 40/25554
4	4	25	LET'S DANCE ● David Bowie (David Bowie/Nile Rodgers)	EMI America AML 3029 (E) C: TC-AML 3029	55	42	3	CANTERBURY Diamond Head (Mike Shipley/Diamond Head)	MCA DH 1002 (C) C: DH 1002
5	5	14	FANTASTIC ● Wham! (Steve Brown/George Michael)	Inner Vision IVL 25328 (C) C: 40/25328	56	40	12	THE PRINCIPLE OF MOMENTS ● Robert Plant (Plant/Lefevre/Moran)	WEA 790101-1 (W) C: 790101-4
6	4	4	THE HIT SQUAD - CHART TRACKING Various (Various)	Ronco RON LP 1 (B) C: CRON 1	57	49	15	GREATEST HITS ● Rod Stewart (Various)	Riva RODYT 1 (W) C: RODYT 41
7	NEW		LICK IT UP Kiss (Jackson/Simmons/Stanley)	Casablanca/Phonogram VERL 9 (F) C: VERLC 9	58	36	6	MERRY CHRISTMAS MR LAWRENCE Ryuichi Sakamoto (Tanaka/Ono/Sakamoto)	Virgin V 2276 (E) C: TCV 2276
8	8	43	THRILLER ● Michael Jackson (Quincy Jones)	Epic EPC 85930 (C) C: 40/85930	59	39	38	BUSINESS AS USUAL ● Men At Work (Peter Mclan)	Epic EPC 85669 (C) C: 40/85669
9	5	4	UNFORGETTABLE: A TRIBUTE TO NAT KING COLE Johnny Mathis (-)	CBS 10042 (C) C: 40/10042	60	41	7	FUTURE SHOCK Herbie Hancock (Material/Herbie Hancock)	CBS 25540 (C) C: 40/25540
10	13	13	THE LUXURY GAP ● Heaven 17 (B.E.F./Greg Walsh)	B.E.F./Virgin V 2253 (E) C: TCV 2253	61	51	53	LOVE OVER GOLD ● Dire Straits (Mark Knopfler)	Vertigo/Phonogram DSLP 4 (F) C: DSMC 4
11	NEW		A TOUCH MORE MAGIC Barry Manilow (Various)	Arista BMAN 3 (F) C: TCBM 3	62	NEW		SWORDFISH TROMBONES Tom Waits (Tom Waits)	Island ILPS 9762 (E) C: ICT 9762
12	11	14	18 GREATEST HITS ● Michael Jackson Plus The Jackson 5 (Various)	Telstar STAR 2232 (R) C: STAC 2232	63	52	3	DANCE MIX - DANCE HITS VOL II Various (Various)	Epic DM 2 (C) C: DM 402
13	10	31	TRUE ● Spandau Ballet (Tony Swain/Steve Jolley/Spandau Ballet)	Reformation/Chrysalis CDC 1403 (F) C: ZCDL 1403	64	55	15	ORIGINAL SOUNDTRACK FROM "FLASHDANCE" Various (Various)	C:CANHC 5 (F) Casablanca/Phonogram CANH 5 (F)
14	25	18	IN YOUR EYES ● George Benson (Arif Mardin)	Warner Brothers 923744-1 (W) C: K 923744-4	65	85	51	REFLECTIONS ● Various (Various)	CBS 10034 (C) C: 40/10034
15	14	6	CONSTRUCTION TIME AGAIN ● Depeche Mode (Daniel Miller/Depeche Mode)	Mute STUMM 13 (SP) C: C:STUMM 13	66	53	35	SWEET DREAMS (ARE MADE OF THIS) ● Eurythmics (Stewart/Williams/Crash)	RCA RCALP 6063 (R) C: RCAK 6063
16	54	2	ORIGINAL SOUNDTRACK FROM "STAYING ALIVE" The Bee Gees/Various (Various)	C: TRSBG 3 RSO RSBG 3 (F)	67	73	2	EYES THAT SEE IN THE DARK Kenny Rogers (Barry Gibb/Karl Richardson/Albhy Galuten)	RCA RCALP 6088 (R) C: RCAK 6088
17	9	3	BORN AGAIN Black Sabbath (Robin Black/Black Sabbath)	Vertigo/Phonogram VERL 8 (F) C: VERLC 8	68	67	30	THE HURTING ● Tears For Fears (Chris Hughes/Ross Cullum)	Mercury/Phonogram MERS 17 (F) C: MERSC 17
18	12	11	THE VERY BEST OF THE BEACH BOYS ● The Beach Boys (Various)	Capitol BBTV 1867193 (E) C: TC-BBTV 1867195	69	58	15	JULIO ● Julio Iglesias (Ramon Arcusa)	CBS 10038 (C) C: 40/10038
19	43	3	FLIGHTS OF FANCY Paul Leoni (Jon Miller/Nigel Mason)	Nouveau Music NML 1002 (A) C: ZC-NML 1002	70	96	8	MAKIN' MOVIES ● Dire Straits (Jimmy Iovine/Mark Knopfler)	Vertigo/Phonogram 6359034 (F) C: 7150034
20	16	6	STANDING IN THE LIGHT ● Level 42 (Larry Dunn/Verdine White)	Polydor POLD 5110 (F) C: POLDC 5110	71	76	28	THE RISE AND FALL OF ZIGGY STARDUST ● David Bowie (David Bowie/Ken Scott)	RCA International INTS 5063 (R) C: INTK 5063
21	32	4	BORN TO LOVE Peabo Bryson/Roberta Flack (Various)	Capitol EST 712284-1 (E) C: TC-EST 712284-4	72	79	22	HUNKY DORY ● David Bowie (Ken Scott)	RCA International INTS 5064 (R) C: INTK 5064
22	17	18	TOO LOW FOR ZERO ● Elton John (Chris Thomas)	Rocket/Phonogram HISP 24 (F) C: REWND 24	73	63	3	ROMOURS ● Fleetwood Mac (Fleetwood Mac/Dashut/Calliat)	Warner Brothers K 56344 (W) C: K 56344
23	NEW		STREET SOUNDS - EDITION 6 Various (Various)	Street Sounds STSND 006 (A) C: ZCSTS 006	74	56	5	BUILT TO DESTROY The Michael Schenker Group (MSG/Louis Austin)	Chrysalis CHR 1441 (F) C: ZCHR 1441
24	31	5	KISSING TO BE CLEVER ● Culture Club (Steve Levine)	Virgin V 2232 (E) C: TCV 2232	75	70	47	HELLO, I MUST BE GOING! ● Phil Collins (Phil Collins/Hugh Padgham)	Virgin V 2252 (E) C: TCV 2252
25	NEW		THE MUSIC OF RICHARD CLAYDERMAN Richard Clayderman (-)	Decca/Dolphine SKL 5333 (F) C: KSKC 5333	76	RE		MIDNIGHT AT THE LOST AND FOUND ● Meat Loaf (Tom Dowd)	C: 40/25243 Cleveland International/Epic ETC 25243
26	29	2	RITMO Judie Tzuke (Paul Muggleton/Mike Paxman)	Chrysalis CDL 1442 (F) C: ZCDL 1442	77	77	46	RICHARD CLAYDERMAN ● Richard Clayderman (De Senneville/Toussaint/Audlot)	Deiphine/Decca SKL 5329 (F) C: KSKC 5329
27	NEW		THE GOLDEN SECTION John Foxx (Zeus B Held/John Foxx)	Virgin V 2233 (E) C: TCV 2233	78	NEW		VICES Waysted (Mick Glossop)	Chrysalis CHR 1438 (F) C: ZCHR 1438
28	NEW		LIVE IN TOKYO PIL (PIL)	Virgin VGD 3508 (E) C: VGDC 3508	79	95	22	PENTHOUSE & PAVEMENT ● Heaven 17 (B.E.F.)	B.E.F./Virgin V 2208 (E) C: TCV 2208
29	26	17	BODY WISHES ● Rod Stewart (Rod Stewart/Tom Dowd)	Warner Brothers 923877-1 (W) C: K 923877-4	80	80	13	QUEEN GREATEST HITS ● Queen (Various)	EMI EMTV 30 (E) C: TC-EMTV 30
30	20	6	SUNNY AFTERNOON ● Various (Various)	Impression LPIMP 2 (IDS) C: TC-IMP 2	81	59	57	UPSTAIRS AT ERIC'S ● Yazoo (EC Radcliffe/Yazoo)	Mute STUMM 7 (I/SP) C: C:STUMM 7
31	21	4	DOPPELGANGER Kid Creole & The Coconuts (August Darnell)	Zell Island ILPS 9743 (E) C: ICT 9743	82	74	15	DURAN DURAN ● Duran Duran (Colin Thurston)	EMI EMC 3372 (E) C: TC-EMC 3372
32	28	4	THE HIT SQUAD - NIGHTCLUBBING Various (Various)	Ronco RON LP2 (B) C: CRON 2	83	100	15	SECRET MESSAGES ● ELO (Jeff Lynne)	Jet JETLX 527 (C) C: JETXC 527
33	24	11	THE LOOK ● Shalamar (Leon F Sylvers III)	Solar 960239-1 (W) C: 960239-4	84	69	5	LOVE SONGS ● Barbra Streisand (Various)	CBS 10031 (C) C: 40/10031
34	22	6	FLICK OF THE SWITCH ● AC/DC (AC/DC/Tony Platt)	Atlantic 780100-1 (W) C: 780100-4	85	65	10	COMPLETE MADNESS ● Madness (Langer/Winstanley)	Stiff HIT-TV 1 (C) C: ZHIT-TV 1
35	18	3	LIKE GANGBUSTERS JoBoxers (Alan Shacklock)	RCA BOXXLP 1 (R) C: BOXXK 1	86	87	2	LIONEL RICHIE ● Lionel Richie (Lionel Richie/James Anthony Carmichael)	Motown STMA 8037 (R) C: CSTMA 8037
36	27	16	SYNCHRONICITY ● The Police (Hugh Padgham/The Police)	A&M AMLX 63735 (C) C: CXM 63735	87	64	33	QUICK STEP & SIDE KICK ● Thompson Twins (Alex Sadkin)	Arista 204 924 (F) C: 404 924
37	15	3	WARRIORS Gary Numan (Gary Numan)	Beggars Banquet BEGA 47 (W) C: BEGC 47	88	71	26	OFF THE WALL ● Michael Jackson (Quincy Jones)	Epic EPC 83468 (C) C: 40/83468
38	37	31	WAR ● U2 (Steve Lillywhite)	Island ILPS 9733 (E) C: ICT 9733	89	47	3	# 8 J. J. Cale (Audie Ashworth/J. J. Cale)	Mercury/Phonogram MERL 22 (F) C: MERLC 22
39	NEW		LOVE CLASSICS The Royal Philharmonic Orchestra (Nick Portlock)	Nouveau Music NML 1003 (A) C: ZCNML 1003	90	72	7	CLASSIC ROCK - ROCK SYMPHONIES London Symphony Orch/Royal Choral Society (Jarratt/Reedman)	K-tel ONE 1243 (K) C: OCE 2243
40	NEW		THE TWO OF US Various (Various)	K-tel NE 1222 (K) C: CE 2222	91	NEW		IMAGES Various (Various)	K-tel ONE 1254 (K) C: OCE 2254
41	33	13	YOU AND ME BOTH ● Yazoo (E.C. Radcliffe/Yazoo)	Mute STUMM 12 (I/SP) C: C:STUMM 12	91	NEW		LAND Comsat Angels (Mike Howlett)	Jive HIP 8 (C) C: HIPC 8
42	44	247	BAT OUT OF HELL ● Meat Loaf (Todd Rundgren)	Epic/Cleveland Int. EPC 82419 (C) C: 40/82419	93	81	2	GREATEST HITS ● Olivia Newton-John (John Farrar)	EMI EMTV 36 (E) C: TC-EMTV 36
43	23	5	THE PRESENT The Moody Blues (Pip Williams)	Threshold TXS 140 (F) C: KTXC 140	94	98	2	CARMEL 6-TRACK MINI LP Carmel (Paul Abietle)	Red Flame/London RFM 9 (F) C: -
44	46	24	CARGO ● Men At Work (Peter Mclan)	Epic EPC 25372 (C) C: 40/25372	95	RE		WORKOUT ● Jane Fonda (-)	CBS 88581 (C) C: 40/88581
45	45	22	POWER CORRUPTION AND LIES New Order (New Order)	Factory FACT 75 (PIRT) C: FACTUS 12C	96	RE		FACE VALUE ● Phil Collins (Phil Collins/Hugh Padgham)	Virgin V 2185 (E) C: TCV 2185
46	34	26	FASTER THAN THE SPEED OF NIGHT ● Bonnie Tyler (Jim Steinman)	CBS 25304 (C) C: 40/25304	97	94	3	DIRE STRAITS ● Dire Straits (Muff Winwood)	Vertigo/Phonogram 9102 021 (F) C: 7231 015
47	RE		THE WILD HEART Stevie Nicks (Jimmy Iovine)	WEA International 250071-1 (W) C: 250071-4	98	RE		NEW GOLD DREAM (81, 82, 83, 84) ● Simple Minds (Peter Walsh)	Virgin V 2230 (E) C: TCV 2230
48	48	8	ALPHA ● Asia (Mike Stone)	Geffen GEF 25508 (C) C: 40/25508	99	83	3	DANCE IN THE MIDNIGHT Marc Bolan (John & Shan Bramley)	Marc On Wax MARCL 501 (IDS) C: MARCK 501
49	19	5	HEADLINE HITS Various (Various)	K-tel NE 1253 (K) C: CE 2253	100	RE		LOVE AND DANCING ● The League Unlimited Orchestra (Martin Rushent)	Virgin OVED 6 (E) C: OVEDC 6
50	30	4	BENT OUT OF SHAPE Rainbow (Roger Glover)	Polydor POLD 5116 (F) C: POLDC 5116					
51	35	10	PUNCH THE CLOCK ● Elvis Costello And The Attractions (Langer/Winstanley)	F.Beat XXLP 19 (R) C: XXC 19					

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APOLOGY

Due to printing errors in last week's issue, the soundtrack from "Flashdance" was omitted from the albums chart, and the "Staying Alive" soundtrack was shown with an incorrect position. Information should have read as follows:

54 NEW "Staying Alive"
 55 45 "Flashdance"

DISTRIBUTORS' CODE - SEE ALBUM RELEASES PAGE

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TOP US SINGLES

Table with columns: THIS WEEK, LAST WEEK, TITLE, ARTIST, LABEL. Lists top singles from 1983, including 'TOTAL ECLIPSE OF THE SUN' by Bonnie Tyler and 'MAKING LOVE OUT OF YOU' by Air Supply.

NEW SINGLES

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

- List of new singles with details: A CRAZE WEARING YOUR JUMPER/She Is So Responsive KOB 706 P/C; A CRAZE WEARING YOUR JUMPER/She Is So Responsive KOBX 706 12" P/C; ARASTRA GIVE ME THE GRIND/The Time Same SANE 1 FR1 - (0942 56347); ANDREW, Elvis JUST A LONELY MAN/Lonely Love (Country Style) Antigay ANT 035 12" P/C; ANGELIC UPSTARTS NOT JUST A NAME/Leave Me Alone/Little Lovers/White Riot Anagram 12ANA 13 12" (P); ANTONIA LA BAMB/Besame Callera CAB 117; CABL 117 12" (A); ARMSTRONG, Herbie HEAVEN ONLY KNOWS/Do You PRT 7288 P/C Bag (I); ASHAYE MICHAEL JACKSON MEDLEY/Innocent Record Shack SOHO 10; SOHO 10 12" (DSI); ASSYRIE LEAVING/Good Times Zone To Zone ZON 05 I Self - (07833) 7726; ASTAIRE BORN TO DANCE (THEME FROM THE WORLD DISCO DANCING CHAMPIONSHIP) 11st Mot Passion PASH 9; PASH 129 12" (A); BAILEY, Philip I'M WAITING FOR YOUR LOVE/Cava CBS TA3862 12" (C); BALL, Kenny & His Jazzmen I WANNA BE LIKE YOU/The Bare Necessities PRT 77 289 (A); BANDOLEIRO BANDOLEIRO/Tango Tangó I Bando Caballero Virgin VS 35-12 12" P/C Bag (E); BAND OF ANGELS featuring MIKE D'ARRO/JACCEP MY INVITATION/GENO WASHINGTON: Michael The Lover/JASON KNIGHT: Our Love Is Getting Stronger/Soul Supply JSS; JSS 12" (A); BASEBALL BOYS NEVER TOLD LIES/GIRL'S STORY (Double A) Radio RADI 02 (P); BELLE STARS, THE THE ENTERTAINER/Bea BUY 187 P/C Bag, BUY 187 12" P/C Bag (I); BIC, The MUSICA POP/Go Go! Discs POP 1 P/C Bag, BIG POP 1 12" P/C Bag (DS); BLACK LACE SUPERMAN/Teardrops In Your Eyes/Wonderlove Fluor FLAI 057 12" (P); BLACK, Pauline THREE IT AWAY/I Can See Clearly Now Chrysalis CHS 2739; CHS 12 2739 12" (F); BLACK ROSE WE GONNA ROCK YOU/I Track Max! Bullet/Neon BOLT 6 12" (P); BROADS, THE THE SING SING SING/Tonight (There Will Be Love) Epic ENA 112; ENAT 112 12" (A); BROOKES, Jacqui LOST WITHOUT YOUR LOVE/Epic MCA 838 P/C Bag (I); BROOKES, Jacqui LOST WITHOUT YOUR LOVE/EMI MCA MCAT 836 12" P/C Bag (I); CARAMBA FEDORA I'll BE YOUR DAWG/Ralph & Ralph Billee BILL 101 P/C Bag (DSI); CARE MY FLAMING SWORN/Arista KBIRD 2 P/C Bag, KBIRD 122 12" P/C Bag (F); CASHMERE LET THE MUSIC TURN YOU ON/Time Feelings Philly World PWS 114; PWSL 114 12" (A); CHIL FACTOR SHOUT THE EXOTIC/Burning Desires Philly World PWS 115; PWSL 115 12" (A); CLUBSOUND THE WAY OLD FRIENDS DO/The Mad Fighter Emerald CHEW 84 (S); COMSAT ANGELS, THE THE ISLAND HEART/Scissors And Stone Jive JIVE 51; JIVET 51 12" (P); CONFLICT THE SERENADE IS DEAD EP MORTAR HATE MORT 1 (DS); CYMONNE, Andre MAKE ME WANNA DANCE (The) CBS A3818 12" P/C Bag (I); DEE, Kiki THE LOSER GETS TO WIN/Want Your Love To Shine EMI 5425 P/C Bag (E); DIVINE LOVE REACTION/Insti Design Communications DES 4; DEST 4 12" (DS); EASTBOUND EXPRESSWAY PRIMITIVE DESIRE/Insti Record Shack SOHOT 9 12" (DSI); EDDIE & SUNSHINE THERE'S SOMEBODY FOLLOWING ME/Chicago Survival SUR 018 P/C Bag, SUR 12018 12" P/C Bag (P); ELLIS, Alton And Ranking Treby BABY I LOVE YOU/Make Me Happy Treasure Isle TRE 009 12" only (US); FROSTID, Joe LADY LADY/LADY'S COSE MIXIN' Co-Hit/Close Shave London LONX 34 12" P/C Bag (F); CARLOWE, Chris LIVING AINT EASY WITHOUT YOU/Don't Talk To Me Tanus BN 451 (DS); FLURTATIONS, THE THE EARTHQUAKE/Insti Slam IAN 101; IANT 101 12" (A); FRIENDS AGAIN STATE OF AR/Arba Mercury/Phonogram MOON 312 P/C Bag (F); GAP BAND, THE I'M READY IF YOU'RE READY/Party Train Total Expression/Phonogram TE 4 P/C Bag, TEX 4 12" P/C Bag (P); GO BETWEEN MAN O'SAND TO GIRL O'SEA/This Girl, Black Girl Rough Trade RT 114 P/C Bag (R); GODDEN, Lee WEVE GOT TO STOP MEETING LIKE THIS/Natural Rhythm Monarch MON 049 (A); GREAT DIVIDE, THE THE WHISPERS IN HEAVEN/Sweat Ensign/Island ENY 504 P/C Bag (E); GREAT DIVIDE, THE THE WHISPERS IN HEAVEN/Sweat Who Broke The Love Bank Ensign/Island 12ENY 504 12" P/C Bag (E); HAIG, Paul JUSTICE On This Night Of Decision Deppesule/Island ILS 138 P/C Bag (E); HAIG, Paul JUSTICE On This Night Of Decision Deppesule/Island 12IS 138 12" P/C Bag (E); HAINES GANG, THE SO HOT/Close Shave London LON 34 P/C Bag (F); HAINES GANG, THE SO HOT (RADIO'S COSE MIXIN' Co-Hit/Close Shave London LONX 34 12" P/C Bag (F)); HAMILI, Claire IN THE PALM OF MY HAND/Jump Code CDS 2 (W); HAMILI, Claire JUMP I CLUB MIX/In The Palm Of My Hand Code CDS 21 (W); HART, Tim And Friends WHAT SHALL WE DO WITH A DRUNKEN SAILOR/Froggy's Courtin' Music For Pleasure FP 910 (MFPI); HAWKEYE, Andrew ... AND THIS IS Track EP Solar Sound SDS 0021 12" (P); HEY ELASTICA PARTY GAMES/Elastic Chant No 2 Virgin VS 599 P/C Bag (E); HEYWOOD, Colin SAFETY IN NUMBERS/Love Slipped Through My Fingers Monarch MON 048 (A); HIGSONS, THE THE PUSH OUT THE BOAT/Ha Waap WAAP 4 (DS); HOLLIDAY, Jennifer SHINE A LIGHT/Heart Strings Geffen A3867 (C); HUNTER, Ian SOMETHIN'S GOIN' ON/All Of The Good Ones Are Taken CBS A3855 (C); JANKEL, Chas I CAN GET OVER IT/I To You Lady Kong A&M AM 143 P/C Bag (I); JAZZ BUTCHER, THE SOUTHERN MARK SMITH/Ha Glass GLASS 027 (P); JOHANSEN, Glenn KILLER ON THE RAMPAGE/Ha Silvertones STS 5; STS 5 12" (DSI); JOHANSEN, Glenn KILLER ON THE RAMPAGE/With The Peppermint Hot/Burning Around In Circles Triovi 3 P/C Bag, TVT 3 12" P/C Bag (DSI); JOHN, Adam KISS THE BRIDE/Dreamboat Rocket/Phonogram EJS 2 P/C Bag, EJS 212 12" P/C Bag (F); JOHN, Adam KISS THE BRIDE/Dreamboat in double pack with EGO/Song For Guy Rocket/Phonogram EJS 222 P/C Bag (F); JOSEPH, David DEAR STAR/Megastar Island IS 128 P/C Bag, 12IS 128 12" P/C Bag (E); JUPITER RED THE SECRET AFFAIR/Camera Shy/My Disease Arrival PIK 12 P/C Bag (P); KATU HIT THE FLOOR/Heart Sender Special/Ha Floor (Insti) Intersc/Island 12IN 9 12" only (E); KAZ YOU TAKE MY BREATH AWAY/Cold Eyes Passion PASH 10; PASH 12 10 12" (A); KENNEDY, Jackie UNDER MY SPELL/Insti/Acapella Mix Stride Line STRIP 121 12" (P); KLIOUPE STOP DOGGING ME AROUND/HONEY (Double A) MCA 843 P/C Bag (C); KLIOUPE STOP DOGGING ME AROUND/HONEY/Try It Out MCA MCAT 843 12" P/C Bag (C); KNIGHT, Gary CRY W/D/Thinking Of You Musical Characters BTN 110 (S); LEAK, Andie SOUL DARLING/Neurotic World Fascination FAS 601 P/C Bag, FAX 601 12" P/C Bag (I); MCKENZIE, Candy REMIND ME/Different Style Intense INTS 010; INT 010 12" (A); ME TO, THE STRANGER TO THE SEASON/Mr. Combs/Arba 8 May (W) 7 5P.; MOODY BLUES, THE THE SITTING AT THE WHEEL/Sorry Threshold TH 31 P/C Bag (I); MOODY BLUES, THE THE SITTING AT THE WHEEL/Genius' Dream/Sorry Threshold THX 31 12" P/C Bag (F); MUSICAL YOUTH 007/Do You Want My Love MCA YOU 6 P/C Bag, YOUT 6 12" P/C Bag (I); NEW EDITION IS THIS THE END/She Givus Me A Bang (Double A) London LON 35 P/C Bag, LONX 35 12" P/C Bag (F); NUTWOOD PALS RUPERT/Taking A Chance Rose RRS 1 (DSI); NYJO WHY DON'T THEY WRITE SONGS LIKE THIS ANYMORE/Don't Go To Her SRT NYJO SRIS 1 NYJ (A); OLDFIELD, Sally PATH WITH A HEART/Never Knew Love Could Get So Strong Bronze BRO 172 P/C Bag (F); OLDFIELD, Sally PATH WITH A HEART/Never Knew Love Could Get So Strong/For All Time Bronze BROX 172 12" P/C Bag (F); ONE WAY SYSTEM THIS IS THE AGE/Into The Fires Anagram ANA 14 (P); PALMER DOG DON'T SMOKE THE SEED/Version/Hirbounn JJ 141 10" only (US); PASSIONATE FRIENDS PASSIONATE FRIENDS/Make Up, Shake Up MCA 842 P/C Bag, MCAT 842 12" P/C Bag (I); PASTELS, THE THE WUNDER WHIS/Supposed To Understand Rough Trade RT 114 P/C Bag (R); PLAY DEAD SHINE/Promise Situation 2 SIT 28 (P); PLAY DEAD SHINE/Promise Situation 2 SIT 28T (P); PLAYGROUP GOING OVERDRAWN/Ferry Winks Cherry Red 12CHERRY 71 12" (P); PLOD THE LAUGHING POLICEMAN/Do Pee Do Pee Do A Music For Pleasure FP 909 (MFPI); PREFAB SPROUT THE DEVIL HAS ALL THE BEST TUNES/Walk On Kitchenware SK7 P/C Bag (H); PRIMARY, THE THE RADIO SILENCE/Responding Goldfish 002 I Self - (0703) 789325; PROUD LOVE MIDAS TOUCH/Slay A While KPP 101 (A); RADIO RADIO CALLING/Signed With A Star/Bears Radio RADI 01 (P); RAVEN, Marsha CATCH ME IF I'M FALLING IN LOVE (Insti Mot) Passion PASH 7; PASH 127 12" (A); RAVENSCROFT, Raf MAXINE/The Two Of Us Solid STOP 007 P/C Bag, STOPT 007 12" P/C Bag (DSI); REDD, Sharon LOVE HOW YOU FEEL/Insti Prelude A3868; TA3868 (C); REVILLOS, THE THE BITTEN BY A LOVE BUG/Cat Cal EMI RVL 1 P/C Bag, 12RVL 1 12" P/C Bag (E); RILEY, Marc JUMPER GLOW/VolIn In Tape II 002 P/C Bag (H); ROOTS REBEL GIVE THANKS/Rock Down The Blues Off Beat OB 1 12" only (US); ROYCE, Diana UPFRONT/Love O' Landness/Capitol CI 206 P/C Bag, 12CL 206 12" P/C Bag (E); ROYSTON LONG DISTANCE LOVE/Lesson 1 VM VMS 002 (DS); SCREEN 3 CITY OF SOULS/Red Dust Epic A3833 P/C Bag (I); SEX GANG CHILDREN MAURITIA MAYER/Ha Clay CLAY 27 (P); SKAGGS, Ricky HEART BROKE/Don't Think I'm Cry Epic A3791 (C); SKEPTIX PEACE FORCE EP - SCARRED FOR LIFE/Born To Lose/Peace Force Zenon SKEP 002 (P); SPK METAL DANCE/Will To Power Desire WANT 1; WANTX 1 12" (DS); STANFIELD, Lisa I GOT A FEELING/Red Lights Polydor POSP 651 (F); STANGER & NELSON I'M DOING FINE NOW/Love Slipping Around Excaliber EXC 536 (A); STEVENS, Shakira CRY JUST A LITTLE/Love Me Tonight Epic A3774 P/C Bag (I); STOCKTONS WING IN OUR WORLD/Sally Lennox/Masons Apron Revolving REV 001 (S); SUGAR HILL GANG, THE THE KICK IT LIVE FROM R - TILL SINCE/Sugar Hill SHL 129 12" only (US); SUTHERLAND, Ian DUBA DUBA/BELLY BUDDY HOLLY/Dynamo Avatar AVAT 8 (C); TANZCHAU SOMEBODY ON MY STARSHIP/This Garden Test Dance Recordings OG 23 (H); TEMPTATIONS FOUR TOPS MEXLEY OF HIS/Raga Was A Reelin' Stone Motown TMG 132 P/C Bag, TMGT 132 12" P/C Bag (R); THREE JOHNS A W/O L/Booster Blues Abstract 12ABS 019 12" (P); TIED LOGS THE BLUEBEL POLKA/The Cat On The Mxer Musical Characters BTN 111 (SP); TIK AND TOK COOL RUNNING (ORIGINAL) TET MIX/Video Bodies Survival SURP 016 7" P/C Disc (P); TRESPASS BRIGHT LIGHTS/The Duo/Man And Machine Trial CASE 3 EP P/C Bag (P); UB40 PLEASE DON'T MAKE ME CRY/UB40 Featurin' Nya and Natty: SUFFERIN' DEP International DEP 8 (E); VENDETTA SO DO I/One Step At A Time Plaza PLAZA 6 (S); VERITY STAY WITH ME BABY/Fallin' PRT LB 1 P/C Bag (A); VERITY STAY WITH ME BABY/Fallin'/You Got Soul PRT 12LB 1 12" P/C Bag (A); WARWICK, Dionne HOW MANY TIMES CAN I GET YOU PRT 12LB 1 12" P/C Bag (I); WAS (NOT WAS) SMILE/Jazzin' Blow In From Poms Geffen A3835 P/C Bag (I); WATERBOYS, THE THE DECEMBER/Where Are You When I Need You? Epic ENY 506 P/C Bag (E); WATERBOYS, THE THE DECEMBER/Where Are You When I Need You? Epic ENY 506 12" P/C Bag (E); WATSON, Johnny 'Guitar' GANGSTER OF LOVE/I Need DJM DJS 4 (F); WATSON, Johnny 'Guitar' GANGSTER OF LOVE/I A REAL MOTHER FOR YAI Need/Isn't That A Bitch DJM DJR 4 12" (F); WHITE, Chalky & The Shamrassas ONE SHOT/The Israelis Solar Sound SDS 0018 (P); WRATHCHILD DO YOU WANT MY LOVE/Insti Of The Knife Bullet/Neon BOL 5; BOLT 5 12", PBOL 5 P/C Disc (P); X COLLECTOR TELEVISION SET/Christine Solar Sound SDS 0027 (P); YELLO (DST) AGAIN/Booze For All/Shiff BUY 191 P/C Bag also in double pack with LET ME CRY/She's Got A Gun SHIFF 009 191 (C); YELLO (DST) AGAIN/BOOSE FOR ALL/NO More Words/Pumping Velvet SUFF BUYVIT 191 12" P/C Bag (C); ZINGA EVERYBODY'S WAITING/We Heard It All Before Dakota DAK 14 P/C Bag (A); ZU ZU SHARKS LOVE TUMBLES DOWN (Insti Version)/Single Version/When The Hammer Falls EMI 12ZUZU 1 12" P/C Bag (E); ZU ZU SHARKS LOVE TUMBLES DOWN/When The Hammer Falls EMI ZUZU 1 P/C Bag (E)

Table with columns: Artist, Title, Label, Code (M, S, R, E, B, A, W, P, N, M, H, C, L, K, J, V, G, X, T). Lists artists like Make Me Wanna Dance, Maurice Meyer, Metal Dance, etc.



SINGLES ARTISTS this week include The Belle Stars, Claire Hamill and Bauhaus.

Boxed text containing promotional information: 'Total Releases 123', 'October 14, 1983', 'Distributor codes: see album releases page', 'Hotline number for new release details: 01-379 6527', 'Deadline 11am', 'Wednesday of week prior to publication'.

* Bullets are awarded to those products demonstrating the greatest airplay and sales gains. Chart Courtesy Billboard, for w/e October 8, 1983

FRIDAY 28th OCTOBER
THE MUSIC INDUSTRY EVENT OF
THE YEAR! (no not the Awards)
THE MUSIC WEEK SQUASH
KNOCK-OUT CONTEST

Calling all Squash players, once your doctor has given you the OK make sure you enter Music Week's very first SQUASH KNOCK-OUT CONTEST. This spectacular event will take place in the elegant surroundings (are we selling this enough?) of The Body Centre, 81 Belsize Park Gardens, NW3, starting 7.00pm.

HOW TO ENTER

All interested players must contact either James Fleming, BBC Records, on 927 5735 or Angela Fieldhouse at Music Week, 836 1522 by 21st October.

The Music Week Knock-Out Contest is open to everyone in the music business. However, in the case of over-subscription, priority will be given to regular Music Week Squash Ladder players. See below for the latest line up. N.B. Each player will be given a handicap according to his ability, so anyone could win! Non-players are welcome to cheer along their more athletic colleagues. Remember if the games get boring, there's always the bar!

SQUASH LADDER

We'll be up-dating the Squash Ladder in the weeks leading up to the Knock-Out Contest. The same rules apply as always and you may challenge up to 4 places above you, arrange your game privately and contact James Fleming, BBC Records, 927 5735 with your results. New players are invited to challenge those on the list who they feel would match their standard of play.

SQUASH LADDER TOP 25

NAMES	COMPANY	TEL NO	NAMES	COMPANY	TEL NO
1 ROBERT LEMON	LEMNO AID	785 0420	14 MARK EYE	COCTEAU RECORDS	399 6413
2 MIKE EDWARDS	CAMP/EMI	07535 591171	15 PAUL KUNDER	COMPACT RECORDS	444 9598
3 CHRIS COOKE	H GOLDSMITH	409 1984	16 SID REZA	DLD GOLD	980 0155
4 JAMES FLEMING	BBC RECORDS	927 5735	17 BOB ENGLAND	TOWERBELL	784 6702
5 NIGEL WASON	NOVUE RECORDS	567 9710	18 MARK ISAACS	OUR PRICE	937 0555
6 KEITH YERSON	DLD GOLD	969 0155	19 JOHN HALL	ROCKET	937 3815
7 MICK PORTLOCK	WALL STREET MUSIC	673 4411	20 JUDITH WILLIAMS	PIP RECORDS	455 4707
8 SIMON DRAPER	VRGIN	727 8070	21 EDDIE LEVY	HEATH LEVY	439 7731
9 STEWART TAYLOR	TAYLORMADE	439 7655	22 ALAN BAKER	PORTOPI	499 8881
10 JEREMY LASCHELLES	VRGIN	727 8070	23 DAVE STYMONDSON	FUSION MERCHANDISING	870 0185
11 ADRIAN BURVITZ	RAK	784 0742	24 TONY HARDING	STABLENO LTD	947 4767
12 NICK FLEMING	MAGNET RECORDS	468 8151	25 STEPHEN SPIRD	SINISTER	493 8366
13 PAUL DEELEY	SOVEREIGN INT'L	751 3121			

INDIE LABELS



ILLUMINATED'S DORMANNU: "radical pop with a dancefloor element".

Expansion plans for Illuminated

ONE INDIE which probably never said "small is beautiful" is Illuminated Records, a London-based label with big ideas.

With a roster of artists including Poison Girls, 23 Skidoo, Dormannu and Data (fronted by ex-Sailor mastermind George Kajanus), the label is now hoping to expand into other territories.

"We want to offer bands the whole thing," says Illuminated's Angus Robertson. "We can do as good a job as the majors — without offering huge advances. We're prepared to use good producers, publicists and pluggers to help."

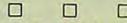
Illuminated also offers bands the option of using a 24-track studio in Welshpool in which it has a stake. Here, claims Robertson, bands can enjoy London facilities while paying considerably less for the privilege. Management and publishing are also areas in which Illuminated intends to explore.

Of the artists at Illuminated, Robertson has particularly high hopes for Dormannu, whom he describes as "radical pop with a dancefloor element", while Data are receiving a lot of attention in Europe and Posion Girls enjoy, largely thanks to Vi Subversa, an ever-generous press.

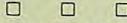
● Illuminated can be contacted at 452 Fulham Road, London SW6.

Emerson to tour

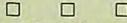
TYNESIDE QUINTET Emerson have a 30-date club and college tour lined up to coincide with their first Neat Records single, Something Special/Stars In Hollywood released in early November.



ROMFORD PROGRESSIVE band Tamarisk release a four-track cassette, Lost Properties, on the indie LTC label, available direct from 3b Hacton House, Hacton Lane, Upminster, Essex. The tape is to be released on vinyl, and the band have a five-week club and college tour lined up for promotion.



LIASON HAVE a cassette, Looking After Number One, on their own Liason label this week, available from 6 Kentford Way, Northolt, Middlesex.



ALAN CAMPION, former head of Rondelet and Expulsion Records, has joined former colleague Kevin Nixon at Powerstation Records (MW, October 1) in York. Nixon recently merged Powerstation with Song Management in York, and both he and Campion will be looking after the label and recording studio. Song Management directors John Gray and Barry Stainthorp will take charge of all marketing and overseas business.

News in brief...

AND now, DHCB

GLASGOW BAND DHCB have released a single on their self-financed label, AND Records. The band, which started five years ago, played gigs in Scotland before moving to London.

The four take their name from the initials of their surnames — Andy Dalglish, Andy Cunningham, Dave Collins and Bunsen. Their single, This Time, written by Collins, has already been picking up regional and Radio London airplay.

● AND Records, c/o Rik Dalglish, tel: 01-486 6734; via Stage One.

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Magical songs by classic artists



IT TAKES TWO

28 Songs Of Love for Two



IT TAKES TWO
Album STD 7
Cassette STDK 7

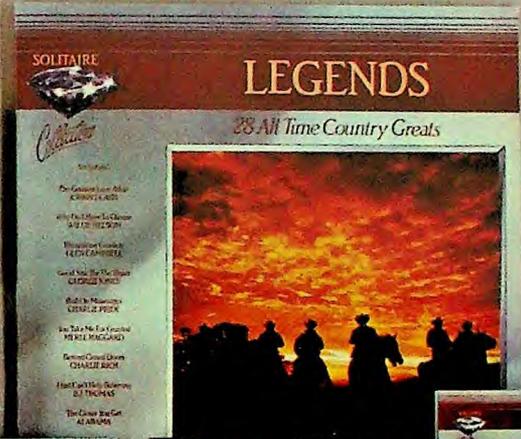


IN TOUCH

28 Messages of Love



IN TOUCH
Album STD 9
Cassette STDK 9

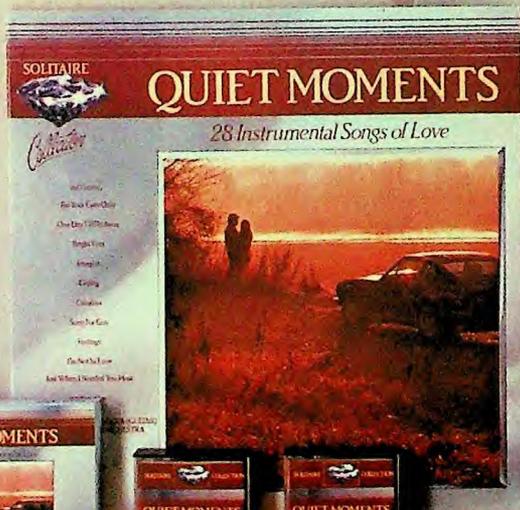


LEGENDS

28 All Time Country Greats



LEGENDS
Album STD 8
Cassette STDK 8

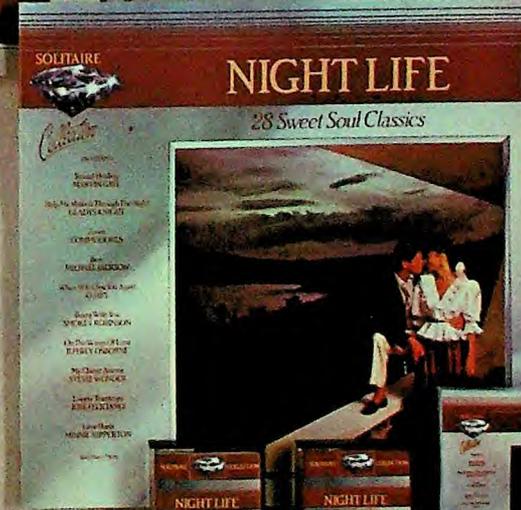


QUIET MOMENTS

28 Instrumental Songs of Love



QUIET MOMENTS
Album STD 10
Cassette STDK 10



NIGHT LIFE

28 Sweet Soul Classics



NIGHT LIFE
Album STD 11
Cassette STDK 11

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JACKIE KENNEDY

STRIPE 121 Order Now on 0689 73144



MUSIC WEEK

TOP SINGLES

DISCO & DANCE

TOP ALBUMS

THIS WEEK
LAST WEEK
WEEKS ON CHART

7" (12") number (Dist.)

- 1 1 7 TONIGHT I CELEBRATE MY LOVE
Peabo Bryson/Roberta Flack Capitol (12)CL 302 (E)
- 2 3 5 GO DEH YAKA (Go To The Top)
Monyaka Polydor POSPIX) 641 (F)
- 3 2 4 DOLCE VITA
Ryan Paris Carrere CAR(T) 289 (R)
- 4 11 8 BODY WORK
Hot Streak Polydor POSPIX) 642 (F)
- 5 5 9 WHAT I GOT IS WHAT YOU NEED
Unique Prelude (T)A3707 (C)
- 6 12 3 CHEAP THRILLS
Planet Patrol 21 Records/Polydor POSP (X) 639 (F)
- 7 21 2 POP GOES MY LOVE
Freeez Beggars Banquet BEG 98(T) (W)
- 8 4 6 JAM ON REVENGE (The Wikki-Wikki-Song)
Newcleus Bucket BKS(L) 8 (A)
- 9 9 5 SUPERSTAR
Lydia Murdock Korova KOW 30 (T) (W)
- 10 7 6 A TIME LIKE THIS
Haywoode CBS (T)A3651 (C)
- 11 6 10 THE SUN GOES DOWN (LIVING IT UP)
Level 42 Polydor POSPIX) 622 (F)
- 12 8 7 JUST IN TIME
Raw Silk West End/Arista WEND (12)I (F)
- 13 NEW ROCKIN' RADIO
Tom Browne Arista ARIST (12)545 (F)
- 14 22 2 UNCONDITIONAL LOVE
Donna Summer Mercury/Phonogram DONNA 2(12) (F)
- 15 15 3 ONE LOVER (DON'T STOP THE SHOW)
Forrest CBS (T)A3734 (C)
- 16 NEW IN YOUR EYES
George Benson Warner Brothers W 984(T) (W)
- 17 10 5 THERE'S SOMETHING WRONG IN PARADISE
Kid Creole & The Coconuts Island (12)IS 130 (E)
- 18 NEW (HEY YOU) THE ROCKSTEADY CREW
The Rocksteady Crew Charisma/Virgin RSC 1(12) (E)
- 19 13 13 ROCKIT
Herbie Hancock CBS (T)A3577 (C)
- 20 14 4 SHOW ME THE WAY
New York Skyy Epic (T)A3691 (C)
- 21 18 4 STREET JUSTICE
The Rake Streetwave WAVE(L) 8 (A)
- 22 16 2 DOG TALK
K-9 Corp featuring Pretty C Capitol (12)CL 307 (E)
- 23 RE BREAK DANCIN' - ELECTRIC BOOGIE
West Street Mob Sugarhill SH(L) 128 (A)
- 24 20 7 ONE MIND TWO HEARTS
Paradise Priority PIX) 1 (A)
- 25 36 2 BOOGIE DOWN
Al Jarreau WEA U 9814(T) (W)

THIS WEEK
LAST WEEK
WEEKS ON CHART

- 26 RE I THINK I WANT TO DANCE WITH YOU
Rumple-Stilts-Skin Montaga/Polydor POSPIX) 649 (F)
- 27 NEW LADIES CHOICE
Stone City Band Gord-y TMG(T) 1316 (R)
- 28 23 12 WATCHING YOU, WATCHING ME
David Grant Chrysalis GRAN(X) 2 (F)
- 29 30 7 DON'T YOU GET SO MAD
Jeffrey Osborne A&M AM(X) 140 (C)
- 30 34 2 HIP HOP, BE BOP (DON'T STOP)
Man Parrish Polydor POSPIX) 575 (F)
- 31 NEW ROCK THE WORLD!!!
Crown Heights Affair De-Lite/Phonogram DE(X) 13 (F)
- 32 25 10 CLUB TROPICANA
Wham! Inner Vision (T) A3613 (C)
- 33 NEW NIGHTLINE
Randy Crawford Warner Brothers W 9530(T) (W)
- 34 24 11 GIVE IT UP
KC & The Sunshine Band Epic (T)A3017 (C)
- 35 17 3 FREAK-A-ZOID
Midnight Star Solar E 9798(T) (W)
- 36 27 13 THE CROWN
Gary Byrd & The G.B. Experience Motown TMGT 1312 (R)
- 37 50 2 1 2 3 BREAK
B Boys Vintertainment VT 1001 (Import)
- 38 NEW DO YOU WANT ME
El Chicano CBS (T)A3722 (C)
- 39 26 2 I WANT YOU ALL
Curtis Hairston Pretty Pearl PP 510 (Import)
- 40 28 6 RAY-GUN-OMICS
Project Future Capitol (12)CL 305 (E)
- 41 47 4 RETURN OF CAPTAIN ROCK
Captain Rock NIA N 11236 (Import)
- 42 48 2 (YOU SAID) YOU'D GIMME SOME MORE
KC And The Sunshine Band Epic AI(12)2760 (C)
- 43 46 6 MIDNIGHT LADY
Breeze Breeze BRZ 1 (A)
- 44 39 2 YOU MAKE ME FEEL
UK Players RCA(T) 347 (R)
- 45 29 5 BAND OF GOLD
Sylvester London LON(X) 33 (F)
- 46 32 17 I.O.U.
Freeez Beggars Banquet BEG 96(T) (W)
- 47 31 5 IF YOU COULD SEE ME NOW
Shakatak Polydor POSPIX) 635 (F)
- 48 NEW KISSING WITH CONFIDENCE
Will Powers Island (12)IS 134 (E)
- 49 36 3 SMOOTH
Edwin Starr Calibre CAB (L) 114 (A)
- 50 37 4 I'M A PAC-MAN
Pac-Man Enjoy EN 1163 (Import)

- 1 1 33 THRILLER
Michael Jackson Epic EPC 85930 (C)
- 2 NEW DANCE MIX - DANCE HITS VOL 11
Various Epic DM 2 (C)
- 3 4 9 18 GREATEST HITS
Michael Jackson Plus The Jackson 5 Telstar STAR 2232 (R)
- 4 6 8 BORN TO LOVE
Peabo Bryson & Roberta Flack Capitol EST 7122841 (E)
- 5 2 5 STANDING IN THE LIGHT
Level 42 Polydor POLD 5110 (F)
- 6 5 6 FUTURE SHOCK
Herbie Hancock CBS 25540 (C)
- 7 9 16 IN YOUR EYES
George Benson Warner Brothers K 9237441 (W)
- 8 3 13 FANTASTIC
Wham! Inner Vision (L) V 25328 (C)
- 9 8 8 STREET SOUNDS - EDITION 5
Various Street Sounds STSND 005 (A)
- 10 11 2 DOPPELGANGER
Kid Creole & The Coconuts Zef/Island ILPS 9743 (E)
- 11 10 3 KISS FM MASTERMIXES VOL 11
Various Prelude PRL 19104 (Import)
- 12 16 3 LIVE-STOMPIN' AT THE SAVOY
Rufus and Chaka Khan Warner Brothers 9238791 (Import)
- 13 7 10 THE LOOK
Shalamar Solar 960239-1 (W)
- 14 13 5 COME WITH CLUB (CLUB TRACKS VOL 2)
Various Club/Phonogram CLUB 2 (F)
- 15 19 5 COLD BLOODED
Rick James Gord-y STMA 8038 (R)
- 16 NEW TRY IT OUT
Klique MCA 5442 (Import)
- 17 21 4 CONTINUATION
Phillip Bailey CBS 25550 (C)
- 18 12 16 NIGHT DUBBING
Imagination R&B RBDUB 1 (A)
- 19 18 5 LET ME BE YOURS
Lillo Capitol EST 7122901 (E)
- 20 NEW BAD ENUFF
Slave Atlantic 790118-1 (W)
- 21 15 22 TWICE AS KOOL
Kool & The Gang De-Lite/Phonogram PROLP 2 (F)
- 22 NEW JARREAU
Al Jarreau WEA International U 0070 (W)
- 23 20 8 ON THE RISE
The S.O.S. Band Tabu TBU 25476 (C)
- 24 17 2 HIGH RISE
Asford & Simpson Capitol EST 7122821 (E)
- 25 25 11 FOREVER BY YOUR SIDE
The Manhattans CBS 25353 (C)

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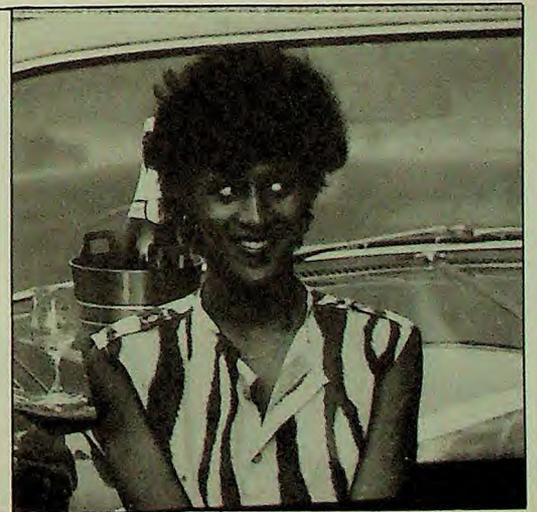
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A Survival instinct

ONE OF the independent labels strongly tipped for even bigger success during the next year is Survival Records. The label debuted only two years ago but has rapidly built up a strong reputation with releases by Faith Global, Richard Bone, Tik & Tok, Eddie & Sunshine and others.

Launched in 1981 by David Rome, Anne-Marie Heighway and Paul Edgley, the first release was a single, Subliminal, by Drinking Electricity — alias Rome and Heighway. "It cost us just £800," Rome recalls. "I played all the instruments and Anne-Marie did the vocals — we did the recording in our four-track studio, and it took two and a half months! The single sold 3,500 copies so we got our money back."

Rome admits they were all naive about the workings of the music business in those days. "Our policy was basically to work with musicians and get the best results, rather than dictate to them what they should do. Because we were musicians ourselves, we understood a lot of their aspirations and problems. But we were very naive, and had to learn quickly about such aspects as sales and promotion!"

Rome, who now looks after media promotion, Heighway (responsible for the business side) and Edgley (graphics and photographic work) were joined by Tessa Rome, who

promotes to Radio One and the regional stations, and John McRobbie, previously distribution manager with Pinnacle who now takes care of marketing and sales promotion.

The label's earliest releases included singles by The Limit and Analysis. In February last year Richard Bone's Digital Days single was released,

credibility has grown rapidly. In June 1982 the label released Faith Global's Earth Report, followed by an album The Same Mistakes (SURLP 3). Tik & Tok were also signed in August last year and, with their Summer In The City single, proved a sound investment — the label's biggest-selling record to date.

Eddie & Sunshine's singles

charts — that is the actual battleground. All our acts have crossover appeal, and the potential to be big-selling singles and album acts. We're looking towards Top 30 success. We're proud to be independent but it is a chart market nowadays, and we have to compete on those terms."

Certainly the future is looking good for the label. Eddie & Sunshine — who have a new single, There's Someone Following Me — are due for an appearance on BBC TV's Riverside show, and will be doing more Living TV dates at Raymond's Revue Bar in the West End (their summer gigs there attracted rave reviews, including the front page of NME). They also have a 20-date college and club tour schedule.

Tik & Tok who have released a current single, Cool Running, and have a new Thirteen At Midnight single out in October are supporting Gary Numan on his current tour.

The label is also planning a Survival Dance Report album, featuring eight dance mixes from the Survival catalogue, which will retail for £2.99.

Rome also has high hopes for Jeanette, a singer he describes as having "a phenomenal voice". "We placed an ad in Melody Maker and had 90 replies, from which we made three signings: Faith Global, Play and Jeanette — who, in the US, has been compared with Yazoo's Alf."



THEY'VE SURVIVED two years as an indie label — the Survival Records team, left to right: Paul Edgley, Tessa Rome, John McRobbie, Anne-Marie Heighway and David Rome.

which focused more media attention on Survival's activities. "A New York fanzine sent us a couple of his records, and we decided to get involved," Rome said. "We followed up with The Beat Is Alive, and an album, The Joy Of Radiation, which I co-produced with Bone in New York and which has also been released in Spain and Australia."

Since then, Survival's

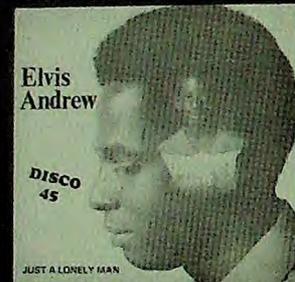
All I See Is You and Perfect Strangers LP, Jeanette's In The Morning, plus Thirteen At Midnight's Climb Down, have all helped lay sound foundations for a major indie label.

Although proud of Survival's success, and the fact that it has been achieved with such a small team, Rome points out: "I think indie labels who want to compete with the majors must compete in the major

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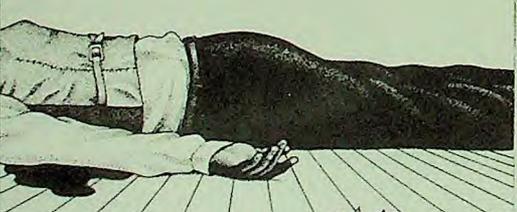
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Carcrash proper

CRAMMED DISCS has released the "first recording proper" by The Carcrash International who contributed the title track to the recent album compilation, The Whip. The 12-inch only single features a completely new recording of The Whip, backed by Ghostman and TV Schock Theatre — special guests on the record are Pip Knap who played with Sex Gang Children at their recent Marquee gig, and Matt Best, former Urban Dogs drummer.

DESCRIBED AS "one of the leading proponents of new age music", Popul Vuh have their first official album for two years released by Uniton Records this month. Agape-Agape (Love-Love) was recorded last year in Munich, the home town of the band's leader, Florian Fricke. Uniton Records, 75 Brixton Hill, London SW2, tel: 01-671 3174.

OLYMPIC SMILES, whose debut single I Talk To My Car was released on October 1, are the first signing to the Slipped Discs label, based at The Showroom, 307-309 Goldhawk Road, London W12 01-748 1319. SD's Henry Wood said: "We're eager to hear any demos from any unsigned aspiring artists."

DAVE BARKER'S Glass Records label has released a new In Embrace single, The Living Daylights, which features two tracks, Blue Beach and Make, on the B-side. Distribution is by Pinnacle; the second In Embrace album is scheduled for October 14.

News in brief...

PETER AND THE TEST TUBE BABIES

THE JINX

NEW SINGLE ears 2



GREENSLEEVES NEW RELEASES

NEW ALBUMS

WAILING SOULS ON THE ROCKS (GREL 59)
Current disco 45 "Water Pumpee" (GRED 125)

EKK-A-MOUSE
THE MOUSE AND THE MAN (GREL 56)
Also available on cassette (GREEN 56)

JOHN HOLT
POLICE IN HELICOPTER (GREL 58)
Title track available on disco 45 (GRED 120)

GREENSLEEVES VALUE FOR MONEY DOUBLE-SIDED DISCO 45's

Clint Eastwood & General Saint Rock With Me (7") (OINK 5) — Out now!
Rock With Me/True Vegetarian (12" Version) (12 OINK 5) — Out Now!
John Holt Private Doctor/Peeping Tom (GRED 127) — Coming Soon!
Eek-A-Mouse Anarexol/Teacher (GRED 129) — Out Now!
Eek-A-Mouse Wa-Do-Dem/Noah's Ark (Mouse 1) (7" Re-release)
Hugh Griffiths/Anthony Johnson Sexy Lady/Now I Know (GRED 128) Out Now!
Don Carlos Come In/Special Request (GRED 124) — Out Now!
Triston Palma/Barry Brown
No Shot No Fire/Jukes And Watch (GRED 126)

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MUSIC WEEK

TOP SINGLES

INDIES

TOP ALBUMS

THIS WEEK
LAST WEEK
WEEKS ON CHART

1	4	30	BLUE MONDAY	Factory FAC 73 (I/P)
2	1	6	CONFUSION	Factory FAC 93 (I/P)
3	NEW		LOVE IN ITSELF 2	Mute 7BONG 4 (I/SP)
4	3	2	REBEL RUN	Safari SAFE 56 (SP)
5	6	3	SONG TO THE SIREN	4AD AD 310 (I/P)
6	13	2	KICKER CONSPIRACY	Rough Trade RT 143 (I)
7	15	2	6-TRACK EP	4AD BAD 312 (I/P)
8	2	12	EVERYTHING COUNTS	Mute 7BONG 4 (I/SP)
9	5	3	INCUBUS SUCCUBUS	4AD 311 (I/P)
10	31	2	SUPERMAN (GIOCA JOUER)	Flair FLA 105 (P)
11	11	10	TREES AND FLOWERS	Strawberry Switchblade 92 Happy Customers HAP 001 (I/RT)
12	8	8	TO A NATION OF ANIMAL LOVERS	Conflict Corpus Christi CHRIST ITS 4 (I)
13	17	13	LOVE WILL TEAR US APART	Joy Division Factory FAC 23 (I/P)
14	9	10	GOOD TECHNOLOGY	Red Guitars Self Drive SD 006 (I)
15	26	21	NOBODY'S DIARY	Yazoo Mute YAZ 009 (I/SP)
16	12	6	THE CRUSHER	Bananamen Big Beat NS 88 (P)
17	7	14	REPTILE HOUSE	Sisters Of Mercy Merciful Release MR 023 (I)
18	18	3	I DISCOVER LOVE	Fad Gadget Mute 7MUTE 028 (I/SP)
19	25	18	HAND IN GLOVE	Smiths Rough Trade RT 131 (RT/I)
20	21	5	I WOULDN'T WANT TO KNOCK IT	Cook Da' Books Kiteland CUSTY 124 (IDS)
21	10	8	LEAN ON ME	Red Skins CNT Productions CNT 016 (I/P)
22	38	2	SHINE	Play Dead Situation 2 SIT 28 (I/P)
23	19	7	IGNORE THE MACHINE	Allen Sex Fiend Anagram ANA 11 (P)
24	24	3	GIRL SOUL	Salvation Merciful Release MR 025 (I)
25	NEW		EVERY BREATH OF THE WAY	Melanie Neighbourhood NB 1 (IDS)

26	20	11	BROTHERS GRIMM (EP)	Death Cult Situation 2 SIT 23T (I/P)
27	29	14	BIRTHDAY PARTY (EP): RELEASE THE BATS	Birthday Party 4AD BAD 307 (I/P)
28	23	24	ALICE	Sisters Of Mercy Merciful Release MR 015 (I)
29	NEW		I'M OK, FUCK YOU (EP)	Riot Squad Rot ASS 2 (I)
30	22	4	ANOTHER TYPICAL CITY	UK Subs Fall Out FALL 017 (I/J)
31	14	5	MUNSTERS THEME	The Escalators Big Beat NS 87 (P)
32	30	29	ANACONDA	Sisters Of Mercy Merciful Release MR 019 (I)
33	NEW		BLIND AMBITION	The Partisans Cloak & Dagger PART 1 (IDS)
34	16	5	BRUISES	Gene Loves Jezebel Situation 2 SIT 24 (I/P)
35	33	8	CHEERIO AND TOODLE PIP	The Toy Dolls Volume VOL 5 (I/P)
36	37	2	QUAL	X Mal Deutschland 4AD BAD 306 (I/P)
37	NEW		TEARS OF A NATION	The Fits Corpus Christi CHRIST ITS 9 (I)
38	27	10	THE STRENGTH OF YOUR CRY (EP)	Luddites Xcentric Noise SECOND 1 (I)
39	NEW		ZULU BEAT	King Kurt Thin Sliced TSR 2 (I)
40	36	9	LINED UP (REMIX)/MY SPINE (IS THE...)	Shriekback Y Records Y 106 (IDS)
41	32	4	BACK ON THE PISS AGAIN (EP)	Sax Aids Riot City RIOT 28 (I/P)
42	34	9	NIGHT AND DAY	Everything But The Girl Cherry Red CHERRY 37 (P)
43	NEW		CRY WOLF	1919 Abstract ABS 017 (P)
44	46	17	EVOLUTION (EP)	Subhumans Bluurg FISH 2 (I)
45	47	14	THE MAN WHOSE HEAD EXPANDED	The Fall Rough Trade RT 133 (I)
46	44	12	WHO DUNNIT?	Crass Crass 121984/4 (I)
47	49	3	NIGHT	Skeletal Family Red Rhino RED 36 (I)
48	28	4	TEMPTATION	Popular Voice Backs 12NCH 005 (BK/I)
49	40	4	HIP HIP	Hurrah! Kitchenware SK 6 (I)
50	NEW		COOL RUNNING	Tik And Tok Survival SUR 016 (P)

THIS WEEK
LAST WEEK
WEEKS ON CHART

1	1	13	YOU AND ME BOTH	Yazoo Mute STUMM 12 (I/SP)
2	2	6	CONSTRUCTION TIME AGAIN	Depeche Mode Mute STUMM 13 (I/SP)
3	3	22	POWER, CORRUPTION & LIES	New Order Factory FACT 75 (PIRT)
4	5	4	DEATH CHURCH	Rudimentary Peni Corpus Christi ITS 6 (I)
5	4	2	DANCE IN THE MIDNIGHT	Marc Bolan Marc On Wax MARCL 601 (IDS)
6	7	2	BEGGARS CAN BE CHOOSERS	Newtown Neurotics Razor RAZ 6 (IDS)
7	9	15	OFF THE BONE	Cramps Illegal (LP 012 (I/P)
8	12	4	THE REVOLUTION STARTS AT CLOSING TIME	Serious Drinking Upright RPLP 3 (I/P)
9	6	5	BOLLOX TO THE GONADS - HERE'S THE...	Various Pax PAX 14 (I)
10	19	2	MOVEMENT	New Order Factory FACT 50 (I/P)
11	8	41	PILLOWS AND PRAYERS	Various Cherry Red Z RED 41 (P)
12	13	25	FETISCH	X Mal Deutschland 4AD CAD 30 (I/P)
13	22	2	TEXT OF FESTIVAL	Hawkwind Illuminated JAMS 29 (IKF/ISO)
14	15	13	1981-82 MINI LP	New Order Factory FED 313 (PIRT)
15	16	4	PATIENCE	Peter Hammill Naive NAVL 3 (SP)
16	11	7	FROM GARDENS WHERE WE FEEL SECURE	Virginia Astley Happy Valley ROUGH 58 (I)
17	14	18	YES SIR, I WILL	Crass Crass 121984/2 (I)
18	10	3	ARMAGEDDON IN ACTION	The Destroyers Radical Change RC 2 (BK/I)
19	24	24	HIGH LAND, HARD RAIN	Aztec Camera Rough Trade ROUGH 47 (I/IDS)
20	RE		POLITICS, RELIGION ETC	Chaotic Dischord Riot City CITY 004 (I/P)
21	20	2	STILL	Joy Division Factory FACT 40 (I/P)
22	RE		UNKNOWN PLEASURES	Joy Division Factory FACT 10 (I/P)
23	18	9	LIVE AT RONNIE SCOTTS	Weekend Rough Trade RTM 139 (I/RT)
24	17	2	SONG AND LEGEND	The Sex Gang Children Illuminated JAMS 666 (ISO)
25	23	5	BLOOD BROTHERS	Barbara Dickson Legacy LLM 101 (IDS)

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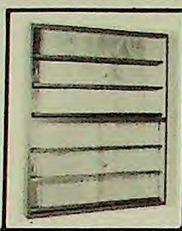
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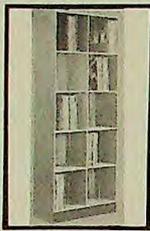
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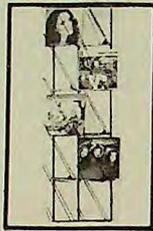
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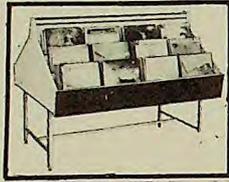
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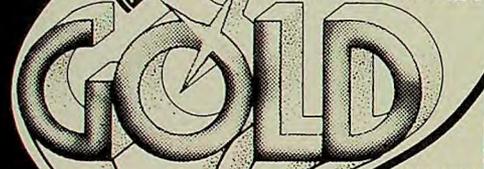
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DO YOU WANT TO INCREASE YOUR SALES? DO YOU WANT TO JOIN A WINNER?

If the answer to these 2 questions is YES then maybe you would like to hold an OLDIES UNLIMITED franchise. Every local 17 year-old could be directed to your shop to buy records. Attractive in-store display material is provided and a comprehensive back-up service for good measure. Let OLDIES UNLIMITED help you fight the recession.

RING TELFORD (0952) 612244, 617625 or 618284 AND ASK FOR ANTHONY OR JACK LEWIS FOR FURTHER DETAILS.

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We Undersell All Importers See For Yourself Send For Our Lists TO-DAY!

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3 Chapstow St.
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BUSINESS WANTED

ARTISTE/MANAGEMENT AGENCY WANTED

by investor with European/ U.S. connections. Firm contracts essential. Financial state of company immaterial but good potential most important.

Tel: 01-437 8955 Ext. 222

ASSORTED LP's

\$199 per 1000. 50 different in each box. All charges collect, send bank draft (approx. 14p each).

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**WANTED
EXPERIENCED
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PERSON**

for North London
merchandising
company.

Must be capable of
working on own initiative.

For further details call

961 4292

and ask for John.

**MEMBERSHIP
CARDS****Sales
Representative**

**RCA Records
Southampton/Bristol/
Plymouth Area**

You will have noticed that RCA has become a major force within the record industry. This success has been achieved through hard work and professionalism.

We're now looking for someone with these qualities to join us to develop sales in Southampton, Bristol and Plymouth. Ideally, you will be based in the Bristol area.

Aged between 20-35 you'll already possess a good track record in F.M.C.G. selling. A clean driving licence is essential.

An attractive salary is offered together with a company car.

Write now for an application form or send your career details to Malcolm Nicholson, Personnel Manager, RCA Records Limited, 1 Bedford Avenue, London WC1B 3DT.

Technology • Entertainment • Communications

**Rock Buyer for our new
store in Newcastle-upon-Tyne.**

We are opening a new major store in Newcastle this November, with one of the biggest rock departments in the country.

In order to complete the new team of staff, we are looking for a Rock Buyer to take charge of the buying and selling of all rock and pop albums in the new store.

He/she will need outstanding product knowledge in the areas of rock, pop and soul, plus the ability to merchandise and display effectively.

The successful applicant must be able to work alongside the Manager to create an unbeatable reputation for HMV in Newcastle.

Besides extremely good prospects for promotion we are offering an excellent salary with generous voluntary pension and staff discount schemes.

If you are the person we are looking for, write in strictest confidence giving full career details to: S. Coleman, Northern Regional Manager, The HMV Shop, 5 Cheapside, Bradford BD1 4HL.

Closing date for applications is Thursday October 13th.

Specialist Sales Assistant for Guildford.

This new HMV shop has already established itself as Guildford's No. 1 record store. In order to strengthen our team, we are looking for a specialist Sales Assistant to advise customers buying classical, jazz and easy listening records.

The successful candidate will liaise with the Manager on the buying of this material, so a thorough knowledge of this product and a desire to sell to the public are essential.

As well as extremely good promotional prospects, we are offering an excellent salary with generous voluntary pension and staff discount schemes.

If you are interested, write in strictest confidence giving full career details to: K. Johnson, Southern Regional Manager, The HMV Shop, 174 High Street, Sutton, Surrey.

Closing date for applications is Thursday October 13th.



A member of the Thorn/EMI group of companies

RECORD COMPANY**SALES PERSON**

PolyGram are expanding their sales operation and require an experienced Sales Person for the London area.

The successful applicant will present product from the Import Music Services catalogue to retail outlets and will be capable of handling a wide range of titles, including rock and jazz, both popular and specialist.

Applicants should have sales experience, a high degree of self-motivation, and the flexibility of approach to negotiate with all stockists.

We offer a good salary, commission, company car and 5 weeks' holiday.

Please send full details to Veronica Spicer, Personnel Officer, PolyGram Record Operations Limited, 54 Maddox Street, London W1. Tel: 01-491 4600.

(No Agencies)

polygram

Young and Groovy**SECRETARY**

Wanted
for expanding A&R team
at Island Records.

Tel: 741 1511 Ext 237

GALLUP

Gallup needs a research assistant to help with the compiling of the weekly music charts.

The person we're looking for will be used to working accurately with figures. He or she will have experience in one or more of the following:

- record retailing
- record catalogue
- market research
- computers

A sense of humour is essential. Clock-watchers and star-gazers need not apply.

Salary according to age and experience.

Write giving details to

Graham Dossett
Director
Social Surveys (Gallup Poll) Ltd
202 Finchley Road
London NW3 6BL

**Licensing
Manager**

Bright person to create a licensing department in leading European merchandising company. Must have the ability to negotiate with top level bands and record companies etc. Knowledge of copyright law and some contractual experience an asset.

Good salary for the right person.

All enquiries handled in strictest confidence.

Reply to Box MW 1141

Our employees have been advised of this advertisement

PERSONAL ASSISTANT/SECRETARY

required for

Record Distribution Company

Expert knowledge of contemporary music plus experience in music industry necessary.

Tel: 01-267 2917

EDEN STUDIOS (Chiswick)

We require a

SECRETARY

to run our office and co-ordinate studio bookings. Typing essential and shorthand desirable. Aged 24+. Salary negotiable.

Please ring Sue Brookes 01-995 5432

**INDEPENDENT RECORD
COMPANY**

seeks
Young Person with retail experience
to
MANAGE ITS SHOP AND MERCHANDISING
DIVISION

Salary plus profit share.

Applicants please write with full details to:

DOREEN BOYD,
194 KENSINGTON PARK ROAD, LONDON W11 2ES

STUDIO BOOKER

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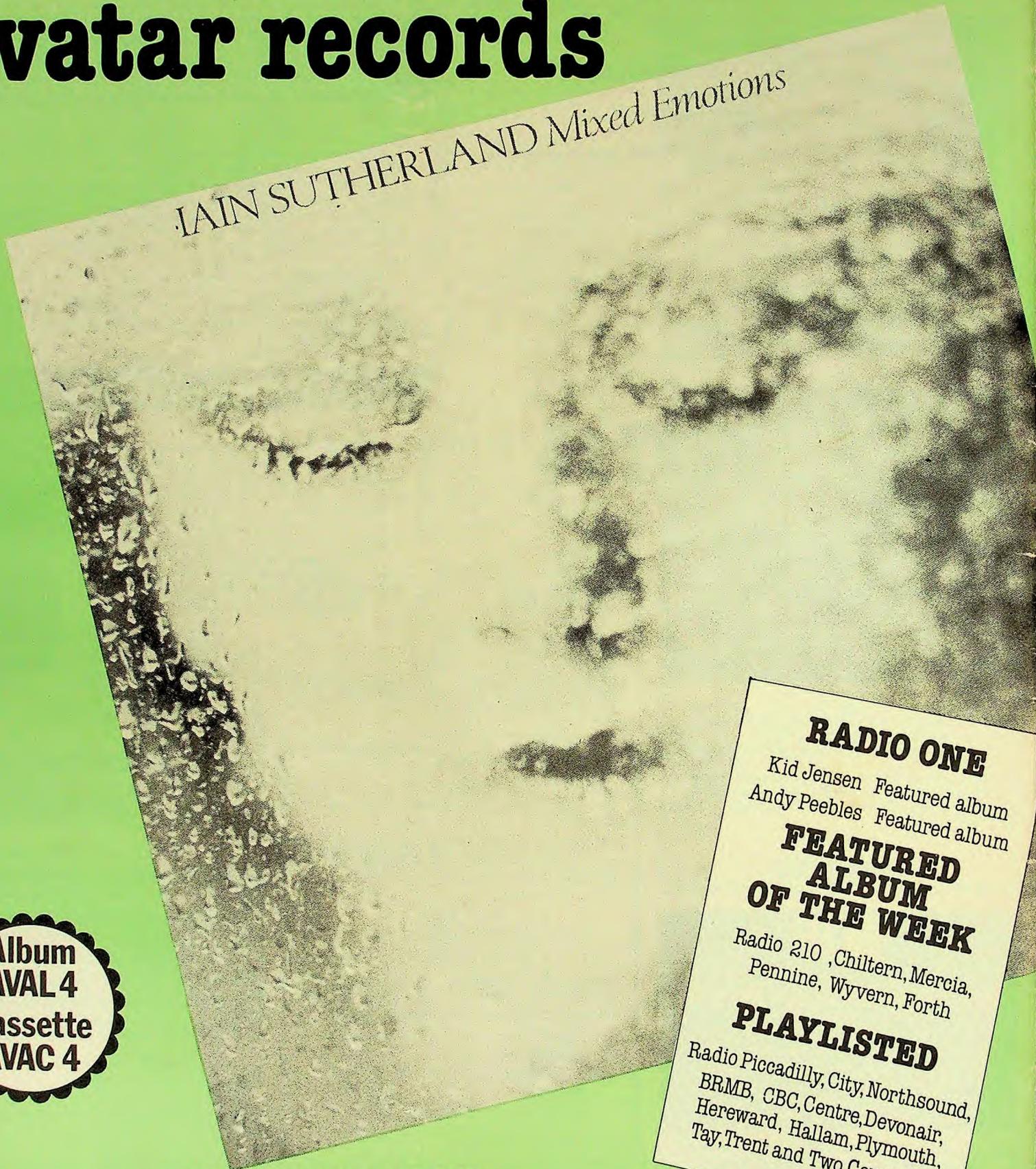
Must have good secretarial skills.

For further details and interview, phone

01-229 9054

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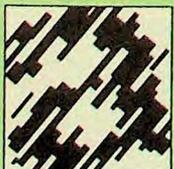
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