**Japanese CD players set for price rise?**

**THE PRICE of Japanese compact disc players may rise for British and other consumers in Common Market countries following a decision by EEC foreign ministers last week to double the import duty on the equipment. This could mean an increase in the retail price of the machines of up to 19 per cent. The move is designed partly to protect the only European manufacturer, Philips, and to encourage Japan to open up its home market.**

Meanwhile, Philips has announced that "widening acceptance of the system" has enabled the company to reduce the price of its CD players by as much as 25 per cent. The move comes as the company prepares to launch a major advertising and promotion campaign to co-ordinate with the peak autumn/winter selling period. The campaign will cover national and local press as well as local radio and specialist hi-fi and trade publications.

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**Chart ban on freebies**

**FOLLOWING MONTHS of debate and controversy within the record industry, the BPI has finally made a decision on the sensitive subject of "freebies".**

After last week's council meeting - which took place in the same week that member company Arista/Ariola was fined £3,000 for breaching the code of conduct - the following statement was issued by the BPI:

"Commencing the week of November 7, Gallup (the compiler of the industry chart) will be instructed not to include in the chart any record sold with a gift or other merchandise whether attached to the record or not.

"Exempted from this rule will be the following items:

- a) Posters featuring the artist or act whose record is being sold.
- b) Badges of the artist/act concerned.
- c) Stickers of the artist/act concerned.
- d) Other records/cassettes provided that they are the same artist and the package satisfies the chart eligibility criteria in that the playing time of the two records/cassettes must not exceed 26 minutes and there must be no more than a total of five tracks.

**Chart return**

"Thus, if a record is supplied to the dealer with other merchandise shrink-wrapped with it, or otherwise attached, that record will not be eligible, similarly, if a record company or any other company or person acting on their behalf provides chart return dealers with merchandise and dealers subsequently supply that merchandise with records, records sold in this way will not be eligible for the chart."

"John Deacon, director general of the BPI, said: "We would like to stress that record companies are entirely free to make their product in any way they see fit, with or without free gifts.

"We are not seeking to fetter marketing practices, or to deprive the retailer of genuine merchandising offers. We feel however that as far as chart eligibility is concerned the chart should reflect the sale of records and, by implication, music. We are able to do this because the chart preserves its integrity and credibility."

BPI chairman Maurice Oberstein said: "As chairman of the BPI, I see this as a sincere effort by all members of the council to regard this as a problem of valuing good music more than marketing. There was a great deal of goodwill that went into the new plan to deal with gifts of non-music-related items."

**BPI fines Eurodisc for breach of code**

THE BPI has fined one of its members, Eurodisc (Arista/Ariola), £3,000 for a breach of the industry charts code of conduct.

This action was taken after a routine security check by Gallup at a chart return shop in Maidstone, Kent, revealed serious irregularities in data supplied by Arista.

The investigation which followed brought to light the activities of a member of the shop sales staff, who admitted making false entries of Arista product into the chart. The staff member was employed by Arista and had been party to this activity.

A BPI press release stated: "At the joint request of the BPI and Arista, Gallup carried out investigations in other chart return shops in the area concerned, but no further irregularities came to light."

"The code of conduct is very clear indeed on the subject of falsifying data, and BPI member companies are exposed to the threat of being fined if the sales and promotion company employed by Arista had been party to this activity.

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Massive spend for A&M
Armatrading compilation

A&M HAS scheduled a massive advertising and promotional campaign for the upcoming Joan Armatrading compilation album, Track Record.

Included on the album, which is released November 18, are two new tracks (one of which, Haven, will be her next single) plus all her most significant recordings to date”.

PolyGram cuts music video cost

POLYGRAM HAS announced a dealer price reduction on all music video product with effect from November 7. From this date, all current music titles will be re-grouped into two new price categories of £13.50 (formerly £16.50) and £11.40 (formerly £14.00) respectively.

PolyGram’s Michael Golembio said: “Up to now, £16.50 has been a realistic figure for us in providing the necessary funds for re-investment in more PMV titles.

“But, as we reap the rewards of our aggressive promotion, we feel the time is right to pass on some of our success to the dealers in time for the Christmas rush. In this way, our product should retail comfortably

PMV product, now down to a double digit figure, includes ABC’s Minotaur, Barclay James Harvest, Kingsley, Girls, Guyanese, Rave On, Rave On Grandmas, and Daz’s Midnight Runners.

The lower price group of £11.40 features programmes by The Jam, Simon & Garfunkel, The Beatles and the compilation tape Video Rock Attack.

The Willoons musical on Masterchord

MASTERCHORD RECORDS & Tapes is releasing a musical version of Kenneth Grahame’s The Wind in the Willows. It will feature The King’s Singers, the City of London Orchestra, and a narrator.

The album (MCL 412), in a gatefold sleeve, is distributed by IDS and contains another of Grahame’s works, The Reluctant Dragon. A cassette version is also available (MCRL 412), and includes the BBC’s ‘Tales from The Wind in the Willows’.

The lower price group of £11.40 features programmes by The Jam, Simon & Garfunkel, The Beatles and the compilation tape Video Rock Attack.
Stringfellow launches label

WEST END club owner Peter Stringfellow has teamed up with songwriter David Martin to launch a new record deal, Hippodrome Records. The launch tie-in with the opening in early November of the new London discotheque of the same name at the old Talk Of The Town premises.

First release on the new Hippodrome label will be a single by 16-year-old Paul Inlder, son of Motorhead's Lemmy, called Chelsea Girl. It will be followed by a single and album based on a Space Rhapsody music concept by Peter Tyler.

The label, distributed by Spartan, will run by clips from Genesis and Rock Steady Crew. Forthcoming album releases for Smiths. PolyGram's London sales team will be joining forces with the Carlisle for an "aggressive national billing".

The single, entitled This Charming Man and available in both 7-inch and 12-inch, will be backed by extensive advertising over the next three weeks including GAW, NME, Smash Hits, Melody Maker and Mojo. There will also be colour postcards, badges and T-shirts, and the group is currently playing UK dates.

News in brief...

FIRST TWO releases from Collector Edition Soundtracks, a new record company specialising in film music, will be an album from The Long Good Friday — with music composed by Francis Monkman of Syd B. and a single of the theme from Bullshit. Written by John Do Prez, CES is based in London W1V 6SE.

Paul Inlder will be the first live act to appear at The Hippodrome, which aims to be "the world's greatest club owner who wants to dabble in records."
**Music is the key to CED**

ALTHOUGH RCA'S CED video disc will not initially be channelled through record outlets, music will be a key element of the repertoire.

The system was launched at the weekend with a TV campaign and a total marketing spend of £2m will promote a package of 100 titles, which includes music albums featuring such artists as Rod Stewart, Elton John, Duran Duran and Eurythmics.

With music titles available at £9.95, RCA sees CED as a "music with pictures" competitor to Philips' compact disc as well as a rival to the same company's LaserVision system.

"Music video compilations I see as a natural for this product," said RCA VideoDisc managing director Steve Bernard at a London launch celebration attended by RCA Corporation chairman and chief executive Thornton Bradshaw.

Stressing the importance of CED's UK debut — the first outside the US — Bradshaw said: "It will determine CED's UK debut — the first launch celebration attended by RCA Corporation chairman and chief executive Thornton Bradshaw.

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Stressing the importance of CED's UK debut — the first outside the US — Bradshaw said: "It will determine whether or not we go into Europe."
ON TV!
'Carrott's Lib' returns live to BBC1. Prime time Saturdays for eight weeks.

PLUS
ON TV AGAIN!
Carrott's brand new live album and cassette will be TV advertised in Central, Granada and London.

PLUS
THE STUN
- on bus fronts, transport posters, fly-posters and at point-of-sale.

It's the biggest news since a record company rep bought a round of drinks! Order your copies of STUN now!

Order from CBS Order Desk, Tel: 01-960 2155, CBS Distribution Centre, Barking Road, London E13.
ICING ON MOTOWN CAKE

By BARRY LAZELL

LIONEL RICHIE remains firmly at the top of this week's disco dance singles chart, pulling ahead of the competition in a way which suggests that the strong challenges by Curtis Hairston and Lydia Murdoch may well be beaten.

With his album also due in the shops at any moment, Lionel will quite definitely be providing the flavor of the end-of-the-month for Motown—a pleasant icing on the cake of the label's current 25th anniversary celebrations.

However, the Stevie Wonder album which was originally announced in a fit of optimism for simultaneous October release, has now receded to the horizon again. Seems that all Stevie has ready for Motown — a pleasant icing on the cake of the label's current most successful year of this super-star's supereffort, there seems little doubt that, with the promotion behind it, CBS could equal EMI's John Lennon compilation feat last year with this set — having it outselling not only every album but every single in the country by the New Year. No release date or catalogue number available yet.

A brief look at some promising new releases: UK favourites the Breakfast Band have returned after what seems a very long absence with the appropriately-titled Funksters, released again on their own Breakfast Music label. (I know, if this were the April release — admittedly much believe me ..,)

American jazz-funker Lonnie Liston Smith turns up again on 12-inch via Bluebird, which has licensed the in-demand track Expansions from RCA. Catalogue number BRT 4, it is available now via PRT.

Also new on Bluebird, and from the same source, is Francine Megers' Delirium (BRT 5) — an import favourite some months ago which failed to secure a UK release at the time, and which could well swing back into favour again now that it is widely available.

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Any dealers who have been asked for a new Jazzy Dee release might find it more palatable after his big success with Get On Up several months ago — should note that RCA is test-marketing (appropriately) a new track, Put It To The Test, among club DJs to gauge dancefloor reaction.

Disco commentary

There can be no doubt that the electro disco style will continue to make further inroads onto our dancefloors and charts, as the steadily increasing stream of hits in this genre this year indicates. Street Sounds' parent Streetwave Records is also readily making available what could be the Christmas present of all time for pre-Yule release, in the form of a 10-album box set entitled The Dance Decade, 1973-83.

The proposed contents are nothing less than virtually every major dance/disco-orientated hit single from the last 10 years, compiled chronologically — 140 tracks in all. Although the project is still being finalised, the catalogue number of the set has already been announced, and appropriately is DEC 7383. It will be in the shops at any moment. Lionel will

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GMBH under bankruptcy
D-6392 FRIEDRICHSDORT, Max-Frank-Straße 32
Wednesday, November 9th 1983
Beginning at 10.00 a.m.
The following will be put up for auction together with numerous other related items, from the following departments:
GRAMOPHONE RECORD MANUFACTURING DIVISION: 6 Record twin-presses for LP records, TALCUS TON TECHNIK manufacture, built 1978/81, 2 record presses for single records, fully-automatic packing line for LPs and cassettes, various end-monitors and optical control and inspection instruments, WINDSOR injection moulding machines.
MUSIC MANUFACTURING DIVISION: die forming presses, galvanics unit with 3 spindle nickelplating systems, ultrasonic cleaning system etc.
ADMINISTRATION DEPARTMENT: equipped with modern office furniture, machines and equipment.
Inspection: Tuesday on November 9th, 1983 from 9.00 a.m. to 5.00 p.m. and from 8.00 a.m. to 9.45 a.m. on auction day.
HAMBURG
Pre-inspection can be arranged subject to prior agreement.
Inspection: Tuesday on November 9th, 1983 from 9.00 a.m.
ADMINISTRATION DEPARTMENT: equipped with modern office furniture, machines and equipment.
Inspection: Tuesday on November 9th, 1983 from 9.00 a.m.
No CELEBRITIES, but a kettle bottle: the brave participants (top left) winner Susie Mann receives congratulations (above left) while Virgin's Ben Tobin seeks solace in the bottle (bottom right). See main story.
Par for the course

HMV: all out for discounts

HMV SHOPS is running a new discount campaign in all branches (until November 8), under the slogan Up For Grabs Down At HMV. It is being backed by national and music press ads, and is offering hundreds of titles at discount prices — down to £2.99 in some cases — by name artists such as The Jam, Big Country, Siouxsie and the Banshees, Dire Straits, Dexys Midnight Runners, Roy Music and The Moody Blues.

HAVING BEEN helped by M4 in his search for a small, cheap device for dressing his hair (main a strong local demand for centreless singles), Doug Morton of The Other Record Shop in Dundee passes on the fruits of his Inquiry. Any dealer who would like to be able to supply small numbers of dinked singles on demand, but obviously does not want a factory-size hydraulic dinker, can buy one for £25 from Puffer and Delph of Wardsworh High Street in South West London (tel: 01-870 9204).

THE RECENTLY-FORMED Association of Independent Retailers (AIR) has announced the introduction of a dual membership scheme through which local associations or groups of retailers, including buying groups, can provide their members with the benefits and protection offered by AIR, and take advantage of its professional services.

The group would receive an annual income for each member it enrolls into AIR (with additional amounts related to the number of members recruited), to be used to help with its own costs or running expenses — or to reduce the members’ costs of joining AIR.

Benefits of AIR membership include a free legal advice scheme (such as offered by the MTA), a financial service, “Effective representation” with local and national government and industrial bodies, private health plan, and discounted insurance.

IN LINE with CBS and other labels, Jet Records has announced increases in its dealer prices. From November 1 the new Jet prices will be: 7-inch singles — £0.92, 12-inch singles — £1.49, albums — £3.45, JETLP 220 remain at £1.82 and JETLP 226 remain at £2.43.

SEVERAL OF the labels handled by distributor The Other Labels Ltd (TOL), which suspended trading last month because of “cash-flow problems” (MW September 17), have already been picked up by rival companies, writes Nicholas Staines.

Rubini, Nimbus and Acana of champagne), which won for totally misunderstanding the aims of sales depotting and going round the course with the least number of strokes he could manage. Since his impressively low score makes him a celebrity he has been barred from future tournaments.

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Rubini, Nimbus and Acana of
At last her First Album released Nov. 4th

T.V. Bob Monkhouse, Breakfast Time, Pebble Mill etc.
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AIRPLAY ACTION

Breakers

TOP BREAKERS (see opposite page for full details):


OTHERS:

WAYLON JENNETT with WILLIE NELSON—Just To Satisfy You—RCA 365 (F) A Victory, BMG, Marlin, Forum, Moray Firth, Downtown B DevonAir, Plymouth, Severn, Metro, Clydesdale, BBC Scotland, BBC Ulster.


FRIENDS AGAIN—State Of Art—Mercury/Phonogram MOON 3 (F) A BBC Scotland, Form, CRC, BBC, Downtown B Luxembourg, Capital, DevonAir, Metro, Clyde A Tree—Station Pick.


PAULINE BLACK—Threw It Away—Chrysalis CHS 2739 (F) A BRMB, Swansea B BBC Scotland, Clyde B Orwell, Piccadilly—Hitpick.

SHALAMAR—Over And Over—Arista KBIRD 2 (F) B Capital, Wyvern, Beacon. Aintree, Liverpool, DevonAir—Powerplay.


FRIENDS AGAIN—State Of Art—Mercury/Phonogram MOON 3 (F) A BBC Scotland, Form, CRC, BBC, Downtown B Luxembourg, Capital, DevonAir, Metro, Clyde A Tree—Station Pick.

* Tees — Station Pick.

* Capital—Climber. Downtown—Hitpick.

OTHERS:

FLACK—33; MUSICAL YOUTH-31; EDDY GRANT—28; ADAM and distributed by PRT RECORDS & TAPES Ol 640 3344

OUT NOW

Radio 1

Based on plays Thursday—Sundays in the week preceding publication. Plus Saturday 11.30am to 1pm.

9 (-) PAUL McCARTNEY/MICHAEL J. IRONSIDE: Starry Starry Night—Capitol B Radio 1, 2JO, Wiltshire, Penrith, BBC Scotland, Forth B Luxembourg.
11 (-) HOWARD JONES: New Song—Capitol B BBC Scotland, Clyde B Orwell, Piccadilly—Hitpick.
13 (-) GEORGE BENSON: In Your Eyes—Atlantic A3614 (C) A BBC Scotland, Forth B Luxembourg. Radio 2JO, West, Wiltshire, Pennine, Metro, CBC, Swansea B Luxembourg, Capital, Swansea, Downtown B Luxembourg.
14 (-) MADNESS: Sun And The Rain—EMI 5175 (F) A BBC Scotland, Forth B Luxembourg. Radio 2JO, West, Wiltshire, Pennine, Metro, CBC, Swansea B Luxembourg, Capital, Swansea, Downtown B Luxembourg.
16 (-)水平线: 青鸟—Hitpick.
17 (-) ADAM ANT; Puss 'n Boots—Chrysalis CHS 2739 (F) A BRMB, Swansea B BBC Scotland, Clyde B Orwell, Piccadilly—Hitpick.
19 (-) MUSICAL YOUTH; 007—Chrysalis CHS 2739 (F) A BRMB, Swansea B BBC Scotland, Clyde B Orwell, Piccadilly—Hitpick.
20 (-) ADAM ANT; Peck 'n Boots—CBS CBS 25 B Radio 1.

Radio 2

Based on plays Thursday—Sundays in the week preceding publication. Plus Saturday 11.30am to 1pm.

9 (-) PAUL McCARTNEY/MICHAEL J. IRONSIDE: Starry Starry Night—Capitol B Radio 1, 2JO, Wiltshire, Penrith, BBC Scotland, Forth B Luxembourg.
11 (-) HOWARD JONES: New Song—Capitol B BBC Scotland, Clyde B Orwell, Piccadilly—Hitpick.
13 (-) GEORGE BENSON: In Your Eyes—Atlantic A3614 (C) A BBC Scotland, Forth B Luxembourg. Radio 2JO, West, Wiltshire, Pennine, Metro, CBC, Swansea B Luxembourg, Capital, Swansea, Downtown B Luxembourg.
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20 (-) ADAM ANT; Peck 'n Boots—CBS CBS 25 B Radio 1.

Records with 5 plays included if 'New' to Radio 1 Airplay.

Bubbles

Recent Breakers now building under the regional Airplay Grid (opposite).

GERI G. BROWN: Mary Said Mailbox

JOHNNY CASH: Johnny 3 (New)

INNOCENT: It's Your First Time

MICK FLEETWOOD'S FREEWHEELIN' FANS: I Want You Back

MADNESS: Sun And The Rain

PHIL COLLINS: In The Air Tonight

MICHAEL JACKSON: Beat It

LOUVIN BROTHERS: The Sun Go Down

SHALAMAR: Over And Over

THE SUN GO DOWN. MCA 816ICI (F) A Forth, Moray Firth, Swansea B Radio 210, Severn, Wyvern, Signal A Beacon—Featured Single.


IMAGINATION—New Dimension—RNS 276 (A) A Tees B Trent, City, Red Rose, Clyde, North Sound A DevonAir—Hitpick.


THE KIND—Don't Stop—Chrysalis CHS 2749 (F) A Seven, BMG B Wyvern, Beacon, Aintree, Penrith—Hitpick.


THE SHADOWS—Going Home (Theme From 'Local Hero')—Polydor Posp 857 (F) A Moray Forth B Radio 210, Severn, Wyvern, Trent, Penrith—Swansea.
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Chartbound Reggae from Trojan

BOB MARLEY & THE WAILERS

7" Soul Shakedown Party C/W Caution TRO 9074 in pic bag

From the forthcoming album 'In the Beginning'

12" Soul Shakedown Party C/W Caution & Keep on Skanking TROT W74 in pic bag

SWITCHED ON ITALY

40 of the Greatest Popular Italian Hits

Limited edition includes free picture card

Album KMLP400
Cassette ZCMLP400

Breaking on the Airplay Chart

The Eastern Side
Dale Hargreaves

Mary Said
AOR 1

A six letter word to keep the kids happy this Christmas

SMURFS

2 Superb Albums for the Christmas market

Chartbound Love theme from "Winds Of War" by MIKE MORTON ORCHESTRA

Please note that the dealer price of PRT 7" and 12" singles will be 90p and 1.49 + VAT respectively as of October 31st. There will also be an overall album price increase effective Nov. 28th – see dealer mailing for details.
## Music Week October 29, 1983

### Top 75 Singles

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<th>Position</th>
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#### The Next 20

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#### Titles A – Z (Writers)

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<tr>
<th>Title</th>
<th>Writer(s)</th>
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1. **KARMA CHAMELEON**
2. **ALL NIGHT LONG (LIVE)**
3. **THEY DON'T KNOW**
4. **NEW UNION OF THE SNAKE**
5. **NEW SONG**
6. **UPTOWN GIRL**
7. **THE SAFETY DANCE**
8. **MDM**
9. **SUPERMAN (GODZILLA)**
10. **SUPERSTAR**
11. **BLUE MOON**
12. **MODERN LOVE**
13. **AL I FEEL AT THE MOMENT**
14. **BRUCE FOXTON**
15. **THE LOVE SAYS**
16. **YOU'RE NOT A LOVE SONG**
17. **MIDNIGHT AT THE LOST & FOUND (Radio Mix)**
18. **DON'T MESS WITH MR T**
19. **THE TROUBLE**
20. **THE NIGHT**

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1. **JEALOUS LOVE**
2. **SOUL KISSING**
3. **MADLY IN LOVE**
4. **GRACE WITH A GLASS OF MILK**
5. **MAKE LOVE NOT WAR**
6. **THE SMILE HAS LEFT YOUR EYES**
7. **MAKING LOVE OUT OF NOTHING AT ALL**
8. **LORDS OF THE NEW CHURCH**
9. **THE ENTERTAINER**
10. **THE SMILE HAS LEFT YOUR EYES**

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### Key to distribution code
- **GOLD**: 500,000 sales
- **SILVER**: 250,000 sales
- **PLATINUM**: 1 million sales

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**MUSIC WEEK**

- **October 29, 1983**
- **BPI**
- **BBC**
- **Gallup**
- **Music & Video Week**
- **Hollywood**
- **Capitol**
- **EMI**
- **PolyGram**
- **Vertigo**
- **RCA**
- **CBS**
- **A&M**
- **Vertigo Phonogram**
- **Emi**

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**Consecutive weeks, and if their sales fell by 20 percent compared with last week, their entry is indicated by an asterisk.

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**BPI** indicates a re-entry.
Fast-paced development in all the media fields today means rich new opportunities in the varieties record market. That's why dynamic promotion is increasingly important in order for professionals to keep up - and forge ahead - in this challenging industry.

The best place to accomplish that goal is at Midem 84 - The International Record and Music Publishing Market.

Midem 84: the power of an international sales market
Midem's job is to stimulate the negotiations that will help you promote your business. You will benefit from direct and easy exchange with the varieties professionals who buy, sell and distribute. You will meet top executives from the large national and international companies as well as independent producers and varieties publishers from 55 countries around the world.

Midem 84: the impact of international promotion
Helping you enhance your public relations is also Midem's job. At the Market, you will have direct access to the whole range of public opinion leaders: international journalists, radio and television spokesmen, and other key professionals.

Contacts and contracts - that's what Midem offers you at first hand. In 1984, make your office at Midem your base for new business and rewarding promotional operations.

For details on events scheduled, galas, Market publications and reservation of your office-stand at Midem 84, simply return the Coupon below. Today.
Paul Young

IN VIEW of the enormous publicity that has surrounded Paul Young since his

touring Whatever I Lay My Hat (That’s My Home), it is good to be

to report from the evidence of his London Lyceum gig last Monday that he really could be one of the big

pop names of the Eighties.

There is always the danger with any artist or group who is over-

publicized that they can’t actually deliver the goods when it comes
down to the nitty-gritty. No danger of that with Young. He’s a vibrant

performer, with plenty of stage presence, and his voice has a quality for a

British male singer that possibly hasn’t been seen since the heyday of

Tom Jones, Scott Walker and P. J. Proby.

This tour will have been valuable experience for the former O’Tes
to frontman, building his confidence as a solo performer. The majority of the

material featured was from the No Parlez album, including the singles

Love Of The Common People, Come Back And Stay and of course

Wherever I Lay My Hat. He also included an a cappella unrecorded

number, a revamp of Dusty

Springfield’s classic song, I Close

My Eyes And Count To Ten, which

was a welcome surprise.

Stiff Records’ band

Puppets have been supporting Young throughout the tour, and they’re another bet for future success. They

seem to be a personal favourite of the punters to come, and the Puppets made the most of the opportunity, and could be on the

way to giving Stiff its next major

success.

Danny van Emelon

The Fixx

AIRING THEIR debut i.d. single Ship The Countdown, support band

The Sun proved that there is still

real life left in West Coast-styled
country rock since they’re married to the cross-rhythms of modern rock.

But it was down to headlines The Fixx to make the true Transatlantic

connections of the evening. Currently the runaway British

success in the US, with albums and singles firmly entrenched in the

upper reaches of the Billboard

charts, the five-piece band are still

virtually unknown at home —

despite the efforts of MCA.

Perhaps it was not hard to see

their problem at the Venue. Where English pop audiences and press

alike often seem to prefer the zany,

off-beat or even insanely inept. The

Fixx represent nothing less than a

nuanced, technical and tasteful

approach, which is a complete

inversion of the standard

British rock formula. The band

insisted on, and as yet another rock 'n' roll number blazed, the silence left by its blissful predecessor, the

audience voted with its feet — and
didn’t dance. The evening was, in a way, typical of Elvis’ brave approach. After his

brilliant debut he went through a
lag phase, emerging only recently with the excellent Punch The Clock

LP. Now, unwilling to ditch his

commercially successful songs, he refused to do a greatest hits set.

Good on him; he’s got the talent and charisma to get away with it.

Danny van Emelon

Waylon Jennings

IT SHOULD come as no surprise

that the man who passed up a seat

on Buddy Holly’s last flight could still

be alive and kicking and leading one

of the finest rock ‘n’ roll bands

in the world. So it was with

surprise that my accompanying

Jennings for you, the King of outlaw

country to replace it with a brutal

synthetic LP production was

released for the US market, but now as then, in the live setting there’s no hiding the fact that they’re really just a
good-time, melodious pop band

that give guitarist and co-songwriter

Mike Paxman the kind of axe hero

space that gives guitarist and co-songwriter

Ralph Mooney the kind of axe

space which is surprisingly

welcomed by the band’s core

audience. Sayer has the more

credible voice and it is surprising that he hasn’t moved

further into theatre/stage work.

But that’s Waylon Jennings

and charisma to get away with it.

Behind him the six-piece band led

by drummer Steve Gurl on electric
guitar, set up that famous shining

beating, incendiary sound, and

poured back sounding like it could

eat up more miles than a death
d Truck on an overnight run.

Leo Sayer

LEO SAYER has his own niche in

country music, a talented songwriter and performer who has

made a name for himself

at home whether he is starring in his own TV special or heading into the

audience, or playing in cabaret.

Sayer’s appearance at Blakes

nightclub in Windsor was an

unqualified success for the

diminutive performer, and it wasn’t

at the expense of his music. He

kept to the straight pop approach with

numbers like Thunder In My Heart,

I Can’t Stop Loving You (Though I

Try), More Than I Can Say, When I

Need You and You Make Me Feel

Like Dancing, while throwing in

reminders of his early career via One

Man Band and The Show Must Go

On.

Like David Essex, Leo Sayer

is currently celebrating 10 years as a

top recording artist and the two

artists share many qualities which

enable them to be viewed as

favourites as well as retaining pop

credibility. Sayer has the more

lovable personality of the two and it is surprising that he hasn’t moved

further into theatre/stage work.

His last two Chrysalis albums,

Here and World Radio, have not

fared as well as some of their

predecessors but his upcoming LP,

which sees him move to gliome pop

classics, should restore him to the

upper echelons of the chart.

Chris White

JUDIE TZUKE

ANYONE LOOKING at the wild,
carefree image she sports on her

cover of ‘Ringo’ might think that Judy

Tzuke had tired of her pretty-youthful image of rock

and persona and decided to get tough

and raw. But at the second of her

tours Hammarsmith Odeon shows

that wound up her tour, any fears

that it would be all punch and no Judy were soon allayed.

Alas, in that case the moment she

stepped on stage in a sizzling tiered

frock completely at variance with the many heavy metal fans she

attracts. That she does attract because although no of her melodies are

essentially gentle, they’re often

cased in aggressive arrangements that give guitarist and co-songwriter

Mike Paxman the kind of axe

hero obviously dreams of.

A few fewer primates and poses

from his department might be no

bad thing, but the band will never

good hungry mood, shown best on Black

Funk and the sparse, slick

information.

Paul Sexton

Judie Tzuke

For all but her flirtations with the

new wave, Judy Tzuke will never

escape the lure of the ballad since

her voice, at once soft and powerful, is made for the style, and even on an

evening when she claimed a cold

was troubling her, those tones were

warm and comforting as ever.

There was the inevitable Stay

With Me Till Dawn earlier that

year and the largely young and male audience had readied some of its biggest

applause for old, slow favourites such as Come Hell Or Waterfall

And Don’t Let Me Sleep.

New material like Push Push, Pull

the Band and To Find her way

sign of soon being welcomed

highly into the set and just because

she seems to be on permanent

vacation from the singles chart

shouldn’t mean she won’t always fill

sets wherever she goes.

Paul Sexton

Spaceward brings a new realism to recording

Realistic sound — Studer A80 with 24 tracks of Dolby. Digital mixdown.

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TOP 75 SINGLES

1. KARMA CHAMELEON — Culture Club (Virgin VS 81212)
2. ALL NIGHT LONG (ALL NIGHT) — Lionel Richie (Metronome TIMG 1318)
3. THEY DON'T KNOW — Tracy Ullman (Stiff SBUB 180)
4. UNION OF THE SNAKE — Duran Duran (EMI 12EMI 5429)
5. NEW SONG — Howard Jones (WEA NOW 17)
6. (HEY YOU) THE ROCKSTEADY CREW — The Rocksteady Crew (Charisma/Virgin RSC 112)
7. UPTOWN GIRL — Billy Joel (CBS/A3775)
8. THE SAFETY DANCE — Men Without Hats (Statik TAK 112)
9. IN YOUR EYES — George Benson (Warner Brothers W 54871)
10. SUPERMAN (GIJOCA JOUER) — Black Lace (Flair FLA 1567)
11. DEAR PRUDESC — Snooks And The Bamboos (Wonderland/Polydor SHEX 414)
12. PLEASE DON'T MAKE ME CRY — UB40 (DEP International/Virgin 7120DEP 38)
13. SAY SAY SAY — Paul McCartney and Michael Jackson (Parlophone 12R 5082)
14. SUPERSTAR — Lydia Murdock (Korova KOW 307)
15. BLUE MONDAY — New Order (Factory FAC 73)
16. MODERN LOVE — David Bowie (EMI America 12EA 158)
17. MIDNIGHT AT THE LOST & FOUND (Remix) — Meat Loaf (Cleveland International/FJC1A3740)

26. OVER AND OVER — Shalamar (Solar E 97902T)
27. KISSING WITH CONFIDENCE — Will Powers (Island 12HS 134)
28. UNCONDITIONAL LOVE — Donna Summer (Mercury Phonogram DONNA 212)
29. TAHITI (From Mutiny!) — David Essex as Fletcher Christian (Mercury Phonogram BOUNT 1)
30. TONIGHT I CELEBRATE MY LOVE — Pee Wee Eryk/Roberta Flack (Capitol 12ZCL 302)
31. POP GOES MY LOVE — Freez (Beggars Banquet BEG 97T)
32. SISTER SURPRISE — Gary Numan (Beggars Banquet BEG 101T)
33. BB GUNS — The Alarm (JRS, PEPPEPSX 1023)
34. REELY THE Olympic Symphony — Red Bus RBSU 82
35. COME BACK AND STAY — Paul Young (CBS/A3836)
36. LONDON TOWN — Bucks Fizz (RCAT 17353)
37. MICRO KID — Level 42 (Polydor POSPX 843)
38. MAMA — Genesis (Charisma/Virgin MAMA 112)
39. LOVE HOW YOU FEEL — Sharon Redd (Prelude/TAS868)
40. DESTINATION ZULU LAND — King Kurt (Stift/SIBUB 189)
41. SONG — Musical Youth (MCA YOU 6)
42. MOTOR MANIA — Roman Holiday (Jive JIVEIT 43)
43. I WILL LOVE YOU ALL MY LIFE — Foster & Allen (Ritz RITZ 156)
44. TILL I CAN'T TAKE LOVE NO MORE — Eddy Grant (Ice ICEIT 68)
45. BREAK DANCIN'- ELECTRIC BOOGIE — West Street Mob (Sugarhill SMH 128)
46. ANYTHING ELSE BUT LOVE — Leo Sayer (Chrysalis LEOIX 1)
47. I WILL COME BACK TO ME — Foster & Allen (Ritz RITZ 156)
Featuring a collection of music that dates back to the early 20th century, the National Sound Archive is a treasure trove of historical recordings. From cylinder records to early 78rpm discs, the archive preserves a rich tapestry of musical history. The Archive, housed in the National Sound Archive building in London, is dedicated to the preservation and dissemination of this unique collection. The Archive is open to researchers, musicians, and anyone interested in exploring the history of recorded sound. With its vast collection, the National Sound Archive offers a window into the past, allowing us to appreciate the evolution of music and technology. Whether you're a music scholar, a history enthusiast, or simply curious about the music of the past, the National Sound Archive is a must-visit destination for all music lovers.
Apathetic dealers—use free ILA indie service

Classically inclined...

As a long-time subscriber, I may say how pleased I am to see the Classic Compilation in a recent edition. I have already found much of interest, and would suggest a monthly review containing new releases and reviews if possible.

Many thanks for all the effort which goes into our weekly 'bible'. We would be lost without it.

MARGARET ROGERS, The Record Shop, Prestwich, Chorley.

Much of what Mrs Rogers appreciates appears regularly in the monthly Classic Compilation as well as the weekly coverage of the classical sector — Deputy Editor.

Indie: exclude airplay from chart

I AM part of a relatively new and small indie label, and would like to add my voice to the chart debate. It seems that real talent and creative ability in popular music, unless following very stylised patterns, is entirely excluded from the chart in favour of what is forced upon the market in the frantic chase for chart placings. Airplay should be excluded as a factor in compiling the chart for that reason.

I make a plea for more time to be spent listening to records and distilling the better quality material for broadcasting instead of its apparent automatic exclusion as at present.

STEPHEN T HARDING, ESO Records, Manchester 20.
### NEW ALBUMS

**NEW ALBUMS:**
- **CLINE, Tammy**
- **CHILL FACTOR**
- **CASH, Johnny**
- **CAPTAIN BEEFHEART**
- **COLORBOX**
- **BROOKS, Lonnie**
- **BOSSWELL SISTERS**
- **BEAU BRUMMELS**
- **BASE ORCHESTRA**
- **COOPER, Alice**
- **BAND OF THE BLACK WATCH**
- **BASIE ORCHESTRA**
- **COLLINS, Rachel**
- **COOPER, Adrian**
- **GRANT, Russell**
- **FURY, Baby**
- **GOODMAN, Benny**
- **KING, Freddie**
- **IMPRESSIONS**
- **FRICKE, Johnny**
- **RACHEL, James**
- **PARKER, Ray Jnr.**
- **TEAGARDEN, Jock**
- **SPINNERS**
- **SPANN, Otis**
- **TRANSLATOR**
- **VARIOUS**
- **WATERMAN, Don**
- **VIC AND JANETTE OYRON III PRESENTS**
- **VARIOUS**

**ALBUM ARTISTS:**
- CH - Charly
- G - Lightning
- F - PolyGram
- MFP - Music For Pleasure
- J - Jungle
- BM - BiBi Magnetics
- BLM - Blackmarketing
- BK - Backsound
- WU - Wynd Up
- R - RCA
- PR - President
- P - Pinnacle
- MK - Mark Knopfler
- IRS - Independent Record Sales
- IM - Independent Record Labels
- ST - Studio Import
- SP - Spartan
- SO - Stage One
- IMP - Impex Musik
- Revolver
- Red Rhino (Mid)
- Services
- PolyGram
- MCA
- RCA

### TOP US ALBUMS

**TOP US ALBUMS:**

#### Distributor Codes

| A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | T | U | V | W | X | Y | Z |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 0 | - | * | | | | | | | | | | | | | | | |

#### Album Prices

- **A** - $1.49
- **B** - $1.19
- **C** - $1.45
- **D** - $1.05
- **E** - $0.95
- **F** - $1.39
- **G** - $1.09
- **H** - $0.99
- **I** - $1.45
- **J** - $1.19
- **K** - $1.45
- **L** - $1.09
- **M** - $0.99
- **N** - $1.45
- **O** - $1.19
- **P** - $1.39
- **Q** - $1.05
- **R** - $0.95
- **S** - $1.49
- **T** - $1.19
- **U** - $1.45
- **V** - $1.09
- **W** - $0.99
- **X** - $1.45
- **Y** - $1.19
- **Z** - $1.39

**ALBUM ARTISTS:** Peter Green and Black Uhuru

---

**BULLETS 41-100**

**OTHER NEW ENTRIES**

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**OTHER NEW ENTRIES:**

- **SCENARIO, Al Di Meola**
- **PASSIONFRUIT, Michael Franks**
- **HOW MANY TIMES CAN WE SAY GOODBYE, Dianne Warwick**
- **THE SONGSTRESS, Anita Baker**
- **PASSIONFRUIT, Michael Franks**
- **THE ALL PEOPLE ARE TALKIN’, John Anderson**
- **SWORDFISHTOMBOY, Tom Waits**
- **NATIONAL EMOTION, Tommy Tune**
- **THE HEART NEVER LIES, Michael Martin Murphy**

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**NOTES:** Bullets are awarded to those products demonstrating the greatest airplay and sales growth. Chart Courtesy Billboard, for w e October 29, 1983
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Cassettes</th>
<th>Chart Tracking</th>
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<td>54</td>
<td>3.48 HEAD OVER HEELS</td>
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<td>3.71 LIVE IN-TOKYO</td>
<td>Virgin (V 803999)</td>
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<tr>
<td>61</td>
<td>3.73 IMAGES</td>
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<td>62</td>
<td>3.75 LIONEL RICHIE</td>
<td>Motown (STMA 8037 R)</td>
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<td>63</td>
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</table>
STEVEx HACKETT...
the acoustic album... out now

BAY OF KINGS

released to coincide
with his nationwide tour

November, 1st
2nd
3rd
4th
5th
7th
8th
9th
10th
11th
12th
13th
14th
15th
16th

Plymouth Polytechnic
Keel (Stoke)
Newcastle University
Queen's Hall, Edinburgh
Dundee University
Barbican Hall, London
The Corby Festival Hall (Northampton)
Leas Cliff Hall, Folkestone
Queen Mary's College (Students Only Gig)
Oxford Polytechnic
Surrey University
Mansfield Leisure Centre
York University
Birmingham Town Hall
Cardiff University

October, 22nd
27th
28th
29th
30th

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Liverpool University
Leeds University
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Metro

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CASSETTE: ZC LMG 3000

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and distributed by PRT RECORDS & TAPES 01 640 3344
SELECT SINGLES

OTHERS

YEOW
Give My Heart Away (Bumble Productions YEOW (12), RPM)

fast, fun dance cut with vocals equally fast and

rhythm driven to fit the musical cloth. child

vocals, a reminder of the importance of

music in children's lives.

BRIAN MAY AND FRIENDS

Star Fleet (EM (12), EMI)

Queen man with Chen and Van Hellen delivers a

somewhat musically and

unusual musical purpose for much of the time

with only a sudden rather heavy guitar

intervention to reach the end.

SMOKEY ROBINSON & BARBARA MITCHELL

Blame It On Love (Motown TGM (12), Motown)

High-energy, Mitchell joins Robinson for sweetness and love

talk, naturally slow to mid-paced; no magic in

the title line.

THE BELLE STARS

The Entertainer (Stiff (12), CBS)

The band with the second single which has more substance and

style than previous fast pacer Freak, and

would be pleasant to see it do well.

PETER AND THE TEST TUBE BABIES

Come On (12) EARLS 2, RPM)

Singer spends a lot of time on sweet pop ballads, some

not very successful; some works well.

ZINGARI

Tender Is The Night (Asylum E9791, CBS)

with only a sudden rather heavy guitar

intervention to reach the end.

JACKSON BROWNE

This Is The Way (Atlantic 75109)

preferable, and even the 12-inch third

record his vocals until they were distinct?

BRIAN MAY AND FRIENDS

The Eye Of The Hurricane (Epic A3892, CBS)

the Eye Of The Hurricane tribute but

hardly commercial enough though it

furthered by lack-lustre down scale verse

and solid brass instrumentation, but

commercial enough though it

would be pleasant to see it do well.

ROBERTA FLACK

The Love Cuts (Fiction FICS (12), EMI)

entertains rather than enthralls.

THE VOICES

Beauty Is The Beast (Mercury VOICE (12), EMI)

some ELO sounding male back-ups.

WENDY WU

Give My Heart Away (Rumble Productions)

Open, upbeat, catchy, almost pop-

Chorus offers more hope but

and it is the usual impeccable offering from an artist who ranks with Roberta

Flack, Dionne Warwick and Diana Ross among the top black female singers.

PHOTOFIT

The CSA Collection or Reggae Music All Right Vol 1. CSA CSLP9.

Make more for

fanatics/collectors than for mainstream record buyers. The Beach Boys new

for two years, and a new issue of the magazine, the

TANGERINE DREAM

Lettin' Loose. Polydor HEPLP 1. A very powerful debut album from a young

German group, it makes it possible to see these four together

with some Haydn opuses for their

relevent. Synthesizer synthesizer, has

commercially successful, and is a new single.

the overall concept, is rather sales by the

end. Vocals sick and croaky.

PRT). Bananarama-sounding band with a

ZINGARI

With more obvious intent to create a hit.

with more substance and

style than previous fast pacer Freak, and

would be pleasant to see it do well.

BARBARA MITCHELL

SONGS

This Charm Man (two versions) RT 136

“THIS CHARMING MAN” b/w “JEANE” RT 136

“THIS CHARMING MAN” (two versions) RT 136

b/w “ACCEPT YOURSELF” and “WONDERFUL WOMAN”

NATIONAL ADVERTISING CAMPAIGN:

NME, Smash Hits, No. 1, Melody Maker, etc.

FULL COLOUR POSTCARDS, POSTERS, BADGES, T-SHIRTS, VIDEO, ETC.

NATIONAL TV APPEARANCE: THE TUBE, 4TH NOVEMBER

NATIONAL TOURING

ON ROUGH TRADE RECORDS, DISTRIBUTION BY THE CARL

WITH THE ASSISTANCE OF POLYGRAM'S LONDON SALES TEAM

AVAILABLE THROUGH THE CARL AND LONDON SALES TEAM CARDS ONLY

NOT AVAILABLE THROUGH POLYGRAM

The Smiths

new single

THIS CHARMING MAN

LP REVIEWS

This Charming Man

ANNABEL ETKIND

A New Romance. Lifestyle Records Leg 14. Much-publicised two-album

set from the Savoy Hotel Harpist which should have enormous potential

in the forthcoming Christmas market. Lifestyle is aiming to establish Etkind as a long-

term recording artist, and A New Romance, with its selection of well-known

light classical songs and melodic ballads, should go a long way to achieving

RANDY CRAWFORD

Nightlines. Warners KS23976. This is Crawford's seventh album for Warners, and it is

the most successful to date, with songs arranged by songs arranged by

Richard III, and boundless energy.

WENDY WU

Come On (12) EARLS 2, RPM)

Singer spends a lot of time on sweet pop ballads, some

not very successful; some works well.

JACKSON BROWNE

This Is The Way (Atlantic 75109)

preferable, and even the 12-inch third

record his vocals until they were distinct?

JUNIOR WALKER

Rainbow In The Dark (Vertigo DIO 2(12), CBS)

Main title is friendly mid-tempo sounding

frills hard rock without a commercial kick.

JENNIFER HOLLIDAY

Shine A Light (Geffen A3867, CBS).

Jennifer Holliday, well

with more obvious intent to create a hit.

WENDY WU

Give My Heart Away (Rumble Productions)

Open, upbeat, catchy, almost pop-

Chorus offers more hope but

and it is the usual impeccable offering from an artist who ranks with Roberta

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AVAILABLE THROUGH THE CARL AND LONDON SALES TEAM CARDS ONLY

NOT AVAILABLE THROUGH POLYGRAM

GARDENING BY MOONLIGHT


Producers: with the help of people like

TREVOR HERION

Beauty Life. Interdisc INTO 3. Distribution: Island. More funky pop from

Interdisc, but despite all the ingredients — Herion's fairly respectable pop

voice, catchy songs, etc. — the ultimate result is very pedestrian and

the production limp along.

FRA LIPPO LIPPI

Small Heroes, Unione 017. Distribution: Pavilion. Producers: artists and

Espan Dahl. A really airy-catching album of gentle melodies and

relaxing rhythms that could have appeal right across the musical spectrum. Of the

two new additions to the group, a grand piano and guest vocalist Per Oystein

Sorensen, the former is the most successful adding an understated authority to

most of the tracks. Highly recommended, but if you're got to experiment with

LPS, try the group's 12-inch single, The Treasure, as a taste.
Selling MOR and MOR

MIDDLB OF the road music — a description that once conjured up images of clumsy orchestral arrangements, aging cabaret club singers trying to emulate a Tom Jones or Shirley Bassey, and Opportunity Knocks-type pianists. Or, as one music business wise-guy called it: More Old Rubbish.

Times change, Max Bygraves may no longer be a regular artist, Des O’Connor and Ken Dodd haven’t got to top 10 hits for more than a decade now, but the middle of the road market is stronger now, in terms of product released and sales generated, than probably any other time since the advent of rock ‘n’ roll music.

Today it would not be inappropriate to describe Neil Diamond, Barbra Streisand, Kenny Rodgers or even the Bee Gees as middle-of-the-road music. Rather, the acts falling into the category have the ability to transcend all age barriers and while they are not necessarily top 10 singles acts, their albums are consistent long-term sellers.

One of the companies that was quick to spot the growing popularity of MOR music was Julian Lloyd Webber, whose first year has become one of the UK record industry’s biggest investors in the middle-of-the-road market via its TV-advertised “theme” compilations.

The company firmly believes that the level of sales currently being generated at retail level by MOR product is “only the tip of the iceberg”, and its approach to consumers is by aggressive TV marketing and distinctive point-of-sale merchandising support for all its albums.

Starland has recently released five new double-albums in its Solitaire range – each featuring 28 tracks by the original artists. In addition it is re-promoting the pioneer Wayne Wickans — The Collection album, and has also become the first UK record company to launch a double compact disc album, Musical Fantasy, which features the LSO, English Chorale and top UK session musicians performing a non-stop medley of classic songs from musicals.

The market has definitely picked up over the next few months.

...because quite often the high profit problem promoting MOR music for a long time, and that creates consistent album success which has to be good business. We have certainly found this to be the case with Don Williams for example — in the past his albums have outsold Abba and Rod Stewart.

EMI Records is one of the companies that has ‘rediscovered’ the middle-of-the-road music market, and it seems likely that there will be more releases in that vein over the next few months.

American tenor Robert White, who had a brief stint with CBS, he also worked produced by Barry Gibb.”

“PATTI GOLD”

ANNABEL ETIKIND

LIFESTYLE RECORDS is hoping that it will have one of the big selling MOR albums of the year with Annabel Etikind’s A New Romance, a double album which spans a wide range of material from Rachmaninov’s 2nd Piano Concerto to Bright Eyes and Vienna. Guest musicians on the album include Julian Lloyd Webber, Francis Goya, Incantation, and the Royal Philharmonic Orchestra, with Louis Armstrong responsible for the string arrangements.

Etikind is the harpist who found fame at the Savoy Hotel playing to afternoon tea customers, and Lifestyle — part of the Carrington group of companies — is determined to break her as a major act via an extensive marketing and promotion campaign.

Ralph Simon, managing director of Lifestyle, says: “Annabel Etikind is that rare combination of consummate artist and enterprising entrepreneur who can appeal to women in particular because they are the prime purchasers of pre-recorded music in this area. We have deliberately packaged the product in a similar way to cosmetics companies.”

RCA’s catalogue exploitation manager Lee Simmonds feels that many MOR music fans are now beginning to go back into the shops. “The market has definitely picked up — a couple of years ago RCA signed Vic Damone to the UK company, and his first album was a chart hit. In addition we had a bit of success with other MOR names like the American tenor Robert White, who currently has his own BBC Radio Two series and is also on tour, James Galway, and of course Kenny Rodgers, whose latest album was produced by Barry Gibb.”

Simmonds is responsible for RCA’s mid-price product during a busy period and, he has worked on that company’s mid-price Camero range, and next week sees the launch of the new RCA Deja Vu label with titles by Perry Como, Mario Lanza, Jeanette McDonald, Henry Mancini and Della Reese among others. It is a project close to his heart: “Quality music from quality artists aimed at people who like good MOR music — we know that there’s a demand for it, via various overseas radio — our job is to help the product. Believe me, we’re not fighting MOR music.”

...because quite often the high profit problem promoting MOR music for a long time, and that creates consistent album success which has to be good business. We have certainly found this to be the case with Don Williams for example — in the past his albums have outsold Abba and Rod Stewart.

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To NEXT PAGE
FOCUS ON MOR

LEE GREENWOOD, MCA Records.

FROM PAGE 29 and Manuel & His Music Of The Mountains.

It is important to develop new MOR artists, and the visual aspects are as important as the music itself. We work very closely with the artists, their managers and agents, to build their careers. You can’t just put a single out and hope that it sticks.

Lanza admits: “MOR music has been ignored by the record companies in recent years but times have changed. I just wish that there was a better term for it than MOR which so often gives the wrong impression of what the music or artist is about.”

London/Decca is another record company which has been long established in the MOR market, but in the last 18 months has taken a fresh look at its policy. “Middle-of-the-road music used to mean easy listening, and in Decca’s case that meant artists like Mantovani, Klaus Wunderlich, Stanley Black and the Ted Heath Band,” marketing manager Keith Bennett says. “Richard Clayderman has of course been one of the success stories of the Eighties, although it took quite a long time before he broke in the UK as a result of a joint promotion between Decca/Delphine and Teledyne.”

Decca’s MOR catalogue mainly appears on the Elite TAB mid-price series, and albums by Tom Jones, Vera Lynn, Barry Goodman, Val Doonican, Bing Crosby, Peter Skellern and David Whitfield have all sold well in that respective market. “MOR takes in so many styles of music now,” Bennett admits. “You could say that anything more than five years old is middle-of-the-road. With the TAB series, we have found it very important to have stylised sleeves, point-of-sale material and consumer catalogues available. A lot of the older people who buy this kind of product are unsure about going into record stores, and I think to an extent the record industry has been guilty of alienating the MOR record-buying public.”

Cambria Records, which specializes in budget-priced double albums, has had a lot of success with its MOR titles. “I think that the direct-response merchandisers like Teldyline have helped to broaden the whole MOR market,” says John Howard, responsible for all the company’s compilations.

“A lot of older people were embarrassed to go into record stores but now they are going back. In our case we’ve enjoyed a lot of success with albums by Lena Horn, Jack Jones, Vic Damone and Jim Reeves.

“Don’t ignore a section of the market that is as enormous as MOR! At one time the very term MOR was derogatory to the product involved — now it is very respectable because it has broadened to include people like Abba, Barry Manilow and Dione Warwick. Providing that the product is strong, and the albums are compiled with care, then you’re virtually assured of a good response from the MOR record-buying public,” Howard adds.

He also points out that radio reaction towards MOR music is very good. “The regional stations are very encouraging in their approach to MOR music — several of our titles have been made ‘albums of the week’ — Radio Two is an invaluable ally. When I first started visiting producers with albums that we had released they were so pleased to see them because they had been stars of good MOR product for a long time.”

President Records is another record company which has done much to promote the MOR market via a wide range of mid-price albums which take in some of the biggest easy-listening names. The Bulldog catalogue includes Mel Torme, Gene Autry, Neil Sedaka, Glen Campbell and Buddy Greco, while the Rhapsody label features names like Lena Horn and Gabor Szabo. John McCormack, the Ink Spots, Al Jolson (three albums featuring 60 of his easy-listening names. The Bulldog series, which take in some of the biggest easy-listening names. The Bulldog catalogue includes Mel Torme, Gene Autry, Neil Sedaka, Glen Campbell and Buddy Greco, while the Rhapsody label features names like Lena Horn and Gabor Szabo. John McCormack, the Ink Spots, Al Jolson (three albums featuring 60 of his)

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Lifestyle Records is a member of the Zomba Group of Companies
FROM PAGE 30

over in their appeal. "The packaging of MOR product is important," Kassner says. "We try to make all our sleeves look distinctive, and with some of the older titles includes sleeve notes about the respective artists or music."

He adds: "There are a lot of good dealers out there who really do support MOR product, and similarly DJs like Alan Dell, David Jacobs and Peter Clayton give us a lot of radio support which is very important. Radio promotion is the best way of marketing MOR product — the fans listen to the programmes, and take down notes of the albums' titles and the record label. We also get a lot of letters from the public suggesting artists and specific compilations that they would like to see on record."

Even a small label like the Covent Garden-based That's Entertainment Records can do well in the MOR market. TER specialises in film soundtracks and original cast recordings, but has dipped its toe in the middle-of-the-road music market with a single by Frankie Vaughan, and is planning albums by Bertice Reading, who is currently starring in her one-woman show, Every Inch A Lady, and Ken Dodd (the latter to be released in time for Christmas).

The Vaughan single, Stockton, has been composed by Geoff Morrow who submitted the number in a Song For Stockport spoof competition, and won a weekend in the Northern town. Morrow was rather disappointed that he came first, as the second prize was a weekend in Paris.

"You can't ignore the MOR market," says TER's Gavin Angus. "There are a lot of people out there who like the music, and record companies have to cater for that demand."

A&M Records is another major company which over the years has realised the importance of having a strong middle-of-the-road catalogue, as well as contemporary track albums, and it was there that he realised the sales potential in the UK for albums that had only been released abroad.

"Names like Shirley Bassey, Judy Garland and Frank Sinatra often have LPs available in Europe which have not been released here, and naturally their fans want to get hold of them. We test demand by bringing in a few copies, and if dealer and public reaction is good then we import in bigger volumes."

"A typical example is that the musical revival Singin' In The Rain is currently a West End hit, but there's no cast recording available, and the original film soundtrack LP has been deleted in the UK. But the latter is still available in Europe so we've been importing copies to satisfy demand."
Today's teenagers can enjoy good-quality MOR music tool. Howard Berman, ADM's head of marketing, points out: "The success of The Carpenters' LP has again emphasised the enormous appeal of music for 'middle market', a market which has been neglected by record companies, the media and retailers, and is therefore the hardest to reach."

He adds: "When it is reached, the sales figures which are achieved can be colossal. The success of an album like Voice From The Heart can obviously spin-off to other albums, and bring back potential 'middle market' buyers back into the record stores."

Mervyn Solomon started EMERALD RECORDS more than a decade ago in County Antrim, Northern Ireland, where it has grown to be one of the most important record companies with a catalogue of between 30 and 40 albums, and bring back potential 'middle market' buyers back into the record stores.

Roly Daniels, a ballad singer from southern Ireland whose current album is I Will Love You All My Life (which incidentally dates back some 60 years, and was a great Al Jolson favourite) followed by the Top 50 hit I Will Love You (Every Time When We Are Gone). The label has a busy autumn schedule with a new album and single — both entitled Steal Away — from The Furays & Davey Arthur, an album and single from Foster & Allen (both called I Will Love You All My Life), and a single, Everytime Two Fools Collide, and an album, BJ — Billie Jo Spears Today, by the country singer who is a new signing to the label.

The releases are all being backed up with major tours by the three acts. Michael McDonald, who left after Ritz Records' UK operation, comments: "Our success proves that there is clearly a market for MOR product — they've been waiting for one at the sharp end of the market. It is a vast potential buying public out there, but it is a matter of getting to them. The record industry has made a vacuum in the MOR market, and it is only now that it is being filled properly — for those companies which succeed, rewards are tremendous."
Recorded live at the Marquee

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Ministerial matters on Magic


BARRIE — alias Barry Anthony — said: "This is a British based London label from Guernsey who is making his recording debut at the age of 43; his music is a combination of soul and calypso, which in his case includes a variety of minor influences, particularly ska, Latin American, and African. His debut album includes Herbie Flowers on guitar, Tony Hyman of the Group

NEW EXPLOITED

"Exploited again . . .

THE EXPLOITED have a new single and album released on the PAX label distributed through Red Rhino and the Carret — their first release this year, though their last album reached number 17 in the national charts and has sold 100,000 units worldwide.

The single, Rival Leaders, released last month from My Soul, is being舍abundant, and already airplay on the UK's biggest radio station, Let's Start A War (Said Maggie One Day) is released soon.

PAX is looking to license the album in other territories worldwide and can be contacted via PO Box 3, Sheffield.

THE JOHNNY KIDD and The Pirates' old Skolkin' All Over is re-released on London's music machine.

UNION RECORDS is releasing Assam, the second album by UK synthesist Mark Seven. One of the stars of the recent Electronic UK Festival in Milton Keynes. Seven's last album, Thought Of War, was released in 1981.

FINAL ACADEMY, a band from Shrewsbury in Shropshire, have released a single, Night Club/Tale, on Spectrum Records (distribution: Pinnacle). It is produced by Andrei Ganev, who has worked with The Mobles and The Nick Straker Band. Final Academy have been together for about a year and are currently gigging in the Didsbury area.

DALE HARGREAVES has his first single, The Eastern Side, released by his record label, Zep International. The single, first for a year, was previously with Compendium Records, and was recorded at Strawberry Studios in Manchester and mixed at Xian Studios in Dusseldorf, West Germany.

TERMINAL MUSIC in Manchester has released a six-track cassette, Out Of My Mind, by Cambria heavy metal band Bitches Sin. Recommended retail price is £2.49, distribution by Pinnacle.

ROUGH TRADE has released a new single, Man O'Sand To Girl O'Sea by the Go-By-Who, which coincides with their European tour.

HOLLAND METAL specialist label Music For Nations has made several signings including Danny Bowes of Meatballs. First album, Melody, is released on October 28 (distributed by Pinnacle). Lateral UK signing, "shock rock" band Rox debut with a three-track maxi-single, Kicks, available in 12-inch format only, produced by MFN's Martin Dijker.

NORTH HUMBERSIDE indie label Xcentric Noise has two new releases during October — an EP, The Infection Wave, by The Headstrackers, and an album cassette, Groovebus. Musical Hardware World Pump Compilation featuring 38 tracks, and re-issuing 12.50 Distribution through the Carret. Xcentric Noise, 17 West End Road, Cottingham, North Humberside (tel. 0482-209519).

Hendrix revisited

RARE RECORDINGS by Jimi Hendrix are being released by specialist label Red Lightning in November. The album, Wake Up This Town, is a new studio recording of the tour which began in New York and features Billy Kinsley, a recent addition to the line-up.

The Group sign to Jive

LONDON TRIO The Group, who have been on tour with the Comsat Angels, have signed to Jive Records. Their first single, Technology, You're My Flag, was produced by Thomas Dolby and Mike Hedges. New York rappers Jalil and Ecstasy, alias Whodini, have several UK dates lined up to coincide with the release of their Jive Records single, Rap Machine, available in 7- and 12-inch and released this week.

They have been working with producer Comly Pinnock.

Australian band The Moodsters, who have been in the UK for an extended stay, and will be recording an album and single for Red Flame Records.

In the meantime they start a series of live dates this week to promote their current Red Flame mini-LP, Engine Shudder and singer, The Disciples

West Country band And Also The Trees have signed to Furious Records and their first single, Shantell/Wealth Of Islands, produced by Lol Tolhurst from The Cure, was released this week. Also out the same day was The Fingers, Illusion, the debut single by The Fingers Rasp, a band formed by ex-members of The Violators. Distribution through Pinnacle.
Ochi Brown.

"Whiter Shade Of Pale"

b/w

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MUSIC WEEK

TOP SINGLES

1. Blue Monday
2. Tears And Flowers
3. Love In Its Own
4. Superman (Gioca Jouer)
5. Song To The Siren
6. Kicker Conspiracy
7. Mirror Breaks
8. Jinx
9. Confusion
10. Maurita Mayer

11. Swing Out Sister
12. Incubus Succubus
13. Cry Wolf
14. Yashir
15. Shiner
16. SHINE
17. LEANS OF A NATION
18. NEED SOMEONE TONIGHT
19. Rebel Run
20. The Devil Has All The Best Tunes
21. To A Nation Of Animal Lovers
22. HAND IN GLove
23. I'm OK, F#ck You (EP)
24. The Crusher
25. Cool Running

INDIES

26. MAD PUNK & ENGLISH DOGS (EP)
27. TIGHT AND FLAT
28. NEARDEST DOOR
29. GIRL SOUL
30. PULLING PUPPET STRINGS (EP)
31. NEAR DESTINY
32. I DISCOVER LOVE
33. BLIND AMBITION
34. NEW LOVE REACTION
35. HARRISON GETS THE MARTIANS
36. IGNORE THE MACHINE
37. REPITLE HOUSE
38. EVERYTHING COUNTS
39. ANOTHER TYPICAL CITY
40. BRUISES
41. ALICE LEADERS
42. ANYTHING TYPICAL CITY
43. STARK RAVING NORMAL/MAXIM ESSENTIAL
44. STARK RAVING NORMAL/MAXIM ESSENTIAL
45. STARK RAVING NORMAL/MAXIM ESSENTIAL
46. STARK RAVING NORMAL/MAXIM ESSENTIAL
47. STARK RAVING NORMAL/MAXIM ESSENTIAL
48. STARK RAVING NORMAL/MAXIM ESSENTIAL
49. STARK RAVING NORMAL/MAXIM ESSENTIAL
50. STARK RAVING NORMAL/MAXIM ESSENTIAL

TOP ALBUMS

1. Power, Corruption & Lies
2. Construction Time Again
3. No Love Lost
4. Death Church
5. Text Of Festiavl
6. The Revolution Starts At Closing Time
7. The River Of Desire
8. Blood Suckers
9. Who Told You You Were Naked
10. You And Me Both
11. Roll To The Grounds
12. A Fistful Of
13. Off The Bone
14. Angel Dust
15. Ectisch
16. Promise
17. Dance In The Midnight
18. Beggars Can Be Choosers
19. High Land, Hard Rain
20. From Gardens Where We Feel Secure
21. Unknown Pleasures
22. Movement
23. Rockin Renegades

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ZONE TO ZONE

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- T-format video cassette library cases available to accommodate V.H.S., Betamax, and V-2000 cassette formats in a variety of colours for standard stock.

For further details, prices and samples please apply to—

FANNERS LIMITED, Unit 12, Woodside Place, Woodside Avenue, Aspendale, Manchester M9 3TY. Tel: 01 603 7337.

MERCHANDISING

LICENSED RACK PACK

HIGH QUALITY T-SHIRTS

British and American bands plus punk and legendarri designs. All prints are picked for the right price in the right style. Ann Whale Ltd 67/8 Portman Rd, London W1 9HS Tel: 01 833 1121/01 258 3626

PROPERTY FOR SALE

HOUSE & PRIVATE 1ST STUDIO FOR SALE

South London, Immaculate 3-bedroom terrace house with 30' lounge, fitted kitchen, closed circuit TV, large garden and double garage. All electrical items are less than 3 years old. House is sold separately.

HOUSE: £110,000
EQUIPMENT: £7000
BOTH BARGAIN AT £54,950

WARDOUR ST W1
3 separate offices for rent, individually or together.
Would suit small video or music business. Reception facilities, photocopier etc, provided. Immediate occupation.

LEONARD COATES 01-278 6024

FRIENDSHIP PICTURES AND CARDS

- Tri-format video cassette library cases available to accommodate V.H.S., Betamax, and V-2000 cassette formats in a variety of colours for standard stock.

For further details, prices and samples please apply to—

PANMER LIMITED, Unit 12, Woodside Place, Woodside Avenue, Aspendale, Manchester M9 3TY. Tel: 01 603 7337.

DISCS

CHEAP! CHEAP! CHEAP!

1982-83 WORLD TOURS

SEPTEMBER 29, 1983

IN STUDIO

REPLACEMENT STYLI

Would any dealer experiencing difficulty obtaining stocks of Goldring replacement styli please telephone us on 0207 701 1011 so that we can arrange for supply of either direct from us or through one of our wholesale stockists throughout the country.

Goldring Products Ltd., Bury St. Edmunds, IP32 6SS.

STUDIOS

WAVE STUDIOS

RECORD COMPANIES SAVE ON RECORDING COSTS

We believe we offer the best value in sound recording and studio facilities of any 24-track control room has been specifically designed and equipped to the highest standards. Experienced engineers make sure that the utmost quality is achieved.

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

DO YOU WANT TO INCREASE YOUR SALES?

The receivers of Lugton & Co Ltd will sell the company's residual stock of records and cassettes E.T.C. as a whole or in parts. Categories include: TV/language courses/christmas: military/mixed dance/spoken words/books and accessories.

Please write for stock list, stating clearly your area of interest to—

PO Box 182, Cross Lane, Hornsey, London N8 7SB

(REF: MWJ)

FOR SALE

RESIDUAL STOCK

CATERING

DO YOU WANT TO INCREASE YOUR SALES?

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Please write for stock list, stating clearly your area of interest to—

PO Box 182, Cross Lane, Hornsey, London N8 7SB

(REF: MWJ)
WANTED: ALIVE

A salesperson to fill a demanding position. We are a progressive market leader and we seek experienced salespersons nationwide. Good basic salary plus car plus commission.

Apply in writing to:
Mr M. Hudson,
Sales Manager,
Anabas Products Ltd.,
10 Bridge Close,
Romford,
Essex, RM7 0AU.

SECRETARIES

Label Management and Promotions
West End

Names like Howard Jones, Aztec Camera, It's Immaterial and The Truth are currently hitting the heights through WEA Records. We're signing more and expanding on demands of this calibre which means heavy demands are placed on our Label and Promotions Managers who look after the interests of an extensive range of artists from our head office in Broadwick Street, W1.

That's why we're looking for secretaries whose experience in the music business has already taught them how to cope with a daily flood of telephone calls and visitors, help with the organisation of tours, new releases, media interviews and the endless lists of arrangements that need to be made on behalf of each artiste. And supply a first-class secretarial service at the same time.

You'll either work for our two UK and International Label Managers or for the Head of Promotions and his team. Experience in the relevant area would be a distinct advantage. As well as good shorthand/audio and typing skills you must have an outgoing, attractive personality, plenty of initiative and flexibility, and a responsible attitude. Ideal age: early/mid 20's.

In return we offer competitive salaries and a range of benefits including five weeks annual holiday.

Please send full career details, including age and current salary, to Personnel Department, WEA Records Ltd., Alperton Lane, Wembley, Middlesex.

SECRETARY/P.A.

MERCURY MUSIC COMPANY LTD

require

for an expanding music publishing operation. Previous experience in this field essential. The successful applicant must be efficient and able to use their initiative for a wide variety of duties. Salary negotiable depending on experience.

Please apply in writing giving full details and enclosing a C.V. to:

Salaries negotiable depending on experience.

1/3 Upper James Street,
London W1R 4BP.

RECEPTIONIST

Mercury Music Company Limited,
1/3 Upper James Street,
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RECEPTIONIST

for their busy Edinburgh branch. The successful applicant will be honest, hardworking, self motivated and have a good catalogue knowledge in the jazz/rock/progressive fields. An ability to manage staff in a busy shop is an essential requirement.

Please apply in writing only enclosing full C.V. to:
The Other Record Shop,
37 Jeffrey Street,
Edinburgh.

RECEPTIONIST/Sales

required for their West End stores.

Applicant must be experienced in both audio and digital sound equipment.

Apply to:
David Harries on 01 637 2758 or write to
Air Studios Ltd.,
214 Oxford Street,
London W1N 9DF.

RECEPTIONIST

for a leading music publishing company.

The University of Dundee Students Association requires an Entertainment Manager/Disc Jockey for their busy Edinburgh branch. The successful applicant will be involved in the organisation of events, promotions, public relations and the promotion of the store.

Please apply in writing giving full details and enclosing a C.V. to:

The University of Dundee Students Association, Airlie Place, Dundee.

RECEPTIONIST/Sales

required for their busy Edinburgh branch. The successful applicant will be involved in the organisation of events, promotions, public relations and the promotion of the store.

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The University of Dundee Students Association, Airlie Place, Dundee.
WE'RE SPENDING A FORTUNE TO MAKE YOU A PACKET

As Britain's biggest, brightest distributor of Rock and pop posters Anabas offers the greatest selection, the best pictures, the most generous exchange plan, the highest profits and the strongest promotional support.

To help you, the dealer, sell even more posters over the next year we've embarked upon a series of full-scale promotions. The first 2 start now and run to the end of January 1984. Both promotions are backed up by heavy national advertising and eye-catching ranges of POS material; ensuring that you make the most of Anabas posters during the coming months.

The promotions outlined here are designed to complement one another, but should be looked upon as totally separate operations.

THE DURAN DURAN PROMOTION

There's no doubt that Duran Duran are just about the hottest property in the Music Industry. To help you capitalize on their popularity, forthcoming tour and much awaited new releases Anabas have produced 5 fabulous new posters and a great consumer offer.

For every 3 Duran Duran poster proofs of purchase, returned to Anabas with a promotional leaflet (there's no administration at all for you to deal with), your customers will be sent a framed photograph of the band (taken from a choice of 6) personalised with their own name.

Attractive to the ardent Duran Duran fan and Christmas present buyer alike, the Duran Duran promotion is destined to be an exceptional success with both you and your customers.

THE ROCK AND POP PROMOTION

The Anabas range incorporating PaceM Posters in Great Britain stands head and shoulders above the rest, as the very best available. Featuring illustrations as well as Rock and Pop material, we have gone to great lengths to ensure that a broad range of tastes are catered for.

The Rock and Pop promotion, designed to exploit sales of Anabas/PaceM Posters during the Christmas boom, has been devised to make you money . . . TWICE - now poster sales will mean extra record/cassette sales.

For every 3 proofs of purchase your customers send to Anabas with the promotional leaflet, we will return an EMI token worth £1 off records and cassettes, with a card with your shop name and address. It's as simple as that. All you have to do is display the POS material and position the pad(s) of leaflets near the merchandising unit. There's no admin., no hassle, and twice the turnover. First from more poster sales, then from additional record/cassette sales, with redemptions of the £1 tokens.

Anabas means business when it comes to selling posters. We've got the greatest range and 2 tremendous promotions. What more can we do to make you money?

See your Anabas representative or call 0708 21318/22828 and ask for Beverley NOW and place your order.

Anabas Products Ltd., Bridge Close, Romford, Essex RM7 0AU.

PROMOTIONS APPLY TO UK CUSTOMERS ONLY