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# MUSIC WEEK

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PRODUCER OF the year in both the Music Week and British Record Industry Awards for 1983, Steve Levine, has signed an exclusive recording agreement with Chrysalis Records and is working on an album to be released under his own name by Chrysalis later this year. Levine plays keyboards and synthesisers and co-wrote the songs. John Alder sings lead vocal on a single, *Believin' It All, due at the end of March*. Pictured are (l to r): Doug D'Arcy (managing director), Levine, Roy Eldridge (A & R director) and Chris Wright (co-chairman).

## Our Price goes public next week

RETAIL CHAIN Our Price Records is going public, and is selling 25 per cent of its shares to get a full Stock Exchange listing. The company's prospectus is advertised today (February 29), and the application list for the 1,633,500 shares now offered for sale will open at 10am next Tuesday, March 6.

The minimum tender price has been set at £1.50 per share, putting a value of £9.8m on the company. The sale of 25 per cent will raise a minimum of £1.33m, and the company stands to receive £890,000.

The flotation is being achieved with negligible sacrifice of personal shareholdings by the four individual shareholders — of whom Our Price chairman and MD Garry Nesbitt and deputy MD Mike Isaacs are the two active directors.

Each has contributed only half of one per cent of the shares to be sold. The company has put up 14 per cent, and Midland Bank Industrial Finance (which acquired 20 per cent of the company in 1980 when it provided £1m to finance major expansion, including purchase of the Harlequin chain) has put up the remaining nine per cent.

The sale of 25 per cent of the shares (total 6.635m) is necessary for full listing. Our Price decided against joining the Unlisted Securities Market — which would have been an easier course and required a minimum share sale of only about 10 per cent.

Nesbitt said: "We have gone public to increase the number of Our Price shops — currently 76 and expected to be 83 by the end of this year."

For the coming two or three years, he added, Our Price will continue to restrict its new branches to within a radius of 100 miles of the HQ in London's Kensington High Street. But spreading the Our Price chain nationally is "a distinct long-term possibility."

## 'CD made in Britain' on the way

THE WORLD'S first compact disc pressing plant outside of Germany and Japan is on course to start up in the depths of the Welsh countryside in May. The £2m plant constructed by Nimbus Records will offer its own mastering service, currently one of the most expensive elements of CD manufacturing process.

Nimbus has been helped with a research grant from the Department of Industry, venture finance from the British Technology Group, and financial support from Midland Bank Industrial Finance.

The company has a queue of labels lining up for capacity. "Practically every major label in the world has been in touch," said a spokesman.

A French CD factory is expected to be in operation later this year with supplies co-ordinated by UK custom pressing company Mayking, there are now several Japanese CD plants in addition to the original Philips/PolyGram plant at Hanover in Germany, and the CBS/Sony plant in the US is due to open for business some time this year.

The UK Forward Technology company, which had announced plans for a CD plant, has now shelved the idea while it watches the hardware market. Two other UK companies with CD plans — PR Records in London and British Compact Discs (Standard Pressings) — are still seeking the necessary finance.

While it is generally accepted that hardware sales did not reach anticipated levels in the year since the European launch of CD last March, software sales have exceeded expectations. "We anticipated sales of around 15 discs per player in a year, and we are now looking at up to 25 discs per machine," says PolyGram's Clive Swan.

Demand is expected to be stepped up this year as hardware prices fall and software catalogues expand into broader repertoire.

# Aiwa withdraws high speed tape copiers

AFTER PROTRACTED negotiations, threats of legal action and Parliamentary questions, Japanese hi-fi manufacturer Aiwa has agreed to withdraw from the UK market all double-headed cassette machines with a high-speed copying facility greater than double time.

The decision is being hailed as a significant victory by the BPI and Mechanical Rights Society, which have united in a concerted campaign to outlaw all double-headed machines — taking the view that they are an incitement to home-tape.

"The agreement represents a substantial first step towards a wider music industry goal, in that the BPI and MRS are totally committed to taking vigorous action against the manufacturers and distributors of double-headed machines, which by their very nature incite and encourage copyright infringement," said the BPI last week.

Discussions between Aiwa and the BPI/MRS negotiators were attended by a "senior representative" of the Japanese company and ranged over a wide area, "representing a significant breakthrough in communications between hardware and software

interests," added the BPI, praising the "responsible attitude" shown by Aiwa.

The Aiwa machine can copy both sides of a cassette simultaneously at double-time, "a move which threatened to blur the distinction between home-taping and commercial piracy," said the BPI. "For the BPI Council it was the last straw, coming as it did in the wake of the sudden proliferation of machines with double-headed facilities."

"The existence of such machines threatens the developing pre-recorded cassette market which now accounts for 40 per cent of album sales. Until the advent of these machines, pre-recorded cassettes were safe from home-taping abuse. They are now as vulnerable as the LP, or the compact disc which affords copiers a near-perfect master."

Aiwa UK was unavailable for comment at presstime, but MW understands that the UK company failed to rally support among other hi-fi manufacturers to fight the BPI/MRS action, and top management from Aiwa Japan eventually agreed to withdraw the machine.

## PolyWarner — GMB union warns Norman Tebbit of merger dangers

By NIGEL HUNTER  
TRADE UNION disquiet about the proposed "PolyWarner" merger has been expressed in a three-page letter from the General, Municipal, Boilermakers Union (GMB) to Secretary of State for Trade & Industry Norman Tebbit.

Signed by Hendon-based GMB regional official Tony Lusby, the letter is concerned about the possible effects of the merger on the jobs of the union's 400 members employed at the WEA distribution based at Alperton and PolyGram's Chadwell Heath depot.

The letter, generally bitter in tone, asks the Trade Secretary to refer the proposed merger to the Monopolies Commission — a step which was ruled unnecessary by the Secretary

"on the information at present before him, and in accordance with the recommendation of the Director General of Fair Trading" (MW November 26, 1983). Lusby justifies his request by citing West Germany and the US as having "referred this matter to their respective 'watchdog' committees".

He points out that, when WEA closed its West Drayton pressing plant in 1982, it transferred 50 per cent of work to its West German facility at Alsdorf and sub-contracted the rest to UK manufacturers.

"Having reluctantly accepted that the union could not influence a corporate decision taken in the USA, we then sought guarantees for the future of other WCI

companies and operations in the UK," says Lusby. "These assurances were given that WEA would continue in its present form and in particular that the Alperton distribution centre would remain. Should a merger take place, then either PolyGram's distribution centre at Chadwell Heath or WEA's distribution centre at Alperton will be at risk."

Lusby adds that either centre has the capability and capacity to handle the volume resulting from the merger, and the total volume of black disc requirement of both PolyGram and WEA could be manufactured by WEA Germany or by PolyGram at various European

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## Cokell to MCA job



ONLY DAYS after his departure from A&M where he was managing director, John Cokell has been appointed sales and marketing director of MCA Records UK. Cokell, pictured above with MCA senior international vice president Don Ellis to whom he reports, will be responsible for advertising, video, promotion, press and sales, including the strike force and tele-sales. Cokell had been with A&M for eight years.

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# MUSIC *video*

- |    |  |            |
|----|--|------------|
| 1  | (New) WHITESNAKE: Fourplay                 | PMI        |
| 2  | (1) DURAN DURAN                            | PMI        |
| 3  | (3) DAVID BOWIE: Ziggy Stardust ...        | Thorn EMI  |
| 4  | (2) WHITESNAKE: Live                       | PMI        |
| 5  | (4) MEAT LOAF: Live                        | Videoform  |
| 6  | (5) THE JAM: Video Snap!                   | PolyGram   |
| 7  | (8) QUEEN: Greatest Flix                   | PMI        |
| 8  | (7) JIMI HENDRIX: Rainbow Bridge           | Kace Int'l |
| 9  | (10) BILLY JOEL: Live From Long Island     | CBS/Fox    |
| 10 | (12) KATE BUSH: The Single File            | PMI        |
| 11 | (New) OLIVIA NEWTON-JOHN: Video EP         | PMI        |
| 12 | (6) CLIFF RICHARD: The Video Connection    | PMI        |
| 13 | (14) DAVID BOWIE: Video EP                 | PMI        |
| 14 | (16) SAXON: Live                           | PolyGram   |
| 15 | (17) THE JACKSON 5: In Concert             | VCL        |
| 16 | (25) THE STYLE COUNCIL: The Video Singles  | PolyGram   |
| 17 | (8) NOW, That's What I Call Music Video    | Virgin/PMI |
| 18 | (23) BAUHAUS: Shadow Of Light              | Kace Int'l |
| 19 | (20) UB40: Live                            | Virgin     |
| 20 | (13) PHIL COLLINS: Live                    | PMI        |
| 21 | (16) READY STEADY GO! - Volume One         | PMI        |
| 22 | (22) SPANDAU BALLET: Across Britain        | Palace     |
| 23 | (21) THE STRANGLERS: The Video Collection  | PMI        |
| 24 | (-) ELVIS PRESLEY: Elvis On Tour           | MGM/UA     |
| 25 | (New) CROSBY STILLS & NASH: Daylight Again | CIC        |
| 26 | (-) JAPAN: Oil On Canvas                   | Virgin     |
| 27 | (-) PINK FLOYD: The Wall                   | PMI        |
| 28 | (-) MARILLION: Recital Of The Script       | PMI        |
| 29 | (11) BARRY MANILOW: At The Greek Theater   | Guild      |
| 30 | (26) THE COMPLEAT BEATLES                  | MGM/UA     |

Compiled by Music Week Research

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## NEWS

### New video jukebox launched

A NEW video jukebox system for use in pubs and clubs was launched last week by Birmingham-based Associated Telecommunications. Called VideoSound, the system will have software supplied by Bruce Higham and Martin Davis' Diamond Time company.

VideoSound uses twin VHS VCR machines with microprocessor control so one tape is hunting for the next selection while the first is playing, thereby cutting down the time between selections. The user selects tracks on a futuristic master control unit which is linked to speakers and 26-in monitors.

The system has capacity for 60 titles which will be changed monthly. It has a memory to calculate the top ten most-played titles and the master control unit displays the number of the most-selected video.

### Dire Straits co-ordinates

IN WHAT it describes as a "move to maximise public awareness" of its new Dire Straits music video, Alchemy Live, PolyGram has postponed the release from February 16 to March 22 when the album, chrome cassette and compact disc of the band's Hammersmith Odeon, concert will also be released.

"The combined promotional pull of PolyGram Video and Phonogram Records will mean that Alchemy will make an even bigger splash in the marketplace than was originally anticipated," says PolyGram's Michael Golemba.

"And that is something which can only be to the dealers' advantage. Certainly, the opportunity to link the video directly with the record and cassette release was too good to miss."

To co-ordinate marketing and advertising campaigns, PolyGram's other February music title - Donna Summer - A Hot Summer Night, has also been held over until March 22.

● CIC is releasing the Flashdance video at a dealer price of £13.50 and is reducing the DP of five other music titles to the same level - Grease, Grease II, Jesus Christ Superstar, Xanadu and Saturday Night Fever. Flashdance is also being supported by a consumer competition.

● Classical releases from Longman Video include four operas from the Glyndebourne Festival - the Marriage Of Figaro, The Magic Flute, The Abduction From The Seraglio and Macbeth.

● The Cliff Richard Sixties film Summer Holiday is being released on video by Thorn EMI in April and will be followed in May by The Young Ones and Wonderful Life.

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## American Commentary



### Music video gains momentum

From IRA MAYER

NEW YORK: New music video labels are being spun off left and right by the major independents - a sure sign that the studios will follow suit once the groundwork has been done.

All are trying to differentiate their mainstream lines of feature films in order to appeal to the younger teen-to-30 audience. With a separate identity for music video, advertising and promotions can be broken out efficiently, and distribution of certain labels can be handled through record stores, mass merchandisers and other appropriate outlets while leaving the "traditional" lines for video specialists.

Three new labels debut in March: Vestron's MusicVideo, Media Home Entertainment's Music Media, and Thorn EMI's World Class of Music. In addition, RCA is planning a separate CED video disc line for music video that will feature 25-35-minute programmes and carry a price under \$20 (£13.79), while Pioneer Artists have been promising a laser disc version of the Sony Video 45 for several years - discs running 12-15 minutes and selling for about \$12-15 (£8.28-10.34).

Media Music (the parent company was recently purchased by the UK's Heron Group) will be issuing That Was Rock, a feature-length compilation of clips from two Sixties rock films, The TAMI Show and The TNT Show. Unique here is that the programme will be released simultaneously to theatres and the home video market. Price for cassettes is \$29.95 (£20.65).

Indeed, for all of RCA's and Pioneer's efforts, cassettes are clearly the dominant medium for music video (as well as for everything else). Beta Hi-Fi provides the high quality audio equal to the disc systems, and, as stereo VCRs will no doubt become the norm, just as stereo record players overtook the mono.

The \$29.95 price point also appears to have stabilised for music video cassettes. Of 10 music video releases due between February and March this year, only one carries a \$39.95 (£27.55) price tag. Ironically, that one is MCA's Stars On 45. MCA has always stuck to the high end of the pricing scale - having driven feature films past the \$100 (£68.97) mark for a while - and apart from the relatively high price, Stars On 45 was a novelty hit which has faded from memory.

What else is coming in the near future? Thorn's World Class has a Ready Steady Go! compilation; Vestron's MusicVideo is re-issuing Neil Diamond, Pink Floyd at Pompeii, and The Kinks' One For The Road. On full-line labels, RCA/Columbia has Roxy Music's High Road, MGM/UA has Cool Cats, USA has Beatlemania, and Pacific Arts has Toni Basil's Word Of Mouth.

As in the case of the video clip production generally, the UK is way ahead of the US in the release of contemporary titles by the hottest new acts. A look at the *Music Week* recent listing of available music video cassettes reveals much that could be marketed here.

The challenge is to get the music video hits out in time to cash in on their music chart, radio or dance club success, just as feature films are timed to maximise the advertising and promotion accorded to theatrical runs. Sequencing release to different markets, and using the hit music video single as a lure to a full-length work, are precisely the types of marketing techniques with which the independents' new music video labels are going to have to experiment.

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## NEWS

## WEA muscled in for Jones album

WEA IS committed to putting "all its marketing muscle" behind Human's Lib, the debut LP from Howard Jones released on March 9.

The 10-track, Rupert Hine-produced album makes its appearance as Jones is in the singles chart with his third hit, Hide And Seek.

WEA is planning "maximum exposure" for the album — Jones starts a tour to support it on March 17 — with TV commercials, national and pop press advertising, postering and a variety of merchandise and point-of-sale for the trade.

WEA reports that retailers have already been receiving enquiries about the LP, thanks to interest generated by the single hits and the carefully constructed high media profile which the label has achieved for this artist.

The album TV campaign will feature 30-second ads on Channel Four and some ITV regions during the tour (March 17 to April 7). POS material will include centrepieces based on the album cover artwork, as will prints, badges and posters to be given away at tour gigs.

## MCA's Olympian Kershaw push

A CONSUMER competition offering trips to the Olympic Games in Los Angeles is an integral part of MCA's extensive campaign surrounding the debut Nik Kershaw album, Human Racing. All initial orders for the album will contain entry forms.

Advertising back-up includes the music press, posters on the London Underground and fly-posting, and the campaign is to include window displays and counter displays, posters and sleeves.

The video for Kershaw's current hit single, Wouldn't It Be Good, is being placed on TV shows and MCA is taking co-operative store advertising on Channel Four in the London area. Kershaw and his new band appear on The Tube on March 2.

MCA's marketing plans for the album are "long term" and at least four more singles taken from it will be accompanied by further marketing boosts for the LP.

## Virgin to field mid-price LPs

VIRGIN RECORDS is entering the mid-price album market with the release of 72 back catalogue albums at a dealer price of £1.82 per album.

Artists featured in this initial release include Gong, Captain Beefheart, Tangerine Dream, Steve Hillage, Ivor Cutler, Wilko Johnson, Deco, Penetration, Skids, The Members, John Foxx, PIL, Gillan, XTC and Magazine. From the Charisma stable are albums from Genesis, Peter Gabriel, Steve Hackett and Hawkwind. Further releases will be added on a bi-monthly basis.

The 'Spring 1984 — Mid Price Campaign' will be backed with co-operative advertising, and there will also be a number of dealer incentives.

## Starlight single

THE FIRST single to spin-off from the new Andrew Lloyd Webber/Richard Stilgoe musical Starlight Express, which opens on March 27, is released next week as the first solo single by Jeffrey Daniel, ex-Shalamar. The title is AC/DC (Polydor).

## Marketing

**RONDO VENZIANO:** The Venice In Peril LP gets a boost with a £40,000 TV ad campaign in the Central area. Other areas may follow, says Ferroway Records, which has two further albums for future release.

**SIMPLE MINDS:** Virgin continues its campaign for the Sparkle In The Rain LP with Channel Four advertising and ITV ads in co-operation with HMV in Yorkshire, Tyne Tees, LWT and Granada. Press advertising, BR and Underground posters, and in-store displays.

**BANANARAMA:** The new single, Robert De Niro's Waiting, gets national fly-posting using the title as a teaser, followed by fly-posting with a full-colour photo of the band plus music press ads, posters and stickers. A limited edition 12-inch is available featuring a 7-inch label with a colour photo of one of the group.

**VIC DAMONE:** Four re-issued albums on RCA's Dejavu label tie-in with Damone's UK concerts — Stay With Me, On The South Side Of Chicago, The Damone Type Of Thing and Why Can't I Walk Away — all in original sleeves, supported by TV and radio promotion. Capitol also re-issues his Strange Enchantment LP with a tour programme ad.

**GENESIS:** Charisma/Virgin has released a limited edition shaped picture disc of the single Illegal

Alien, and has re-released two albums at mid-price — Nursery Crymes and Genesis Live.

**ORANGE JUICE:** Their mini-album Texas Fever will be promoted in live dates this month and Polydor is taking music press ads and co-op ads, plus in-store displays.

**GEORGE BENSON:** The LP In Your Eyes is boosted with new TV ads and retail marketing tying in with Benson's March/April dates. Leaflets will be distributed at all venues offering reductions on his back catalogue.

**GOLDEN 45s:** That's the name of a new EMI series drawn from the back catalogue and coupling classic hits on double A-side singles. First artists include Queen, John Lennon, Sheena Easton, The Stranglers and Frank Sinatra. Available in gold-coloured pic bags and browser boxes.

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## NEWS



## MTV screens BPI Awards

FILM OF the recent British Record Industry Awards is to be seen on America's MTV cable channel this weekend in the London Calling programme presented by Steve Blacknell and produced by Picture Music International. Blacknell is pictured with programme editor Allasonne Lewis and Annie Lennox and Dave Stewart of Eurythmics, who were interviewed in the segment.

# Quarterly results help to boost BPI's optimism

THE UK record industry achieved a five per cent increase in turnover in 1983, providing "a stable commercial environment for future development" said BPI director general John Deacon. The BPI survey of production and sales for the October/December quarter, however, found that the promise suggested by good figures between April and September "was not completely fulfilled".

During the last quarter, singles sales rose by three per cent in units to 22.1m, halting the recent downward trend, but this was mainly due to a few big sellers.

The LP sector was less encouraging, with the downward trend continuing, few big sellers, the "Christmas rush" starting later than usual, and much consumer cash diverted to computers and related software. Deliveries were down by seven per cent to 22.6m units compared with 1982. Further cause for depression is the BPI claim that "the number of people who copy music at home now stands at 18m — an increase of over 3m since 1981".

On the other hand, cassette volume for the last quarter rose by an impressive 11 per cent to 14.4m units. The combined volume of LP carriers (LP records and cassettes) was one per cent down, but the BPI anticipates this gap will probably be bridged by sales of music videos and compact discs.

Reviewing 1983 as a whole, the BPI report discloses that single unit sales were down by six per cent at 73.8m, and LP unit sales also dipped by six per cent to 54.3m.

Cassette unit sales climbed by 14 per cent to 35.8m, and combined LPs and cassettes rose by one per cent in unit sales to 90m. Total unit sales value for 1983 increased by 5.3 per cent to £287.1m as opposed to £272.5m in 1982, while the UK Retail Price Index for 1983 rose by 4.6 per cent.

Despite the definitely mixed nature of the results for the last quarter and the whole year, BPI director general John Deacon sounds an optimistic note regarding the future.



SHIRLEY BASSEY has been signed to a five-year worldwide recording contract by UK independent Towerbell Records. She will debut for the label with a single, *Sometimes*, a vocal version of the theme song from the new John Hurt film, *Champions*, written by Carl Davis and Norman Newell who also produced the record. Bassey will record a new album for Towerbell in April; she is pictured with Towerbell managing director Bob England.

## IBA urges pirate radio action

THE INDEPENDENT Broadcasting Authority is urging the Government to take "urgent and effective action" to stop the activities of pirate radio stations in the UK.

In a letter to Home Secretary Leon Brittan, IBA chairman Lord Thomson says pirate radio is continuing to operate "in open defiance of the law" and that it is essential to deter the illegal operations. He adds that the 1949 Wireless Telegraphy Act contains powers to prevent illegal land-based pirate radio from operating.

Lord Thomson says that the ILR companies are functioning in "a competitive commercial world" and shouldering certain costs imposed upon them by the regulatory system which protects British broadcasting

standards. They are entitled to the protection of the law.

"Illegal predators who steal news bulletins, pay no copyright fees, avoid nationally agreed union rates of pay, and ignore advertising standards must be stopped," he concludes.

The IBA stresses that pirates could also interfere with emergency services and, because they are outside the law, their transmitter power can be unlimited. It also mentions Radio Caroline and Radio Laser operating from ships despite the 1967 Marine Broadcasting (Offences) Act, and says that Caroline has a high-powered MF transmitter which enables it to be heard in much of Britain.

## Union warns of merger danger

FROM PAGE ONE

locations, "thereby causing possible job loss in the UK".

He quotes the likelihood expressed by CBS Records Group president Walter Yetnikoff that, in the event of the merger taking place, CBS would seek a similar arrangement with another multi-national major.

"Should this happen," says Lusby, "further contraction and rationalisation of the industry will adversely affect employment levels. The most likely candidates of a deal with CBS are EMI or RCA. This in turn would jeopardise smaller labels."

"The success of the British music industry has been because of small, young and vibrant companies having an impact on the market," Lusby declares. "They were able to be established because of, and took advantage of, the many and varied marketing and distribution services offered by the industry. This would no longer be the case and, consequently, their bargaining opportunities within the industry will be squeezed with, again, job losses

ensuing. Any contraction of services will have a detrimental effect on the industry and would not be in the public's interest."

At presstime, there had been no response from the Department of Trade to Lusby's letter, dated February 6.

The union members at Alperton gave him a mandate last week to take whatever action he deems necessary in the matter, but the GMB members at Chadwell Heath have adopted a more cautious line, preferring to wait for more information.

WEA Europe president Siegfried Loch told *MW*: "We cannot comment directly on a letter we have not seen. PolyGram and WCI have stated that they would like to merge their operations, but to do this, worldwide official assent is necessary in all the territories concerned. At present, approval has been won only in the UK, Canada and France."

"The management at the present time is fully occupied in getting the necessary approval. We cannot talk to him and give him information which we don't have ourselves."

## A&M cuts jobs

IN A "slimming down" of the A&M Records UK staff, 18 people have lost their jobs out of a total workforce of 70. The cuts were across the board, said managing director, Derek Green.

## IDS challenges Eye

INDEPENDENT Distribution Services and director John Howes are to take legal action against *Private Eye* following the magazine's attack on the company and Howes in its latest issue, co-director Geoff Hannington said last week.

Allegations in the article that Tom Robinson had sued IDS were refuted by Robinson's manager David Massey. "Tom Robinson did not sue IDS or even begin to sue them," he said. Hannington said that all the allegations in the article were "totally untrue".

## MCPS import ban

THE MCPS has imposed an import ban on the seven-inch and 12-inch versions of Miss Me Blind by Culture Club (US Virgin/Epic 34-04388/49-04977) at the request of Virgin Music (Publishers).

# DOOLEY

THE TAPE Manufacturers Group's anti-levy press conference (reported last week) was well-timed to pre-empt the BPI's audio/visual presentation to members of the Commons Arts and Heritage Committee last Wednesday. Some 15-odd MPs and Peers listened to the BPI's arguments for a levy and John Deacon reports that, as a result, committee chairman Toby Jessel is to seek a meeting with Junior Trade & Industry Minister Alex Fletcher, and is linking with the all-party group led by Jim Lester which is due to meet Fletcher to discuss the whole question of copyright reform later this month . . . Can it be a coincidence that neither *Music Week* nor *Billboard* — both known for their support of the tape levy — were invited to the TMG conference? We invited ourselves anyway and were able to get across several points balancing the TMG's propaganda, despite chairman Bill Fulton of Sony attempting to prevent *MW*'s editor from asking a question . . . CBS business affairs exec John Brooks appointed chairman of the BPI rights committee in wake of Michael Kuhn . . . Mike Pilgrim promoted to editor of *Record Mirror* . . . The MRS donation to IFPI anti-piracy fund (see Publishing, p18) likely to be £20,000 . . . The total amount of the donation to Music Therapy resulting from the *Music Week* Awards luncheon was £2,340.

ACCORDING TO *Variety*, the American Film Marketing Association has reserved the entire first floor of the Martinez Hotel in Cannes during the Film Festival rather than taking space in the Palais because of "massive dissatisfaction with the facilities and business traffic in the Palais" . . . Quite an achievement — British writers Gallagher and Lyle top the US country singles chart with Stay Young by Don Williams . . . Announcement of Status Quo's last tour has caused record-breaking queues of fans at box offices all over the country — including two 60-year-olds in Birmingham, and, according to a PR handout, some distraught fans were phoning the Samaritans . . . Departing head of IMS, PolyGram's import arm, Barry Griffiths, chuffed that their German Roxy Music LP High Road notched up the company's first silver disc — Griffiths is off to be marketing director at Warner Home Video and is succeeded by IMS sales manager Eddie Wilkinson . . . A son in law for Stiletto director Paul Watts and wife Rosie; and a girl, Maggie, for songwriter Barry Mason and wife Elizabeth . . . Fed up with rude gestures from passers-by, EMI Music Publishing MD Ron White has passed on his EMI 1 car number plate to EMI Records MD Peter Jamieson . . . Former music publisher Tony Roberts now running a wine wholesale business in Boston, Lincs, and says he has some "real bargains" — call him on 0205-54040 . . . BBC Radio Two Country Club producer Colin Chandler celebrating 25 years with the Beeb.

## MORE HITS

"DOWN IN THE SUBWAY"  
SOFT CELL  
Some Bizzare BZS 22

"NOW AND FOREVER"  
KEN DODD  
PRT Records 7P301

"IT'S ALRIGHT"  
GERRY BROWN  
A.O.R.2 (thru PRT)



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## · UK TOUR DATES ·

### MARCH

17 Sat LEEDS, University  
18 Sun NEWCASTLE, City Hall  
19 Mon GLASGOW, Apollo  
20 Tues LIVERPOOL, Royal Court  
22 Thur BELFAST, Queen's University  
23 Fri DUBLIN, SFX

25 Sun MANCHESTER, Apollo  
26 Mon SHEFFIELD, City Hall  
27 Tue HANLEY, Victoria Hall  
29 Thur NOTTINGHAM, Royal Concert Hall  
30 Fri BIRMINGHAM, Odeon  
31 Sat BRISTOL, Colston Hall

### APRIL

1 Sun CARDIFF, St David's Hall  
2 Mon GUILDFORD, Civic  
3 Tues 4 Wed LONDON, Hammersmith Odeon  
5 Thur SOUTHEND, Cliff Pavillion  
6 Fri SOUTHAMPTON, Gaumont  
7 Sat AYLESBURY, Friars

Ⓞ WX1  
Ⓜ WXIC

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# EUROPARADE

(The European Chart)

This Week	Last Week	Wks on Chart	Countries
1	1	5	RELAX, Frankie Goes To Hollywood A/B/E/N/SW/UK/WG
2	3	3	RADIO GA GA, Queen B/E/I/N/SW/UK
3	2	13	LOVE OF THE COMMON PEOPLE, Paul Young A/B/N/SW/WG
4	4	11	ONLY YOU, The Flying Pickets A/B/SW/WG
5	5	5	GUARDIAN ANGEL, Masquerade A/N/SW/WG
6	6	8	THRILLER, Michael Jackson B/I/SP
7	8	11	MY OH MY, Slade A/SW/WG
8	9	5	A ROCKIN' GOOD WAY, Shaky & Bonnie A/B/D/SW
9	7	17	SAY SAY SAY, Paul McCartney/Michael Jackson D/I/SP
10	11	4	ALL NIGHT LONG (ALL NIGHT), Lionel Richie D/I/SP
11	10	6	VENSEITS VON EDEN, Nino de Angelo SW/WG
12	15	3	OWNER OF A LONELY HEART, Yes A/I/SP/SW/WG
13	12	9	7(FRAGEZEICHEN), Nena A/SW/WG
14	18	4	25 YEARS, The Catch A/SW/WG
15	NEW		DOCTOR! DOCTOR!, Thompson Twins E/UK
16	13	3	GIRLS JUST WANT TO HAVE FUN, Cyndi Lauper E/UK
17	14	23	KARMA CHAMELEON, Culture Club F/I/SP
18	16	4	BREAK MY STRIDE, Matthew Wilder E/UK
19	17	4	(HEY YOU) THE ROCKSTEADY CREW, The Rocksteady Crew D/WG
20	NEW		CRIME OF PASSION, Mike Oldfield D/I
21	NEW		LOVE IS A BATTLEFIELD, Pat Benatar N/WG
22	24	2	LA DONNA CANNONE, Francesco de Gregori I
23	25	2	ENCLOQUE, Renaud F
24	RE		UPTOWN GIRL, Billy Joel A/D
25	27	2	GIVE ME ALL YOUR LOVING, ZZ Top F
26	29	2	MAITECHU MIA, Mocedades Y Placido Domingo SP
27	RE		99 RED BALLOONS, Nena UK
28	20	5	TURALURALURALU, Trio A/SW
29	NEW		YOU ARE BEAUTIFUL, Chic B/I/N
30	19	2	FAR FROM OVER, Frank Stallone B

Key: A - Austria; B - Belgium; D - Denmark; E - Eire; 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.

## NEWS

### 'Easy-on-ear' venture

By HARRY DAVIES

A NEW venture, Fox Records and Music Publishing, is being launched in the UK by Harry Davis whose cousin Marvin Davis heads the 20th Century Fox film studios in Hollywood. Harry Davis started in the business in 1941 as bandboy and librarian for the Geraldo orchestra, and has since been involved in music management and promotion on both sides of the Atlantic.

Fox Records will seek "smooth groups who will appeal to a large audience by being easy on the ear". He will be visiting the US this spring to see his cousin and set up a US office, and will be announcing further details about his enterprise when pressing, distribution and staffing arrangements have been completed.

Fox Records, 9 Cork Street, London W1X 1PD (01-439 3806).



THE STYLE Council have signed with Geffen Records for the US and their album, *Cafe Bleu*, will be released there simultaneously with the UK release via Polydor, followed by the UK hit single, *My Ever Changing Moods*, and a US tour in May. Pictured in London after the signing are (l to r) Richard Ogdan (Polydor head of international), Mick Talbot, Paul Weller, Ed Rosenblatt (Geffen president) and Dennis Munday (Polydor A & R manager).

### New video deal for newcomers

A NEW-STYLE video production company is being launched by Mike Collier and Don Gallacher under the name Videosynchrosy. Its aim is to encourage record companies to make music videos for new artists by offering to put up half the cost; Videosynchrosy will then exploit the videos worldwide - paying royalties to the record company concerned.

Gallacher said that his company would be directing its attentions towards not yet established artists for whom record companies are reluctant to bear the cost of a promo video. "For top artists there is a video as a matter of course," he said, "but with new artists the normal practice is to wait to see how the records do before investing in a video."

"Because we want to market the promos as video entertainment we would be willing to put up 50 per cent of the cost, to give the record company promo rights and retain rights to market the videos - paying royalties on units sold."

The deal could mean either that a video was made when one would not have otherwise have been made, or that a record company could afford to make twice as many videos on the same budget.

Videosynchrosy is not a production company; it will make arrangements for the videos to be made but will be "very selective" about which production companies are commissioned.

Videosynchrosy, 9 Carnaby Street, London W.1. (tel: 437 1958).

### Thorn EMI starts cable company

THORN EMI has established a new company, Thorn EMI Cable Television Ltd, to assume responsibility for its existing cable operations and franchise interests and to co-ordinate the provision of services to cable operators internationally. Chairman will be Dr Jim Maxmin, the chief executive of Thorn EMI Television Rentals, and managing director will be Peter Gosling, the former managing director of Radio Rentals.

# No 1

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**THREE TIMES MORE READERS  
THAN THE TUBE HAS VIEWERS.**

On a good night on Channel 4, The Tube makes two adult ratings and three kids, nationally. About a million turn on. Smash Hits now sells 449,000 (the new Jul-Dec ABC) and has 3.3 million\* readers turned on. A colour page covers 38%\* of all UK teenagers. And costs less than a time buyer's used BMW. £3500. (Until April, that is.) Call Zed Zawada on 01-439 8801. \*1983 TGI, grossed up to Jul-Dec ABC.

**Smash  
HITS**

52-55 Carnaby Street, London W1V 1PF



THE RETAIL moguls eclipse the stars in this picture of the gathering at Abbey Road for a playback of the new Alan Parsons Project LP. Among the guests at the preview of *Ammonia Avenue* were all Arista's international licensees from Europe, and key UK dealers — including Mike Isaacs and Gary Nesbitt (centre front) from *Our Price*. With them are (left to right) David Adams, Arista commercial director; Mike Faye, Tandem national accounts manager; Nick Hill, Tandem senior sales rep and his boss Peter Battershill. Lost in the shadows at the rear, but grinning welcomingly, are Eric Woolfson and Alan Parsons.

Also mingling in the studio were Valerie Mutter of W H Smith, David Buckley and Kingsley Grimble of RM, Douglas Coates of HMV, Keith Scott of Boots and Gerard Talbot of Virgin.

# The American way: it's all relative

WHILE THE UK record trade has been showing growing interest in selling music-related merchandise along with the real thing (see advertising feature, page 13), even the most adventurous — with plenty of space to experiment with stock — would look rather conservative to some US dealers.

The range of goods stocked by some US indies goes way beyond posters, T-shirts, badges and hi-fi accessories. Much has no relation to music at all. One Chicago indie — Barney's Records — announces with pride that about 30 per cent of "store volume" is hair products (pre-

sumably a new line in fireproof hair-oils would be snapped up there).

The store also contains a "head shop", which has nothing to do with coiffure; the word being used in its fine old Sixties' flower power sense, and the goods stocked are scented oils, incense and room sprays — intended to complement the gentle aroma of smouldering grass.

Also on sale are keychains and other paraphernalia — and in the US "paraphernalia" has for years included the pretty little pipes and roach pins that the incense and room-spray buyers probably need to stock up on occasionally.

On the hi-fi accessories side Barney's is not unusual in "doing hefty business in phonograph needles", and they sell styli with price tags of up to \$40.

Understandably there's pressure on space for records, so Barney's keeps to around 200 current titles, plus 150 or so 12-inch dance single titles — but offers to order catalogue LPs rather than keeping a good stock of them (a policy that many

UK indies would find curious).

However, any customer heading for the check-out will have to navigate round four big racks of budget and cut-out LPs — some selling for as little as 99 cents (less than 70p).

A retail marketing ploy which seems popular among US indies is a discount on purchases of three or more albums — or a "buy three get one free" offer on singles. Following through the bulk buying theme, large packs of accessories — like a six-pack of blank cassettes which looks a little like those used to carry cans of beer — also seem popular.

Both the US and Canada are reportedly enjoying a boom in the opening of new video retail outlets — but this seems to be a development that a small island like ours, with a climate laughingly described as temperate, can't hope to exploit to the same extent: the new shops are all opening up "in sparsely-populated areas offering relatively fewer entertainment distractions and a climate conducive to home video" (ie, too awful to go out in).

## Sales steam ahead

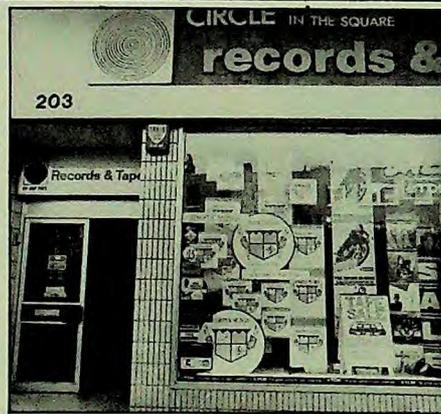
GOOD NEWS for retailers in general comes from the latest CBI/*Financial Times* survey. Sales volume in January was well up on last year, and there are no real indications that the retail boom is running out of steam. According to the CBI, retailers are also predicting that February will be substantially up on the same month in 1983.

## HMV promotion

HMV SHOPS have appointed Mike Jones as finance director. He joined the company early last year as financial controller, and before that was financial controller of Thorn EMI video disc manufacturing.

## Simply Square

NORTH LONDON indie Circle in the Square Records shows how busy and interesting a window can be — with a very effective and prominent Simple Minds display, but one which does not prevent everything else getting its due attention.



## Virgin gives heavyweight incentives

VIRGIN RETAIL has been getting heavy, running a Suzuki/Judas Priest competition to promote the new *Defender of the Faith* LP on CBS. A Suzuki 125 bike was the prize, and gleaming models were featured in windows in Virgin stores in Birmingham, Newcastle, Leeds and London. Meanwhile, to tie in with Van Halen's new 1984 album there has been a competition for a visit to New York to see the band in concert.

THE HITS FROM CREOLE NOW THROUGH PRT

# "WHITE HORSE"

by LAID BACK

7" CR63 12" CRT63\*

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FROM THE SAME STABLE AS

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("Let's Go For It")

by FILIPPANIO

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by NATASHA KING

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"Go Go Gorilla"

by

GAZUZU

(in Picture Bag)

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"THE ENGLISH BAND THAT'S  
CAUGHT THE EARS OF THE WORLD"

Zoot Alors

"THAT FEELING"

7" ZOT1

12" ZOOT1

(in Picture Bag)



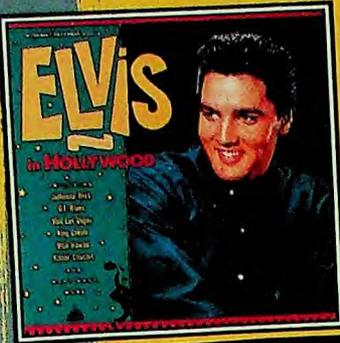
... HAPPY TO BE PART OF THE FAMILY ...

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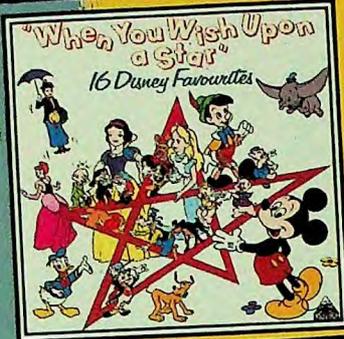
102 WESTERN ROAD, MITCHUM CR4 3UT. TEL: 01-648 7000



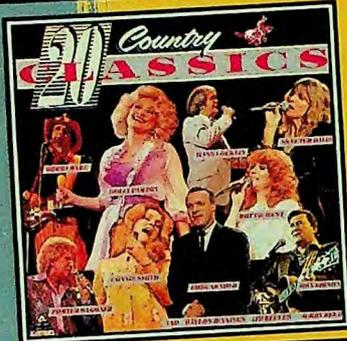
**SALES AVALANCHE WITH EVEREST!**



**ELVIS - IN HOLLYWOOD**  
ALBUM CBR 1014 CASSETTE KCBR 1014



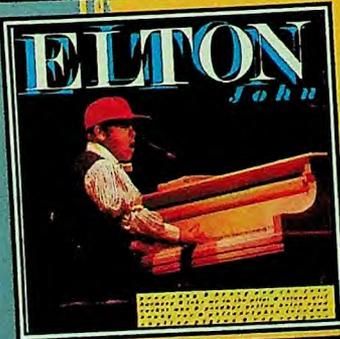
**"WHEN YOU WISH UPON A STAR" - 16 DISNEY FAVOURITES**  
ALBUM CBR 1011 CASSETTE KCBR 1011



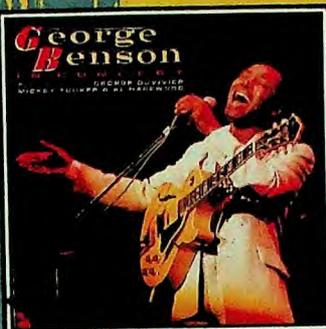
**20 COUNTRY CLASSICS**  
ALBUM CBR 1022 CASSETTE KCBR 1022



**JIM REEVES - VERY SPECIAL LOVE SONGS**  
ALBUM CBR 1040 CASSETTE KCBR 1040



**ELTON JOHN - THE NEW COLLECTION VOL. 2**  
ALBUM CBR 1036 CASSETTE KCBR 1036



**GEORGE BENSON - IN CONCERT**  
ALBUM CBR 1029 CASSETTE KCBR 1029



**MARY O'HARA - THE LAST ROSE OF SUMMER**  
ALBUM CBR 1028 CASSETTE KCBR 1028



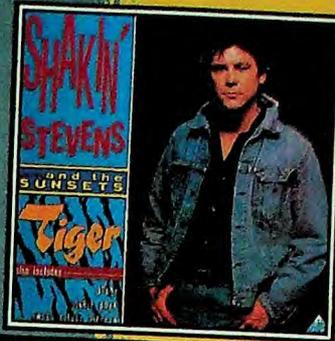
**ELTON JOHN - THE NEW COLLECTION**  
ALBUM CBR 1027 CASSETTE KCBR 1027



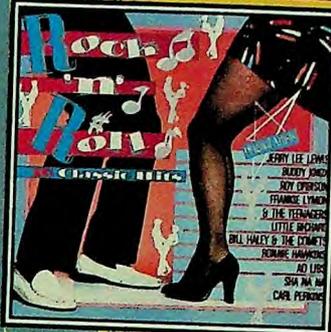
**THE NOLANS - HARMONY**  
ALBUM CBR 1024 CASSETTE KCBR 1024



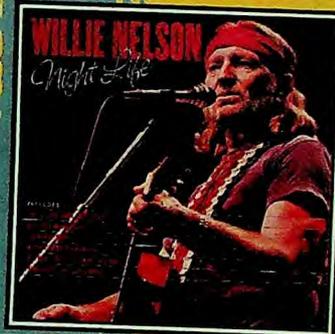
**MAX BYGRAVES - "REMEMBERING"**  
ALBUM CBR 1019 CASSETTE KCBR 1019



**SHAKIN STEVENS & THE SUNSETS - TIGER**  
ALBUM CBR 1000 CASSETTE KCBR 1000

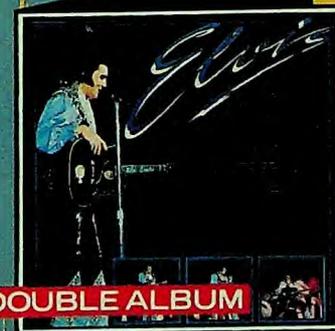


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# AIRPLAY *action*

## BUBBLING

The following records, new to the regional airplay action pages, are bubbling under the main airplay grid on the opposite page. If featured on 2 or more additional stations they will appear next week on the main airplay grid:

**CAPTAIN SENSIBLE**—Glad Its All Over—A&M  
 B West, Essex, Signal, Piccadilly, Red Rose, CBC \* Capital—Climber.

**ORANGE JUICE**—Bridge—Polydor  
 A BBC Scotland, B Plymouth, Essex, Hereward, Signal, Tees, Forth.

**BILLY RANKIN**—Baby Come Back—A&M  
 B Luxembourg, 2CR, Manx, Red Rose, BBC Scotland, Clyde, Forth.

**SCRITTI POLITTI**—Wood Beez (Pray Like Aretha Franklin)—Virgin  
 B Severn, Essex, Hallam, Manx, BBC Scotland \* Plymouth—Hitpick, Downtown—Hitpick.

**IAN DURY and the Music Students**—Very Personal—Polydor  
 A Aire, BBC Scotland B Plymouth, Essex, Signal, Pennine.

**INXS**—Original Sin—Mercury  
 A Downtown B Severn, Essex, Hallam, Forth, NorthSound

**TIME BANDITS**—I'm Only Shooting Love—CBS  
 A Severn, Forth B Wyvern, Essex, CBC \* Pennine—Hitpick

The following records continue to bubble under the main airplay grid. They have all previously appeared in this column.

**COLE**—Fool—RAK  
 B Luxembourg, Wyvern, Chiltern, Mercia, Piccadilly, CBC.

**DOLLY DOTS**—Don't Give Up—WEA  
 A Essex, Downtown B Wyvern, Chiltern, Red Rose, CBC.

**DAN HILL**—You Pulled Me Through—PRT  
 A 2CR, B Severn, Orwell, Hallam, Tees, CBC.

**L.C.G.C.** (London Community Gospel Choir led by Basil Mead)—Fill My Cup—Island  
 A DevonAir, BRMB, CBC B Plymouth, Clyde, NorthSound, Tay.

**LOUISE TUCKER**—No Tears To Cry—Ariola  
 A BRMB, Downtown B Wyvern, Beacon, Pennine, Piccadilly.

## RADIO 2

Based on plays Friday-Thursday (6.30am to 8.00pm) in the week preceding publication.

- 10 (10) HOT CHOCOLATE: I Gave You My Heart (Didn't I)
- 9 (6) NEIL SEDAKA with DARA SEDAKA: Your Precious Love
- 8 (11) ELBOW BONES AND THE RACKETEERS: A Night In New York
- 7 (5) BILLY JOEL: An Innocent Man
- 7 (9) OLIVIA NEWTON-JOHN/JOHN TRAVOLTA: Take A Chance
- 7 (6) PRIVATE LIVES: Living In A World (Turned Upside Down)
- 7 (7) BARBRA STREISAND: No Matter What Happens
- 7 (10) MATTHEW WILDER: Break My Stride
- 6 (7) ALABAMA: Feels So Right
- 6 (5) GERARD KENNY: The Other Woman The Other Man
- 6 (10) THE MANHATTAN TRANSFER: Spice Of Life
- 6 (New) ALAN PARSONS PROJECT: Don't Answer Me (Arista)
- 5 (5) BLUE ANGEL Featuring CYNDI LAUPER: I'm Gonna Be Strong
- 5 (—) PEABO BRYSON/ROBERTA FLACK: You're Looking Like Love To Me
- 5 (New) DEBBIE HARRY: Rush Rush (Chrysalis)
- 5 (5) JOHN PAYNE: Fly Away
- 5 (New) BILLY JO SPEARS: Why Don't We Go Dancing (Ritz)

### OTHER FEATURED RECORDS

- BURRITO BROTHERS: Almost Saturday Night
- JOE DOLAN: Sometimes When We Touch
- ROBIN GIBB: Another Lonely Night In New York
- KATIE KISSOON: Penny Lover
- KOOL & THE GANGS: Joanna
- MARILYN: Cry And Be Free
- MATT BIANCO: Get Out Of Your Lazy Bed
- CHRISTINE McVIE: Got A Hold On Me
- BRIAN POOLE: Someone Someone
- THE REFLECTIONS: Searching
- SADE: Your Love Is King
- TINA TURNER: Help
- MARY WELLS: My Guy
- IRIS WILLIAMS: You Are My Story

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

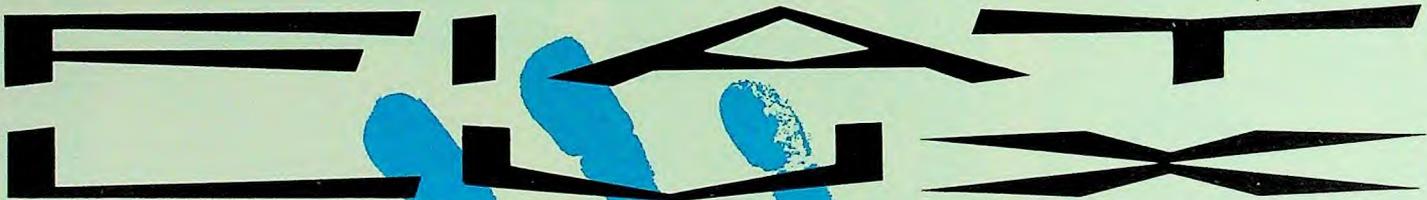
## RADIO 1

Figures denote actual logged plays in the Monday-Sunday period preceding publication (6 am-midnight weekdays, 6 am-midnight Saturday, 6 am-11 pm Sunday).

- 19 (20) NENA: 99 Red Balloons
- 18 (19) NIK KERSHAW: Wouldn't It Be Good
- 17 (17) THOMPSON TWINS: Doctor! Doctor!
- 16 (17) ROCKWELL: Somebody's Watching Me
- 16 (15) THE STYLE COUNCIL: My Ever Changing Moods
- 15 (12) KOOL & THE GANG: Joanna
- 15 (New) GENERAL PUBLIC: General Public, Virgin VS 659(E)
- 14 (22) MADNESS: Michael Caine
- 14 (—) VAN HALEN: Jump
- 13 (11) HOT CHOCOLATE: I Gave You My Heart (Didn't I)
- 13 (16) QUEEN: Radio Ga Ga
- 13 (11) ULTRAVOX: One Small Day
- 12 (13) BILLY JOEL: An Innocent Man
- 12 (12) CARMEL: More, More, More
- 12 (5) MARILYN: Cry And Be Free
- 12 (14) MATT BIANCO: Get Out Of Your Lazy Bed
- 12 (13) MATTHEW WILDER: Break My Stride
- 12 (—) REFLEX: The Politics Of Dancing
- 12 (10) SLADE: Run Runaway
- 11 (10) BREAK MACHINE: Street Dance
- 11 (9) SHANNON: Let The Music Play
- 11 (8) SOFT CELL: Down In The Subway
- 10 (13) HOWARD JONES: Hide And Seek
- 9 (12) MADONNA: Holiday
- 9 (New) JULIA & COMPANY: Breakin' Down, London LON 46 (F)
- 8 (12) CYNDI LAUPER: Girls Just Want To Have Fun
- 8 (New) HALL & OATES: Adult Education, RCA 356 (R)
- 8 (6) KAJAGOOGOO: The Lion's Mouth
- 8 (5) THE QUESTIONS: Tuesday's Sunshine
- 8 (New) SADE: Your Love Is King, Epic A4137 (C)
- 7 (5) THE BOOMTOWN RATS: Tonight
- 7 (New) CHINA CRISIS: Hannah Hannah, Virgin VS 665 (C)
- 7 (12) DURAN DURAN: New Moon On Monday
- 7 (12) INGRAM/McDONALD: Yah Mo B There
- 7 (8) MEN AT WORK: Be Good Johnny
- 7 (11) THOMAS DOLBY: Hyperactive
- 7 (New) LIONEL RICHIE: Hello, Motown TMG 1330 (R)
- 6 (New) BANANARAMA: Robert De Niro's Waiting, London NANA 6 (F)
- 6 (New) BILLY BREMMER: Shatterproof, Arista ARIST 557 (F)
- 6 (New) CHRIS REA: I Don't Know What It Is, Magnet MAG 255 (R)
- 6 (New) DAVE GILMOUR: Blue Light, Harvest HAR 5226 (E)
- 6 (8) DAVID GRANT: Organize
- 6 (11) FICTION FACTORY: (Feels Like) Heaven
- 6 (8) J.B.'s ALL STARS: Backfield In Motion
- 6 (8) PRETENDERS: Middle Of The Road
- 6 (5) THE ROLLING STONES: She Was Hot
- 6 (11) SWANS WAY: Soul Train
- 6 (New) GALAXY: What Do I Do?, Ensign Island ENY 510 (E)
- 5 (New) BETTE MIDLER: Beast Of Burden, Atlantic A 8712 (W)
- 5 (New) BILLY IDOL: Rebel Yell, Chrysalis IDOL 2 (F)
- 5 (New) DIRE STRAITS: Love Over Gold (Live), Vertigo DSTR 616 (F)
- 5 (New) FICTION FACTORY: Ghost Of Love, CBS A3819 (C)
- 5 (9) THE MANHATTAN TRANSFER: Spice Of Life
- 5 (5) MILLIE JACKSON: I Feel Like Walking In The Rain
- 5 (5) PETER BLEGGAD: How Beautiful You Are
- 5 (—) PRIVATE LIVES: Living In A World (Turned Upside Down)
- 5 (New) SCOTT WALKER: Track Three, Virgin VS 666 (E)
- 5 (12) THE SMITHS: What Difference Does It Make?
- 5 (New) TRACY ULLMAN: My Guy, Stiff BUY 197 (C)
- 5 (7) WHITE & TORCH: Bury My Heart
- 5 (7) WAS (NOT WAS): (Return To The Valley Of) Out Come The Freaks

### OTHER FEATURED RECORDS

- CARGO: Tender Touch
- CUTTING EDGE: Dancing With The Rebel
- DEE C. LEE: Solina Wow Wow
- ELBOW BONES AND THE RACKETEERS: A Night In New York
- GEORGE McCRAE: One Step Closer
- IT'S IMMATERIAL: A Gigantic Raft (In The Philippines)
- INXS: Original Sin
- KISSING BANDITS: Shake Some Action
- ROGER DALTRY: Walking In My Sleep
- SCRITTI POLITTI: Wood Beez (Pray Like Aretha Franklin)
- TINA TURNER: Help!
- WANG CHUNG: Dance Hall Days



# EMBLEMATION

## 7 AND 12 INCH

### LIMITED EDITION 7 INCH ON BLUE VINYL

SEE THEM • FIAT LUX ARE APPEARING ON OLD GREY WHISTLE TEST ON MARCH 2  
 HEAR THEM • ON JANICE LONG'S SHOW ON RADIO ONE IN MARCH

#### TOUR DATES FEBRUARY

- 27TH DERBY, BLUE NOTE CLUB
- 28TH SHEFFIELD, LEADMILL
- 29TH LIVERPOOL, THE VENUE

#### MARCH

- 1ST LONDON, DOMINION THEATRE (SUPPORTING THOMAS DOLBY)
- 2ND BATH, MOLES CLUB
- 3RD PORTSMOUTH, POLYTECHNIC
- 4TH BRIGHTON, THE PAVILLION THEATRE

- 5TH BASILDON, RAQUELS
- 6TH NORWICH, PENNYNS
- 8TH LEEDS, WAREHOUSE
- 9TH LONDON, U.L.U.
- 10TH RETTFORD, PORTERHOUSE



**MERCHANDISING**

**WINTERLAND PRODUCTIONS**

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**WINTERLAND PRODUCTIONS**

**LONDON**

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890 TENNESSEE STREET  
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**CONCERT SALES • RETAIL DISTRIBUTION • FAN CLUBS • MAIL ORDER • LICENSING**

# MERCHANDISING



Merchandising has developed rapidly over the past two or three years to become an essential and profitable part of the music industry. The companies spotlighted in this advertising feature cover the full spectrum of the merchandising world, including those that supply/manufacture for the retail trade, those who provide a service for bands on tour and those who supply record companies with their many and varied promotional aids.

Wherever the final destination of the merchandising product, one factor is certain. Quality and style are now the bywords of the business. Cheap, shoddy, second-rate products are no longer acceptable.

Bowie, Jackson poster pictures from the Anabas range.



## Acme

ACME HAS, over the past four years, developed what it calls its Total Merchandising Programme.

"Everyone's needs are different," says Acme's Chris Parkes. "So we have made the programme flexible. In short, we have the services to solve all a client's merchandising problems — but we don't insist that everything is done with us."

"Today, successful tour merchandising is more than simply a handy sideline income. In fact, it is regarded by many as the sole source of profit from a tour. As such, expertise is needed in the planning and logistics stage to ensure that every selling opportunity is covered."

"A range is produced that is both attractive and affordable. All items must carry the seal of approval of the artists and are displayed in such a way as to ensure high consumer interest at every concert."

"Our on-the-road personnel have years of experience, working in every size of venue all over Europe and the US. They know the pitfalls of on-site selling . . . political and legal, the restrictions, the pirate/fraudulent sales and the problems of safely handling large amounts of stock and cash."

"Our crews are aware of what problems to expect and where and when to expect them. Moreover, they know the way to avoid these pitfalls — so that sales are maximised and no grief is passed onto the band."

ATP also accepts that advances on royalty payments are fast becoming a major source of support when tours are budgeted. In response to this, they can advance a sizeable proportion of bands' projected income in advance of the tour going out.

Wholesale distribution of licensed product is the relatively recently developed area handled by Acme Clothing. "By licensing a design to Acme Clothing," says Parkes, "a band's T-shirts are sold via major distributors into record stores and independent clothing retailers all over Europe."

Acme also can provide a direct mail retail sales service through a "30,000-strong highly refined mailing list, by inserting leaflets in record products, mail order advertising and through joint projects with fan clubs."

ATP, which is also happy to negotiate sub-licensing deals for outside Europe, is also interested in large corporations that are becoming involved in tour sponsorship and is "eager to discuss ways they can work together."

Concludes Parkes: "Artists and management must seriously consider all aspects of merchandising and realise how they can maximise on the financial and promotional gains available."

Acme Tour Products, 26-40 St Andrews St, Northampton NN1 2HY. Telephone: 0604 20411.

## Anabas

THE GROWTH of Anabas has been "astounding", reports Tony Mathias, head of marketing. In fact, turnover has tripled in the last two years, and Mathias can say: "We believe we are the foremost rock and pop poster company in the world."

"We have a quality product which is constantly updated, and we are trying to hold prices down — despite the fact that costs have gone up recently — to maintain the optimum retail price of under £2."

Anabas has a full-time regional sales force of a dozen reps, and record shops are the main outlets for their pop and rock product. The dealership is growing — not only are more new accounts being opened weekly, but existing accounts are increasing their turnover in Anabas product.

The company also sells through distributors around the world — and international sales are showing the same growth as those in the UK. Mathias is convinced that this is because of the competitive export price, the inherent quality of the posters and pictures, and the current worldwide popularity of UK artists and music.

All rock and pop posters are full colour — naturally enough, considering the target market. However, Anabas also has series of movie stills and film star pictures which are in black and white — and which sell extremely well. Mathias

would like to remind dealers that Anabas does do more than rock and pop posters. And although the rock pictures are obvious choices for record shops it could be well worth trying some other categories, like sport — or the airbrushed art prints which are popular now.

Any dealer can feel confident in calling and taking advice from an Anabas rep. The company offers a full merchandising service, and on all orders after the first there is a 20 per cent exchange policy. Dumpers and browsers are free on loan to any shop which orders sufficient stock to qualify.

There is great care given to ensuring that the posters available — particularly in the rock and pop range — are current. Some, like Bowie, have several different versions available constantly, and pictures which date back many years are still as much in demand as new ones.

Anabas continues to seek licensing agreements with artists, and has recently added Paul Young, The Eurythmics, Simple Minds and Marilyn to its list.

Mathias stresses that the company is very active in promoting its product. A big consumer promotion can be expected later this spring, and there will soon be an announcement of a completely new line of merchandise.

Anabas Products Ltd., Bridge Close, Romford, Essex, RM7 0AU. Telephone: 0708 21318/22828.

MUSIC WEEK FEBRUARY 18, 1984

# TOP 100

# Success Demands The Best...

This Week	Last Week	Wks on Chart	TITLE/Artist (Producer)	Label number (Distributor)
1	NEW		SPARKLE IN THE RAIN Simple Minds (Steve Lillywhite)	Virgin V 2300 (I) C: TCV 2300
2	1	13	TOUCH Eurythmics (David A. Stewart)	RCA PL 70109 (IR) C: PK 70109
3	2	26	THRILLER Michael Jackson (Quincy Jones)	Epic EPC 85330 (C) C: 40/85330
4	3	24	AN INNOCENT MAN Billy Joel (Phil Ramone)	CBS 25554 (C) C: 40/25554
5	4	30	NO PARLEZ Paul Young (Laurie Latham)	CBS 25521 (C) C: 40/25521
6	5	17	CAN'T SLOW DOWN Lionel Richie (Donna Mitchell James Anthony Carmichael)	Motown STMA 8041 (R) C: CSTMA 8041
7	10	29	THE CROSSING Big Country (Steve Lillywhite)	Mercury/Phonogram MERS 27 (F) C: MERSO 27
8	11	5	SOMETIMES WHEN WE TOUCH Various (Various)	Ronco RON LP9 (BI) C: C RON9
9	7	11	NOW, THAT'S WHAT I CALL MUSIC Various (Various)	EMI/Virgin NOW 1 (E) C: TC-NOW
10	25	3	THE VERY BEST OF MOTOWN LOVE SONGS Various (Various)	Telstar STAR 2239 (I) C: STAC 22
11	8	12	U2 LIVE "UNDER A BLOOD RED SKY" U2 (Jimmy Iovine)	Island (MA 3) C: IML
12	NEW		VICTIMS OF THE FUTURE Gary Moore (Jeff Glikman)	10 Records DIX 2 (I) C: CDIX
13	5	3	MILK AND HONEY John Lennon And Yoko Ono (-)	Polydor POLH 5 (F) C: POLHC 5
14	13	18	COLOUR BY NUMBERS Culture Club (Steve Levine)	Virgin V 2285 (E) C: TCV 2285
15	14	10	QUICK STEP & SIDE KICK Thompson Twins (Alex Sadkin)	Arista 204 824 (F) C: 404 824
16	NEW		THE FLAT EARTH Thomas Dolby (Thomas Dolby)	Parlophone Odeon PCS 2400341 C: TC-PCS 240

## ACME

TOTAL MERCHANDISING

- Live Tour Merchandising Worldwide
- Established wholesale distribution network
- Promotional support to the music business
- Computerised fan club servicing
- Mail order and direct mail options
- Worldwide sub-licencing and sponsorship

ACME TOUR PRODUCTS  
ACME CLOTHING COMPANY  
ACME MAILING COMPANY

26-40 St. Andrews Street,  
Northampton  
0604 20411/2/3  
317366 TSHIRT G

SALES: Mick Wright  
LICENCING: Chris Parkes

Leading UK Distributors  
01-439 2306



# MERCHANDISING

## Tradewinds

Merchandising Company Limited

THE COMPLETE MERCHANDISING PACKAGE

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Order Redemption

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LONDON N1 7RX.

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T-SHIRTS  
SWEATSHIRTS  
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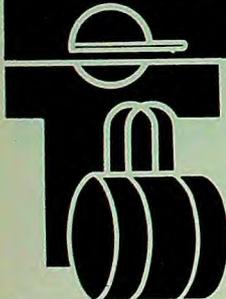


- MAIL ORDER MERCHANDISE
- FAN CLUB MANAGEMENT
- RETAIL LICENSING
- TOUR SALES
- PROMOTIONAL ITEMS FOR RECORD COMPANIES
- ◊ T-shirts ◊ Sweat shirts ◊ Jackets ◊ Badges etc ◊

Contact  
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Tel: 01354 2874

SANCTUARY MERCHANDISING Ltd

## BODY MEDIA



T-Shirts, Sweatshirts,  
Sports & Travel Bags,  
Caps, Badges, Stickers,  
Umbrellas...  
...even Seaside Rock!

14 Drury Lane London WC2  
01-379 66 31

## Belt-Up B-Loony

"THE PAST year has been very good," says Belt Up's Stuart Alexander. "And if January and February are anything to go by, 1984 is going to be our best year to date. The company's growing all the time."

Belt Up, which started in business making promo belt buckles, now covers the full range of tour merchandise. They recently concluded a deal with Iron Maiden and produced and supplied the Iron Maiden flags which proved so popular on the band's last tour.

In fact, heavy metal merchandise continues to be probably the biggest area of music for merchandise sales. "The heavy metal fans seem to be the ones with the money," says Alexander. "They buy tons of the leather stuff. But they're not interested in cheap rubbish. They are looking for, and paying for better class merchandise."

Another area in which Belt Up is most profitable is in the selling of ex-tour merchandise — including T-shirts and programmes, supplied mainly to wholesalers.

Belt-Up's headquarters is based in a disused church in Croydon. Reflecting on his company's growth, Alexander quips: "If we get much bigger we shall be in the market for a cathedral."

**Belt-Up Promotions**, St Edmund's Church, Cornwall Road, Croydon, CR0 3RD. Telephone: 01-688 7269.

B-LOONY is big in the balloon business, specialising in supplying customised promotional balloons as well as a range of sweat shirts and T-shirts.

"In an industry where promotional goods are required within a very short lead-time," says a spokesman. "We offer a 'Yesterday Service' whereby orders can be processed within 24 hours. We can offer this service only because all our printing and processing is done in our own factory and there is no jobbing out to other firms."

"The humble, but ever-popular latex balloon is still our biggest-selling promotional aid. We can supply balloons in most colours and sizes, including our 'executive' range which includes gold, silver, black and heart-shaped balloons which look magnificently striking when a promotion needs a touch of class or something different."

To speed a promotion on its way, and particularly when large numbers of balloons are involved, the Helivalve can be supplied and fitted into the neck of the balloon. This is a device which automatically seals the opening and has a string already attached.

In conjunction with the balloon service, B-Loony are

also suppliers of balloon gas — essential if your promotion needs a little lift!

B-Loony can also supply and print metallic foil balloons at "highly competitive prices", available in a wide range of shapes and colours.

"Because of our up-to-the-minute screen printing



facilities," adds Hartley, "We can personalise almost any promotional aid — but by far the most popular items are T-shirts and sweat shirts. We have a huge variety of colours and sizes available at highly competitive rates."

Deliveries in and around London can be made on a same day basis. Details and information available from Eric McMinn.

**B-Loony**, telephone: (0494) 774376.

Feature  
Continued  
Page 28

## Bravado

BRAVADO HAS been in operation for the best part of five years to date. As director Keith Drinkwater says: "Little more needs to be said about a tiny two-man company, whose only artists in the beginning were a band called Status Quo but which has developed into a somewhat larger company."

Acts represents by Bravado last year include Iron Maiden, Spandau Ballet, Marillion, Depeche Mode, Sad Cafe, Accept, Kiss, Kim Wilde, Altered Images, Bucks Fizz, Kids From Fame, Siouxsie and the Banshees, Scorpions, and Duran Duran.

"We are very proud of the touring part of the company," adds Drinkwater. "Our philosophy has always been that quality and design must be the criteria in any merchandising exercise. Also, the goods must be displayed and sold in the correct manner to maximise sales — and royalties for the artists."

Currently, Bravado is expanding its operations in the fields of licensing and mail order. Co-director Barry Drinkwater comments: "Past representation for an artist has meant half-hearted attempts by the various manufacturers of souvenir goods to put the items in High Street shops in a hope that they will sell, and then pay a royalty to the artist concerned."

"We are in the process of revolutionising this whole idea. We will negotiate advanced payments and royalty rates and secure prominent display in the

TO PAGE  
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## Body Media

BODY MEDIA, which started as a merchandising company four years ago and now offers the entire range of promotional aids from standard T-shirts to customised umbrellas and beach bags, is enjoying excellent business.

"In fact," says director David Blatt, "We have just had our best January ever. It's given us a few problems, but these are good problems to have." He puts his company's continuing success down to a number of reasons, adding "We pride ourselves in being reliable. Once we agree a deadline we deliver by that time."

"We are always looking for new ideas and experiment with all the latest materials and inks available, so that when clients come to us we can extend the bounds of their creative conceptions. And by doing business with us, they can get all the related items they need for their promotion from one source."

Body Media produces all its goods on its own premises in East London and has its own office in London's Covent Garden.

Blatt, who is a co-director of Body Media with his wife Helene, started in advertising and got to know about what people wanted from a merchandiser because he was a customer himself. He decided to do it himself because he believed that was the way he "could be sure of getting it right for the client".

The company's range of products and clients is widening all the time, and as well as the music industry, they also do a lot of work for film companies.

**Body Media**, 14 Drury Lane, London WC2. Telephone: 01-379 6631.

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

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

**PK ARTS**

26 Stokes Croft Bristol BS1 3QD  
0272-428444 01-267 5131

**PKA** The Art of Promotion

Don't just think of us for badges

To many national companies we have supplied various promotional items from belts to beach balls and from clocks to calculators...

etc

Give us a call and we'll send you our brochure.

etc

**de GRAFF**

01-486 5231  
1 Hinde Street, London W1M 5RH

etc

**Concessions Ltd**  
513 Fulham Road  
London SW6 1HH  
tel. 01 381 4777  
telex. 28733  
**Concessions GmbH**  
Glückstraße 17  
6000 Frankfurt 1  
tel. 0611-594751

# TOP 75 SINGLES

= PLATINUM (One million sales)
  = GOLD (500,000 sales)
  = SILVER (250,000 sales)
 RE indicates a re-entry.
 Top 75 on Prestel: Mercury file page number 332100
 Key to distributors code - see albums releases page

This Week	Last Week	Wks on Chart	TITLE	Artist	Publisher	Label 7" (12") number (Distributor)	This Week	Last Week	Wks on Chart	TITLE	Artist	Publisher	Label 7" (12") number (Distributor)	This Week	Last Week	Wks on Chart	TITLE	Artist	Publisher	Label 7" (12") number (Distributor)
1	2	5	99 RED BALLOONS	Mena (Reinhold Hill/Mauro Preker) CBS Songs/Handle	Epic (TA4074) (C)		26	72	2	TORVILL & DEAN (EP) (Bolero/Barnum)	Richard Hartley/Michael Reed Orch/Hartley/Reed/United/Fam Clappell/Sweet'n'Sour	Safari SKATERE1 1 (SP)	51	37	7	WONDERLAND	Big Country (Steve Lillywhite) Virgin Music	Mercury/Phonogram COUNT 512 (F)		
2	1	15	RELAX	Frankie Goes To Hollywood (Trevor Horn) Perfect Songs	ZTT/Island (12ZTAS 1) (E)		27	23	5	SOUL TRAIN	Exit International/Phonogram EXT 3112 (F)		52	64	2	HEY DJ	The World's Famous Supreme Team (Haguel) McLaren/CBS/Charisma/Chappell	Charisma/Virgin TEAM 112 (E)		
3	10	4	JOANNA/TONIGHT	Kool & The Gang (Kool & The Gang) Planetary Nom	De Lite/Phonogram DEIX 16 (F)		28	34	7	THE POLITICS OF DANCING	Re-Flex (John Punter) Jambo Music/Metric Music	EMI (12) FLEX 2 (E)	53	52	4	WHITE LINES (DON'T DON'T DO IT)	Grandmaster & Melle Mel (Robinson/Mel/Robinson Jr)	Sugar Hill SH(L) 130 (A) Four Hills/Heath Levy Music		
4	9	6	WOULDN'T IT BE GOOD	Nik Kershaw (Peter Collins) Rondor/Arctic King Music	MCA NIK(12) 2 (C)		29	22	7	HYPERACTIVE!	Thomas Dolby (Thomas Dolby) Scale Music/Street Music	Parlophone Odeon (12R 6065) (E)	54	4	4	PUNCH & JUDY	Manilow (Nick Tauber) Manilow/Charisma/Chappell	EMI (12) MARIL 1 (E)		
5	3	5	DOCTOR! DOCTOR!	Thompson Twins (Alex Sadkin/Tom Bailey) Point Music	Arista TWINS12 3 (F)		30	38	2	DOWN IN THE SUBWAY	Soft Cell (Soft Cell) EMI Music	Some Bizzare/Phonogram BZS 2212 (F)	55	NEW	4	OUT COME THE FREAKS	Was (Not Was) (Don & David St. Was) Jack Tanni Island Music	Za/Geffen (TA4178) (C)		
6	7	5	SOMEBODY'S WATCHING ME	Rockwell (Curtis Anthony Nolan/Rockwell) Jobete	Motown TMGT(12) 1331 (R)		31	39	4	CRY AND BE FREE	Manly (Clive Langer/Alan Winstanley) Intersong	Level/Phonogram MAZ 212 (F)	56	50	3	LOVE OVER GOLD (LIVE)/SOLID ROCK (LIVE)	Dire Straits (Knopfler) Rondor/Chariscount	Vertigo/Phonogram - (DSTR 612) (F)		
7	4	5	RADIO GA GA	Queen (Queen/Mack) Queen Music/EMI Music	EMI (12) QUEEN 1 (E)		32	24	6	LOVE THEME FROM "THE THORN BIRDS"	Juan Martin (Juan Martin/Louis Clark) Warner Bros Music	WEA X9518 (W)	57	75	2	ONE STEP CLOSER (TO LOVE)	George McCrae (Russ Mitchell/George McCrae) Ed. Kassner Music	President PT 121522 (DSD/H/PR)		
8	12	3	AN INNOCENT MAN	Billy Joel (Phil Ramone) CBS Songs	CBS (TA14142) (C)		33	27	4	ONE SMALL DAY	Ultravox (Ultravox) Sing Sing Songs/Jump Jet/Mood/Hot	Chrysalis VOXX 2 (F)	58	66	2	THEME FROM CHEERS (Where Everybody Knows Your Name)	Gary Portnoy (-) Famous Chappell Music	Star Blend CHEER 1 (A)		
9	5	3	MY EVER CHANGING MOODS	The Style Council (Peter Wilson/Paul Weller) EMI Music	Polydor TSCX1 5 (F)		34	26	8	(FEELS LIKE) HEAVEN	Fiction Factory (Peter Wilson) Carin Music	CBS (TA13996) (C)	59	NEW	4	WALKING IN MY SLEEP	Roger Daltrey (Mike Thorne) Riva Music	WEA U 9686 (W)		
10	19	5	RUN RUNAWAY	Stade (John Punter) Whild John Music	RCA RCA(12) 385 (R)		35	63	2	'ULLO JOHN! GOTTA NEW MOTOR?	Alexei Sayle (Clive Langer/Alan Winstanley) Rondor Music/Springtime Songs	Springtime/Island (12IS 162) (E)	60	48	4	BACKFIELD IN MOTION	J.B.'s All Stars (Wills Morrison/Lauren Gauthier) Campbell Connolly & Co. Ltd.	RCA Victor RCA(12) 384 (R)		
11	16	5	STREET DANCE	Break Machine (Jacques Morali) Record Shack/Jess (Leosong)	Record Shack SOHO(12) 13 (DSD)		36	30	7	SPICE OF LIFE	The Manhattan Transfer (Richard Rudolph/Manhattan Transfer) Rondor/DJASmusic	Atlantic A9728(T) (W)	61	42	4	SHE WAS HOT	The Rolling Stones (The Glimmer Twins/Chris Kimsey) EMI Music	Rolling Stones RSR(P) 114 (E)		
12	6	7	BREAK MY STRIDE	Matthew Wilder (Bunetta/Chudacosa/Elliott) Rondor/Copyright Control	Epic (TA3908) (C)		37	46	3	FRAGGLE ROCK THEME	The Fraggles (Tony Cox) Cherry Lane Music	RCA 389 (R)	62	41	8	SIXTEEN	Musical Youth (Peter Collins) 10 Music/Warner Bros Music	MCA YOU(12) 7 (C)		
13	8	8	GIRLS JUST WANT TO HAVE FUN	Cyndi Lauper (Rick Chertoff) Warner Brothers Music	Portrait/Epic (TA3943) (C)		38	NEW	BREAKIN' DOWN (SUGAR SAMBA)	Chylia and Company (David Yvissaker) Chylia Music	London LON(X) 46 (F)	63	19	15	WHAT IS LOVE?	Howard Jones (Rupert Hine) Warner Bros Music	WEA HOW 2(T) (W)			
14	15	3	HIDE AND SEEK	Howard Jones (Rupert Hine) Warner Bros Music	WEA HOW 3(T) (W)		39	57	3	TO BE OR NOT TO BE (THE HITLER RAP)	Mel Brooks (Pete Wingfield) Bee Bees/Island	Island (12) IS 158 (E)	64	NEW	4	BREAKING POINT	Bourgie Bourgie (A Kingbird Production) Copyright Control	MCA BDU(12) 1 (C)		
15	14	6	LET THE MUSIC PLAY	Shannon (M Liggett/C Barbosa/Rui) Shapiro Bernstein/Warehouse/Heath Levy	Club/Phonogram LET 1 (12) (F)		40	29	7	HERE COMES THE RAIN AGAIN	Eurythmics (David A. Stewart) RCA Music	RCA DAIT 5 (R)	65	NEW	4	CHASING FOR THE BREEZE	Aswad (Aswad/Michael Reuben Campbell) Island/Simba Music	Island (12) IS 160 (E)		
16	11	4	MICHAEL CAINE	Madness (Clive Langer/Alan Winstanley) Nutty Sounds/Warner Bros Music	Stiff BUY(12) 196 (C)		41	33	8	A NIGHT IN NEW YORK	Elbow Bones and The Rocketeers (August Darnell) EMI Music	EMI America 12EA 165 (E)	66	40	5	THE KILLING MOON	Echo & The Bunnymen (David Lord) Zoo Music/Warner Bros Music	Korova KDW 32(T) (W)		
17	21	4	GET OUT OF YOUR LAZY BED	Matt Bianco (Peter Collins) Copyright Control	WEA BIANCO 1(T) (W)		42	43	6	DANCE HALL DAYS	Yang Chung (Chris Hughes/Ross Cullum) Warner Bros Music	Geffen (TA)3837 (C)	67	55	4	LIVING IN A WORLD (TURNED UPSIDE DOWN)	Private Lives (Peter Wade/Schwier/John Adams) Big Boys/Virgin Music	EMI (12) PRIV 2 (E)		
18	13	8	HOLIDAY	Madonna (John "Jellybean" Benitez) Chrysalis Music	Sire W 9405(T) (W)		43	59	2	YOUR LOVE IS KING	Sade (Robin Millar) Copyright Control	Epic (TA)4137 (C)	68	45	9	A ROCKIN' GOOD WAY	Shaky & Bonnie (Christopher Neill Campbell Connolly)	Epic (TA)4071 (C)		
19	28	5	I GAVE YOU MY HEART (DIDN'T I)	Hot Chocolate (Mickie Most) RAK	RAK 369 (E)		44	47	3	YAH MO B THERE	James Ingram/M. McDonald (Quincy Jones) Warner/Rondor/Rodsongs/Carlin/Cop. Con.	Qwest W8394(T) (W)	69	51	12	PIPES OF PEACE	Paul McCartney (George Martin) MPL Communications	Parlophone R6064 (E)		
20	31	5	JUMP	Van Halen (Ted Templeman) Warner Brothers Music	Warner Brothers W3394(T) (W)		45	32	11	I AM WHAT I AM (from 'La Cage Aux Folles')	Gloria Gaynor (Joel Diamond) Chappell-Morris	Chrysalis CHS (12) 2765 (F)	70	60	16	THRILLER	Michael Jackson (Quincy Jones) Rondor Music/Rodsongs	Epic (TA)3643 (C)		
21	18	6	WHAT DIFFERENCE DOES IT MAKE?	The Smiths (John Porter) Copyright Control	Rough Trade RT(12) 146 (1)RT)		46	NEW	TRACY	Tracy Ullman (Peter Collins) Nutty Sounds/Warner Bros Music	Stiff BUY(12) 197 (C)	71	69	3	THE OTHER WOMAN THE OTHER MAN	Gerard Kenney (Bruce Welch) D.S.J. Arlon Enterprises/Chappell Music	Impression IMS 3 (DSD)			
22	20	5	NEW MOON ON MONDAY	Duran Duran (Alex Sadkin/Jan Little/Duran Duran) Tritac/Carlin	EMI (12) DURAN 1 (E)		47	RE	IT'S RAINING MEN	The Weather Girls (Paul Jabara/Bob Esty) Songs of Manhattan/Olga Postvalda Music	CBS (TA)2924 (C)	72	58	3	HE'S A SAINT, HE'S A SINNER	Miguel Brown (Ian Levine/Fachra Trenchi) Record Shack/Jess Music (Leosong)	Record Shack SOHO(12) 15 (DSD)			
23	25	4	MAIN THEME FROM "THE THORN BIRDS"	Henry Mancini and His Orchestra (Joe Reisman) Warner Bros Music	Warner Bros W9697 (W)		48	NEW	ROBERT DE NIRO'S WAITING	Bananarama (Jolley/Swain) J&S Music/In A Bunch Music	London NANA 6 (F)	73	65	3	EVERGREEN/JEALOUS LOVE	Hazel Dean (Morrison/Guenther) Warner Bros Music/Chappell/Asnovor Music	Prato ENA(12) 114 (A)			
24	17	9	THAT'S LIVING ALRIGHT (from 'Auf Wiedersehen Pet')	Joe Fagin (David Mackay) Angle/Eaton Music	Towerbell TOW 46 (A)		49	54	2	BELP	Tina Turner (Joe Sample/Wilton Felder/Ndugu Chancler) Northern Songs	Capitol (12) C 325 (E)	74	67	2	BRIDGE	Orange Juice (Dennis Bovell) Orange Juice/Zomba Music	Polydor OJX 5 (F)		
25	35	4	MORE, MORE, MORE	Carmel (Mike Thorne) Savage Music/CBS Songs	London LON(X) 44 (F)		50	NEW	THE LION'S MOUTH	Kajagoogoo (Colin Thurston/Kajagoogoo) Copyright Control	EMI (12) EMI 5449 (E)	75	44	8	WISHFUL THINKING	China Crisis (Mike Howlett) Virgin Music	Virgin VSS6712 (E)			

# THE NEW 30

This Week	Last Week	TITLE	Artist	Publisher	Label 7" (12") number (Distributor)	This Week	Last Week	TITLE	Artist	Publisher	Label 7" (12") number (Distributor)	This Week	Last Week	TITLE	Artist	Publisher	Label 7" (12") number (Distributor)
76		WOOD BEEZ (PRAY LIKE ARETHA FRANKLIN)	Scritti Politti (Ant Marini) Copyright Control	Virgin VS 65712 (E)		85	70	EYE TALK	Fashion (Zeus B. Held) EMI Music	De Sijl/Epic (TA)4106 (C)		94	85	HOT FOR ROCKING	West End (Morris/Phillips/Morris) Dick James Music	S.O.U.N.D. Recordings SMDIS 2 (P)	
77		TUESDAY SUNSHINE	The Questions (Brian Robson/The Questions) Morrison Leahy Music	Respond KOB(X) 707 (C)		86	95	THIS CHARMING MAN	The Smiths (John Porter) Glad Hips Music	Rough Trade RT(12) 136 (1)RT)		95	81	TELL HER ABOUT IT	Billy Joel (Phil Ramone) CBS	CBS (TA)3655 (C)	
78	74	TELL ME WHAT YOU WANT	Loose Ends (Martiniello) Brampton/Street Angel/Virgin Music	Virgin VS 65812 (E)		87		GENERAL PUBLIC	General Public (General Public/Colin Fairley) RCA Music	Virgin VS65912 (E)		96		SECRET LOVE	Evan Rogers (Tony Wells/Carl Sturken) Bayjam Beat Music	RCA RCA(12) 392 (R)	
79	61	JOYS OF LIFE	David Joseph (Godwin Logie/David Joseph) EMI/Cenise	Island (12) IS 153 (E)		88	96	BLUE MONDAY	New Order (New Order) B.E./Warner Bros Music	Factory - (FAC 73) (P)RT)		97		BIG APPLE NOISE	Trans-Lux (Began Cecik) Dahill Music/Memory Lane Music	Malaco MAL 1218 (A)	
80	97	SONG TO THE SIREN	This Mortal Coil (John Fryer/Ivo) Carlin Music	4AD (BAD 310 (1)P)		89		ADULT EDUCATION	Daryl Hall & John Oates (Hall/Oates/Clearmountain) Intersong/CBS Songs	RCA RCA(12) 396 (R)		98		LOLLIPOP LUV	Bryan Loren (Bryan Loren/Nick Martinelli) EMI Music	Virgin VS 65312 (E)	
81	88	DON'T TOUCH ME	Hazel O'Connor (Martin Rushent/Neil O'Connor) Albion Music/Cop. Con.	RCA RCA(12) 387 (R)		90		ORGANIZE (RE-MIX)/WRAP YOURSELF AROUND ME	David Grant (Steve Levine) Solid Music/MCA Music	Chrysalis GRAN(X) 5 (F)		99	33	LOVIN' U	Status U (Eric Matthews) The Company - Eaton Music	Design Communications DES(12) 8 (DSD)	
82	78	BE GOOD JOHNNY (OVERTIME EP)	Men At Work (Peter McLean) CBS Songs	Epic DA4119 (12) - TA4119 (C)		91		I FEEL LIKE WALKING IN THE RAIN	Millie Jackson (Millie Jackson/Brad Shapiro) Ivan Mogull Music	Sire W9348(T) (W)		100		MY OH MY	Stade (John Punter) Whild John Music	RCA RCA(12) 383 (R)	
83	76	TONIGHT	The Boomtown Rats (James Guthrie) Copyright Control	Mercury/Phonogram MER(X) 154 (F)		92	90	ON THE FLOOR (ROCK-IT)	Tony Cook and The Party People (Timothy Regossio/Boyd Jarvis) Shatter Music	Half Moon HM 71134 (12" - 1134) (P)		Compiled by Gallup for the BPI, Music Week and the BBC based on a sample of 260 conventional record outlets. Records which would have appeared between positions 76-100 have been excluded if their sales have fallen in two consecutive weeks, and if their sales fell by 20 per cent compared with last week.					
84	79	OUT OF SIGHT	Lertumo (vocals by Julie Noudov) (Roy Be) Atoll Music	MCA MCA(12) 874 (C)		93		WORK THAT BODY	Keith & Darrell (Smokay Robinson/Randy Dunlap) Jobete Music	Motown TMGT(12) 1332 (R)							

## TITLES A - Z (WRITERS)

A Night In New York (Clarkin/Rodgers)	41	Eye Talk (Darby)	85	She Was Hot (Jagger/Richards)	94	Thriller (Temperton)	70
A Rockin' Good Way (Bentoni/Dice/Dejuss)	68	(Feels Like) Heaven (Patterson/Jordan)	34	Sixteen (Ozzy/Waite S.)	62	To Be Or Not To Be (The Hitler Rap)	62
Adult Education (Hall/Dates/Allen)	89	Jays Of Life (Phillips/Smith)	87	Solid Rock (Level/Knopfler)	58	(Brooks/Wingfield)	38
An Innocent Man (Joel)	60	Let The Music Play (Barbosa/Chaholm)	13	Sombody's Watching Me (Rockwell)	9	Tonight (Geldof)	60
Backfield In Motion (McPherson/Hankel)	60	Let The Music Play (Barbosa/Chaholm)	13	Song To The Siren (Buckley)	33	Tonight (Taylor/Williams/Kool & The Gang)	3
Barnum (Cy Coleman)	26	Living In A World (Turned Upside Down) (Adams)	49	Soul Train (Swans way)	50	Tuesday Sunshine (Barry/Robson)	27
Be Good Johnny (Haly/Ham)	82	Lollipop (Leoni)	67	Spice Of Life (Temperton/Bramble)	70	Ulle John, Gotta New Motor? (Sayle)	25
Big Apple Noise (Cecik)	97	Love Over Gold (Level/Knopfler)	52	Street Dance (Maralz/Zari/Belco/Rodgers)	31	Walking In My Sleep (Green/Ady)	28
Blue Monday (New Order)	88	Love Theme From 'The Thorn Birds' (Mancini)	72	Tell Her About It (Joel)	55	What D'ference Does It Make? (Merrissey/Mart)	21
Bolero (Ravel)	28	Love Theme From 'The Thorn Birds' (Mancini)	72	Tell Me What You Want (McIntosh)	84	White Lines (Don't Don't Do It) (Robinson)	13
Break My Stride (Wilder/Prestigolo)	12	Lovin' You (Horn)	99	Over Time (EPI) (Hay/Ham)	82	Wishful Thinking (Daly/London)	75
Breaking Down (Sugar/Samba) (Mick Durr/Yvissaker)	38	More, More, More (Paris/Darby/McCart)	94	Pipes Of Peace (McCartney)	63	Wonderland (Big Country)	74
Breaking Point (Bard/Bargoyne)	12	My Ever Changing Moods (Weller)	45	Punk & Judy (Marshall)	64	Wood Beez (Pray Like Aretha Franklin)	66
Quinn	64	My Ever Changing Moods (Weller)	45	Radio Ga Ga (Taylor)	7	(Green)	66
Bridge (Collins)	74	Music: O! Torvill & Dean, The (Various)	26	Relax (Gill/Johnson/D'oolie)	2	Work That Body (Dunlap/Jackson)	50
Chasing For The Breeze (Forde/Gaye/Robinson)	45	My Ever Changing Moods (Weller)	45	(Return To The Valley Of) Out Come The Freaks	9	Wras Youself Around Me (Grant)	58
Cry And Be Free (Manly)	82	My Oh My (Halden/Lea)	91	(Was Was)	9	Yah Mo B There	96
Doctor! Doctor! (Baskley/Curtell/Lewney)	5	New Moon On Monday (Duran Duran)	19	Robert De Niro's Waiting (Jolley/Swain)	46	Yours Love Is King (Sade/Matthews)	42
Don't Touch Me (H. O'Connor/N. O'Connor/Case)	81	Jealous Love (Dean)	73	Darin/Fabry/Woodward)	100		
Down In The Subway (Hamer)	30			Run Runaway (Wilder/Lea)	48		
Evergreen (Sireland/Williams)	73			Secret Love (Sturken/Rogers/Neve)	96		

# TOP 100 SINGLES

Rank	Artist	Label
1*	JUMP, Van Halen	Warner Bros
2*	99 LUFTBALLONS, Nena	Epic
3*	GIRLS JUST WANT... Cyndi Lauper	Portrait
4*	THRILLER, Michael Jackson	Epic
5*	NOBODY TOLD ME, John Lennon	Polydor
6	KARMA CHAMELEON, Culture Club	Virgin/Epic
7*	SOMEBODY'S WATCHING ME, Rockwell	Motown
8*	WRAPPED AROUND YOUR FINGER, The Police	A&M
9	LET THE MUSIC PLAY, Shannon	Mirage
10*	I WANT A NEW DRUG, Huey Lewis	Chrysalis
11*	HERE COMES THE RAIN AGAIN, Eurythmics	RCA
12	JOANNA, Kool & The Gang	De-Lite
13*	NEW MOON ON MONDAY, Duran Duran	Capitol
14	AN INNOCENT MAN, Billy Joel	Columbia/CBS
15	THAT'S ALL, Genesis	Atlantic
16*	FOOTLOOSE, Kenny Loggins	Columbia/CBS
17*	GOT A HOLD ON ME, Christine McVie	Warner Bros
18*	THE LANGUAGE... Dan Fogelberg	Full Moon/Epic
19	YA-MO... James Ingram/McDonald	Qwest
20	TALKING IN YOUR SLEEP, The Romantics	Nemperor
21*	AUTOMATIC, Pointer Sisters	Planet
22	OWNER OF A LONELY HEART, Yes	Atco
23*	THIS WOMAN, Kenny Rogers	RCA
24*	GIVE IT UP, K.C.	Meca/Alpha
25*	ADULT EDUCATION, Daryl Hall & John Oates	RCA
26	RUNNING WITH THE NIGHT, Lionel Richie	Motown
27	THINK OF LAURA, Christopher Cross	Warner Bros
28*	ALMOST OVER YOU, Sheena Easton	EMI-America
29*	THE POLITICS OF DANCING, Re-Flex	Capitol
30*	LET'S STAY TOGETHER, Tina Turner	Capitol
31*	BACK WHERE YOU BELONG, 38 Special	A&M
32*	RUNNER, Manfred Mann's Earth Band	Arista
33*	NEW SONG, Howard Jones	Elektra
34*	HOLD ME NOW, Thompson Twins	Arista
35*	LIVIN' IN DESPERATE TIMES, O. Newton-John	MCA
36*	COME BACK AND STAY, Paul Young	Col/CBS
37	MIDDLE OF THE ROAD, The Pretenders	Sire
38*	RADIO GA GA, Queen	Capitol
39*	GIRLS, Dwight Twilley	EMI-America
40*	MISS ME BLIND, Culture Club	Virgin/Epic

# BULLETS 41-100

41*	DON'T LET GO, Wang Chung	Geffen
43*	RED, RED WINE, UB40	A&M
44*	SHE WAS HOT, Rolling Stones	Rolling Stones
46*	THE KID'S AMERICAN, Matthew Wilder	Private I
47*	AGAINST ALL ODDS... Phil Collins	Atlantic
48*	THEY DON'T KNOW, Tracey Ullman	MCA
50*	HELLO, Lionel Richie	Motown
53*	REBEL YELL, Billy Idol	Chrysalis
54*	STRIP, Adam Ant	Epic
55*	TONIGHT, Kool & The Gang	De-Lite
56*	LOOKS THAT KILL, Motley Crue	Elektra
58*	THIS COULD BE THE RIGHT ONE, April Wine	Capitol
60*	LEAVE IT, Yes	Atco
64*	HOLDING OUT FOR A HERO, Bonnie Tyler	Col/CBS
65*	ONE IN A MILLION, The Romantics	Nemperor
66*	MAKE MY DAY, T.G. Sheppard with Clint Eastwood	Warner Curb
67*	VITAMIN L, B.E. Taylor Group	MCA/Sweet City
68*	JOYSTICK, Dazz Band	Motown
70*	DON'T ANSWER ME, Alan Parsons Project	Arista
71*	BEAST OF BURDEN, Bette Midler	Atlantic
73*	WE'RE GOING ALL THE WAY, Jeffrey Osborne	A&M
75*	WALKING IN MY SLEEP, Roger Daltrey	Atlantic
77*	A FINE FINE DAY, Tony Carey	MCA
79*	TO ALL THE GIRLS I'VE LOVED BEFORE, Julie Iglesias/Willie Nelson	Col/CBS
80*	WHITE HORSE, Laid Back	Sire
82*	RUNAWAY, Bon Jovi	Mercury
83*	CLUB MICHELLE, Eddie Money	Columbia/CBS
85*	HYPERACTIVE!, Thomas Dolby	Capitol
86*	FLASHES, Tiggi Clay	Morocco
88*	YOU'RE LOOKING LIKE... Bryson/Flack	Capitol
89*	DO YOU LOVE ME, Andy Fraser	Island
90*	THE SUN AND THE RAIN, Madness	Geffen
93*	NO PARKING ON THE DANCE FLOOR, Midnight Star	Solar
95*	TAXI, J. Blackfoot	Sound Town

\* Bullets are awarded to those products demonstrating the greatest airplay and sales gains. Chart Courtesy: *Billboard* for w/e March 3, 1984.

NEW SINGLES ON PRESTEL: MERCURY FILE NUMBER: 332103

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

**ACCURSED**, The GOING DOWN/iba **Wrekem' ACC 3** Pic Bag (BKII)

**ANY TROUBLE** BABY NOW THAT I'VE FOUND YOU/Bricks And Mortar **EMI America EA 166** Pic Bag; **12EA 166 12"** Pic Bag inc extra track Does He Call Your Name? (E)

**APB DANCEABILITY PART 1 & 2/Crazy Day Rainy Day/Palace Filled With Love** **Albion 12ION 160 (P)**

**AUGUSTIN**, Nat TOO BUSY THINKING ABOUT MY BABY/You Are The One **EMI 5453** Pic Bag; **12EMI 5453 12"** Pic Bag (E)

**BABY TUCKOO** MONY MONY/Baby's Rockin' Tonight **Ultra Noise TUCK 001** Pic Bag (P)

**BAKER**, Michael DON'T YOU WANT MY LOVIN'/(Inst) **Passion PASH 12 23 12"** (A)

**BARNBRACK** MICKY MARLEY'S ROUNDABOUT/Galway Shawl/Sievenanon/Love Is Teasin' **Homespun HS 075 (O)SP**

**BASIL**, Toni DO YOU WANNA DANCE/Space Walking The Dog **Virgin VS 664** Pic Bag (E)

**BEAT THE DRUM** TRY/This Must Be Love **Loose LSE 6** Pic Bag (P)

**BEGLEY**, Philomena THE WAY OLD FRIENDS DO/Heart To Heart **Salesman Ritz RITZ 065 (SP)**

**BITE**, Pete ONE MORE BITE OF MY HEART/The Hurt Has Cut Me So Deep/Hole In The Head **Loose LSE 5** Pic Bag (P)

**BOOTHE**, Ken THINKING/Valley Of Peace **Greensleeves GRED 140 12"** Only (JS)

**BOYS DON'T CRY** DON'T TALK TO STRANGERS/Pure Pleasure **Legacy LGY 4** Pic Bag; **LGYT 4 12"** Pic Bag (IDS)

**BRADY**, Sean THE TAOISEACH'S HOOLEY/Molly Malone **Crubeen CRU 001** (Kays Irish Music 01-485 4880)

**BROWN**, Junior KNOCK KNOCK KNOCK/(Version) **London Gemi LG 002 12"** Only (JS)

**COOK DA' BOOKS** CARESS ME LIKE A FLOWER/Something Good **Ten TEN 18** Pic Bag (E)

**COPE**, Julian THE GREATNESS AND PERFECTION OF LOVE/24a Velocity Crescent **Mercury/Phonogram MER 155** Pic Bag; **MERX 155 12"** Pic Bag inc extra track Pussy Face (F)

**DANIELS**, Jeffrey AC/DC/The CB Side **Polydor/Staight LMS 1** Pic Bag; **LMSX 1 12"** Pic Bag (F)

**DANSE SOCIETY**, The 2000 LIGHT YEARS FROM HOME/Seen The Light **Society/Arista SOC 7** Pic Bag; **SOC 127 12"** Pic Bag inc extra track Angel; **SDC 77** in double pack with THE SWAY/Endless **Gatefold Sleeve (F)**

**DEAD OR ALIVE** THAT'S THE WAY II LIKE IT/Keep That Body (That's The Way) **Epic A4271** Pic Bag; **TA4271 12"** Pic Bag (C)

**DISC BLEU** I GOT YOUR NUMBER/C.T.'s Boogie **MCA PAN 1** Pic Bag; **PANT 1 12"** Pic Bag (C)

**DISTANCE** featuring **Janey Hallett** JUST ONE MORE KISS/(Mix) **Challenge TAL 6 12"** Only (A/BLM)

**DR JOHN** JET SET/(Inst) **Beggars Banquet BEG 107** Pic Bag; **BEG 107T 12"** Pic Bag (W)

**DUNCAN**, Hugo ISLE OF INISFREE/The Stone Outside Dan Murphy's Door **Homespun HS 034 (O)SP**

**ENDGAMES** DESIRE/Look Now **Virgin VS 651** Pic Bag (E)

**ENGLISH**, Junior I'M CHECKING OUT/Ready To Learn **International English IE 02 12"** Only (JS)

**EX PISTOLS** LAND OF HOPE AND GLORY/Flowers Of Romansk **Cherry Red 12 PISTOL 76 12"** (P)

**GBH** LEATHER, BRISTLES, STUDS, ACNE EP **Clay PLATE 3 (P)**

**GLOBE**, Jah MORE PEOPLE ARE WALKING/Keep It In Reality **Pyramid P.A.D. 002 12"** Only (JS)

**GREENWOOD**, Lee THE WING BENEATH MY WINGS/Barely Holding On **MCA 877 (C)**

**HAIN**, Kit SLOW MOVES/Fallen Angel **Mercury/Phonogram MER 15310 10"** Only Pic Bag (F)

**HARVEY**, Richard ELEGY - TV THEME FOR "SHROUD FOR A NIGHTINGALE"/The Fenlands **ASV ASV 104** Pic Bag (A)

**HEAVY PETTIN'** LOVE TIMES LOVE/Shout It Out **Polydor HEP 3** Pic Bag; **HEPX 3 12"** Pic Bag inc extra track Hell Is Beautiful (F)

**HONDO** FALLOUT/Can't Turn You Round **Hondo OV 002 (I)RT**

**HOWARD**, John NOTHING MORE TO SAY/You Keep Me Steady **Loose LSE 7** Pic Bag (P)

**JACKSON**, Millie I FEEL LIKE WALKING IN THE RAIN/Exercise (Part 1 & 2) **Sire W 9348T 12"** (W)

**JAMES**, Jimmy LOVE FIRE/Live For The Night **ERC ERC 110; ERCL 110 12"** Pic Bag (A)

**JOHN**, Michael LOVE WILL TEAR US APART/We're Together **Loose LSE 4** Pic Bag (P)

**KLO FUN**/Weirdo **101 International INTER 1 (A)**

**KULL**, The EVE OF DESTRUCTION/Operator **Bomb MAY 0037 (I)A/MB**

**LAMA** LOVE ON THE ROCKS/(Ext Version) **Carrere CART 309 12"** Only (SP)

**LAMB**, Annabel THE FLAME/Sisters Of Mercy **A&M AM 182** Pic Bag; **AMX 182 12"** Pic Bag inc extra track Venezuela (C)

**LEFURNO** OUT OF SIGHT/(Inst) **MCA 874 (C)**

**LENNON**, John BORROWED TIME/YOKO ONO: Your Hands **Polydor POSP 701** Pic Bag; **POSPX 701 12"** Pic Bag inc extra track Never Say Goodbye (F)

**LEVY**, Barrington MINI BUS (ON THE TELEPHONE)/Red Eye **Kingdom 12KV 8028 12"** Only (A)

**LEWIS**, Huey & The News I WANT A NEW DRUG/Finally Found A Home **Chrysalis CHS 2766** Pic Bag (F)

**LOGGINS**, Kenny FOOT LOOSE/Swear Your Love **CBS A4101** Pic Bag (C)

**LORD**, Jon COUNTRY DIARY OF AN EDWARDIAN LADY MAIN THEME/Love Theme **Safari SAFE 60 (SP)**

**McCRAE**, George ONE STEP CLOSER (TO LOVE)/If It Wasn't For You/Never Too Late **President PT 12.522 12"** Pic Bag (I)DS/I)PP

**McFARLAND**, Billy WHEN THE HARVEST MOON IS SHINING/Beautiful Dreamer **Homespun HS 074 (O)SP**

**METRO**, Peter SHOULDER MOVE/TRISTAN PALMER & JAH THOMAS: She Has Fe Get It **Marlon Ranks MR 001 12"** Only (JS)

**MIMI** THE MAN'S SO REAL/(Cruise Mix) **Challenge TALS 8** Pic Bag; **TAL 8 12"** Pic Bag (A/BLM)

**MILLS**, Warren MICKEY'S MONKEY/I'll Never Stop **Jive JIVE S 57** Pic Disc (C)

**OAK RIDGE BOYS**, The I GUESS IT NEVER HURTS SOMETIMES/Through My Eyes **MCA 879 (C)**

**O'NEILL**, Sean/Tara Folk Group CITY BY THE LAGAN SIDE/Rose Of Mooncoin **Homespun HS 077 (O)SP**

**PATRICK**, Rikki NIGHT MOVES/Never Too Late **CBS A4144** Pic Bag; **TA4144 12"** Pic Bag (C)

**PINK PEG** SLAX DRIPPING (MY LOVE FOR YOU)/Fowl **Back Fish BF 101** Pic Bag (I)Red (Rhino)

**\*PLASTIC** EUPHORIC TRAPDOOR SHOES/Rattail **Comb Scadillac SC 05 (U.S.A.) (I)RT (Import)**

**POSIT**, John Pierre SANTA MONICA/You **Ferroway JPP 1** Pic Bag; **12JPP 1 12"** (A)

**PROPAGANDA** DR MADUSE/Dr Maduse **ZTT/Island ZTAS 2; 12ZTAS 2 12"** (E)

**REGGAE** REGULAR GHETTO ROCK/Tribute To The DJ **Greensleeves GRED 138 12"** (JS)

**REVILOS**, The MIDNIGHT/Z-X-7 **EMI RVL 2** Pic Bag; **12RVL 2 12"** Pic Bag (E)

**ROBBINS**, Kate THAT FIRST LOVE/(Inst) **Bright BULB 6** Pic Bag (IDS)

**SAMSON** MR ROCK AND ROLL/PRIMROSE SHUFFLE/Telephone/Leavin' You EP **Thunderbolt THBE 1003 12"** (C)

**SCOOTER** MINUTE BY MINUTE/iba **Streetwave MKHAN 6 (A)**

**SHADOWSHOW** ECHOES/(Dub) **Original 7TM 4 (A)**

**SOMERSET**, Arthur OK YAH!(Turkey Version) **MCA LE 111 (C)**

**S.O.S. BAND** JUST BE GOOD TO ME/(Inst) **Tabu/Epic A3626; TA3626 12"** (C)

**SPIDER** HERE WE GO ROCK 'N' ROLL/Death Row **A&M AMP 180** Pic Disc (C)

**STAFFORD**, Jim LITTLE BITS AND PIECES/Barjo Billy **CBS A4235 (C)**

**STAVIN**, Mary/George Best IT TAKES TWO/Sasquatch **Lifestyle LIFE 10; LIFET 10 12"** (C)

**STEEL PULSE** STEPPIN' OUT/Body Guard/Rally Round **Wise Man Doctrine 12WMDS 003 12"** (JS/SP)

**TALKBACK** PLEASURE/Every Day **Cottage 583 CUS 1991 (I)A**

**UB40** CHERRY OH BABY/Thriller **DEP International/Virgin DEP 10** Pic Bag (E)

**ULLMAN**, Tracey MY GUY/Thinking Of Running Away **Stiff PBUY 197** Pic Disc (C)

**VELVETE** NOTHING WORSE THAN BEING ALONE/iba **Electricity ELECT 4 (A)**

**WHODINI** MAGIC WAND/NASTY LADY/Rap Machine/The Haunted House Of Rock EP **Jive JIVE 61** Pic Bag; **JIVE T 61 12"** Pic Bag inc extra track It's All In Mr Magic's Wand (Inst) (C)

**WILDER**, Matthew THE KID'S AMERICAN/Ladder Of Lovers **Epic A4240** Pic Bag (C)

**WOODS**, Pat RATHLIN ISLAND/Fields Of Atheny **Homespun HS 073 (O)SP**

**YELLOWMAN** STRONG ME STRONG/Dub Me Strong **CBS A4241** Pic Bag; **TA4241 12"** Pic Bag inc extra track Bloodstain (C)

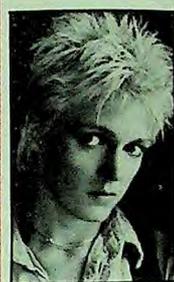
**YES** LEAVE IT (REMIX)/Leave It (Acapella) **Atco B 9787; B 9787T 12"** (W)

**ZU ZU** SHARKS EYES OF THE WORLD (SINGLE VERSION)/After The Ship's Gone Down **EMI ZUZU 2** Pic Bag; **12ZUZU 2 12"** Pic Bag (E)

**ZZ TOP** TV DINNERS (EDIT)/Cheap Sunglasses **Warner Brothers W 9334** Pic Bag; **W 9334T 12"** (W)



DR JOHN



ANNABEL LAMB

AC/DC  
Baby Now That I've Found You  
Borrowed Time  
Careless Me Like A Flower  
Cherry Oh Baby  
City By The Lagan Side  
Country Diary Of An Edwardian  
Lady Main Theme  
Danceability Part 1 & 2  
Desire  
Do You Wanna Dance  
Don't Talk To Strangers  
Don't You Want My Lovin'  
Dr Maduse  
Dropping (My Love For You)  
Echoes  
Elegy - TV Theme For "Shroud  
For A Nightingale"  
Euphoric Trapdoor Shoes  
Eye Of Destruction  
Eyes Of The World  
Fallout  
Flame, The  
Four Loose  
Fun  
Ghetto Rock  
Going Down  
Greatness And Perfection Of  
Love, The  
Here We Go Rock 'n' Roll  
I Feel Like Walking In The  
Rain  
I Got Your Number  
I Guess It Never Hurts  
Sometimes  
I Want A New Drug  
I'm Checking Out  
It Takes Two  
Just Be Good To Me  
Just One More Kiss  
Kid's American  
The  
Knock Knock Knock  
Land Of Hope And Glory  
Leaves, Bristles, Studs, Acne EP  
Leave It  
2000 Light Years From Home  
Little Bits And Pieces  
Love Fire  
Love On The Rocks  
Love Times Love  
Love Will Tear Us Apart  
Man's So Real  
The  
Mickey Marley's Roundabout  
Midnight  
Mini Bus (On The Telephone)  
Minute By Minute  
Many Many  
More People Are Walking  
Mr Rock And Roll  
My Day  
Night Moves  
Nothing More To Say  
Nothing More Than Being Alone  
OK Yeh  
One More Bit Of My Heart  
One Step Closer (To Love)  
Pleasure  
Rathlin Island  
Santa Monica  
Shoulder Move  
Slow Moves  
Sleepin' On  
Strong Me Strong  
Taoiseach's Hooley, The  
That First Love  
That's The Way It Like It  
Thinking  
Too Busy Thinking  
About My Baby  
Tre  
TV Dinners  
Way Old Friends Do, The  
When The Harvest Moon  
Is Shining  
Wing Beneath My Wings, The

Distributor codes: see album releases page

Mon 5-Fri 9 March, 1984  
Single Releases: 83

Year To Date: (10 weeks to 9 March)  
Singles Releases: 845



INCORPORATING LP AND CASSETTE SALES

# TOP 100 TOP 100 TOP 100 TOP



- |    |   |  |    |   |  |
|----|---|--|----|---|--|
| 1  | INTO THE GAP                                | Arstia 205 971                         | 34 | QUEEN GREATEST HITS                         | EMI EMTV 30                            |
| 2  | THE SMITHS                                  | Rough Trade ROUGH 61                   | 35 | ORIGINAL MUSIC FROM 'AUF WIEDERSEHEN PET'   | Towerbell AUF 1                        |
| 3  | AN INNOCENT MAN                             | CBS 25554                              | 36 | HAUNTING MELODIES                           | Nouveau Music NML 107                  |
| 4  | TOUCH                                       | RCA PL 70109                           | 37 | THE BOP WON'T STOP                          | Epic EPC 86301                         |
| 5  | THRILLER                                    | Epic EPC 86930                         | 38 | WORKING WITH FIRE AND STEEL                 | Virgin V 2286                          |
| 6  | KEEP MOVING                                 | Stiff SEEZ 53                          | 39 | THE ESSENTIAL JEAN MICHEL JARRE             | Polystar PROLP 3                       |
| 7  | SPARKLE IN THE RAIN                         | Virgin V 2300                          | 40 | WORLD SHUT YOUR MOUTH                       | Mercury/Phonogram MERL 37              |
| 8  | NO PARLEZ                                   | CBS 25521                              | 41 | TOO LOW FOR ZERO                            | Rocket/Phonogram HSPD 24               |
| 9  | THE CROSSING                                | Mercury/Phonogram MERS 27              | 42 | SLIDE IT IN                                 | Liberty LBG 2400001                    |
| 10 | CAN'T SLOW DOWN                             | Motown STMA 8041                       | 43 | TOYAH! TOYAH! TOYAH!                        | K-tel NE 1268                          |
| 11 | NOW, THAT'S WHAT I CALL MUSIC               | EMI/Virgin NOW 1                       | 44 | ORIGINAL MOTION PICTURE SOUNDTRACK - YEN!T! | CBS 86302                              |
| 12 | U2 LIVE "UNDER A BLOOD RED SKY"             | Island IMA 3                           | 45 | YOU BROKE MY HEART IN 17 PLACES             | Stiff SEEZ 51                          |
| 13 | THE VERY BEST OF MOTOWN LOVE SONGS          | Telstar STAR 2239                      | 46 | PORTRAIT                                    | Telstar STAR 2238                      |
| 14 | SOMETIMES WHEN WE TOUGH                     | Ronco RON LP9                          | 47 | LIVE AT THE GRAND OPERA HOUSE, BELFAST      | Mercury/Phonogram MERL 36              |
| 15 | DECLARATION                                 | I.R.S. IRSA 7044                       | 48 | 18 GREATEST HITS                            | Telstar STAR 2232                      |
| 16 | COLOUR BY NUMBERS                           | Virgin V 2285                          | 49 | LIFE'S A RIOT WITH SPY VS SPY               | Go! Discs/Utility UTIL 1               |
| 17 | SEVEN AND THE RAGGED TIGER                  | EMI 100 1                              | 50 | WHITE FLAMES                                | Towerbell TOWBL D 2                    |
| 18 | QUEEN GREATEST HITS                         | EMI EMTV 30                            | 51 | QUEEN GREATEST HITS                         | EMI EMTV 30                            |
| 19 | ORIGINAL MUSIC FROM 'AUF WIEDERSEHEN PET'   | Towerbell AUF 1                        | 52 | HAUNTING MELODIES                           | Nouveau Music NML 107                  |
| 20 | THE BOP WON'T STOP                          | Epic EPC 86301                         | 53 | WORKING WITH FIRE AND STEEL                 | Virgin V 2286                          |
| 21 | THE ESSENTIAL JEAN MICHEL JARRE             | Polystar PROLP 3                       | 54 | WORLD SHUT YOUR MOUTH                       | Mercury/Phonogram MERL 37              |
| 22 | WORLD SHUT YOUR MOUTH                       | Mercury/Phonogram MERL 37              | 55 | TOO LOW FOR ZERO                            | Rocket/Phonogram HSPD 24               |
| 23 | SLIDE IT IN                                 | Liberty LBG 2400001                    | 56 | SLIDE IT IN                                 | Liberty LBG 2400001                    |
| 24 | TOYAH! TOYAH! TOYAH!                        | K-tel NE 1268                          | 57 | TOYAH! TOYAH! TOYAH!                        | K-tel NE 1268                          |
| 25 | ORIGINAL MOTION PICTURE SOUNDTRACK - YEN!T! | CBS 86302                              | 58 | ORIGINAL MOTION PICTURE SOUNDTRACK - YEN!T! | CBS 86302                              |
| 26 | YOU BROKE MY HEART IN 17 PLACES             | Stiff SEEZ 51                          | 59 | YOU BROKE MY HEART IN 17 PLACES             | Stiff SEEZ 51                          |
| 27 | PORTRAIT                                    | Telstar STAR 2238                      | 60 | PORTRAIT                                    | Telstar STAR 2238                      |
| 28 | LIVE AT THE GRAND OPERA HOUSE, BELFAST      | Mercury/Phonogram MERL 36              | 61 | LIVE AT THE GRAND OPERA HOUSE, BELFAST      | Mercury/Phonogram MERL 36              |
| 29 | 18 GREATEST HITS                            | Telstar STAR 2232                      | 62 | 18 GREATEST HITS                            | Telstar STAR 2232                      |
| 30 | LIFE'S A RIOT WITH SPY VS SPY               | Go! Discs/Utility UTIL 1               | 63 | LIFE'S A RIOT WITH SPY VS SPY               | Go! Discs/Utility UTIL 1               |
| 31 | WHITE FLAMES                                | Towerbell TOWBL D 2                    | 64 | WHITE FLAMES                                | Towerbell TOWBL D 2                    |
| 32 | NEW GOLD DREAM (81, 82, 83, 84)             | Virgin V 2230                          | 65 | NEW GOLD DREAM (81, 82, 83, 84)             | Virgin V 2230                          |
| 33 | BAT OUT OF HELL                             | Epic/Cleveland International EPC 82419 | 66 | BAT OUT OF HELL                             | Epic/Cleveland International EPC 82419 |
| 34 | DANCE MIX - DANCE HITS VOLUME 3             | Epic DM3                               | 67 | DANCE MIX - DANCE HITS VOLUME 3             | Epic DM3                               |
| 35 | STREET SOUNDS HI-ENERGY 1                   | StreetSounds HINRG 16                  | 68 | STREET SOUNDS HI-ENERGY 1                   | StreetSounds HINRG 16                  |
| 36 | LIVE AND DIRECT                             | Island IMA 6                           | 69 | LIVE AND DIRECT                             | Island IMA 6                           |
| 37 | ELECTRO, SHOCK VOLTAGE 1                    | Epic VOLT 1                            | 70 | ELECTRO, SHOCK VOLTAGE 1                    | Epic VOLT 1                            |
| 38 | WAR   | Island LLP 9733                        | 71 | WAR   | Island LLP 9733                        |
| 39 | LET'S DANCE                                 | EMI America AML 3029                   | 72 | LET'S DANCE                                 | EMI America AML 3029                   |
| 40 | OFF THE WALL                                | Epic EPC 83468                         | 73 | OFF THE WALL                                | Epic EPC 83468                         |
| 41 | THE SENTINEL                                | Harvest SHSP 2400121                   | 74 | THE SENTINEL                                | Harvest SHSP 2400121                   |
| 42 | HAVE YOU EVER BEEN IN LOVE                  | Chrysalis LEDTV 1                      | 75 | HAVE YOU EVER BEEN IN LOVE                  | Chrysalis LEDTV 1                      |
| 43 | CHART TREK VOLS 1/2                         | Ronco RON LP8                          | 76 | CHART TREK VOLS 1/2                         | Ronco RON LP8                          |
| 44 | CHRISTINE McVIE                             | Warner Brothers 925059-1               | 77 | CHRISTINE McVIE                             | Warner Brothers 925059-1               |
| 45 | MAKIN' MOVIES                               | Vertigo/Phonogram 6359034              | 78 | MAKIN' MOVIES                               | Vertigo/Phonogram 6359034              |
| 46 | SNAP!                                       | Polydor SNAP 1                         | 79 | SNAP!                                       | Polydor SNAP 1                         |
| 47 | TRACK RECORD                                | A&M JA 2001                            | 80 | TRACK RECORD                                | A&M JA 2001                            |
| 48 | HEAD OVER HEELS                             |  | 81 | HEAD OVER HEELS                             |  |

## PUBLISHING

## MRS: cash gift for anti-piracy fund

THE IFPI's Midem plea for financial support from publishers in the battle against piracy (*MW* February 4) seems to have borne early fruit.

Ron White, president of the Music Publishers Association, told *Music Week* that a donation to the IFPI's anti-piracy fund will be made in the coming financial year.

"The Mechanical Rights Society will contribute a sum of money," he disclosed. "I'm not sure yet what the sum will be, but I believe that we have the music publishers behind us in making a useful contribution to a very important cause. After all, it's our future that's at stake."

His latter point echoed IFPI anti-piracy co-ordinator Mike Edwards' theme at Midem when he stressed to IFPMP members that publishers were losing \$60m each year due to piracy. He also emphasised that "there is no room for rivalry between the various sectors of the music industry... it is vital that everyone affected by it should unite to fight it".

A sampling of publisher opinion conducted by *MW* on the matter clearly shows that there is likely to be little if any opposition to contributing to the IFPI fund. The need for united action between all interested

parties sustaining losses is also appreciated.

"The principle is right," said Westminster Music MD David Platz, "but the question is how much and how to do it. If someone can come up with a formula that is fair, relating the size of the contribution to the extent which the problem affects individual publishers, I'm all for it. The larger the catalogue, the larger the contribution, but publishers with copyrights mainly confined to the UK obviously shouldn't be expected to contribute as much."

Paul Rich of Carlin Music understands Edwards' "emotional feelings" about the problem, but believes he should widen his target area for potential contributors.

## Millions

"To the best of my knowledge, publishers here and in the US have already been contributing to the anti-piracy effort. He should have a go at the artists who are making millions and not helping at all. An alliance of top artists to fight piracy is a beautiful concept."

Theo Chalmers of Cherry Red Music, consulted like the other publishers before the MRS move was known, wondered if funds

could be raised through a levy imposed by the PRS or MCPS. "Alternatively, publishers could contribute on a *pro rata* basis according to their annual income, and maybe record companies could do likewise on a sales basis," he said. "Piracy is serious, and is crying out to have something done about it."

Like Edwards, Virgin Music Publishing MD Steve Lewis regards the issue as one damaging the entire music business: "It's an occasion when publishers and record companies should get together and support anti-piracy measures. We should forget competitive differences, and discuss how it can be done. Publishers should work closely with the recording industry because it's in a good position to fight the pirates. I'm very interested myself in participating in any discussions about what to do."

So is Richard Thomas, MD of CBS Songs in the UK. "Publishers must be involved in aggressively protecting their copyrights and attacking pirates. We should do it jointly through a body, perhaps the MRS. Individual efforts would not be sufficient, and the most effective way is en masse. We should be seen to be concerned and involved in tackling this problem, and I am certainly interested in taking part."



A GOLD disc was part of the luggage carried by Ivan Chandler (centre), Jobete Music (UK) general manager, on a recent trip to Los Angeles, where he presented it to Jobete Music executive vice president Robert Gordy (left) to mark sales on the UK chart-topper *Wherever I Lay My Hat (That's My Home)* recorded by Paul Young for CBS.

On the right is Jobete Music vice president and general manager (US) Jay Lowy, and they were celebrating the renewed success of a Jobete copyright written by Marvin Gaye, Norman Whitfield and Barrett Strong dating back to 1963.

## Canadians are 'encouraged'

TORONTO: While the Canadian Government would not have sufficient time to pass a new Copyright Act before the next federal election, Avenue Road Music Group president Brian Chater feels that the Government has done a great deal of work on many underlying policy matters and realised at last the problems faced by composers, authors and publishers in the music industry.

British-born Chater was speaking in his capacity as president of the Canadian Music Publishers Association (CMPA), recently elected to his second consecutive term.

## EMI reclaims C&amp;W songs

AFTEP A gap of two years, two of Nashville's most prominent song catalogues have returned to EMI Music Publishing for sub-publishing in the UK.

They are Combine Music and Resaca Music, headed in Nashville by Bob Beckham, and they include standards of the calibre of *Help Me Make It Through The Night*, *A Rainy Night In Georgia* and *Me And The Elephant*. Beckham was one of the first people in the US to recognise Kris Kristofferson's potential as a songwriter.

## FEATURE

## A class of masters

By TERRI ANDERSON

WOULD-BE songwriters are to have a fascinating example of how things really happen for the professional, courtesy of Capital Radio and John Miles.

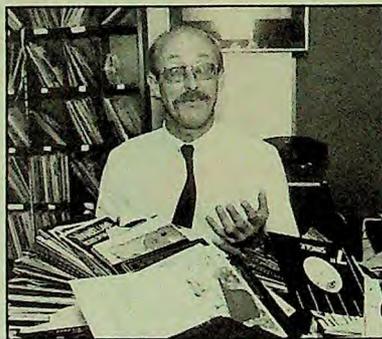
Miles is one of the big name artists who have taken part in what Capital head of music Tony Hale believes is something of a programming coup — for the station and for himself.

It is the five-part series of *Rock Master Classes* (Sundays 5pm, started February 26); and during the songwriting "class" given by Miles he was so pleased with the demo he made for the audience's benefit that he ended by announcing he would probably make it his new single.

The rock teach-in idea is not new — only recently the *Rock School* series on BBC TV invited musicians to show young viewers how to play instruments and put together a rock outfit. However, Hale's use of the idea is, he says, quite different.

"Rock School was really for people who thought they might want to play instruments, and it was kept very simple," he explains. "The *Master Class* is much more of an entertainment idea, and is very sophisticated. It is not meant just for people who are going to play; but for those who are, the parts of the programmes which deal with playing are quite advanced — not for beginners."

Hale is proud of having managed to get five artists of the calibre (and crammed professional schedules) of Steve Howe, John Miles, Rick Wakeman, John Entwistle and Brian May into



five consecutive shows. And that meant consecutive in real time — not just recordings being broadcast on five Sundays, because the *Master Classes* were given before audiences of enthusiasts at London's Duke of York Theatre, and were recorded live.

A delighted Hale relates: "I have always wanted to do it; I've always believed that rock and roll artists are extremely interesting, but chat shows on radio and TV seldom if ever feature them (the chat show hosts seem to be a bit afraid of them)."

"So this is a rock and roll Parkinson, a combination of the chat interview of the artist as a personality — and as a musician — and the real BBC 2 style of master class, without being quite as elitist as that. I wanted an audience, and I wanted to attract the right audience (mostly the kind of people who can't afford to pay to get in!) so Capital sponsored the shows and entrance was free."

Hale produced and presented the shows. He is very happy with the way they went — both as live entertainment and then as radio programmes. "I think they make good radio, and I was also extremely chuffed to be able to get those people for five consecutive Sundays playing before a free audience," he pronounces.

For four out of the five programmes the artists invite student musicians to take part in the class with them. When one of the students dropped out at the last minute Hale's own son Simon, currently attending Goldsmiths College, stepped in. His dad admits to feeling quite proud of him.

## LETTERS

## Control needed to stop loss-leading

MY THANKS to Stuart Persky of S Gold for replying in *Opinion* (*MW* February 11) to my *Retailing Opinion* article on discounting (*MW* January 21).

I was not suggesting that wholesalers were aiding and abetting "below cost" retail prices, but rather indicating that manufacturers should exercise a greater control over the distribution and use of their product where it is being used in "other" outlets as loss-leading catch-pennies.

On his second point (regarding majors not fulfilling

Christmas orders), perhaps one reason why majors could not fulfil their direct account independent dealers' orders was because wholesale accounts had hogged it all. One-stops certainly fill a need that majors sadly cannot — timely delivery and good fill across popular items and labels.

But specialist (ie, full catalogue special-to-order service) retailers need their major accounts for the less-than-usual item which is often unobtainable from wholesalers.

No, I do not have an S Gold account; there is a limit to the number of accounts the small independent can handle and support. For TV product, I have three regular wholesalers, and I reported the supply difficulties I and several other shops in this area experienced. It is not a question of "forfeiting settlement discount to obtain fill", but rather one of maintaining a manageable trading position with various suppliers.

MARTIN ANSCOMBE, Pop Inn, Watton, Norfolk.

## Save Sheila file closed

IN 1981 I was privileged to witness at first hand the generosity of our music industry when, through the pages of *Music Week*, a financial appeal was launched for the "Save Sheila Fund".

Regrettably, since January, 1982, my co-fund organiser, Annette Ellery, and I have been accused of (a) the

misappropriation of fund monies; and (b) the attempted kidnapping of Sheila Rossall.

Subsequently, the Avon and Somerset fraud squad completed an independent audit and issued a statement saying that they had found no evidence of fund monies being misappropriated or misused in any way.

And, on January 31, in the High Court, the *News of the World* admitted that allegations regarding the "attempted kidnapping" made on its front page on January 31, 1982, were untrue.

It has naturally been a very distressing time, but I bear no enmity to those who accused us. I would, however, like to express my sincere gratitude to the many people who gave their support throughout.

Thank goodness it's over — now I can get back to music once again.

CHRIS WARREN, Blue Ocean Music, Westlake Avenue, Toronto, Ontario.

Edited  
by  
NICOLAS SOAMES

# CLASSICAL

Part two of MW's spotlight on the world of mid-price classics

## 'History man' boosts EMI

THE BACK catalogue of EMI's classical division is simply unrivalled because of the pioneering historical work of one man, Fred Gaisberg, yet the company's mid-price series are simple in terms of price structure — and cheap, being almost budget; on the other hand, they would benefit from clearer identification.

**Concert Classics** is the main medium for re-issuing the central repertoire with leading figures. Thus, all the major names associated with EMI — Beecham, Klemperer, Boult, Menuhin, Sargent, Barbirolli — are represented playing and conducting the works which form the core of classical sales.

Jacqueline du Pre, Rostropovich

and Paul Tortelier are just three of the cellists to be found on Concert Classics which gives an idea of the wealth of performers. The series number is SXLP. Dealer price: £1.85.

**Greensleeves** was originally designed as a medium for English music — and there is much Elgar, Coates and others — and lighter classical works, as well as new recordings by young artists and orchestras such as the Bournemouth Sinfonietta.

More recently, however, it has

included operatic highlights and ballet music as well as Orff's *Carmina Burana* conducted by Fruhbeck de Burgos, which is one of the bestsellers. It also has a sub-series, the **English Heritage**, which is identifying the Englishness of certain titles more readily. Nevertheless, its image now tends to blur into Concert Classics. Series prefix: ESD. Dealer Price: £1.85.

**Treasury** is specifically a historical series, and apart from regular sellers such as piano records by Solomon and Dinu Lipatti, is

constantly expanded by new compilations from the archives that go on to sell extremely well. Sometimes they are individual LPs, and sometimes acclaimed compilations such as the *Hugo Wolf* series, or *Schubert Lieder*. Among the unparalleled items are the records of Pablo Casals, Dame Eva Turner in the *Golden Voice* series, and Schubert's *Trio in B flat* played by Cortot, Thibaud and Casals. Series prefix: RIS. Dealer price: £1.85.

**Miles of Music** was the first long-play cassette series aimed

specifically at the in-car market, and with its genre theme — *Guitar Favourites*, *Piano Favourites* etc — it proved a great success. Dealer Price: £3.65. It was followed by *Classics Of* — a composer-based tape programme of 90 minutes of music. Dealer Price: £3.65. And finally *Portrait Of* — a performer-based catalogue, including Barenboim, Previn, etc. Dealer Price: £4.05.

**HMV Classical 50** is a special 5LP/cassette set containing the 50 best classical tunes. It has a dealer price of £8.99, but is especially attractive from a mid-price point of view because the records are sleeved individually and therefore can be sold as single items at a price the dealer himself determines.



GLENN GOULD: a top seller for CBS' Masterworks Portrait series

## The CBS approach

THE MID-PRICE series at CBS are more concentrated than most of the majors, with just three identities and a fairly recent tape label.

**CBS Classics** is the major series of British-produced titles — those designed from the start for the UK market. It has approximately 80 titles, but sales are headed unquestionably by the Best of John Williams (61843). Otherwise, the titles contain basic repertoire played by such conductors as Szell, Bernstein, Ormandy and Copland, recorded in the Sixties and early Seventies. Series Number: 61000. Dealer Price: £2.45.

**Masterworks Portrait** is the international series, devised for worldwide release. Being fairly recent, there are just 41 titles so far, with another 30-40 in preparation. It is a more esoteric series, designed for buyers who know the basic repertoire. One of

the bestsellers is Glenn Gould's Bach's *Two and Three Part Inventions*. The pianist Rudolf Serkin, and Stravinsky conducting his own works are also on *Masterworks Portrait*. Series number: 602000. Dealer Price: £2.45.

**Great Performances** was launched a couple of years ago as the basic classical repertoire series for buyers just getting to know classics. It features the distinctive banner headline sleeves. There are 55 titles so far, with 100 the aim. Bestseller is Williams' first recording of Rodrigo's *Guitar Concerto* with Ormandy, though Bernstein's *Bolero* is a close second. Series number: 601000. Dealer Price: £1.82.

**Double Play Tapes** exploit the in-car market and contains 10 titles, composer based. Copland is best-seller. Series number 790. Dealer Price: £3.45.

## DG: Strong on image

THERE ARE seven mid-price DG series. The company seems to launch one, stock it, and then begin another with a new marketing image, leaving the first to tick over.

**Signature** is the most recent venture and thus receives the main marketing push. A good packaging concept, it features top recordings by major DG artists such as Karajan, or Zimerman with their signature on the sleeves. Series number is 2543 500s. All cassettes are chrome. Dealer price: £2.40.

**Accolade** is still the main series, and most of the top mid-price best-sellers in the DG catalogue come from it. It not only has Karajan, but Kubelik, and Domingo's *Verdi Arias* a reliable seller. Series number is 2542. Dealer Price: £2.40.

**Privilege** was the first of DG's mid-price series and is also a storehouse of reliable DG recordings by Dorati, Kubelik (Dvorak No 9 sells consistently) and the pianist Richter (Rachmaninov's *Piano Concerto No 2*). Series number: 2535. Dealer Price: £2.

**Archiv Privilege** brings the mid-price concept to the respected early music, baroque and classical label Archiv. It was the first series to exploit early music back catalogue systematically, and has done well. Series number: 2547. Dealer Price: £2.

**Collectors** was devised specifically to cater for the *cognoscenti*, those consumers who wanted recordings of unusual repertoire, but not at the hyped prices sometimes asked in the second hand market. Some marvellous rare items here, such as Busoni's *Dr Faustus*. Series number: 2543 800s. Dealer Price: £2.40.

**Special** contains occasional releases originally designed for American market, but which also appear appropriate sometimes for UK. Dealer Price: £2.

**Double Time Tapes** is DG's in-car tape series, and includes collections based on composers and others based on musicians such as Karajan or Boehm. Series number: 3583 and 4. Dealer Price: £3.05.

## Philips establishes a mid-price sales pitch

OVER THE past couple of years, Philips has been rationalising its mid-price re-issue series and has now a regular mid-price pattern with four labels of clear identity.

**Sequenza** has replaced the former *Festivo* label as the main basic repertoire mid-price reissue label. It covers a broad field, as its bestsellers indicate: Highlights from Handel's *Messiah*, conducted by Colin Davis; Gregorian Chant from the *Monks of Clairvaux*; Beethoven's *Emperor Concerto* played by Stephen Bishop and the *Missa Lubá*.

In March, a sub-series is being launched, **Sequenza Special**, to cater for more specialist taste: Kurt Weill's *Two Symphonies*, Rossini's *Messa da Gloria* are among the first releases. *Sequenza* series number: 6527. Dealer Price: £2.

**Living Baroque** is one of the few mid-price series to offer new as well as re-issued material. As its title indicates, there is music from the 17th and early 18th centuries with Janet Baker's recording of Handel's *arias* doing especially well among the reissues, and Ton Koopman, now a full-price artist for Erato as well as Philips, providing *Christmas Organ Music* at mid-price on *Living Baroque* among other titles. Series number: 9502. Dealer Price: £2.40.

**Mercury Golden Imports** is the particular success story of Philips label manager Mike Sage, whose backing of this much-respected American label with recordings from the Fifties to late Sixties has resulted in excellent sales. Mercury was known — and continues to be bought in quantity — for its fine recording quality and four names, Frederick Fennell, Paul Paray, Antal Dorati (*Firebird*) and Howard Hanson. Top seller is Dorati's version of Respighi's *Airs and Dances*, but *Marches by Sousa* (Fennell) *Bolero* by Paray also sell. Series prefix: SRI. Dealer Price: £2.

**Musica da Camera** is the chamber music mid-price series. There are 35 titles with top line artists such as the *Beaux Arts Trio* and *Quartetto Italiano*. One of the best-sellers, however, is Mozart's *Clarinet Quartet* by Jack Brymer, with members of the *Allegri String Quartet*. Important, also, that cassettes of chamber music are being issued as well. Series numbers: 6570, 6503. Dealer Price: £2.40.



DAME JANET BAKER: strong sales for *Living Baroque*

## Rich array at Decca

THE RICH Decca back catalogue is well represented on five mid-price series and one specific long-play tape series.

**Jubilee** is the main mid-price series concentrating on critically-acclaimed performances with leading artists, covering the full classical range. It also contains some double albums including Mahler's *Symphony No 2* with the LSO under Solti. All tapes are now chrome dioxide; dealer price: £2.23 (LP), £2.33 (MC).

**Vivaldi** is a basic collection of popular classics repackaged in colourful sleeves from the Decca back catalogue. The 60 titles comprise a good introductory series; dealer price: £1.80 (LP), £1.89 (MC).

**World Of** is one of the first successful budget/mid-price series. Though classical, it caters for the very popular, almost MOR, audience, though there are some real bargain gems for the collector too. It also features special compilations. Dealer price: £1.80 (LP), £1.89 (MC).

**Serenata** is the re-issue medium for specifically baroque and classical recordings played by such leading orchestras as the *Academy of St Martin-in-the-Fields*. Dealer Price: £1.80 (LP), £1.89 (MC).

**Grandi Voci** was launched two years ago to exploit the great vocal treasures in Decca's archives. Each disc is devoted to a single artist and includes important historical records. Dealer Price: £2.23 (LP), £2.33 (MC).

**Decca 90** was launched last year as the company's tilt at the long-play in-car cassette market. Dealer Price: £3.03.

There are currently 10 titles in the Decca 90 series, the first five being genre-based (*Adagio*, *Vienna Magic* and so on) and the second composer-based (Bach, Tchaikovsky, etc).

## March releases from the majors

THE CHARISMATIC French cellist Paul Tortelier celebrates his seventieth birthday this year and is the subject of extensive attention. He is the cover artist on *Radio 3* magazine, gives concerts in the Barbican, Bristol and Newbury this month, and Heinemann is publishing his autobiography. EMI releases *The Art of Paul Tortelier*, a 3LP box set of pops taken from back catalogue, and runs a stock campaign on a long list of his established EMI recordings. . . . Menuhin's second recording of Elgar's *Violin Concerto*, made with Boult, is one of two mid-price releases on *Concert Classics*. . . . EMI adds four titles to its CD catalogue, including Muti's *Petrushka*. . . . Public requests encouraged DG to make available specialist 6LP box set of Richard Strauss' favourite soprano Irmgard Seefried originally issued by DG in France — it carries a dealer price of £12.20. . . . the American fortepiano specialist Malcolm Bilson attempts to do for Mozart's *Piano Concertos* what Hogwood did for the *Symphonias* — the first two in a complete cycle (K271, 413) are released with the *English Baroque Soloists* under Gardiner on DG. . . . Eight new *Signature* releases headed by Karajan's version of Strauss' *Don Juan* issued by DG. . . . Substantial 10-title CD release from Decca headed by Kiri Te Kanawa's recording of Mozart's *Concert Arias*. . . . Jorge Bolet plays Liszt's *B minor Sonata* also on Decca. . . . The tenor Peter Schreier makes his debut on the Philips label as conductor with Mozart's *Requiem* with Margaret Price and Francisco Araiza among the soloists.



MUTI: CD from EMI

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*singles*



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

Rank	Artist	Title	Label	Chart	Weeks	Notes
1	99 RED BALLOONS	○	Epic (TJA4074)	1	26	72
2	RELAX	○	ZTT/Island (12)ZTAS 1	4	27	23
3	JOANNA/TONIGHT	○	De-Lite/Phonogram DE(X) 16	28	28	34
4	WOULDN'T IT BE GOOD	○	MCA NIK(T) 2	4	29	22
5	DOCTOR! DOCTOR!	○	Arista TWINS (123)	24	30	38
6	SOMEBODY'S WATCHING ME	○	Motown TMGT(T) 1331	35	31	39
7	RADIO GA GA	○	EMI (12) QUEEN 1	5	32	24
8	AN INNOCENT MAN	○	CBS (TJA4142)	4	33	27
9	MY EVER CHANGING MOODS	○	Polydor TSC(X) 5	5	34	26
10	RUN RUNAWAY	○	RCA RCA(T) 385	2	35	63
11	STREET DANCE	○	Record Shack SOHO(T) 13	13	36	30
12	BREAK MY STRIDE	○	Epic (TJA3908)	3	37	46
13	GIRLS JUST WANT TO HAVE FUN	○	Portrait/Epic (TJA3943)	19	38	NEW
14	HIDE AND SEEK	○	WEA HOW 3(T)	31	39	57
15	LET THE MUSIC PLAY	○	Club/Phonogram LET 1 (12)	6	40	29
16	MICHAEL CAINE	○	Shift BUY(T) 196	8	41	33
17	GET OUT OF YOUR LAZY BED	○	WEA-SANCO (TT)	3	42	43
18	THE MUSIC OF TORVILL & DEAN (EP)	○	Safari SKATER(T) 1	1	51	72
19	SOUL TRAIN	○	Exit International/Phonogram EXT 3(12)	3	52	68
20	THE POLITICS OF DANCING	○	EMI (12) FLEX 2	52	53	52
21	HYPERACTIVE!	○	Parlophone Odeon (12)R6065	36	54	36
22	DOWN IN THE SUBWAY	○	Some Bizzare/Phonogram BZS 22(12)	22	55	NEW
23	CRY AND BE FREE	○	Love/Phonogram MAZ 2(12)	2	56	50
24	LOVE THEME FROM "THE THORN BIRDS"	○	WEA X9518	75	57	75
25	ONE SMALL DAY	○	Chrysalis VOX(X) 2	2	58	66
26	(FEELS LIKE) HEAVEN	○	CBS (TJA3996)	3996	59	59
27	'ULLO JOHN! GOTTA NEW MOTOR?	○	Springtime/Island (12)IS 162	162	60	48
28	SPICE OF LIFE	○	Atlantic A9728(TT)	9728	61	42
29	FRAGGLE ROCK THEME	○	RCA 389	389	62	41
30	BREAKIN' DOWN (SUGAR SAMBA)	○	London LON(X) 46	46	63	49
31	TO BE OR NOT TO BE (THE HITLER RAP)	○	Island (12)IS 158	158	64	NEW
32	HERE COMES THE RAIN AGAIN	○	RCA DA(T) 5	5	65	NEW
33	A NIGHT IN NEW YORK	○	EMI America (12)EA 165	165	66	40
34	DANCE HALL DAYS	○	WEA HOW 3(T)	3	67	55
35	WONDERLAND	○	Big Country	72	51	72
36	HEY DJ	○	World's Famous Supreme Team	1	52	68
37	WHITE LINES (DON'T DON'T DO IT)	○	Grandmaster & Melle Mel	52	53	52
38	PUNCH & JUDY	○	Marillion	36	54	36
39	OUT-COME THE FREAKS	○	Zel/Geffen (TJA4178)	4178	55	NEW
40	LOVE OVER GOLD (LIVE/SOLID-ROCK (LIVE))	○	Vertigo/Phonogram -- (DSTR 612)	612	56	50
41	ONE STEP CLOSER (TO LOVE)	○	George McGraw	62	57	75
42	THEME FROM CHEERS	○	Gary Portnoy	65	58	66
43	WALKING IN MY SLEEP	○	Roger Daltrey	59	59	59
44	BACKFIELD IN MOTION	○	J.B.'s All Stars	—	60	48
45	SHE WAS HOT	○	The Rolling Stones	114	61	42
46	SIXTEEN	○	Musical Youth	7	62	41
47	WHAT IS LOVE?	○	Howard Jones	48	63	49
48	BREAKING POINT	○	Bourgie Bourgie	48	64	NEW
49	CHASING FOR THE BREEZE	○	Aswad	51	65	NEW
50	THE KILLING MOON	○	Echo & The Bunnymen	32(T)	66	40
51	LIVING IN A WORLD (TURNED UPSIDE DOWN)	○	Private Lives	1	67	55

1517	21	ULT. OCT. OF TONIGHT	Matt Bianco	WCA-BANCO (IT)	34	42	43	Wang Chung	YOUR LOVE IS KING	Sade	59	43	Epic (T)A4137	67	55	LIVING IN A WORLD (TOMBED ON SIDE DOWN)	EMI (12) PRIV 2
218	13	HOLIDAY	Madonna	Sire W 9405(T)	37	43	59	Sade	YOUR LOVE IS KING	Sade	59	43	Epic (T)A4137	68	45	A ROCKIN' GOOD WAY	Epic (T)A4071
19	28	I GAVE YOU MY HEART (DIDN'T I)	Hot Chocolate	RAK 368	44	47	47	James Ingram (with Michael McDonald)	YAH MO B THERE	James Ingram (with Michael McDonald)	47	44	Dwvrest W9394(T)	69	51	PIPES OF PEACE	Parlophone R6064
20	31	JUMP	Van Halen	Warner Brothers W9384(T)	45	32	32	Gloria Gaynor	I AM WHAT I AM (from 'La Cage Aux Folles')	Gloria Gaynor	32	45	Chrysalis CHS(12) 2765	70	60	THRILLER	Epic (T)A3643
21	18	WHAT DIFFERENCE DOES IT MAKE?	The Smiths	Rough Trade RT(T) 146	46	NEW	46	Tracey Ullman	MY GUY	Tracey Ullman	46	46	Stiff BUY(T) 197	71	69	THE OTHER WOMAN THE OTHER MAN	Impression IMS 3
22	20	NEW MOON ON MONDAY	Duran Duran	EMI (12) DURAN 1	47	RE	47	The Weather Girls	IT'S RAINING MEN	The Weather Girls	47	47	CBS (T)A2924	72	68	HE'S A SAINT, HE'S A SINNER	Record Shack SOHOT(1) 15
23	25	MAIN THEME FROM "THE THORN BIRDS"	Henry Mancini and His Orchestra	Warner Brothers W9697	48	NEW	48	Bananarama	ROBERT DE NIRO'S WAITING	Bananarama	48	48	London MANA 6 (12" - MANX 6)	73	65	EVERGREEN/JEALOUS LOVE	Proto ENA(T) 114
24	17	THAT'S LIVING ALRIGHT (from 'Auf Wiedersehen Pet')	Joe Fagin	Towerbell TOW 48	49	54	54	Tina Turner	HELP	Tina Turner	54	49	Capital (12) CL 325	74	67	BRIDGE	Polydor DJ(X) 5
25	35	MORE, MORE, MORE	Carmel	London LON(X) 44	50	NEW	50	Kajagoogoo	THE LION'S MOUTH	Kajagoogoo	50	50	EMI (12) EMI 5449	75	44	WISFUL THINKING	Virgin V5647(12)

76	56	(-) WOOD BEEZ (PRAY LIKE ARETHA FRANKLIN)	Seriff Politt	Virgin VS 657(12)	56	76	56	Respond KOB(X) 707	ON THE FLOOR (ROCK IT)	Tony Cook and The Party People	56	56	MCA MCAT(1874)	92	(90)	THE NEXT 25	THE NEXT 25
77	53	(-) TUESDAY SUNSHINE, The Questions	Loose Ends	Virgin VS 658(12)	57	57	57	General Public	WORK THAT BODY, Keith & Darrell	Keith & Darrell	57	57	Virgin VS69(12)	94	(85)	THE NEXT 25	THE NEXT 25
78	76	(61) JOYS OF LIFE, David Joseph	David Joseph	4AD (BAD) 310	58	58	58	New Order	TELL HER ABOUT IT, Billy Joel	Billy Joel	58	58	Factory - (FAC 73)	95	(81)	THE NEXT 25	THE NEXT 25
79	76	(61) JOYS OF LIFE, David Joseph	David Joseph	4AD (BAD) 310	58	58	58	New Order	SECRET LOVE, Evan Rogers	Evan Rogers	58	58	RCA RCAT(1) 392	96	(-)	THE NEXT 25	THE NEXT 25
80	93	(97) SONG TO THE SIREN, This Mortal Coil	This Mortal Coil	RCA RCAT(1) 387	59	59	59	David Grant	BIG APPLE NOISE, Trans-Lux	Trans-Lux	59	59	Virgin VS 653(12)	97	(-)	THE NEXT 25	THE NEXT 25
81	93	(97) SONG TO THE SIREN, This Mortal Coil	This Mortal Coil	RCA RCAT(1) 387	59	59	59	David Grant	LOLLIPOP LUV, Bryan Loren	Bryan Loren	59	59	Design Communications DEST(1) 8	98	(-)	THE NEXT 25	THE NEXT 25
82	88	(88) BEGOOD JOHNNY (OVERTIME EPI), Men At Work	Men At Work	Epic DA4119 (12" - TA4119)	60	60	60	David Grant	LOVIN' YOU, Status IV	Status IV	60	60	RCA RCAT(1) 383	99	(-)	THE NEXT 25	THE NEXT 25
83	(76)	(76) TONIGHT, The Boomtown Rats	The Boomtown Rats	Mercury/Phonogram MER(X) 154	61	61	61	David Grant	MY OH MY, Slade	Slade	61	61		100	(-)	THE NEXT 25	THE NEXT 25

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1	(1)	RELAX, Frankie Goes To Hollywood	23	(NEW)	THE MUSIC OF TORVILL & DEAN (EP) Inc Bolero/Barum, Richard Hartley/ Michael Reed Orch.
2	(2)	RED BALLOONS, Nena	24	(26)	WHITE LINES (DON'T DON'T DO IT), Grand Master & Melle Mel
3	(5)	SOMEBODY'S WATCHING ME, Rockwell	25	(35)	RUN RUNAWAY, Slade
4	(7)	STREET DANCE, Break Machine	26	(NEW)	IT'S RAINING MEN, The Weather Girls
5	(4)	LET THE MUSIC PLAY, Shannon	27	(17)	HYPERACTIVE!, Thomas Dolby
6	(13)	JOANNA/TONIGHT, Kool & The Gang	28	(16)	MICHAEL CAINE, Madness
7	(6)	DOCTOR! DOCTOR!, Thompson Twins	29	(24)	BREAK MY STRIDE, Matthew Wilder
8	(11)	HIDE AND SEEK, Howard Jones	30	(NEW)	CHASING FOR THE BREEZE, Aswad
9	(3)	RADIO GA GA, Queen	31	(31)	DANCING, Re-Flex
10	(9)	MY EVER CHANGING MOODS, The Style Council	32	(22)	SPIGE OF LIFE, The Manhattan Transfer
11	(14)	WOULDN'T IT BE GOOD, Nik Kershaw	33	(20)	LOVE OVER GOLD (LIVE)/SOLID ROCK (LIVE), Dire Straits
12	(8)	HOLIDAY, Madonna	34	(40)	HEY DJ, The World's Famous Supreme Team
13	(NEW)	BREAKIN' DOWN (SUGAR SAMBA), Julia and Company	35	(NEW)	YAH MO B THERE, James Ingram/Michael McDonald
14	(10)	AN INNOCENT MAN, Billy Joel	36	(33)	HE'S A SAINT, HE'S A SINNER, Miquel Brown
15	(23)	JUMP, Van Halen	37	(28)	GIRLS JUST WANT TO HAVE FUN, Cyndi Lauper
16	(21)	GET OUT OF YOUR LAZY BED, Matt Bianco	38	(NEW)	ROBERT DE NIRO'S WAITING, Bananarama
17	(12)	WHAT DIFFERENCE DOES IT MAKE?, The Smiths	39	(NEW)	TO BE OR NOT TO BE (THE HITLER RAPI, Mel Brooks
18	(29)	MORE, MORE, MORE, Carmel	40	(NEW)	WAS (Not Was)
19	(37)	YOUR LOVE IS KING, Sade			
20	(18)	DOWN IN THE SUBWAY, Sort Cell			
21	(19)	ONE SMALL DAY, Ultravox			
22	(15)	SOUL TRAIN, Swans way			

Week ending 3 March, 1984

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## TALENT

# Pallas' progress

THE CHART success of The Sentinel, the first Harvest Records album by Scottish progressive rock band Pallas — one of the acts nominated in *Music Week's* recent talent poll — brings to the fore a group whose debut album, which was self-financed, sold more than 10,000 copies without any record company distribution!

The five-piece band have been attracting considerable interest since playing at the Marquee in late 1982. They were signed for management by Harry Maloney — who has looked after the career of Manfred Mann — and signed to EMI in August last year.

Since then they have been recording The Sentinel in Atlanta, Georgia, working with producer Eddy Offord, whose previous credits have included Yes and ELP.

Pallas was set up back in 1976 by drummer Derek Forman and bass player Graeme Murray. They quickly built up a strong following in Scotland and eventually released a live-album.

"We recorded one of our gigs and went into the studio for one day to do the re-mixing," Murray recalls. "Initially it was released on tape only, but we sold out of the initial 2,000 copies in no time at all. Later we released the recording on album, to act as a pot-boiler until such time as we could get some product out via a major record company."

Now with EMI and Maloney in the picture it seems that 1984 could be Pallas' year: apart from the album, the group have a major UK tour lined up for the end of this month which will include Hammersmith Odeon, followed by European and US tours.

Edited  
by  
CHRIS WHITE

## PERFORMANCE

## The Alarm

THE ALARM have made it. No amount of press criticism about their transparent stance and Billy-Don't-Be-A-Hero that can alter that, however well-founded it may be. Their power and glory has intoxicated a nation's youth, which doesn't really care whether they're really saying anything or not. And a good number of them filled the Hammersmith Palais to see their heroes give voice to their own meagre rebel yearnings.

Their most hard-hitting songs, like the classic Third Light, evoked a gut reaction to cut through the cynicism, so it was a pity then that the overall feel was of a band giving itself up to rock 'n' roll excess.

And while nearly all the songs were more powerful than the versions on the unstartling LP, Declaration, their previous phenomenal force was dissipated through being over extended or generally mucked about with to create anthems, when most were better as terse chants.

This more traditional rock approach highlighted The Alarm's inexorable drift toward self-parody. If they don't break the mould soon — and the new songs included showed no signs that they will — they could find themselves penned out to a creative cul-de-sac.

But then again there's enough mileage in their existing material to build a short-term career that will see they don't go short of a bob or two for a while. And they're still a very good live group. What more could they possibly want?

DANNY VAN EMDEN

Reading's Hexagon Theatre revealed that there is much more to his talent than wine bar performances could ever suggest. He is an accomplished performer whose variety of original material deserves far wider exposure than it has received hitherto; the day surely can't be too far away when a major record company realises his full potential.

James' two hour-plus set featured him solo with his acoustic guitar, working with a piano accompaniment, and with his band — a contrast of styles, but all thoroughly satisfying and underlining his basic versatility.

Material ranged from the title track of his last LP, The Swallow, and the catchy Sneak A Little Time, to the sizzling sexiness of Body To Body. On The Rebound featured some terrific tenor sax solos, as did On The Picadilly Line.

James is a talented artist whose songs are of a very high standard — there are even a couple that would be ideal for Boy George — and given the right producer he could come up with some stunning studio results.

His main problem is image — or rather the lack of it. With his personality brought to the fore a little more, and more confidence in his stage movements, he could give some of the more established solo male singers a kick up the arse.

CHRIS WHITE

## Talent tips

### Scandinavians search for street credibility

SCANDINAVIAN Telaar Records (previously Telefunken) is looking for UK labels and talent.

Telaar is owned by Aeg-Telefunken and, since expatriate UK citizen John Jones was appointed managing director last autumn, it has turned its "previously staid image into an aggressive street label company that now represents around 60 labels for either Denmark or Scandinavia."

Jones says: "We have placed the emphasis on a more contemporary approach to our marketing and repertoire divisions, and our repertoire of artists range from Eurovision Song Contest winner Nicole and Kool & The Gang to Divine. In particular we are looking for dance-orientated labels and product to represent in our territory."

● Contact: John Jones, Telaar Records, Roskidevej 8, DK 2620 Albertslund, Copenhagen (02-62 1411).

NERVOUS RECORDS, which recently clinched a European distribution deal with Rockhouse Records in Holland, are looking for new rock and roll talent. Director Roy Williams says: "Our latest direct signing is American rockabilly singer Hank 'Jungle Rock' Mizell who is currently writing and rehearsing material for his first Nervous Records release.

"We would like to offer a similar chance for new British rockabilly and R&R bands, to record and release an album or single. The type of groups we are looking for are those without recording or publishing commitments who write their own songs, look visually exciting, and gig regularly."

● Contact: Stuart Wester, Nervous Records, 4/36 Dabbs Hill Lane, Northolt, Middlesex (01-422 3462).

CANADIAN SINGER/SONGWRITER Nick Name, who has been based in London since last November, is on the lookout for both music industry interest, and a band to play with! He describes his style as being "new wave/rock" and had several years' experience of playing with pop groups in Canada. A cassette of his music is available.

● Contact: Nick Name, 20 Edwardes Square, London W8 6HE (01-837 8888, ext 91 or 01-602 6861).

## Hello Mr chips?

THE NATIONAL Jazz Centre has launched its own equivalent of computer dating with a system to introduce pupils to teachers, and vice versa.

The Computa-Tutor will be a free service, matching up teacher/pupil requirements, taking into consideration geographical, and musical areas, how much pupils can afford to pay for lessons, and musical specialisation.

A spokesman for the NJC says: "Results have so far been encouraging — the scheme is only

operating in the London area, but we hope to expand it nationally once it has been fully computerised.

● Further enquiries: 01-240 2430.

### TSB bands

THE SOUTH EAST regional final of the TSB-sponsored Rock School 1984 takes place at Kingston Polytechnic on March 21. The winners of the event will go forward to the national final on April 4 where £5,000 of prizes will be awarded.

## Irish duo steps out

IRISH DUO Foster and Allen have just started a spring concert tour to promote their latest album, I Will Love You All My Life. Special guests will be Philomena Begley and the T R Dallas Band, while Irish country artist Ray Lynam will join the show for a special St Patrick's Day concert at London's Dominion Theatre.



ALABAMA: UK promotion for RCA's super-sellers.

## Success, Southern-style

COUNTRY ROCK band Alabama (above), currently poised for their first UK hit single with Feels So Right (RCA), are one of the biggest-selling country rock bands in the US, but it hasn't been a case of overnight success for them.

The band, which features cousins Randy Owen, Teddy Gentry and Jeff Cook, along with fourth member Mark Herndon, have been professional since 1973, but for several years were ignored by most American record companies. In 1980 they were signed by RCA in Nashville, and have gone on to become one of the label's biggest sellers.

Their five RCA albums are all still in the American Top 100 chart — two have gone triple-platinum, one double-platinum and one platinum. The fifth, Roll On, has just been released and shipped platinum.

In the UK, RCA is planning a major promotion for the band which will include the release of a special compilation album featuring tracks from their previous albums. Gloria Bristow of Aurea Music, their UK publishers, says: "It has taken so long for Alabama to break here because they were thought of as being a specialist country music act when in fact their music is much more contemporary in its appeal."

## Stan Tracey/ Michael Griffiths

IS IT really almost 20 years since the first Stan Tracey Under Milk Wood Suite was issued? And nearly eight since a later quartet, with Donald Houston narrating, appeared on Tracey's own Steam label?

Both versions are still available, but even so it was a remarkably moving experience to hear the play sounding as fresh and contemporary as ever at the Queen Elizabeth Hall recently.

In the first set Digby Fairweather's band of excellent mainstreamers had entertained with a collection of home-grown tunes from writers as diverse as Coward, Ray Noble and Billy Reid. Typical, somewhat restrained concert hall jazz, but Fairweather has a nice lyrical trumpet style and a strong stage presence, which in the end carried the day.

All very pleasant and easy going, but the Tracey Quartet's "take no prisoners" approach proved that you can take on this notorious graveyard for jazz — and win — if the music is played with fire, deep conviction and discipline, as it was here.

From the opening, left-hand dominated, Nantucket, the band never failed to swing and play with staggering invention. Tracey, Art Themen and bassist Roy Babbington are giants on the British scene, but for anyone not familiar, the leader's son, Clark, on drums, must have been a revelation. Such taste and authority in one so young is really quite remarkable.

CHRISTOPHER BIRD

## Keith James

KEITH JAMES is a singer and songwriter who has built up a solid reputation through his frequent gigs in wine bars throughout the South of England. He has also taken the bold initiative of releasing several albums and singles on his own Keith James Records labels, which have picked up both regional and national airplay.

His recent performance at

## Desmond Dekker

"DO YOU remember the Israelites?" The question which came from the fedora-hatted master of ceremonies, produced a loud affirmative from the Dingwalls audience.

The atmosphere was already electric — having been helped along by the Prince Buster and 2-Tone numbers blaring from the speakers. A small nucleus of skinheads had managed to transform the usually stationary Dingwalls regulars into energetic movers.

Amid good-natured chants of "We want Desmond", the man himself appeared on stage looking virtually unchanged from the young Jamaican vocalist who first rose to fame with 007 in 1967.

Dekker was not slow to provide the favourites which everyone wanted to hear. It Mek demonstrated that his voice was clearer and more controlled than ever and You Can Get It If You Really Want was still the spellbinder that Jimmy Cliff intended.

When he finally got round to "Get up on the morning, slaving for bread . . ." it was every bit the high point — although an untimely technical hitch with the mixing desk obliged the audience to provide the vocals for about five minutes.

The enthusiastic reception that Dekker received seems to belie reports of dwindling live audiences and the fact that since the Seventies most of his activities have been confined to the cabaret circuit. He has always purported to be an entertainer rather than an artist and as such should stick around to give pleasure for many years to come.

KAREN FAUX

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## SELECT SINGLES

## CHART CERTS

DARYL HALL & JOHN OATES  
Adult Education (RCA 396, RCA)

BONNIE TYLER  
Getting So Excited (CBS (T) A4242, CBS).

## OTHERS

## BANANARAMA

Robert De Niro's Waiting (London NAN(X)6, PolyGram). It will chart initially but it doesn't have the charm and freshness of former hits, and even lacks previous directness. The actual song is average but maybe the accumulated popular appeal will pull the trio through.

## KINGDOMS

Heartland (Regard/RCA RG(T) 114, RCA). New five-piece band formed from ashes of Reverb and Barbed. Lovely contemporary dance feel, pushes fast and punchy with extra aggression from consistently good vocals and instrumentation on the refrain. Prospects are good.

## MICHAEL DES BARRÉS AND HOLLY KNIGHT

Obsession (A&M AM(X) 183, CBS). Producer Chapman ensures a non-stop beat in the background. Knight sounds like Debbie Harry on the verse and gets mixed back for refrain, Barres is short and sharp. Very commercial.

## SWIMMING TO FRANCE

You Never Even (Asked My Name) Oval (T) 27 Cartel/Pinnacle/Rough Trade). Bright, breezy toe-tapper with contrast on key-change chorus and several vocal delivery styles. An extended instrumental break is more than expected at the point when it fades.

## KATIE KISSOON

Penny Lover (Jive JIVE(T) P60, CBS). Pic disc; lots of character in vocal with plenty of lines on verse to test skill, dexterity and range — and Kisssoon passes. Catchy chorus, but it seems to end almost as soon as it begins — a pity.

## GARY LANG

One Two Three O'Clock (Excaliber EXC (L) 537, PRT). Tight, forceful disco cut which has chanted title line ideal for club floor pick-up. May not be the greatest of numbers but overall it has verve and atmosphere.

## PHIL FEARON &amp; GALAXY

What Do I Do (Ensign/Island (12) ENY 510, EMI). Fast and furious with a good mix. The back-ups aid while the rhythm track is engaging. Fearon impresses on vocal, and it seems a good follow-up to successful Fantasy Real.

## SCRITTI POLITTI

Wood Beez (pray like Aretha Franklin) (Virgin VS 657(—12), EMI). Spanking beat pulsates throughout, but vocal is given a clear mix to make its own individualistic impression on what is an unusual grower of a disc with wide-ranging appeal.

## RICHARD HARVEY

Elegy/Shroud For A Nightingale (ASV, ASV 104, PRT). Theme music for Anglia's new PD James thriller with nationwide screening from March 9. Powerful, impressive and richly layered.

## SCOOTER

Minute By Minute (Street (Streetwave MKHAN 6, PRT). Voices and power-packed computerised drums give the first taste of a fiery disco number. It gains much from stereo with the sound circling and effects coming to play from the channels.

## FEEL

Heroes Never Die (Jive JIVE(T) 52, CBS). Not too much light and shade in thrushful up-tempo number that has lyrics descriptive of war battles and bravery.

## JULIA AND COMPANY

Breakin' Down (Sugar Samba) (London LON(X) 46, PolyGram). Great beefy funky brass vocalist who rules and directs class floor-dance number that should have everyone moving and singing. Some good male back-ups, precise brass, and a fine cut, indeed!

## MODERN ENGLISH

Chapter 12 (4AD, (B) AD401 Cartel/Pinnacle). Relies more on overall feel that the actual song. Has pace and is in a popular style, but has a rather colourless vocal. Flip rattles along and comes from good album Ricochet Days (CAD 402).

## BILLY IDOL

Rebel Yell (Chrysalis IDOL(X)2, PolyGram). Throat-killing vocal hardness from Idol who sets himself into aggressive mould for refrain — as opposed to verse where vocals are pushed back and backing is very prominent, and things are smoother.

## ACADEMY

On The Beach (RCA ACAD T1, RCA). No-nonsense, straight-to-the-point up-tempo cut that sounds alright, but at the end it doesn't leave a riff, chord or line. But the group sound promising.

## ASWAD

Chasing For The Breeze (Island (12) IS 160, EMI). Double record 12-inch. Title cut has some delightful moments especially the instrumentation at the beginning that is par-excellence. Rock-reggae mix, vocals, commended.

## DEE C LEE

Selina Wow Wow (CBS (T)A4192, CBS). On 12-inch this will hit the clubs hard, featuring one of the women from Wham, it's pop-dance with the lyric given the right kind of bitchiness. But why play out with instrumentation, when another captivating cold-cool chorus-title would have been more effective.

## IRENE CARA

The Dream (Network/Epic (T)A4100, CBS). Featured in film DC Cabs which hits these shores soon. Slow-down for previously up-tempo Irene, or so it seems, until she suddenly bursts into an engaging toe-tapper that chugs away. Watch this one.

Album review ratings outside Top 20 and Top 50: — \*\*\*good, \*\*fair, \*poor sales predicted in own specialist market. Star rating under General heading indicates sales potential in general pop-rock market, with \*\*rating indicating entry into the lower half of chart only.

## TOP 20

## MADNESS

Keep Moving. Stiff. SEEZ 53.  
Producers: Clive Langer and Alan Winstanley.

## QUEEN

The Works. EMI EMC 24 0014  
1. Producers: Artists/Mack.

## THOMPSON TWINS

Into The Gap. Arista 205 971.  
Producers: Alex Sadkin & Tom Bailey.

## THE SMITHS

The Smiths. Rough Trade.  
ROUGH 61.

## Reggae

## TONY TUFF

Render Your Heart. CSA CSLP 11.  
Tuff's UK releases have, to date, been spasmodic, and his most successful album has been the Henry Lawes-produced import, Come To Mash It (warmly recommended). Render Your Heart features Tuff with two bands — High Times Band and Daubaz Band — and shows Tuff to be a leading contender in the singer/songwriter stakes. The title track and Sweet Mary Ann stand out.  
\*\*\*

## GREGORY ISAACS/DENNNIS BROWN

Two Bad Superstars. Burning Sounds BS 1057. Six long disco versions recorded in 1978. Lovers' rock at its best. Includes Isaacs' Loving Pauper and Brown's Funny Feeling. Producers at the session were Augustus 'Gussie' Clarke and Phil Pratt. At the time of these recordings, neither Isaacs nor Brown had attracted the attention of the major record companies — that they did was more than a little to do with the recordings on this album.  
\*\*\*

More reviews  
— page 27

## Indies

## FAD GADGET

Gag. Mute. STUMM15. Producers: artist/Gareth Jones/Daniel Miller. Mute's *eminence grise* has finally come up with the goods which should place him in the charts alongside his more famous labelmates. A wry, witty, and carefully crafted album, Frank Tovey (FG) slips a nod in the direction of Depeche Mode and Einstürzende Neubauten (On Collapsing New People) etc at times while retaining his own whimsical identity. Definitely an indie charter, and could go further.  
\*\*\*

## IKE TURNER &amp; THE KINGS OF RHYTHM

Hey Hey. Red Lightnin. Distribution: Conifer, Making Waves. A valuable 2-LP for the soul/R&B/early-influence-on-everyone market. Great music, and a package which is a shining example of how sleeve notes should be presented. Must do excellent business in a limited (but far from tiny) market, offering Turner himself (as Icky Renrut, to skate round the fact that he still had a few months of his Sun contract to go while recording for the Stevens label, and other Stevens artists Bobby Foster, Little Cooper and the Drifters, Sammy Grimes Band.  
\*\*\*

## THE GUN CLUB

The Birth, The Death, The Ghost. ABC Records LP1. Distribution: Pinnacle. Recorded live in LA, this captures the prairie punks at their supremely tackiest. Love or hate their cacophony, it's big fashion for the next five minutes at least, and you've got to laugh at their studiously less-than-perfect pitch. Indie charter.  
\*\*\*

## TOP 50

## VAN MORRISON

Live at the Grand Opera House, Belfast, Phonogram MERL 36. After no fewer than 18 albums and only one previous live LP, this new release recorded at a couple of gigs from his home town, shows Van Morrison at his very best, in what is an articulate, brilliantly produced and engineered release. Eleven tracks in all, material coming from the last four Mercury albums covering classics like Beautiful Vision, Rave On John Donne, Haunts Of Ancient Peace, and a superbly improvised Into The Mystic/Inarticulate Speech Of The Heart as an intro. A must for all fans.

## LAURIE ANDERSON

Mr Heartbreak. Warners K925077-7. Producers: artist, Peter Gabriel, Bill Laswell, and Roma Baran. To appreciate this artist fully, it is absolutely essential to see her live, and for those who already have, this album will be a satisfying, enjoyable experience. But because Anderson's particular style of what's usually called "experimental" art does depend on the visual as well as the aural, it will be hard to increase her audience through an album alone. The video, when it comes, should do the trick.  
\*\*\*

## WOMACK AND WOMACK

Love Wars. Elektra Records. Punchy debut album from husband and wife team, Cecil and Linda WOMACK (she, incidentally, is the daughter of the late Sam Cooke) which, for a debut offering, should garner media and consumer interest. They've written all the material themselves, and it is a potent musical brew. The title track should have good chart potential.

## VARIOUS

Hi-Energy No. 1. Street Sounds HINRG 16. Boystown favourites neatly packaged together by Street Sounds — hits include Eartha Kitt's Where Is My Man?, Gloria Gaynor's I Am What I Am, Miquel Brown's So Many Men (So Little Time) and

Abba's The Visitors. Selected TV advertising, plus the strong track-listing, will ensure a high chart place for this.

## MANFRED MANN'S EARTH BAND

Budapest Live. Bronze BRON 550. Their first live album recorded in Hungary last year is an excellent production job from John Lingwood and Chris Thompson. Includes solid versions of Spirits In The Night, Mighty Quinn, Blinded By The Light and Davy's On The Road Again (currently on release as a single). The cassette version includes three extra tracks.

## IKE &amp; TINA TURNER

Nice 'N' Rough — The Later Greater Hits Of Liberty LBR 260021-1. Timely re-packaging, in view of the fact that no new album product is yet expected from Turner. This LP draws on the Turners' early Seventies catalogue and includes Nutbush City Limits, Come Together, Acid Queen and a live raucous version of River Deep Mountain High. Her welcome comeback to the UK charts via Let's Stay Together and Help! could ensure a chart placing for this album.

## MEZZOFORTE

Observations. Steinar Records STELP 04. Distribution: Pinnacle. The Third UK LP release from Icelandic jazz/funk band Mezzoforte who have just started a major UK tour. Their two-week stint at Ronnie Scott's Jazz Club last autumn brought them glowing reviews, and their current tour is well on the way to being a sell-out. A superb album from a band who are so young.

## NIK KERSHAW

Human Racing. MCA MCF3197. This is a lively and varied debut album from one of the UK's more talented synthesiser songwriters. Both hit singles, I Won't Let The Sun Go Down On Me, and the current smash, Wouldn't It Be Good, are featured. There's also a couple of other likely chart contenders on offer, and this LP could secure Top 20 status.

## TWELFTH NIGHT

Live And Let Live. Music For Nations MFN 18. Distribution: Pinnacle. Recorded live at the Marquee, the sound quality and production is surprisingly good. The band has a lot of potential and their next studio album is awaited with interest.  
\*\*

## MODERN ENGLISH

Ricochet Days. 4AD CAD 402. Producer: Hugh Jones. Distribution: WEA. This will have to fight for attention in the contemporary synth-based pop market — everybody's doing it; and while ME are perfectly competent at it, and they and Jones have produced a very likeable, moderately memorable album here, it is approaching two years since the last LP and there is no single hit to hang big sales hopes on.  
\*\*

## KING BISCUIT

Mouth Of Steel. Red Lightnin. Producer: Peter Shertser. Distribution: Conifer, Making Waves. Relaunch of the career of Canadian white bluesman (particularly notable for his harmonica playing) with a new album 10 years after the last one. It's great stuff, and he gets all the backing he needs from former Bopcats and Ronnie Hawkins Band members. Even if this proves to have been just a one-off all credit to those who made it happen, and to Red Lightnin for putting it out.  
\*\*

## DOA

Bloodied But Unbowed. Alternative Tentacles VIRUS 31. Distribution: Pinnacle. What this Vancouver "hardcore" band probably see as "uncompromising" UK buyers are likely to see as dated. The band thrash their way through an unbelievable 19 tracks on one LP without making much of an impact. Unsubtle, unimaginative and unfashionable.  
\*

Noir Et Blanc by Zizou and Bikaye is distributed by Pinnacle, not the Cartel as previously reported in MW.



New Albums on Prestel: Mercury 332103

- Artist Title Label Cat No/Cassette No Dealer Price (Distributor) \*\*Denotes available on Compact Disc.
- \*ADDERLEY, Cannonball SOMETHING ELSE Blue Note (France) BSC 015954 (Cassette) £3.05 (ICNI)
  - \*AGEE, Ray BLACK NIGHT IS GONE Mr R AND B (Sweden) RNB 105/- (MW)
  - AMOS, Adam/Noel Rocks ADAM AMOS AND NOEL ROCKS Celtic Music CM 011/- (ICM)
  - \*ARMSTRONG, Louis BASIN STREET BLUES EMI (France) 2M 056 78139/2M 256 78139 £2.75 (ICNI)
  - \*ASMUS TIETCHENS LITIA Sky (Germany) SKY 87/- (MW)
  - AUSTIN, Patti (PATTI) AUSTIN Qwest 923974-1923974-4 £3.65 (W)
  - BEATLES, The THE BEATLES TALK DOWN UNDER Goughsound PGP 5001/- £3.50 (Pic Disc) (SPI)
  - \*BECHET, Sidney GIANT OF JAZZ, VOLUME 1 Blue Note (France) BLC 12034 (Cassette) £3.05 (ICNI)
  - BELL, Carey & Lurrie SON OF A GUN Rooster 2617/- (MW)
  - \*BLAKEY, Art A NIGHT IN TUNISIA Blue Note (France) BSC 840494 (Cassette) £3.05 (ICNI)
  - \*BOW WOW WOW I WANT CANDY (MINI ALBUM) RCA (Germany) PG 25436/PK 25436 £2.75 (ICNI)
  - BOWLLY, Al A MILLION DREAMS Saville SVL 163/- £3.05 (ICNI)
  - BRONZ TAKEN BY STORM Bronze BRON 547/- £3.30 (IF)
  - \*BROWN, Clarence 'Gatemouth' ATOMIC ENERGY Blues Boy (Sweden) BB 305/- (MW)
  - \*BROWN, Ruth TAKING CARE OF BUSINESS Stockholm (Sweden) RJ 202/- (MW)
  - \*CADILLACS, The PLEASE MR JOHNSON Dr Horse (Sweden) H801/- (MW)
  - \*CAMPBELL, Glen, Anne Murray, Bobby Gentry GLEN CAMPBELL SINGS WITH ANNE MURRAY AND BOBBY GENTRY MFP (Holland) 1A 022 1582701/1A 222 1582701 £2.15 (ICNI)
  - \*CARTER AND HIS HEPCATS, Goree ROCK A WHILE Blues Boy (Sweden) BB 306/- (MW)
  - CHAPMAN, Michael & Rick Kemp ORIGINAL OWNERS Konexion KOMA 78.80.03 £3.04 (PI)
  - \*CLARKE, Kenny LIVE IN PARIS EMI (France) 2M 056 64848/2M 256 64848 £2.75 (ICNI)
  - CLARKE, Stanley MODERN MAN Epic EPC 32108/40/32108 (C)
  - COPELAND, Johnny TEXAS TWISTER Demon FIEND 15/- £3.25 (RTII)
  - CRAFT CRAFT Shanghai HAI 106/- £2.89 (SPI)
  - CULTURAL ROOTS HELL A GO PAP Greensleeves GREL 62/- £3.08 (LSJ)
  - DALTREY, Roger PARTING SHOULD BE PAINLESS WEA 250298-1/250298-4 £3.65 (W)
  - \*DAVIS, Miles MILES DAVIS, VOLUME 1 Blue Note (France) BLC 15014 (Cassette) £3.05 (ICNI)
  - DENNY, Sandy THE ORIGINAL SANDY DENNY Mooncrest CREST 28/- (MW)
  - DIDIER BOCCQUET PICTURES OF LIFE Pulse PULSE 8/- (MW)
  - DONAGHY, Eileen 12 FAVOURITE IRISH SONGS Homespun CHR 204 (Cassette) (DISP)
  - \*FISCHER Z GOING DEAF FOR A LIVING EMI (Holland) 1A 038 1575381/1A 238 1575384 £2.75 (ICNI)
  - \*FLUTE INDIENNE EL CONDOR PASA EMI (France) 2M 056 95465/2M 256 95465 £2.75 (ICNI)
  - FRIER, Tich GOING STRAIGHT Celtic Music CM 014/- (ICM)
  - GAUGHAN, Dick A DIFFERENT KIND OF LOVE SONG Celtic Music CM 017/- (ICM)
  - GAYNOR, Gloria I AM GLORIA GAYNOR Chrysalis CHR 1466/ZCHR 1466 £3.22 (IF)
  - GILMOUR, David ABOUT FACE Harvest SHSP 240079-1/TC-SHSP 240079-4 £3.39 (IF)
  - HALL, Roy DIGGIN' THE BOOGIE Charly CR 30227/- (ICM/MW)
  - HAMMOND, John JOHN HAMMOND LIVE Spindrift SPIN 105/- (MW)
  - \*HANCOCK, Herbie MAIDEN VOYAGE Blue Note (France) BSC 841954 (Cassette) £3.05 (ICNI)
  - HARRIS, Joey JOEY HARRIS & THE SPEEDSTERS MCA MCF 3189/MCFC 3189 £3.45 (C)
  - HEADPINS LINE OF FIRE MCA MCF 3196/MCFC 3196 £3.45 (C)
  - \*HEFF, Klaus STERNENTANZ Sky (Germany) SKY 84/- (MW)
  - HELPIN, Kieran THE MAN WHO LIVES IN BOTTLES Celtic Music CM 012/- (ICM)
  - HEY! ELASTICA IN ON THE OFF BEAT Virgin V 2273/TCV 2273 (E)
  - HOKUM HOTSHOTS MAYBE IT'S THE BLUES Celtic Music CM 015/- (ICM)
  - HYLTON, Jack THE TALK OF THE TOWN Saville SVL 164/- £3.05 (ICNI)
  - JONES, Barbara DEDICATED TO THE ONE I Love Pioneer International PILP 025/- £2.95 (LSJ)
  - JONES, Howard HUMAN'S LIB WEA WX 1/- £3.65 (W)
  - KILLER SHOCKWAVES Mausoleum SKULL 83207/8320 £3.04 (PI)
  - \*KING SUNNY ADE VINTAGE Nigeria Imports K001LP/- (MW)
  - LEYTON, John RARITIES Charly See For Miles CM 127/- (MW)
  - LOCHAN LOCHAN Celtic Music CM 017/- (ICM)
  - MAD PROFESSOR & NEGUS ROOTS NEGUS ROOTS MEETS THE MAD PROFESSOR Negus Roots NERLP 009/- (LSJ/RTII)
  - METAMORPHOSIS GREAT BABEL GIVES BIRTH Third Mind TMLP 4/- (Re-recorded with new sleeves) £3.05 (BKII)
  - MILKSHAKES, THE THE MILKSHAKES STOP THESE MEN Milkshakes HARP 0/- £3.05 (TRII)
  - MILKSHAKES, THE THE MILKSHAKES IN GERMANY Wall City EFA 065403/- £3.05 (RTII)
  - MINOTT, Echo/Sly & Robbie SHOWCASE-ECHO MINOTT ALONG WITH SLY & ROBBIE Jam Can P.H.L.P. 001/- £3.95 (LSJ)
  - MIRRORS, The THE MIRRORS Aura AUL 726/- £3.20 (SPI)
  - MISSING BRAZILIANS, The WARZONE On-U Sounds ONULP 34/- £2.85 (RTII)
  - \*MOEDIUS, PLANK, AND NEUMIER ZERO SET Sky (Germany) SKY 85/- (MW)
  - \*MONK, Thelonus GENIUS OF MODERN MUSIC, VOLUME 1 Blue Note (France) BLC 15104 (Cassette) £3.05 (ICNI)
  - \*MUDDY WATERS THEY CALL BE MUDDY WATERS Vogue/Chess (France) 515036/- (MW)
  - \*MUDDY WATERS LIVE AT MR KELLY'S Vogue/Chess (France) 515037/- (MW)
  - ORIGINAL SOUNDTRACK CARMEN Polydor POLD 5134/POLDC 5134 £3.45 (IF)
  - \*ORIGINAL SOUNDTRACK EXTRACTS "EVITA", "THE STING" AND OTHERS EMI (Holland) 1A 022 1582751/1A 222 1582754 £2.15 (ICNI)
  - \*ORIGINAL SOUNDTRACK THE SPY WHO LOVED ME EMI (Holland) 5C 062 99370/- £3.95 (ICNI)
  - OSTROGOTH ECSTASY & DANGER Mausoleum SKULL 8319/8319 £3.04 (PI)
  - \*PRESLEY, Elvis RARE ELVIS, VOL 3 RCA (Germany) PL 89051/PK 89051 £3.95 (ICNI)
  - PRINCE FAR I UMKHONTO WE SIZWE ISPEAR OF THE NATION! Kingdom KVL 9016/- (A)
  - QUEEN THE WORKS EMI EMC 240014-1/TC-EMC 240014-4 £3.39 (E) (Order as (TC) Work 1)
  - RAGGED HEROES RAGGED HERO ANNUAL Celtic Music CM 013/- (ICM)
  - RE-FLEX THE POLITICS OF DANCING EMI EMC 240018-1/TC-EMC 240018-4 £3.39 (E)
  - REGGAE REGULAR GHETTO ROCK Greensleeves GREL 64/- £2.95 (SPI)
  - ROACH, Dave RUNNING WITH THE RIVER Coda CODA 6/CODCA 6 £3.04 (W)
  - ROBILLARD, Duke & The Pleasure Kings DUKE ROBILLARD & THE PLEASURE KINGS Demon FIEND 16/- £3.25 (RTII)
  - ROMANTICS IN HEAT Nemperor/Epic EPC 25765/40/25765 (C)
  - SAYLE, Alexei THE FISH PEOPLE TAPES Springtime/Island IMA 9/IMC 9 £2.25 (E)
  - \*SEGER, Bob 'SMOKIN' O.P.'s EMI (Germany) 1C 064 85348/1C 264 85348 £3.50 (ICNI)
  - SEVERED HEADS SINCE THE ACCIDENT Ink INK 2/- £2.75 (I/RT)
  - SHANNON, Del RUNAWAY HITS Edsel XED 121/- £3.45 (RTII)
  - SHANNON Let THE MUSIC PLAY Club/Phonogram JABL 1/JABLC 1 £3.45 (IF)
  - SHOCKABILLY COLOSEUM Rough Trade ROUGH 68/- (RT)
  - \*SILVER, Horace SONG FOR MY FATHER Blue Note (France) BSC 841854 (Cassette) £3.05 (ICNI)
  - \*SMITH, Jimmy MIDNIGHT SPECIAL Blue Note (France) BSC 840784 (Cassette) £3.05 (ICNI)
  - SQUIRE HITS FROM 3000 YEARS Hi-Lo LO 001/- £2.43 (I/DS)
  - TARA FOLK GROUP BELFAST CITY BY THE LAGAN SIDE Homespun PHL 472/CPHL 472 (O/SPI)
  - \*TATUM, Art PIANO SOLO EMI (France) 2M 056 80800/2M 256 80800 £2.75 (ICNI)
  - TORME, Bernie TORME "LIVE" Zebra M ZEB 3/- (PI)
  - \*TYLER, Bonnie THE WORLD STARTS TONIGHT RCA (Germany) NL 70029/NK 70029 £2.75 (ICNI)
  - TYRRALL, Gordon HOW CAN I LIVE AT THE TOP OF A MOUNTAIN Celtic Music CM 016/- (ICM)
  - VARIOUS DIRECTIONS 101 International INTEL 2/- £2.43 (2LP) (A)
  - VARIOUS DREAM SEQUENCE 101 International INTEL 4/- £2.43 (2LP) (A)
  - VARIOUS JOURNEY WITHOUT MAPS 101 International WREK 101/- £2.43 (2LP) (A)
  - VARIOUS LIVE AT THE 101 101 International INTEL 1/2CINT 1 £1.82 (A)
  - VARIOUS ONE GIANT LEAP 101 International INTEL 5/- £2.43 (2LP) (A)
  - VARIOUS SKIN TALK 101 International INTEL 3/- £2.43 (2LP) (A)
  - VARIOUS THE PILGRIM Tara TARA 3011/- (MW)
  - \*VONO MODEL LEBEN Sky (Germany) SKY 86/- (MW)
  - WALTERS, Rosemary JUST ROSE Negus Roots M&R LP 002/- £2.95 (LSJ)
  - WARLOCK BURNING THE WITCHES Mausoleum SKULL 8325/8325 £3.04 (PI)
  - \*WARWICK, Dionne GREATEST HITS MFP (Holland) 1A 022 1582721/1A 222 1582724 £2.15 (ICNI)
  - WILDER, Matthew I DON'T SPEAK THE LANGUAGE Epic EPC 25785/40/25785 (C)

\*These albums have been advised as being newly available in the UK by an importer. They may be available from another import source which had not been formally notified to Music Week at our presstime.

Monday 5, March-Fri 9, March 1984  
Album Releases 101 (incl 33 imports)

Year to Date (10 weeks to Mar 1984)  
Album Releases 961 (incl. 341 imports)

Distributor Codes

- A - PRTO 6403344
- ACE - Ace 01-267 5192
- B - Ronco 01-274 7761
- BK - Backs 060326221
- BLM - Blackmarketing - 01-609 7017/8
- BM - B&B Magnetics 01-575 1117
- BU - Bullet 0894 76316
- C - CBS 01-950 2155
- CA - Cadillac 01-836 3646
- CAM - Cambra 01-609 0087
- CH - Castle 01-623 5934
- CH - Charly 01-639 8603
- CID - Central Independent Distributors 021 742 0494
- CM - Celtic Music 0423 888979
- CON - Conifer 0895 447707
- CS - Cassion 01-485 8704
- DIS - Discovery 067 285 406
- E - EMI 01-561 8722
- EAR - Earthworks 01-969 5145
- F - PolyGram 01-590 6044
- FAL - Falling A 0255 74730
- FP - Faulty 01-727 0734
- FPS - 77-44512
- G - Lightning 01-969 8344
- GR - Graduate 0384 59048
- GRI - Geof's Records International 01-808 5301
- GY - Greyhound 021 622 2377
- H - HR Taylor 021 622 2377
- I - Cartel (Backs, Rough Trade) and Fast Product - 031 661 5811
- Probe - 051 236 6591
- Red Rhino (Mid) - 0925 26376
- Red Rhino (Nth) - 0904 641415
- Revolver - 0272 299105
- IDS - Independent Distribution Services 01-476 3222
- IKF - 02514 20053
- IMS - Import Music Service (via PolyGram) 01-590 6044
- IMP - Impex Musik 01-229 5454
- IN - Inferno 021-233 1256
- IRS - Independent Record Sales 01-850 3161 (Chris Wellard)
- J - Jungle 01-359 9161
- JS - Jetstar 01-961 5818
- JSU - Jazz Services Unlimited 0422 64773
- K - K-tel 01-992 8000
- KS - Kingdom - 01-836 4763
- LK - Look 0484 643211/2
- M - MSD - 01-602 3483
- MB - Menace Breakers 01-602 1118
- MFP - Music For Pleasure 01-561 3125
- MK - 041-333 9553
- MW - Making Waves 01-481 9917
- N - Neon 0785 41311
- O - Outlet 0232 222826
- OR - Orbitone 01-965 8292
- P - Pinnacle 0689 73146
- PAC - Pacific 01-267 2917/8
- PK - Pickwick 01-200 7000
- PR - President 01-839 4672
- PROJ - Projection 0702 72281
- R - RCA 021-525 3000
- RC - Rollercoaster 01-397 8957
- RL - Red Lightnin' 037-988 693
- ROSS - Ross 08886 2403
- RT - Rough Trade 01-221 1100
- RU - Ruff Lion - 01-221 1604
- SO - Stage One 0428 4001
- SOL - Solomon & Peres 0494-32711
- SP - Spartan 01-903 8223
- ST - Studio Import 01-580 3438/9
- SW - Swift 0424 220028
- T - Trojan 01-961 4565
- TB - Terry Blood 0782 620321
- TE - Tent 0708 751881
- V - Vista Sounds 01-953 1661
- W - WEA 01-998 5929
- WRD - World Record Distributors 01-636 3925
- X - Clyde Factors 041-221 9844
- Y - Relay 01-579 6125

TOP US ALBUMS

THIS WEEK	LAST WEEK	TITLE	ARTIST	LABEL
1*	1	THRILLER	Michael Jackson	Epic
2	2	COLOUR BY NUMBERS	Culture Club	Virgin/Epic
3*	3	1984	Van Halen	Warner Bros
4	4	CAN'T SLOW DOWN	Lionel Richie	Motown
5*	5	LEARNING TO CRAWL	The Pretenders	Sire
6*	6	AN INNOCENT MAN	Billy Joel	Columbia/CBS
7	7	SYNCHRONICITY	The Police	A&M
8*	8	SEVEN AND THE RAGGED TIGER	Duran Duran	Capitol
9*	9	90125, Yes		Atco
10*	11	SPORTS	Huay Lewis & The News	Chrysalis
11	10	UH-HUH	John Cougar Mellencamp	Riva
12*	13	MILK AND HONEY	John Lennon/Yoko Ono	Polydor
13*	15	ELIMINATOR	ZZ Top	Warner Bros
14	12	ROCK 'N' SOUL PART 1	Hall/Oates	RCA
15*	17	TOUCH	Eurythmics	RCA
16	14	GENESIS	Genesis	Atlantic
17	16	IN HEAT	The Romantics	Nemperor
18*	18	DEFENDERS OF THE FAITH	Judas Priest	Col/CBS
19*	20	SHOUT AT THE DEVIL	Motley Crue	Elektra
20*	22	SHE'S SO UNUSUAL	Cyndi Lauper	Portrait
21*	26	WINDOWS AND WALLS	Dan Fogelberg	Full Moon/Epic
22	19	METAL HEALTH	Quiet Riot	Pasha
23*	24	ROLL ON, Alabama		RCA
24	21	WHAT'S NEW	Linda Ronstadt	Asylum
25*	29	TOUR DE FORCE	'38 Special	A&M
26	25	TOO LOW FOR ZERO	Elton John	Geffen
27	28	THE BIG CHILL	Soundtrack	Motown
28	23	PYROMANIA	Def Leppard	Mercury
29*	31	IN THE HEART	Kool & The Gang	De-Lite
30	30	STAY WITH ME TONIGHT	Jeffrey Osborne	A&M
31	27	EYES THAT SEE IN THE DARK	Kenny Rogers	RCA
32	32	BUSY BODY	Luther Vandross	Epic
33	33	NO PARKING ON THE DANCE FLOOR	Midnight Star	Solar
34	35	UNDER A BLOOD RED SKY	U2	Island
35*	42	CHRISTINE McVIE	Christina McVie	Warner Bros
36	38	FLASHDANCE	Soundtrack	Casablanca
37*	40	REBEL YELL	Billy Idol	Chrysalis
38*	52	SOMEBODY'S WATCHING ME	Rockwell	Motown
39	39	IN A SPECIAL WAY	DeBarge	Gordy
40*	48	I'M IN LOVE AGAIN	Patti LaBelle	Phil Int'l

BULLETS 41-100

45*	49	LET THE MUSIC PLAY	Shannon	Mirage
48*	50	MIDNIGHT MADNESS	Night Ranger	Camel/MCA
49*	51	I DON'T SPEAK THE LANGUAGE	Matthew Wilder	Private I
50*	55	BREAK OUT	The Pointer Sisters	Planet
52*	67	SOMEWHERE IN AFRICA	Manfred Mann's Earth Band	Arista
55*	80	FOOTLOOSE	Soundtrack	Columbia/CBS
58*	61	HEART LAND	Real Life	MCA/Curb
60*	63	THE POLITICS OF DANCING	Re-Flex	Capitol
63*	76	LABOR OF LOVE	UB40	A&M
68*	74	PENETRATOR	Ted Nugent	Atlantic
84*	89	OBLIVION	Utopia	Utopia/Passport
90*	100	TOO FAST FOR LOVE	Motley Crue	Elektra
93*	98	STRIP	Adam Ant	Epic

OTHER NEW ENTRIES

179*	SGT. PEPPER'S LONELY HEARTS CLUB BAND	The Beatles	Capitol
185*	MAGICAL MYSTERY TOUR	The Beatles	Capitol
186*	20 GREATEST HITS	The Beatles	Capitol
187*	ABACAB	Genesis	Atlantic
189*	RIGHT OR WRONG	George Straight	MCA
190*	DON'T LOOK ANY FURTHER	Dennis Edwards	Gordy

\*Bullets are awarded to those products demonstrating the greatest airplay and sales gains.  
Chart Courtesy Billboard for w/e March 3, 1984

# TOP 100 ALBUMS

● 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)
 NEW - NEW ENTRY
 RE - RE-ENTRY

This Week	Last Week	Wks on Chart	TITLE/Artist (Producer)	Label number (Distributor) C: Cassette
1	1	2	INTO THE GAP <b>*</b> Thompson Twins (Alex Sadkin/Tom Bailey)	Arista 205 971 (F) C: 405 971
2	NEW		THE SMITHS The Smiths (John Porter)	Rough Trade ROUGH 61 (IRT) C: ROUGH 61
3	3	26	AN INNOCENT MAN <b>*</b> Billy Joel (Phil Ramone)	CBS 25554 (C) C: 4025554
4	5	15	TOUCH <b>*</b> Eurythmics (David A. Stewart)	RCA PL 70109 (R) C: PK 70109
5	4	28	THRILLER <b>*</b> Michael Jackson (Quincy Jones)	Epic EPC 85930 (C) C: 4085930
6	NEW		KEEP MOVING <b>*</b> Madness (Clive Langer/Alan Winstanley)	Stiff SEEZ 53 (C) C: ZSEEZ 53
7	2	3	SPARKLE IN THE RAIN <b>*</b> Simple Minds (Steve Lillywhite)	Virgin V 2300 (E) C: TCY 2300
8	10	32	NO PARLEZ <b>*</b> Paul Young (Laurie Latham)	CBS 25521 (C) C: 4025521
9	7	31	THE CROSSING <b>*</b> Big Country (Steve Lillywhite)	Mercury/Phonogram MERS 27 (F) C: MERSC 27
10	8	19	CAN'T SLOW DOWN <b>*</b> Lionel Richie (Lionel Richie/James Anthony Carmichael)	Motown STMA 8041 (R) C: CSTMA 8041
11	13	13	NOW, THAT'S WHAT I CALL MUSIC <b>*</b> Various (Various)	EMI/Virgin NOW 1 (E) C: TC-NOW 1
12	12	14	U2 LIVE "UNDER A BLOOD RED SKY" <b>*</b> U2 (Jimmy Iovine)	Island IMA 3 (E) C: IMC 3
13	11	5	THE VERY BEST OF MOTOWN LOVE SONGS <b>*</b> Various (Various)	Telstar STAR 2239 (R) C: STAC 2239
14	9	7	SOMETIMES WHEN WE TOUCH Various (Various)	Ronco RON LP9 (B) C: C RON9
15	6	2	DECLARATION The Alarm (Alan Shacklock)	I.R.S. IRSA 7044 (C) C: IRSC 7044
16	16	20	COLOUR BY NUMBERS <b>*</b> Culture Club (Steve Levine)	Virgin V 2285 (E) C: TCY 2285
17	25	14	SEVEN AND THE RAGGED TIGER <b>*</b> Duran Duran (Alex Sadkin/Ian Little/Duran Duran)	EMI DD 1 (E) C: TC DD 1
18	24	12	QUICK STEP & SIDE KICK <b>*</b> Thompson Twins (Alex Sadkin)	Arista 204 924 (F) C: 404 924
19	22	17	PIPES OF PEACE <b>*</b> Paul McCartney (George Martin)	Parlophone PCTC 1 (E) C: TPCPTC 1
20	38	8	IN THE HEART Kool & The Gang (Kool & The Gang)	De-Lite/Phonogram DSR 4 (F) C: DCR 4
21	33	4	SERENADE Juan Martin/Royal Philharmonic Orchestra (Juan Martin/Louis Clark)	K-tel/WEA NE 1267 (K) C: CE 2267
22	28	5	1984 Van Halen (Ted Templeman)	Warner Brothers 923985-1 (W) C: 923985-4
23	21	21	GENESIS <b>*</b> Genesis (Genesis with Hugh Padgham)	Charisma/Virgin GENLP 1 (E) C: GENMC 1
24	40	35	FANTASTIC <b>*</b> Wham! (Steve Brown/George Michael)	Inner Vision IVL 25328 (C) C: 4025328
25	20	14	LABOUR OF LOVE <b>*</b> UB40 (UB40/Ray "Pablo" Falconer)	DEP International/Virgin LP DEP 5 (E) C: CA DEP 5
26	14	3	THE FLAT EARTH Thomas Dolby (Thomas Dolby)	Parlophone Odeon PCS 2400341 (E) C: TC PCS 2400344
27	17	3	VICTIMS OF THE FUTURE Gary Moore (Jeff Glikman)	10 Records DIX 2 (E) C: CDIX 2
28	NEW		AMMONIA AVENUE The Alan Parsons Project (Alan Parsons)	Arista 206 100 (F) C: 406 100
29	19	18	STAGES <b>*</b> Elaine Paige (Tony Visconti)	K-Tel/WEA NE 1262 (K) C: CE 2262
30	27	4	CRUSADER Saxon (Kevin Beamish)	Carrere CAL 200 (SP) C: CAC 200
31	15	5	MILK AND HONEY <b>*</b> John Lennon And Yoko Ono (-)	Polydor POLH 5 (F) C: POLHC 5
32	18	7	LEARNING TO CRAWL <b>*</b> The Pretenders (Chris Thomas)	Real WX2 (W) C: WX2C
33	30	3	TUBE Various (Various)	K-tel NE 1261 (K) C: CE 2261
34	49	34	QUEEN GREATEST HITS <b>*</b> Queen (Various)	EMI EMTV 30 (E) C: TC-EMTV 30
35	26	5	ORIGINAL MUSIC FROM 'AUF WIEDERSEHEN PET' David Mackay (David Mackay)	Towerbell AUF 1 (A)
36	29	3	HAUNTING MELODIES The Electric Wind Ensemble (John Miller)	Nouveau Music NML 1007 (A) C: ZC-NML 1007
37	39	15	THE BOP WON'T STOP <b>*</b> Shakin' Stevens (Chris Neil/Shakin' Stevens/R. Hughson)	Epic EPC 86301 (C) C: 4086301
38	34	8	WORKING WITH FIRE AND STEEL <b>*</b> China Crisis (Mike Howlett)	Virgin V 2286 (E) C: TCY 2286
39	44	17	THE ESSENTIAL JEAN MICHEL JARRE <b>*</b> Jean Michel Jarre (Jean Michel Jarre)	Polystar PROLP 3 (F) C: PROMC 3
40	NEW		WORLD SHUT YOUR MOUTH Julian Cope (Stephen Lovell)	Mercury/Phonogram MERL 37 (F) C: MERLC 37
41	36	39	TOO LOW FOR ZERO <b>*</b> Elton John (Chris Thomas)	Rocket/Phonogram HISP 24 (F) C: REWND 24
42	23	4	SLIDE IT IN Whitesnake (Martin Birch)	Liberty LBG 2400001 (E) C: TC LBG 2400008
43	93	2	TOYAH! TOYAH! TOYAH! Toyah (Various)	K-tel NE 1268 (K) C: CE 2268
44	31	16	ORIGINAL SOUNDTRACK - YENTL <b>*</b> Barbra Streisand (Barbra Streisand/Alan & Marilyn Bergman)	CBS 86302 (C) C: 4086302
45	52	14	YOU BROKE MY HEART IN 17 PLACES <b>*</b> Tracey Ullman (Various)	Stiff SEEZ 51 (C) C: ZSEEZ 51
46	32	11	PORTRAIT <b>*</b> Diana Ross (Various)	Telstar STAR 2238 (R) C: STAC 2238
47	NEW		LIVE AT THE GRAND OPERA HOUSE Van Morrison (Van Morrison)	Mercury MERL 36 (F) C: MERLC 36
48	53	35	18 GREATEST HITS <b>*</b> Michael Jackson plus The Jackson 5 (Various)	Telstar STAR 2232 (R) C: STAC 2232
49	50	7	LIFE'S A RIOT WITH SPY VS SPY Billy Bragg (Oliver Hitch)	Go! Discs/Utility UTIL 1 (IDS) C: UTIK 1
50	37	4	WHITE FLAMES Snowy White (Tom Newman/Kuma Harada)	Towerbell TOWLP 3 (A) C: ZC-TOW 3

This Week	Last Week	Wks on Chart	TITLE/Artist (Producer)	Label number (Distributor) C: Cassette
51	35	2	IT'S MY LIFE Talk Talk (Tim Friese Greene)	EMI EMC 2400021 (E) C: TC-EMC 2400024
52	83	2	SOMEBODY'S WATCHING ME Rockwell (Curtis Anthony Nolen/Rockwell)	Motown ZL 72147 (R) C: ZK 721147
53	77	3	BODIES AND SOULS Rickie Lee Jones (Richard Rudolph/The Manhattan Transfer)	Atlantic 780104-1 (W) C: 780104-4
54	43	24	BACK TO BACK <b>*</b> Status Quo (Status Quo)	Vertigo/Phonogram VERH 10 (F) C: VERHC 10
55	RE		FASTER THAN THE SPEED OF NIGHT <b>*</b> Bonnie Tyler (Jim Steinman)	CBS 25304 (C) C: 4025304
56	63	19	ROCK 'N' SOUL PART 1 <b>*</b> Daryl Hall & John Oates (Various)	RCA PL 84858 (R) C: PK 84858
57	51	4	LIVING IN OZ Rick Springfield (Rick Springfield/Bill Drescher)	RCA PL 84660 (R) C: PK 84660
58	42	37	SYNCHRONICITY <b>*</b> The Police (Hugh Padgham/The Police)	A&M AMLX 63735 (C) C: CXM 63735
59	66	9	SWEET DREAMS (ARE MADE OF THIS) <b>*</b> Eurythmics (Stewart/Williams/Crash)	RCA RCALP 8063 (R) C: RCAF 8063
60	55	2	MADONNA Madonna (Reggie Lucas)	Sire 923867-1 (W) C: 923867-4
61	79	2	THE AMAZING KAMIKAZE SYNDROME Slade (Jim Lea/John Punter)	RCA PL 70116 (R) C: PK 70116
62	67	52	TRUE <b>*</b> Spandau Ballet (Tony Swain/Steve Jolley/Spandau Ballet)	Reformation/Chrysalis CDL 1403 (F) C: ZCDL 1403
63	65	11	JAPANESE WHISPERS <b>*</b> The Cure (Various)	Fiction FIXM 8 (F) C: FIXMC 8
64	82	9	LOVE OVER GOLD <b>*</b> Dire Straits (Mark Knopfler)	Vertigo/Phonogram 6359109 (F) C: 7150 109
65	59	3	E.S.P. Millie Jackson (Millie Jackson/Brad Shapiro)	Sire 250382-1 (W) C: 250382-4
66	46	4	HEAVEN IS WAITING The Danse Society (Nigel Grav/Kingbird)	Society/Arista 205 972 (F) C: 405 972
67	64	72	REFLECTIONS <b>*</b> Various (Various)	CBS 10034 (C) C: 4010034
68	70	4	NEW GOLD DREAM (81, 82, 83, 84) <b>*</b> Simple Minds (Peter Walsh)	Virgin V 2230 (E) C: TCY 2230
69	56	267	BAT OUT OF HELL <b>*</b> Meat Loaf (Todd Rundgren)	Epic/Cleveland International EPC 82419 (C) C: 4082419
70	NEW		DANCE MIX - DANCE HITS VOLUME 3 Various (Various)	Epic DM3 (C) C: DM 403
71	NEW		STREET SOUNDS HI-ENERGY 1 Various (Various)	StreetSounds HINRG 16 (A) C: ZCNRG 16
72	81	7	LIVE & DIRECT Aswad (Aswad/Michael Campbell)	Island IMA 6 (E) C: IMC 6
73	NEW		ELECTRO, SHOCK VOLTAGE 1 Various (Various)	Epic VOLT 1 (C) C: VOLT 401
74	69	11	WAR <b>*</b> U2 (Steve Lillywhite)	Island ISLP 9733 (E) C: ICT 9733
75	54	45	LET'S DANCE <b>*</b> David Bowie (David Bowie/Nile Rodgers)	EMI America AML 3029 (E) C: TC-AML 3029
76	47	16	OFF THE WALL <b>*</b> Michael Jackson (Quincy Jones)	Epic EPC 83468 (C) C: 4083468
77	41	2	THE SENTINEL Pallas (Eddy Offord)	Harvest SHSP 2400121 (E) C: TC SHSP 2400124
78	71	17	HAVE YOU EVER BEEN IN LOVE <b>*</b> Leo Sayer (Christopher Neil/Various)	Chrysalis LEOTV 1 (F) C: ZCLEO 1
79	92	9	CHART TREK VOLS 1/2 Various (Various)	Ronco RON LP8 (B) C: C RON8
80	74	4	CHRISTINE MCVIE Christine McVie (Russ Titelman)	Warner Brothers 925059-1 (W) C: 925059-4
81	85	8	MAKIN' MOVIES <b>*</b> Dire Straits (Jimmy Iovine/Mark Knopfler)	Vertigo/Phonogram 6359034 (F) C: 7150034
82	58	20	SNAP! <b>*</b> The Jam (Various)	Polydor SNAP 1 (F) C: SNAPC 1
83	45	15	TRACK RECORD <b>*</b> Joan Armatrading (Various)	A&M JA 2001 (C) C: JAC 2001
84	RE		HEAD OVER HEELS Cocteau Twins (Cocteau Twins/John Fryer)	4AD CAD 13 (I/P) C: -
85	87	16	UNDERCOVER <b>*</b> The Rolling Stones (The Jilmer Twins/Chris Kinsey)	Rolling Stones ROL-1 (E) C: TRCOL 1
86	72	3	SHE'S SO UNUSUAL Cyndi Lauper (Rick Chertoff)	Portrait/Epic PRT 25792 (C) C: 4025792
87	48	4	FLIGHTS OF FANCY <b>*</b> Paul Leoni (Jon Miller/Nigel Mason)	Nouveau Music NML 1002 (A) C: ZC-NML 1002
88	91	61	RIO <b>*</b> Duran Duran (Colin Thurston)	EMI EMC 3411 (E) C: TC-EMC 3411
89	68	7	BUSY BODY Luther Vandross (Luther Vandross/Marcus Miller)	Epic EPC 25608 (C) C: 4025608
90	84	2	LIONEL RICHIE <b>*</b> Lionel Richie (Lionel Richie/James Anthony Carmichael)	Motown STMA 8037 (R) C: CSTMA 8037
91	57	5	THE COLLECTION - 20 GREATEST HITS Gladys Knight And The Pips (Various)	Starblend NITE 1 (B) C: KNITE 1
92	NEW		UH-HUH John Cougar Mellencamp (Little Bastard/Don Gehman)	Rival/Phonogram RIVL 1 (F) C: RIVLC 1
93	78	22	THE MUSIC OF CLAYDERMAN <b>*</b> Richard Clayderman (-)	Delphine/Decca SKL 5333 (F) C: KSKC 5333
94	73	12	GREEN VELVET <b>*</b> Various (Various)	Ronco RON LP6 (B) C: C RON6
95	RE		BOYS DON'T CRY The Cure (Various)	Fiction SPELP 26 (F) C: SPFMC 26
96	RE		THE BRENDAN SHINE COLLECTION Brendan Shine (Various)	Play PLAYTV 1 (SP) C: CPLAYTV 1
97	80	26	LOVE SONGS <b>*</b> Barbra Streisand (Various)	CBS 10031 (C) C: 4010031
98	60	7	GREATEST HITS <b>*</b> Marvin Gaye (Various)	Telstar STAR 2234 (R) C: STAC 2234
99	RE		TWICE AS KOOL <b>*</b> Kool & The Gang (Eumir Deodata/Kool & The Gang)	De-Lite/Phonogram PROLP 2 (F) C: PROMC 2
100	86	20	IMAGINATIONS <b>*</b> Various (Various)	CBS 10004 (C) C: 4010044

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**TOP 100 LPs on Prestel:**  
Mercury file page number 332101

**DISTRIBUTORS' CODE - SEE ALBUM RELEASES PAGE**

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

Album review ratings outside Top 20 and Top 50: — \*\*\*good, \*\*fair, \*poor sales predicted in own specialist market. Star rating under General heading indicates sales potential in general pop-rock market, with \*\*\*rating indicating entry into the lower half of chart only.

# LP REVIEWS

## Budget

The Very Best Of Alma Cogan. Music For Pleasure MFP 41 5643.

The Very Best Of Ruby Murray. MFP 41 5644.

The Very Best Of Ronnie Hilton. MFP 41 5645.

The Very Best Of Michael Holliday. MFP 41 5646.

The Very Best Of Malcolm Vaughan. MFP 41 5647.

20 Golden Hits Of 1957. MFP 41 5648

20 Number Ones Of The Fifties. MFP 41 5649

The Goon Show. MFP 41 5650

AFTER ITS success with Fifties nostalgia packages from the US Capitol and MCA catalogues, budget company MFP comes nearer to home with these eight albums spotlighting the artists and music of the pre-rock and roll era in the UK. Most of these compilations are drawn from EMI's Columbia, Parlophone and His Master's Voice vaults, and re-instate into catalogue artists who have been missing for too long.

The Cogan LP is timely, in that current day artists like Mari Wilson have re-generated interest in "the girl with the laugh in her voice", as she was known. The two Fifties hits compilations are a good reminder of what UK popular music was all about immediately prior to the advent of Elvis and rock and roll. All eight albums should do well for MFP, in view of the current trend towards Fifties nostalgia. \*\*\* (each album)

## Original soundtrack

**VARIOUS**  
Scarface. MCA MCF 3198.  
Producer: **Giorgio Moroder**. Definitely strong enough to stand alone as a pop LP release — Moroder's production is as slick as ever, and there are several tracks which stand a good chance as singles. Plenty of variety, and light years away from the old schmaltzy

razzamatuzz film music used purposefully by Brooks, or even the more sophisticated (though more timid) modern conceptual film-scores. The film should be big and this LP should do very well. \*\*\*

**MEL BROOKS & ANNE BANCROFT**

**MORAZ — BRUFORD**  
Music for Piano and Drums. EG. EGED 33. Producers: artists. Another example of EG's talent for coming up with unusual, high-quality albums for the discerning few. Patrick and Bill, with only the instruments mentioned in the title, offer pure, unadorned, thoughtful, artistic and highly enjoyable music in a set of tracks which show their interest in different kinds of music, and which manage to sound both impromptu and polished at the same time. \*\*

**RAMSEY LEWIS TRIO**  
Reunion. CBS 25804. Producers: artist, **Paul Serrano**. The reunion took place 17 years after Lewis's hit parade heyday, and features his successes such as Hang On Sloopy and The In Crowd. Still pleasant listening, although without its original edge and the Lewis piano sounds uncertain in places. Nostalgia value for yesterday's teenagers. \*\*

**LOUISE TUCKER**  
After The Storm. Ariola 205 875. Bristol-born Tucker, who trained in opera before switching to pop, had a

huge European hit last year with Midnight Blue, which registered only mild sales in the UK. Her new LP, produced by Tim Smit and Charlie Skarbeck, who have also written all the material, is in the easy-listening mould and should pick up Radio Two airplay. Whether that can be converted into hard record sales remains to be seen. \*\*

**ALAN PARSONS PROJECT**  
Ammonia Avenue. Arista 206 100. Producer: **Alan Parsons**. An excellent AOR album, about as pop as APP is likely ever to get (or Parsons' appreciators would want). Eric Woolfson steps forward to do much of the lead vocals, and makes a great job of them. Colin Blunstone contributes a standout track Dancing On A High Wire, and Lenny Zakatek and Chris Rainbow also make a strong vocal showing. A

**To Be Or Not To Be**. Island ISTA 6. Producers: **Lionel Conway** and **Roger Watson**. Those who find Brooks the front-of-camera ham a lot less enjoyable than Brooks the director will probably be overruled by those who will love the film as undemanding Hollywood farce. The soundtrack is certainly perfect for the film, but with its chunks of dialogue and idiosyncratic songs can have little appeal except to the film audience (that, however, is likely to be very big). \*\*

**VARIOUS**  
Risky Business. Virgin V2302. Another strong release which stands as a compilation (if a rather limited one, since there is a lot of Tangerine Dream, and little of Bob Seger, Jeff Beck, Prince, Journey and Phil Collins) as well as a soundtrack LP. Film grossed \$80m in six months in the US, and opens here on March 9 — boosted by national TV ads and other promo. One to keep an eye on. \*\*

Comprehensive sleeve notes add to the album's strong appeal. \*\*\*

**ORANGE JUICE**  
Texas Fever. Polydor OJMLP 1. Producer: **Dennis Bovell**. Although OJ is now down to two (Edwyn Collins and Zeke Manyika) this is the final LP with the previous four-strong line-up, and deserves to be favourably received by fans — for its content and also for its price (low price six-track mini-LP). It's a long time since the last hit, but Bridge is a contender now, so LP could sell well on the strength of that. \*\*\*

**STEFAN BEDNARCZYK**  
Live At The Morgue. ASV ALA 3005. Producer: **Nathan Joseph**. The sleeve note claims Bednarczyk as virtually another Noel Coward, but a latter-day Tom Lehrer is more accurate. He is reminiscent of Lehrer in both style and content, accompanies himself well on piano, and displays Lehraim wit and irreverence with songs sniping at the Establishment, well-heeled Lefties or ghoulishly chronicling the radioactive delights of the nuclear age. Worth a prominent place in comedy browsers. \*\*

## General

clear case of never mind the concept, here are the songs — and they're all good (topped with DMM sound quality on vinyl version). Poor chart performance of Best of APP album bodes ill, but this should do reasonably well. \*\*\*

**GENERAL/VARIOUS**  
Atlantic Records — History Of Rhythm And Blues Vocal Groups. Records (WEA) 90132-1. Manhattan Transfer's Tim Hauser has spent several months compiling this 12-track LP which features just a few of the gems from Atlantic Records' vast catalogue. Several of the R&B tracks here were covered by white US acts, who in most cases went on to have the big hit, during the early Fifties. Listen to the original versions of Sh-Boom by The Chords, The Clovers' Devil Or Angel, The Coasters' Down In Mexico and The Drifters' Fools Fall In Love. \*\*

# MUSIC ON VIDEO

MARCH 17th

THE FIRST OF OUR MONTHLY FEATURES

REVIEWS OF THE BEST LATEST MUSIC VIDEO RELEASES DON'T MISS OUT!

For Advertising Details Contact: Kathy Leppard on 01-836 1522

Copy date: 5th March

# STUDIO EXTRA

MARCH 24th

## ASS Preview

A wealth of good ideas and new products for studios — and the artists and producers who use studios or buy their own recording equipment — will be on show at this prestigious professional audio show. Studio Extra will be previewing the strong UK contribution.

Editorial Contact: **TERRI ANDERSON**  
Advertising Contact: **PHIL GRAHAM**

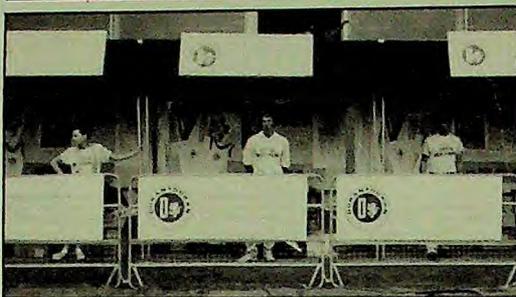
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# MERCHANDISING



## Bravado

FROM PAGE 14

They have some terrific ideas in the US about marketing, and we are endeavouring to fuse the Stateside ideas with our English "tastefulness" which I am certain is the future of licensing."

**Bravado Merchandising Services**, 45-53 Sinclair Road, London W14. Telephone: 01-602 5206/6351.

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## Fusion



FUSION MERCHANDISING is now approaching its third birthday, and director Stephanie Abbott reports that the past year has been their "most exciting" to date.

"Not only has half of our incoming business come from major and the not so major record companies," says Abbott. "But also from the video companies, the BBC and artists' management."

"We have been lucky enough to have a wonderful designer and manufacturer who has been able to produce very unusual sweatshirt garments for us. As well as quality and speed of delivery, clients are pleased to have something slightly different to the norm."

Fusion gets regular requests for the more unusual-gear. "For example," says Abbott,

"we did a very strange collection of merchandise for a film called *Strange Brew*, including very fishy pens, lunch boxes, firework displays, flashing headbands, lollipops and other items... we'll try anything once, it keeps the adrenalin flowing."

On the touring side, Fusion has supplied merchandising for tours by Cliff Richard, The Shadows, Aztec Camera, Thompson Twins, Culture Club and Nick Heyward.

A new addition to Fusion's tour side is the development of its customised merchandising stall which consists of counters, display stand, lighting rig and canopy which is custom-printed with the band's logo.

On the retail front, Fusion has completed a distribution deal with IDS for the exclusive distribution of Fusion's contracted artists' tour T-shirts as well as a range specially designed for the retail market.

"These shirts will be sold by the IDS salesmen alongside their new release albums," says Abbott. "Full marketing and point of sale material will be available for the retailers stocking our T-shirts. This operation will be sister company Fusion Two."

**Fusion Merchandising**, Unit 2A, Farm Lane Trading Centre, 101 Farm Lane, London SWW6 1QJ. Telephone: 01-381 4414.

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OVERSEAS ENQUIRIES WELCOME

## Concert Publishing

CONCERT PUBLISHING has added Robert Plant, Wham! and David Sylvian to the list of artists they have worked with which includes Slade, 10cc, George Benson, Whitesnake, Saxon, Rush, Dr Hook and Elkie Brooks. One of their major projects last year was the Monsters of Rock Festival at Castle Donington.

The company is based in London, and from there co-ordinates worldwide trade in merchandising — covering Europe, the US, Australia and

Japan. They have handled the merchandising for US tours by such artists as Robert Plant, Elvis Costello, The Animals, Eddy Grant and The Kinks.

Apart from their on-the-road service, Concert Publishing also runs a mail-order operation, advertising in the consumer music press, and has a retail outlet at 160 Liverpool Road, London N1. Sales also go through other retail outlets in the US and the UK with which Concert Publishing has sub-licensing contracts.

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

On the book publishing front, Concert Publishing has two titles to date, the *Japan Sons of Pioneers* book with



pictures by Fin Costello and the Gary Numan Warriors Tour Photobook.

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

**Concert Publishing**, 166-198 Liverpool Road, London N1. Telephone: 01-607 9166.

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## de Graff

QUALITY AND prompt delivery are two of the bywords of de Graff, the company that has supplied millions of badges for launches, promotions and product awareness.

But de Graff can provide more than just badges. "Whether it's 1m PVC wallets, 100,000 gold-plated pendants or just two printed T-shirts, we can provide," says Bob Adam-berry of de Graff.

Details from Bob or Jane on 01-486 5231.



## Event Merchandising

EVENT, WHICH for some considerable time has been covering the widest possible spectrum of ideas and products in its various merchandising enterprises, has concluded a deal with Private Stock, a division of Campari, which will result, says Martin Goldsmith, in the launch of "a fantastic range of clothes".

"Our aim for 1984," he says, "is to establish Event as the leading merchandising company in the fields of fashion, concert and promotional merchandising."

"We will be launching a very exciting fresh range of fashion clothing — including jackets, knitwear and jogging suits, manufactured by Private Stock on a representational basis."

"Music and fashion go hand-in-glove. Our aim is to get away from the basic T-shirt/sweat shirt concept and come up with new ideas that link fashion with music."

"We are also looking for sponsorship and promotional tie-ups with Private Stock for on-the-road and advertising promotions with both established and new acts."

Event also supplies merchandising for the film and theatre world. It has worked on releases such as *The Pink Panther*, *The Hunger*, *Privates On Parade*, *Flashdance* and is currently involved in preparing a big campaign for *Footloose*, the follow-up to *Flashdance*.

"We are also looking forward to handling more promotion and advertising for video companies," adds Goldsmith. "We will soon be starting an advertising campaign to promote our company's image in conjunction with Private Stock."

**Event Merchandising**, 199 Queens Crescent, London NW5 4DS. Telephone: 01-485 3333/4.

# MERCHANDISING Concessions

CONCESSIONS' MAIN objectives continue to be to establish the US principle of concession selling within the UK and Europe, and to produce high quality, stylish merchandise while remaining competitive.

Over the past few years the company — formed in 1979 by Paul Pike and Mick Worwood — has acted on behalf of Wembley Stadium and Arena as their official concessionaires.

"Our job as concessionaires is to improve the selling image of venues, maintaining selling staff and full accounting systems after each show or series for the act or its representative, while maximising merchandise sales levels," said a spokesman.

Concessions' biggest project of last year was the David Bowie Serious Moonlight tour, including the dates at Wembley and Milton Keynes.

Sponsorship co-ordination is another important area of activity for Concessions: "We aim to put together an individual package to suit both corporate company and band. We have successfully linked Levis with both David Bowie and Roxy Music, Maxell Tapes with Japan, Kids From From with Dr Pepper (Britvic) and Sony with Duran Duran."

CONCESSIONS, 513 Fulham Road, London SW6 1HH. Telephone: 01-381 4777.

## Great Southern Mason's Music

GREAT SOUTHERN (UK) is a new name to the European merchandising business, though it draws on a great deal of experience in Europe and North America.

The company is a joint venture of the British-based Smallwood-Taylor Group and the Great Southern Co Inc of Georgia, USA.

Great Southern has been active for many years as tour merchandisers and has a solid roster of acts in the US including Duran Duran, Iron Maiden, Billy Joel, Judas Priest and ZZ Top.

The company has toured extensively in Europe and as a result has set up its own European division which, among other things, is pioneering the use of on-the-road computers for stock control and accounting to enable fast and accurate returns.

Great Southern is also a sister company of Sanctuary Merchandising (see p.31).

MASON'S MUSIC is a wholesaling pop merchandise company, supplying record retailers throughout the UK and abroad. Established now for six years, Mason's purchases product from all bona fide UK manufacturers.

"Our current range of product," says Mason's proprietor Alan Esdaile, "covers pop badges, patches, key-rings, ties, studded goods, scarves, T-shirts and calendars. We are also the exclusive distributors to record shops of pop poster magazines for SB Publishing.



## Mister Tee

mister tee promotions

MISTER TEE Promotions of Kidderminster offers a wide range of "profitable merchandise", including leather belts, wristbands and studded items.

The company will also undertake custom manufacturing, work on badges, key-rings and similar items. Clients to date have included The Maisonnettes, UB40 and other well-known groups.

A range of licensed patches, transfer T-shirts and related products is also offered.

Mister Tee Promotions, 66 Blackwell St, Kidderminster, Worcs. DY10 2EL. Telephone: (0562) 68457.

## PK Arts

PK ARTS can process the manufacture and application of any type of motif (ranging from transfer and screen print to embroidery) onto a full range of promotional merchandise.

Design, artwork and camera processing are all in-house facilities.

Director Sarwan Cheema says: "We believe we are unique in our ability to supply British T-shirts and sweat shirts which are manufactured entirely within the group, thus enabling us to supply garments to any specification, style and colour in the shortest possible lead times.

"PK clients pay no more for British garments, screens, origination, special inks or small orders. The same also goes for print colour change, half-tones, special ink colour match and printing onto dark colour shirts."

PK's range that can be supplied and printed on includes sports tops, jackets, tracksuits and acrylic and lambswool sweaters (which can also be embroidered), bags, key-fobs, pens, lighters, balloons, badges and sunstrips. Also included are a wide variety of advertising and business gifts.

"We can now offer many special effects," adds Cheema. "From embossed and flock to glitter, metallic and luminous. We are constantly exploring new techniques for the benefit of those clients in search of extra visual impact."

PK Arts, 26 Stokes Croft, Bristol BS1 3QD. Telephone: Bristol (0272) 41788.

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TEL No. ....

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**A. T-SHIRT ONLY**  
FROM COMPLETE MAILING ADDRESS  
PLEASE PRINT CLEARLY AND IN BLOCK LETTERS  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**B. T-SHIRT**  
IN ORDERING WITH THE LABEL ON THE T-SHIRT, YOU WILL RECEIVE THE T-SHIRT AND A FREE COPY OF THE STIFF ISLAND MAIL ORDER FORM.

**B3. SWEAT SHIRT**  
IN ORDERING WITH THE LABEL ON THE SWEAT SHIRT, YOU WILL RECEIVE THE SWEAT SHIRT AND A FREE COPY OF THE STIFF ISLAND MAIL ORDER FORM.

**C. FRAMED BADGE**  
FRAMED, TOP QUALITY BADGE.  
PLEASE PRINT CLEARLY AND IN BLOCK LETTERS  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**D. BUTTON BADGE**  
PLEASE PRINT CLEARLY AND IN BLOCK LETTERS  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**A. KIDS T-SHIRT**  
SMALL MEDIUM LARGE  
AGE 5-6 7-8 9-10  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**B. KIDS T-SHIRT**  
SMALL MEDIUM LARGE  
AGE 11-12 13-14 15-16  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**B3. KIDS SWEAT SHIRT**  
SMALL MEDIUM LARGE  
AGE 11-12 13-14 15-16  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**A. ADULT T-SHIRT**  
SMALL MEDIUM LARGE  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**B. ADULT T-SHIRT**  
SMALL MEDIUM LARGE  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**B3. ADULT SWEAT SHIRT**  
SMALL MEDIUM LARGE  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**C. FRAMED BADGE**  
FRAMED, TOP QUALITY BADGE.  
PLEASE PRINT CLEARLY AND IN BLOCK LETTERS  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

**D. SET OF 7 BUTTON BADGES**  
PLEASE PRINT CLEARLY AND IN BLOCK LETTERS  
NAME .....  
ADDRESS .....  
CITY .....  
POSTAL CODE .....

FOR ORDERS OF MORE THAN ONE ITEM PLEASE ADD 30p Post Free for each item.

NAME .....  
ADDRESS .....

POST CODE .....

ALBUM INSERTIONS, such as the one for the Thompson Twins' latest LP, Into The Gap, are becoming increasingly popular — this was for Fusion Merchandising product. Some companies keep the merchandising "in-house", notably Stiff whose insert (left) is for the latest Madness album, Keep Moving.



# MERCHANDISING

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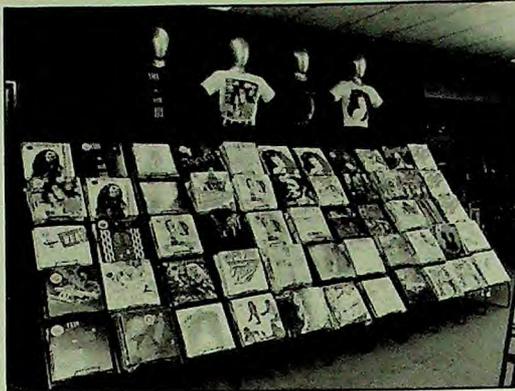
CALL MARTIN GOLDSMITH OR MIKE SMITH FOR FURTHER INFO

**Event Merchandising Limited**

199 Queens Crescent, LONDON NW5 4DS.  
Tel: (01) 485 3333/4 or (01) 267 3171  
Telex 892031 TWC G

## Outer Limits

RIGHT: Not an album display, but a T-shirt display unit supplied to a Virgin record store by Outer Limits.



NOW ESTABLISHED over five years, Outer Limits believes it has consolidated its position as the UK market leader supplying a range of over 400 different licensed pop T-shirts to record stores and other retail outlets.

They now service the entire HMV, Virgin, Music Market (Banbury) Ames and Revolver chains and hundreds of indie shops (with consistent high percentage fills of orders), and are picking up new accounts at an incredible rate.

Outer Limits' John McIsaac says: "We sold around 1/2m shirts through UK shops alone in 1983 and our turnover this spring is already well ahead of last year, as more and more shops are now recognising the extra profit which can be generated from selling T-shirts as well as records.

"Shops like HMV and Virgin have helped us blaze the trail in proving that T-shirts are not just summer garments but sell well all year round, as interest in new designs is maintained by the artists' record release schedules, tours etc. In the past we have encountered some competition from non-licensed manufacturers supplying cheap inferior imitations, without the approval of the groups and with consequent lack of quality control.

"However, legal action from the licence holders has been effective in stemming the flood last year, and we expect that further action in

1984 will help to tighten up this area and ensure that only high quality official merchandise is offered to the public."

Outer Limits' telesaes department also collects feedback from buyers, which is passed on to the manufacturers so the designs available are up to the minute, and readily saleable. Manufacturers going through this distributor are expected to have a finger on the pulse of fans' preferences, and to be fully aware of LP releases, tours etc which affect the commercial success of a pop T-shirt.

There is no minimum order, but there is a carriage charge of four per cent of value of order - and there is a minimum carriage charge. Despatch is via Courier Express within 48 hours.

Current top sellers from Outer Limits include Marilyn, The Alarm, Billy Bragg, Simple Minds, Big Country, Culture Club, Duran Duran and David Bowie. The company distributes the entire Mobile Merchandising and Acme ranges, and other officially licensed designs.

One trend they have noticed recently is that of manufacturers and groups getting into the design of a T-shirt much earlier in the artists' career than used to be the case. As a result it is likely that some bands have Outer Limits to thank for lending a hand in breaking them, by selling their image before they hit the big time.

Outer Limits: John McIsaac, 01-439 2306 or 734 4101.

## Picture Sales

PICTURE SALES - as the name suggests - specialises in photographs, posters and calendars of pop/rock stars - two of which one are reproduced below.

On the picture front, Picture Sales has been enjoying success with photos mounted in small plastic frames which wholesale for around 60p a time and retail for between £1.00 and £1.25. This autumn, Picture Sales will once again be releasing a range of pop/rock calendars - their most successful of these to date has, not surprisingly, been Michael Jackson.

Picture Sales, f24 Acton Workshops, School Road, London NW10. Telephone: 01-961 4292.



## Red Moon

RED MOON, which works closely in conjunction with Picture Sales, wholesales just about everything in the merchandising paraphernalia line - to designers, merchandisers, retailers and overseas.

Director Bob Moon welcomes calls from retailers and also from artists and labels wanting merchandising - since the custom merchandising side is run parallel to the retail supply side of the business. The company has its own delivery van service.

Red Moon Merchandising, 1st Floor, 21 Berwick Street, London W1. Tel: 01-439 7420.

## Yours Truly

YOURS TRULY Merchandising, which has been trading as such for around 12 months, aims - through its dealings and connections with fan clubs - to provide a "personal communications vessel between the artists and their fans".

"We are not in the business of just producing and selling T-shirts and sweat shirts," says Martin Levett. "Our main occupation is to create communication, and through our fully-computerised services, we can provide our customers with an international facility."

Yours Truly, PO Box 17, Ilford, Essex, IG4 5BD.

ABBA ALTERED IMAGES  
ACCEPT BUCKS FIZZ  
BLONDIE DEPECHE M  
ODE DEXY NIGHT  
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ANITA BAKER VIRON  
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ATLANTA ME  
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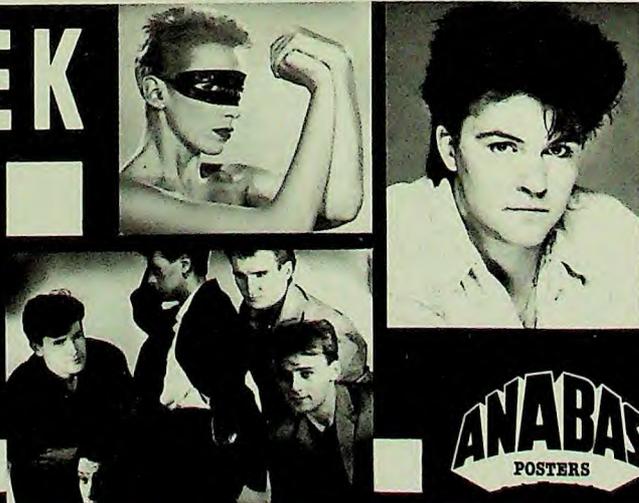
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POSTERS

# MERCHANDISING

## Sanctuary

SANCTUARY MERCHANDISING is a member of the Smallwood-Taylor Group of companies, managers of successful heavy rock group Iron Maiden.

The company was formed in September 1982 originally to solely handle the merchandising activities of Iron Maiden. "However," says Sanctuary's Paul Raxworthy, "it soon became apparent that there was a need for a professional company offering a service to bands exclusively in the areas of mail order merchandising, fan club administration and third party licensing."

In the short period it has been operating, Sanctuary has greatly increased its roster of acts, now representing Iron Maiden, Judas Priest, Kiss, Rainbow, Saxon, Blackfoot, Molly Hatchet, Motley Crue and Samson.

"Third party licensing is our mainstay now," says Raxworthy, "but we are now expanding more into the touring side. With our sister company in the US, we can offer a worldwide service. We will be doing Uriah Heep's World tour which starts in Australia and Indonesia in March."



Sanctuary also does a considerable amount of work for record company promotions, providing the more unusual fashion styles as well as the regular T-shirts and sweat shirts.

Sanctuary Merchandising, 22 Danbury Street, London N1 8JU. Telephone: (01) 354 2874.

AFTER ANOTHER "extremely successful year of business", Tradewinds Merchandising has expanded its range to include bags, umbrellas, hats, jackets, shirts, printed cloth badges and transfers, while still offering a comprehensive selection of T-shirts and sweat shirts from the UK, the Continent and the US.

All the work is done in-house which ensures strict quality

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Merchandising Company Limited

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EXPORT ENQUIRIES WELCOME  
WE ALSO HAVE A VAN SALES  
CONTACT 439 7420

## Unique



UNIQUE, WHICH has been in business now for seven years, is a company that provides a full range of promotional clothing and leisure-wear to all areas of the leisure industry. Embroidered knitwear, jackets, caps and hats, bags, umbrellas as well as the usual run of sweat shirts and T-shirts can be provided by Unique.

"Basically," says director Graham Wood, "we can provide as much or as little as the client needs, and in whatever quantities. We do a lot of work for record companies indirectly through agencies — but we are always happy to hear directly from record companies."

One of Unique's biggest clients is Spotlight Publications, for which, among other promotions, was the recent T-shirt offer for Kerrang! (illustrated).

Another area that Unique is very active in is inserting iron-on transfers in album sleeves, an area being used more by record companies since the "elimination" of freebies some months ago by the BPI.

Unique, 2 Stephenson Road, Gorse Lane Industrial Estate, Clacton-On-Sea, Essex. Telephone: 0255-433255.

control and prompt delivery from receipt of artwork, within five days.

Tradewinds will work to a specific brief, or will provide ideas to fit a budget. Requests are sometimes a shade bizarre, for instance they recently supplied a client with thousands of inflatable lips.

Complete clothing packages and items of related merchandise are a speciality, from design stage through to mail-order redemption.

Tradewinds' maxim is to offer clients "the complete merchandising package".

Tradewinds Merchandising Company, Wenlock Basin, Wharf Road, London W1 7RX. Telephone: 01-253 4138.

## PROMOTIONAL CLOTHING

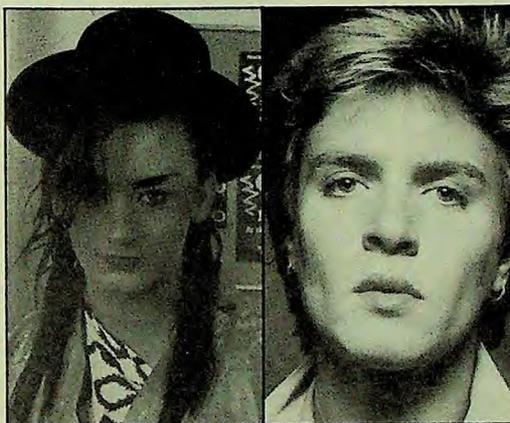
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Triumph	Venom	Kinks	Vardis
Wham!	Dio	Anvil	Paul McCartney
Kajagoogoo	Robert Plant	Bananarama	
Slade	Judas Priest	(by arrangement with The Concert Publishing Co.)	

(by arrangement with Sanctuary Merchandising Ltd)

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Farm Lane Trading Centre,  
101 Farm Lane,  
London SW6 1QJ.  
MERCHANDISING LTD.

# 1984

Supplying merchandise and promotional goods to the record and video industry worldwide.

## STOP PRESS

Fusion Two signed with IDS an exclusive retail distribution deal for a selection of their Tour T-shirts and specially designed shirts for the retail market.

**DISCO**

Edited by **BARRY LAZELL**

# Dance coup for independent distributors

WHILE ROCKWELL'S *Somebody's Watching Me* unsurprisingly eases into the top slot this week on the disco/dance singles chart, the record which is now making a real play for that position, racing from number nine to two is *Street Dance* by *Break Machine* on *Record Shack*.

If, as seems quite feasible from its current percentage sales increase, this hits number one next week, it will be the first record to top the disco chart on an indie label with totally independent distribution.

In a field traditionally dominated by the majors and major-distributed specialist labels, this is no mean feat for *Record Shack*, and *IDS*, and certainly a tribute to the commercial strength of this debut release by the vocalising break-dance team from New York.

The biggest leap into the Top 10 comes from *Virgin's* *Loose Ends* with *Tell Me What You Want*, as strongly tipped here last week, while an even bigger move just outside the 20 brings *Christine Lewin's* early revival of *Mtume's* *Juicy Fruit* spectacularly from 49 to 21.

On the new *Kufe* label, this is a further triumph for independent distribution in the shape of *Pinnacle*, which has pushed itself consciously and very firmly into the dance field

this year, with a high profile and concentrated promotion for a well-chosen batch of strong releases.

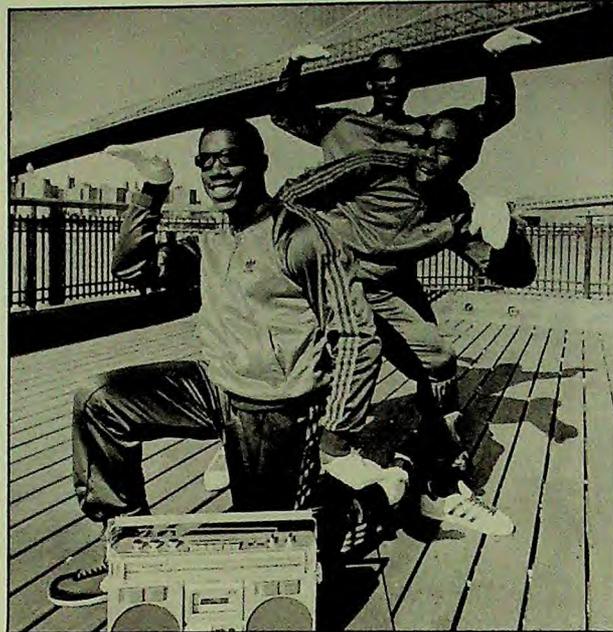
*Pinnacle's* other current major success, *Tony Cook's* *On The Floor* (*Rock It*), on the *Half Moon* label, is up to 11 this week — and *IDS* too has another strong contender at 12, all the way up from 29 in the commercial form of the *Status IV* with *Lovin' You*, on *Design Communications*.

*MCA*, which has been without a sizeable dance hit for a while after a flurry of activity last year, will be breathing a sigh of relief at the very strong re-entry at 26 by *Lefturno's* *Out Of Sight*, which previously enjoyed a three-week run further down the lists as an import.

The next two weeks should reveal whether that relatively long run of specialist success prior to UK release has knocked too much of the stuffing out of the record, in the sense that the "hard core" will certainly all have it by now.

However, *Lefturno* remains a very strong dancefloor item in DJ charts, and is clearly still getting good exposure, so the indications for a solid chart run look good.

All set to be an eyebrow-raiser as it debuts on the singles chart at 36 is *Mel Brooks' To Be Or Not To Be*



*BREAK MACHINE: hot contenders for top chart position.*

(*The Hitler Rap*), which of course comes from his highly-publicised (mostly self-publicised) new movie. But although his record tie-up with *Island* is new, *Brooks* is actually no stranger to the disco charts, having scored strongly with his similar *I Want To Be King* rap, from the film *History Of The World, Part I*, two or three years ago.

Far from being an incongruous sound, the New York dance beat and rap idiom and *Brooks'* (calculatedly) tasteless hilarious lyrics go hand-in-glove on these records.

The appeal of *To Be Or Not To Be* is no more incongruous or unexpected than *Roland Rat's* recent *Rap*, which was huge both on dancefloors and in the pop charts.

To keep right in the spirit of the genre, *Brooks* (or possibly a cleverly-edited stand-in) also does an energetic bit of on-screen break dancing during the movie performance of the rap — it can be spotted in the widely televised clip from the film, which is serving the record admirably in promotional terms, in lieu of a specifically-created video.

# Energy alert

AS MORE and more examples of *Hi-NRG* disco music cross over not only to the disco/dance mainstream, but also almost as quickly into the pop charts, it is becoming clear that the genre has expanded in appeal far beyond the gay club fraternity which has nurtured it up until now.

By the same token, the *Hi-NRG* sales charts now bear closer scrutiny than ever before as an early-warning area for potential crossovers. We have featured the Top 10 of the sales chart compiled by *Record Shack* from its over-the-counter and mail-order sales for some time now, albeit intermittently.

Since the chart is actually compiled fortnightly, it will be highlighted as frequently as possible during 1984 while this genre continues to grab an increasing share of the overall dance market.

Any grumbles that the chart reflects an obvious bias towards *Shack's* own releases is somewhat unfair; via *Miquel Brown* and *Earlene Bentley*, the label clearly does have the two best-selling *Hi-NRG* singles of the moment, and sales from other sources will confirm this. The current Top 10 reads as follows:

- 1 (1) **HE'S A SAINT, HE'S A SINNER**, Miquel Brown (*Record Shack*)
- 2 (4) **I'M LIVING MY OWN LIFE**, Earlene Bentley (*Record Shack*)
- 3 (5) **COUNTDOWN (HERE I COME)**, Kofi & The Lovetones (*Electricity*)
- 4 (-) **THE MAN'S SO REAL**, Mimi (*Challenge*)
- 5 (-) **ROCKET TO YOUR HEART**, Lisa (*BMC import*)
- 6 (2) **LOVE ON THE ROCKS**, Lama (*Carrere*)
- 7 (-) **WHERE IS MY MAN**, Eartha Kitt (*Record Shack*)
- 8 (-) **IN ORBIT**, Yvonne Gidden (*Electricity*)
- 9 (-) **LOVE TRAP**, Astaire (*Passion*)
- 10 (-) **BRING ON THE MEN**, Wow (*MEM import*)

Records fast approaching the Top 10 include *Coming Out Of Hiding* by *Pamela Stanley* (*TSR import*); *Strangers In The Night* from *Baumann* (*Arista*); and *Touch And Go* by *Carol Jiani* (*Streetwave*). The single by *Lama* at number six has actually been selling thus far as an imported Italian 12-inch, following initial exposure on a *US Disconnect* album. However, the record has now been grabbed for the UK by *Carrere* (*CART 309*) and is being rushed imminently on a three-track 12-inch containing the original *Love On The Rocks*, plus vocal and instrumental remixes.

## True Brit

TWO BRAND-NEW home-grown releases well worth specialist attention come from *TC Curtis* who has returned with a very *D-Train* (and commercial) sounding *Dance To The Beat*, which is currently available through specialist wholesalers such as *Greyhound* and *Soto* sound as a semi-promo 12-inch on *TC's* own *Hot Melt* label.

Several majors are, however, currently talking about picking up the release rights, so its status may well have changed to something more permanent by the time you read this. For the moment, the catalogue number is *TC 002*.

Meanwhile, over on the *Polo* label there re-emerges *Spencer Jones*, who previously found success on *Elite* with *How High*. His new release is *Head Over Heels* (*POL 31*) — not to be confused with the *Galaxy* track of the same title, but a new song co-written and produced (surprisingly) by *Mike Leander*. The 12-inch mix was done for *Polo* by *Joey Carvello*, an American DJ who was voted *Billboard's* *Jock Of The Year* in 1979. Distribution via *PRT*.

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(MEDLEY)

## LET'S GROOVE

(MEDLEY)

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- 1 PATTI AUSTIN: Its Gonna Be Special (*Import-Qwest*)
- 2 SHARON BENSON: In Your Eyes (*Starlite*)
- 3 CAMEO: She's Strange (*Import-Atlanta Artists*)
- 4 CLOCKWORK: I'm Your Candy Girl (*Import-Private I*)
- 5 DAMARIS: What About My Love (*CBS*)
- 6 JENNIFER HOLLIDAY: Heartstrings (B side) (*Geffen*)
- 7 THE JONES GIRLS: Keep It Comin' (*Import-Phil International*)
- 8 LIONEL RICHIE: Hello (*Motown*)
- 9 SOUL AFFAIR: ABC (*Rooster*)
- 10 MAVIS STAPLES: Love Gone Bad (*Import-PhonoRecords*)

As featured on *The Tony Blackburn Programme* — Radio London 9am-12 noon weekdays

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DR. JOHN: 'Jet Set'

James Hamilton  
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DISCO and dance



TOP · SINGLES

TOP · ALBUMS

THIS WEEK  
LAST WEEK  
WEEKS ON CHART

THIS WEEK  
LAST WEEK  
WEEKS ON CHART

1	2	4	<b>SOMEBODY'S WATCHING ME</b> Rockwell Motown TMG(T) 1323 (R)
2	9	5	<b>STREET DANCE</b> Break Machine Record Shack SOHO(T) 13 (IDS)
3	1	11	<b>HOLIDAY</b> Madonna Sire W9405(T) (W)
4	4	13	<b>LET THE MUSIC PLAY</b> Shannon Club/Phonogram LET 1(12) (F)
5	3	5	<b>SPICE OF LIFE</b> The Manhattan Transfer Atlantic A9728(T) (W)
6	8	3	<b>JOANNA/TONIGHT</b> Kool & The Gang De-Lite/Phonogram DE(X) 16 (F)
7	6	4	<b>YAH MO B THERE</b> James Ingram (with Michael McDonald) Qwest W9394 (T) (W)
8	14	11	<b>A NIGHT IN NEW YORK</b> Elbow Bones & The Racketeers EMI America (12)EA 165 (E)
9	34	2	<b>TELL ME WHAT YOU WANT</b> Loose Ends Virgin VS 658(12) (E)
10	12	3	<b>LLOLIPOP LUV</b> Bryan Loren Virgin VS 653(12) (E)
11	13	3	<b>ON THE FLOOR (ROCK-IT)</b> Tony Cook And The Party People Half Moon HM(T)1134 (P)
12	29	4	<b>LOVIN' YOU</b> Status IV Design Communications DES(T) 8 (IDS)
13	5	5	<b>DON'T KNOCK IT (UNTIL YOU TRY IT)</b> Bobby Nunn Motown TMG(T) 1331 (R)
14	10	7	<b>SHARE THE NIGHT</b> World Premiere Epic (T)A4133 (C)
15	7	5	<b>JOYS OF LIFE</b> David Joseph Island (12)IS 153 (E)
16	11	9	<b>ANOTHER MAN</b> Barbara Mason Streetwave/Arista/West End (MIKHAN 3 (A)
17	21	5	<b>HYPERACTIVE!</b> Thomas Dolby Parlophone Odeon (12)R 6065 (E)
18	18	4	<b>HOT FOR ROCKING</b> West End S. O. U. N. D. SNDS 2(X) (P)
19	16	9	<b>I AM WHAT I AM</b> Gloria Gaynor Chrysalis CHS(12)2765 (F)
20	22	3	<b>EVERGREEN/JEALOUS LOVE</b> Hazzel Dean Proto ENA(T) 114 (A)
21	49	2	<b>JUICY FRUIT</b> Christine Léwin Kute Records EB 002 (P)
22	15	6	<b>SIXTEEN</b> Musical Youth MCA YOU(T) 7 (C)
23	20	6	<b>TENDER TOUCH</b> Cargo Korova KOW 33 (T) (W)
24	41	7	<b>BIG APPLE NOISE</b> Trans-Lux Malaco MAL12(18) (A)
25	17	5	<b>DIN DAA DAA (TROMMELTANZ)</b> George Kranz Fourth & Broadway/Island (12) BRW 2 (E)

26	NEW	<b>OUT OF SIGHT</b> Lefturno (vocals by Julie Neudow) MCA(T) 874 (C)	
27	NEW	<b>BREAKIN' DOWN (SUGAR SAMBA)</b> Julia And Company London/DYSC LON(X) 46 (F)	
28	23	3	<b>MIDNIGHT SUN</b> Mezzoforte Steinar(12)15 (P)
29	26	3	<b>ORGANIZE (RE-MIX)/WRAP YOURSELF</b> David Grant GRAN(X) 5 (F)
30	NEW	<b>RENEGADES OF FUNK</b> Afrika Bambaataa & The Soul Sonic Force Tommy Boy AFR(X) 1 (F)	
31	36	2	<b>HEY DJ</b> World's Famous Supreme Team Charisma/Virgin TEAM 1(12) (E)
32	31	14	<b>WHITE LINES (DON'T DON'T DO IT)</b> Grandmaster & Melle Mel Sugar Hill SH(L) 130 (A)
33	19	3	<b>THE POLITICS OF DANCING</b> Re-Flex EMI (12) FLEX 2 (E)
34	24	3	<b>BACKFIELD IN MOTION</b> J.B.'s All Stars RCA Victor RCA(T) 384 (R)
35	30	4	<b>YOU'RE A WINNER</b> Sharon Redd Prelude (T)A 4127 (C)
36	NEW	<b>TO BE OR NOT TO BE (THE HITLER RAP)</b> Mel Brooks Island 12IS 158 (E)	
37	25	3	<b>EBONY EYES</b> Rick James and Friend Gordy TMG(T) 1327 (R)
38	NEW	<b>HE'S A SAINT, HE'S A SINNER</b> Miquel Brown Record Shack SOHO(T) 15 (IDS)	
39	32	10	<b>AL-NAAFIYSH (THE SOUL)</b> Hashim Streetwave - (MKHAN 4) (A)
40	NEW	<b>YOUR LOVE IS KING</b> Sade Epic (T)A4137 (C)	
41	37	5	<b>BABY DOLL (SPECIAL US REMIX)</b> Girls Can't Help It Virgin VS 656(12) (E)
42	39	10	<b>CRAZY CUTS</b> Grandmixer D.St Celluloid/Island (12)IS 146 (E)
43	NEW	<b>IT'S ALL YOURS</b> Starpoint US Elektra 7-69751 (Import)	
44	NEW	<b>DON'T YOU WANT MY LOVIN'</b> Michael Baker Passion PASH 1223 (A)	
45	43	9	<b>SO DIFFERENT</b> Kinky Foxx Sound Of New York SNY(L) 6 (A)
46	NEW	<b>LOVE HAS FINALLY COME AT LAST</b> Womack/LaBelle Beverly Glen Music GLEN 2012 (Import)	
47	NEW	<b>I WANT IT TO BE REAL</b> John Rocca Beggars Banquet BEG 105(T) (W)	
48	NEW	<b>RUNNING WITH THE RIVER</b> Dave Roach Coda CODS 4(T) (W)	
49	27	9	<b>SERIOUS</b> Billy Griffin CBS (T)A5043 (C)
50	28	6	<b>FUTURE SHOCK</b> Herbie Hancock CBS (T)A4075 (C)

1	1	4	<b>G FORCE</b> Kenny G Arista 208 168 (F)
2	2	2	<b>POSITIVE POWER</b> Steve Arrington's Hall Of Fame Atlantic 780127-1 (W)
3	3	7	<b>BUSY BODY</b> Luther Vandross Epic EPC 25608 (C)
4	4	42	<b>THRILLER</b> Michael Jackson Epic EPC 85930 (C)
5	NEW	<b>DON'T LOOK ANY FURTHER</b> Dennis Edwards Gordy 6057 GL (Import)	
6	6	16	<b>CAN'T SLOW DOWN</b> Lionel Richie Motown STMA 8041 (R)
7	9	8	<b>STREET SOUNDS ELECTRO 2</b> Various Street Sounds ELCST 2 (A)
8	12	8	<b>IN THE HEART</b> Kool & The Gang De-Lite/Phonogram DSR 4 (F)
9	7	2	<b>MARATHON</b> Rodney Franklin US Columbia FC 38953 (Import)
10	13	9	<b>BIGGER THAN LIFE</b> Lamont Dozier Demon/Megaphone FIEND 12 (RT/I)
11	14	3	<b>PRIVATE PARTY</b> Bobby Nunn Motown 6051 ML (Import)
12	5	6	<b>LOVE WARS</b> Womack & Womack Elektra 96-0293-1 (Import)
13	NEW	<b>E.S.P. (EXTRA SEXUAL PERSUASION)</b> Millie Jackson Sire 250382-1 (W)	
14	10	3	<b>MADONNA</b> Madonna Sire 923867-1 (W)
15	NEW	<b>LOVE EXPLOSION</b> Tania Maria Concord Jazz Picante C-JP 230 (IMS)	
16	8	5	<b>LOOK INSIDE</b> Paz Paladin PALP 001 (I/P/RT)
17	17	2	<b>LET THE MUSIC PLAY</b> Shannon Club/Phonogram JAVL 1 (F)
18	11	8	<b>PORTRAIT</b> Diana Ross Telstar STAR 2238 (R)
19	21	18	<b>STREET SOUNDS ELECTRO 1</b> Various Street Sounds ELCST 1 (A)
20	16	13	<b>FEEL THE MUSIC</b> Dayton Capitol EST 712297-1 (E)
21	18	35	<b>IN YOUR EYES</b> George Benson Warner Brothers K 9237441 (W)
22	20	14	<b>OFF THE WALL</b> Michael Jackson Epic EPC 83468 (C)
23	19	9	<b>STREET SOUNDS EDITION 7</b> Various Street Sounds STSND 007 (A)
24	23	32	<b>FANTASTIC</b> Wham! Inner Vision IVL 25328 (C)
25	15	5	<b>CUTTIN' HERBIE</b> The B Boys Streetwave XKHAN 501 (A)

A NEW SINGLE from



Spencer Jones  
'Head Over Heels'

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

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# HEAVY METAL

MUSIC WEEK

## TOP · SINGLES

## TOP · ALBUMS

1	NEW	PUNCH AND JUDY, Marillion	EMI MARIL 1 (E)
2	5	JUMP, Van Halen	Warner Brothers W 9384 (W)
3	NEW	WARHEAD, Venom	Neat NEAT 38 (P)
4	NEW	RUN RUNAWAY, Slade	RCA RCA385 (R)
5	NEW	ROCK YOU LIKE A HURRICANE, Scorpions	Harvest HAR 5225 (E)
6	NEW	HOLD BACK THE NIGHT, Aldo Nova	Portrait/Epic DA 4189 (P)
7	NEW	EYES IN THE NIGHT (ARRIVE ALIVE), Pallas	Harvest PLS 1 (E)
8	NEW	SHOOTING SHARK, Blue Oyster Cult	CBS A4117 (C)
9	6	LOVE IS A BATTLEFIELD, Pat Benatar	Chrysalis CHS 2747 (F)
10	NEW	BURNING IN THE HEAT, Girlschool	Bronze BRO 176 (F)
11	7	BIRD OF PARADISE, Snowy White	Towerbell TOW 42 (A)
12	NEW	1984, Spirit	Mercury/Phonogram MER 151 (F)
13	NEW	PHOTOGRAPH, Def Leppard	Vertigo/Phonogram VER 9 (F)
14	NEW	SAILING TO AMERICA, Saxon	Carrere CAR 301 (SP)
15	NEW	ARE YOU READY, Samson	Polydor POSP 670 (F)
16	28	DEFENDER, Manowar	Music For Nations 12KUT 102 (P)
17	3	GIVE ME MORE TIME, Whitesnake	Liberty BP 422 (E)
18	1	FREEWHEEL BURNING, Judas Priest	CBS A4054 (C)
19	4	HOLD ON TO LOVE, Gary Moore	10 Records TEN 13 (E)
20	NEW	MIDNIGHT PROMISES, Mama's Boys	Spartan SP 11 (SP)
21	8	JUMP IN THE FIRE, Metallica	Music For Nations 12KUT 105 (P)
22	11	BARK AT THE MOON, Ozzy Osbourne	Epic A3915 (C)
23	18	IF I HAD BEEN THE ONE, .38 Special	A&M AM 174 (C)
24	10	FREEBIRD, Lynyrd Skynyrd	MCA 251 (C)
25	12	MY OH MY, Slade	RCA 373 (R)
26	9	MARGUERITA TIME, Status Quo	Vertigo/Phonogram QUO 14 (F)
27	21	EAT THE RICH, Tysondog	Neat NEAT 33 (P)
28	7	RAZOR'S EDGE (REMIX), Meat Loaf	Cleveland Int./Epic A4080 (C)
29	13	METAL HEALTH/CUM ON FEEL THE NOIZE, Quiet Riot	Epic A3968 (C)
30	15	A ZOO, Hawkwind	Flickknife FLEP 100 (P)

1	NEW	VICTIMS OF THE FUTURE, Gary Moore	10 Records DIX 2 (C)
2	NEW	SLIDE IT IN, Whitesnake	Liberty LBG 2400001 (E)
3	NEW	THE SENTINEL, Pallas	Harvest SHSP 2400121 (E)
4	NEW	HAIL TO ENGLAND, Manowar	Music For Nations MFN 19 (P)
5	NEW	RODS, LIVE, Rods	Music For Nations MFN 16 (P)
6	2	1984, Van Halen	Warner Brothers 923985-1 (W)
7	NEW	LIVE & LET LIVE, Twelfth Night	Music For Nations MFN 18 (P)
8	NEW	CRUSADER, Saxon	Carrere CAR 200 (SP)
9	9	PENETRATOR, Ted Nugent	Atlantic 780125-1 (W)
10	19	HELLION, Hellion	Music For Nations MFN 15 (P)
11	1	DEFENDERS OF THE FAITH, Judas Priest	CBS 25713 (C)
12	NEW	HEADING FOR A STORM, Vandenberg	Atco 790121 (W)
13	25	FISTFUL OF METAL, Anthrax	Music For Nations MFN 14 (P)
14	NEW	WHITE FLAMES, Snowy White	Towerbell TOWLP 3(A)
15	5	PYROMANIA, Def Leppard	Vertigo/Phonogram VERS 2 (F)
16	NEW	HAWKWIND, Hawkwind	Liberty SLS 1972921 (E)
17	NEW	ONCE BITTEN TWICE SHY, Shy	Ebony E115 (P)
18	NEW	OUTSIDE THE LAW, Huw Lloyd Langton	Flickknife SHARP 015 (P)
19	22	SEE YOU IN HELL, Grim Reaper	Ebony EBON 16 (P)
20	3	BALLS TO THE WALL, Accept	Portrait/Epic PRT 25791 (C)
21	NEW	PRICELESS, Lisa Price	Mirus MRD 60002 (Import)
22	10	HOLY DIVER, Dio	Vertigo/Phonogram VERS 5 (F)
23	7	ELIMINATOR, ZZ Top	Warner Brothers W 3774 (W)
24	NEW	BON JOVI, Bon Jovi	Mercury 814982/1 (Import)
25	12	SUBJECT, Aldo Nova	Portrait/Epic PRT 25482 (C)
26	4	BARK AT THE MOON, Ozzy Osbourne	Epic EPC 25739 (C)
27	NEW	TOUR DE FORCE, .38 Special	A&M AMLX 64971 (C)
28	17	THE REVOLUTION BY NIGHT, Blue Oyster Cult	CBS 25686 (C)
29	NEW	RAMPAGE, Rampage	Fastlane SL 42685
30	NEW	COSMIC FANTASY, Alien	Ultranoise NOISE 103 (Import)

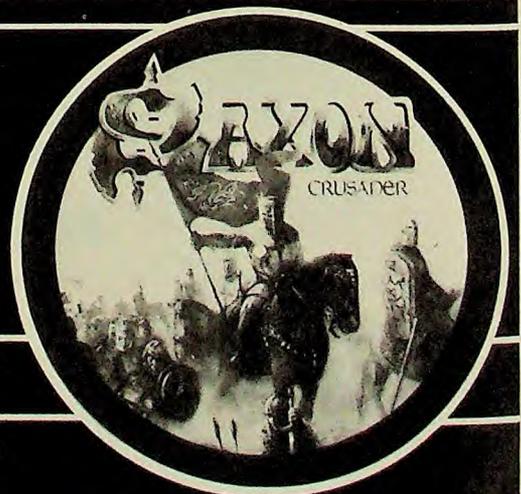


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## Thundering back

JOHNNY THUNDERS, together with Tony James, has re-mixed The Heartbreakers' 1977 LAMF album, which will be released on Jungle Records to co-incide with the re-formed original Heartbreakers' tour this month.

The album was originally released on Track Records — to much criticism of its production — and after the label went bust, became unavailable. Two extra tracks will also be featured on the LP — Can't Keep My Eyes On You and Do You Love Me. Thunder's acoustic album, Hurt Me, on the French label, New Rose, has been selling well in Europe and has gone Top 30 in Sweden.

# Rockabilly revels

NERVOUS RECORDS, the rock and roll and rockabilly specialist, is rush-releasing an album, *At My Front Door*, by Freddy Frogs, which it claims is "one of the most exciting and successful rockabilly bands in the US this year".

The LP, licensed from Off The Wall Records in New York, is a 14-track collection of the group's most requested songs and has already sold 80,000 copies in the US.

Co-inciding with the release,



NERVOUS' ROY WILLIAMS

Nervous will also be re-promoting three of its earlier album releases, *Buzz And The Flyers*, *The Delta Boogie Disease* and *Why Don't You Just Rock*.

Roy Williams (pictured) who launched Nervous with Stuart Wester, said: "We're trying to make dealers realise that rockabilly music is today's sounds, and not just another word for old rock and roll. We constantly come up against people who say that rockabilly does not sell, but that's simply because they don't stock it."



DORMANNU: stepping out in style, with a release to boot.



SURVIVAL RECORDS' Tik & Tok screened themselves live at the Virgin Megastore in Oxford Street, to help promote their single, *Screen Me I'm Yours*. The duo recently started their first headlining tour, opening at The Venue and have several TV appearances lined up to promote the single.

## Budget dub from CSA double issue

CSA RECORDS is releasing a limited-edition re-issue of two classic duo albums, *Uhuru In Dub* and *Osbourne In Dub*, shrink-wrapped together for the price of one under the collective title, *A Dub Extravaganza*.

Also new from the reggae specialist is a double A-side single featuring Yelloman and Peter Metro on a version of *The Girl Is Mine* plus Al Campbell's *Bad Boy*. The tracks were all produced by Clive Jarrett at Channel One Studios in Jamaica.

Finally, CSA releases a new, self-produced-and-penned album by Jamaican singer-songwriter Tony Tuff. Called *Render Your Heart*, the LP is the artist's third UK release to date — his previous two LPs were via Island's Grove label. Out at the same time is a version of The Stylistics' old hit *Peek-a-Boo* by Earl Sixteen, initially available on 12-inch only.

Distribution by PRT and Jetstar.

## Dancing with Dormannu

DORMANNU (above) release their second *Illuminated* Records single, *Degenerate*, at the end of March to coincide with their first series of major gigs supporting Danse Society. The tour, which began on February 23, takes in Cardiff, Manchester, London and Birmingham.

Meanwhile, still on *Illuminated*, Youth and Ben Watkins release a new LP, *The Empty Quarter*. The gatefold

package comprises most of the soundtrack to a play, *Street Captives* by Jonathan Moore, which will appear on BBC TV later this year.

Youth and Ben Watkins will play selected dates in London and New York during March. ● *Illuminated Records* is distributed by Jungle.

MORE INDIE NEWS  
ON PAGE 36

# MUSIC WEEK DIRECTORY '84

THE COMPREHENSIVE GUIDE TO THE UK MUSIC INDUSTRY

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# INDEPENDENT LABELS

## Hollywood renews Italian connection

HOLLYWOOD RECORDS is hoping to emulate the success of Renee and Renato, whose hit Save Your Love has been one of the biggest-selling UK hits of the Eighties so far, with a second "romantic couple with Italian connections", Tony and Maria.

ballad, Roses Are Red (Song Of Love), written by Hollywood boss John Edwards, who also produced the single. The B-side features Tony and Maria's version of Renee and Renato's hit last year, Just One More Kiss.

Hollywood is distributed by Pinnacle.



MARIA AND TONY: Hollywood hopes for a romantic double.

## New links for Bridge

BRIDGE RECORDS has signed a distribution deal with Pinnacle, and the first release will be a double A-side single, Madness And Lies and Lydia, by the Lara Swinburne Band. Promotional gigs include London's Marquee on March 26.

● Bridge Records, Unit 7, Bridge Works, Iver Lane, Cowley, Middlesex UB8 2JG.

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LONDON BAND The Mockers have their first single, You're A Mocker, released on the Dead Dog label, distributed by PRT. A promotion video has been receiving exposure on Satellite TV's Sky Channel.

● Dead Dog Records is based at Progress, Benbow Moorings, Cowley, Middlesex (0895 55423).

## 'New' Hawkwind on four-track EP

FOUR PREVIOUSLY unavailable Hawkwind tracks are released on a new Flicknife Records EP, Night Of The Hawks: The Earth Ritual Preview, which is available in two formats.

The first, on 12-inch, has Night Of The Hawks on the A-side, with Lemmy guesting on bass and vocals, with Green Finned Demon, Dream Dancers and Dragons And Fables on the B-side, while the 7-inch single will have a different mix of the A-side, coupled with Green Finned Demon. Distribution through Pinnacle.



JONATHAN ERIC, head of A&R at Loose Records, is pictured breaking off from an international call to clarify a point on the contract that Pete Bite recently signed with the indie label.

Bite's first single, One More Bite Of My Heart, is released by Loose this month. Bite also wrote the new John Howard single, Nothing More To Say, which is released by Loose this week. Both are distributed by Pinnacle.



ANDY SCOTT (above right) guitarist with the Seventies hit band Sweet, has signed to Statik Records and his first single, Krugerrands, co-written with Chris Bradford, was released recently. A new single is scheduled for May, with an album following later in the year. Among Sweet's major hits were Ballroom Blitz, Fox On The Run and Oxygen.

## Tracking...

FORMER WHITESNAKE man Bernie Marsden has signed a deal with Music For Nations for his new band, Alaska, who are currently recording a single, Need Your Love, rush-released later this month to tie in with tour dates.

THE ENID have signed a distribution deal with Pinnacle which means that their six albums will be available in shops for the first time in six years. Also planned is the re-release of their first LP, In The Region Of The Summer Stars, plus a new album, The Spell.

HERMAN'S VISIONS, who recently supported Gil Scott Heron, release their first single, Party, on their own label. The single is available in 7- and 12-inch formats and is distributed by Pinnacle.

CAMBRA RECORDS, which normally specialises in budget 2LP sets, has released a single, Aerobic Affair by Rudy and Rhonda and The Sweat Band. Distribution through IDS.

ALIEN SEX FIEND release their third single, a double A-side, RIP/New Christian Music, on Anagram, available in a poster bag, and also as a 10-inch limited edition featuring live versions of New Christian Music and Craze.

MMG'S THUNDERBOLT label has signed heavy rock band Heretic and their first release will be a 12-inch EP, Burnt At The Stake.

GOTHIQUE RELEASE a "cassette mini-album", Kristiana, on Gee Records, to co-incide with a club and university tour in March.

LIAISON, who appear at The Marquee on March 23 have a new single, Only Heaven Knows/Ease The Pain Away, on their own Liaison label. The tracks were previously only available on cassette. Distribution is being finalised.

DUMPY'S RUSTY NUTS release their debut LP, Somewhere In England (Live At The Marquee), on Landslide Records, and have live dates lined up to co-incide.

REGGAE REGULARS, who were the debut signing for the Greensleeves label back in 1977, have reformed and released a 10-track album, Ghetto Rock. The title track is being issued as a 12-inch single — the band will be touring the UK in May.

REFLEX RECORDS' first release via Rough Trade is a 12-inch single, My Mother The War/Planned Obsolescence/National Education Week, by The 10,000 Maniacs. The debut LP from And Also The Trees, produced by Lol Tolhurst of The Cure, is released by Reflex on March 9.

GRADUATE RECORDS is re-issuing all its back-catalogue singles (both 7 and 12-inch) and they will include the first hits by UB40 as well as other collectors items. Latest signing to the label is Derby band, Whizz For Atoms, whose first single, That Sinking Feeling, has been produced by Bob Lamb.

DISC O'DELL of Y Records/New York Connexion has started a new production company, Disconnection Productions, and is joined in the venture by former EMI engineer Ian Caple. Current projects include Anglo-German trio, U-Bahnix, and UK band Disconnection.

SOUTH LONDON band Shadowboys release their first single, Waiting For Tomorrow/Out Of Reach, on the Pete-nik label. The double A-side has been produced by Bill Gill who has also worked with Talking Heads, The Tourists and Stiff Little Fingers. The band are well-known on the London gig circuit, having played all the major pub venues.

● Pete-nik Records, Anstiebury, Coldharbour, Dorking, Surrey (0306-712105).

C CAT TRANCE release a new 12-inch single, Dreams Of Leaving, on Ink Records, the first issue since their mini-LP last year. They are currently recording a full-length album.

THE MAGNUM MUSIC group's Thunderbolt label is releasing a special 12-inch EP, featuring four early tracks recorded by heavy metal band Samson. The 12-inch EP, Mr Rock And Roll, features the first two singles issued by the band, originally released on the Laser label.

BATCAVE CLUB favourites Ausgang have signed to Criminal Damage Records who release their debut four-track 12-inch EP, The Teachings Of Web, this week via the Cartel and Jungle.

A video has been made of one of the EP tracks, Weight, and is available to "all lovers of gore" free, if they send a blank video cassette (VHS or BETA) plus a large SAE to Ausgang, Block 2, Flat 3, Pixhall Walk, Castle Vale, Birmingham. Destructors V have a 7-inch EP, TV Eye, released by Criminal Damage this week too, and live dates are currently being arranged to promote it.

# gLaSs MuSeUm

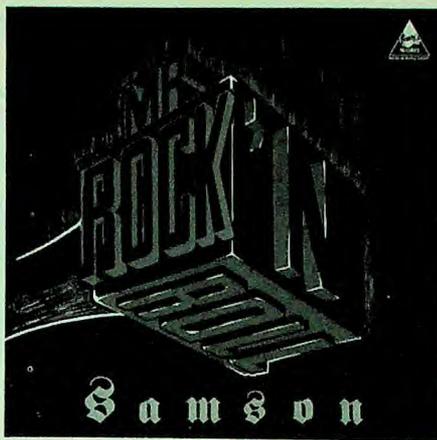
NEW SINGLE

a FrIeNd DePaRtEd

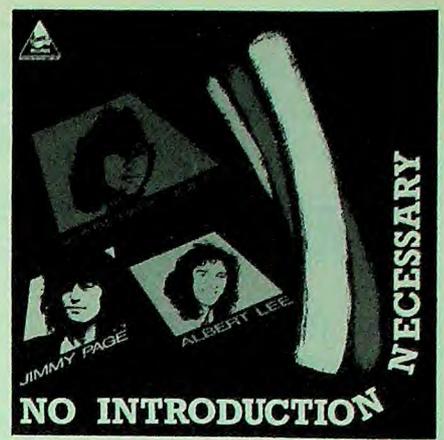
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Necessary  
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Featuring:  
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John Paul Jones,  
Nicky Hopkins,  
Albert Lee etc.



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TOP · SINGLES

# INDIES

TOP · ALBUMS

THIS WEEK  
LAST WEEK  
WEEKS ON CHART

THIS WEEK  
LAST WEEK  
WEEKS ON CHART

1	1 6	WHAT DIFFERENCE DOES IT MAKE?	The Smiths	Rough Trade RT 146 (I/RT)
2	NEW	YOU'RE ALREADY DEAD	Grass	1984 (I)
3	2 3	SNAKEDANCE	March Violets	Rebirth RB 21 (I)
4	3 4	COUP (IN THE PALACE)	23 Skidoo	Illuminated ILL 2812 (I/J)
5	5 23	SONG TO THE SIREN	This Mortal Coil	4AD AD 310 (I/P)
6	6 7	THE WORD OF THE WOMB (EP)	Hagar The Womb	Mortarhate MORT 28 (I)
7	4 17	THIS CHARMING MAN	The Smiths	Rough Trade RT 136 (RT/I)
8	9 3	ALONE SHE CRIES	Skeletal Family	Red Rhino RED 41 (I)
9	7 38	HAND IN GLOVE	The Smiths	Rough Trade RT 131 (RT/I)
10	23 2	FREIGHT TRAIN	Helen & The Horns	Thin Sliced TSR 3 (I/RT)
11	11 4	DECAPITATED	Broken Bones	Scarlet/Fallout FALL 020 (I/J)
12	8 8	NAUGHTY MIRANDA/MIRANDA	Indians In Moscow	Kennick KNK 1002 (IDS)
13	14 3	SUNBURSTS IN	Eyeball In Gaza	Cherry Red CHERRY 74 (P)
14	10 13	SUNBURST & SNOWBLIND	Cocteau Twins	4AD BAD 314 (I/P)
15	44 2	HEY BARTENDER	The Chevalier Brothers	Waterfront WFST 005 (I/PROJ/RT)
16	13 20	TEMPLE OF LOVE	Sisters Of Mercy	Merciful Release MR 27
17	NEW	A MAN'S DUTY ... A WOMAN'S PLACE	Lost Cherries	Mortarhate MORT 3 (IDS)
18	12 7	COLLAPSING NEW PEOPLE	Fad Gadget	Mute 7MUTE 030 (I/SP)
19	15 14	FACTS	Red Guitars	Self Drive SD 007 (I)
20	18 19	THE DEVIL HAS ALL THE BEST TUNES	Prefab Sprouts	Kitchenware SK 7 (I)
21	19 13	MUTINY 1983	The Birthday Party	Mute 7Mute 029 (I/SP)
22	NEW	CHAPTER 12	Modern English	4AD AD 401 (I/P)
23	20 50	BLUE MONDAY	New Order	Factory FAC 73 (I/P)
24	22 11	PRICE OF SILENCE	Discharge	Clay CLAY 29 (P)
25	27 2	SCREEN ME I'M YOURS	Tik & Tok	Survival SUR 020 (P)

26	39 2	THERE AIN'T NO SOLUTION EP	Riot Squad	Rot ASS 3 (I/Red Rhino)
27	16 17	METAL DANCE	SPK	Desire WANT 1 (IDS)
28	35 2	FLOWERS ARE IN THE SKY	Revolving Paint Dream	Creation CRE 002 (I/RT)
29	24 4	THE LAST POP SONG	1000 Mexicans	Abstract ABS 021 (P)
30	26 5	CHENKO	Red Box	Cherry Red CHERRY 73 (I/P)
31	NEW	LED TO THE SLAUGHTER	The Varukers	Riot City RIOT 29 (I/P)
32	17 5	SOME HISTORY (EP)	The Three Johns	Abstract 12ABS 022 (P)
33	33 16	LOVE WILL TEAR US APART	Joy Division	Factory FAC 23 (I/P)
34	49 2	FIFTY YEARS OF FUN	Biff Bang Pow	Creation CRE 003 (I/RT)
35	29 3	NORMAN & NARCISSUS	Trixies Big Red Motor Bike	Lobby Ludd L100001 (I)
36	32 3	DARLING DON'T LEAVE ME	Robert Gori	Mute 7 MUTE 031 (I/RT/SP)
37	34 3	VENDETTA/BERLIN WALL	The Skeptix/The Insane	White Rose BD 1 (P)
38	25 12	DANCING CHILD	Ex-Post-Facto	Probe Plus PP7 (I)
39	31 13	PUSH OUT THE BOAT	The Higsons	Waapl WAAP 4 (IDS)
40	40 22	6-TRACK EP	Bauhaus	4AD BAD 312 (I/P)
41	43 6	PRIME MOVER	Leather Nun	Obsession OBS 1 (I/J)
42	21 7	MULTI DEATH CORPORATION (EP)	MDC	Grass 121984/5 (I)
43	NEW	GRUNT CADILLAC HOTEL	Inca Babies	Black Lagoon INC 002 (I/Red Rhino)
44	28 5	MY BABY JUST CARES FOR ME (EP)	Nina Simone	Charly CYX 201 (CH)
45	30 7	GOOD TECHNOLOGY	Red Guitars	Self Drive SD 006 (I)
46	46 11	YOU'RE SO FINE/ROCK 'N' IN MY COFFIN	Guana Batz	Big Beat SW 89 (P)
47	NEW	SHE'S GOT FEVER	The Brilliant Cornets	SS 20 Records SS 21 (I/Revolver)
48	36 6	SUSPICIOUS MINDS	The Defects	ID Records EYE 2 (IDS)
49	45 17	TIME FLIES BUT AEROPLANES CRASH	Subhumans	Blurgun FISH 5 (I)
50	47 8	UGLY	Violent Femmes	Rough Trade/Slash RT 147 (RT/I)

1	NEW	THE SMITHS	The Smiths	Rough Trade ROUGH 61 (RT/I)
2	1 12	LIFE'S A RIOT WITH SPY VS SPY	Billy Bragg	Go! Discs/Utility UTIL 1 (IDS)
3	2 17	HEAD OVER HEELS	Cocteau Twins	4AD CAD 313 (I/P)
4	6 2	LIVE AT THE MARPLES	Mau Mau	Pax PAX 16 (Red Rhino/I)
5	3 5	STRATEGIEN GEGEN ARCHITEKTUR	Einsturzende Neubauten	Mute STUMM 14 (I/SP)
6	8 3	THE SPLENDOUR OF FEAR	Felt	Cherry Red M RED 57 (P)
7	4 44	HIGH LAND, HARD RAIN	Aztec Camera	Rough Trade ROUGH 47 (I/IDS)
8	5 4	THE MOVING	Raincoats	Rough Trade ROUGH 66 (I/RT)
9	7 7	IN DARKNESS, THERE IS NO CHOICE	Antisect	Spiderleg SDL 15 (I/RT)
10	9 14	SMELL OF FEMALE	Cramps	Big Beat NED 8 (P)
11	11 42	POWER, CORRUPTION & LIES	New Order	Factory FACT 75 (P/RT)
12	NEW	RICOCHET DAYS	Modern English	4AD CAD 402 (I/P)
13	13 10	DEHUMANISATION	Crucifix	Corpus Christi CHRIST ITS 11 (I)
14	19 2	GARLANDS	Cocteau Twins	4AD CAD 211 (I/RT)
15	NEW	GAG	Fad Gadget	Mute STUMM 15 (RT/SP)
16	14 3	BLOODIED BUT UNBOWED	D.O.A.	Alternative Tentacles VIRUS 31 (I/RT)
17	12 10	PERVERTED BY LANGUAGE	The Fall	Rough Trade ROUGH 62 (I)
18	10 11	MINI LP	Colour Box	4AD MAD 315 (I/P)
19	21 3	ON THE SOUL SIDE	Various	Kent KENT 006 (P)
20	15 10	THE MATING SOUND OF S. AMERICAN FROG	Peter & The Test Tube Babies	Trapper CHIN 1 (P)
21	NEW	SOUL POSSESSION	Annie Anxiety	Corpus Christi CHRIST ITS 10 (I)
22	17 4	WADING THROUGH A VENTILATOR	Soft Boys	Delorean SOFT 1 (BK/I)
23	NEW	SEVEN YEAR SCRATCH	Poison Girls	Xntrix RM 101 (I)
24	25 2	THE COLLOSALL TUNE'S OUT	Cravate	Corpus Christie CHRIST ITS 8 (I)
25	NEW	THE BIRTH, THE DEATH, THE GHOST	The Gun Club	ABC ABCLP 1 (P)

# GUN CLUB

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# MARKETPLACE

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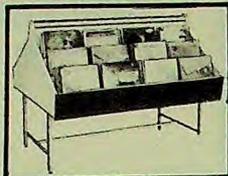
Approved by Gallup and the BPI Data from the Sams Record Manager is eligible for, and may be included in, the BPI/BBC/Music Week chart returns.

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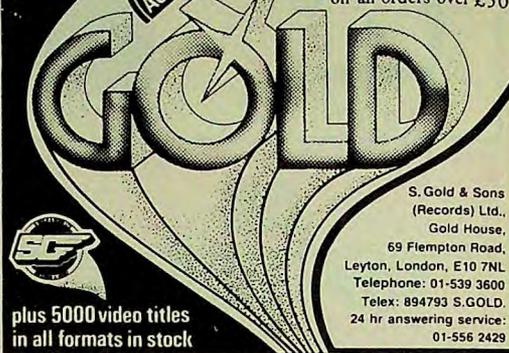
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## MARKETPLACE

## APPOINTMENTS

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C.V.'s should be sent to:

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VIDEOFORM,  
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BRUNSWICK PARK ROAD,  
NEW SOUTHGATE, LONDON, N11.  
01-368 1226 extension 204.

HERON

## FIELD SALES MANAGERS

Due to a further expansion of the CIC Video Sales Division, we require the services of two experienced professional sales people to cover the following regions:

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- 2) NORTH/EAST LONDON

The successful applicants will have already gained experience in selling to retail outlets and have achieved consistently high sales figures.

In return he/she will be joining one of the market leaders in the video film industry and will have the opportunity of contributing towards the future growth of CIC Video in the UK.

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## MUSIC WEEK

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Vocal version of the main theme from the film



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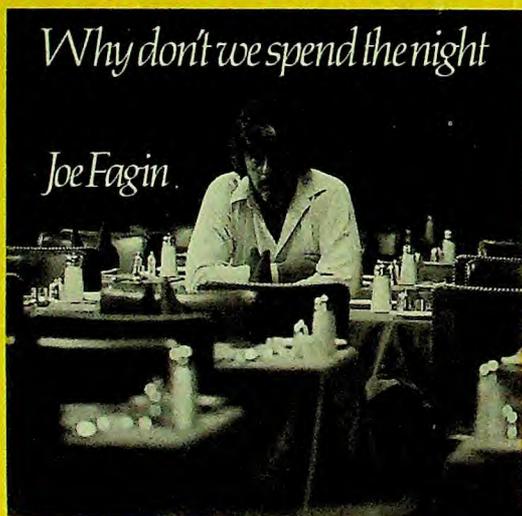
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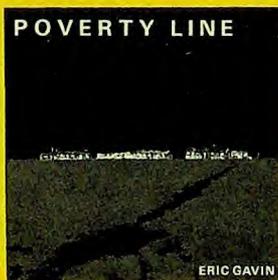
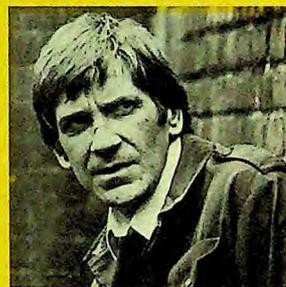
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