

# RECORD BUSINESS

October 23, 1978

VOLUME ONE/Number 32

35p

## TOP SINGLE

JOHN TRAVOLTA & OLIVIA  
NEWTON-JOHN/Summer Nights  
RSD 018

(Phonodisc) (5th Week)  
**CHARTMAKER**

PUBLIC IMAGE LTD./Public  
Image  
(Virgin)

## TOP ALBUM

GREASE/Soundtrack  
(RSC) (3rd Week)

**CHARTMAKER**

SATIN CITY/Various  
(CBS)

## PANEL PICKS

Top new singles chosen by the RB  
Panel of 55 UK radio personalities  
**BLONDIE**/Hanging On The Tele-  
phone (Chrysalis)  
**BEACH BOYS**/Peggy Sue  
(Brother/Reprise)  
**BROTHERS JOHNSON**/Ride-O-  
Rocket (A & M)  
**HEATWAVE**/Always And Forever  
(GTO)  
**ELVIS COSTELLO**/Radio  
(Radar)  
**CARS**/Best Friend's Girl  
(Elektra)

## Phonodisc restricts orders on six hits

ROCKETING SINGLES demand has forced Phonodisc to restrict record retailers to a mere ten copies per order for six of the current top chart singles.

Predictably, Polydor has been worst hit with dealers being unable to obtain enough copies of John Travolta/Olivia Newton-John's 'Summer Nights', Travolta's 'Sandy', Frankie Valli's 'Grease' and Sham 69's 'Hurry Up Harry'. Also affected have been the Boomtown Rats' single 'Rat Trap', on Ensign, and Leo Sayer's 'I Can't Stop Loving You', on Chrysalis.

Phonodisc general manager, William Bryant, told *Record Business*: "It is a straight case of demand exceeding capacity. The problem has basically been with singles which are climbing the charts and we have tried to spread copies around to prevent dealers running out completely."

Tom Parkinson, Polydor marketing director, said that pressing had been farmed out throughout the world, including South Africa and a number

of UK competitors.

He added: "It is not so much a matter of being caught by surprise with these particular singles, but being caught out by the magnitude of the hits."

Neither Bryant nor Parkinson were able to predict how long it would take before distribution was back to normal. However, Bryant did comment: "This week we expect to be okay with all established chart items, but not necessarily with new entries."

GRRC secretary, Harry Tipple, told *Record Business* that he was pleased Phonodisc had decided to share out discs among record retailers as opposed to operating a first come first served policy.

● Despite their problems, Phonodisc-product is still climbing the charts. *RB*'s Research Department reports that only 'Summer Nights' and 'Sandy' have been noticeably affected, but stocks have still been good enough to put them in the 1 and 2 spots.

## Evita cast album demand prompts MCA promo splash

WITH THE album already silver on advance orders, MCA Records is about to unleash its most costly promotion of the year for the original cast recording of the hit musical *Evita*.

Following considerable delays due to production problems, the album, featuring David Essex and Elaine Paige, is released on October 27 in a silver gatefold sleeve.

MCA has booked television advertising in the London Weekend and ATV areas from November 4-12 and

the Granada region from November 12-19. Radio ads are being taken on daytime shows throughout the country.

Advertising space is also being taken in the *Sunday Times*, *Observer*, *Sunday Telegraph*, *Daily Mail*, *Guardian*, *London's Evening News* and *Evening Standard*.

An extensive window display campaign, covering 400 shops, kicks off in the areas affected by the tv advertising before spreading nationwide.



**K-TEL MARKED** the achievement of £1 million worth of sales for the Don Williams compilation album *Images* by presenting Anchor Records with a platinum disc. Pictured are: Tony Johnson (K-Tel general manager), Ian Ralfini (Anchor md), Don Reedman (K-Tel a&R director), Sunny Damley (Anchor deputy md) and Alan Jones (K-Tel marketing manager).

## EMI goes on television with 50p off MOR albums

EMI's MOR Division is developing a new 50p-off consumer campaign on albums by Roger Whittaker, Manuel and Evita star Elaine Paige and backing it with £100,000 worth of tv advertising.

The promotion, entitled Superstar Bonanza, is a development of last year's similar cut-price offer to record buyers on albums by Pam Ayres, Max Boyce and the Wurzels. The significant difference is that last year's voucher scheme has been dropped in favour of the greater direct response likely to be generated by television. The potential audience for EMI's commercial is estimated at 22 million compared to the five million who might have been reached last year by the national newspapers which carried the vouchers.

The albums, released on November 3, are *Roger Whittaker Sings The Hits* (Columbia SCX 6601), *The Magic Of Manuel* (TWOX 1073) and *Sitting*

*Pretty* by Elaine Paige (EMG 3273). The Whittaker and Manuel albums have been extensively consumer searched as to contents and mood. No reduction in EMI's normal trade terms is being made and there will be no minimum order requirements. The special offer will run from November 3-December 16 with a dealer price of £2.30 (1P's) and £2.66 (apes), against an rrp of £3.90 (£4.10). The consumer offer ends on December 9.

The Superstar Bonanza tv advertising rolls out from Granada in the week of November 13 and will hit seven areas, but exclude London. Additional support will come via six consecutive days of advertising in the *Daily Mirror* from November 20 in which readers will be invited to hear a preview through the paper's Tape Time phone-in service. There will also be advertising in *Reveille* and point-of-sale displays will be available to all dealers.

## Linda is alive and well... Living In The USA

Linda Ronstadt levels her own very special sensitivity to songs by Elvis Presley, Elton John and Little Richard and then introduces... **LIVING IN THE USA**... an album of love, and rock and roll.

LINDA RONSTADT  
Available on Asylum  
Records and Tapes  
MS 3085

## NEWS

# Jet moves to stop ELO pirates

JET RECORDS is waging war on two fronts over "unauthorised" copies of the platinum-selling ELO album *Out Of The Blue*.

Jet vice-president David Arden told *RB* that there are a "large number" of pirate copies on the market and points to Jet's now terminated deal with United Artists as part of the problem.

Arden explained: "UA and their licensees' six-month sell-off period of Jet product is now up but all the European licensees have dumped their remaining stock on the market and pirates are taking advantage by making exact copies.

"In the United States we have a law suit against United Artists claiming that copies of *Out Of The Blue* that they have are our property—and also that a lot of the product is defective."

A temporary injunction against Morris Levy and Promodisc of New Jersey granted until November 1 restrains them from selling records they bought from United Artists.

Arden added: "If we win a couple of the cases we have coming up it's going to set a precedent in the future in an area where a lot of artists have been harmed in the past."

Meanwhile, Jet's advertisements in the UK trade press warned dealers of the existence of "certain unauthorised persons (who) are attempting to exploit your support by illicitly misrepresenting their goods as authorised *Out Of The Blue* albums."

A THREE year dispute ended in an out-of-court agreement last week when WEA Records agreed not to release the album *Bongo Fury*. The album features Frank Zappa and Captain Beefheart and Warner Brothers has accepted that Captain Beefheart is contracted exclusively to Virgin Records.



10CC KEYBOARD player Duncan MacKay has signed a world-wide publishing deal with Heath Levy Music and is currently working on a solo album. Pictured (left to right): Eddie Levy, MacKay's manager Ian Miller, MacKay and Geoffrey Heath.

## Government readies rrp bargain offer ban

THE GOVERNMENT intends to introduce legislation early next year to ban the use of manufacturers' rrp as a basis for bargain offers by retailers. This would effectively end such familiar signs as '£1 off' in shop windows.

Prices Secretary Roy Hattersley said last week that the order would be aimed at preventing bogus bargain offers that mislead consumers.

His decision follows reports earlier this year from the Office of Fair Trading. Retailers and manufacturers breaking the law, if approved by Parliament, could face fines of up to £400.

Hattersley said that often recommended retail prices were simply created to allow reductions on them. Real comparisons, including those with other identified shop prices, would still be allowed.

## Pickwick's media promo nets 1,000,000 budget LP orders

WITH ANOTHER two weeks to go before Pickwick's £125,000 media promotion moves into top gear, advance orders for the 20 budget compilation albums in the company's 'Limited Edition Collection' have already reached 1,000,000.

Managing director Monty Lewis, who has warned record dealers to order direct from wholesalers and not to rely on the company's normal

van service during the campaign, said he was delighted with the initial reaction.

Advertising has already begun in the music trade press, but radio slots and national press advertising do not begin until the first week in November.

Product covers the entire musical spectrum—from country and classical to disco and rock. Albums will retail at only £1.35 and tapes at £1.95.

## West opposes mail order tv campaigns

WEST COUNTRY dealers have joined the growing opposition against the retail trade to record companies selling product on a mail order basis via television advertising.

The issue was raised at last week's South West GRRC meeting held in Taunton. Dealers angrily object to being by-passed in this way by record companies and the whole matter will be raised during the next round of talks between the GRRC and manufacturers.

Examples mentioned were CBS's recent television campaign for a Byrds album, which brought complaints from East Anglian retailers, and Phonogram's promotion for a Nana Mouskouri album earlier this year, which was handled through a subsidiary, Gateway Projects Ltd.

Also raised at the GRRC meeting was the current confusion over the repayment costs for returning faulty items and those sent in error.

● Two retailer courses by MTA: November 7/8, 'Organs and Synthesizers'; November 15, 'Law of Buying and Selling', both at White Hall Hotel, Bloomsbury Square, London, WC1.

## Promo gimmicks

THE COMPETITION between record companies to find new promotional gimmicks last week saw two further innovations courtesy of A&M Records and Charisma.

A&M has announced that the new Squeeze single 'Goodbye Girl' (A&M 7398) will be released on November 3 in "The world's first three dimensional sculptured sleeve". It will be used for the first 10,000 copies only.

And for the new Dazzlers single 'Phonics' (CB 325), Charisma has come up with (an extremely effective bag, basically) a partially transparent outer sleeve which, when moved in conjunction with the inner sleeve, creates a kaleidoscopic, op-art effect.

BETTE BRIGHT & THE ILLUMINATIONS  
"My Friend's Back" ADA 18

FOREIGNER  
"Hot Blooded" A&M K1167

LUISA FERNANDEZ  
"Lay Love On You" K17061

BETTIE LAVETTE  
"Doing The Best That I Can" A&M K1198

STAR CLIMBERS



## MULLINGS

TAKE A look at the credits on the excellent new Van Morrison LP *Wavelength* and behold two familiar – but totally unexpected – names listed as publishers of no less than nine copyrights. The fortunate pair are Bill Martin and Phil Coulter, whose Martin-Coulter Music company now handles the wild colonial boy's publishing. And thereby hangs a tale. Coulter first met Morrison back in 1965 when he was cutting classics like 'Gloria' and 'Here Comes The Night' for Bert Burns' Bang label and Irishman Coulter, then working for Phillip Solomon, was acting as an "interpreter" between Morrison and Burns as well as assisting with the production. The story moves to Los Angeles in March this year when Martin was in the process of (successfully) persuading Coulter that it was time to return to Britain. Came a call from Morrison asking to meet them in what turned out to be a somewhat seedy beachside cafe. There Morrison sought advice on his future on the eve of his publishing-recording deal with Warner Bros coming to an end. Martin recalls advising him to record a "great rock 'n' roll album" to complete his WB contract. *Wavelength* resulted and Morrison has renewed his recording deal with WB – but only for America. Who picks up the contract for the rest-of-the-world? Well, Ken Maliphant at Phonogram isn't saying yes and he isn't saying no, but there's a glint in his eye when Morrison's name is mentioned. Incidentally, your columnist hears that the Beeb is planning to use the 'Wavelength' track as a theme for its forthcoming changes of the same . . .

CONGRATULATIONS to Mike Chapman of the Chinchap partnership who has achieved the rare distinction of producing the top two singles in America – Exile's 'Kiss You All Over' and Nick Gilder's 'Hot Child In The City' . . . await announcement of Bee Gees intention to form own label via RSO . . . understood to be well advanced, negotiations for takeover of French Barclay label by Phonogram International . . . future of punk band Vibrators now extremely uncertain following abrupt departure of frontman Knox to pursue solo career . . . apart from two London Marquee dates, forthcoming UK tour has been cancelled . . . contractual problems still dogging Eric Burdon and chances of Polydor being able to release new album looking slim . . .

OUR LIGS editor pleased to report that K-tel maintaining trend for classy receptions this season with a more than halfway decent affair to tell those who needed to know about autumn product at Quaglines, at which Alan Freeman was heard as well as seen . . . but yah-boo to *Grease* producer Alan Carr who spent £35,000 on a party for JT and ONJ and has been telling the *Daily Mail* that maybe the whole thing has got out of hand and the time has come for a cooling off period . . .

Graham Parker and Rumour followed by Alex Harvey will be the opening attractions at the Venue club opening next month – with Todd Rundgren likely before year year . . . following Stranglers' walk out from BBC2 *Rock Goes To College* taping, record promoter Howard Marks severed connection with the band, but will continue to represent other Albion Management acts . . .

STIFF RECORDS, as ever flying in face of convention, releasing limited edition of 2000 copies of five new LPs in black vinyl – subsequent pressings will be in normal coloured vinyl . . . let's hear it for Bronze p.r. man Simon Porter for securing *Daily Express* coverage of the fact that Andy Mackay's tortoise had given birth . . . "tis said that Harvey Goldsmith and Brian Lane were a teeny bit *deshabille* after the attentions of a stripper hired by Yes for LA party . . . certain EMI GRD execs appeared to be walking on air after Mick Jagger's visit last week . . . Radio 1's Featured 40 has grown to 43 due to inclusion of two versions of 'Blame It On The Boogie' and 'One For You', plus both sides of Queen single . . . a well kept secret, launch of smartly presented new mag *Up Country*, published by East Midlands Allied Press and edited by Fred Dellar . . .

## RECORD BUSINESS

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Subscriptions c/o RBP Ltd., Oakfield House, Perrymount Road, Haywards Heath, Sussex RH16 3DH.

Published by Record Business Publications Ltd., Hyde House,

13 Langley Street, London WC2, set by TypeMatters (London)

Ltd., and printed by Garrod and Lofthouse Ltd., Bedford.

Distributed by J & G (Forest) Promotions Ltd. Registered at the

Post Office as a newspaper.

# Judas Priest make Killing Machine.

## You make a killing.



The band is Judas Priest  
The album is 'Killing Machine'  
The single is 'Before The Dawn'  
The Nationwide Tour is under way  
The rest is up to you.

# Judas Priest



ALBUM 'KILLING MACHINE'  
CBS 83135  
Also available on cassette.  
SINGLE 'BEFORE THE DAWN'  
CBS 6794

"EMI, CBS and WEA can fight it out among themselves. While they're doing that we will get in through the back door" - by signing the best artists, by being confident in ourselves and by being a quality selective company."

That was the fighting message ramed home by Phonogram managing director Ken Maliphant at the company's one day sales conference at the Gatwick Park Hotel.

Maliphant, in ebullient mood, predicted a turnover of £22 million for Phonogram in 1979, compared with their target of £4 million when he joined the company in 1971 and this year's target of £17 million.

"We have a problem of image" admitted Maliphant. "When I joined the company it was looked on as being solid, reliable and boring. Now we should realise we are solid, reliable and in the eyes of the rest of the industry anything but boring."

"This year to date we have broken the company's historical record for singles in the charts. The previous best was 28. We have had 32 singles in the charts this year - and there are still three months to go."

"I am fed up with what can only be described as some sort of inferiority complex around Phonogram. We don't have to feel inferior to anybody - we are the best in the world."

Maliphant declared that he was not satisfied with Phonogram's performance in the classical field and added: "Tape is another area where we are below the industry trend". He promised action in both areas.

He also took time out to defend Phonodisc. "They come in for a lot of stick - and sometimes you might say quite rightly so - but it is not an easy

## Phonogram moves to kill 'boring' image

job manufacturing and distributing the number of records they do. I don't think Phonodisc is any worse than anyone else and in some respects it's a lot better."

Advertising manager Brian Baird revealed Phonogram's intention of becoming more heavily involved in television marketing.

Baird unveiled plans for a campaign on the *Best Of Rod Stewart Volumes 1 and 2* albums which already sold 200,000 copies combined. Baird expects more action after advertising the albums in the London, ATV, Granada, STV and Grampian areas.

Declaring himself disappointed with sales of 105,000 copies of the Platters compilation, Baird contrasted this with sales of 34,000 copies of the Demis Roussos compilation *Life And Love* after a 10-day test campaign in two areas, and hinted at further advertising for this album before Christmas.

David Essex was introduced to the conference to present three tracks from his forthcoming debut album for Phonogram. Having introduced 'Twenty Flights Up', 'Goodbye First Love' and 'Imperial Wizard' - the working title of the album - Essex and his managers Derek Bowman and Mel Bush were presented with gold discs for 'Oh What A Circus'.

Alan Phillips pop product manager, revealed the first phase in a major 12-month push on Steve Miller - whom Phillips rates capable of equalling sales figures earned by such major acts as Fleetwood Mac, the Eagles and the

Electric Light Orchestra.

First step is a 14 track compilation, titled *Steve Miller: Greatest Hits 1974-78*. The first 50,000 copies retail at £3.50 - dealer price £2.16 - and meanwhile Phonogram have launched a market research campaign, the results of which will dictate how the album will be promoted.

Rick Blaskey, product manager, presented the upcoming Linsinfarne double album *Magic In The Air*, released on November 17, retailing at £6.50 and backed by music press adverts, commercial radio spots, 400 poster displays across the country and a major nationwide tour by the band.

Scheduled for the same release date are Bethnal's *Crash Landing* and the debut album by a new band to Phonogram *New Day* by Airwaves.

John Burnham, product manager, predicted that Airwaves' first single for Phonogram - also titled 'New Day' - would be the biggest Christmas single the company would ever have released.

Leon Campadelli, product manager, gave details of the first three releases in the new Back To Back series - a novel method of utilising back catalogue by teaming two albums up in a single set and retailing them at £5.50.

The first releases are the Jerry Lee Lewis albums *The Greatest Live Show On Earth* and *More Of The Greatest Live Show On Earth*: Sarah Vaughan and Billy Eckstine's *Passing Strangers* and Dinah Washington and Brook Benton's *The Two Of Us*; and the two folk masses

which will include two dates at the London Palladium.

□ VIRGIN RECORDS will be rolling out the full promotional machinery for the new Julie Covington album - her first for the label. Released on November 10, it is titled *Julie Covington*.

Radio slots will run for two weeks throughout the country, advertising space is being taken in the music press and up to 300 window displays are scheduled.

## Deals

□ STIFF RECORDS hopes to break into the Japanese market following the signing of a three year licensing deal, which makes available all Stiff product, with Victor Musical Industries in Japan.

□ SIRE RECORDS has signed Northern Irish group, The Undertones, to a long term, world-wide deal. An EP 'Teenage Kicks' was rush released last week.

□ JET RECORDS has signed up Ian North and Neo. A single is scheduled for November and an album in the new year.

Missa Luba and Missa Croella.

The albums will be released in November and backed by advertising in the trade press, TV Times and the classified sections of the Sunday Times, Sunday Express, Sunday Telegraph and Observer.

David Shrimpton, product manager, introduced albums by Magna Carta - re-signed to Phonogram after a five-year absence - titled *Prisoners On The Loose* and set for November 17, Kamah's *Love Is A Beautiful Song*, Harry Secombe's *Portrait* and Paul Mauriat's *Overseas Call*.

Shrimpton also detailed a guitar tutor album by UIF Goran which is part of teach-yourself course linked with a tv series and a book.

Among the licensed labels Utopia boss Phil Wainman previewed the debut single by new band UK upstairs, titled 'Begging', Rocket's David Croker showcased upcoming albums by Kiki Dee, Blue Lindsifarne's Alan Hull, Judy Tzuke and stressed the importance of the company's deal with Lulu.

For Christmas, and Tony Stratton Smith presented the debut album by an all girl group called Darling scheduled for January 1980 and the first single by new signings the Dazzlers, titled 'Phones' and just released.

Christina's Bob Barnes highlighted albums by Barry Humphries (*The Sound Of Edna*), Blue Max (*The Blue Max* set for November 17) and a solo album by Moody Blue keyboard player Patrick Moraz.

Finally Nigel Grainge and Chris Hill of Ensign Records - on video - gave the conference a taste of upcoming albums by Robert Johnson, Ray Tissier and Bugatti and Musker plus singles by Shampoo and nine piece north London funk band Light Of The Orbits.

## Ins & Outs

□ ANGELA LAVEY has been promoted to press officer at Polydor replacing Janice Vague who resigned from the company last week. Angela was previously personal assistant to press and p.r. head Roger Eastbery.

□ TWO TOP presenters are leaving Radio Clyde. Steve Jones has moved on to host a section of the new Bruce Forsyth tv show and Tom Ferris is taking up a post with BBC Radio Scotland.

□ JOHN KNOWLES has been appointed Island Records marketing and sales manager with overall responsibility for both departments and reporting direct to managing director Tim Clark. Knowles joined the company in 1972 and was appointed sales manager 18 months ago. Ian Collett becomes assistant sales manager from London area sales rep.

□ MARTIN BROWN has joined Joe Stanley's Mettle Records as director with general responsibilities including a&r. He was previously professional manager for Essex Music in Australia.

□ AFTER A short spell with RAK Records as general manager, Les Cocks has rejoined Associated Communications Corporation (ATV) as executive assistant to deputy chairman Jack Gill.

## Merchandising

□ CHRYSALIS HAS imported 10,000 copies of the American picture disc version of Blondie's *Parallel Lines* which features a profile picture of Debbie Harry.

The album, retailing at £7.99, will be available only from the Tandem reps and Chrysalis marketing director Keith Lewis stresses that dealers should not attempt to order the record from Phonodisc.

"This is a strictly limited edition" he explained "and we decided that this was the fairest way of distribution. We should get some copies to every dealer".

The new single from Blondie, titled 'Hanging On To The Telephone Line' is released on Friday (October 27) on CHR 2266. The first 50,000 copies are in colour picture bags.

□ JET RECORDS has planned extensive marketing campaigns for October and November centred on three acts - Alan Price, Snips and Magnum.

Up to 200 window displays will be installed on October 23 to support the new album *England My England* by Alan Price. A tour is also being arranged in conjunction with commercial radio stations.

For the recently released Snips single

"Waiting For Tonight" (118), 300 window displays are scheduled as well as posters on London Transport buses and nationwide fly-posting. A Snips tour has been set up.

Jet will be re-promoting the album *Kingdom Of Madness* by Birmingham-based band Magnum. To coincide with a national tour, 200 window displays will be placed plus selective radio ads. □ DECCA IS launching a massive dealer-orientated promotion for the first Father Abraham and The Smurfs album - *Father Abraham in Smurfland*, released November 1.

Window displays, featuring Smurf dolls and cut outs, posters and banner, will be installed in 250 outlets. Captain Video films will be run in 150 shops and there will be the usual press advertising.

□ THE FIRST 15,000 copies of the new Flys single 'Waikiki Beach Refugees' (EMLY 2867), released by EMI last week, have a rrp of only 45p as well as being pressed in yellow vinyl. The price will be raised to 90p when pressing reverts to black vinyl. The band has just embarked on its first UK tour.

□ MOTOWN RECORDS is rush releasing a new Smokey Robinson single on November 3 - titled 'Shoe Soul' (T.M.G 1129), to coincide with a major UK tour by the artist later this month



# MANILOW MAGIC!

## WHAT THE PAPERS SAY...

### Barry Manilow:

'... has a warmth of communication, that recalls the mid-career swagger of Sinatra.'

**The Sunday Times, October 8.**

'He works harder than any union would allow and is rewarded eventually with a standing ovation.'

**Evening News, October 10.**

'Barry Manilow aims to bring back entertainment. He succeeds, hands down.'

'... Manilow knows exactly what he's doing. He dispenses the best in traditional showbiz.'

**Daily Mail, October 10.**

'... he is a pin-up hero for teenagers... an ideal entertainer for the generation who may feel they have now become tired of rock 'n' roll... he took to the Palladium with an ease that seems to be beyond most English performers.'

**Evening Standard, October 10.**

'... he's going to be popular music's new heart-throb.'

**Daily Mirror, October 11.**

'... Manilow is the genuine MOR artist for the seventies... a young man who has bridged the generation gap with almost complete success.'

**The Stage and Television Today, October 12.**

'... You could sell tens of millions of records here.'

**Daily Mail, October 12.**

'Magic all the way.'

**News of the World, October 15.**

'... his week of triumph at the Palladium.'

**Daily Mail, October 16.**

*EVEN NOW is the new single from the hit album, EVEN NOW.  
Single: ARIST 220. Album: SPART 1047*



## News

□ PHONOGRAM HAS concluded a deal with the American disco label, Can't Stop Productions. First product from the deal is expected before the end of the year and will be a single from Village People. More product — all in the disco field — will be upcoming in the New Year, including material from the Ritchie Family.

□ CBS DISCO promo man Greg Lynn is sending out a genuine limited edition promotional album to his Discopool dix this week. Titled *Instant Replay's* it's a segued nine track album featuring material like Dan Hartman's 'Instant

Replay', Teddy Pendergrass' 'Only You' and Musique's 'In The Bush'.

□ MOTOWN PLANS to launch a special oldies series of singles next year, partially inspired by the success of the Velvetes oldy 'Needle In A Haystack'. The company is toying with the idea of issuing key oldies at the rate of one a month. It might be an idea if they revived the old name of Tamla Motown and the old style label as well to give the series that special touch. Incidentally, what's happening on the Smokey Robinson tour? The only product Motown have to coincide with the tour — which in itself is one of the best-kept secrets around — is the 'Madam X' single.

## Dealer action

INDEPENDENT DEALERS specialising in disco product are reporting record sales with some of the bigger shops actually equalling or bettering Christmas sales.

It just shows you how big this market can be and I hope to be doing a feature in the next couple of weeks for all those dealers who have been asking me about where they can obtain them.

First record this week is the EMI Capitol 12-inch 'Prance On' by Eddie Henderson (JCL 16015) which I mentioned a few weeks ago as an album track. Now available as a 12-inch dealer should definitely stock this one — a fast instrumental with a litting hook line which really makes your boxer shorts move.

As a matter of interest the number one record in Nottingham on plays is 'Que Tal America' by Two Man Sound which will be available on Miracle Records (MI), distributed by Pye, in late November. So if you see any import copies grab them because this record is a monster.

One of the nicest coloured vinyl records I've ever seen came into my sticky mitts this week. By Mankind, it's a disco version of the 'Dr Who' theme on 'Moth Records' — a label based in Slough. Although the title conjures up thoughts of 'Oh no, not another disco reworking' this really is an excellent record and although it could be hard to get hold of your efforts should be well-rewarded. It's on 12-inch blue vinyl but the nicest blue vinyl I've ever seen.

'Hi-Tension' 'Hi-Tension' is now on US seven inch remix and is also selling. Apparently there is some doubt as to whether Americans would like the echo on the voices or something.

That sounds like a load of rubbish to me but nevertheless it's worth getting to hold of.

Chaka Kahn, a lady with a big hat and everything in front of her, has a new Ashford and Simpson single available produced by Arif Mardin, 'I'm Every Woman' on Warner Brothers as well as a US import and also on US 12-inch promotion copy.

While we're at Warner Brothers the track that I raved about some time ago — 'It Seems To Hang On' by Ashford and Simpson — is now available on a

promotional 12-inch limited with your own personalised number.

Also moving well in the disco shops and charging up the disco charts is the Teddy Pendergrass single 'Only You' (PIR 12 6713) — seven minutes and 58 seconds of 12-inch limited edition with 'Close The Door' on the B side.

As tipped in Record Business the Rahni Harris 12 inch 'Six Million Steps' has been picked up by Phonogram and we are now waiting for our distributor John Waller to inform us of the release date.

The re-mixed 'In The Bush' by Musique is going over like a monster in the discos and dealers should stock this one in depth.

There have been great problems in getting the 12-inch of Marsha Hunt's 'The Other Side Of Midnight'. This has been due to problems at the factory but this has all now been rectified and by the time you read this there should only be a few 12-inch left. Don't miss it.

Query of the week is an album available in the north of England called *All Night Oldies* and featuring 17 giants of the northern soul circuit. It's available with a totally fictitious number of KTF 1 which obviously means 'Keep The Faith'. The label is black with no name on it, no publishing credits and no production credits.

This album is one of the most blatant bootlegs I've ever seen. The quality is abysmal as all of the records are dubbed from disc and most of them are off centre.

The album is retailing at £4.50 and is moving quite well but I would like to point out to all dealers that anyone caught selling them is liable for prosecution as it is not only a crime to bootleg an album but it is also a crime to sell them. If you have any copies get rid of them and if you haven't don't touch them. Instead of the catalogue number being KTF it should be LIO — Leave It Out.

Finally two hot imports — a 12 inch single 'L'Africaine' by Chic on US Atlantic — and an album track called 'Always There' by Wily Bobo from the album *A Hell Of An Act To Follow* on US Columbia. Both of these are picking up disco play — watch for release. Buy for now, Pete Waterman

## THE UK'S ONLY SALES-BASED DISCO CHART

## THE DISCO CHART

This Week	Last Week	Mixes on Chart	TITLE/ARTIST	Imp—Import	Label/Cat. No.	d
#1	3		MACARTHUR PARK DONNA SUMMER		CASABLANCA CAN 131 A	
2	4		RASPUTIN RONEY MI		ATLANTIC HANSA 1016 W	
#3	35	2	PRANCE ON EDDIE HENDERSON		CAPTROL CL 16015 E	
4	2	7	LOVE DON'T LIVE HERE ANY MORE ROSE ROYCE		WHITFIELD K17236 W	
5	5	6	NOW THAT WE'VE FOUND LOVE THIRD WORLD		ISLAND WP 6447 E	
#6	7	2	GET UP ON UP GET DOWN ROY AYERS		POLYDOR AYERS 712 F	
#7	21	4	CLOSE THE DOOR ONLY YOU/TEDDY PENDERGRASS		PHL INT FR 6713 C	
#8	13	5	INSTANT REPLAY DAN HARTMAN		BLUE SKY Z58 272 Imp	
9	6	5	BLAME IT ON THE BOOGIE JACKSONS		EPIC EPC 6683 C	
#10	22	2	GET IT WHILE YOU CAN OLYMPIC RUNNERS		POLYDOR 2006 922 F	
#11	13	2	INSTANT REPLAY DAN HARTMAN		BLUE SKY SK 6756 C	
12	11	6	GIVING UP, GIVING IN THREE DEGREES		ARIOLA ARI 130 W	
13	14	4	BLAME IT ON THE BOOGIE MIKE JACKSON		ATLANTIC K11102 W	
14	4	9	YOU MAKE ME FEEL (MIGHTY REAL) SYLVESTER		FANTASY FTC 180 E	
15	9	6	BRANDY O'JAYS		PHL INT FR 6608 C	
16	12	6	BAMA BOOGIE WOODIE CLEVELAND EATON		GUL GULS 63 A	
#17	27	4	PLATO'S RETREAT JOE THOMAS		TKR 6049 C	
18	17	4	GET TO GET YOU INTO MY LIFE EARTH WIND & FIRE		CBS 6553 C	
#19	37	3	IT SEEMS TO HANG ON ASHFORD & SIMPSON		WARNER BROS K17237 W	
#20	15	1	LAY LOVE ON YOU LUISA FERNANDEZ		WARNER BROS K17061 W	
#21	12	1	THE LEAK CHIC		ATLANTIC 3818 Imp	
#22	11	1	SIX MILLION STEPS RAHNI HARRIS		INSP. SOUNDS SPL 001 Imp	
23	10	3	ONE FOR ME, ONE FOR YOU LA BIONDA		MERCURY 6198 227 F	
24	16	3	MONTEGO BAY SUGAR CANE		ARIOLA HANSA A94 A 524 A	
25	8	7	CELESTINE FRANKIE VALE		RSO D12 F	
#26	11	1	CALIFORNIA DREAMIN' COLORADO		PINNACLE PIN 67 P	
#27	34	2	THE OTHER SIDE OF MIDNIGHT MARSHA HUNT		MAGNET MAG 130 E	
28	26	9	SHAME EVELYN 'CHAMPAGNE' KING		RCA PH 1122 R	
29	20	4	TIME OF THE SEASON GAY MAGNONE		AMM AMSP 3777 C	
30	32	7	BURNIN' LOVE PEABLY GATES		BRIDGE BRO 81 E	
31	32	5	ONE NATION UNDER A GROOVE FUNKADELIC		WARNER BROS 8618 Imp	
#32	11	1	'COLOURED MAN' THEME TEDDY VANN		CAPTROL CL 16012 E	
#33	46	3	IN THE BUSH MUSIQUE		PRELUDE 71110 Imp	
#34	3	3	MIND BLOWING DECISIONS HEATWAVE		EPIC 850586 Imp	
35	18	4	I GO TO PIECES (EVERYTIME...) JERRI GRANGER		CASINO CLASSICS CC3 A	
36	44	7	DANCE, DANCE DOWN (FEEL THE GROOVE) AL HUDSON		ABC 4234 C	
37	31	6	BOOGIE FUND SLOAN FLARE		RCA PH 1122 R	
38	38	3	RHYTHM OF LIFE AFRO-CUBAN BAND		ARISTA ARIST 214 F	
39	28	9	WHAT YOU WANTIN' FOR STANGARD		MCA 362 E	
#40	11	1	SHOOT ME WITH YOUR LOVE TASHA THOMAS		ORBIT ON 700 Imp	
41	15	4	LOVE, I NEVER HAD IT SO GOOD QUINCY JONES		AMM AMSP 3785 C	
42	19	9	BRITISH HUSTLE HI-TENSION		ISLAND WP 6444 E	
43	23	5	IT'S A BETTER THAN GOOD TIME GLADYS KNIGHT		BUDDAH BDS 478 A	
44	24	7	A WHITER SHADE OF PALE MUNICH MAYNE		OASIS 5 C	
45	36	3	ENVAULT HINDER & LEWIS		PYE INT 7N 2579 A	
46	41	2	I CAN'T HELP MYSELF FOUR TOPS		MOTOWN TMG 1120 E	
#47	11	1	YOU STEPPED INTO MY LIFE MELBA MOORE		EPIC 850600 Imp	
48	22	2	MISS FRISCO JOHNNY GUITAR WATSON		DUN DUN 5181 Imp	
49	42	2	STREET CORNER SYMPHONY CARLIS LUCAS		RCA FR 1301 R	
50	11	1	I LOVE THE NIGHT LIFE ALICIA BRIDGES		POLYDOR 2066 935 F	

Compiled by Record Business Research from returns from specialist disco shops.

## Imports

## Best Selling Import Singles

- 1 (1) INSTANT REPLY — Dan Hartman — Blue Sky (also on UK release)
- 2 (10) LE PRANCE — Chic — Atlantic
- 3 (1) SIX MILLION STEPS — Rahni Harris — Impresional Sounds (Imp)
- 4 (2) ONE NATION UNDER A GROOVE — Funkadelic — Warner Bros
- 5 (3) IN THE BUSH — Musique — Prelude
- 6 (1) SHOOT ME WITH YOUR LOVE — Tasha Thomas — Epic
- 7 (1) YOU STEPPED INTO MY LIFE — Melba Moore — Epic
- 8 (7) TAKE IT TO THE BANK — Shamaler — Epic
- 10 (1) NO. 1 DEE JAY — Goody Goody — Atlantic

## Twelve 12s

## Top Selling 12" Singles

- 1 (10) PRANCE ON — Eddie Henderson — Capitol
- 2 (1) GET UP ON UP GET DOWN — Roy Ayers
- 3 (11) INSTANT REPLY — Dan Hartman — Blue Sky (Imp)
- 4 (1) CLOSE THE DOOR ONLY YOU — Teddy Pendergrass — Phl Int
- 5 (8) GET IT WHILE YOU CAN — Olympic Runners — Polydor
- 6 (1) SIX MILLION STEPS — Rahni Harris — Impresional Sounds (Imp)
- 7 (1) LE PRANCE — Chic — Atlantic (Imp)
- 8 (8) BAMA BOOGIE WOODIE — Cleveland Eaton — Gul
- 9 (7) SHAME — Evelyn Champagne King — RCA
- 10 (4) GIVING UP GIVING IN — Three Degrees
- 11 (1) MIND BLOWING DECISION (remix) — Heatwave — Epic (Imp)
- 12 (1) CALIFORNIA DREAMIN' — Colorado — Pinnacle





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## Trent adds an hour

RADIO TRENT is the latest ILR station to increase its broadcasting hours. The station will now be on the air until 2am each day – an increase of one hour – with Viv Evans Sounds Across Midnight show filling the 10pm to 2am slot.

New presenter Kenny Haigh is in charge of the Saturday and Sunday late shows, having joined the station from BBC Radio Leicester.

ATV man Bob Hall joins the station to present a three hour hit parade show on Sundays while Bill Bingham and John Kidney co-present a new Monday to Friday magazine programme.

□ METRO RADIO has appointed two of its executives to the board.

They are Norman Bilton (38), who has been sales manager at the station since May last year, and Mic Johnson (28), programme controller, who has been with the station for just over four years.

□ RADIO 1 bases itself in Portsmouth from November 6 to 10 with dj's Dave Lee Travis, Simon Bates, Paul Burnett, Tony Blackburn, Kid Jensen, Noel Edmunds, Peter Powell and new man Andy Peebles presenting their shows from this area.

The Radio 1 roadshow caravan will be touring the area during the week and there will also be two live disco shows – on November 6 at Portsmouth Locarno and November 9 at Southampton's Royal Pier.

On Friday November 10 Radio 1 will be recording Gordon Giltrap in concert at Portsmouth Guildhall at 8pm.

## Airplay analysis

SOME WHILE back Sylvester's single 'Mighty Real' got the magic ILR combination of being the Capital People's Choice and the Clyde Current Choice – and the result was a smash hit single.

Now it's Foreigner and 'Hot Blooded' who have got the same treatment which is tantamount to an ILR seal of approval. So far this combination, which amounts to an extraordinary number of plays on the two major independent stations has yet to miss so you can rest assured that Foreigner have got a hit on their hands.

### CROSS OVERS

OLYMPIC RUNNERS are looking exceedingly good in this section, pulling in action from around half a dozen stations last week with their single 'Get It While You Can'. Expect the Runners to get a lot more action as the weeks roll by.

Radio Luxembourg were first off the mark last week with Patrick Juvet's 'I Love America' and Musique's 'In The Bush', not to mention Chaka Kahn's 'I'm Every Woman' and Allen Toussaint's 'Night People'.

Luxembourg bulletted Musique, Kahn and Toussaint and powerplayed



JOCK SWAN And The Metres, alias eight of Radio 1's djs have recorded a single titled 'The New Wavebands' penned by presenter Peter Powell and scheduled for release next month by BBC Records. Pictured at the recording session for the single – proceeds from which will go to charity – are left to right (back row) Mike Read, Dave Lee Travis, Simon Bates, Kid Jensen, Adrian John and Allan Juste. Down front are Peter Powell and Paul Burnett.

□ RADIO HALLAM broadcast a concert recorded live by the Lindsay String Quartet at Sheffield's Crucible Theatre on October 29 between 8pm and 9pm.

□ MORE THAN 160,000 listeners voted in the Capital Radio Hall Of Fame search to name the top 150 records of the last 25 years.

Number one record was 10cc's 'I'm Not In Love' with Simon and Garfunkel's 'Bridge Over Troubled Water' – the first record ever played on Capital – coming in second.

□ MANX RADIO, which switched its wavelength from 232 to 219 on the medium wave and quadrupled its signal strength this month, has now adopted a new weekly playlist policy.

The station is going for a Top Fifty A list, a 100 strong B list and a daily Top Ten of disco "Show Stoppers".

□ THE WREN Orchestra, Capital Radio's sponsored orchestra, makes its recording debut on State Records next month.

The Wren features on three albums, which launch State's new Prima series, playing Haydn, Mozart, Tchaikovsky, Gershwin and Copland.

□ DUE TO the stronger than anticipated response to this adult literacy campaign run by Metro Radio this month – 500 telephone enquiries alone – the station plans to run a similar campaign next year.

week Capital and Piccadilly picked up on the B side – 'Toast' – last week, which is a fairly formidable ILR combination. Stand by for more action here.

### SLEEPERS

THE COLORADO single 'California Dreamin'' was a Radio 1 To Watch last week gathered up Piccadilly, Downtown and Orwell.

City Boy's 'What A Night!' has been taking its time, despite the success of '5705' and last week it was missing out most notably on Luxembourg, Capital, Clyde and Piccadilly.

Joe Cocker's 'Fun Time' is gradually picking up plays at the rate of two or three a week while Barry Manilow's 'Even Now' – despite all the excitement over his visit here – is proving slow and up to last week Radio 1 had still held out against this particular record's charms.

Finally, just a matter of historical record, Jonathan King seems to have won out over La Bionda on the airplay battle for 'One For You, One For Me'. King by last week, had picked up every one except Luxembourg, City, Tees and 210.

## Beeb Scene

RADIO 2's Country Club show features recordings made at the recent Country Music Convention held in Nashville, Tennessee, on Thursday this week.

Hosted by David Allan and Wally Whyton the show is broadcast at 7.02pm.

□ RADIO 4 kicked off a 12 week series of Sunday lunchtime concerts starting the Spinners yesterday. The shows will continue at 1.40pm every Sunday up to and including December 31.

□ VERNON COREA, presenter of Radio London's Asian programmes has been appointed by the BBC to give special training to local radio immigrant broadcasters on the Corporation's 20 stations.

□ NEW RADIO Leicester dj Lee McCarthy meets his listeners face to face for the first time on November 17 and 18 when the station makes another of its outside broadcasts. McCarthy is taking over the Radio Leicester Saturday morning rock show Music Power.

□ RADIO MANCHESTER makes this week 'Energy Week' with the station aiming to save its listeners up to 20 per cent on their fuel bills. The series, which has earned the blessing of the Department of Energy will be kicked off by the minister for energy, Anthony Wedgwood Benn.



SAYER SOUNDS like Friday

## Television

OLD GREY Whistle Test on BBC 2 at 11.25pm on Tuesday features an interesting contrast in bands with The Average White Band and David Coverdale's White Snake in the same programme.

Granada TV's Get It Together features John and Olivia look-alikes Arthur Mullard and Hylda Baker on Tuesday at 4.20pm.

On the MOR front Des O'Connor's show goes out on BBC 2 at 8pm tonight and Max Bygraves stars in his weekly Linglongangam on ITV, Wednesday, at 7pm.

And finally BBC 2 finish the week off in fine style with Leo Sayer starring in Sounds Like Friday on Friday at 10.15pm followed by Rock Goes To College which kicks off at 11pm and stars Rich Kids.



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# RADIO

RADIO LUXEMBOURG is a national institution. The waverling signal that used to be an inadvertent trademark has caused a whole generation to grow up with a permanent squint of concentration and one over-developed ear.

Luxembourg has been through countless phases and only this month it entered a new one when, as reported by *Record Business*, the station went over to a disco format — the first in Europe according to programme director Tony Prince.

The format switch comes at a crucial time for Luxembourg since it is soon to face a major challenge from Radio-1 which, with its extension in broadcasting hours, encroaches into Luxembourg's evening and night-time territory.

While the change in style for Luxembourg has been in the offing for a while it's obvious that the station is responding to Radio-1's threat. Managing director Alan Keen agrees. "We couldn't sit back and do nothing — this is our counter-attack."

But Keen also points out that Luxembourg has lived through two such threats to its listening figures before. One, of course, was the introduction of the ILR stations, beginning five years ago.

"But it was the pirate stations", says Keen, "who were the first real challenge back in 1964. During the pirate days this company really did face a major threat to its future. The station was laid back and stable."

"What's more," adds programme director Tony Prince, "the station didn't change until the pirates had ceased to operate."

In a recent issue of *Record Business* Radio-1 Controller Derek Chinnery claimed that his station would have a million listeners during its evening slot. Obviously those listeners must come from somewhere and Luxembourg seems a likely target.

"It's up to him" retorts Prince, "to come up with figures like that. But I'd like to point out their 7-8pm slot during the week seems to be just talk shows and phone-ins. We are playing music at that time and it seems to me that a lot of people would prefer to listen to music rather than talk. I believe our figures will be maintained. We are offering an alternative and I believe that we are musical policy and our personalities will counteract whatever threat Radio-1 has to offer."

Prince is totally committed to Radio Luxembourg and is ready to defend the station at every turn. For example, he says: "While we're in the subject of Radio-1 everyone seems to be going on about how many Radio Luxembourg presenters have gone over to them but we've got Johnny Walker, Emperor Rosko and Stuart Henry who were all Radio 1 DJs."

Prince declares unequivocally that ILR stations would not affected Luxembourg in terms of listening figures and is adamant that with the expansion of Radio 1's hours it will in fact be other forms of media — television and other stations — who will lose out, not Luxembourg.



TONY PRINCE and (inset) Alan Keen: disco will achieve audience focus

## Luxembourg declares war on Radio-1's early evening slot

by Brian Harrigan

This is an indication of the confidence he feels in the disco format Luxembourg has adopted. "We can do this" he says "because we — unlike the BBC and Capital, for example — do not have to please all of the people all of the time."

"On Radio-1 for example you'll hear them play a disco record, followed by Blondie, followed by something else entirely different."

"They are messing people around by doing that. We will be playing a definite style of music that will be consistent."

As yet it's obviously far too early to assess what effects the format change will have on audience figures and, more particularly, on advertisers. However Luxembourg will soon have some indication.

Explains Keen: "We have a survey due to go out into the field on October 23 which will be two weeks in length. That will give us some idea of what effect the change has had on listeners. In addition listeners letters and so on will give some idea of what's going on out there in the next month or so."

Incidentally Keen pointed out that Luxembourg has been keen on setting up a joint industry research body to publish listening figures. "We have made many approaches to JICRAR to get involved with us but they have continually turned us down."

Back to the question of listeners approval of the format change and Tony Prince stoutly points out why he thinks the new style will work.

"I have one great advantage over other programme controllers and directors and that is I actually get out and speak to the public and find out what they're into. I make a lot of personal

appearances and go to a lot of discos in this country. That way I find out the public's taste at first hand."

"I would love to know the last time Derek Chinnery and the last time Aidan Day went out on a personal appearance or were seen in a disco. I do that sort of thing for a living."

On to a different subject — the teaming up of the English, French and German services of Luxembourg for live broadcasts of concerts throughout Europe. This has yet to happen but last month the English and German services broadcast a Rose Royce concert from Amsterdam as a forerunner to this type of amalgamation.

"The quality of that broadcast" recalls Prince "wasn't very good. We left the mixing to the band's own engineer and I'm afraid his mixing was more designed for a disco rather than for radio. But, it was only experimental and it will be better next time."

"The music industry showed great interest, in fact, and at the moment we're talking with a major rock star to network one of his concerts live on the three Luxembourg services as well as on television in Europe."

"The potential audience could be around 50-100 million."

Financially Luxembourg is sound, according to Keen. "The station is healthy," he says. "For the first time that I can remember there are adverts running after 2am. The first six months of this year compared with the same period last year show that income is about 300 per cent up. We are selling advert time early in the morning because we are full up in the peak times."

"In fact you could say on this side of

the operation the expansion in radio over the last few years has helped us. Instead of just our representatives doing the rounds and talking about advertising on radio there are representatives from other companies plugging the radio message — which can only be good for us because we are so well-known and so well-established."

And the future of Luxembourg? "Healthy", responds Keen instantly, "not only in terms of audience figures and so on but also in terms of expansion. By 1981 we should have our own satellite, if all goes well, and we'll be using that for broadcasts."

"Overall the future looks exciting and we are not in the slightest bit worried about our listening figures holding up. We weathered challenges before and we'll do it again."

And the future of the disco format? Prince replies: "When the time comes for another change then another change will be made. There is no chance of us being stuck with a format that is unpopular."

"Within the format itself we are not interested particularly in being a station for breaking new product. That sort of thing is not good radio. In the main we will be playing records that are already popular. As far as new product is concerned we will not be sticking our necks out as much as we have in the past."

"Therefore record companies will find it harder to get their new records played on Luxembourg. But when they are played the record companies will be delighted — because a new record that is played on Luxembourg will be almost guaranteed to be a hit. And that's what we are all about."





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## Proving a new promotion concept

RECORD SALES, Britain's only independent dealer disc promotion company, celebrated its first anniversary last month. Since its conception, the company has succeeded in achieving both recognition from an originally sceptical industry and a high success rate.

Record Sales was originally set up in September 1977 by former Pye Records head of marketing, Richard Jakubowski, who was joined a month later as co-director by Alan Wade, Anchor head of sales and marketing. "At the start record companies and retailers were suspicious of the operation", Alan Wade recalls. "We decided to open our files to the BPI and we soon received its seal of approval."

"It was touch and go in the early days," explains Jakubowski. We were a new company with a new concept of promoting product and it took a while for the various companies to realise the potential.

So exactly how does Record Sales operate?

To begin with Record Sales is approached by a record company to handle promotion of a single, or in some cases an album, for a flat rate fee. If required the promotion team can be working on a particular product 24 hours after the request from a record company.

Nearly 1,000 retail outlets are visited by the 18-strong promotion force as well as 34 commercial stations. The team encourage dealers to promote the particular records themselves. Promotional copies of the disc are then left behind.

Jakubowski adds: "For a fee we will



WADE AND JACUBOWSKI: celebrating a year of Record Sales

put up display material in a store although we don't feel we are competing with established window display companies. If our clients supply us with this material they are making full use of our service."

He continues: "We call on dealers every week, giving them information on specific up-and-coming product and making sure that they have enough stock. By putting up posters and displays, playing the records and building up dealers' enthusiasm, we are able to generate an immediate street level buzz."

Wade says: "We are covering on average 200 shops per day. We produce a detailed report on every shop we cover and all this information is made available to the client. Obviously the success of our operation depends on the relationship our team has with their dealers."

For each record handled by Record Sales, up to 2,000 free copies are made available to the promotion team, and these are distributed among dealers and radio stations. These are regarded more as promotional items than simple freebies, the rationale being that many retailers wait until five or six customers have asked for a record before an order is placed. With copies in stock sales can begin more speedily.

The future looks equally promising for Record Sales. Deals with both K-Tel (exclusive use of the promotion team for a week) and Warwick

Records have been set-up, and the team has now extended its working week to Saturdays.

The rise to respectability is this month confirmed by the staging of the inaugural Record Sales sales conference in Stratford-on-Avon, a natural extension of the monthly sessions held with the men in the field.

"In the past we have been approached to use extra promotional techniques - but we have always turned it down," emphasises Wade. "We have got over the credibility problem and proved that we are a bona fide promotion company."

Advertisement

## Teamwork is the key

SINCE ITS launch last September, Record Sales has worked on almost 150 discs. Director Richard Jakubowski estimates that 60 per cent of these have climbed above the top 50 slot in Britain's charts.

The company chalked up its first success for Phonogram in late 1977 - the single "Don't Let Me Be Misunderstood" by Santa Esmeralda. Jakubowski and his partner Alan Wade haven't looked back since.

"We are only as good as our team and we know we have the best", claims Jakubowski. "We are only as good as the results we achieve the previous week and we therefore have to come up with results to continue receiving the business."

Wade added: "With some companies we have had a 100 per cent success rate. Companies use us to varying degrees of effectiveness, and while we know we are only part of the marketing mix, we need the back up of the record company marketing departments to achieve results."


With the exception of EMI, CBS, and WEA, there are very few record com-

● to page 16


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*Happy  
Birthday and  
many thanks*

THE RECORD Sales dealer promotion team handle more than three discs a week – and behind this rigid policy lies the basis of the Company's success over the last year.

Director Alan Wade comments: "I don't think we will ever extend beyond three discs a week. With three records you can retain the dealers' attention. Anything over that you risk losing it. If we were working on ten discs a week there is no way we could break them all."

• from page 15

panies that have not at one time or another enlisted Record Sales to handle product promotion. It does however seem to be mainly the small independent labels that have reaped the greatest benefits.

Jakubowski explains: "Certain record companies do not want it known that we have worked on their acts because they feel it reflects adversely on their own operation."

Record Sales has in fact worked on some of the UK's top acts during the last year – most recently Frankie Miller and Jonathan King.

Jakubowski commented: "A record can take six months to break. Many people give up after four weeks. We worked on Goldie's debut single for Bronze for two and a half months and it eventually made top 10. We have also proved through our marketing methods that we are able to move a record that is even already in the top 20."

He added that Record Sales had helped some television advertised albums to chart before the tv advertising had even begun.

Record Sales' track record since its arrival on the British market fully confirms its effectiveness and the recently completed move to larger premises (now at 72, Newman Street, London, W1) adequately confirms both Wade's and Jakubowski's confidence for the future.

Record Sales does attempt to be selective over the actual product it takes on – a fair amount of projects have been turned down in the past. But in quiet times the company will promote outsiders, although the client is always informed of its chances.

Jakubowski observes: "There are really no set rules in the marketing of records since each record has its own characteristics and we feel we are able to advise our clients how and when to use us most effectively."

He believes that Record Sales can work far more efficiently on a particular disc than the sales force of the company itself – largely because salesmen for the record company do not have enough time to concentrate on individual releases, other than the most obvious ones.

Says Jakubowski: "Our only serious competition in the field comes from CBS, WEA and Pye. We visit our dealers 52 times a year whereas visits from record company reps are usually only 12 a year."

But how much actual help does Record Sales give retailers? Does it purely serve the record companies?

"Dealers have always been close to my heart," says Wade. "And I do feel we help them. We aim to assist the independent dealers by giving them an information service – a lot of the acts we handle are unknown."



SCOTTISH RECORD retailer Bruce Findlay pictured with Paddy O'Connell of Record Sales.

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## RECORD SALES SPECIAL



BBC RADIO Nottingham — one of the stations visited weekly by Record Sales. (Left to right) Trevor Dann, DJ, Lou Goodridge, Record Sales, J.C., station DJ, John Holmes, general music controller and presenter.



RECORD SALES' head of radio promotion Lou Goodridge with John Barter, music controller at Radio Trent.

However he did concede: "It is the record companies that pay us and provide us with the promotional material. But to a large extent we are extending to the provinces the service that London-based retailers have always received from record companies."

Jakubowski adds: "We are only as successful as the record companies allow us to be. We are not suggesting that we can work miracles, but we are the most cost effective part of the promotional and marketing mix."

The other service Record Sales believes it can offer record companies is guidance on promotional spending. Advice is also given on promotional techniques such as picture bags, coloured vinyl releases and disc format.

With its current position in the indus-

try consolidation Record Sales is now looking towards expansion. It is gradually extending its operation into the one-stop field, handling assignments for television advertising companies, increasing promotional involvement on albums, moving into the disco promotion field and in the very near future, hopefully, extending its activities into the highly selective multiple market.

## Servicing the stations

RECORD SALES' dealer promotion team plays a vital role on all products handled, but it is perhaps the eight strong radio promotion team that, by achieving airplay, see the more immediate results.

The radio team is run by Lou Goodridge, who has been involved in local radio since the start, and is based in the Midlands. Steve Jenkins, formerly with the EMI and MCA promotion teams, is based in the North West. These two co-ordinate six others who call on radio stations as well as retailers in their areas.

All local radio stations, all television stations plus the BBC are visited weekly.

Advertisement

RECORD SALES

72, NEWMAN STREET,

LONDON W1.

+++TELEGRAM+++

+++CONGRATULATIONS STOP

ONE BIRTHDAY DOWN STOP

MANY MORE TO COME STOP

BEST WISHES FROM ALL AT

PACIFIC RECORDS STOP+++

# K-tel

## Congratulates

## Alan &

## Richard

## on

## Record Sales

## 1st birthday



# ...and thanks from the team

Paul Stephens · Steve Sheen · Keith Palmer  
 Rom Parol · Andy Westgate · Amanda Vaughan · John Jakubowski  
 Paul Birch · Lou Goodridge (Local radio co-ordinator)  
 Glenn Morgan · Keith Connor · George Carr  
 Paddy O'Connell · James Raffan · Robert E. Goldsmith  
 Steve Jenkins · Wendy Dillow · Susie Higgs · Chris Beckwith

## some of the records we helped promote in the last 4 weeks\*

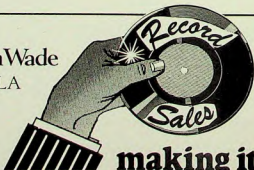
<b>34 NEW</b>	DARLING Frankie Miller	Chrysalis
<b>36</b> 50 2	ONE FOR YOU ONE FOR ME Jonathan King (Jonathan King) Copyright Control	GTO GT 237
<b>62 NEW</b>	ROLLIN' ON Cirrus (Adrian Sear/Graham De Wild) Born	Jet 123
<b>68 NEW</b>	LOUIE LOUIE Motorhead (Steak Richmond/Motorhead) Peter Harris Bronze	BRO60/KPM
<b>50 NEW</b>	I GO TO PIECES (EVERY TIME) Ceri Granger (Larry Weiss) Ardmore/Beechwood	Casino Classics CC3
<b>4 5 14</b>	CLASSIC ROCK London Symphony Orchestra (Jeff Jarratt Don Reedman) K-Tel ONE 1009	Lotus WH 5001
<b>57 NEW</b>	I'M COMING HOME Tom Jones (various)	JET 123
<b>58 NEW</b>	KINGDOM OF MADNESS Magnum (Jake Commander)	JET JETLP 210

And 2 current Top Twenty Singles we can't mention

## \*and it's been like this all year!

Phone us for this weeks chart action

Contact Richard Jakubowski/Alan Wade  
 72 NEWMAN STREET, LONDON W1 P3LA  
 Tel: 01-636 9251/2 Telex 8812733



Approved by BPI

**making it work**



The Album Chart is compiled by *Record Business* from sales up to Tuesday last from 350 shops.

**DISTRIBUTORS**  
 A—Pye; C—CBS; D—Reno; E—EMI; F—Phonogram; G—K-Tel; H—Lightning; J—Multiple Sound; K—Creole/CBS; L—Luglons; N—Enterprise; O—President; R—RCA; S—Selecta; W—WEA.

**KEY**

**NEW** New Entry

**RE** Re-Entry

- ★ Bullet
- ◆ Platinum Disc (£1m sales)
- Gold Disc (£300,000 sales)
- Silver Disc (£150,000 sales)

(Platinum, Gold & Silver Disc information supplied by the British Phonographic Industry.)

# THE ALBUM CHART 1-60

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Producer	Label/Cat. No.	D	Dealer Use
★1	1	16	<b>GREASE SOUNDTRACK</b>	Various	RSD RSD 2001	F	
	2	4	<b>THE BIG WHEELS OF MOTOWN VARIATION</b>	Various	MOTOWN/EMV 12	E	
★3	12	14	<b>NIGHT LIGHT TO VENUS BONEY M</b>	Frank Farian	ATLANTIC/HANNA K5068	W	
	4	5	<b>IMAGES DON WILLIAMS</b>	Not Listed	K-TEL NE 1033	G	
5	7	16	<b>CLASSIC ROCK LONDON SYMPHONY ORCHESTRA</b>	Don Redman/Jarl Jarrett	K-TEL OE 1009	G	
★6	17	3	<b>20 GREATEST BROTHERHOOD OF MAN</b>	Tony Hiller	K-TEL BML 7900	G	
7	8	16	<b>JEFF WAYNE'S 'THE WAR OF THE WORLDS' VARIATIONS</b>	Jeff Wayne	CBS 9000	C	
8	4	5	<b>BLOODY TOURISTS 10CC</b>	John Leake	MCA/RS 2160	F	
★9	14	6	<b>ROSE ROYCE STRIKES AGAIN ROSE ROYCE</b>	Graham Gouldman/Chris Stewart	WINDFIELD K5627	F	
10	3	3	<b>STAGE DAVID BOWIE</b>	Norman Whitfield	RCA PL 0213	R	
★11	NEW	1	<b>SATIN CITY VARIOUS</b>	Various	CBS 9074	C	
12	6	4	<b>TORMATO YES</b>	Yes	ATLANTIC K50516	W	
13	10	6	<b>PARALLEL LINES BLONDE</b>	Mike Chapman	CHRYSALIS COL. 1192	F	
★14	30	2	<b>TO THE LIMIT JOHN ABRAMTRADING</b>	Glyn Johns	JAM AMM 54732	C	
15	13	19	<b>SATURDAY NIGHT FEVER SOUNDTRACK</b>	Various	RSD 2658 123	F	
★16	NEW	1	<b>SOME ENCHANTED EVENING BLUE OYSTER CULT</b>	Blue Oyster Cult/Program/Warman	CBS 86074	C	
★17	28	2	<b>20 GOLDEN GREATS KINKS</b>	Niall Patner/Gordon Smith	RONCO RP. 2031	D	
18	18	3	<b>LIVE BURSTING OUT JETHRO TULL</b>	Ian Anderson	CHRYSALIS C.F. 4	F	
★19	29	19	<b>OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA</b>	Jeff Lynne	JET JETOP 400	G	
★20	NEW	1	<b>GO 2 X</b>	John Leake	VERIGO 9107 751	F	
21	9	3	<b>NEVER SAY DIE BLACK SABBATH</b>	Book Sabath	CASABLANCA CDL 5596	A	
22	22	2	<b>LIVE AND MORE DONNA SUMMER</b>	Pete Bealste/Guygro/Moulder	CHRYSALIS COL. 1198	F	
23	15	9	<b>LEO SAYER LEO SAYER</b>	Richard Perry	UNITED ARTISTS UAG 30167	E	
24	11	4	<b>LOVE BITES BUZZCOCKS</b>	Martin Rubbert	LFESPONGE LSP 6109	C	
★25	41	2	<b>WELL WELL SAYS THE ROCKING CHAIR DEAN FRIEDMAN</b>	Ron Stevens	EPIC EPIC 86057	C	
★26	NEW	1	<b>MOVING TARGET PENETRATION</b>	Mark Grossop/Mike Howlett	ATLANTIC K50532	F	
27	16	8	<b>DON'T LOOK BACK BOSTON</b>	Tom Scholz	ENSON EMV 3	F	
★28	NEW	1	<b>IF YOU WANT BLOOD WE'VE GOT IT AC DC</b>	Harry Vanoy/Gorge Young	WARNER BROS K56026	F	
★29	57	1	<b>A TONIC FOR THE WROOPS BOOMTOWN RATS</b>	Robert John Lange	VERTIGO 6641 807	F	
★30	NEW	1	<b>WAVE LENGTH VAN MORRISON</b>	Van Morrison	RCA PL 21603	R	
31	23	19	<b>LIVE AND DANGEROUS THIN LIZZY</b>	Thin Lizzy/Tony Visconti	ARISTA SPART 1047	F	
32	27	8	<b>SONGS FOR ANNIE JAMES GALWAY</b>	Ralph MacF	ISLAND RPS 2633	D	
33	33	3	<b>I'M COMING HOME TOM JONES</b>	Various	EMI EPIC 8241	C	
★34	3	1	<b>EVER HOW BARRY MANLOW</b>	Ron Dante/Barry Manlow	LOTUS WH 5001	G	
★35	NEW	1	<b>LINGLONGMAM AND MIA BYGRAVES</b>	Not Listed	WARNER BROS K56344	W	
36	24	19	<b>NEW BOOTS AND PANTIES IAN DURY</b>	Rick Walton/Laurie Latham/Peter Jenner	UNITED ARTISTS UAG 30169	E	
★37	NEW	1	<b>JOURNEY TO ADDIS THIRD WORLD</b>	Atco Sadkin/Third World	POLYDOR WHO 5004	F	
38	25	19	<b>MUMOURS FLEETWOOD MAC</b>	Fleetwood Mac/Ronald Dash/Ken Caillat	EMI EPIC 8241	C	
39	38	7	<b>WHEN I DREAM CRYSTAL GAYLE</b>	Allen Reynolds	LOTUS WH 5003	G	
40	19	9	<b>WHO ARE YOU WHO</b>	Glyn Johns/Jon Astley	MCA MCG 3538	S	
★41	48	2	<b>GREEN LIGHT CLIFF RICHARD</b>	Bruce Welch	DECCA TGR 132	S	
42	24	19	<b>BAT OUT OF HELL MEAT LOAF</b>	Todd Rundgren	EMI EMU 3223	S	
★42	NEW	1	<b>RECTASY VARIOUS</b>	Various	DECCA TGR 132	S	
44	20	5	<b>THE BRIDE STRIPPED BARE BRYAN FERRY</b>	Ferry/Pauley/Marotta/Warner/Hye	EMI EMU 3223	S	
45	26	18	<b>STRUT-LEGAL BOB DYLAN</b>	Don De Vito	MCA MCG 3538	S	
★46	58	12	<b>A NEW WORLD RECORD ELECTRIC LIGHT ORCHESTRA</b>	Don De Vito	DECCA TGR 132	S	
47	32	19	<b>NATURAL HIGH COMMODORES</b>	Commodores/James Carruth	EMI EMU 3223	S	
★48	NEW	1	<b>DEMIS ROUSSOU LIFE AND LOVE: HIS 30 GREATEST DEMIS ROUSSOUS</b>	Various	MCA MCG 3538	S	
49	31	7	<b>G. ARE WE NOT MEN? A. WE ARE DEVO DEVO</b>	Brian Eno	DECCA TGR 132	S	
50	21	3	<b>BREATHLESS CAMEL</b>	Camel/Mick Grossopp	DECCA TGR 132	S	
51	35	19	<b>THE KICK INSIDE KATE BUSH</b>	Andrew Powell	DECCA TGR 132	S	
52	59	2	<b>NO SMOKE WITHOUT FIRE WISHBONE ASH</b>	Derek Lawrence	DECCA TGR 132	S	
53	NEW	1	<b>25 YEARS ON HAWKWOOD</b>	Robert Calvert/Dave Brock	DECCA TGR 132	S	
54	37	10	<b>THAT'S WHAT FRIENDS ARE FOR JOHNNY MATHIS &amp; DENICE WILLIAMS</b>	Jack Gold	DECCA TGR 132	S	
55	44	19	<b>THE ALBUM ABBA</b>	Bam Olanrewaju/Benny Anderson	DECCA TGR 132	S	
56	49	3	<b>XII BARCLAY JAMES HARVEST</b>	Barclay James Harvest	DECCA TGR 132	S	
58	54	16	<b>SOME GIRLS POLLING STONES</b>	Glimmer Twins	DECCA TGR 132	S	
59	54	16	<b>DARK SIDE OF THE MOON PINK FLOYD</b>	Pink Floyd	DECCA TGR 132	S	
59	36	4	<b>LIVING IN THE USA LINDA RONSTADT</b>	Pete Asher	DECCA TGR 132	S	
60	NEW	1	<b>SEPARATES 999</b>	Martin Ruchent	DECCA TGR 132	S	

## Index

999	60
10CC	26
ABBA	58
ACDC	24
BARCLAY JAMES HARVEST	56
BLACK SABBATH	21
BARRY MANLOW	34
BLONDE	13
BLUE OYSTER CULT	16
BOB DYLAN	45
BONEY M	3
BOOMTOWN RATS	29
BROTHERHOOD OF MAN	6
BRYAN FERRY	27
BUZZCOCKS	24
CAMEL	50
COMMODORES	47
CRYSTAL GAYLE	39
DAVID BOWIE	19
DEAN FRIEDMAN	25
DEMIS ROUSSOUS	48
DEVO	49
DON WILLIAMS	22
DONNA SUMMER	4
ELECTRIC LIGHT ORCHESTRA	19, 46
JOHNNY MATHIS & DENICE WILLIAMS	54
IAN DURY	37
JAMES GALWAY	35
JOAN ARMSTRADING	14
KIRKIN MATHIS & DENICE WILLIAMS	54
KATE BUSH	17
KENNY	17
LEO SAYER	23
LINDA RONSTADT	59
LONDON SYMPHONY ORCHESTRA	17
MAX BYGRAVES	35
METAL	5
PENETRATION	26
PINK FLOYD	59
ROLLING STONES	57
ROSE ROYCE	8
SOUNDTRACKS—	
GREASE	1
SATURDAY NIGHT FEVER	15
THIN LIZZY	31
THE WORLD	27
TOM JONES	33
VAN MORRISON	30
VARIOUS	43
ECSTASY	33
JEFF WAYNE'S WAR OF THE WORLDS	7
SATIN CITY	11
THE BIG WHEELS OF MOTOWN	2
WHO	40
WISHBONE ASH	52
XTC	20
YES	12

## 'LIVE AND MORE' The New Chart Double Album

from Donna Summer

Includes the amazing studio recorded  
 17.34 mins version of 'MacArthur Park'

Also 'Love to Love You, Baby',  
 'Love's Unkind', 'Last Dance', 'I Feel Love',  
 'Rumour Has It', and many many more.

LOOK OUT FOR NATIONWIDE PRESS & RADIO CAMPAIGN

CALD 5006  
 ALSO AVAILABLE ON TAPE

EMI Music Group

STRAIGHT INTO THE CHARTS

# ★ RADIOACTIVE: Strongest Airplay Gains

PRETTY LITTLE ANGEL Eyes/Showaddywaddy (Arista)  
 RADIO, RADIO/Elvis Costello (Radar)  
 BICYCLE RIDE/FAT BOTTOMED GIRL/Queen (EMI)  
 DON'T CRY OUT LOUD/Elkie Brooks (ABM)  
 PART TIME LOVE/Eton John (Rocket)  
 SHOOTING STAR/Dollar (Carrere)  
 CALIFORNIA DREAMIN'/Colorado (Pinnacle)

ELVIS COSTELLO



# THE AIRPI

YOUR ABC GUIDE TO SINGLES AIRPLAY

Daytime  
 playlists and  
 scripted  
 plays only

Basic Key  
 A - Main Playlist  
 B - Breakers  
 C - Extras  
 \* - Hit Picks  
 I - Station Picks  
 (New adds shown)

## % AIRPLAY RATING

100% = maximum play on listed stations  
 plus BBC's Top Of The Pops (added later)

		RADIO 1	RADIO 2	LUXEMBOURG	CAPITAL	CLYDE	PICCADILLY	1188M	CITY	DOWNTOWN	METRO	
1	★ 76	PART TIME LOVE ELTON JOHN	A	C	B	I	A	A	A	A	A	F
2	74	GOT TO GET YOU INTO MY LIFE EARTH WIND & FIRE	A	C	A	B	A	A	A	A	A	C
3	74	COMING HOME MARSHALL HAIN	A	C	B	A	B	A	A	A	A	E
4	★ 71	THE DAY THAT MY HEART... JOHN PAUL YOUNG	A	B	*	B	B	A	B	B	B	A
5	69	THANK YOU FOR BEING A FRIEND ANDREW GOLD	A	C	I	B	A	A	B	B	A	A
6	★ 64	PRETTY LITTLE ANGEL EYES SHOWADDYWADDY	A	C	B	C	* B	A	A	*	B	F
7	★ 64	INSTANT REPLAY DAN HARTMAN	A	A	B	B	A	*	C	A	A	A
8	★ 64	RADIO RADIO ELVIS COSTELLO	A	A	* B	I	B	B	*	B	*	C
9	63	BRANDY O' JAYS	A	C	A	A	A	A	A	A	A	A
10	61	YOU'RE A PART OF ME GENE COTTON WITH KIM CARNES	A	C	C	B	B	B	B	A	A	A
11	★ 61	BLAME IT ON THE BOOGIE MIKE JACKSON	A	A	A	A	A	A	A	A	A	A
12	61	ONE FOR YOU, ONE FOR ME JONATHAN KING	A	C	C	B	A	A	A	A	A	A
13	60	PROMISES ERIC CLAPTON	A	B	B	A	A	A	A	A	A	B
14	59	HOLLYWOOD NIGHTS BOB SEGER - SILVER BULLET BAND	A	A	A	C	A	A	A	A	A	B
15	57	RESPECTABLE ROLLING STONES	A	C	C	A	A	A	A	A	A	B
16	55	YOU NEVER DONE IT LIKE THAT CAPTAIN & TENNILLE	A	B	A	B	B	B	A	B	*	A
17	54	DRIFTWOOD MOODY BLUES	A	C	B	A	A	B	A	A	A	B
18	52	ONE FOR YOU, ONE FOR ME LA BIONDA	A	C	A	A	A	A	A	B	A	B
19	★ 51	EAST RIVER BRECKER BROTHERS	A	A	B	A	B	B	B	B	B	A
20	49	LOVE, I NEVER HAD IT SO GOOD QUINCY JONES	A	A	B	B	B	B	B	B	B	B
21	★ 48	WHAT A NIGHT CITY BOY	A	A	B	B	B	B	C	A	A	B
22	★ 47	RIGHT DOWN THE LINE GERRY RAFFERTY	A	A	B	B	B	A	A	A	B	B
23	★ 47	DON'T CRY OUT LOUD ELKIE BROOKS	A	B	A	B	B	B	C	A	A	B
24	★ 47	BRIGHT LIGHTS JULIE COVINGTON	B	*	B	B	B	B	*	B	B	B
25	45	I NEED A NUMBER ONE PAUL MINETT	A	A	A	A	A	A	A	A	A	A
26	★ 44	ALIVE AGAIN CHICAGO	B	B	B	B	B	B	*	A	A	B
27	44	FOOL IF YOU THINK IT'S OVER CHRIS REA	C	C	B	B	A	A	B	A	A	A
28	★ 44	SAVE ME, SAVE ME FRANKIE VALLI	A	B	*	*	C	*	*	A	B	A
29	★ 43	TEENAGE KICKS (EP) UNDERTONES	A	B	C	B	A	B	A	*	A	*
30	★ 42	TIME PASSAGES AL STEWART	I	C	C	B	A	B	B	C	A	B
31	★ 42	SHOOTING STAR DOLLAR	C	*	I	*	A	*	A	B	*	E
32	35	GET IT WHILE YOU CAN OLYMPIC RUNNERS	C	A	B	C	A	A	B	A	A	A
33	★ 35	(YOU GOTTA WALK) DON'T LOOK BACK PETER TOSH	C	A	B	A	A	A	A	A	A	B
34	★ 30	RIDE-O-ROCKET BROTHERS JOHNSON	C	*	I	B	*	B	B	B	C	B
35	30	UNTIL YOU COME BACK TO ME MATHIS & WILLIAMS	C	B	C	B	A	B	A	A	B	A
36	★ 29	HOT BLOODED FOREIGNER	C	B	B	B	B	A	A	B	A	B
37	★ 29	WELL ALL RIGHT SANTANA	B	B	B	*	*	*	*	*	*	B
38	27	MIDNIGHT OVER ENGLAND JOHN GLOVER	E	C	*	*	*	*	*	*	*	B
39	★ 27	I LOST MY HEART... SARAH BRIGHTMAN & HOT GOSSIP	I	C	C	C	B	B	A	A	A	A
40	26	DON'T WALK AWAY... ELAINE PAIGE	C	C	C	B	B	A	A	A	A	A
41	26	NEEDLE IN A HATSTACK VELVETTES	B	B	B	B	B	B	B	B	B	B
42	25	SHAKE IT UP, SHAKE IT DOWN FAMILY PLANN	*	*	*	*	*	*	*	*	*	*
43	25	NEW YORK, NEW YORK GERARD KENNY	C	C	C	B	B	B	B	B	B	A
44	25	ROCK 'N' ROLL FOOL NICK VAN EEDE	*	*	*	*	*	*	*	*	*	*
45	24	WHENEVER I CALL YOU 'FRIEND' KENNY LOGGINS	C	C	B	A	B	B	C	A	B	A
46	24	HOT CHILD IN THE CITY NICK GLDNER	B	B	B	B	B	B	B	B	B	B
47	23	SARAH SMILES BRAM TCHAIKOVSKY	C	B	B	B	B	B	A	A	B	B
48	★ 23	CALIFORNIA DREAMING COLORADO	C	A	B	A	B	*	A	A	A	B
49	23	EVEN NOW BARRY MANLOW	B	A	A	A	B	A	B	C	A	A
50	22	CAN'T STAND LOSING YOU POLICE	C	C	A	A	A	A	A	B	A	B
51	22	STRUMMING CHAS & DAVE	B	B	B	B	B	B	B	B	B	B
52	21	THE LAST TIME DARYL HALL & JOHN OATES	C	B	B	A	B	*	B	C	B	A
53	★ 21	DON'T TAKE LOVE FOR GRANTED LULU	B	B	B	B	B	B	B	B	B	B
54	★ 21	SHINE ON SILVER MOON MCCOO & DAVIS	A	B	B	B	B	A	A	B	A	B
55	★ 20	BRAVE NEW WORLD DAVID ESSEX	C	C	C	A	B	A	B	B	B	B
56	19	HOLD ON B.B.KING	C	C	A	*	B	*	*	*	*	C
57	19	I LOVE THE NIGHT LIFE ALICIA BRIDGES	C	I	B	B	B	B	B	B	B	F
58	★ 18	WAVE LENGTH VAN MORRISON	C	*	B	B	B	B	A	A	B	A
59	★ 18	BLUE COLLAR MAN STYX	C	C	*	*	*	*	*	*	*	E
60	17	MIDDLE OF THE NIGHT BROTHERHOOD OF MAN	C	C	A	A	A	B	A	I	A	A

KEY	RADIO 1	RADIO 2	LUXEMBOURG	CAPITAL	CLYDE	PICCADILLY	1188M	CITY	DOWNTOWN	METRO
A	Featured 40	Slots Top 30	Slots Top 30	A List	Top 30	Hit 30	Playlist	Top 30	Top 40	Sounds
B	5+ plays	5+ plays	Featured Singles	B List	Clubbers	Clubbers	Rockshow list	Breakers	Featured 50	Singles
C	1-4 plays	1-4 plays	Top 30	Extras	Extras	Extras				
*	Once to Watch		Bullets	Clubbers	Personality Picks			Presenter Picks	Hit Picks	New Sounds
I	Record of the Week		Powerplay/Twopen	People's Choice	Current Choice				Music Mover	



# PLAY GUIDE

ACTION FOR THE COMING WEEK



FRANKIE VALLI

## TOP NEWSPINS: Strongest New Entries

SAVE ME, SAVE ME/Frankie Valli (Warner Bros.)  
 RIDE-O-ROCKET/Brothers Johnson (A&M)  
 (I WANT TO SEE THE) BRIGHT LIGHTS/Julie Covington (Virgin)

ists/Charts

See foot of page for transition breakdowns

Records in the Singles Chart Top 30 (See page 29) excluded

own in bold type)

Some Radio 1 plays unavailable at time of going to press. Some ratings are therefore estimated on available information and last week's airplay.

			HALLAM	FORTH	BEACON	TEES	TRENT	VICTORY	PENNINE	SWANSEA SOUND	ORWELL	RADIO 210	PLYMOUTH SOUND
61	17	WHILE I'M STILL YOUNG AUTOGRAPHS											
62	17	DON'T COME CLOSE RAMONES											
63	16	IT'S REALLY YOU TARNEY SPENCER BAND											
64	16	MONTEGO BAY SUGAR CANE											
65	★	PEGGY SUE BEACH BOYS											
66	15	LOVE IS THE SWEETEST THING PETER SKELLERN											
67	15	IS YOUR LOVE IN VAIN? BOB DYLAN											
68	15	FUN TIME JOE COCKER											
69	★	BABY I'VE BEEN MISSING YOU BUNNY MALONEY											
70	14	IT'S FOR YOU BOB TROWER											
71	14	MY BOYFRIEND'S BACK BETTE BRIGHT - ILLUMINATIONS											
72	13	TOAST STREETBAND											
73	13	YOU'RE THE ONE... TRAVOLTA & NEWTON-JOHN											
74	★	BABY I'M BURNING DOLLY PARTON											
75	13	LET ME TAKE YOU IN MY ARMS AGAIN NEIL DIAMOND											
76	13	SOMEBODY TO LOVE NEIL LANCASTER											
77	12	SGT. PEPPER BEATLES											
78	12	CHANGE OF HEART ERIC CARMEN											
79	★	PREDICTION STEEL PULSE											
80	12	DON'T LOOK BACK BOSTON											
81	12	TELL ME TO MY FACE DAN FOGELBERG & TIM WEISB											
82	12	DOWN AT THE DOCTORS DR FEELGOOD											
83	12	COME BACK TO ME URIAH HEPP											
84	★	CLOSE THE DOOR TEDDY PENDERGRASS											
85	12	LOVE BROUGHT ME BACK D.J. ROGERS											
86	11	HOLD ON IAN GOMM											
87	11	NO STRINGS MIDNITE FOLLIES ORCHESTRA											
88	11	GET ON UP... GET ON DOWN ROY AYERS											
89	11	ELVIS & MARILYN LEON RUSSELL											
90	11	REMINISCING LITTLE RIVER BAND											
91	10	BURNIN' LOVE PEARLY GATES											
92	10	IT'S OVER BOZ SCAGGS											
93	★	GIVING IT BACK PHIL HURTT											
94	10	PRANCE ON EDDIE HENDERSON											
95	★	SUN EXPLOSION MANU DIBANGO											
96	★	SILVER MACHINE HAWKWIND											
97	★	JUKE BOX GYPSY LINDISFARNE											
98	★	FREAK IN, FREAK OUT TIMMY THOMAS											
99	★	IT'S THE FALLING IN LOVE CAROLE BAYER SAGER											
100	★	NIGHT PEOPLE ALLEN TOUTSAINT											
101	★	I'M EVERY WOMAN CHAKA KHAN											
102	★	P.S.I. POWER HAWK LORDS											
103	★	DON'T MAKE NO PROMISES (YOU CAN'T KEEP) DON KING											
104	★	A WHITER SHADE OF PALE MUNICH MACHINE											
105	★	NEW YORK CITY ZWOL											
106	★	PLATO'S RETREAT JOE THOMAS											
107	★	IN THE BUSH MUSIQUE											
108	★	I LOVE AMERICA PATRICK JUVET											
109	★	BEST OF BOTH WORLDS ROBERT PALMER											
110	★	MARY JANE RICK JAMES											
111	★	THERE'LL NEVER BE SWITCH											
112	★	THE ULTIMATE WARLORD WARLORD											
113	★	I'LL KEEP YOU SATISFIED ADRIAN BAKER											
114	★	OH WHAT A CIRCUS DAVID ESSEX											
115	★	PROMISED LAND BRUCE SPRINGSTEEN											
116	★	FOR YOU JUDIE TZUKE											
117	★	TIME OF THE SEASON GAP MANGIONE											
118	★	I THOUGHT IT WAS YOU HERBIE HANCOCK											
119	★	RADIO STARS RADIO STARS											
120	★	I DON'T WANT TO BE ALONE TONIGHT DR. HOOK											

	HALLAM	FORTH	BEACON	TEES	TRENT	VICTORY	PENNINE	SWANSEA SOUND	ORWELL	RADIO 210	PLYMOUTH SOUND
Top 40	Top 40	A List	Playlist	Playlist	A List	Top 40	Playlist	Top 40	Top 50	Top 30	
New Releases	High Flyers	B List	Instrumentals	B List	Instrumentals	Climbers	Instrumentals	Newspops	Alternative Chart	1-4 plays	
Presenter Picks	Presenter Picks	Station Hit	People's Pick		New Releases	Presenter Picks	Presenter Picks	Presenter Picks			

# REGIONAL

## Scottish news: Ian McFadden

ANOTHER Scottish company has moved into the rock market, although this time with a proven track record. Klub, the independent label based in Glasgow which charted with Andy Cameron's football records earlier this year has just released its first rock single, and is claiming further confirmation of its appeal for breakout status for a record released last November.

The rock single is from Chou Pahrot (pronounced Chow Parrot), a four piece group based in Johnstone. In fact it is an EP format with three tracks (KEP 101) and a picture sleeve. The band who have built up a substantial local following have a neat line in daff names for songs as well as themselves - tracks are: Buzgo Tram Chorus, Lemons, and Gwizgela Gwampohnes. Dates are being set up in England to promote the record, besides the regular schedule of Scottish gigs.

The break-out claimed by Klub, as already mentioned here, is a medley of 'The Lord's My Shepherd' and 'Amazing Grace' by cabaret singer Elaine Andrews (KLUB 02) originally distributed with 'No Regrets' as the "A" side and last month re-issued as a double "A" following airplay reaction. Klub now maintains it has shipped 25,000 of the single since re-activation.

Gus McDonald, managing director of both Klub and its distribution company Musc (Scotland) Ltd. says that the reaction to the airplay the single has had since it was picked up by Radio Forth's Gerry MacKenzie, has been nothing short of phenomenal. Musc distribution is at 041 221 1948.

● **LISMOR Records**, - on catalogue size, the largest Scottish based independent, has moved to new premises at 42 Kilmarnock Road, Glasgow G41 (Tel. 041-632 9269). The company had been seeking alternative premises for some time, the former offices being converted from a record shop owned by sole proprietor Peter Hamilton.

A RECENT opening in the centre of Scotland is Rainbow Records, based at the regional centre in the new town

of Livingston. (Unit 7, Regional Centre, Tel: 39342).

CUTBERTSON'S, known to generations of Glaswegians as the "Music People" is to close its doors after 91 years.

The organisation, the first music shop in Glasgow, and one of the first to move into retailing, was taken over by the Littlewood's group in 1959. Later a second branch was opened in Paisley and moved the main shop to new premises attached to the Sauchiehall Street Littlewood's.

Brian West, speaking from the company's Liverpool head office, said that the Glasgow store would be used for export only. Paisley would be put up for sale and if not purchased by next Spring, would close.

The reason for the closure is poor trading in the hardware and musical instrument department.

GLORIA'S, one of Glasgow's largest record retailers, is back in business. The company which owned the shop, Gloria's Record Bar Ltd went into liquidation this summer, but the shop has now re-opened, as a smaller unit, owned by Gloria's Records and Tapes. Howard Blint, former managing director of GRB Ltd, told *Record Business* that, although the shop was "slightly smaller" the new company had been set up in mid-September and was now operational.

## Irish news: Pat Pretty

● CBS planning heavy promotion for the Johnny Mathis visit. Window displays, in-store promotions and radio advertising are being prepared.

● Composer Jimmy Kennedy celebrates his jubilee in the music business this year. To mark his 50th year in songwriting, EMI will release *Hits You Haven't Heard Till Now*, an album of songs spanning his long career (STAL 1061). Anne Lennon and Johnny Christopher are the featured singers on this.

Jimmy now lives at Greystones, a few miles south of Dublin.

● Expect the re-emergence of Planxty and the return of Ronnie Drew to the Dubliners in the New Year. Noel Pearson's office promises an announcement after the Dubliners' tour of UK and Scandinavia in November.

Irish Record Factor's top cabaret artist Sonny K Knowles has a new album, *How Are Ya, Flower?* (SPR 1022).

Claddagh's *Chieftains 8* will be released the first week in November. Actually, it's the ninth album from the group, now on a US concert tour. Dates include Philadelphia, Washington, Boston, New York and West Coast venues.

The Chieftains return home to appear in the opening transmission of new second TV channel RTE 2 on November 2.

First album by contemporary songwriter-singer Toby McGrath and the Portobello Band is *Maybe Me* (BRL 4097).

## IRELANDS TOP 30

- (1) 4 SUMMER NIGHTS - John Travolta/Olivia Newton-John (RSO 018)
- (2) 8 ONE DAY AT A TIME - Gloria (Release RL 873)
- (3) 4 RASPUTIN - Boney M (Atlantic/Hansa K11192)
- (4) 6 GREASE - Frankie Valli (RSO 012)
- (5) 4 I CAN'T STOP LOVING YOU (THOUGH I TRY) - Leo Sayer (Chrysalis CHS 2240)
- (6) 8 TALKING IN YOUR SLEEP - Crystal Gayle (United Artists UP 36422)
- (10) 3 LOVE DON'T LIVE HERE ANYMORE - Rose Royce (Whitfield K17236)
- (6) 6 MEXICAN GIRL - Smokie (RAK 283)
- (12) 4 A ROSE HAS TO BE - Dooleys (GTO GT 229)
- 10 New 1 SANDY - John Travolta (Midsong/Polydor POSP 6)
- 11 (7) 9 DREADLOCK HOLIDAY - 10cc (Mercury 6008 035)
- 12 New 1 LUCKY STARS - Dean Friedman (Lifesong LS 402)
- (9) 23 RIVERS OF BABYLON/BROWN GIRL IN THE RING - Boney M (Atlantic/Hansa K1120)
- 14 (17) 7 KISS YOU ALL OVER - Exile (RAK 279)
- (11) 9 THREE TIMES A LADY - Commodores (Motown TMG 1113)
- 16 (20) 3 RESPECTABLE - Rolling Stones (Rolling Stones EMI 2861)
- (14) 5 YOU MAKE ME FEEL (MIGHTY REAL) - Sylvester (Fantasy FTC 160)
- (28) 2 HOPELESSLY DEVOTED TO YOU - Olivia Newton-John (RSO 017)
- (16) 7 OH WHAT A CIRCUS - David Essex (Mercury 6007 185)
- 20 New 1 SWEET TALKIN' WOMAN - Electric Light Orchestra (JET 121)
- (25) 5 A ACE IN YOUR HEART - Shaun O'Dowd (Release RL 936)
- (23) 4 TOUR-A-LOUR-A-LOUR-A - Horslips (Horslips MOO 16)
- 23 Re-entry MARY LOU - Dale Haug/Champions (Release RL 935)
- (18) 8 JILTED JOHN - Jilted John (EMI International INT 567)
- (26) 2 SGT. PEPPER/WITH A LITTLE HELP FROM MY FRIENDS - Beatles (Parlophone P6022)
- (23) 3 AN EVERLASTING LOVE - Andy Gibb (RSO 015)
- 27 New 1 RAT TRAP - Boomtown Rats (Milligan LUNCS 717)
- (29) 2 BLAME IT ON THE BOOGIE - Jacksons (Epic Epic 6683)
- (19) 22 YOU'RE THE ONE THAT I WANT - John Travolta/Olivia Newton-John (RSO 006)
- 30 New 1 EVER FALLEN IN LOVE (WITH SOMEONE YOU SHOULDN'T VE) - Buzzcocks (United Artists UP 36455)

## SCOTLANDS TOP 30

- 1 SUMMER - John Travolta & Olivia Newton-John (RSO 018)
- 2 SANDY - John Travolta (Midsong/Polydor POSP 6)
- 3 RASPUTIN - Boney M (Atlantic/Hansa K11192)
- 4 LUCKY STARS - Dean Friedman (Lifesong LS 402)
- 5 PUBLIC IMAGE - Public Image Ltd (Virgin VS 228)
- 6 SWEET TALKIN' WOMAN - Electric Light Orchestra (JET 121)
- 7 HURRY UP HARRY - Sham 69 (Polydor POSP 7)
- 8 MACARTHUR PARK - Donna Summer (Casablanca CAN 131)
- 9 RAT TRAP - Boomtown Rats (Ensign ENV 16)
- 10 LOVE DON'T LIVE HERE ANY MORE - Rose Royce (Whitfield K17236)
- 11 DOWN IN THE TUBE STATION AT MIDNIGHT - Jam (Polydor POSP 8)
- 12 I CAN'T STOP LOVING YOU - Leo Sayer (Chrysalis CHS 2240)
- 13 GREASE - Frankie Valli (RSO 012)
- 14 DARLIN' - Frankie Miller (Chrysalis CHS 2255)
- 15 MEXICAN GIRL - Smokie (RAK 283)
- 16 TALKING IN YOUR SLEEP - Crystal Gayle (United Artists UP 36422)
- 17 EVER FALLEN IN LOVE - Buzzcocks (United Artists UP 36455)
- 18 YOU MAKE ME FEEL (MIGHTY REAL) - Sylvester (Fantasy FTC 160)
- 19 A ROSE HAS TO BE - Dooleys (GTO GT 229)
- 20 DIPPY DAY - Father Abraham (Decca FR 13798)
- 21 BLAME IT ON THE BOOGIE - Jacksons (Epic Epic 6683)
- 22 SUMMER NIGHT CITY - Abba (Epic Epic 6595)
- 23 NOW THAT WE'VE FOUND LOVE - Third World (Island WIP 6457)
- 24 GIVING UP GIVING IN - Three Degrees (Ariola ARLO 130)
- 25 DREADLOCK HOLIDAY - 10cc (Mercury 6008 035)
- 26 KISS YOU ALL OVER - Exile (RAK 279)
- 27 PICTURE THIS - Blondie (Chrysalis CHS 2242)
- 28 COMING HOME - Marshall, Hain (Harvest HAR 5168)
- 29 HARD ROAD - Black Sabbath (Vertigo SAB 002)
- 30 RESPECTABLE - Rolling Stones (Rolling Stones EMI 2861)



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NOV. 5	SHEFFIELD	Crucible Theatre
NOV. 8	BRADFORD	St. Georges Hall
NOV. 10	BOURNEMOUTH	Winter Gardens
NOV. 14-18	LONDON	Palladium
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## Suddenly there's more to Ireland than Showbands

THE IRISH entertainment industry for the past 20 years has been monopolised by showbands. Some would argue that this situation will continue for at least another 20, much to the disgust of the more progressive representatives of the business.

But there are signs of subtle changes which can only be to the benefit of artists as the market is becoming more alert to changing tastes among the young, particularly in large urban areas.

Horslips started out as a group in Ireland but quickly switched to the ballroom circuit when they discovered it was the only way to earn a living fulltime in the business. However, in fairness to them, they did bring a big

dose of originality into the scene which has now rewarded them handsomely on the international market.

Thin Lizzy were never a showband but a small, cult group playing some of the dingier dives in Dublin.

The same question could probably be asked of the Chieftains until millionaire Gareth Browne of the Guinness family took them under his wing.

Ireland has always been bursting with musical talent but it is only in the last few years that international companies have begun to sit up and take notice – and the success of the above acts has probably had a lot to do with this renewed interest.

However, arguably the act which has had the biggest impact abroad, certainly in Britain, in the past few years is the Boomtown Rats. And their success has been the most welcome shot in the arm for Irish talent in a long, long time.

The reason is that the Rats were virtually unknown here two years ago before they followed Thin Lizzy to London to find fame. And the reason they did that was because they couldn't find enough venues here willing to allow them to play. If you weren't a showband or a middle-of-the-road cabaret act you could forget it.

The Boomtown Rats helped change all that. Bookers in Dublin and other big cities – particularly those with universities like Cork and Galway – began to spot that this is what the kids wanted.

And hardly a week goes by now but over here going to gigs and hoping to find another Morrison, Lizzy, Horslips or even Mary O'Hara.

Over the next few years it is pretty certain that more and more Irish acts will be edging their way into the all-important British charts.

From the showband world, the act with the most potential is probably the two Swarbrick brothers, Tommy and Jimmy, from Mullingar – also Joe Dolan's home town.

They have been travelling the showband circuit with their own band for several years. But they are also excellent songwriters and most of their singles releases have been their own compositions, a practice not normally followed by showbands.

Their biggest success so far was qualifying for the Eurovision Song Contest two years ago with 'That's What Friends Are For' which came third. They were signed to an international deal by EMI on the strength of that performance.

They failed to take off but EMI obviously believes in them and with a new name Winter is seriously re-promoting them. A new single 'Turn Around' and an album simply *Winter* were released this month.

Another contender for the international stakes from the showband world is a young Dublin girl singer known professionally as Twink.

She began her career as a teenager in a trio called Maxi, Dick and Twink. Back on the road with her own backing group, this pretty professional performer has been signed to CBS here with her international debut now only dependent on local success.

One of Twink's partners in that teenage trio is almost guaranteed international success. She is Maxi and she is now part of a new trio known as Sheeba.

But the twist here is that an Irish promoter Mick Quinn has invested heavily in grooming the three girls for world stardom. Six months' rehearsals and promotion went into the making of Sheeba. Choreographers had been flown in from London to help perfect their stage act which includes very sexy clothes and obviously aimed at the up-market cabaret spots of London, Vegas and the Continent. Promoter Quinn has not signed

them to a global disc contract, preferring to negotiate country by country – Vogue in France, EMI in Germany and so on.

Two other female singers in the line-up for international honours are promoted using just their first names, a practice very common in Ireland for girl singers. They are Gloria and Geraldine.

Gloria specialises in country music, particularly gospel-type songs and is one of the hottest attractions on the home circuits. That's partly because her current single 'One Day At A Time' has been the biggest selling Irish single this year. Her management is confident she will break through internationally in the gospel-country field.

Under the guidance of Phil Coulter, Geraldine is already well-established in some Continental countries although she has not yet been able to get that elusive chart hit in Britain. She has appeared in song contests everywhere and although prominently based in Dublin intends to continue commuting around the world. Signed to CBS, her current LP is titled *Romano*.

Not so well-known but much more interesting is the world of groups and solo singers – partly because of more originality and partly because it's a relatively new but very active arena.

In this field the newest name to hit the headlines is the Bogy Boys, partly because they have just been taken on by Brian Kennedy, a former record company promotion man. Kennedy had been successfully cultivating the international career of Jamie Stone which culminated in a visit to Los Angeles recently. Culminated because during the US trip Stone suddenly decided to go back to university for four years before moving to America permanently.

Kennedy is at the moment recording demo tracks with a view to seeking a record deal. On the road only three months, the average age of the Bogyys is 20 and they are into high-energy pop.

Another very new band creating a buzz is called Bagatelle. They are a



TWINK: signed to CBS



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## Studio appeal!

spin-off from the recently-disbanded Boulder Band which was one of the top attractions on the rock scene. Bagatelle feature a lot of original material and their lead singer Marian Byrne is being wooed by Polydor.

Also attracting record company attention is Maura Flannery who has even had an approach from a Paris label executive who heard her singing during a vacation here. And her sister Siobhan who lives in Brussels has been signed by Polydor there while a brother under the name Tim Connor is in the top league in Australia.

Maura Flannery, who veers from folk to jazz to rock as well as writing a lot of her own material, runs two weekly gigs in Dublin, a habit she picked up from the Troubadour when she lived for a while in London. One of her regular guest acts, The Establishment, recently had their first album released by EMI Ireland. A lively folk-rock duo they are beginning to 'establish' themselves on the Continent through regular visits.

Another group with a girl, Annie More, fronting them is Time Machine. Described as a funk-rock band, they have just had their first single (a three-track maxi) issued on a new label, Rip-off Records, distributed by Solomon and Peres. They plan to visit London and then the Continent in the new year as part

of a promotion exercise.

Among the other first-league groups are Stagalee, from the Killarney area, who have been signed to CBS, and Stesapide, who toured the UK with Graham Parker.

Moving up fast are a host of groups - Sidewinder, Randolf, D.C. Nien, Waist Band, Sacre Bleu, Reform, Chateau, Sing Street, Brown Thomas, Frazzle and Berlin.

Solo artists worth watching are C.T. Wilkinson, a talented songwriter who has been signed by the Stigwood Organisation, Johnny Logan, being groomed by London-based producer Roberta Danova, plus Freddie White, a Corkman who has an amazing cult following in Dublin.

Finally, the most unlikely name to feature here: Irish tenor Frank Patterson who sings Mozart, Handel, Bach and other 'serious' music. A top name in his field, he has sung his way round the world but now Phonogram is planning to extend his popularity into the MOR market. His next LP *For Your Pleasure, Vol. 2*, will feature more pop-orientated material such as 'A Child Is Born'.

At hopefully this article has shown, talented acts are there in abundance. All it needs now is a few more John Fruiis willing to push them - after all, look what he did for the Dublin-born Nolan Sisters!

DUBLIN IS becoming a very popular place to record, both for British and American artists and producers as well as the Irish recording industry.

The city has three 24-track studios and numerous 16-track and 8-track smaller studios which are usually making jingles, demos and sponsored radio programmes.

The rates for session men are £20.50 for full session (three hours) or 20 minutes recorded time. A half session or two hours costs £18.

One of the newest studios is Lombard Sound, whose chief engineer is Fred Meijer. The Helios custom-built control disk handles 28 in and 24 out. The tape machines are Studer, there's full Dolby A noise reduction, Neumann and AKG microphones, two stereo EMT echo plates and a Revox with 15/30 ips. Costs are £35 an hour for 24-track and £30 an hour for 16-track. Special reductions can be negotiated for block bookings.

The Lombard management will provide a complete service for the client, booking hotels, cars and taking general care of arrangements, airport to airport. Many overseas producers have used this studio, including Dave Gold, Alan O'Duffy, Phil Lynott, Jerry Hughes, Sandy Robertson, Barry Becket and Steve

Katz.

Philip Green owns two studios here, under his Dublin Sound banner. Studio 1 is at 45 Orwell Road, Rathgar, Dublin 6, and Studio 2 is at 35 Westland Row, Dublin 2.

Studio 1 is large enough to hold a full-size symphony orchestra. Its mixing console is 24 in/24 out, and tape machines are American 3M. Studio 2 has the latest Neve console with 32 in, 24 out, and quadraphonic mixdown. Tape machines are also 3M, and both studios have AKG, Neumann and Shure microphones, as well as dbx, flangers and noise gates. Cost is £35 an hour for 24-track or 16-track, and £30 an hour for 8-track or 4-track facilities. The Bay City Rollers are currently in Dublin Sound.

A very popular smaller operation is Trend Studios, owned by John D'Ardis and associates at Hagen Court, Lad Lane. The studio is 600 sq. ft. Equipment is 16-track MCI. The Trend rate is £26 an hour. A lot of Irish recordings and jingles are made here. Status Quo are currently working in the studio.

Keystone Studios, at 18 Harcourt Street, has an 8-track desk.

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## Focus on: IRELAND

### Ulster labels flourish

IN DECEMBER of 1977, the Outlet Recording Company, had the distribution centre at Smithfield Square, Belfast, badly damaged during a bomb blast, and also lost over £150,000 worth of stock. The firm recently revealed plans for a new complex which will house distribution, recording studios, tape division and offices. Managing director Bill McBurney expects the new complex to be in action by mid-1980. Meanwhile recording manager Cei Fay has been extremely busy in the 16-track studio cutting new albums by Tracy Wells, Pride and the versatile Tom Kelly, for release on the Homespun label during November and December. Billy McBurney who formed the company some 11 years back, has high hopes for the latest artist to sign with Homespun, a lovely lass by the name of Leon who hails from Newry. Her debut album will be on the market by early November under the title *Country Love* which is being tipped as hit. Outlet also plans to launch a new label called International Records with a debut album entitled *Country Classics*.

George Doherty is in charge of the S&P studio, known in the business as Hyde Park, is working on a new album by The Brannigan Brothers, and has just completed album number six for veteran Frankie McBride under the title *Gentle To Your Senses* now issued on the Emerald Gem label.

Top Rank Entertainments, has just moved into an ultra modern complex at Bree, Castleblaney, Co. Monaghan. Under m.d. Tony Loughman Top Rank Entertainments management division handles such country acts as Philomena Begley, Big Tom, John Glenn, and some 14 bands in all. Loughman formed the company some seven years back, his first venture was into management, and later set up his 'booking division' for

ballrooms throughout Ireland. Later with the help of Kevin Ward they set up Top Spin Records, and more recently the modern 16-track Big Tom Recording Studio's. Top Spin is currently enjoying chart status with a new album *Philomena in Nashville* featuring Philomena Begley, *Countryside* by Brian Coll. Latest to join Top Spin is Eileen King with a new album and band called Country Gifts. Singer Big Tom is in charge of the recording studio, and that is where the star recorded his current number one album *I Would Like To See You Again*, for the Denver label of which he is co-director along with Johnny McCauley. Some months back Tony Loughman decided to launch a new magazine Entertainment News, which appears weekly and is edited by RTE's country host Paschal Mooney.

Tony Johnston, Dana's former manager has revived his Flame label. A new pop group known as Q8, scored with a self-composed single 'Super - band', while former Pickwick recording artist Bill Quinn has issued an album.

Libra a label set up by Belfast man Tony Bradley is designed to promote new talent. First signing is Barbra Ann, a cabaret artist, and she has released a single 'Angel of the Morning'. *A Taste of Hunni* is the most popular programme on Radio Ulster, and will also be the title of presenter Gloria Hunniford's new album on Release, due out in November.

### Shannon flies the flag in the U.K.

CHIEF SOURCE of Irish-produced material in the UK is Shannon Distribution, an affiliated company of Saga Records, which acquired the operation two years ago.

Located at Saga's Kensal Road, west London headquarters, Shannon has an estimated 500 album titles in stock covering the majority of Irish output. The repertoire is sold by Saga's six salesmen, who also handle the B&C label, and is

● to page 32

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## Focus on: IRELAND

# Supplies add to Ulster's problems

IF life in Ulster were not hard enough these days, with bomb damage affecting many record outlets, the belief of local dealers that they are still at the head of the line so far as the UK record companies are concerned does not make their lot any easier to bear.

"The dealers are to be complimented on their resilience," says Noel Spiller, sales manager of Solomon and Peres. "Not only do they have to wait for the government to settle their bomb damage claims, but they have many other problems to contend with that mainland dealers don't have to face. It often seems that UK manufacturers think that Northern Ireland is in the middle of the Atlantic instead of just across the Irish Sea. It is difficult to get supplies of publicity material and product release plates are often not notified. We find ourselves in the middle as distributors and it is galling for our reps to call on shops and see the records already there imported from the UK."

A few months ago S&P opened a distribution centre in Glasgow and it has proved something of a revelation so far as Spiller is concerned. "We have seen

for the first time the service that is given on the mainland by record companies. I have seen some marvellous displays, but we couldn't get them over here. We are just learning what we have been missing out on."

While still feeling under-appreciated, Spiller senses that there may be slight signs of a changing attitude on the part of the British companies. One area in which he feels there is a definite turn for the better is in the standard of live entertainment. Belfast was never a major venue for concerts, and the situation was aggravated by terrorist activity. However there has been something of a revival of concert activity with shows from the likes of Leo Sayer, Nana Mouskouri, Don Williams, Kenny Rogers and David Essex. This has given a definite boost to sales and the influence of the local Downtown Radio is also regarded as positive in stimulating interest in records.

So far as the activities of S&P's Emerald label is concerned, Spiller reports that the introduction of the Gem 5000 series for country music has turned out to be a significant factor in impro-



Philomena Begley (left) and Gloria: two of Ireland's top singers

ving its image. There is also evidence of growing interest in acts like Frankie McBride and the Diamond Accordion Band.

### SYMPHOLA

OVER AT Symphola sales are on the increase again after the severe setback caused by last year's terrorist attack which resulted in the Antrim Road depot being completely destroyed. Symphola now operates out of premises in Fountain Street, inside the security zone, but still has outstanding claims amounting to £750,000 for the damage to the depot and its Smyth's record

shops, although as sales director Bert McCormick thankfully points out the shops have traded uneventfully for the last 18 months.

McCormick reckons that the level of business is holding up well, with good catalogue sales and the independent trade showing little inclination to respond to the cut-pricing of Boots and Woolworth. There are some 100 record outlets in the province, about half of which are selling non-record merchandise as well.

"If retailers are prepared to work at it, I don't see why any of them should be complaining," he observes.

### ● from page 30

the only one of Saga's lines to receive direct distribution. All other Saga material is shipped via CBS.

John Finnan is Shannon general manager, with Ambrose Donaghue handling sales responsibility. Both men report to Saga managing director Marcel Rodd.

Among the Irish acts with a sales following in Britain, Rodd reports that the most popular is without doubt Philomena Begley. She has four albums available, *Truckin' Queen*, *Irish Country Queen*, *Queen of The Silver Dollar* and *Queen of Country Music*. Indeed it is country 'n' Irish recordings which generally find the most widespread acceptance, with ethnic material closely following it. Other albums numbered among Shannon's best-sellers are Ray Lynam's *Irish Startime*, Margot's *Toots*, and *We'll Keep A Kindly Welcome* by Na Fili. But possibly the all-time best-seller is a Boulevard label LP, *John McCormick's Irish Songs*. "This record has been on the catalogue for 15 years and it still goes on selling," commented Rodd.

Demand for imported Irish records is on the increase with more outlets stocking material outside the obvious Irish population areas, to the point that Shannon may expand into general import activities.

Another UK source of Irish catalogue is Chardmale, the well known wholesalers and importers. The firm has taken on local distribution of the Mulligan label and is working at the rate of three albums per month towards releasing the whole of the Mulligan catalogue.

Although not set up to distribute in the UK, the new Solomon's Percs warehouse in Glasgow has a wide range of Irish material available for Scottish sale.

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CLANNAD/Dulaman		
ICEF 0581	£2.00	£3.50
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(TARA 2004)	£2.00	£3.50
WOLFE TONES/Ship Of Gales		
(TARA 1003)	£2.00	£3.50
SPUD/Singing On The Box		
(XRL 5001)	£1.65	£3.00
BARTLE/Corn For Folk Sale		
(DOLM 5016)	£1.65	£3.00
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(H&LP 166)	£1.65	£3.00
SEAN McGUIRE/Trad Fiddler		
(ISLP 1031)	£2.35	£4.00
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# ALBUM REVIEWS

## Top 60

**DARTS: The Amazing Darts (K-Tel DP7 7981)**

**Prod: Tommy Boyce/Richard Hartley**

All Darts hits are included and although at first glance the album appears to have material unfamiliar to the casual listener there's actually nothing that's less than listenable. Should do very well indeed on the back of a national tv campaign which starts on October 23.

**DOLLY PARTON: Both Sides Of Dolly Parton**

(Lotus WH 5006) Prod: Various  
A comprehensive 'Best Of' recent Dolly featuring tracks like 'The Bargain Store', 'Joleen', 'Coat Of Many Colours', 'Applejack' and 'Here You Come Again', this is bound to do very well. The tv campaign goes national from October 30.

**XTC: Go 2 (Virgin V2108) Prod: John Leckie**

On the strength of XTC's second album there is a chance that the band is about to become the banner-waving conscience of British progressive music, with all the brickbats, plaudits and general hyper-criticism that goes with the award. Packaged in one of the most amusing sleeves ever, the music is intelligent and adventurous without blowing it in the accessibility stakes and coupled with an autumn tour the LP might well chart via the art school scene, where they are very strong.

**MANHATTAN TRANSFER: Live (Atlantic K50540) Prod: Tim Hauser**  
In its own right this album would be a winner. Backed by regular spots on the next *Two Ronnies* series and by WEA's tv promotion it shapes as one of the season's best sellers. Recorded during their Spring UK tour, the albums packs 19 tracks on the two sides which makes for top value as well. Not only does it feature all the act's most popular material, 'Chanson d'Amour', 'Candy', 'Operator', 'Java Jive' etc., it also includes for the first time on record some of the specialty pieces, the Puerto Rican sequence 'Speak Up Mambo', Tim Hauser's live-talking d and Alan Paul's New York punk impersonation on 'Turn Me Loose'.

## Best of the rest

**CORTINAS: True Romances (CBS 82831) Prod: Martin Birch**

Between punk and power/pop, the songs on this long-awaited release from an early punk runner are generally neat even though the sound is thinly reminiscent of early Rocky club vintage. Have label and band left it too late though?

**SALLY OLDFIELD: Water Bearer (Bronze BRON 511)**

**Prod: Sally Oldfield**  
Sally Oldfield's pure, breathy voice floats over her own pleasant if simplistic songs but over-the-top hippy

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effects such as bells, choruses and twiddly acoustic guitars give the album a dated feel, even though the sister of Mike Oldfield has produced a very good album of its type.

### 13TH FLOOR ELEVATORS: The Psychedelic Sound Of The 13th Floor Elevators (Radar RAD 13)

**Prod: Lelan Rogers/Gordon Bynum**  
A collectors item, this treats a line between garage band punk and early psychedelia. Some of the tracks even have a commercial pop charm which overcomes the thin recording and generally amateurish feel. The band was fronted by one Rocky Erickson, an acid casualty who achieved legendary status in Texas.

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# THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

**SALES RATING**  
100 = Strong No. 1 Sales

**AIRPLAY RATING**  
100% = Top Of The Pops  
(Maximum 100% play plus BBCL's Top Of The Pops)

The Record Business Top 100 is compiled from sales and airplay on a system adapted from the charts of the successful US trade paper *Record World*. The Top 30 is based on sales alone. Positions 31-100 are determined by the sales rating + 5% of the airplay rating. 300 shops report weekly sales, average reporting time being Thursday noon.

## Action Of The Week



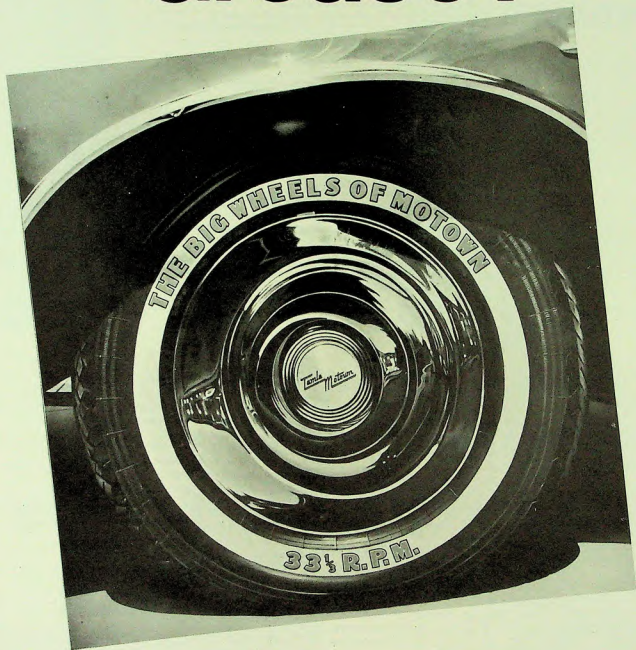
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This Week	Last Week	Wks on Chart	1	TITLE/ARTIST	Label/Cat. No	D	Drop
1	1	7	111	76 SUMMER NIGHTS JOHN TRAVOLTA & OLIVIA NEWTON-JOHN	☆ RSO 018	F	
★2	6	4	70	88 SANDY JOHN TRAVOLTA	▽ MIDSONG/POLYDOR POSP 6F		
3	2	4	68	85 RASPUTIN BONEY M	▽ ATLANTIC/Hansa K 11192 W		
★4	4	6	66	81 LUCKY STARS DEAN FRIEDMAN	▽ LIFESONG/LS 402	C	
★5	5	4	49	73 SWEET TALKIN' WOMAN ELECTRIC LIGHT ORCHESTRA	▽ JET 121	C	
6	3	7	48	77 LOVE DON'T LIVE HERE ANYMORE ROSE ROYCE	▽ WHITFIELD K17236 W		
★7	10	3	37	62 RAT TRAP BOOMTOWN RATS	ENSIGN ENY 16	F	
★8	NEW	1	37	4 PUBLIC IMAGE PUBLIC IMAGE LTD	VIRGIN VS 228	C	
★9	17	3	34	84 MACARTHUR PARK DONNA SUMMER	CASABLANCA CAN 131 A	F	
★10	19	2	31	38 HURRY UP HARRY SHAM 69	POLYDOR POSP 7	A	
11	8	7	30	85 I CAN'T STOP LOVING YOU (THOUGH I TRY) LEO SAYER	▽ CHRYSALIS CHS 2240 F		
12	7	10	29	60 GREASE FRANKIE VALLI	RSO 012	F	
13	9	11	27	40 YOU MAKE ME FEEL (MIGHTY REAL) SYLVESTER	FANTASY FTC 160	E	
14	11	11	25	68 TALKING IN YOUR SLEEP CRYSTAL GAYLE	UNITED ARTISTS UP 36422 E		
15	13	6	23	69 NOW THAT WE'VE FOUND LOVE THIRD WORLD	ISLAND WIP 6457 E		
16	15	6	22	62 BLAME IT ON THE BOOGIE JACKSONS	EPIC EPC 6683	C	
★17	23	2	21	17 DOWN IN THE TUBE STATION AT MIDNIGHT JAM	POLYDOR POSP 8	F	
18	21	6	20	73 MEXICAN GIRL SMOKIE	RAK 283	E	
19	14	6	19	63 EVER FALLEN IN LOVE (WITH SOMEONE YOU SHOULDN'T 'VE) BUZZCOCKS	UNITED ARTISTS UP 36455 E		
20	18	11	18	18 A ROSE HAS TO DIE DOOLEYS	GTO GT 229	C	
★21	24	4	17	88 DARLIN' FRANKIE MILLER	CHRYSALIS CHS 2255 F		
★22	30	5	16	16 DIPPETY DAY FATHER ABRAHAM	DECCA FR 13798	S	
23	12	13	15	17 KISS YOU ALL OVER EXILE	RAK 279	E	
24	16	7	13	35 SUMMER NIGHT CITY ABBA	▽ EPIC EPC 6595	C	
★25	32	6	12	78 GIVING UP GIVING IN THREE DEGREES	ARJOLA ARO 130 A	A	
★26	NEW	1	11	53 BICYCLE RIDE - FAT BOTTOMED GIRL QUEEN	EMI 2870	E	
27	20	10	11	14 DREADLOCK HOLIDAY 10CC	● MERCURY 6008 035	F	
28	22	10	11	11 PICTURE THIS BLONDIE	● CHRYSALIS CHS 2242 F		
★29	37	2	10	3 HARD ROAD BLACK SABBATH	VERTIGO SAB 002	F	
30	26	12	10	* THE WINKER'S SONG IVOR BIGGON AND THE RED-NOSED BURGLARS	BEGGARS BANQUET BOP 1 E		
31	31	7	9	76 BRANDY O'JAYS	PHIL. INT. PIR 6658	C	
★32	45	5	8	75 COMING HOME MARSHALL HAIN	HARVEST HAR 5168	E	
★33	40	5	8	51 BLAME IT ON THE BOOGIE MICK JACKSON	ATLANTIC K 11102	W	
34	35	4	7	69 GOT TO GET YOU INTO MY LIFE EARTH WIND & FIRE	CBS 6553	C	
35	33	5	7	68 RESPECTABLE ROLLING STONES	ROLLING STONES EMI 2881 E		
★36	70	2	7	53 PART TIME LOVE ELTON JOHN	ROCKET XPRES 1	F	
★37	52	3	6	61 ONE FOR YOU, ONE FOR ME JONATHAN KING	GTO GT 237	C	
★38	60	2	7	35 (YOU GOTTA WALK) DON'T LOOK BACK PETER TOSH	ROLLING STONES EMI 2859 E		
39	25	13	8	8 THREE TIMES A LADY COMMODORES	● MOTOOWN TMG 1113	E	
★40	NEW	1	8	SILVER MACHINE HAWKWIND	UNITED ASTISTS UP 35381 E		
★41	NEW	1	5	56 INSTANT REPLAY DAN HARTMAN	BLUE SKY SKY 6706	C	
42	41	4	5	47 ONE FOR YOU, ONE FOR ME LA BIONDA	MERCURY 6198 227	F	
★43	73	2	7	15 GET IT WHILE YOU CAN OLYMPIC RUNNERS	POLYDOR RUN 007	F	
44	34	5	4	62 HOLLYWOOD NIGHTS BOB SEGER & THE SILVER BULLET BAND	CAPITOL CL 16004	E	
★45	56	3	4	64 THANK YOU FOR BEING A FRIEND ANDREW GOLD	ASYLUM K 13135	W	
46	50	4	5	48 FOOL (IF YOU THINK IT'S OVER) CHRIS REA	MAGNET MAG 111	E	
47	29	27	7	5 RIVERS OF BABYLON - BROWN GIRL IN THE RING BONEY M	☆ ATLANTIC K 11120	W	
48	27	16	7	4 JILTED JOHN JILTED JOHN	▽ EMI INT. INT 567	E	
★49	NEW	1	5	40 TEENAGE KICKS (EP) UNDERTONES	SIRE SIR 4007	W	
50	47	5	4	60 DON'T COME CLOSE RAMONES	SIRE SRE 1031	W	
51	28	11	6	8 OH WHAT A CIRCUS DAVID ESSEX	● MERCURY 6007 185	F	
52	38	7	5	16 DOWN AT THE DOCTORS DR FEELGOOD	UNITED ARTISTS UP 36444 E		
★53	75	2	6	5 GET ON UP, GET ON DOWN ROY AYERS	POLYDOR AYERS 7	F	
★54	NEW	1	6	* NEON LIGHTS KRAFTWERK	CAPITOL CL 15998	E	
55	46	5	4	25 MIDDLE OF THE NIGHT BROTHERHOOD OF MAN	PYE 7N 46117	A	
★56	77	3	3	55 PROMISES ERIC CLAPTON	RSO 21	F	
57	36	10	5	7 HONG KONG GARDEN SIOUXSIE AND THE BANSHEES	▽ POLYDOR 2059 052	F	
58	54	8	4	22 THE EVE OF THE WAR JEFF WAYNE'S 'WAR OF THE WORLDS'	CBS 6496	C	
59	44	6	5	6 BAMA BOOGIE WOOGIE CLEVELAND EATON	GULL GULLS 63	A	
60	53	24	4	13 YOU'RE THE ONE THAT I WANT JOHN TRAVOLTA & OLIVIA NEWTON-JOHN	☆ RSO 006	F	





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