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 Tippie, 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 promotional effort 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.


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

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 backed 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 bought the vouchers.

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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 (EMC 3723).

The Whittaker and Manuel albums have been extensively consumer researched 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 (LPs) and £2.66 (tapes), against an rrp of £3.90 (LPs) and £4.10 (tapes). 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...
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 licencees 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 Leavy 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 misrepresent 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 made under price display legislation 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.
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: 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 agreement 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 Chinnichap partnership who has achieved the rare distinction of producing the top two singles in America – ‘Look At The New Pictures’ and ‘Smack The Shame’, both of which are ‘Hot Child In The City’.. . .; await announcement of Bee Gees intention to form their 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 alternative 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 Quaglins, 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 end . . . 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 . . .
Phonogram moves to kill 'boring' image

“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 rammed 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 best 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. 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: “We are the best in the industry. We have some of the best jazz acts. We sell more jazz than anyone else. We are the best in the world.”

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 job manufacturing and distributing the number of records they do. I don’t think Phonodisc is any worse than anyone else and it’s done a better job.”

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

On November 6 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 rates 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.

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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
**DISCO**

**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. 

- **CBS DISCO promo man Greg Lynn is sending out a genuine limited edition promotional album to his Discopool digs this week.** Titled *Instant Replays*, 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 series of singles next year, partially inspired by the success of the Velveteens oldie '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 equaling or bettering Christmas sales.

- First recorded this week was a 12-inch EMI Capitol 12-inch 'France On' by Eddie Henderson (12CL 16015) which I mentioned a few weeks ago as an album track. Now available as a 12-inch dealers should definitely stock this as a fast instrumental with a lilting 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 (M1), distributed by Pye, in late November. So dig this one as an import copies grab them because this record is a monster.

- One of the nicest coloured vinyl records I've ever seen came into my shop this week. By Mankind, it's a disco version of the 'Dr Who' theme on Motor Records—a label based in London. Now available as a 12-inch dealers should definitely stock this as a fast instrumental with a lilting line which really makes your boxer shorts move.

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**THE DISCO CHART**

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<td>6</td>
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<td>GET ON UP, GET ON DOWN ROY ADERS</td>
<td>POLYDOR 72712</td>
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<td>MAGNET 153 AG</td>
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<td>I LOVE THE NIGHT LIFE ALICIA BRIDGES</td>
<td>POLYDOR 2066 850</td>
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</table>

Compiled by Record Business Research from reports of specialist disco shops.

**Record Business** October 23, 1978
...HEAR THEM MOVE!

RADIO & TV

Trent adds an hour

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

A new producer for Kevan Hugh in charge of the Saturday and Sunday slots has 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 Kiddey co-present a new Monday to Friday magazine programme.

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

They are Norman Bolton (28), 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 DJs 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 Lucarno 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.

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 last week was pianist Mike Read, Dave Lee Travis, Simon Bates, Kid Jensen, Adrian John and Adrian Juste. Down on front are Peter Powell and Paul Burnett.

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

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.

SLEEPERS

SOMEBODY'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, made by the minister for energy, Anthony Wedgewood Benn.

SLEEPERS

JOY DIVISION: Edits by Brian Hairigan

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 Hylia Bannister on Tuesday at 4.20pm.

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.

Edited by Brian Hairigan

Beep 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 starring 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 di 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 Mark Power.

RADIO MANCHESTER makes this week's 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 Wedgewood Benn.

Pick ups

Again 'Driftwood', 'Bicycle Race' and the Moody Blues' first off the mark with Chicago's 'Alive Again' and Elvis Costello's 'Radio, Radio'—and even more kudos to Radio 1 for putting the Undertones' 'Teenage Kicks' in its featured 40.

The latter is, in no small part, due to John Peel championing the record having been playing it on his Monday to Thursday rock show for weeks.

Radio 1 and Capital were off like greylouds on Dollas's 'Shooting Star'. It was listed in the same week as Capital Climber and a Radio 1 To Watch.

And finally in this section, something of an oddity. Streetband had a single called 'Hold On' some time ago which made no real impact. However, last 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.

Sayer Sounds like Friday

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.

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SHOWADDY WADDY

Pretty little
ANGEL EYES

Keep your eyes open for the latest single from Britain's premier Rock 'n' Roll band.
ARIST 222

ORDER FROM YOUR TANDEM REPRESENTATIVE OR FROM PHONODISC
Phonodisc Ltd., PO Box 28, Clyde Works, Grove Road, Romford, Essex RM2 4AU Telephone Sales Dept: 01-590 7766
RADIO LUXEMBOURG is a national institution. The wavering signal that is the 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 stale."

"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 our 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 on 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 Romeo and Stuart Henry who were all Radio 1 DJs."

Prince declares unequivocally that ILR stations have 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.

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 continuously 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.

"If you 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."

Tony Prince and (inset) Alan Keen: disco will achieve audience focus

Luxembourg declares war on Radio-1's early evening slot by Brian Harrigan
is one year old
thanks to

Bronze Records • The Rocket Record Company
Chrysalis Records • Island Records
Lightning Records • Jet Records • Pye Records
R.K. Records • K.Tel International (U.K.) • Warwick
Curzon Sound • The Martin Coulter Group of Music
Chiswick Records • Terry Noone • Polydor
Logo Records • Velvet Music • Ariola Records
Jeffrey Bridge and all at the B.P.I.
Tony Hall and Jeffrey Scot-Smith • R.S.O. Records
Jonathan & Andy King
& Local Radio Stations and Record Dealers everywhere.
Happy Birthday to Alan and Richard

Wishing you all the success in the coming years with Record Sales from all your friends at Jet Records.

Congratulations on one year of record sales

PTE RECORDS GROUP

RECORD BUSINESS October 23, 1978
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 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 rationales 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 quickly.

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.”

CONGRATULATIONS RICHARD & ALAN

TRY OUR HIT REKORD

PHONE TONY LEVOI FOR FLEET DETAILS

TONY LEVOI MOTORS LTD.
24-26 SOUTHEND ROAD, GRAYS, ESSEX
GRAYS THURROCK (0375) 76632

would like to congratulate Record Sales on their first anniversary and wish them continued success
One For You,
  • One For
  Jonathan
  King,
  • One For
  Record Sales
  • Happy
  Birthday and
  many thanks

---

**RECORD SALES SPECIAL**

Selectivity creates personal service

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.

---

Congratulations
to
Alan and Richard
from
CURZON SOUNDS LIMITED

for doing it for one year.

We’re one year behind you.
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 extend 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 industry 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.

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+++
...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*

<table>
<thead>
<tr>
<th>34 NEW</th>
<th>DARLING</th>
<th>Chrysalis</th>
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<tbody>
<tr>
<td>36</td>
<td>ONE FOR YOU ONE FOR ME</td>
<td>GTO GT 237</td>
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<tr>
<td>62 NEW</td>
<td>ROLLIN' ON</td>
<td>Jet 123</td>
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<tr>
<td>68 NEW</td>
<td>LOUIE LOUIE</td>
<td>Bronze</td>
</tr>
</tbody>
</table>

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—Ronco; E—EMI; F—Phonodisc; G—K-Tel; H—Lightning; J—Multiple Sound; L—Enterprise; O—President; R—RCA; S—Selecta; W—WEA

The Album Chart 1-60

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THE ALBUM CHART 1-60

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999

40

ABBA

59

AD AND COMPANY

31

BARCLAY JAMES HASTW.

59

BARTON

21

RILEY

1

GIANT

30

GIBSON

1

MACLEAN

9

HUGHES

7

JACKSON

20

JOHNNY MATHES & DENNIS WILLIAMS

2

KING'S PALACE

9

LINDA RONSTAD.

9

LONDON SYMPHONY ORCHESTRA

9

MACLEAN

6

MCRONAGH

7

PETER

5

RUTHERFORD

1

SCOTT

1

TOMMY GIBSON

30

VAUGHAN

3

VARIOUS

1

GUEL

3

MURPHY

7

JACKSON

20

JAMES

4

HENDRIX

7

MURPHY

7

VAUGHAN

1

TOMMY GIBSON

30

VARIOUS

1

GUEL

3

MURPHY

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JACKSON

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VAUGHAN

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MURPH
**RADIOACTIVE: Strongest Airplay Gains**

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<tr>
<th>Track Title</th>
<th>Artist</th>
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<td>PRETTY LITTLE ANGEL EYES/Showaddywaddy</td>
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<td>RADIO. RADIO/Elvis Costello (Radar)</td>
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<td>BICYCLE RIDE/FAT BOTTOMED GIRL (Queen) (EMI)</td>
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<td>DON'T CRY OUT LOUD/Elkie Brooks (A&amp;M)</td>
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<td>PART TIME LOVE/Elton John (Rocket)</td>
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<td>SHOOTING STAR/Dollar (Carrere)</td>
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<td>CALIFORNIA DREAMIN'/Colorado (Pinnacle)</td>
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**The Airplay Rating**

% AIRPLAY RATING

100% - maximum play on listed stations

**Your ABC Guide to Singles Airplay**

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<td>GOT TO GET YOU INTO MY LIFE EARTH WIND &amp; FIRE</td>
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<td>COMING HOME MARSHALL, HAIN</td>
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<td>THE DAY THAT MY HEART...JOHN PAUL YOUNG</td>
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<td>THANK YOU FOR BEING A FRIEND ANDREW GOLD</td>
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<td>PRETTY LITTLE ANGEL EYES SHOWADDYWADDY</td>
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<td>YOU'RE A PART OF MY COTTON W/ KIM CARNESE</td>
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<td>BLAME IT ON THE BOOGIE MICK JACKSON</td>
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<td>ONE FOR YOU, ONE FOR ME/JONATHAN</td>
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<td>PROMISES ERIC CLAPTON</td>
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<td>RESPECTABLE ROLLING STONES</td>
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<td>YOU NEVER DONE IT LIKE THAT CAPTAIN &amp; TENVILLE</td>
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<td>DRIETWOOD MOODY BLUES</td>
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<td>ONE FOR YOU, ONE FOR ME/LA BIONDA</td>
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<td>EIGHT RIVER BRECKER BROTHERS</td>
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<td>RIGHT DOWN THE LINE GERRY FERRAFFY</td>
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<td>DON'T CRY OUT LOUD ELKIE BROOKS</td>
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<td>BRIGHT LIGHTS JULIE COHARTON</td>
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<td>I NEED A NUMBER ONE/Paul Minett</td>
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<td>ALIVE AGAIN CHICAGO</td>
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<td>FOOL (IF YOU THINK IT'S OVER) CHRIS REA</td>
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<td>SAVE ME, SAVE ME FRANKIE VALLI</td>
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<td>TEENAGE KICKS (EP)/UNDERTONES</td>
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<td>TIME PASSAGES ALBERT PAUL JONES</td>
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<td>SHOOTING STAR DOLLAR</td>
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<td>(YOU GOTTA WALK) DON'T LOOK BACK PETER TOSH</td>
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<td>RIDE-O-ROCKET BRECKERS JOHNSON</td>
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<td>UNTIL YOU COME BACK TO ME MATHIS &amp; WILLIAMS</td>
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<td>HOT BLOODED FOREIGNER</td>
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<td>WELL ALL RIGHT SANTANA</td>
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<td>MIDNIGHT OVER ENGLAND JOHN GLOVER</td>
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<td>I LOST MY HEART...SUNRAY BRIGHTMAN &amp; HOT Gossip</td>
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<td>DON'T BE SCARED...ELAINE PAIGE</td>
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<td>NEEDLE IN A HATSTICK VELVELETES</td>
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<td>SHAKE IT UP, SHAKE IT DOWN FAMILY PLANN</td>
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<td>NEW YORK, NEW YORK GERARD KENNY</td>
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<td>ROCK 'N' ROLL FOLL NICK VAN EDE</td>
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<td>WHENEVER I CALL YOU 'FRIEND' KENNY LOGGINS</td>
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<td>HOT CHILD IN THE CITY GILDER</td>
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<td>CALIFORNIA DREAMING COLORADO</td>
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<td>EVEN NOW BARRY MANLOW</td>
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<td>CAN'T STAND LOSING YOU POLICE</td>
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<td>STRUMMING CHAS &amp; DAVE</td>
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<td>THE LAST TIME DARYL HALL &amp; JOHN DATES</td>
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<td>DON'T TAKE LOVE FOR GRANTED</td>
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<td>SHINE ON SILVER HUNN MCCOY &amp; DAVIS</td>
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<td>BRAVE NEW WORLD DAVID ESSEX</td>
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<td>HOLD ON B.B. KING</td>
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<td>I LOVE THE NIGHT LIFE ALICIA BRIDGES</td>
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<td>WAVE LENGTH VAN MORRISON</td>
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<td>BLUE COLLAR MAN STYX</td>
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<td>MIDDLE OF THE NIGHT BROTHERS OF HAN</td>
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**Key**

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<td>Feature 40</td>
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<td>B</td>
<td>5 + plays</td>
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<tr>
<td>E</td>
<td>2 + plays</td>
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<td>F</td>
<td>1 + plays</td>
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**Ratings**

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<td>D</td>
<td>3 + plays</td>
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<td>E</td>
<td>2 + plays</td>
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<tr>
<td>F</td>
<td>1 + plays</td>
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</table>

**Display playlists and scripted plays only**

**Basic Key**

- A - Main Play
- B - Breakers
- C - Extras
- * - Hit Picks
- I - Station Pick

**New adds show**
**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)

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

### Single Charts

<table>
<thead>
<tr>
<th>Position</th>
<th>Song Title</th>
<th>Artist(s)</th>
<th>Label</th>
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<tr>
<td>61</td>
<td>WHILE I'M STILL YOUNG</td>
<td>AUTOGRAPHS</td>
<td>RAK</td>
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<td>62</td>
<td>DON'T COME CLOSE</td>
<td>RAMONES</td>
<td>SIRE SRE</td>
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<td>63</td>
<td>IT'S REALLY YOU</td>
<td>TERNY SPENCER BAND</td>
<td>A&amp;M</td>
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<td>64</td>
<td>MONTREAL DEL BAY SUGAR CANE</td>
<td>ABBEY RG</td>
<td>ABBEY RG</td>
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<td>65</td>
<td>PEGGY SUE BEACH BOYS</td>
<td>BROTHERS</td>
<td>MERCURY</td>
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<td>66</td>
<td>LOVE IS THE SWEETEST THING</td>
<td>PETE SKELLERN</td>
<td>A &amp; M</td>
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<td>67</td>
<td>IS YOUR LOVE IN VAIN?</td>
<td>BOB DYLAN</td>
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<td>68</td>
<td>FUN TIME JOE COCKER</td>
<td>BROTHERS</td>
<td>A&amp;M</td>
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<td>BABY I'VE BEEN MISSING</td>
<td>YOU BUNNY MALONEY</td>
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<td>70</td>
<td>IT'S FOR YOU ROBIN TROWER</td>
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<td>CHRYSALIS</td>
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<td>71</td>
<td>MY BOYFRIEND'S BACK</td>
<td>BRIGHT LIGHTS - ILLUMINATIONS</td>
<td>DARAD A1A</td>
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<td>AMERICA'S DREAM</td>
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<td>YOUR'S THE ONE... TRAVOLTA</td>
<td>&amp; NEWTON-JOHNSON</td>
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<td>PARTON</td>
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<td>SOMEBODY TO LOVE</td>
<td>NEIL LANCASTER</td>
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<td>SGT PEPPER BEATTY</td>
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<td>CHANGE OF HEART</td>
<td>ERIC CARMEN</td>
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<td>TELL ME TO MY FACE</td>
<td>DAN FOGELBERG &amp; TIM WEISB</td>
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<td>GET ON UP, GET ON DOWN</td>
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<td>RUSSELL</td>
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<td>FOR YOU JUDIE TZEKE</td>
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<td>I THOUGHT IT WAS YOU</td>
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<td>120</td>
<td>I DON'T WANT TO BE ALONE</td>
<td>TONIGHT DR HOOK</td>
<td>CAPITOL CL 16013</td>
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**Ireland's Hit List**

- **TOP 40**
- **Top 30**
- **Top 20**
- **Top 10**
- **Alternative Chart**
- **New Releases**
- **Playback Hits**
- **Presenter Picks**

**Record Business** October 23, 1978
ANOTHER Scottish company has moved into the rock market, although this time with a proven track record. Klub, the independents label based in Glasgow which charted with Andy Cameron's foot-in-mouth celebration "Rubbish" a few years ago, 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 Parrot (pronounced Chow Parrot), a four piece group based in Johnstone. In fact it is an EP format with three tracks (KLP 02) originally distributed with 'No Regrets' as the "A" side and last month re-issued as a double.

REGIONAL

Gerry MacKenzie, has been nothing but phenomenal. Musac dis-covered Grace' by cabaret singer Elaine Andrews (KLUB 02) originally dis-covered 'No Regrets' as the "A" side and last month re-issued as a double.

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IRELAND'S TOP 30

1 (1) 4 SUMMER NIGHTS - John Travolta/Olivia Newton-John (RSO 018)
2 (2) 8 ONE DAY AT A TIME - Gloria (Release RL 873)
3 (3) 4 RASPUPIN - Boney M (Atlantic/Hansa K11192)
4 (4) 6 GREASE - Frankie Valli (RSO 012)
5 (5) 4 I CAN'T STOP LOVING YOU (THOUGH I TRY) - Leo Sayer
(Chrysalis CHS 2240)
6 (8) 8 TALKING IN YOUR SLEEP - Crystal Gayle (United Artists UP 36422)
7 (10) 3 LOVE DON'T LIVE HERE ANYMORE - Rose Royce (Whitfield K17236)
8 (6) 6 MEXICAN GIRL - Smokie (RAK 283)
9 (12) 4 A ROSE HAS TO DIE - Dooleys (GTO GT 229)
10 (8) 8 HOPELESSLY DEVOTED TO YOU - Olivia Newton-John (RSO 016)
11 (7) 9 DREADLOCK HOLIDAY - 10cc (Mercury 6008 035)
12 (1) 4 A ROSE HAS TO DIE - Dooleys (GTO GT 229)
13 (9) 23 RIVERS OF BABYON/BROWN GIRL IN THE RING - Boney M
(Atlantic/Hansa K11120)
14 (17) 7 KISS YOU ALL OVER - Exile (RAK 279)
15 (11) 9 THREE TIMES A LADY - Commodores (Motown TMG 1113)
16 (20) 3 RESPECTABLE - Rolling Stones (Rolling Stones EMI 2861)
17 (14) 5 YOU MAKE ME FEEL (MIGHTY REAL) - Sylvester (Fantasy
TCT 160)
18 (28) 2 HOPEFULLY DEVOTED TO YOU - Olivia Newton-John (RSO 017)
19 (16) 7 OH WHAT A CIRCUS - David Essex (Mercury 6007 185)
20 (New) 1 SWEET TALKIN' WOMAN - Electric Light Orchestra (JET 121)
21 (25) 5 PLACE IN YOUR HEART - Shania O'Deane (Release RL 936)
23 Re-entry MARY LOU - Dale Haze/Champions (Release RL 935)
24 (18) 8 JILTED JOHN - Jilted John (EMI International INT 567)
25 (26) 2 SGT. PEPPER/WITH A LITTLE HELP FROM MY FRIENDS - Beatles
(Parkophone R6022)
26 (23) 3 AN EVERLASTING LOVE - Andy Gibb (RSO 015)
27 (21) 5 1 RAT TRAP - Dooleys (GTO GT 229)
28 (29) 2 BLAME IT ON THE BOOGIE - Jacksons (Jovic EP 6683)
29 (19) 22 YOU'RE THE ONE THAT I WANT - John Travolta/Olivia Newton-John
(RSO 008)
30 New 1 EVER FALLEN IN LOVE (WITH SOMEONE YOU SHOULDN'T 'VE) -
Buzzcocks (United Artists UP 36455)

SCOTLAND'S TOP 30

1 SUMMER - John Travolta/Olivia Newton-John (RSO 018)
2 SANDY - John Travolta/Black Sabbath (Virgin VEN 206)
3 RASPUPIN - Boney M (Atlantic/Hansa K11192)
4 LUCKY STARS - Dean Friedman (Lifesong LS 402)
5 PUBLIC IMAGE - Public Image Ltd (Virgin VIRGIN 229)
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 - Dooleys (GTO GT 229)
10 LOVE DON'T LIVE HERE ANYMORE - 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 FCT 160)
19 A ROSE HAS TO DIE - Dooleys (GTO GT 229)
20 DIPPEY DAY - Father Ab fals (Decca FR 13798)
21 BLAME IT ON THE BOOGIE - Jacksons (Jovic EP 6683)
22 SUMMER NIGHT SONG - John Lennon (Release RL 936)
23 NOW THAT WE'VE FOUND LOVE - Third World (Island WIP 6457)
24 GIVING UP GIVING IN - Three Degrees (Ariola ARO 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 (Virgin VEN 206)
30 RESPECTABLE - Rolling Stones (Rolling Stones EMI 2861)

RECORD BUSINESS October 23 1978

Irish Record Factor's top cabinet artist Sonny Knowles has a new album, How Are You, Flower? (SRR 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.
Focus on:
IRELAND

pages 25-35
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NOV. 10 BOURNEMOUTH Winter Gardens
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Mary will be appearing on several major TV shows before the end of the year including the Royal Command Performance on BBC 1 on Sunday November 19th.
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 good group playing some of the dingier dives in Dublin.

The same question could probably be asked of the Chief Twins 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 some talent scout from London is 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 doing their way into the all-important British charts.

From the showband world, the act with the most potential is probably the two Swarbrigg 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 an' 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 – usually in France, EMI in Germany and so on.

Two other female singers in the line-up for international honours are the blonde twins 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 permanently based in Dublin intends to continue commuting around the world. Signed to CBS, her current LP is titled 'Romance'.

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 Bogeys, 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 Bogeys is 20 and they are into high-energy pop.

Another very new band creating a buzz is called Bagatelle. They are a
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 by CBS, and Stepaside, 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 is Irish tenor Frank Patterson who sings Mozart, Handel, Bach and other 'serious' music. A top name in his field, he has sung his way around the world but now Phonogram is planning to extend his popularity into the MOR market. His next LP 'A Child Is Born'.

As hopefully this articles has shown, talented acts are there in abundance. All it needs now is a few more John Fruins 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 room handles 28 in and 24 out. Tape machines are Studer, there's full Dolby A noise reduction, Neumann and AKG microphones, two stereo EMT echo machines and a Revox with 15/30 ips. Costs are £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.

Tommy Ellis Studios specialise in jingles, disc-cutting and recording sponsored radio shows.

Philip Green owns two studios here, under his Dublin Sound banner. Studio 1 is at 75 Orwell Road, Rathgar, Dublin 6, and Studio 2 is at 35 Westland Row, Dublin 2.

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.
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Aliens.- DJF 20519. Cassette - DJH 40519.
Happy to Meet, Sorry to Part.- DJF 20544. Cassette - DJH 40544.
The Tain.- DJF 20543. Cassette - DJH 40543.

New Album
due January.
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 Cel 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 Hydepark, 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, Countyfied by Brian Coll. Lately 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 Honey 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

Not to mention, Cork, Donegal, Tralee, Galway, Waterford, Sligo, Limerick. In fact, any of hundreds of Irish cities, towns and villages, served by Demesne Records' national distribution network. It's the kind of service people have come to expect from Demesne. And, as Ireland's major distributor of all national and international labels, we feel it's the kind of service our customers are entitled to. (By the way, just for the record, we are also Ireland's biggest Rack Jobbers!)

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SS IF life in Ulster were not hard enough these days, with bomb damage affecting many record outlets, the belief is local dealers that they are still at the end 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 dates 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 improving its image. There is also evidence of growing interest in acts like Frankie McBridge and the Diamond Accordian 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 shop.

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

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

Shannon Irish Records

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

John Finnigan is Shannon general manager, with Ambrose Donaghe 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 common that Irish recordings which in general find the most widespread acceptance, with ethnic material closely following it. Other albums numbered among Shannon's best-sellers are Ray Lynch's 'Irish Starshine', Margaret's 'Toots', and 'Well Keep A Kindly Welcome' by Na Fili. But possibly the all-time best-seller is the 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 Charndon, 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 'Peres' warehouse in Glasgow has a wide range of Irish material available for Scottish sale, 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.

Shannon Records Ltd, 286 Kings Road, London W10 01-969 3323

Shannon Irish Records

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PHILOMENA BEGLEY Queen of Country Music (TEL 73) £3.00 £3.50

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LARRY CUNNINGHAM/Irish Starshine (1645) £1.20 £1.65

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JOHN MCCORMICK/Irish Songs (Boulevard 2076) £1.50 £3.00

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

Focus on: IRELAND

Supplies add to Ulster's problems

Shannon Irish Records

From page 30

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ALBUM REVIEWS

Top 60

DARTS: The Amazing Darts (K-Tel DLP 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 (Lotus WH 5006) Prod: Various
A comprehensive 'Best Of Recent Dolly' featuring tracks like 'The Bargain Store', 'Jolene', '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 winner. Backed by regular spots on the next Two Ronnies series and by the serious record dealer can't afford to be without SP&S. Phone Europe's No. 1 now - there's great deal waiting for you.

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 album 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 speciality pieces, the Puerto Rican sequence 'Speak Up Mambo', Tim Hauser's jive-talking di and Alan Paul's New York punk impersonation on 'Turn Me Loose'.

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 tinnily reminiscent of early Roxy club acid casually who achieved legendary status.

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 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.

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CHAS & DAVE
STRUMMIN' I'M IN TROUBLE
EMI 2874

EDDIE HENDERSON
PRANCE ON
CL 16015
Disco Smash
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- F: Fontana
- G: Philips
- H: Pye
- K: Parlophone
- L: Imperial
- M: EMI
- N: RCA
- O: Capitol
- P: Pye
- Q: London
- R: Pye
- S: EMI
- T: Columbia
- U: Decca
- V: EMI
- W: Pye
- X: EMI

#### Ons To Watch
1. Alternative Ulster, Still Little Fingers
2. Gamble/Leon Huff
3. Doris Day
4. Billie Holiday
5. Louis Armstrong
6. Nat King Cole
7. Ray Charles
8. Ella Fitzgerald
9. Sarah Vaughan
10. Ella Fitzgerald

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#### Record Business Research

All charts and listings in Record Business are produced by the paper's own research department, employing a staff of four and an ICL 15034/4 computer known as ARTHUR — the display, retail, television, Hit Potential, Exposure report.

The data reflected in Britain and is modelled on the approach used successfully for many years by the three major US trade papers, and it is used as the basis for our associate publication, Record World.

All enquiries about RB Research should be made to the Research Manager, 26 Cranford Road (01-858-3511).
Will it remove Grease?

The No. 2 Album
Bunny Maloney

'Baby I've Been Missing You'

The Number one reggae single that you've already made a hit (No 1 'Black Music WE 9 Oct).
Now it's chart bound in the pop market.
'Baby I've Been Missing You'. Exclusively on Gull Records.
Don't miss it.
GULF 65

STRIFE

BACK TO THUNDER

After a long three year wait, Strife are back with a bang. Eight rip-roaring tracks of solid rock.
Now with Budgie in the middle of a major UK tour.

Tour Dates
OCTOBER
25th Cardiff University
26th Swansea Nutz Club
28th Hull University
29th Redcar, Coatham Bowl
30th Manchester Appollo
31st Birmingham Odeon

NOVEMBER
1st Brighton Top Rank
3rd St. Alban's City Hall
5th Hanley Victoria Hall
6th Derby Assembly Hall
7th Hammersmith Odeon
8th Reading University
10th Maidstone College
18th Tower Club, Oldham
19th Grey Topper, Nottingham
20th The Gig, Birmingham
21st A J's Lincoln

A power house of 20th The Gig, Birmingham

Gary Boyle's new album 'Electric Glide' will probably put him where he belongs; in the spotlight.
A real showcase for his talents as one of the world's foremost guitarist.
An album that also boasts some of today's most outstanding musicians; Gary Moore, Robert Awhai, Kenny Shaw, Simon Philips and Phil Chen.

A limited edition is available on Blue Vinyl so order early.

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