Trade problems grow as TV strike goes on

DEALERS WHO bought in large stocks of Manfred Mann's EMTV 19 album on the promise of a £300,000 campaign on tv and radio won't have to pay for them until the television advertising is aired - probably not until after Christmas.

EMI has now given up all hope of a ruthless race for available screen time when the companies return to broadcasting. There are no other advertising sources for us, "he said. "I can't begin to tell you the repercussions that could result from this strike." 

- Ronco's Barry Collier had no campaigns set for September, but fears a ruthless race for available screen time when the companies return to broadcasting. "There are no other advertising sources for us," he said. "I can't begin to tell you the repercussions that could result from this strike." 

- F.W. Woolworth record buyer Bob Egerton told RB: "A substantial proportion of our LP business is on tv merchandised product and we are currently noticing a sales recession which is partly attributable to the tv dispute. The strike will push the Christmas run-up very much later into the year." 

WEA sets Mac and Eagles LPs

WEA WILL reach its budgeted target of £30 million worth of sales for 1979 with the help of new albums from Fleetwood Mac and The Eagles due out within a month.

That was the optimistic message to delegates at the WEA sales conference held over the weekend at Cheltenham from managing director John Fruin.

"The general market will be much less soft during the Autumn quarter, due almost entirely to the musical" 

Turn to page 4

Page One of Guardian for MFP ads

MUSIC FOR Pleasure will be backing the 34 titles due for release pre-Christmas with over £10,000 worth of national press advertising, including four front-page spots in the Guardian. These will appear weekly between November 2 and December 3 and will be used to promote two spoken word cassettes in the Listen For Pleasure range - The Elvis of the Old Vic (7053) and a personal selection of his eight favourite Letters From America by Alistair Cooke (7055).

The recording by the Guardian correspondent includes his reminiscences of meetings with Hollywood stars, among them Bing Crosby and Groucho Marx, and MFP has high hopes for its sales potential.

In-store activity will embrace the usual p-o-s aids covering the full repertoire range, supplemented by 500,000 copies of an eight-page catalogue listing best-selling titles. (Conference details P.10)
Enigma ‘Supercuts’ are boosting business

THE INTRODUCTION of the new Supercut series by Enigma has brought about an immediate lift in business-reported managing director John Boyden at the company’s first sales promotion meeting in its three year history.

Before an audience of almost 100 people at the Festival Hall’s Waterloo Room, with representatives from the Arts Council, BBC, agents, artists, equipment manufacturers in attendance, Boyden said that his decision to have all Enigma records pressed in Germany was the result of problems of securing reliable quality in Britain. He felt that the Supercut albums, retailing at £5, offered “the ultimate in recording quality” to consumers who were not concerned with the industry’s problems, but recognised that albums were expensive and expected comparable quality.

As a result of the repertoire presentation, Enigma will be launched in South Africa and Australia. Derek Hannan and Paul Taylor, managing directors of WEA companies in those two countries, were on hand to hear existing and forthcoming repertoire and are planning to make the label available before Christmas.

New releases for September are Elgar’s Second Symphony by James Loughran and the Halle Orchestra (K53594), Julian Lloyd Webber’s interpretation of Rachmaninov and Debussy Sonatas (K35386), and Beethoven Quartet Op. 18 by the Lindsay Quartet (K53587).

With an eye to the future potential of the Chinese market, Enigma has signed Ling Tung, reckoned to be the pre-eminent Chinese conductor, and he is following his recording last year of Rachmaninov’s Second Symphony with the Berlino Symphonie Fantastique with the Philharmonia Orchestra (K35593) in October.

£3.99 Racey

RACEY’S NEW Smash And Grab album on Rak will be offered at a special £3.99 list until November 1. The experiment will mean a dealer price of £2.21 (LP) and £2.79 (tape). The album contains the act’s three hit singles. ‘Lay Your Love On Me’, ‘Some Girls’ and ‘Boy Oh Boy’. TV promotion is under consideration.

EMI will be providing a counter-display unit to hold 20 LPs and dealers who sell 20 LPs or tapes will also qualify for a bonus of two free copies of the group’s next single.

Other Rak releases in October will include Talking To The World by Kandidate, including the singles ‘I Don’t Wanna Lose You’ and ‘Girls Girls Girls’ and Smokie’s The Other Side Of The Road. The label will also be promoting a new act East Side Band, the eighth direct signing in Rak’s history. Because the band is reckoned to be a departure musically from Rak’s usual type of material, special media kits are being prepared for radio, tv and press use.

£250,000 10cc TV

DESPITE THE current television strike Phonogram has announced an ambitious, tv-centred £250,000 marketing campaign for the new 10cc compilation 10cc’s Greatest Hits 1972-78 (Mercury 9102 504).

Set for release on September 21, the album is scheduled to be advertised on Granada and Westward from September 24 to October 12, London and Southern October 15 to November 2 on Scottish, Grampian, Trident and ATV October 29 to November 16.

The 12-track album, which includes five cuts licensed from UK, retails at £4.99 and will also be backed by consumer press advertising and billboard sites in Manchester and London. Point of sale material includes four-colour posters and mirror-board window props.

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MULLINGS

NOTWITHSTANDING THE speed of light of last week's BPI AGM, with scarcely enough time for more than a perfunctory tribute to retiring director Geoffrey Bridge (hopefuly to be given a more appropriate send-off later on), and an agenda which didn't allow for Any Other Business discussion, independents who had anticipated provoking a discussion on current industry chart problems unlikely to remain silent indefinitely... still a scrupulous two-course cold buffet with drinks which cost members a mere £17.50 a head in the romantic setting of the Mayfair Beachcomber Restaurant was heartily enjoyed by hard-up industry top brass... some sceptical observers regard the delay in finalising the EMI-Paramount deal as being caused by some hard bargaining over the price, with the Americans looking for something closer to £30-£40 million for their half-share in the record company - but Manchester Square hierarchy anticipating that the marriage will be consumated... but was Paramount's offer preferred to a slightly earlier approach understood to have been made by Polygram?

MISSED FROM last week's long list of former RCA marketing men - Lionel Burdge and Jack Boyce, but Brian Hall anxious to stress that he is the one survivor still working for RCA, as International Manager, a job he has held for the past four years... incidentally we hear that one of those recently let go, immediately let go in the nearby Sportswriters Club, became tired and emotional, kicked over a table or two - and was banned for life... and we also hear that one radio promo man not a million miles from Stratford Place was actually offered a job at RCA - which just goes to show... CBS chairman Maurice Oberstein accompanying international chief Dick Asher on a tour of Brazil and Argentina - travelling by Concorde and the company executive jet... Billy Ocean single re-launch caused GTO stalwarts Jan Leary, Michael Paton and Mike Smith to terminate their vacances a trois in Majorca early to lend a hand in the promotion hustle... in case anybody wondered what ever happened to Steve Winwood, he has just co-produced with Mark Miller Munday the Marianne Faithful album for Island - not Voulez Vous, but an Abba Greatest Hits Vol. 2 likely to command a CBS tv campaign when group tours here... Nikki Levene and Marilyn Ford celebrating first anniversary of their indie promo company Tequila with Flying Lizards biggie 'Money'... SURPRISE MOMENT in Boney M's lavish two-hour spectacular at Wembley Pool was an electrifying version of Jimi Hendrix classic 'Hey Joe' by Marcia Barrett, who also looked stunning (along with Maire and Liz) in those discreetly thonged outfits - it would be interesting to see what the lisem thong eleven could do vocally given more chance to escape from superficial Europop... Bronze g.m. Robert Lemon rapidly advancing up the industry's gag-telling league - he cranked a couple of goodies during his presentation at EMI's sales conference, including one related to the looking for a bassplayer named Still to join a new act, Jim Novak and Harry Good (think about it)... although presentations at Coventry didn't feature split-screen and homoview extravaganzas of previous years, American-made track suits given to delegates showed that times ain't that hard... and coinciding with the Coventry happenings was the good news that simultaneously with Cliff Richard's UK number one, The Knack had topped the US charts with 'My Sharona' on Capitol... also making an impact in the US charts, under-appreciated outfit Sniff 'n' Tears whose 'Drivers Seat' single now a Top 20 entry for Atlantic... and would you believe Barron Knights at number 80 over there with 'The Topical Song' and the Kinks at 23 with Low Budget album, just about to be released here by Arista... ON OFFICIAL press release announcing signing of The Donkeys single 'What I Want' to Deram label, Rhesus Records states: 'For obvious reasons we didn't want the Donkeys painted with the Decca brush' - talks continue around the parish with the opposition for a label deal... MCA marketing chief Stuart Watson wishes to point out that Stilton cheese formed the final part of the three-course meal for the LRD sales force - and was delivered at the last sales meeting before the departure to CBS.

RECORD BUSINESS

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DEPUTY EDITOR (Production/Reviews) David Redshaw
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Preskey and James give indies more BPI muscle

LAST WEEK'S annual meeting of the BPI was the soul of discretion and an object lesson in brevity. briskly conducted by chairman Len Wood, the whole meeting was over in about 30 minutes with many members wondering what had happened to the expected display of fireworks.

The addition of Monty Presky (Damont) and Stephen James (DJM) to the council was approved, but absolutely no reference was made to the reason for increasing its membership to 17. In fact, it was to the way out of last June's extraordinary general meeting when the independents strongly opposed a resolution to give the majors permanent council membership and majority voting rights. Increased council representation appears to have silenced the independents' opposition, while the majors seem to have dropped their demands.

Silence also reigned supreme over the expected criticism by the smaller companies of what they considered to be the majors' unfair use of greater marketing muscle to secure chart placings. The failure to have the matter raised could have been due to some behind-the-scenes lobbying to avoid any washing of dirty linen, or equally due to the absence on holiday of the independents' leading spokesman Stephen James.

The meeting did however last long enough for Wood to deliver a rapid tribute to director general Geoffrey Bridge who is retiring. “Everyone in this room has very considerable reason to be grateful for all he has done for us,” commented Wood, mentioning that Bridge would be continuing to work for the BPI as a consultant.

Also agreed was a resolution to withdraw, up to £200,000 per year from Phonographic Performance (needle-time) funds for the next two years to help fund the industry's anti-piracy campaign expected to be supplemented by an MCPS contribution of £50,000. This matter raised one serious question. Some, m.d. Rod Buckle expressed concern that the BPI might be gaining access to money which might contractually have belonged to artists. Wood assured that the BPI had investigated this possibility and would not use money “which doesn't belong to us.”

John Fruin (WEA), Tony Morris (Polydor), Chris Wright (Chrysalis) and Walter Woyda (Pye) were re-elected to the council along with two co-op members Derek Green (A&M) and Charles Levison (Arista).

Woolworth's video exclusive

F. W. WOOLWORTH is introducing exclusive video promotion films into the record departments of its top 100 stores, plus 15 Woolco outlets.

The films will be prepared by Realheath Display & Design, making its first entry into video production, following negotiations between managing director Bryan Whitman and Woolworth record buyer Bob Egerton. Previously 60 Woolworth stores were supplied with promotion film by Captain Video. The new arrangements are effective from October 9 and the monthly 60-minute video shows will be tailored to emphasise not only product but also the range of accessories.

"We shall be using a presenter and focusing on the price of records and any special promotions which the stores are undertaking. We aim to promote Woolworth's image as a full service record store," commented Whitman.

Woolworth has closed its London press office because, according to md Mike Hutson, an in-house department is not longer required. Helen Walters, press officer for six years, and her two assistants have departed. Woolworth will use independent PR representation as necessary.
Three years ago two Englishmen met in New York. One ex Spooky Tooth the other ex King Crimson. They formed a band called Foreigner. Today it is one of the top selling bands in America. Head Games, their new album, tells you why. Co-Produced by Roy Thomas Baker (Cars & Queen Fame).

Previous Albums:
1977 "Foreigner" — Triple Platinum
1978 "Double Vision" — Mega Platinum
1979 "Head Games"

Available on Atlantic Records K50561
Available on cassette K450561
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**THE SINGLES CHART 1 - 60**

**SALES RATING**

100 = Strong No.1 Sales

**AIRPLAY RATING**

100% = Most Played On The Top Of The Pops

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**Wks on Chart**

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**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 ratings. 300 shops report weekly sales, average reporting time being Thursday noon.**
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<tr>
<th>No.</th>
<th>Name</th>
<th>Label/Cat.</th>
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<td>VIRGIN VS 270/27012</td>
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<td>SIDEWALK SID 113</td>
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<td>CARIBOU CRB 7846</td>
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<td>EGGS BANQUET BACK 2 W</td>
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<td>WARHOLE WBS K17445</td>
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<td>SMALL WONDER SMALL 19 M</td>
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### Notes:
- When composing this chart RB Research uses sales and airplay ratings calculated to one decimal place which are “rounded off” when published above.

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- A - Pye; B - One Stop; C - CBS; E - EMI; F - Phonodisc; G - Lighting; H - Solomon; I - Peres; J - Charmaine; K - Creole; L - Product; M - Spar; N - Rough Trade; O - RCA; P - Selecta; Q - Faulty Products; R - Wea; S - X - Clyde Factors; T - Ywun Up.

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### Selected by 60 Brit DJs and Producers: Look for next week's nominations on the singles releases page.
NEWS

First Floyd LP since '77 could yield singles

A PINK FLOYD 2LP, The Wall will be out before Christmas, the band's first release since Animals in the Spring of 1977.

The album has been a year in the making in a number of studios in different countries and senior label manager John Preston told the EMI conference: 'It is the most serious album in terms of musical and lyrical content and personal commitment that the band has ever done.' He said it was probable that for the first time in 10 years The Wall would contain tracks which could be released as singles.

Until a new Kate Bush album is completed, EMI will fill the gap with an EP of live recordings, presented as a souvenir of her summer tour. Tracks are 'Them Heavy People', 'James And A Cold Gun', 'Don't Put Your Foot On

Island goes 'over the top' on Marianne

THE FIRST Island album by Marianne Faithful, Broken English, could be "the beginning of her career", said manager John Knowles to the EMI conference.

Describing it as "an unbelievable LP of songs about her life", Knowles promised that Island would be going "over the top" with promotion, particularly in advertising and p-o-s displays. He disclosed that there was one track which "idiots and people over 100" might find offensive.

Much of Knowles' presentation focused on Island's activities in black music. Knowles stressed the crossover potential of Are We A Warrior by Jiahman, noting that a previous album had sold 15,000 copies, and of the In Crowd's "Reggae Groove" single, which follows three previous number one reggae hits.

Darts to ship silver catalogue promo ties in

DART'S NEXT album, Dart Attack, the band's first new recording for 18 months, will ship silver, maintaining the impressive sales record of 2.5 million singles and 750,000 LPs sold so far in the UK. It is being supported by extensive trade and national press advertising and 650 retail displays. There will also be an October back-catalogue promotion with an extra 10 percent discount available on packs containing two copies of the Darts and Everyone Plays Darts albums, plus two cassettes. A new single, 'Can't Get Enough Of Your Love' will be out in a colour bag on September 21.

The EMI salesmen heard recordings by some of Magnet's new acts for the autumn, particularly The Flirts, a girl group specialising in recreating a 1960s sound, who share the same manager as Darts. Magnet has also signed a new contemporary rock act Brakes whose first LP is entitled For Why You Kicha My Donkey. They have four Monday evening dates at the Marquee on September 17 and 24 and October 8 and 15. Another new signing is Matchbox, a rock 'n' roll outfit, who have an LP in October and a single Rockabily Rebel.

On the disco front, two forthcoming releases on the Flamingo label are Don't Fall In Love by Alma Faye, an American recording, and Mr. D.J. by Match, the British act who scored earlier in the year with Boogie Man.

Heavy Hagar leads Capitol Autumn live blitz

THREE CAPITOL bands will be touring the UK in the autumn to support important new album releases, label manager Martin Cox told the EMI conference. These are Canadian heavy metal guitarist Sammy Hagar and his band, rock singer Moon Martin and much-praised newcomers Motels.

Hagar's four-date mid-September tour will take in shows in Newcastle, Birmingham, Manchester and London, and the guitarist is already in the UK undertaking local radio and press inter-

FANTA SY WILL release Bread And Rose, a 2LP recorded during a folk festival featuring Jackson Browne, Joan Baez and Richie Havens... albums from Syd Barrett, featuring material from his stage act, plus his support singers Two Tons Of Fun expected before Christmas... coming from the Stax vaults will be an album of unreleased material by The Staple Singers... Salsoul act Instant Funk will be touring and promoting a new album... MAM has signed Lorraine Chase, who features in the Campari TV commercials, and will release Nice Here Innit as a single... the Broughton Brothers, formerly the Edgar Broughton Band, have signed to EMI International label and will be touring in November to support their first album... Chiswick act The Damned will be on the road in October with an album out in November...

STEVE HARLEY's album The Candidate will be released to coincide with UK dates, with a single 'Freedom's Prisoner'... The Gang Of Four's album Entertainment will include some of their most popular live numbers including 'Love Like Anthrax' and 'Damaged Goods'. There will be a music press campaign in October and November and a 40-date tour... a Queen single 'Crazy Little Thing Called Love' is out September 21. Band will be touring.
THE NEW ALBUM FROM SAMMY HAGAR

Includes Limited Edition live 3-track EP shrink-wrapped with the album.
Supported by strong marketing campaign including:
- national 4-sheet poster campaign,
- full page press advertising,
- extensive full cover window displays and radio campaign.

CATCH SAMMY ON STAGE
- NEWCASTLE MAYFAIR TUE 26th SEPT
- BIRMINGHAM ODEON SAT 30th SEPT
- MANCHESTER FREE TRADE HALL WED 14th OCT
- LONDON HAMMERSMITH ODEON SUN 18th OCT

WITH GUESTS DEF LEPPARD

MARKETED BY EMI RECORDS (UK), 20 MANCHESTER SQUARE, LONDON W1A 1ES. SALES AND DISTRIBUTION CENTRE, 1-3 UBRIDGE ROAD, HAYES, MIDDLESEX.
Old Stiffs spearhead MfP’s Autumn push

ALONG WITH top spoken word tapes in the Listen For Pleasure range which are being advertised on the front page of the Guardian, Music For Pleasure has announced its Autumn release schedule at its Kensington sales conference last week.

Press promotion for albums including Streets Live, Motion Disco Magic and Street Caroline by Neil Diamond ranges through The Sun, Daily Mirror, Sunday Mirror, Scottish Sunday Mail, Daily Mail and Recelle, with additional support in trade and consumer press and 2,000 London Underground poster sites.

In-store activity will embrace the usual point of sale aids covering the full repertoire range, supplemented by 50,000 copies of the eight-page catalogue listing best-selling titles.

Highlights of the release schedule are: MfP - Streets Live (50445), with Eamonn Costello; MfP - Motion Disco Magic (50447); Street Caroline by Neil Diamond (50449), Long Cool Woman In A Black Dress by The Hollies (50450); River Deep, Mountain High by Ike and Tina Turner, (50443) featuring Phil Spector-produced tracks; Charles Aznavour (50398), with a new recording of ‘She’ included; I’ve Cried The Blue Right Out Of My Eyes by Crystal Gayle (50451); Classic War Themes by the LPO conducted by Geoff Love; Golden Songs Of The Silver Screen (50453), with such artists as Shirley Bassey, Cilla Black and Vince Hill; Diana Ross and The Supremes - Live (50447), recorded at the Talk Of The Town: Burt Bacharach In Concert (50442) and a new recording of Joseph And His Amazing Technicolor Dreamcoat (50455), with Paul Jones and composer Tim Rice as the singing narrator.

CFP - Sibelius Symphony No. 2 by the Sinfonia Of London (40315); Tchaikovsky Symphony No. 5 by the LPO with Norman Del Mar (40317); Halle Encore by Maurice Handford (40320); Elvis Violin Concerto by Royal Liverpool Philharmonic Orchestra (40322 ) and Favourite Organ Masterpieces by Jane Parker-Smith (40324).

LFP - Author James Herriott reading excerpts from Les Sleeping Vets Lie and Vet In Harnes (7050); Winnie The Pooh by Lionel Jeffries (7052); Dr. Zhivago by Paul Schofield (7054); A Christmas Carol by Leonard Rossiter (7051) and More Favourite Fairy stories read by Pam Ayres, Lionel Jeffries, Gwen Watford and Richard Norman (7056).

IT CAN only be Margaret Thatcher or Janet Brown there with RCA md Ken Glancy, Logo md Geoff Hannington, RCA commercial marketing manager John Howes, sales manager Dave Harmer and album producer (kneeling) Martin Lewis. Oh yes, that means it could only be Janet Brown.

AN ULTIMATE gimmick, a telephone-shaped single will be released by EMI’s Associated Repertoire Department (ARD) on September 14. Pressed in red vinyl, and entitled ‘Fair Divers’ (Pathé Marconi PMT 102) it is by the French band Telephone. Recommended list price is £1.50. It is taken from the album Crache Ton Venin, produced by Martin Rusheau.

THE Beatles Rarities album (PCM 1001), previously only available as part of the Beatles Collection box set, will be released in October. The 17-track album includes the German-language version of ‘I Want To Hold Your Hand’.

By Pat Pretty and Donal K. O’Boyle

RECORD BUSINESS September 10 1979

THE FUREY Brothers and Davy Arthur, whose hit single ‘The Green Fields of France’ has been enjoying a long run in the Irish charts have released an album of the same name. It’s on Banush BAN 1001 and is distributed by Dolphin.

DOHLPHIN has also released an unusual compilation album by the Wolfe Tones, The Fureys and Davy Arthur, Paddy Reilly, the Ramblers and Mary Black, with dialogue by Ronnie Drew. It was commissioned by the committee raising funds for the restoration of historic Kilmainham Jail, where leaders were imprisoned or executed.

THE IRISH Industrial Development Authority has announced successful negotiations with the Memex Corporation of California to start a tape factory in the Dublin suburb of Clondalkin. 300 workers and should open by the end of this year, exporting to EEC, Middle East and African markets.
NEWS

Quality the answer to ‘no history’ industry – Morris

A FORWARD-LOOKING Tony Morris, managing director of Polydor, told this year’s sales conference that the company was planning to ride the record business on a minimum of 36 Top 50 singles in 1979.

Because there was no history in the record business, he said, the quality of music presented was of prime importance.

Mr. Morris has already arranged that 12 singles hit this year and another 12 will be well within the company’s capabilities.

Last year saw 19 Polydor hits and 12 RSO UK, so he wanted to see that record broken.

Referring to the recent reorganisation within Polydor, Morris said “Unhesitatingly I can tell you that I look forward to the future and a more potent Polydor and a new and more professional commercial organisation”.

Mike Hutson, managing director of RSO UK and Europe, presented an overview of upcoming product spearheaded by the forthcoming Bee Gees compilation album Their Greatest Record due for October release.

Mr. Hutson used the music of Yvonne Elliman’s Yvonne: Love Paints, with the title track released as a single.

Other material included the release of Custom label back catalogue albums by Leroy Hutson, Gavin Christopher, Sweet Inspirations, the Kick, Andy Gibb and Mistress. Eric Clapton is completing a new album, while the soundtrack of Star Wars 2, The Empire Strikes Back will be released in April.

Next year also sees the release of the film Grease 2, starring Andy Gibb and Olivia Newton John, with a soundtrack album featuring material by the Bee Gees at the same time.

New signings announced at the conference included Godley and Creame, from Phonogram, whose first album for Polydor will be titled Freeze Frame with release later this year.

The duo’s first single will be ‘An Englishman In New York’. The company has also signed Groove & Greg of Spontaneous and the four-piece R&B band Random Hold – first single ‘Ecteterville’ is released next month – and solo singer Mike Marra.

UK’s new album Night After Night, recorded live in Japan is released September 14, The Jonathan Richman Songbook, a 12-track Best of compilation, comes out in November, along with the Earthquake album Two Years In A Padded Cell.

October sees the release of Sweet’s long-delayed album Cut Above The Rest and the Jam’s fourth album, as yet untitled.

The following month brings the debut Polydor album for new signing Neil Innes and the Beggars Bush Rock Opera, second volume of the Phil Spector Rare Masters series and new wave compilation 20 Of Another Kind, featuring the Jam, Sham 69, the Cure and the Invaders.

American product manager John Perou showcased possible new releases for the recently re-activated Steppin’ Out disc 12-inch single series including tracks by Millie Jackson, Siren, Renzo Pryor and Michelle Freeman. Next month will see the launch of a Soul Classics series of three track EPs with a James Brown selection kicking it off.

At the same time there will be albums by Bizarre, Olympic Runners, It’s A Bitch, and Buckeye’s debut. November will see albums from Peaches and Herb, a Roy Ayers compilation and Mtv’s first album for them on the first time on Silk Wrappings.

On the MOR front there’s a new James Last Album, titled Capricorn, a promotion tour for his new album Nobody Does It Better the same month.

Billy Connolly’s new album Raviolos is out in October and sales should be helped by his being the central figure in the television “Post early for Christmas” which sees him trying to push a haggis through a letter box.

Classical product manager Peter Russell told the conference that the classical market overall was in decline but that Polydor through Deutsche Grammophon remain unscathed in the UK behind EMI and Decca.

The main news is next month’s launch of the new Acolade series consisting of reissues of established artists and recordings at £3.50. The launch is spearheaded by Von Karajan’s recordings of the complete Beethoven symphonies. The series will be supported by posters, displays, trade advertising and discounts for dealers.

Finally the conference was treated to an explanation of digital recording by Polygram’s Carlos Olins who explained that of the 13 systems currently being developed – 12 of them Japanese – it was only the Phillips system which used a compact disc which is 11cm in diameter, and is played by laser equipment.

Mid price Elvis & Denver from RCA

RCA’s GATWICK Park sales meeting, although closed to the press, was used to premiere a selection of Autumn releases, including two new mid-price Elvis compilations.

The first was a double album with a tracklisting designed to tie in with Elvis – The Movie while the company is also reissuing the Christmas album at the mid-price tag.

From America the meeting heard of a new Jefferson Starship LP, currently being recorded with a new line-up, while delegates were told to expect the first release on the new New York International label from new talent Ellen McRae of the Starship. Also on display was a collection of songs John Denver recorded with The Muppets, taken from a tv special and due for release in the Christmas run-up.

Retailing at around £6 will come Disco Double Disc O 1979, a 12-track compilation featuring dance cuts from RCA and its associated companies.

UK & American manager Bill King presented product from new signings Stonebridge McGuiness, The Drill, The Tommy Band, and Alex Harvey.

12’s

Best-selling Disco Albums

1. TINA TURNER – Private Dancer
2. DAVID BOWIE – Let’s Dance
3. JAMES BROWN – Living In America
4. THE TRAVIETAS – Let’s Do The Twist
5. CHAKA KHAN – I Feel For You
6. CAROLE KING – The Living Years
7. BILL WITHERS – Lovin’ Every Minute Of It
8. ELTON JOHN & KIKI DEE – Don’t Go Breaking My Heart
9. VERA LEE – Just For Kicks
10. SUGAR MINNIE – Make It Easy On Yourself

UK Albums

Best-selling Disco Albums

1. STREET LIFE CRUSADERS – Street Life Crusaders
2. 11TH HOUR – Saturday Night
3. JACKSON FIVE – Love You
4. DISCO DISCO – Disco Disco
5. STRIKE – Hit the Jackpot
6. THE JAM – In The City
7. ROD Stewart – A Wonderful World
8. FURIOUS 5 – Every Night
9. THE OCEANS – More Than A Feeling
10. CASH BOX KIDS – Mr. Blue

Disco dealer by Barry Lazzell

As a postscript to RB’s Reggae feature, there is now a reissue of the band’s first album, originally released in the States last year on the Amherst label. The UK version comes out early next month.

The follow-up single is to be ‘Shaker Song’, again a USA release a year back, which gained DJ interest at the time of its import. Spyro Gyra featured the number on their recent British gigs, and general consensus is that it certainly has what it takes to follow ‘Morning Dance’. A simultaneous 12-inch single is obviously only to be hoped for; as dealers were critically aware, the current hit was held on the leash unnecessarily for some weeks through only a 7-inch pressing being run available.

The album is now ostensibly on UK release, but continues to bring in strong import returns nonetheless. The reason for this, amusingly (though Arista will probably fail to see the joke) is that the early UK copies are actually reissues of ones with a British number stickered over the shrink-wrap. In a few nameless outlets, this is being removed (so easy to do when the sticker is outside the cellophane), leaving the import a pristine import ready to be sold at the appropriate price.

Clever, huh? After all, the alternative would be to knock down the price of any imports left in the racks to match that of the UK equivalent. It isn’t often that the chance arises to do it in reverse, but human nature being what it is...

INFLICT is following Spyro Gyra’s smash ‘Morning Dance’ with a reissue of the band’s first album, originally released in the States last year on the Amherst label. The UK version comes out early next month.

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Over on the import album chart, jazz trumpeter Tom Browne’s ‘Brown Sugar’ has lost its king position after a remarkably consistent run.

RECORD BUSINESS September 10 1979
RECORD BUSINESS MAGAZINE

LISTEN TO THE DISCO TOP 30 SHOW EVERY SUNDAY 10PM – MIDNIGHT

Radio Luxembourg

RECORD BUSINESS magazine’s best-selling disco singles

1 (1) STREET LIFE
2 (2) ANGEL EYES
3 (7) STRUT YOUR FUNKY STUFF
4 (11) YOU CAN DO IT
5 (4) OH! WHAT A LIFE
6 (6) LOST IN MUSIC
7 (5) LOOKING FOR A LOVE TONIGHT
8 (13) FEEL THE REAL
9 (9) AFTER THE LOVE HAS GONE
10 (3) REASONS TO BE CHEERFUL, PT. 3
11 (8) MORNING DANCE
12 (15) GONE, GONE, GONE
13 (19) DON'T STOP
14 (14) DANCE WITH A PRANCIN
15 (16) WHEN YOU'RE NUMBER ONE
16 (17) SWITCH
17 (18) YOU NEVER KNOW WHAT YOU'VE GOT
18 (19) MAKIN' IT
19 (20) Gotta Go Home
20 (21) DIM ALL THE LIGHTS
21 (22) WAIT ON
22 (24) THIS TIME BABY
23 (25) IT'S MAGIC
24 (26) FOUND A CURE
25 (27) AMERICAN HEARTS
26 (28) CHASE ME
27 (29) Born To Be Alive
28 (30) REACH OUT
29 (31) WHEN WILL YOU BE MINE
30 (32) POINT OF VIEW
31 (33) WHAT DO YOU DO
32 (34) WALKING ON SUNSHINE
33 (35) CONSCIOUS MAN
34 (36) LOVING YOU
35 (37) GIRLS, GIRLS, GIRLS
36 (38) BREAKFAST IN BED
37 (39) I DON'T WANT TO BE A FREAK

38 (40) JUST WANT TO BE
39 (41) IT'S A DISCO NIGHT (DON'T STOP)
40 (42) FIRST TIME AROUND
41 (43) EARTHQUAKE
42 (44) SPACE RACE
43 (45) BABY BOOGIE
44 (46) BAD GIRLS
45 (47) WHAT'S GOING ON
46 (48) BABY I'M A SINNER
47 (49) große TIME
48 (50) DO WANT TO DO THE DO
49 (51) KISS YOU ALL OVER
50 (52) FORGOT
51 (53) GIN MY SELL
52 (54) DON'T LET IT GO TO YOUR HEAD
53 (55) CAN'T LOVE WITHOUT YOUR LOVE
54 (56) DON'T GIVE IN TO LOVE
55 (57) WE Gotta GIVE IN TO LOVE
56 (58) WE Gotta THE NEXT DANCE
57 (59) BETTER NOT LOOK DOWN
58 (60) BLOOD, SWEAT & TEARS
59 (61) MOTOWN REVIEW
60 (62) THE WHAT'S CHANGING
61 (63) GET UP & BOOGIE
62 (64) THE ELECTRIC "I STOP"
63 (65) WE ALL NEED LOVE
64 (66) DISCO DAZZ
65 (67) RISE
66 (68) THE CAPONE
67 (69) ROGUE ALL SUMMER
68 (70) SING A SONG
69 (71) IT'S DANCE
70 (72) WE ALL KNEE DEEP
71 (73) WHAT WE Gotta DOIT'S NOT
72 (74) STRATEG
73 (75) (NOT JUST) KNEE DEEP

Copyright Record Business Publications

BALLISTIC RECORDS
Summer Disco Chart Bound Reggae Sounds

Breakfast In Bed — Sheila Hylton BP 304
Conscious Man — Jolly Brothers UP 36415
Ring My Bell — Blood Sisters BP 314

All available in 12in and 7in picture bags

Order from:
United Artists Salesman
EMI Records Distribution Centre
or Mojo Distribution

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'The Eve Of The War'
The brand new 12" disco mix 7 minute production from

Jerry's Musical World Of THE WORLDS

featuring Justin Hayward
Remixed by Steve Thompson / Geoff Young

Copyright Record Business Publications
THE SIGNING of Oval Records with Spartan recently indicated just how confident small labels are in the ability of this independent distributor - now just over a year old. Spartan offers a unique service; distribution for small labels on a "professional, national basis". In its first year it turned over a million pounds.

JUST OVER a year ago a new name entered into the record business - an independent distribution company called Spartan. It was set up by Tom McDonnell with Dave Thomas, managing director and marketing director respectively, and chairman Pran Gohil, in its first year has achieved a turnover of one million pounds. Additionally it has created a significant and respected name for itself in the industry.

Commenting on the strength of Spartan, Charlie Gillett, whose Oval label recently signed for distribution said: "I'm incredibly optimistic about the possibilities of this partnership. Without Spartan being there it's impossible for new bands to avoid selling out to a major label. I look upon Spartan as a major distributor which is not corrupted by its own in-house a&r department. Basically Spartan gives people the vehicle needed to maintain their integrity and to be successful."

Only last week Spartan had distribution for a trio of singles in the RB Top 60 - the Specials, the Buzzcocks and the Silicon Teens.

McDonnell and Thomas previously worked together at Record Merchandisers for the best part of a decade. Before that McDonnell had been with EMI - from 1962 for four years. He was one of three people responsible for setting up Record Merchandisers.

Thomas had been at Transatlantic before meeting up with McDonnell and subsequently worked at Magnet before he helped create Spartan.

"The idea for Spartan grew when we were together at Merchandisers," explained Thomas. "We decided that there was a vacuum in the record industry as far as independent labels were concerned. The idea of one-stopping here and a bit of one-stopping there. Eventually he and I agreed that it had to be straight down the line - distribution first and foremost. Deversification is on the cards for the future and, indeed, Spartan is involved in other aspects of the industry right now but distribution is first and foremost the name of the game."

As far as financing Spartan was concerned, McDonnell explains: "We financed ourselves, which of course is another way of saying the money came from what we saved up over the years and what we could raise from various different sources at the time."

When Spartan opened its doors for business it had just two firm deals together. One was for the distribution rights to Polydor India product and the other for independent label Cherry Red. The Polydor India catalogue, McDonnell says, came together through having Pran Gohil, formerly of Polygram International as a third partner in Spartan. However, while Spartan has introduced to many stores, and the revenue has been useful, it has nothing to do with the prime objective of providing national distribution for independent British labels.

Spartan - the industry's alternative route

simply no alternative. It occurred to us there was a need for that alternative." Having considered the idea for something like two years, according to McDonnell, the pair decided to go ahead and the first move was to find the premises for the company.

"When we found the place," recalls McDonnell, "we were in there within three days - which has got to be a world record. The main problem was trying to get a telephone line installed, which we finally achieved by sending Dave out to another way of saying the money came from what we saved up over the years and what we could raise from various different sources at the time."

As Thomas explains, the company was started in the belief that there was "an enormous amount of talent that wasn't readily available to the trade". He adds: "The problem with the majors was and, I think, still is, that they forget they all started as a small entity - I mean there had to be a time right at the beginning for all of them when all they had to their name was one piece of product."

"By the time we were ready to open shop we were clear on the costings, the size of premises, the location and all that kind of thing. We could have opened in a shed but if you intend to run a nationally-orientated company that's no way to start business."

McDonnell explains that it took some willpower at the beginning of Spartan's corporate career - it was an effort to resist the temptation to get involved in a bit of one-stopping here and a bit of distribution there. Eventually he and Thomas agreed that it had to be straight down the line - distribution first and foremost.

Deversification is on the cards in the future and, indeed, Spartan is involved in other aspects of the industry right now but distribution is first and foremost the name of the game.

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"Cherry Red was really our start," says McDonnell. "I mean the first day we had 2,000 copies of the first single in two piles in the middle of 15,000 square feet of floorspace. From those first 2,000 singles Cherry Red has developed really fast - the sort of development that we've always hoped to see in the independent labels that we deal with."

From that modest start Spartan has now built up a roster of some 90 labels from around 65 companies.

"The funny thing is," says McDonnell, "we have never had to approach a label to ask to do their distribution. We've always been on the receiving end and always been ready to help."

McDonnell and Thomas enjoy being able to say that they have helped break five UK acts since the start of Spartan - the Ruts, UK Subs, the Specials and Stiff Little Fingers. McDonnell claims that when the SLF debut album made the charts, it proved to a certain number of sceptics within the business that Spartan really was a national distribution company. When Spartan first went into business, most of the independent labels were new wave-orientated and, as a result, the company earned a certain reputation of being the people to go to...
FILLING ORDERS in the Spartan warehouse

for that type of material. Many dealers
uncertainly asked for a selection to
check for themselves how it would go in
their area.

"We sent out the best possible mater-
ial we had available," says Thomas. And
of course, this policy paid off. The
dealers learned more about new wave,
developed a regular local clientele, and
more respect for us. This is all part of
our policy and trying to develop the best
possible relationship with our dealers.

Spartan's association with new wave -
or perhaps new music would be a better
term - is still well-known and respected.
So much so, in fact, that Radio 1 pro-
ducers and presenters have phoned
checking out upcoming product. Mem-
bers of the public also enquire about the
availability of certain records. This
reputation of accessibility to everyone is
something which Spartan enjoys foster-
ing.

However Spartan does not only con-
cern itself with new wave or pop mater-
ial. The company distributes such
diverse product as comedian Blaster
Bates, (Tangent) a Handel's Messiah
boxed set, and top folk artists Paul
Brady and the Dixielanders. On the
latter's last album Spartan shipped
12,000 copies.

Spartan's total staff of 28, includes a
sales force of eight. McDonnell sees the
task of the Spartan team as simply
acquiring product, selling it and getting
paid for it. There are employees who
have "priority tasks", but at the same
time everyone must be prepared to lend
a hand at any task.

Says Thomas: "I know this sounds
like the most tired old cliche in the
business but this really is a family organ-
isation. And we try to transmit that
feeling to the people we do business
with. Clients know they can contact us
any time and have a chat with anyone on
the premises."

McDonnell says everything at Spar-
tan is geared to speed of operation. "We
like to see an order go through as though
it's got wheels on. We reckon we can
have an order processed and ready
within an hour of receiving it."

Aside from distribution Spartan
offers a couple of other services. One is
the Spartan label which has, according
to Thomas, no specific musical policy.
"If something comes along which we
like then we would release it. However,
much of the time we would probably
offer it to one of the labels we distribute
first. We certainly have no energetic
scouting policy for the Spartan label and
it's something we would regard as sec-
ondary to our main function in life -
which is to be a good sales and distribu-
tion network."

The other service is manufacturing,
which Spartan can offer through its
close links with various plants in Ire-
lund, to labels which have their own
arrangements.

In terms of achieving targets within
its first operating year McDonnell says
the company has done pretty well. "To
be honest we were a bit down on our
forecast in the first year but then that
was a hypothetical target anyway. But
in the first half of this year we've been
way ahead of ourselves and we should
see a great result by the end of our
second year in business."

McDonnell intends to continue
establishing a better relationship both
with the independent labels and the
retail trade.

He concludes: "Our turnover of
£2 million pounds in the first year was
a good result. There's nothing magical
about that figure - the magical thing is
where it came from and how it came
about. What we've done isn't bad for
what's supposed to be a dead market.

"An enormous
amount of talent
wasn't available

THE SPARTAN loading bay.

to the trade."

"When we started there was talk
about when you begin from nothing,
which we did, there's only one way to
go. But that's rubbish. At any time in
business there are always two ways to go
- and we went the right way."

DOME
GRAY
SPENDING TIME,
MAKING LOVE AND
GOING CRAZY
C/W
THE IN-CROWD

limited edition collectors item
on GRAY vinyl in picture bag
limited edition 12" available
INFT 115
Wholesale & Import
Round-up  TIM SMITH

PENDING THE import High Court cases and the negotiations between manufacturers and the Record Wholesalers Association, UK importers are doing their best to maintain a low profile and the whole market has become fairly static.

Nevertheless, Stage-1 has just received a shipment of Dutch deletions — about 60,000 titles — carrying an average trade price of £1.25. The company has also just put two new sales vans on the road bringing the total up to six. Most deliveries are through Securicor.

A good selection of new albums have been released by UK independent labels over the last few weeks — most of which are immediately available from Croydon Bonapartes.

They include LPs from Joy Division, on the Factory label, The Sods, on Step Forward Records, The Gangsters and The Fashion plus promotions Street To Street and Voltage 78. Dealer prices are between £2.50 and £2.75.

Still with independent labels, singles currently available from London’s 1-Stop include Grinders ‘Spiderman’, on Wax Records, the Teen Beats ‘I Can’t Control Myself’, on Safari, plus the first Toy’s single ‘Victims Of The Riddle’.

Balham’s Record Corner has a number of new US titles on the shelves. Among them are the Squeeze single ‘Slightly Drunk’, not released in this country, Dolores Hall’s ‘Snap Shot’ on 12-inch, the Bobby Vee Band LP ‘I Feel Good And Kool And The Gang’s Lady’s Night’.


Swift has also just released the Noble “Thin Man” Watts LP Blast Off on its own label Flight Records, taken from the New York label Batton Records.

London reggae one-stop, Mojo Records, will be closed for most of this week. Its warehouse and offices are being renovated and modernised.

Finally, wholesaler Lugtons has a number of ex-stock items now available. Among them are K-Tel’s Seasons compilation, the Prince Buster 12-inch single ‘Wreck A Pump’ and the Earth and Stone 12-inch ‘Migrante’.

TV GUIDE
Albums to be advertised this week on television

Table: National All Regions

<table>
<thead>
<tr>
<th>Record</th>
<th>Label</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Don Williams</td>
<td>K-Tel NE 1048</td>
<td>£2.50</td>
</tr>
<tr>
<td>Don Williams</td>
<td>K-Tel NE 1060</td>
<td>£2.75</td>
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</table>

Imports
Best-selling Disco Import Albums

<table>
<thead>
<tr>
<th>Track</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Off The Wall</td>
<td>Epic</td>
</tr>
<tr>
<td>Running To Your Love</td>
<td>Eddy Henderson</td>
</tr>
</tbody>
</table>
| A Song For The Children | EMI (EMI)

KRAFTWERK SHOWROOM DUMMIES

SHOWROOM DUMMIES SPACE LAB

MARKETED BY EMI RECORDS (UK), 20 MANCHESTER SQUARE, LONDON W1A 1ES. SALES AND DISTRIBUTION CENTRE, 1-3 OXBRIDGE ROAD, HAYES, MIDDLESBROUGH.

RECORD BUSINESS September 10 1979
MODS MAYDAY '79

FEATURING

SECRET AFFAIR
Time For Action • Let Your Heart Dance

SQUIRE
B·A·B·Y Baby Love • Walking Down the King's Rd.
Live Without Her Love

THE MODS
Tonight's The Night • Let Me Be The One
Love Only Me

SMALL HOURS
Hanging In The Balance • Midnight To Six
End Of The Night

BEGGAR
Don't Throw Your Love Away • Broadway Show
All Night

BRIDGE HOUSE RECORDS
MARKETED & DISTRIBUTED BY ARISTA RECORDS.
### IRADIOACTIVE: Strongest Airplay Gains

- Strongest Airplay Gains
- Video Killed the Radio Star (Buggles)
- Missing You (Gallagher & Lyle)
- The Prince (Madness)
- Sailing on (Commodores)
- Dim All the Lights (Donna Summer)
- Run Like the Wind (Mike Batt & Friends)
- Back of My Hand (Jaggs)
- Queen of Hearts (Dave Edmunds)
- Getting Closer (Baby's Request)
- The Loneliest Man in the World (Tourists)
- Sing a Happy Song (O Jays)
- Ghost Dancing (Adder's Brothers)
- Missing You (Gallagher & Lyle)
- The Prince (Madness)
- Sailing on (Commodores)
- Dim All the Lights (Donna Summer)
- Boy Oh Boy (Racey)
- Run Like the Wind (Mike Batt & Friends)

### AIRPLAY RATING

<table>
<thead>
<tr>
<th>AIRPLAY RATING</th>
</tr>
</thead>
<tbody>
<tr>
<td>100% - maximum play on selected stations plus BBC's Top Of The Pops</td>
</tr>
</tbody>
</table>

### Record Business

- September 10, 1979
### Action for the Coming Week

PLEASE NOTE: For reasons of space all records in the Top 30 of the Singles Chart are automatically excluded from this guide.

PLAYLISTS used in this guide are in force in the current week and contribute to next week's *RB* Singles Chart.

<table>
<thead>
<tr>
<th>Position</th>
<th>Record</th>
<th>Artist</th>
<th>Label</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>61</td>
<td>19</td>
<td>SKY HIGH (DISCO) JIGSAW</td>
<td></td>
<td></td>
</tr>
<tr>
<td>62</td>
<td>18</td>
<td>EASY AND FREE LINDISFARNE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>63</td>
<td>17</td>
<td>LUTON AIRPORT CATS U.K.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>64</td>
<td>16</td>
<td>TOUCH LUCK FINGERPRINT</td>
<td></td>
<td></td>
</tr>
<tr>
<td>65</td>
<td>15</td>
<td>WE SHOULD BE TOGETHER CRYSTAL GAYLE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>66</td>
<td>14</td>
<td>THE LIFE OF RIPLEY ZIPPER</td>
<td></td>
<td></td>
</tr>
<tr>
<td>67</td>
<td>13</td>
<td>SPENDING TIME... DOBIE GRAY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>68</td>
<td>12</td>
<td>HIGHWAY TO HELL AC/DC</td>
<td></td>
<td></td>
</tr>
<tr>
<td>69</td>
<td>11</td>
<td>SWITCH BENELUX &amp; NANCY DEE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>70</td>
<td>10</td>
<td>MORNING DANCE SPYRO GYRA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>71</td>
<td>9</td>
<td>WHAT CHA GONNA DO...DOUBLE A) STEPHANIE MILLS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>72</td>
<td>8</td>
<td>DIRTY WATER INMATES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>73</td>
<td>7</td>
<td>YOU NEVER KNOW WHAT YOU'VE GOT ME AND YOU</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
| 74 | 6 | UNDERCOVER LOVER DEBBIE JACOBS | | *
| 75 | 5 | FIRST IMPRESSIONS FISCHER-Z | | *
| 76 | 4 | BABY SIGN HERE WITH ME HENRY BADOWSKI | | *
| 77 | 3 | SILENTLY NILS LOFGREN | | *
| 78 | 2 | WHATCHA GONNA DO ABOUT IT DAN MCCAFFERTY | | *
| 79 | 1 | POINT OF VIEW MATUMBI | | *
| 80 | 10 | AFTER LAST NIGHT A'S | | *
| 81 | 9 | SOONER OR LATER DIXON HOUSE BAND | | *
| 82 | 8 | FOR YOU JUDE JUKE | | *
| 83 | 7 | LITTLE SISTER RY COODER | | *
| 84 | 6 | BETTER NOT LAY IT DOWN B.B.KING | | *
| 85 | 5 | SWEET LITTLE ROCK 'N' ROLLER SHOWADDYWADDY | | *
| 86 | 4 | DIFFERENT WORLDS MAUREEN MCGRIVEN | | *
| 87 | 3 | SPIRIT BODY AND SOUL NOLAN SISTERS | | *
| 88 | 2 | SON OF A SONG AND DANCE MAN GERARD KENNY | | *
| 89 | 1 | YOU SET MY GYPSY BLOOD FREE SALLY OLDFIELD | | *
| 90 | | B.S.U.R. JAMES TAYLOR | | *
| 91 | | WAR STORIES STARJETS | | *
| 92 | | GENEVA MORGAN-FISHER | | *
| 93 | | THE CHOSEN FEW DOOLEYS | | *
| 94 | | MIDNIGHT WIND JOHN STEWART | | *
| 95 | | KATY KOO KID LARRY J.J.CALE | | *
| 96 | | FOUND A CURE ASHORD & SIMPSON | | *
| 97 | | DO IT OR DIE ATLANTA RHYTHM SECTION | | *
| 98 | | SUNNY SIDE OF THE STREET SAVOY | | *
| 99 | | THE TOPICAL SONG BARRON KNIGHTS | | *
| 100 | | COME ON ALICE BERNIE BROOKS | | *
| 101 | | COULDN'T BE MAGIC DANTE'S INFERNO | | *
| 102 | | SEASIDE WOMAN SUZY & THE RED STRIPES | | *
| 103 | | BOOGIE ALL SUMMER DAN HARTMAN | | *
| 104 | | SEND ME UP TO MONA FOODBAND | | *
| 105 | | BACK TO THE LOVIN' BY WINTERS | | *
| 106 | | HEART OF THE NIGHT POCO | | *
| 107 | | THERE'S A REASON H-TENSION | | *
| 108 | | COME ON WISHBONE ASH | | *
| 109 | | YOU SET MY HEART ON FIRE TINA CHARLES | | *
| 110 | | BALLADEE POUR ADELINE JAMES LAST | | *
| 111 | | FLYING LOVE PIERRE GROCOUL | | *
| 112 | | STAY WITH ME TILL DAWN JUDIE TZUKER | | *
| 113 | | ENDLESSLY RANDY CRAWFORD | | *
| 114 | | EVERYBODY NEEDS SOME MUSIC ORLEANS | | *
| 115 | | AMANDA WAYLON JENNINGS | | *
| 116 | | LOVING YOU JANET KAY | | *
| 117 | | SATURDAY NIGHT HERMAN BROOD | | *
| 118 | | TONIGHT FOR MY THIRD WORLD | | *
| 119 | | WITH YOU I'M BORN AGAIN PRESTON & SYREETA | | *
| 120 | | LOVE AIN'T EASY BARRY WHITE | | *

**KEY**
- A: Top 40
- B: New releases
- C: Airplay
- D: Ratings

**RECORD BUSINESS September 10 1979**
SHOWCASE

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## The Album Chart 1-60

<table>
<thead>
<tr>
<th>Week</th>
<th>Chart Position</th>
<th>Title/Artist</th>
<th>Label/Cat. No</th>
<th>Debut Use</th>
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<tbody>
<tr>
<td>12</td>
<td>1</td>
<td>IN THROUGH THE OUT DOOR</td>
<td>SWANSON SSK 59410</td>
<td>W</td>
</tr>
<tr>
<td>12</td>
<td>2</td>
<td>SLOW TRAIN COMING</td>
<td>JET JETLX 100</td>
<td>W</td>
</tr>
<tr>
<td>12</td>
<td>3</td>
<td>DESERT BLUE</td>
<td>WMX 6002</td>
<td>W</td>
</tr>
<tr>
<td>12</td>
<td>4</td>
<td>THE BEST DISCO IN THE WORLD VARIOUS</td>
<td>CBS 8004</td>
<td>F</td>
</tr>
<tr>
<td>12</td>
<td>5</td>
<td>I AM THE WIND FIRE</td>
<td>HFI 940</td>
<td>F</td>
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### DISTRIBUTORS
- **A**: Pye, CBS, R-Kongo, EMI, Phonodisc, Polydor
- **B**: EMI, Polydor, MCA, Epic, Warner
- **C**: CBS, Atlantic, Capitol, Warner
- **D**: Dreamland, Epic, Atlantic, MCA
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- **O**: Columbia, Epic, Atlantic, MCA, CBS, EMI
- **P**: Polydor, MCA, Epic, Atlantic, CBS, EMI

### Record Business

Rockshow Report

**PAT THOMAS**

The rockshow chart is compiled from the top ten albums on each of Britain's leading rock n roll programmes.

Van Morrison's first Mercury release Into the Mystic has entered the Rockshow chart this week at number three on the surface a strong entry, but it has come two weeks later than it might have.

DJ reports indicate that the reason for this was partly Phonogram's failure to get promotional copies to all the stations, as the majority of jocks polled by RB didn't receive the album until after it was in the shops and selling well enough to enter the RB album chart at 44.

This question of prompt album servicing (or the lack of it) might be worth the attention of company promoters and national departments, because of the direct bearing it has upon what gets picked for airplay. It isn't a new problem for DJs, and certainly not one confined to one record company - many of the Rockshow panel had to scrounge for their copies of Led Zeppelin, Bob Dylan and Rainbow. In the case of the Van Morrison album, the BBC Nottingham reports "I got my copy from the local record shop."

Radio One and Capital probably don't feel the crunch as much as the provincial stations, but there are many presenters at the latter who are obliged to fall back on their own initiative to satisfy the immediate audience demand for new album tracks. They feel justified in suggesting that if effective promotion depends in part on mass exposure, it must also rely on the servicing of every DJ who is in a position to play an album. Where sure sellers like Led Zeppelin and Bob Dylan are concerned, early service is more a courtesy to the DJ and his audience, but with limited appeal artists such as City Boy, John Hiatt and the Heartbreakers, it has a key role to play in the promotion of their product.
THE NEW SINGLES

With the Record Business Gimmicks Guide: Special Bag (White) - Special Vinyl (£1.49) - RRP


This week's releases: Last week's releases $1

7-inch

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<td>VIVIAN WEAVERS JUST A GAME/Smashed Heart Dub (Island)</td>
<td>MPS 1061</td>
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<td>WILD BEASTS MAXIMUM MAXIMUM/Another Norn (Fried Egg)</td>
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<td>WINESTONE 'N' 111 CHERRY-PIE/WHEN THE MONEY RUNS OUT (CHRYSALIS CHR 2361)</td>
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<td>WINTER WIND I'M MARRYING TODAY/Just A Game (Chrysalis)</td>
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<td>WOODSTOCK MAXIMUM MAXIMUM/Another Norn (Fried Egg)</td>
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<td>XTC MAKING PLANS FOR NIGER/Buskin Pusbkin/Pushing Pulsing (Virgin)</td>
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SINGLES REVIEWS

LEO SAYER - WHEN THE MONEY RUNS OUT (CHRYSALIS CHR 2361)

A cut from the forthcoming Leo Sayer Here album, and a solid, mid-tempo groover which is easily his heaviest single for years, although the song itself lacks immediacy and may take a lot of hard work to move it above a middling chart position. Pic-sleeved.

DICKIES - NIGHTS IN WHITE SATIN (A&M AMS 7469)

In the tradition of their 'Silent Night', the band offer a storming 100mph version of the Moody Blues catalogue which will probably delight and mortally offend listeners in roughly equal numbers. Its outrage appeal should bring it plenty of attention and good chart chances, though mass airplay is most unlikely.

REVLILOS - WHERE'S THE BOY FOR ME? (DINDISC DIN 1)

Rising phoenix-like from the nucleus of the original Rezillos, the band should have a ready-made fan following to pouce upon this peppy rocker, the first from the new Virgin offshoot label. Interplay of Fay Fife's vocals and the jitty hi-fi treble organ arrangement makes an ear-catching blend. Pic-sleeved.

JEFF WAFFEY'S 'THE WAR OF THE WORLDS' - THE EVE OF THE WAR (CBS 12 7731)

A hit single in its original form last year, this familiar segment from WOTW blends amazingly well into this new Giorgio Moroder-style electronic rearrangement, with plenty of power but little originality, and it may prove too tired a choice to equal recent successes.

CHEAP TRICK - AIN'T THAT A SHAME (EPIC EPC 7839)

Fairly repetitious to the singles chart nowadays, Cheap Trick offer here another live cut from their Budokan album. The song is the familiar Fats Domino chug with plenty of power but little originality, and it may prove too tired a choice to equal recent successes.
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