WEA shocks trade with
3% dealer margin cut

WITH ONLY 19 shopping days to go to Christmas, WEA has presented the retail trade with an early and unwelcome "present" in the shape of a reduction in its trade discounts. The effect of a restructuring of the company's dealer prices is that the trade discount, with effect from today, will be 30 percent.

And with WEA now following where Polydor has already led, and the probability of Phonogram and Decca coming into line in the Polygram group from January 1, the prospect of more companies jumping on the bandwagon cannot be ruled out. If so, then the plight of Britain's owner-operated independent record shops in their battle for survival against the multiples' discount policies will not be made any easier. On the other hand, a reduction in the dealer margin will not be made any easier. On the other hand, a reduction in the dealer margin depends on the price they sell at is their business," said Clipsham. "Whether there is a reduction in the dealer margin depends on the price they chose to sell at to the public."

Beeb dispute gives hope
to TV merchandisers

ITV'S DISMAL audience ratings could receive a welcome boost if the BBC's industrial problems continue to escalate - giving TV album advertisers an unexpected Christmas bonus. Only one ITV programme appeared in the top ten in the latest Jicar figures prompting a stream of complaints from industry TV advertisers that, with rates up 20 percent on last year, they were not receiving value for money.

TV merchandisers and major record companies currently running TV campaigns agreed last week that ITV's poor audience figures were not having a drastic effect on sales, however the general consensus was that sales could be better.

K-Tel managing director, Colin Ashby, commented: "Our turnover is down on last year and this must be partly due to the ratings. But TV product is accounting for a larger slice of the album market than last year."

And Peter Robinson, CBS marketing director, told Record Business: "We had expected higher ratings for our TV expenditure. Abba sales are very strong - but it's fair to say that they would probably have been higher with improved ITV ratings."

However, the likelihood of ITV's audience figures receiving a sudden boost was growing last week as the BBC technicians' dispute continued and the Corporation resumed programme repeats for broadcasting.

As Warwick managing director, Ian Miles, commented: "It's beginning to look like the BBC problems will escalate and they could end up in the same situation as ITV during the autumn. That would certainly be a bonus for TV merchandisers."

Spartan dangles
Dingle single

WITH ORDERS for more than 30,000 copies of 'Day Trip To Bangor' by Fiddler's Dram on Dingle's Records received by distributors Spartan last Wednesday alone, competition between the majors to pick up the single for Christmas is mounting. 'Day Trip' - Radio-1 DJ Simon Bates record of the week - looks like being the surprise Christmas breakout of 1979, but Spartan's Tom McDonald and Dingle's chief Roger Holt are adamant that the disc will remain independent, despite unorthodox approaches from several large record companies.

"Some dealers were caught by surprise when radio stations began playing the single prior to release date," said McDonald. "It was officially out last Friday and we have thousands of copies in the warehouse with 150,000 on order."

The tiny Dingle's label is based around the Dingle Folk Club which operates at The Adam's Arms pub in London's West End.

RB introduces
Video Awards

RECORD BUSINESS is introducing a Video Awards competition, the first to offer all-embracing recognition of the industry's growing involvement in visual promotion. The awards will be divided into two sections covering television commercials and promotion films.

"This will be an increasingly important area of creativity and sales promotion in the future and it is right that the contributions of companies and individuals should be recognised," commented RB editor Brian Mulligan. For full details see page 13.
BPI survey shows 5,500 UK disc specialists

DESPITE THE economic problems facing the UK retail trade, the structure of the number of outlets has hardly changed over the past two years, with specialist shops accounting for nearly one third of the total.

According to a report published in the new BPI Year Book, a survey by the British Market Research Bureau disclosed a total of 5,500 conventional record outlets in Britain. Of these 1,750 were classified as record specialists, more than all the departments of major multiple chains combined. However, the breakdown of the multiples is restricted to Woolworth (860), Boots (260) and W.H. Smith (200). Other multiples such as Rumbelow, Menzies and Debenhams are presumably lumped together under the heading of other department/variety stores which number 520 and added to the three main companies would bring the total to 1,840.

The remaining retail breakdown shows 850 radio/electrical stores, 450 general music shops, 250 bookshops/newsagents/confectioners and 360 others.

The specialist shops are also the places where most record buyers purchase singles, but their domination of the full-price album market is less, possibly a reflection of the heavy promotion activities of the multiples to advertise their cut-price offers. The survey shows that specialist shops account for 46 percent of singles sales and 42 percent of full-price albums. The three major multiples, plus other department stores, cover 38 percent of singles and 36 percent of fullprice albums.

While Woolworth with four times as many departments as W.H. Smith, leads the field with 13 percent of singles sales, Smith’s with 11 percent is actually ahead of FWW by one point in the full-price LP market, and three points ahead of Boots, which has a greater strength on singles with 10 percent "be independent’s plans to move to full-price LP market, and three points ahead of Boots, which has a greater strength on singles with 10 percent of the nation’s total leisure spending in 1978 of £201 million, an improvement of 0.1 percent on 1977.

Ownership of record playing equipment, it is suggested, may have reached saturation point between 1977-79 the number of households with record players increased by one percent to 79 percent, although replacement consumer durables are cut one percent annually. However, ownership of tape playing equipment rose by three percent to 61 percent between 1978-79. Most common purchase is the mono cassette recorder, but the home taping threat is emphasised with 20 percent of new purchases being Music Centres.

An extract from an Annn Impye Morris research document shows that in 1977-78, 22,000 copies was the break-even figure of a single or an album. The analysis suggests that 1:9 of the 3517 being mentioned a: 'The returns system will be administered in the normal way by CBS, but Stiff inspectors will be operating spot checks and have issued a warning that anyone exceeding their returns allowance will be instantly shipped the entire Ernie Graham Catalogue.'

Electric label to close down

ELECTRIC RECORDS is closing down on January 1 following the resignation of general manager Jeremy Thomas.

But this will not spell the end of the Cube/Electric group founded by Eel Music chief David Platz who is currently negotiating with Pye Records on the future of the labels under his control.

Electric has recently had its most successful year with hits from Quantum Jump, Gordon Giltrap and John Williams but Platz told RB, "The decision has been made purely by virtue of Jeremy Thomas leaving. It will be hirail, and there is no future for it without him."

Thomas decided to quit: "Owing to substantial policy differences coupled with my long association with Max Hole and belief in his artists," Thomas has decided to go into partnership in a new management and independent label venture with Criminal Records md and co-manager of Camel, Martin Carthy and Vapour Trails Max Hole.

Platz indicated that product currently on Electric would be transferred to the 30-40 album strong Cube label, although no firm decision would be available before the end of the week.

Blondie angry over ‘blondes’

DECCA HAS been forced to withdraw its advertising campaign for the New York Blondes single ‘Little GTO’ and faces further legal action from Chrysalis over the disc which features Blondie singer Debbie Harry and other members of the band.

The lawsuit was made by American DJ Rodney Biggenheimer who, Chrysalis claim, was aided by Ms. Harry in laying down a studio guide vocal for the disc jockey to follow under the agreement that it would be erased afterwards.

However, Chrysalis alleges this guide vocal was used on the mix of the song that is out as a single at the moment and is being sold giving the impression of genuine Blondie product.

Through solicitors, Decca has agreed to cancel its promotion campaign. Meanwhile Chrysalis is considering suing for damages, and has launched an action against Dan and David Kessel of Deep Sleep Productions of Hollywood for breach of agreement. Blondie intend to take action over the disc’s B-side which they claim was written by Chris Stein, although it is uncredited on the label.

At press time a Decca spokesman said: "We understand that Chrysalis has applied for an injunction to stop us from marketing the single. The matter is now in the hands of our legal department. We understand the hearing will be on Friday (November 30)."

Stiff to launch returns plan & margin cuts in ’80

FOLLOWING ITS recent pressing and distribution deal with CBS and Virgin, Stiff Records plans to implement its new return and dealer margins and for the first time institute a five percent returns system.

The announcement coincides with the independent’s plans to move to larger premises at 9-11 Woodfield Road, London W9 (Tel: 01-289 6221).

The new trading terms come into effect from January 1.

Full price albums rise from £4.78 to £4.99 but this is the only move upwards in the margin. Margins are cut to 33 percent in line with Virgin and CBS - down from 36 percent.

However, Stiff expects to be releasing more album product under its £3.99 SEEFZ price line with an underlined dealer margin with the aim of breaking new artists.

Stiff companies including Stiff Secret Service, Virgin Records, Virgin Order, Stiff Films, The China Shop Mobile and the record company, which are currently spread between several shop fronts in Alexander Street will be amalgamated under one roof in the new offices.

David general manager Paul Conroy confirmed: "The returns system will be administered in the normal way by CBS, but Stiff inspectors will be operating spot checks and have issued a warning that anyone exceeding their returns allowance will be instantly shipped the entire Ernie Graham Catalogue."
MULLINGS

A PART FROM spending an estimated 700,000 dollars on recording The Wall double album, Pink Floyd have also been investing a few bob on building blocks. For their forthcoming concerts, it is intended that during the proceedings a wall 120 feet x 60 feet will be made on stage from polystyrene blocks each weighing 5 lbs. By the end of the first half, the band will be walled in - but fear not, gentle readers - in response to cries from frustrated audiences, the band, presumably, will tear it down, although in the UK one fears either a demarcation dispute over who does what, or a strategic strike by the bricklayers which would spoil the whole thing. What's it all about? Well, Floyd's Canadian producer Bob Ezrin has been telling Billboard that the wall is symbolic of individualism and the separation between the performer and the audience... is EMI breathing a further sigh of relief that it did not become involved with Gulf Western, parent company of Paramount Pictures? Last week it was disclosed that G&W is in trouble with the Security Exchange Commission over alleged misleading disclosures about its business operations. In response G&W has accused the SEC of making false and misleading charges against the company and its directors, promising to "litigate the matter to the end."... first you see him then you don't - before RCA actually had a chance to release it, Tommy Boyce had bought back his T-Band album, figuring that since the company had disposed of its promotion department its chances of success were slim. "There were no hard feelings," reports Boyce, who is now looking for a smaller company to release the record... American sources predicting that Motown about to dispose of its Jobete Music publishing operation to Charlie Koppelman's Entertainment Company for something in excess of 20 million dollars - but Motown's man in London Peter Prince says that although there have been offers, the publishing arm is not for sale.

INDUSTRY ADVERTISING managers anticipating a £1000 per page rate soon from the booming NME... bomb hoax at CBS Aylesbury plant resulted in production being suspended at the tape and record factories as well as staff being cleared from the new factory while police carried out a fruitless search. The things the opposition get up to, one executive was heard to mutter... former EMI LRD promotion manager Ken Bruce a golf fanatic, about to enter his own personal idea of heaven - he's been appointed general manager of the Glendoch House hotel and sporting complex with its own 18-hole course overlooking the Clyde and will be moving back to his homeland in January... more golfing news - Dave Machray, former RCA pop product manager, now working as a marketing manager to the Professional Golfers' Co-operative Association which provides all the pro shops around the country with equipment... in the absence of ailing Tammy Wynette, Alvin Stardust stepped out of character to do a good job presenting the CMA awards last week... CHINNICHAP'S HOT producer Mike Chapman expected to turn his attention next to the talents of Tanya Tucker... voice of onetime London tradescr... Adam White, now a New York resident, can be heard on the opening of Phonogram's festive goody 'Christmas Rappin' by Kurtis Blow... Alan Garrott, showbiz editor of the Daily Mirror, off to Moscow to become editor-in-chief of Global Communications which publishes the three biggest circulating weekly papers in North America... Harry Tipple out-voted in a bid to become European president of the Tobacconists' Federation by his French rival who employed his own speech writer... between High Court battles, importer-wholesaler Simons found time to hire plush Inn On The Park hotel room for reception to launch its own disc label... for those with nothing else to do and £80 to spare, Boney M is playing a gala cabaret on New Year's Eve at the Inter-Continental Hotel, with profits going to International Year Of The Child - but who was the Scotsman at group's press conference who claimed to be Godfrey Rust representing RB in the absence of John Hayward, all overheard by Dafydd Rees who was really representing RB?
MCA RECORDS has restructured its DECEMBER SEES two large-scale Cuba (ILPS 9579) features three hit NEWS and Marketing Week will all carry adver-

Private Eye, Nov> Magazine, Campaign

Island to push Cuba by the Gibson a three-week nationwide commercial brothers and the soundtrack from the radio blitz of 15-second spots at peak

Manager, marketing. Reporting to him page advertisements going into Record and increased sales".

The settlement follows an appearance by Britton in the High Court in August when he gave an undertaking to cease bootlegging activities immediately. "Operation Moonbeam" was the most costly exercise mounted by the BPI.

£7,250 settlement climaxes BPI piracy probes

DAVID BRITTON, trading as Book-

chain, has agreed to pay £7,250 in dan-

ages plus costs to the BPI for his part in a Manchester-based bootlegging syndi-

cate, busted during the BPI's "Operta-
non Moonbeam" earlier this year.

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Plaintiffs against Britton were David Bowie, Bob Dylan, Susan Ballion, Peter Shelly, Steven Diggle, John Maher, Steven Garvey, Polydor, RCA, United Artists and CBS Records.

BRIAN DREW TAYLOR, a charlie has

Chale Music as general manager after 13 years with Selecta, the last eight as head buyer and 11 years as general manager of President Records, during which he was also managing director of British Homophone pressing plant.

Cuba (ILPS 9579) features three hit singles and on December 3 Island begins a three-week nationwide commercial radio blitz of 15-second spots at peak listening times. Every IR station is being backed by 5,000 trade posters, a Captain Video spot and Daily Mail and Sun advertising between December 10 and 14.

WEA ALBUMS by ELP, Boney M and Talking Heads are being heavily pro-
moted during the next fortnight. With the aim of breaking Talking Heads into a broader market the company has booked peak-time rockshow spots commencing December 3 on Capital, Piccadilly, Trent, City, BRMB, Clyde, Forth, Beacon, Vic-

tory, Orwell, Thames Valley, Metro and Luxembourg. These, together with consumer press advertising and in-store merchandising, coincide with the band's 11-date UK tour between November 26-December 8 to promote the album Fear Of Music and single 'Life During Wartime'.

The second burst of advertising is lined up for Boney M's Oceans Of Fan-

Monkey, this same period with full page advertisements going into Record Mirror, Taki, Fab 208, Pink, Mates, Smash Hits, Blue Jeans and Superpop plus space in The Sun, Mirror, Star and Daily Record. The band's new single 'I'm Born Again' is out on November 30.

Atlantic's ELP Live In Concert album is currently the subject of a two-week rock show radio campaign on Capital, City, Trent, Clyde, Forth, BRMB, Pic-

cadilly, Thames Valley and Orwell with back-up consumer press advertising space.

CULT SCI-FI album Hitch Hiker's Guide To The Galaxy (ORA 42)—which has sold 6,000 copies to date on mail order and from Directions store of Dean Street, London—is now available from 25 shops nationwide.

The 25 stores are mostly Virgin branches plus Bruce Miller, of Aberdeen, Jeffers of Cambridge, ISN of Dundee, Bavernms-

TO MARK Radio Luxembourg's 50th anniversary, Kim Glover, head of radio promotion at Magnet Records is pictured presenting Tony Prince with a special gold disc commemorating the occasion.

We will hold back in-store merchandising, coincide with consumer 'press* advertising* and 99,000 copies and is number one best seller. There will be eight, two more than previously, shows lasting 45 minutes each on BBC 2.

The festival, from April 4-7, will feature a glittering line-up of country talent including Charlie Pride, Roy Acuff, Dolly Young, John Conlee, Skeeter Davis, Willie, Charlie Rich, Brenda Lee, Bobby Bare, Emmylou Harris, Jerry Lee Lewis and the Bellamy Bros.

• BOXCAR WILLIE, a relatively unknown American artist without a major record deal in the UK, was the star of the Country Music Association's annual awards dinner last week at the Hilton Hotel.

The singer's reputation in the UK has grown steadily since he was first brought over here three years ago by promoter Drew Taylor. After gaining a following in Scotland last year he gained the support of several other members of the boot- legging syndicate was the climax of five months of investigations by the BPI's anti-piracy division.

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Cassettes? Let this Penguin be your guide

THE PUBLICATION of the first Penguin Cassette Guide (Penguin Books £5.95, paperback £4.95) could not have been better timed. Its 838 pages are packed with information about the thousands of performances now available on cassette as well as disc, and it must surely prove as valuable to dealers and customers alike as the Penguin Stereo Record Guide whose format it follows.

Until now it has been difficult to trace all the recordings available in this handy, relatively new form, the number of releases each year having been so great. The companies have done little to promote new cassette releases, and the record magazines have not had the space to review them as they do new albums, so both dealers and collectors have been left pretty much in the dark.

The Guide at last provides a clear comprehensive view of what is available and how each cassette rates in terms of performance and quality of sound. Take, for instance, a popular classic like Tchaikovsky's Piano Concerto No 1, of which there are 15 alternative versions. It is difficult for the customer to know which one to choose, equally difficult for the dealer to offer any really helpful advice. Here they will find four pages in which more than 2,000 words are devoted to a critical look at all the rival versions.

There's a strong personal element, of course, in any artiste evaluation of different performances, but these are as fairly balanced as seems humanly possible. They give a very clear idea of the kind of performance each pianist and supporting orchestra give, so that the reader can decide quite easily which is most likely to suit his particular taste.

The three critics, Edward Greenwood, Robert Layton and Ivan March, scrutinise sound quality very closely, which is especially important in the case of cassettes. As they point out in their Introduction, standards vary enormously, partly because in the early days many catalogue recordings were rushed out on tape too quickly. An outstanding LP has frequently made its appearance in cassette form of lamentably inferior quality. In most cases, however, newly released cassettes are rated virtually as good as the discs, occasionally even better.

Some interesting points are made in the Introduction about attitudes to cassettes in general. It is argued, quite convincingly, that nostalgia makes us all reluctant to move on to a new format from the one we have grown up with. Then the huge amount of capital invested in world-wide manufacturing plant deters the companies giving up disc in favour of cassettes.

In practical terms, however, the advantages of cassettes are overwhelming. They are more compact, easier to store and play, and almost certainly to be stored very carefully in the home to avoid warping. "More than half our sales," he declared, "are cassettes. This makes life much easier for us, because the number of faulty cassettes is minimal, whereas the proportion of faulty albums is appallingly high and is getting worse all the time. A customer knows that he is almost certain to buy a perfect product, and he has no storage problem with cassettes. Discs, on the other hand, have to be stored very carefully in the home to avoid warping."

If it should prove that the disc, which has sponsored the Detroit with Colin Davis conducting the Royal Philharmonic Orchestra, is made by Philip Caldwell, chief executive of Ford Motor Company, which has sponsored the Detroit with Colin Davis conducting the Royal Philharmonic Orchestra, then the classical dealer and customer have a complete and reliable guide to the complete cassette repertoire ready to hand.

**Top 10**

1. **BEETHOVEN: SYMPHONY NO 4**. BERLIN PHILHARMONIC KARAJAN (DEUTSCHE GRAMMOPHON 2746-172)
2. **MAW: FUGUE SYMPHONY**. PHILHARMONIC ORCHESTRA (HEADLINE HEAD 91)
3. **CHRISTMAS FROM CLARE**. CHOIR & ORCHESTRA (CLARE COLLEGE, CAMBRIDGE) (ARGO ZRG 914)
4. **HANDEL: MUSIC, ACADEMY OF ST MARTIN-IN-THE-FIELDS MARRINER (EMI 065 750)
5. **GOULD: FAUST, SOLOISTS, PARIS OPERA ORCHESTRA (DECCA SXL 5170)
6. **MOZART: THIRTEEN PIANO CONCERTOS**. ACCADEMIA NEL BEL CANTELLO, ST MARTIN-IN-THE-FIELDS MARRINER (EMI ASD 3394)
7. **DEBUSSY: MANGLES, CONCERTGEBOUN ORCHESTRA (PHILIPS 8556-509)
8. **BEETHOVEN: SYMPHONY NO 3 "LES WIND"**. PHILHARMONIC AULIN (DEUTSCHE GRAMMOPHON 2510 128)
9. **ADAGIO**. BERLIN PHILHARMONIC KARAJAN (DEUTSCHE GRAMMOPHON 2530 247)
10. **DRUMMING**. STEVE REICH (DEUTSCHE GRAMMOPHON 2740 106)

**Briefs**

FIRST VICTIM of the cut-backs in Government subsidies to the arts is the new production of Giordano's *Andrea Chenier* which was to have been given at Covent Garden next February. This production, now postponed to another year, was being eagerly looked forward to by record collectors as it was to have featured three of the biggest names in opera - tenor Placido Domingo, soprano Sylvia Sass and conductor Riccardo Muti. It is being mooted that they might all appear instead in a revival of Verdi's *Otello* on the dates scheduled for *Andrea Chenier*.

**SINGALONG**

**THE SINGLE OF THE YEAR**

- **Day Trip to Bangor**
- **Fiddler's Dram**

**PLAYLIST EVERYWHERE**

**A FANTASTIC DEMAND**

**PREPARE FOR ORDER NOW.**

**01-903 8223/6**

**CLASSICAL**

**Debussy on digital**

EMI ENTERS the digital market this month with a recording making use of the purpose-designed recorder it has developed to deal with the new techniques involved in this latest system. The album brings Debussy's complete Images, with his popular Prelude a l'Apres-Midi d'un Faune as the fill-up. (HMV ASD 3804). This music, exotically scored, is well suited to the particular style of André Previn and the London Symphony Orchestra. It is also ideal for showing off the high quality of sound that can be achieved through the digital process. The album, which discretely displays the HMV digital logo on its top right-hand corner, is released at the normal price.

**Stars team up for La Bohème**

THERE IS no shortage of recordings of *La Bohème*, but Phonogram is confident that its new version will attract wide sales. (Philips 6789 031). Trump cards are favourite stars José Carreras and Katia Ricciarelli in the leading roles, with Colin Davis conducting the Royal Opera House Chorus and Orchestra.

**Fiddler's Dram**

"Don't we have a lovely day?"

**SINGALONG**

**THE SINGLE OF THE YEAR**

**DANISH**

**Fiddler's Dram**

"Don't we have a lovely day?"

**SINGALONG**

**THE SINGLE OF THE YEAR**

"Don't we have a lovely day?"

**SINGALONG**

**THE SINGLE OF THE YEAR**

"Don't we have a lovely day?"
A nibble at an album that's Chocolate-coated dynamite: Hot Chocolate's 20 Hottest Hits.

It's enriched with such greats as Every 1's A Winner, Together Again, You Sexy Thing and So You Win Again.

And needless to say we're going to make sure that there's a very big craving for it.

From the release on November 30th, right up till Christmas, we're spending £350,000 on a national campaign.

Most of that money will be spent on TV, with a very sexy commercial that'll tempt 75% of the adult population at least four times apiece.

To whet still more appetites, we've also produced a whole package of seductive in-store display material for you.

Recommended retail price is £5.29 for records, cassettes and cartridges.
Place your order now. Because this is one album that Hot Chocolate lovers are going to find irresistible this Christmas.

Side One.

Side Two.

Hot Chocolate 20 Hottest Hits

PINK FLOYD: The Wall (Harvest SHSP 4111) Prods: David Gilmour, Bob Ezrin, Roger Waters
Floyd return with a block-busting double set which in earlier times might have called a concept album. Always an ambitious band, this time they have attempted to show how human potential is throttled by The System which encourages the building of a wall. Floyd's building of a wall is certainly the most interesting, and this year also the biggest seller this side of The Wall, and quite possibly destined to be a help. The album is very well-recorded and features eight new songs, including an orchestral piece that takes up the entire first side. A much stronger and more tuneful attempt to show how human potential is throttled by The System which in earlier times might have called a concept album. Despite being portrayed as unfashionable and by now the strength of the market, the new album is unlikely to do anything to change their image. It is extremely well-recorded and features eight pleasant if not world-beating songs, the best of which is 'Alright Get Down and Boogie' which works well as mindless disco. A fleeting chart appearance well-deserved of both the Wall and the abusively titled 'Can't Wake Me Up'.

ALAN HARVEY: The Mafia Stole My Guitar (RCA PL 25257) Prods: Danny Beekman & Matthew Cang
A long-term catalogue item. Current radio exposure for the good New Band, and released as the Japanese-sounding 'Jasmine Breeze'. The accordian feature 'Corden Bleu', with its disco beat, has been winning some airplay support and will focus attention on the album accordingly.

ALEX HARVEY: The Mafia Stole My Guitar (RCA PL 25257) Prods: Danny Beekman & Matthew Cang
It's been a long time coming, but veteran Scottish rocker Harvey has put together The New Band, and released a new album on a new label. RCA should be pleased with the result because most of Harvey's previously rather self-indulgent tendencies have been cut out, revealing him as a good current mainstream songwriter surrounded by good solid mainstream rock players. The dramatic title track stands out well, with some good guitar and sax work from Matthew Gang and Don Weller respectively, and a flurry of sales should be forthcoming.

EDGAR FROESE: Stuntman (Virgin V2139) Prods: Edgar Froese
Although this kind of synthesizer music is currently out of vogue, Virgin continues to keep the genre alive with releases like this one from Tangerine Dream leader Edgar Froese, who is one of the leading exponents of the instrument. He shows himself capable of producing striking themes with some sharp effects and nice tunes - especially 'Drunkin Mozart In The Desert', and the moderate but dedicated following for this kind of music will seek it out.

THE MONKS: Bad Habits (EMI EMC 3309) Prods: John Ford, Richard Edmunds they move through the best number 'Pine Mogue' and even if it contains but nothing to the type The Stones used to vary the pace of their albums. The sound achieved in the Norwegian studio is as good as anything to come out of the UK, with a particularly nice edge to Matt Dangerfield's guitar. Could do well as long as the band can reestablish its identity quickly enough.

IAN GOMM: Gomm With The Wind (Albion DAI 1) Prod: Martin Rushent
There's nothing particularly deep and meaningful about Ian Gomm. His whole career to date has been concerned with writing and performing bright little pop songs with a wide appeal and a definite lack of pretension. Ian Gomm's 'Love' is an attempt to be a certain humourlessness. EMI appears to be strongly represented in the field and there's no doubt there is quite a lot of interest in the bands represented here, ranging from the biggest consumer rock press. This Fast Product sampler is a good introduction to the above-named bands plus 2-3 and Scars.

THE BOYS: To Hell With The Boys (Safari 1-2-BOYS) Prods: Bjorn Beckerman & Matthew Cang
After charting their first album, The Boys vanished for a couple of years, but they seem to have used the time to tighten up and drop the three-chord approach for something more thoughtful, if no less energetic style. Opening with a guitar treatment of 'Sahre Dance' a la Edmunds they move through the best number 'Blue Mousse' and even if it contains but nothing to the type The Stones used to vary the pace of their albums. The sound achieved in the Norwegian studio is as good as anything to come out of the UK, with a particularly nice edge to Matt Dangerfield's guitar. Could do well as long as the band can reestablish its identity quickly enough.

LINDA LEWIS: Hacienda View (Ariola ARL 5033) Prods: Mike Batt
A fine album from Linda Lewis who deserves to be better supported as a fine singer. Mike Batt's sympathetic and imaginative production is tailored to bring out the best from her distinctive high-ranging voice. She is equally at home tackling the gentleness of 'Blue Moon' and then turning the power for rockers like '109 Jamaica Highway'. The wide variety of songs includes 'That's Love' from Carmen Jones, a lovely Ball ballad 'Bagpans and Kings' and a rollicking 'Save The Last Dance For Me'.

STIX HOOKER: The World Within (MCA MCG4006) Prods: Crusaders
Belatedly the fortunes of the Crusaders seem to be on the up and up in this country since the success of Street Life. Hooper's first album as a bandleader takes in the musical influences of the Orient, Europe, Mexico, South America and Africa. His style is an ambitious attempt to compensate for the disparate styls blended into a series of highly entertaining workouts where certain finkiness is always apparent, even in something as delicate as the Japanese-sounding 'Jackson Breeze'. The accordian feature 'Corden Bleu', with its disco beat, has been winning some airplay support and will focus attention on the album accordingly.
VIDEO MADE THE RADIO STARS!

Announcing the Record Business Video Awards

To recognise the growing involvement of the record industry in visual promotion, we have decided to institute the RECORD BUSINESS VIDEO AWARDS.

The awards will be made for
1) Best Video Promotion Film and
2) Best Television Commercial.

Each section will be sub-divided as follows:-

VIDEO FILMS

a) Best screened film clip (Major record company)
b) Best screened film clip (Independent company)
c) Best un-screened clip (Major)
d) Best un-screened clip (Independent)

TV COMMERCIALS

a) Best by a major company
b) Best by an independent company
c) Best by a tv merchandising company

To keep the judging down to manageable proportions, entries should comprise a maximum of THREE tv commercials, THREE video films (screened) and ONE (un-screened). All entries should have been produced in this country and should be forwarded in the U-matic configuration to the Record Business office by Tuesday December 11 for judging later that week. Please indicate clearly for which sections they are being entered. Names of the panel of judges will be announced shortly.
**RECORD BUSINESS MAGAZINE**

**CO ACTIO**

LISTEN TO THE DISCO TOP 30 SHOW EVERY SUNDAY 9-11PM ON Radio Luxembourg 903

---

**ERROL DUNKLEY**

Little Way Different

(12) RIC 104

Produced by Dennis Bovell

---

‘Reachin’ Out (For Your Love)’

is the single

LEE MOORE

is the artist

U.K. pressing out now on Source Records 12 SRC 100 also available on 7” SRC 100

---

**‘(you) can dance all by (your) self’**

Apulsating new number from DALTON & DUBARRI

7 single (DJS 10924) 12 single (DJR 18007)

From the album ‘CHOICE’ (DJF 20565)

Marketed by

Miller Records

63-65 Curtain Road, London EC2A 3XG

Tel: 01-485 2255

---

**FIRE IN SOWETO**

(12) RIC 105

A HOT NEW REGGAE SINGLE

Sonny Okosun

---

**RECORD BUSINESS MAGAZINE**

Magazine’s best-selling disco singles

1 (13) RAPPERS DELIGHT

2 (11) LADIES NIGHT

3 (9) NO MORE TEARS (ENOUGH IS ENOUGH)

4 (7) QUE SEIRA MI VIDA

5 (5) OFF THE WALL

6 (4) IT’S A DISCO NIGHT (ROCK DON’T STOP)

7 (3) MELLOW MELLOW RIGHT ON

8 (2) ENOUGH

9 (1) DON’T STOP TIL YOU GET ENOUGH

10 (39) RAPPER S DELIGHT

11 (38) MY FORBIDDEN LOVER

12 (37) DONNA SUMMER S SARBRA

13 (36) CASA D’OLIVIA

14 (35) DON’T STOP TIL YOU GET ENOUGH

15 (34) QUE SERA

16 (33) MELLOW MELLOW RIGHT ON

17 (32) ENOUGH

18 (31) DONNA SUMMER S SARBRA

19 (30) ROCHELLE S SARBRA

20 (29) THE FUTURE IS NOW

21 (28) THE FUTURE IS NOW

22 (27) I DON’T WANNA BE A FREAK

23 (26) THE FUTURE IS NOW

24 (25) THE FUTURE IS NOW

25 (24) THE FUTURE IS NOW

26 (23) THE FUTURE IS NOW

27 (22) THE FUTURE IS NOW

28 (21) THE FUTURE IS NOW

29 (20) THE FUTURE IS NOW

30 (19) THE FUTURE IS NOW

31 (18) THE FUTURE IS NOW

32 (17) THE FUTURE IS NOW

33 (16) THE FUTURE IS NOW

34 (15) THE FUTURE IS NOW

35 (14) THE FUTURE IS NOW

36 (13) THE FUTURE IS NOW

37 (12) THE FUTURE IS NOW

38 (11) THE FUTURE IS NOW

39 (10) THE FUTURE IS NOW

40 (9) THE FUTURE IS NOW

41 (8) THE FUTURE IS NOW

42 (7) THE FUTURE IS NOW

43 (6) THE FUTURE IS NOW

44 (5) THE FUTURE IS NOW

45 (4) THE FUTURE IS NOW

46 (3) THE FUTURE IS NOW

47 (2) THE FUTURE IS NOW

48 (1) THE FUTURE IS NOW

Copyright Record Business Publications
ITV's return: Help or hindrance?

HAS THE return of ITV done much to boost sales? Not really: all that's happened is some customers have switched from buying regular LPs to TV albums, leaving the retailers with a lower margin! It would help if the supply situation were improved. TV cassettes are particularly hard to come by and the availability of Warwick material, either from CBS or wholesalers, is very erratic.

Ronco's ad for Rock 'n' Roll Disco - "£20 value for £4.99" - is a bit much. Not until invoiced did we find that the cassette was £5.49. My customers were none too impressed.

Anglia, but when my order arrived on November 8, I found the item extended! I was told about the Diana Ross TV campaign, commencing November 7 on CBS or wholesalers, is very erratic.

Over 25 labels are at present handled by EMI Imports, many under exclusive deals, and speculation is that when the imports division folds, many of these will be seeking distribution agreements with UK importers and wholesalers.

In addition to the numerous EMI-owned labels, EMI Imports currently distributes jazz labels Galaxy, Concorde and Biograph plus Scotia, Disneyland, Victor, Chandos, DRG, DSC, CTI, Sonopresse and Preifer. The future of EMI Import's two UK labels, Patch and Burning Sounds, is unclear.

London's 1-Stop, plus its sister company Non-Stop, move from their present premises in NW1 today. The new offices are at Brett House, Park Parade, London NW10. New telephone number is 01 961 5211.

Distribution of independent label White Dove Records has switched from Spartan to Pinnacle. First release under the new James Galway album (RL 25253) in time for the first of his TV shows in the Ulster region. The LP is £4.45, trade price of £3.65.

One of the hottest items currently on the shelves at Stage-1 is the Joe Jackson LP I'm A Man - packaged as five different 7-inch singles all in picture bags imported from the USA and carrying a trade price of £4.45.

Stage-1 also has the Strangers LP's Black And White, No More Heroes and The Raven at £2.00 trade on Italian import and, also from Italy, Santana, Boston, Neil Diamond and Chicago albums at between £1.25 and £1.60.

Finally, Brian Smith has resigned his directorship of Charmdale Records to take over as UK sales director at Haslemere-based Stage-1.
IN A VERY short while, dealers are going to be ringing RB to ask 'Do YOU know whether there's a 12-inch version of Chic's 'My Feet Keep Dancing'? Because I can't seem to order it...'.

discs are unlikely to please one, but as we understand it, the way to avail yourself of Chic 12-inches (in batches of five) is to order copies of the 'Best Of Chic' album (in batches of fifteen), in which case the 12-inches will cost you nothing. Or so a normally reliable dealer source informs us, based on what he has learned from WEA. If you have a rep, chances are you'll be offered the same deal; if not... well, as this dealer says 'WEA's computer won't accept the 1-inch number.'

MCA has every reason to be pleased with the progress of its hot bunch of disco releases. As I reported last week, deliveries were originally patchy, with only the Stix Hooper and Atmocean discs reaching pretty well everyone who wanted them. Nature's Divine's 'I Just Can't Control Myself' appears to now have been pulled back to give preferential treatment to the others, at least on 12-inch; it's possible that this delay has been a factor in the delay of the Infinity's closure may conspire to lose the record, whether MCA decide to continue with it or not. One Way's 'Music' has made its initial slow start, but there are probably still many punters who haven't yet twigged that this is actually Al Hudson's follow-up to 'You Can Do It', with One Way being hierarchically Soul Partners. Dealers would probably gain themselves a sale or two by pointing out to buyers where the opportunity arises.
**TV ALBUMS advertised on TV in December**

<table>
<thead>
<tr>
<th>Title/Artist/LP &amp; Cassette No</th>
<th>SIREN</th>
<th>ANGLIA</th>
<th>ATV</th>
<th>BORDER</th>
<th>CHANNEL</th>
<th>GRAMPA</th>
<th>ATV</th>
<th>LONDON</th>
<th>SCOTTISH</th>
<th>THE TIES</th>
<th>ULSTER</th>
<th>WESTMID</th>
<th>YORKSHE</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>GREATEST HITS VOL 2 Abba</td>
<td>5.29P</td>
<td>5.49</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>Runs three more weeks. Another greatest hits compilation at special £1.99 price.</td>
</tr>
<tr>
<td>GREATEST HITS Rod Stewart</td>
<td>4.99</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
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<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>Campaign runs three weeks. Best loved children songs for the young and the young at heart.</td>
</tr>
<tr>
<td>ALL ABOARD Various</td>
<td>3.99</td>
<td>3</td>
<td>3</td>
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<td>3</td>
<td>3</td>
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<td>3</td>
<td>3</td>
<td>Campaign runs three weeks. Greatest compilation covering 10 years of hits.</td>
</tr>
<tr>
<td>20 HOTTEST HITS Hot Chocolate</td>
<td>5.29</td>
<td>3</td>
<td>3</td>
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<td>3</td>
<td>3</td>
<td>Campaign runs for three weeks. Already a successful greatest hits compilation extended thru Christmas.</td>
</tr>
<tr>
<td>SEMI-DETACHED SUBURBAN Manfred Mann</td>
<td>5.29</td>
<td>3</td>
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<td>3</td>
<td>3</td>
<td>Campaign runs for four weeks. Middle of the road album containing old favourites and new covers.</td>
</tr>
<tr>
<td>FAMILY ALBUM Tommy Steele</td>
<td>4.99</td>
<td>NOW</td>
<td>NOW</td>
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<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>Campaign runs for four weeks. Party album.</td>
</tr>
<tr>
<td>CHEERS Kenny Ball</td>
<td>4.99</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
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<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
<td>NOW</td>
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<td>NOW</td>
<td>NOW</td>
<td>Campaign runs for four weeks. Contains tracks by Lena Martell, Andy Williams and Pat Boone.</td>
</tr>
<tr>
<td>PEACE IN THE VALLEY Various</td>
<td>4.99</td>
<td>5.49</td>
<td>NOW</td>
<td>NOW</td>
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<td>NOW</td>
<td>NOW</td>
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<td>NOW</td>
<td>NOW</td>
<td>Runs for three weeks. An introduction to classical music for the layman.</td>
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<tr>
<td>CLASSICAL GOLD VOL 1 Various</td>
<td>6.99</td>
<td>7.99</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
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<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>Runs for three weeks. An introduction to classical music vol 2.</td>
</tr>
<tr>
<td>CLASSICAL GOLD VOL 2 Various</td>
<td>6.99</td>
<td>7.99</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
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<td>3</td>
<td>3</td>
<td>3</td>
<td>3</td>
<td>Runs for three weeks. Military and brass band music. Four record set at special price.</td>
</tr>
<tr>
<td>MILITARY GOLD Various</td>
<td>6.99</td>
<td>7.99</td>
<td>3</td>
<td>3</td>
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<td>3</td>
<td>3</td>
<td>3</td>
<td>Runs through Christmas. Soundtrack from the film starring Paul Nicholls, Adam Faith.</td>
</tr>
<tr>
<td>YESTERDAY'S HERO Soundtrack</td>
<td>4.95P</td>
<td>5.29</td>
<td>10</td>
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</tbody>
</table>

The Record Business TV Guide shows the starting date of planned pre-Christmas TV campaigns. See each week’s TV GUIDE for regional updates. Compiled in conjunction with Relay Records.

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**Adverts:**
- **GWmSSm:** Day Delivery anywhere in the country
- **FOR SALE MANFRED MANN SEMI-DETACHED SUBURBAN**
- **All Aboard:** EMI EMTX 101

**Contact:** Tel: 01-579 9921/3197

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**Albums Advertised on TV in December:**

- **Rhapsody in Black** K-Tel ONE 1063
- **Elvis Presley: Elvis Love Songs** K-Tel NE 1062
- **Together** K-Tel NE 1053
- **Night Moves** K-Tel NE 1065

**Record Business December 3 1979**
CHRISTMAS STOCKING

CAMILLE
‘WHITE CHRISTMAS’
12EMI 3014

PAUL McCARTNEY
‘WONDERFUL CHRISTMAS TIME’
R6023

JOHN LENNON & YOKO ONO
‘HAPPY XMAS (WAR IS OVER)’
R.5970

WINGS
‘MULL OF KINTYRE’
R6018
New York..London..Paris..Munich

THE ALBUM
(MCF3046)

including the number 1 hit
Pop Muzik
and new single
Moonlight and Muzak
MCA 541

available now on
MCA RECORDS
1 Great Portland Street, London W1R 3FW
Distributed by CBS (960 2555)