

RECORD BUSINESS

WITH
RADIO WEEK

Singles chart 6-7; Album chart, 20; Chartbusters, 16-17; Airplay guide, 26-27; New singles, 30; New albums, 28; Publishing Special, 22-23; Ireland at Midem, 12-15.

January 14, 1979 VOLUME TWO Number 43

50p

More margin cuts show majors plan end of rrp

EVIDENCE IS rapidly mounting that a number of major UK record companies will move to abolish recommended retail price before the end of 1980.

Ken Maliphant, managing director of Phonogram Records, last week predicted that the Polygram group will drop rrp in the UK this year – possibly by the autumn.

His statement came in the wake of Phonogram's decision to reduce dealer margins to 30 percent (see separate story), bringing the company into line

with Polydor and WEA Records – which justified its decision to cut margins with the claim that dealers ignored rrp.

Polygram chief executive, David Fine, and WEA managing director, John Fruin, have also publicly expressed serious doubt about the validity of rrp in today's market. In addition, Polygram has already announced that it will be abolishing rrp in Canada.

Maliphant told *Record Business*: "We are committed to the abolition of rrp in this country and I hope it will happen during 1980. The autumn is the most likely time. Abolition will make for cleaner, better trading conditions."

Maliphant added that record companies would have to negotiate for royalties to be paid on trade price as opposed to rrp before abolition could take place. He said that it should be up to the industry as a whole to negotiate with the relevant bodies.

BPI director general, John Deacon, said: "Certain record companies are definitely moving towards abolition,



POLICE'S MASSIVE success in 1979 was reflected in a mountain of gold and platinum discs for all concerned at a party given by A&M Records last week. Not only did the band score platinum for *Outlandos D'Amour* and double platinum for *Regatta De Blanc* but gold singles for 'Message In A Bottle' and 'Walking On The Moon'.

however others are not. As far as the BPI is concerned it is a matter for the individual companies.

EMI is one major that is unlikely to move towards abolition. Managing director, Ramon Lopez, recently stated that there were no plans to abolish rrp.

Another factor in the overall move towards abolition is the recent purchase of Decca by the Polygram group. Decca product will be affected by any decision on the matter taken by Polygram.

New Costello 45 delayed by injunction

LEGAL WRANGLES surround the release of Elvis Costello's new single 'Can't Stand Up For Falling Down' on a new label formed by former Radar director Andrew Lauder and new wave entrepreneur Jake Riviera.

The single was pulled on Radio-1 and Capital over last weekend, but dropped from sight on Monday (January 7) when WEA – which issued previous Costello material via the Radar label – served the new company with an injunction restraining it from releasing the song.

Riviera is the manager of Nick Lowe and Elvis Costello who have previously appeared on disc under the 'Riviera Global Productions' masthead, and news that he had formed a new company with Lauder began to filter through late last week.

Also on the staff will be former Harvest label manager Andy Childs, Stiff executive Kellogg and Radar person Judith Riley.

RECORD BUSINESS MAGAZINE
THE HIGHEST SALES RECORDS
THE HIGHEST SALES RECORDS
THE HIGHEST SALES RECORDS
CHARTBUSTERS
CHARTBUSTERS
CHARTBUSTERS
The hottest singles of the week
from the Record Business Research Computer.

TOMORROW'S HITS today – that's RB's new pullout feature **CHARTBUSTERS** which makes the first of its weekly appearances on the centre pages.

CHARTBUSTERS presents the hottest new action in every part of the singles' market, drawn from RB's latest Singles, Disco, Indie, Airplay and New Releases charts.

It is a 'tip-sheet' with a difference, based entirely on market research, leaving nothing to opinion or crystal-ball gazing.

It will put *RB* readers one step ahead of the singles' market. **CHARTBUSTERS** gives retailers an authoritative guide to what new product to order – and the pullout gives their customers a chance to find out the best new product to buy.

Pye launches disc trade video arm

PYE HAS staked its claim to be the first British record company to take on the distribution and sales of pre-recorded and blank video tapes. Principal target will be the record stores.

Ten years after Walter Woyda joined the company to set up the Precision Tapes subsidiary, he has been given the responsibility for running the new division and has already concluded the first distribution deal with Mountain Films, the largest outlet for home movies in the country in business now

for nearly 20 years. Other deals are in the pipeline.

Mountain films will be marketed in the VHS and Betamax formats. They include concerts by the Beatles and Elvis Presley, comedy ranging through Laurel and Hardy, Bugs Bunny and Danny Kaye, Kung Fu action films and full-length musicals like 'Till The Clouds Roll By', based on Jerome Kern's life story, and featuring Frank Sinatra, Judy Garland, Lena Horne and Tony Martin.

Mountain videos will be available on firm sale and there will be a 25 percent dealer margin. Videos of up to 60 minutes will retail at £29.95, with longer shows and feature films.

There will be 24 titles in Pye's initial release. Dealers taking a minimum order of 20 tapes will qualify for a free lockable counter rack, while an order for 40 tapes will bring a free floor standing display unit.

Pye's range of blank tapes will be

● Turn to page 2

If you like Pina Colodas, getting caught in the rain, making love at midnight and a taste of champagne. Contact....

RUPERT HOLMES via his new album 'PARTNERS IN CRIME'

Includes the number One America single Escape (The Pina Coloda song).



Phonogram to cut margins

FOLLOWING SIMILAR moves by WEA and Polydor, Phonogram Records is to cut its dealer margin to 30 percent from February 1.

But in an attempt to soften the blow for record retailers, Phonogram is introducing a system of extra discounts. Under the scheme, discounts of up to ten percent will be available on certain new releases and back catalogue product.

Up to six debut albums from new acts will carry a maximum ten percent discount over the next 12 months. These albums will also have a specially reduced retail price of £5.25 for the first month of release.

An initial 25 back catalogue albums, including Graham Parker, Gentle Giant and Rod Stewart material, will carry an extra ten percent discount. This list will be updated and amended with the information being sent out to dealers every three months.

Barry Evans, marketing director, said: "The use of this flexible margin system is a more realistic approach to rewarding the trade for the extra efforts required in breaking new artists and



THE FILM-A-Disc unit which looks set to add W.H. Smith and Our Price Records to its using venues. A 26-inch tv monitor with wire rack to house the singles being featured has eight headsets on which customers can listen to the music. See 'Video promo' story below.

supporting back catalogue."

The first new album to receive extra discount under the scheme will be the debut release from the Original Mirrors, out during February.

Doubt over Trent md

DENNIS MAITLAND'S future as managing director of Radio Trent hangs in the balance following a board meeting on January 3 when a vote of no confidence against him was carried by a majority of one. He was subsequently asked to take a period of extended leave pending the findings of an independent enquiry.

Maitland's troubles began in late November last year when programme controller Bev Smith, now head of radio programming at the IBA, and promotions manager Chris Theobald wrote

independent reports to certain members of the board critical of Maitland's running of the station. Following an internal enquiry, the board decided to hire London chartered accountants Finnie Ross Allfields to conduct an independent enquiry.

Sales and deputy managing director Tony Churcher was made acting chief executive and local councillor Bernard Bateman acting chairman. Bateman replaces Lord John Manners who took over from Norman Ashton-Hill only a few weeks ago.

ments.

Woyda confirmed that there would be regional release of new repertoire, with market conditions determining the frequency of supplements. He anticipated a catalogue of some 200 titles by the end of 1980. At first Pye's record salesmen will be handling the new repertoire, that a special team is possible if demand is sufficiently high.

Mountain for RCA

MOUNTAIN RECORDS has decided to terminate its UK licence agreement with Phonogram and sign a new deal with RCA.

"It has been mutually decided that both company would benefit from a termination of their licence agreement," said an RCA statement. "This in no way, however, affects Mountain's licensing through Phonogram International for the rest of the world (excluding the USA and Canada).

As announced in *RB* (December 25), first product under the new deal will be Nazareth's new album *Malice In Wonderland* and a single 'Holiday' due out on January 25. This will be followed by releases from Voyager and Marseille.

K-tel Year Of Child Summit LP

K-TEL LAUNCHES a £200,000 tv advertising campaign today (January 14) to back *The Summit* — an all-star rock compilation aimed at raising money for the Year Of The Child appeal.

Originally planned for last autumn, the album (NE 1067) was delayed by the ITV strike, but although it has missed the United Nation's Year Of The Child by a fortnight, all proceeds will still be accepted by the charity.

K-tel says up to £2 per album could be donated if enough copies are sold, with record companies waiving their leasing fee on the 13 tracks, and artists donating their royalties. K-tel is throwing in all profits after promotion costs has been recouped.

The LP represents the UK's leading talent, with 'Shine A Little Love' by ELO, 'Jet' by Wings, 'Candy Store Rock' by Led Zeppelin, 'Sorry Sees To Be The Hardest Word' by Elton John all included along with Gerry Rafferty's, 'Baker Street' and Dire Straits, Eric Clapton, Cliff Richard, Supertramp, Thin Lizzy, Yes, Pink Floyd and Bad Company numbers.

Retailing at £5.25, the album benefits from a four-week national push, followed by 'top up' campaigns if sales warrant an extra spend.



MOUNTAIN AND RCA executives gather to celebrate Mountain's new licence deal. Pictured above are: (left to right) RCA marketing manager John Howes; Mountain md Derek Nicol; RCA arc director Derek Everett; RCA business affairs manager Alan Johnson and Mountain general manager Jim White.

RECORD BUSINESS apologises to readers for the late delivery of last week's paper. This was due to a mechanical breakdown which could not be rectified in time to meet Post Office deadlines for Saturday despatch. As a result no copies could be mailed on this Monday.

EMI sets Last Dance TV LP

EMI HAS confirmed a £275,000 tv campaign to surround *The Last Dance* (EMTV 20), a collection of Motown ballads released on January 25.

Retailing at £5.29, the first 100,000 copies are available in four different colour covers and the package will hit national tv screens from January 28.

The album was originally scheduled for last autumn, and has now been up-dated with the addition of 'Silly' by The Commodores in place of the band's 'Easy'. 18 of the 20 tracks were top ten hits including Michael Jackson's 'Ben', Four Tops' 'It's All In The Game', Jackson's 'I'll Be There' and Stevie Wonder's 'My Cherie Amour'.

For the first time EMI has been able to use new 20-second spots in the London and Southern areas in addition to 45-second commercials and 15-second flashes in the campaign. The 20-second format is useful to record company advertisers, as it allows them to plug two songs from an album.

Our Price into fashion stores

IN A bid to expand out of London, Our Price Records has negotiated a deal to sell discs in selected branches of the Bangers fashion chain.

Bangers, which has 200 stores mainly in the North and Scotland, has so far only granted Our Price a concession to sell records in its Redditch branch. Records were being sold in the Watford outlet since Christmas, however Our Price has moved out because of space problems.

Mike Issac, Our Price director, commented: "The deal does give us the opportunity to expand without a heavy financial outlay. However, even if it proves to be a success over at the moment it's too early to tell — we will not be operating concessions in more than ten Bangers stores."

Video promo for W H Smith & Our Price

W.H. SMITH and Our Price are expected to join the growing trend towards using in-store video promotion of records.

"We are expecting imminent confirmation from the two firms that they will be joining the chains already committed — Virgin, HMV and Harlequin — to installing our machines," said Raymond Goldsmith, md of Film-A-Disc, a company associated with the John Roseman promotion films company.

Film-A-Disc which offers a new

slant on in-store video has been test marketed at Virgin's Kensington High Street store. The first 50 units are due to be installed in mid-February in a selection of shops nationwide.

The Film-A-Disc unit is purpose-built and features a 26-inch monitor which continuously plays a 20-minute film, produced by Goldsmith. Each of 15 singles is given 75 seconds' exposure, and the sound can also be heard through the eight headsets attached to the unit. Dis-

played on a wire unit are the featured singles and the LPs from which they have been chosen.

The promotion film is changed fortnightly and Goldsmith estimates that there will be 150 screenings in each of the 50 stores. Given a 30 percent listening/viewing response, this would mean 36,000 people would see each promo over the two-week period. Cost per store is £5-£7 to cover labour and insurance and £6 per week per store to record companies.

MULLINGS

FINGERS CROSSED – at the BPI Council meeting this week there's a strong chance that approval will be reached on a Code Of Conduct governing the methods of promotion used in chart shops, with dealers also being required each week to sign that their diary returns are true and accurate. . . Christmas seems long gone, but there's still a glow of pride round at CBS that the second volume of *Abba's Greatest* has sold 1.5 million copies, while EMI well pleased that in four weeks 600,000 sets of *Pink Floyd's The Wall 2LP* were shipped out band's alltime fastest sales figure in the UK. . . not surprisingly the Floyd's chart-topping single is prompting some correspondence from the teaching profession – in the *Guardian* last week one pointed out that the kids are quite right not to like "dark sarcasm in the classroom", while another pondered whether "We don't need no education" is advance Tory propaganda for the Clegg Report on teacher's salaries. . . incidentally, Lorraine wife of **John Cavanagh**, general manager of the Floyd's label Harvest, is actually a teacher at a school in Pinner. . . could a discreet lunch in London last week which Wynd Up's **Colin Reilly** and NSS chief **Tag Lavini** entertained unidentified guests lead to a Wynd Up expansion into the South East? . . .

SEEMS LED Zeppelin had a big hand in interesting rock stars in K-tel's *Summit* charity album in aid of the Year Of The Child, delayed until now because of the TV strike. . . **Philip Swerne** has teamed up with **Tony Sadler** to produce a new version of 'Theme From Firepower' by the Hot Forties – **Radio-1's** Top 40 show theme. . . in Japan, **Toshiba** has demonstrated an Acoustic Remote Controlled System which makes a hi-fi set respond to 19 spoken commands from the owner – it could bring a whole new wealth of meaning to the His Master's Voice trademark. . . watch out for the darts team from the **MCPS** among those retiring computer people are some budding **Eric Bristow's** who recently beat **RB's** super team 6-5 – our skipper **John Hayward** anxious to hear from other prospective opponents. . . **Radio 2's** three most-played discs last year were 'Do It, Do It Again' by **Rafaela Carra**, 'Beautiful Lover' by **Brotherhood Of Man** and 'Singing In The Rain' by **Sheila B. Devotion**. . . **Derek Block** off to the US to firm UK concerts by **Stevie Wonder** – but not in March with a 60-piece black symphony orchestra as originally planned – to Block's relief, no doubt. . . as a result of two spells in hospital with recurrent colitis, **Tony Barrow** has withdrawn from providing pr facilities at Midem for English-speaking media – at his request **Phil Symes** of Rogers & Cowan is deputising . . .

AFTER HIS Russian concerts, **Elton John** is an in-demand disc act in the Communist Bloc countries – **Stephen James** has recently set a deal for three albums to be released in East Germany and will be chatting up the Russians, Czechs and Hungarians at Midem – but he's still wondering what to do with a bundle of zlotis frozen in a Polish bank after an EJ album was released there. . . CBS taking its time in appointing a new press chief following **Ellie Smith's** departure to run Sire UK – and many company prs are anxiously awaiting the result. . . last week at the first London summit meeting of EMI's Eurochiefs, there was a whole of shakni' going on at Abbey Road when Capitol act **Lee Clayton** gave them a taster of things to come. . . a sign of the times – *Billboard* is mounting its first International Dance Music Forum in Los Angeles – but the past won't lie down, there are 13 topics mentioning the word disco. . .

BEN FINDON of Black Sheep Music currently on a hot streak, not only is he the man behind the **Dooleys**, currently the rage of Japan, but he's now turning his attention to the **Nolan Sisters** and is writer-producer of their 'I'm In The Mood For Dancing' hit. . . **Fleetwood Mac** have completed a one-hour telefilm of the making of the *Task* album, which is supposed to be akin to *Let It Be* – but not as boring, hopefully. . . **Barry Green**, assistant to EMI mds, a recent departure from Manchester Square.



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AFTER 20 years with Essex Music, Mike Roberts (left) joins his brother Tony Roberts as international copyright manager at Tony Roberts Music.

Lady Samantha has new Elton album tracks

AN ELTON John album containing a number of tracks previously not available in LP form is being released by DJM on February 15. Entitled *Lady Samantha* (DJM 22085), the LP and the cassette will carry a list price of £2.99.

The title track was John's second single for Philips in January 1969, while 'It's Me That You Need' was his first

DJM release three months later. Among other material not previously included on an album is the original version of 'Grease' later re-recorded for the *Yellow Yellow Brick Road 2 LP*.

● DJM has recently concluded three new licensing deals — with EMI Bovera for Holland, Vogue for France and Belgium and RPM for South Africa.

TOP 40 SINGLES OF THE 70s

ACCORDING TO available record company sales figures, the best-selling forty singles of the 70s are as set out below.

Only the top thirteen sold over one million copies in the UK, while only 'Mull Of Kintyre' topped double platinum. Two records suffered a little at the hands of the decades: the Archies 'Sugar, Sugar' which split its sales between 1969 and 1970 and Pink Floyd's 'Another Brick In The Wall', already well in excess of its 1979 sales total but unable, of course, ever to improve its position.

All records listed have sold over half a million copies.

1 MULL OF KINTYRE Wings	Parlophone 1976
2 RIVERS OF BRYLON/BROWN GIRL IN THE RING Bonny M	A&M/Hansa 1976
3 YOU'RE THE ONE THAT I WANT John Travolta/Olivia Newton-John	RSO 1978
4 MARY'S BOY CHILD Bonny M	Atlantic/Hansa 1978
5 SUMMER NIGHTS John Travolta/Olivia Newton-John	RSO 1978
6 BRIGHT EYES Art Garfunkel	Epic 1978
7 YMCA Village People	Mercury 1978

8 BOWENIAN RHAPSODY Queen	EMI 1975
9 HEART OF GLASS Brenda	Chryslers 1975
10 I LOVE YOU LOVE ME LOVE Gary Clail	Bell 1973
11 DON'T GIVE UP ON US Private Studio 1977	
12 SAVE YOUR KISSES FOR ME Brotherhood Of Man	Pye 1976
13 EYE LEVEL Simon Park Orchestra	Columbia 1974
14 MERRY XMAS EVERYBODY Slade	Polydor 1974
15 SAILING ROSE Fleetwood	WBL/Pye
16 I'D LIKE TO TEACH YOU THE WAY TO SOG New Seekers	Polydor 1972
17 UNDER THE MOON OF LOVE Showaddywah	Bell/Arts 1976
18 LONG-HAIRED LOVER FROM LIVERPOOL Little Jimmy Diamond	Columbia 1973
19 THE YELLOW RIBBON Dawn	MGM 1973
20 DON'T CRY FOR ME ARGENTINA Jula Capovilla	MCA 1976
21 I DON'T LIVE MONDAYS Boomtown Rats	Ensign 1979
22 HIT ME WITH YOUR RHYTHM STICK John Elby & The Blockheads	Swf 1978
23 MISSISSIPPI Polyact	Sonet 1976
24 THE FLORENCE DANCE Brighthouse & Rivas	Logo 1978
25 NIGHT FEVER Dee Dee	RSO 1978
26 WHEN A CHILD IS BORN Johnny Mathis	CBS 1976
27 WHEN I NEED YOU Lao Sanyu	Chryslers 1977
28 DON'T GO BREAKING MY HEART Elton John/Kiki Dee	Rocket 1976
29 MY SWEET LORD George Harrison	Apple 1971
30 HOW DEEP IS YOUR LOVE Bee Gees	RSO 1977
31 WE DON'T TALK ANY MORE Cliff Richard	EMI 1976
32 DANCING QUEEN Abba	Epic 1976
33 I FELT YOUR LOVE Burner	GTO 1977
34 WITHOUT YOU Neilson	RCA 1972
35 I'M A BELIEVER The Four Tops	Pye 1973
36 ANOTHER BRICK IN THE WALL (PART II) Pink Floyd	Hansa 1979
37 BYE BYE BABY Bay City Rollers	Bell 1975
38 WAY DOWN The Bay City Rollers	RCA 1977
39 WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN The Hollies	Capitol 1979

Virgin confirms 5% returns & price rises

VIRGIN RECORDS has confirmed its five percent returns scheme for singles (as exclusively forecast in RB December 10).

The move coincides with general price rises which bring singles up to £1.19 from £1.05. Mid-price albums

increase from £3.20 to £3.52 while full price LPs, currently £4.99 will have a £5.49 rrp. Full price double albums will move to £7.99 from £7.45. Virgin blames the rises on higher production costs.

Southport set for disco fair

A DISCO trade fair 'Disc-A-Fair 80' is to be held at Southport Convention Centre from February 11 to 16, organised by Ron Astle and Nee Collier of Churchtown Accommodators.

It will include a trade exhibition plus discussions on lighting in the 80s, club promotion, laser technology, lighting control and programming, holograph developments, disco design, records pools and DJ associations.

Registration is £100, with a special £60 fee for professional DJs. It does not include hotel charges. The organisers can be contacted at Victoria House, 20 Hogton Street, Southport.



Gemma Simone

DAVID SIMONE (pictured) has been appointed managing director of Gem Records. He has been deputy managing director of Gem since its formation a year ago. He has also been a director of GTO publishing. Laurence Myers becomes chairman of Gem Records. Both appointments are effective immediately.

Merchandising

Lovich LP gets low price leader

THE FIRST 15,000 copies of Lene Lovich's second album *Flex* (SEZ 19) will be sold at the special low price of £3.99 before reverting to the regular £4.99 price tag.

That is the spearhead of an extensive campaign surrounding the January 18 release date which will also include full page advertisements in the trade and consumer press, more than 100 in-store displays, a regional radio and store promotion tour by Lene Lovich and Les Chappell and a massive dealer mail-out of postcards.

Stiff has also tied in a competition through Virgin retail outlets offering a first prize of a Yugoslavian holiday for two, with secondary prizes of 'Ballworkers' and artists mannequins.

INDEPENDENT LABEL *Dead Good Records* is releasing its first album on February 15 entitled *Ease* (GOOD 1) at the low rrp of £3.99. The 15-track various artists compilation will be available through independent distributors.

FOLLOWING the success of Styx's 'Babe' single, A&M Records is mounting a full-scale marketing campaign behind the band's fifth album *Cornetstone* (AMLK 63711), spearheaded by a series of radio commercials.

Going out from the end of January, the 30, 60 and 90 second spots will be heard on Capital, BRMB, City, Piccadilly and Clyde radios over a four-week period. In addition, full

page advertisements have been booked in the consumer rock press and 300 in-store displays have been booked nationwide. The band plans a UK tour in the early summer.

PHONOGRAM RECORDS is running a major advertising campaign to support the new *Rush LP* Permanent Waves, released on January 18. It will take in consumer press advertising and up to 600 window and in-store displays.

MUSIC PRESS advertising and dealer posters are lined-up to back release of the new Chords single 'Now It's Gone' (POSP 101), released by Polydor on January 25.

Deals

NEON MUSIC has concluded a management and consultancy deal with songwriter and record producer Tony Waddington.

Under the agreement, Neon will act as consultant to Waddington in all aspects of his music business career and will be specifically involved in managing his songwriting, music publishing, jingle writing and record production affairs.

Until recently, Waddington was half of the successful Bickerton/Waddington songwriting and production partnership, but two months ago Waddington decided to terminate this 20-year association to pursue a solo career.

TOWERBELL, The management company which handles Darts and Chas's Dave has signed producer Richard Harley to work with three-girl group The Flirt. First assignment will be the recording of a new single to be released in the Spring.

CAPITAL RADIO 194 MUSIC AWARDS '80

PROMOTION OPPORTUNITY FOR LONDON'S RECORD RETAILERS

Give your customers the chance to vote for their favourite records and performers of 1979 and at the same time give yourself an opportunity to join the stars at the Gala Presentation.

The nominations for the 1980 Music Awards have already been made by Capital Radio's presenters and producers but the final selection is up to your customers, Capital Radio's listeners. Their selection forms the Awards to be presented at Grosvenor House on 3rd March, 1980

London's record retailers can take advantage of Capital Radio's extensive on-air promotion for the Awards by making use of the colourful free publicity material. If you would like a free supply of Music Awards '80 voting forms, ballot boxes and posters for your store, just call Capital Radio's Promotions Department now on 01 388 1288.

Best British Single

1

- Girls Talk 1.1
 Dave Edmunds
 I Don't Like Mondays 1.2
 Boomtown Rats
 Message in a Bottle 1.3
 Police
 Pop Music 1.4
 M
 We Don't Talk Anymore 1.5
 Cliff Richard

Best British Album

2

- Breakfast in America 2.1
 Supertramp
 Labour of Lust 2.2
 Nick Lowe
 Regatta De Blanc 2.3
 Police
 Repeat When Necessary 2.4
 Dave Edmunds
 Setting Sons 2.5
 The Jam

Best British Male Artist

3

- Ian Dury 3.1
 Dave Edmunds 3.2
 Nick Lowe 3.3
 Gary Numan 3.4
 Cliff Richard 3.5

Best British Female Artist

4

- Kate Bush 4.1
 Charlie Dore 4.2
 Lene Lovich 4.3
 Dusty Springfield 4.4
 Judie Tzuke 4.5

Best British Group

5

- Boomtown Rats 5.1
 E.L.O. 5.2
 Police 5.3
 Squeeze 5.4
 Supertramp 5.5

Best London Artist

6

- Elvis Costello 6.1
 Ian Dury 6.2
 The Jam 6.3
 Nick Lowe 6.4
 Gary Numan 6.5

Best British Newcomer

7

- Charlie Dore 7.1
 Joe Jackson 7.2
 Gary Numan 7.3
 Police 7.4
 B. A. Robertson 7.5

Best International Artist

8

- Chic 8.1
 Commodores 8.2
 Earth Wind & Fire 8.3
 Fleetwood Mac 8.4
 Michael Jackson 8.5

YOU COULD WIN 2 TICKETS TO JOIN THE STARS AT THE GALA PRESENTATION.

The names of all participating record stores will be entered in the retailers' draw for tickets to the Gala Presentation on 3rd March, 1980.

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THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

SALES RATING
100 = Strong No. 1 Sales

AIRPLAY RATING
100% = maximum radio play plus BBC's Top Of The Pops

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

Action Of The Week



PRETENDERS

This Week	Last Week	Wks on Chart	1	2	3	4	5	TITLE/ARTIST	Label/Cat. No	D	Order	
1	1	8	74	87	★	2	6	9	61	75	● HARVEST HAR 5194	E
★	2	6	9	61	75	BRASS IN POCKET PRETENDERS	● REAL ARE 11	W				
3	3	6	60	100	I HAVE A DREAM ABBA	○ EPIC EPC 8088	C					
★	4	12	6	45	69	TEARS OF A CLOWN - RANKING FULL STOP BEAT	2 TONE CHS TT6	F				
5	2	6	45	80	DAYTRIP TO BANGOR (DIDN'T WE HAVE A LOVELY TIME) FIDDLERS DRAM	DINGLE'S BUY 211	M					
★	6	28	2	43	65	MY GIRL MADNESS	STIFF BUY/BUYIT 62	C				
★	7	21	7	42	69	WITH YOU I'M BORN AGAIN BILLY PRESTON & SYREETA	MOTOWN TMG 1169	E				
★	8	10	7	40	78	PLEASE DON'T GO KC & THE SUNSHINE BAND	TK TKR 7558	C				
9	4	10	36	71	I ONLY WANT TO BE WITH YOU TOURISTS	● LOGO GO 370	R					
10	5	8	31	39	RAPPER'S DELIGHT SUGARHILL GANG	SUGARHILL SH/SHL 101	A					
★	11	36	4	27	44	I'M IN THE MOOD FOR DANCING NOLANS	EPIC EPC 8068	C				
★	12	23	6	27	15	GREEN ONIONS BOOKER T & THE MGS	ATLANTIC K10109	W				
★	13	20	6	24	59	LONDON CALLING CLASH	CBS 8087	C				
★	14	16	10	22	82	IS IT LOVE YOU'RE AFTER ROSE ROYCE	WHITFIELD K17456	W				
★	15	45	4	22	78	BETTER LOVE NEXT TIME DR.HOOK	CAPITOL CL 16112	E				
16	7	9	22	61	MY SIMPLE HEART THREE DEGREES	○ ARIOLA ARO 202	A					
17	11	9	21	72	OFF THE WALL MICHAEL JACKSON	● EPIC EPC 8045	C					
18	9	8	21	36	WALKING ON THE MOON POLICE	● A&M AMS 7494	C					
★	19	52	5	19	63	BABE STYX	A&M AMS 7489	C				
20	14	12	19	5	ONE STEP BEYOND MADNESS	○ STIFF BUY/BUYIT 56	C					
21	19	9	18	21	UNION CITY BLUE BLONDE	CHRYSALIS CHS 2400	F					
22	17	6	17	65	JOHN, I'M ONLY DANCING (AGAIN) (1975) DAVID BOWIE	RCA BOW 4	R					
23	13	10	16	21	QUE SERA MI VIDA (IF YOU SHOULD GO) GIBSON BROTHERS	○ ISLAND WIP 6525	E					
★	24	50	4	14	72	SPIRITS (HAVING FLOWN) BEE GEES	RSO/RSO 52	F				
25	25	9	13	53	WORKING FOR THE YANKEE DOLLAR (EP) SKIDS	VIRGIN VS 306	C					
★	26	49	4	13	67	I HEAR YOU NOW JON & VANGELIS	POLYDOR POSP 96	F				
27	18	12	13	27	NO MORE TEARS DONNA SUMMER & BARBRA STREISAND	○ CAS.CAN 174/CBS 13 8000	*					
★	28	33	8	13	79	SPACER SHEILA & B.DEVOTION	CARRERE CAR 128	W				
★	29	32	9	12	68	MOONLIGHT AND MUZAK M	MCA 541	C				
★	30	38	8	12	69	I WANNA HOLD YOUR HAND DOLLAR	CARRERE CAR 131	W				
31	24	7	12	44	BLUE PETER MIKE OLDFIELD	VIRGIN VS 317	C					
32	34	7	11	74	MY FEET KEEP DANCING CHIC	ATLANTIC K11415	W					
★	33	59	7	10	64	IT'S DIFFERENT FOR GIRLS JOE JACKSON	A&M AMS 7493	C				
★	34	42	6	10	74	SARA FLEETWOOD MAC	WARNER BROS K17533	W				
★	35	56	6	12	10	WE GOT THE FUNK POSITIVE FORCE	SUGARHILL SH/SHL 102	A				
36	29	5	12	3	FREEBIRD LYNARD SKYNYRD	MCA/MCAT 251	C					
37	22	9	11	43	LIVING ON AN ISLAND STATUS QUO	VERTIGO 6059 248	F					
38	31	8	11	26	IT'S MY HOUSE DIANA ROSS	MOTOWN TMG 1169	E					
39	30	6	9	42	I'M BORN AGAIN - BAHAMA MAMA BONEY M	ATLANTIC/HANSA K11410	W					
★	40	47	9	8	49	THE WALK INMATES	RADAR ADA 47	W				
★	41	64	4	8	47	7 TEEN REGENTS	RIALTO TREB 111	A				
★	42	63	4	9	2	JAZZ CARNIVAL AZYMUTH	MILESTONE MRC 101	R				
43	40	6	6	64	CAN'T LET GO EARTH WIND & FIRE	CBS 8077	C					
44	15	6	9	11	IT WON'T SEEM LIKE CHRISTMAS (WITHOUT YOU) ELVIS PRESLEY	RCA PB/PC 9464	R					
45	26	11	8	10	NIGHTS IN WHITE SATIN MOODY BLUES	DERAM DM 161	S					
46	35	10	7	13	CONFUSION - LAST TRAIN TO LONDON ELECTRIC LIGHT ORCHESTRA	○ JET 166	C					
47	27	5	8	2	CHRISTMAS RAPPIN KURTIS BLOW	MERCURY BLOW 7/12	F					
48	8	8	7	13	WONDERFUL CHRISTMSTIME PAUL MCCARTNEY	○ PARLOPHONE R6029	E					
★	49	■	1	6	14	YOUNG BLOOD UFO	CHRYSALIS CHS 2399	F				
50	46	9	6	19	IT'S MY HOUSE STORM	SCOPE SC 10	W					
51	44	17	7	1	ONE DAY AT A TIME LENA MARTELL	● PYE TN 46021	A					
★	52	■	1	4	51	STRANGE LITTLE GIRL SAD CAFE	RCA PB 5202	R				
53	37	13	6	4	CRAZY LITTLE THING CALLED LOVE QUEEN	● EMI 5001	E					
54	43	17	6	3	WHEN YOU'RE IN LOVE WITH A BEAUTIFUL WOMAN DR.HOOK	● CAPITOL CL 16039	E					
★	55	73	7	5	21	ESCAPE (THE PINA COLADA SONG) RUPERT HOLMES	INFINITY INF 120	C				
56	41	12	5	13	ROCKABILLY REBEL MATCHBOX	MAGNET MAG 155	E					
57	93	2	4	28	ROTATION HERB ALPERT	A&M AMS 7500	C					
★	58	69	4	23	I WANNA BE YOUR LOVER PRINCE	WARNER BROS K17537	W					
59	48	9	5	3	COMPLEX GARY NUMAN	○ BEGGARS BANQUET BEG 29	W					
60	72	13	5	2	A MESSAGE TO YOU RUDY SPECIALS FEATURING RICO	○ 2 TONE CHS TT5	F					

KEY TO DISTRIBUTORS

A - Pye; B - One Step; C - CBS; E - EMI; F - Phonogram; H - Lightning; I - Sotomayor & Peres; J - Charmide; K - Creole; L - Lugones; M - Spartan; O - President P - Piramide; Q - World Trade; R - RCA; S - Selecta; T - Faulty Products; U - Sonoma; WEA; X - Clyde Factors; Y - Wynd Up.

KEY

- New Entry
- Platinum Disc (1 million sales)
- ◆ Gold Disc (1/2 million sales)
- Silver Disc (1/3 million sales)
- † Index less than 0.5

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

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THE SINGLES CHART '80-100

Wks. At No. 1	Wks. On Chart	Artist	Title	Label/Cat. No.	D	Genre	
61	39	5	6	2	A MERRY JINGLE GREEDIES	VERTIGO 8100 1	F
42	42	1	31	34	CARAVAN SONG BARBARA DICKSON	EPIC 8103	C
83	82	2	37	37	STYRUB GUY FANGORS	HURRICANE 718 B	B
84	84	1	2	35	TOO HOT KOOL & THE GANG	MERCURY KROK 8/12 F	F
95	92	2	38	17	ID RATHER LEAVE WHILE I'M IN LOVE RITA COOLIDGE	ABM AMS 7400 C	C
66	58	10	4	4	DIAMOND SMILES BOOMTOWN RATS	ENGIN 5113 3	F
57	57	1	2	51	PARADISE BIRD - THE LETTER AMI STEWART	ATLANTIC/HANSA K11424 W	M
68	68	1	2	4	WHERE'S CAPTAIN KIRK? SPIZZENERI	ROGER TRADE RTSO 4 M	M
89	89	1	2	30	GOT TO LOVE SOMEBODY SISTER SLEDGE	ATLANTIC K11404 W	W
70	71	12	4	3	IT'S A DISCO NIGHT (ROCK DON'T STOP) ISLEY BROTHERS	EPIC EPC 7911/13 2911 C	C
71	71	13	4	1	LADIES NIGHT KOOL & THE GANG	MERCURY KROK 7/12 F	F
72	80	7	4	1	BOMBER MOTO MOTO	BRONZE BRO 85	S
73	80	1	2	53	MAMA'S BOY SUZI QUATRO	ABC 303	C
74	53	14	2	3	THE SPARROW RAMBLERS	ODECCA F13860 S	S
75	86	1	2	15	UNDERPASS JOHN FOXF	METAL BEAT VE 318 C	C
76	62	10	3	4	MELLOW MELLOW RICH ON LOWRELL	AVI AVIS/AVIS 108 A	A
77	70	7	3	6	FOOD FOR THOUGHT BARRON KNIGHTS	EPIC EPC 8011 C	C
78	66	8	3	5	MUSIC ONE WAY FEATURING AL HUDSON	MCA/MCAT 642 C	C
79	61	5	3	1	THIS PLANE'S ON FIRE (BURN IN HELL) SAMMY HAGAR	CAPITOL CL 18114 E	E
80	89	1	5	3	DANCE TO THE MUSIC SLY STONE	EPIC EPC 8017/13 8017 C	C
81	81	11	3	2	THE ETON RIFLES JAM	POLYDOR POP 83	C
82	82	1	1	47	WHO LISTENS TO THE RADIO SPORTS	MOTOWN TGM 1172 E	E
83	83	1	2	15	WONDERLAND COMMODORES	ISLAND FB 1709 R	R
84	67	9	3	8	THE SECOND TIME AROUND SHALAMAR	SOLAR PV 6540 E	E
85	85	1	1	45	THE PLASTIC AGE BUGGLES	CBS 8061 C	C
86	57	5	1	37	SING CHILDREN SING LESLEY DUNCAN	GEMS 154 R	R
87	68	7	2	*	SHE'S NOT THERE (EP) U.S. SIBS	STIFF BUY 63 C	C
88	88	1	2	8	ANGELS ENE LOVICH	MOTOWN TGM 1173 E	E
89	89	1	1	37	BLACK ORCHID STEVE WONDER	MAGNET MAG 160 E	E
90	89	7	2	10	REET PETTE DARTS	GTO GT 261 C	C
91	91	1	*	58	LIVING BY NUMBERS NEW MUSIC	ARISTA BARRY 1 F	F
92	95	4	*	3	WHO'S BEEN SLEEPING IN MY BED BARRY MANLOW	GTO GT 259 C	C
93	93	2	1	29	ARE YOU READY BILLY OCEAN	RCA RED SEB 8190 R	R
94	86	5	2	8	SONG OF THE SEASHORE JAMES GALWAY	RSO 49 F	F
95	63	6	1	29	STEPPIN' STONES HEDBOYS	ODEC MOWTOM TGM 1166 E	E
96	54	12	3	*	STILL COMMODORES	MODE 1 M	M
97	98	1	2	*	WHITE MICE MO-DETETS	AFTER THE BREAK NB 5 C	C
98	98	1	2	2	OH BOSANQUET NOT THE NINE O'CLOCK NEWS	MCA/MCAT 531 C	C
99	99	2	2	*	DO YOU LOVE WHAT YOU FEEL RUFUS FEATURING CHAKA	WARNER BROS K17475 W	W
100	99	1	2	7	WEAR IT OUT STARGARD		

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 MELLOW MELLOW RICH ON LOWRELL (HAWKES/CHAPPELL) 76
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 REET PETTE RORY WOOD (BURLINGTON) 90
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Ones To Watch

- 101 SEPTEMBER MORNING NEIL DIAMOND (CBS 8130)
- 102 WAY OF THE WORLD CHEAP TRICK (EPIC EPC 8114)
- 103 DUELLING BANJOS ERIC WEISSBERG & STEVE MANDELL (WARNER BROS K16223)
- 104 BROKEN HEARTED ME ANNE MURRAY (CAPITOL CL 16111)
- 105 AN ENGLISHMAN IN NEW YORK GODELY & RICHARD (POLYDOR POP 80)
- 106 MIND YOUR OWN BUSINESS DELTA 5 (ROUGH TRADE RT 0371)
- 107 THE NAZ WOLF (CHARISMA CB 345)
- 108 LIFE IN THE CITY AFTER THE FIRE (CBS 8051)
- 109 BABY I LOVE YOU RAMONES (HURRICANE FIRE 11)
- 110 COME TO ME FRANCES JOY (AROLA AOR 204)
- 111 BRIGHT MY FIRE DAN HARTMAN (BLUE SKY SKY 8104)
- 112 NOT JUST KINER DEEP PART 1 FLINKADELLE WARNER BROS K17494)
- 113 PLEDGE MY LOVE PEACHES & HERB (POLYDOR POP 80)
- 114 JASON JAYN WILLIAMS (CBS 8063)
- 115 QUOTE GOODBYE QUOTE CAROLINE MAS (MOTOWN) 89
- 116 TONIGHT GUYA GAYNOR (POLYDOR STEP) STEPS 81
- 117 DANCE STANCE DEE'S MIGHTY RUNNERS (PARLOPHONE BR028)
- 118 SHE'S SO DIVINE BILLY MCKERRAM (ATLANTIC K11374)
- 119 SIT DOWN AND CRY EROL DUNKLEY (SCORPE 11)
- 120 MANI FROM STRA TALK - THE MOTHMOUTH BOB JAMES (TAPPAN ZEP 81938)

RECORD BUSINESS Charts are used by Radios Capital, Luxembourg, BRMB, Forth, Beacon, Tees, Trent, Plymouth and 210; the Daily Star and Evening News, Smash Hits, Superpop, Black Echoes.

All charts are compiled by Record Business Research and enquiries should be referred to the research director, Godfrey Rue (01 836 9311).

SINGLES REVIEWS



BUGGLES LIVING IN THE PLASTIC AGE (Island WIP 6540)

On first hearing a disappointing follow-up to 'Video Killed The Radio Star' but with each additional spin it slowly sinks in. The arrangement is first rate and with a killer chord change leading into the chorus, this must surely be another big record for the duo.

KOOL & KOOL GOOD TOO HOT (Mercury Kool 8/812)

The follow-up to 'Ladies Night' finds the Gang in mellow mood. Deodato's excellent production enhances the lovely relaxed feel of the track.

Unlikely to match the success of Ladies Night, although the 12 should add some hefty sales. One to play in the early romantic hours.

SPARKS WHEN I'M WITH YOU (Virgin VS 319)

The heavy disco sound is left behind, but the electronics remain on this forthcoming album cut from the Mael brothers. First impressions are mixed, but it's a definite grower. Giorgio Moroder's production, along with his new partner Harold Faltermeyer, will not hinder its progress, but its eventual fate will depend on this forthcoming album cut from the Mael brothers. First impressions are mixed, but it's a definite grower. Giorgio Moroder's production, along with his new partner Harold Faltermeyer, will not hinder its progress, but its eventual fate will depend on the strength of the airplay.

PAT BENATAR WE LIVE FOR LOVE (Chrysalis CHS 2403)

A staplemate of Blondie, and whether this a conscious effort to cash in on their success or not, Pat Benatar could well have a big hit. With production from Mike Chapman's new side man Peter Coleman, all the ingredients are here with Benatar's soaring vocals over a hard driving rhythm section. If it was Blondie it would be a number one in no time.

SUZI QUATRO MAMA'S BOY (RAK 303)

Second cut from Suzi... And Other Four Letter Words is Ms. Quatro's first self-penned single (with hubby Len). A de ja vu feel about it with a melody borrowed from 'Sorrow'. The strong Mike Chapman production is tailor made for full radio impact.

LEVE LOVICH ANGELS (Stiff BUY 83)

First cut from her upcoming *Flax* album recorded in Holland, this is neither as commercial or weird as say 'Lucky Number' or 'Say When', although any Lovich single is difficult to assess after just a few plays. With Radio 1, which always seems to give her a good hearing, behind it, it's likely to see sizeable chart action.

COMMODORES WONDERLAND (Motown TMG 1172)

Third track from *Midnight Magic* is by no means in the mould of 'Still' or 'Sail On'. (It's not a Lionel Richie song by the way). Instantly recognisable as the Commodores and a good airplay bet, but unlikely to get much beyond the middle regions of the chart.

ERROL DUNKLEY SIT DOWN AND GRY (Scope SC 11)

Unrecognisable remake of an Elvis rockabilly tune from his first album in 1956. Bears all the trademarks of Dunkley's 'O.K. Fred' smash as it settles into its reggae groove. A midding chart return likely.

UFO YOUNG BLOOD (Chrysalis CHS 2399)

Typical heavy metal fare which rarely deviates from UFO's tried and trusted formula. The only surprise is George Martin's production, which does seem to tone down the rough edges. Pressed in blood red vinyl, it should bullet into the charts and straight out again which is par for the course.

SISTER SLEDGE GOT TO LOVE SOMEBODY (Atlantic K11404)

No surprises here as the four sisters tread the well worn path which needs some kind of rejuvenation. Its saving grace is a knockout sax solo in the place of Chic's tap dancing middle eight. A hit, but if it's a laster for their new album, it will be highly disappointing.

ALBUM REVIEWS

Top 10

VARIOUS: Video Stars (K-tel NE 1066) Prods: Various

K-tel's New Year campaign kicks off with a 20 hits compilation drawn mainly from the December singles chart and with the usual disparate product ranging over 20 tracks. This results in some strange track juxtapositions like Cats, (UK) being sandwiched between 'Working For The Yankee Dollar' and 'Tryout For The Human Race', but that won't worry customers who like their albums to sound like Radio-1.



ese Rock' is also featured here - without, it might be said, adding anything to the original. The new approach makes for more interesting listening, but also brings the band into line with other similar outfits. 'Rock'n Roll High School' is the title theme from a forthcoming film while the band is set on a massive British tour this spring.

UFO: No Place To Run (Chrysalis CDL 1239) Prod: George Martin

UFO embody the essence of modern heavy metal music. Skilled musicians in their own way, they seem determined to reduce everything to basics and then mix the basics for everything they can. The result has been a consistent run of chart albums and SOR tours both here and in the States, which is likely to continue with this George Martin-produced outing. Martin has added some clarity to the sound, but apart from some snappy acoustic guitar on 'Mystery Train' which rapidly turns into a steamhammer riff, nothing particularly new. Paul Chapman belting loudly heartily, newish guitarist Paul Chapman has some nice licks, and the album will probably chart.

Best of the rest

FRANK ZAPPA: Joe's Garage Acts I & III (CBS 88475) Prod: Frank Zappa

By superhuman effort, Zappa has brought us the second half of his Joe's Garage project before the first part has entirely faded from the memory, adding to its interest value among British fans. It is in the tradition of *We're Only In It For The Money* and the *Live At The Fillmore East* set with plenty of highly scuzzy language and a story line about electronic erotica and a totalitarian society in which music and musicians are thrown in jail under the concept of 'total criminalisation' designed to bring uniformity to the last degree under the eyes of the law. In between come some extended examples of Zappa's very best guitar work and lots of forbidding music.

BARBARA THOMPSON'S PARAPHERNALIA: Wilde Tales (MCA MCE 3047) Prod: Martin Lavan John Hiseman

Side One is an instrumental interpretation of an Oscar Wilde children's story entitled *The Selfish Giant*. While not the sort of music which would capture juvenile attention, it is an intriguingly inventive piece of writing which successfully combines sound pictures on tracks like 'N'The North Wind' and 'The Giant', with some brilliant jazz playing, through which the virtuosity of the abundantly gifted Ms. Thompson shines consistently, never more than on other superbly executed soprano sax solo on 'Spring Song'. Side Two is more conventional, but equally entertaining, jazz-rock from a band which is playing with more inventiveness than many of its American counterparts.

WILLIE NELSON: Shotgun Willie (Atlantic SD7262) Prod: Arif Mardin David Briggs/Jerry Wexler

Long regarded as something of a Nelson classic, this 1973 album is being given what is described as its first bonafide 'UK release' through WEA's country music deal with Solomon and Peres. Although production credits are shared by Wexler and Mardin, neither renowned in the country field, Wilson doesn't stray too far from established styles, and where a stronger beat is introduced as on the title track and 'Whiskey River' it adds spice to the music. Nelson has a hard core following here and in the right locations the album will be in demand.

CLEVELAND EATON: The Garden Of Eaton (Miracle MLP 3008) Prod: Cleveland Eaton/Ed Green

The 'Boogie Oogie Oogie' man is scarcely likely to attract crossover interest with this album. It's soft-centred disco with rather soppy orchestral and instrumental passages fleshing out the tracks. Eaton's pleasant vocals are seductive enough, but his hard core well showcased by an album that seems destined for background music more than anything else.

THE PLANETS: Goonhilly Down (Rialto TENOR 102) Prod: Steve Lindsey

Excellent British pop-rock from the band that charted in a small way with 'Lines' and 'Iron For Iron'. The Planets look to have a future if they can carry on coming up with this sort of standard although, like The Buggles, The Planets' image is a little too anonymous at the moment. Steve Lindsey is obviously the prime-mover writing and singing all nine tracks as well as producing - maybe he could step into the public spotlight a bit more.

Top 60

PRETENDERS: (Real RAL3) Prod: Chris Thomas

Mark the Pretenders down as one of the most important successes of 1980. 'Brass In The Pocket' provided a taste of what the band is about and the album more than confirms their promise. In Chrissie Hynde they have an instantly distinctive lead singer, sensuous and raunchy who can make her point quite unambiguously as on 'Precious' or show some of the subtlety of a Joni Mitchell on 'Private Life'. She dominates, and the band does its stuff without frills, but in a way that frames that voice to perfection.

RAMONES: End Of The Century (Sire SRK 6077) Prod: Phil Spector

The Ramones are beginning to slow down, presumably under the influence of uncle Phil Spector. They are also beginning to write songs and by out some interesting covers. Spector's own 'Baby I Love You' is likely to be a single, while Johnny Thunders' 'Chin-

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Woolworth's role—wooing back the over-25s

IF RECORD and tape turnover is employed as the yardstick, F.W. Woolworth is not only the country's most important multiple but also the most powerful single disc retail operation in the UK.

According to the latest Forte market research report, published in the new BPI Year Book, Woolworth currently commands 15 percent of the British singles market, 12 percent of the album market and roughly 16 percent of the cassette market.

Despite its unquestionable market dominance and the significant changes in stocking policy instigated over the last few years, the multiple retains its image as a retailer of budget albums and cassettes — the product lines that initially constituted Woolworth's commitment to the record market.

This label is not entirely unfair. Budget material continues to play an important role — in particular the Chevron line manufactured by Multiple Sounds and Pickwick repertoire. To quote the Forte figures again, the multiple maintains its iron grip on this market with a huge 33 percent share.

At the latest count, records are sold in 906 of Woolworth's 1,000 plus outlets. However, the size of the various departments differs considerably with some stores offering little more than a token disc service.

As Bob Egerton, Woolworth's record buyer, explained: "We are not like Smith's or Boots — some of our record departments are very small. The number of titles we carry in different branches — from only 700 up to around 1,200 — demonstrates this."

All Woolworth full price product is supplied by Record Merchandisers, the rack jobbers jointly owned by EMI, Decca, Pye and Polygram. Budget product and TV material is always supplied direct.

Obviously this restricts Woolworth's stocking policy to relatively safe product, negating the role of staff and record department managers. Egerton, through weekly meetings with Record Merchandisers, authorises every new release that will be stocked.

"We are often offered special deals by

SINGE THE abolition of retail price maintenance in 1970, and the subsequent discount explosion, UK multiples have often found themselves on the receiving end of vitriolic abuse from hardpressed specialist retailers.

This animosity, manifested in claims that price-slashing multiples were forcing small dealers out of the High Streets and into bankruptcy, was perhaps initially justified. Today, the situation is changing.

Such retailers as Woolworth's, W.H. Smith and Boots, who between them command a dominant 34 percent of the UK singles market and 31 percent of the album market, no longer deserve to be treated as scapegoats for troubled independents.

Over the last couple of years, these three multiples have gradually changed their approach to record retailing. Catalogues have been widened, the emphasis on discounting has been reduced and the use of in-store promotion — in particular video — has been significantly increased. Generally speaking, a more "serious"

the record companies but the company does not have the musical expertise to pick and choose itself," commented Egerton. "We allocate the new releases and the individual stores subsequently place their own orders with Record Merchandisers. It works best this way."

Discounting — a sensitive subject that had led to heavy criticism of multiples by independent dealers over the years — is likewise a centralised decision. However, Egerton insists that Woolworth has not led the way over price-cutting.

"The albums we decide to discount are those that we believe the trade as a whole will discount," he said. "It varies from store to store but it's rarely more than about 50 titles with current discounts between 60 pence and £2."

He went on: "I know that there has been bad feeling towards us from independents. But I want to reiterate that it is vital for the multiples that independent dealers stay in business. They are

approach to the selling of records has been adopted.

And a position has now emerged whereby the discounting policies of Boots, Woolworth's and W.H. Smith are, on many occasions, less aggressive than those of such independent chains as Our Price Records, Virgin Records and HMV.

As John Mair, CBS Records' national sales director, recently commented: "It is safe to say that the main record selling multiples are changing their approach to retailing — we have noticed through their response to our recent catalogue special offers."

"I've had enough of all this multiples-versus-independents business," he went on. "Of course there are numerous different categories of multiples, but many of them are today running a good, efficient record departments."

In the first of a comprehensive series of articles on UK multiples, *RB's* retailing editor Tim Smith takes a look at F.W. Woolworth, the nation's biggest retailer of records.

for breaking new acts, talking to the punters and finding out what is really going on. I have to admit that we just don't have the repertoire knowledge."

Egerton concedes that discounting of new releases, and the subsequent adverse effect that it has on back catalogue sales, is not a healthy situation for the industry as a whole. But he claims that responsibility for bringing about this state of affairs does not lie with Woolworth.

He comments: "It's a ridiculous situation. It's like asking someone to pay more for an old Rolls Royce than a brand new one and it's a problem that the industry has somehow got to come to grips with."

Egerton continued: "It's unfortunate that price cutting on new releases, and the reduction this creates in margins, is causing a problem on the bottom line for some companies with stock investment. There has got to be sufficient margin on back catalogue to allow for promotion and adequate profits."

Over the last few years, Woolworth has attempted to move away from its budget image. Stock range has been widened considerably, cash has been splashed out on promoting the multiple's record departments and in-store promotion has been increased. Egerton himself has also regularly sounded off on his belief that the chain must, and is already, stepping up its commitment to new releases — as opposed to merely sticking with top 50 chart material.

He said: "Mainly because of the general changes in the High Street, we have changed our approach to record retailing as the size of our business has grown. However, we still treat selling records as a business in the same way as Woolworth treats selling any other main line commodity."

As Woolworth's record policy has

developed, Egerton believes that the multiple's customer profile has, to a certain extent, changed. "I still see Woolworth's role as attempting to persuade over 25s back into the habit of record buying," he said. "The independents cater for the 18-25 market. Then these people get married, take out mortgages and find themselves with less cash. We persuade them back."

"However," he went on, "as we become more proficient in selling records we are starting to pull in some of the 18-25 age group, especially during peak periods. We are finding that it's not just impulse buying any more."

Part of this drive to improve expertise will come through improved staff training. At present, Woolworth is carrying out a job evaluation programme which, Egerton claims, should result in



BOB EGERTON at a reception for Max Bygraves. Bygraves' MOR appeal, ignored by the music press, is something for which Woolworth feels it can claim credit.

increased staff training. At the moment, record staff only receive general training — mainly in-store with the help of training films.

The major development over the last years has been the introduction of in-store video promotion films — initially supplied by Brace Higham's company Captain Video and since the beginning of October by Realmeath, which also installs a large proportion of the chain's window displays.

Under the Realmeath deal, videos featuring 30 second-clips of various new releases are shown at regular intervals in all of Woolworth's larger record departments with the programmes being changed monthly.

It was felt that the Realmeath videos, with their more commercial orientation, fitted into Woolworth's required image. Egerton commented: "We want to create the atmosphere of a proper record store in our record departments."

There can be little doubt that Woolworth's move into "serious" record

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**Dealer
Viewpoint
by Martin
Ancombe**

**One-stops
beat turkey
lethargy**

AS THE BPI confirms the "post VAT increase" recessive state of the record industry, it seems that the record companies have been too steeped in their depression to get themselves to the Christmas demand.

Order processing was up to speed, apart from CBS which almost ground to a halt. Indeed, EMI should be congratulated for beating the other companies on speed of delivery - a nice one after the recent problems.

However, the real cruncher was the poor stock situation. The more important out-of-stocks included: 'The Sparrow' single, from Decca, Police from A&M and Skellern's *Astare* from Polygram. Then EMI ran out of Joyce Grenfell's 'George . . .', which was much in demand.

Obtaining Warwick, K-Tel and Ronco products through wholesalers continued in a hit-and-miss fashion. Liberty United TV promoted Slim Whitman's *Love Songs* without telling anybody (even RB missed it on the album release listings). RCA failed to get *Galway's Seahorse* on cassette out in time, and had several other hiccups, as did Pye.

All in all, although it was a bumper



LITTLEWOODS OPENS its hundreds record department and to mark the occasion a gold disc is presented by rack jobbers Record Merchandisers. Left to right: Alan Bowden, Record Merchandisers national accounts executive, Anita Cott, sales assistant, and Steve Maguire, store manager.

Christmas, if my loss of potential sales are anything to go by, I reckon the companies have lost out by over £1 million (retail) by their unpreparedness. If they were feeling the pinch, they've only themselves to blame. We retailers have been able to sell anything we could get our hands on.

While CBS apparently failed to deliver many orders in time, the one-stops must be congratulated for their excellent service. Considering the difficulties, Wymd-UV were achieving a reasonable order fill right up to last orders, while Terry Blood Records sent its own van to the CBS factory to get copies of the Police albums to meet the last minute demand created by CBS' out-of-stock situation in the previous ten days.

I have one fear: by the time this is in print there are likely to have been a

lot of records returned as faulties. No doubt there will be the annual hul-

**Wholesale & Import
Round-up** TIM SMITH

WITH THE recent round of High Court cases failing to produce any clear-cut rulings in the controversy over cheap, non-EEC imports, a lengthy lull in the six month old dispute between manufacturers and importers can be expected.

The legality, or illegality, of US product (Polydour versus Stage-1) and Portuguese product (Polydour versus Simons and Harlequin) will not now be settled until the full trial hearings. And these are unlikely to take place for over a year.

In the meantime, applications for injunctions banning individual titles will continue to be sought by record companies, despite statements from both Stage-1 and Simons that they do not intend to stop handling either North American or Portuguese imports.

The first casualty in this increasingly confused dispute has been **Charmdale Records**, which officially ceased trading on January 4. According to director, Terry Windsor, closure was caused by "the battle with record companies over the legality of imports". He went on: "Their propaganda, in the form of mass mail-outs to our customers threatening legal action, has cut out sales to a trickle."

Back to business, **Import Music Services**, the official Polygram import subsidiary, has good stocks of the *Bruford Tapes*, from Canada and carrying a dealer price of £2.75, plus Ian McLagan's *Trouble Maker*, with a dealer price of £3.04 and featuring Keith Richards, Ronnie Wood and Ringo Starr. Best seller in IMS' recently acquired ECM catalogue has turned out to be Pat Metheny's *American Garage*.

laballo from record company managing directors about faulty returns.

In general, most majors appear to have maintained the improved quality control from last year. However, I've noticed some rather poor pressings from the TV merchandisers: K-Tel's Presley's *20 Love Songs* - I've yet to find a reasonably flat copy, and there have been some odd-balls amongst Warwick's Mantovani and Ronco's *Peace In The Valley* albums.

Finally, thanks to Ben Godbolt, Warwick's marketing manager, for the telephone call about their pressing problems which have been causing some shortfall in product availability. No problems were solved, but at least it shows that some outfits do care about the small independent and do respond to feedback.

One Warwick problem could be solved quite simply. Please put the catalogue number in press ads. For example, *Country Diary Of An Education Lady*, which was advertised well before it was given in any trade press releases list.

Martin Ancombe presents the dealer's viewpoint regularly in RB

Leytonstone wholesaler **Gold's** has obtained exclusive distribution of three US imports - Ace Cannon's *Country Comfort*, Al Green's *Green Is Blues* and Anne Peebles' *Part Time Love*. Gold's also currently has all Don Williams products on Anchor available at a special dealer price of £2.50.

Wide-range of US cut-outs are on the shelves at Stage-1 - among them *A Farewell To Kings* by Rush at £1.35, George Benson's *In Flight* at £1.60, the Commodores' *Live* double at £2.00 and *In Full Bloom and Strike Again* by Rose Royce at £1.45. Stage-1 also has a healthy selection of Eagles, Fleetwood Mac, David Bowie and Rod Stewart catalogue items on European import deal at between £2.35 and £2.69 dealer.

Selection of new releases are available from West London wholesaler **Rough Trade** this month. On the company's own label there is 'Let's Build A Car' by Sappi Wells, *Live LP* by Cabaret Voltaire, 'He's Frank' by Monochrome Set, 'Four A Sides', on 12-inch, by Scritti Politti plus, on Remand Records, 'Today's Kids' by the Last Words.

Sussex importer, **Swift Records**, which is due to move to larger premises in February, has just received stocks of the compilation album *Miami Rockabilly*, on Art Records. It features Tommy Spurlin, Wes Hardin and The Roster.

Finally, London's **Lightning Records** is continuing its special Christmas offer of five percent off dealer price on a wide range of titles throughout January. However, it's only being offered to cash 'n' carry customers.

Woolworth's (cont).

retailing has been a success. However, when viewed from the point of view of market share in relation to the number of branches selling records, the chain does lag behind both W.H. Smith and Boots - evidence of the multiple's continuing commitment to budget product.

Looking to the future, Woolworth is already giving limited recognition to the anticipated explosion in the video market. Record departments are now carrying two lines of blank video cassettes and a move into pre-recorded video cassettes is scheduled.

And the multiple's long-term commitment to record retailing is more than adequately represented by the recent £1 million Christmas advertising campaign which promoted the company's record departments via TV advertising and national press advertising.

With regard to the record industry as a whole, Egerton is fully aware of the current acute problems, although he insists that his only real liaison with record companies is in the organising of artist PA's.

He commented: "Obviously I'm very

concerned about home taping. But all the industry can do is impress upon the Government how desperate the situation is becoming and hope for action. As for imports, this should raise the question within the UK industry as to why European product can often be so much cheaper."

He went on: "We all want the business to survive. The industry needs something like joint TV advertising aimed at persuading the public to buy records - any records. It's unlikely to happen though. The record companies could never reach agreement between themselves. I'm 51 percent working for Woolworth, 49 percent working for the whole industry."

Despite the problems plaguing the industry, Woolworth's future seems in little doubt with turnover, and presumably profits, continuing to rise. And the multiple's changing approach may go some way towards helping not just the industry but some of the troubled independent retailers.

NEXT: Books

Young population the hope for industry growth

BACKED BY the country's Export Board, the Irish Record Industry will once again be taking a joint stand at Midem - B383 on Level 3. Participating will be Carlton Productions, Horslips Records, Meglo Management, Mulligan Records, Polygram, Release Records and Spider Records.

In this special feature, *RB's* Irish correspondent MIKE CLARE takes a look at the Irish talent scene and spotlights what each company has available for licensing internationally.

IRELAND has, perhaps, reason to be a little more optimistic than most other countries as it faces up to the 80s.

Though suffering, like everyone else, from the effects of the recession in the music business, it has one key benefit over other territories - a huge and still growing young population. In fact, over half the country's population is now under the age of 25.

Another valuable asset is RTE's Radio 2, the new national music station launched last year which has for the first time introduced the word airplay into the local industry's vernacular. In addition, the second Irish TV station has also proved valuable for promotion as it carries a high percentage of both local and international music programmes.

There is also the possibility of a string of local commercial radio stations before too long. The revamped Fianna Fail government under new Prime Minister Charles Haughey is believed to be

more favourable towards commercial radio.

All of this has benefits for international companies. They can pick up some of the slack elsewhere through increased sales in Ireland.

Publishers too can benefit considerably because there is a constant demand for songs by local artists for singles. Catalogues licensed to Irish firms would therefore benefit from local recordings of their material because Radio 2 has a 1:4 ratio for local material.

In the other direction, Ireland, too, has a lot to offer internationally as has been seen via the Boomtown Rats, Undertones, Thin Lizzy, Joe Dolan and Mary O'Hara and so on.

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



DUBLIN BAND The U2s are typical of the new generation of Irish musicians - a sudden move in the opposite direction of showbands and folk.

renewed interest. There is a constant trek of London talent scouts to Dublin and Belfast seeking out new acts.

But, even more important, is that the new and upcoming acts have a different approach to their careers - they want to be good enough to make it in Britain and elsewhere because they know these markets can supply both riches and recognition.

The market for live rock remains limited in Ireland because most of the provincial venues are still dominated by showbands. There are many good showbands but they play music for dancing and have little originality.

But this is one area of the Irish music business which is likely to change drastically in the 80s. The kids today are more sophisticated through better education and much wider exposure to all kinds of music. The insular attitude, fostered by the showband world, is dying fast.

It is very likely that the 80s will see many of the ballrooms, which up to now have played only the showbands switching to more contemporary acts. Already this has happened in Dublin with one ballroom now featuring rock groups every Sunday night.

This opening up of the circuits can only be a good thing. It will encourage musicians to develop in the sphere that most suits them with the knowledge that if they're entertaining there will be a much bigger chain of venues for live work.

As the acts get better and more original, it is pretty certain that more and more of them will be edging their way into British and European charts.

One recent example makes the point. A young guitarist Jimmy Smith, a brother of Gloria who with 'One Day At A Time' has had Ireland's biggest-ever single, was playing in a showband which broke up. Smith formed a three-piece rock group called the Bogey Boys who were eventually signed to Chrysalis and have just had their first album released in Britain.

It doesn't always happen like that. The Freshmen, a long established act, whose showband changed their image with the changing times and issued a single called 'You Never Heard Anything Like It'. On the Release label in Ireland it is being

distributed and promoted in Britain by Spartan. It can safely be said that everybody was taken by surprise when the *NME* voted it a single of the week.

Spartan, which had a huge Christmas hit with Fiddler's Dram's 'Daytrip to Bangor' is now considering re-promoting the Freshmen single with the aim of chart success. They will also have a new Freshmen album to follow up on any success achieved.

Another contender for the international stakes is a three-piece girl group called Sheeba who also play the local ballroom and cabaret circuit.

But the twist here is that top Irish promoter Mick Quinn invested heavily in grooming the three girls for world stardom right from the word go. They are signed to Philip Solomon's Gem label and travel extensively through Europe, mainly to garner TV promotion.

Another strong act which has emerged from the showband world is the Swarrbriggs, two brothers Tommy and Jimmy from Mullingar, also Joe Dolan's home town.

The Swarrbriggs are prolific songwriters and represented Ireland in the Eurovision contest a few years ago. They are now signed to Meglo Management, a management, publishing and record firm run by Pat Dunne. At Midem he will be seeking an international deal for the act's catalogue of about 50 songs as well as seeking record deals for them in other territories.

Notable among the international companies pledged to develop local talent is CBS Ireland, a non-visitor to Midem. Managing director David Duke reckons that currently his roster of Irish artists is as strong as at any time since he took over. His top selling act of the moment is Dana who has soared to the chart summit with her GTO single 'Totus Tuus' dedicated to Pope John Paul. This, predicts Duke has sales potential in other countries.

He also has confidence in the export potential to territories with an Irish immigrant population of a January LP by comedian and singer Brendan Grace entitled *Amazing Grace* which contains material written by Pete Langford of the Barron Knights. In Grace, Duke sees an Irish equivalent to Welshman

Freddie White whose "Live on Tour" album on Mulligan has taken Ireland by storm, is now setting his sights on Britain and Europe, meet him with Mulligan at MIDEM.

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IRELAND at MIDEM'80

Max Boyce. Released at the end of April will be a first CBS LP by Bob Lynch, formerly of the Dubliners, combining original and traditional material, all aimed at the tourist market. On the rock front, CBS is promoting one of the country's longest established acts Reform, whose last album was a best-seller and who will have a new recording out in March. Reckoned to have great possibilities in the future are U2, a teenage four-piece whose three-track maxi-single created considerable interest in the UK where the band rated a front cover and inside feature in the *Record Mirror*. They are recording an album for summer release.

Another singer-songwriter with considerable international potential is Cathal Dunne who represented Ireland in last year's Eurovision with 'Happy Man'. He is already very popular on the Continent where he appears regularly. He is one of three local acts under the CBS banner. The other two are rock groups, Reform and U.2. The first has been established for a number of years and, strong on the local circuit, now has its first album on the market. U.2. are a newish rock band whose first single, a three-track maxi, created a great deal of interest including a front cover and inside feature in *Record Mirror*.

A very strong Irish rock band which has still to reach its full potential internationally is Horslips. They began back

in 1972 and following spells with RCA and DJM have now been signed worldwide to Phonogram who recently released the first album under this deal, *Short Stories, Tall Tales*.

Of main interest to those at Midem is that manager Jim Slye now has considerable back catalogue available for licensing in most territories. Slye also has a very popular Northern Ireland folk group called Blackthorn under his wing, a group which, like the Dubliners and Chieftains, could be very big in Europe.

Mulligan, another Irish independent label attending Midem, has three very distinctive acts to market internationally. The first is Freddie White, a singer-guitarist with a unique singing style. His first album, *Freddie White Live On Tour*, was one of the big pre-Christmas sellers in Ireland.

Their second offering is a new group called Scullion which aims to blend traditional and contemporary music. Founder member Sonny Connell had another group called Tir Na Nog back in the early-70s which had three albums issued under the Chrysalis banner.

Mulligan also has Paul Brady, a well-known and popular musician who was voted the folk traditional musician of the year by the local *Harp* magazine and saw his first solo album selected as folk album of the year by *Melody Maker*.

Appearing at Midem for the first time is the Spider label, a spin-off from a large management agency headed by

Tommy Hayden. Spider to date have had considerable success with singles on the home market, mainly of acts they manage.

Spider is planning a big expansion programme and is opening a London office next month. In addition to seeking songs for their artists, they are also looking for overseas deals for their own catalogue of songs, notably those by Red Hurley and Tommy Ellis.

Polygram Ireland is hoping for deals for a new Irish rock band called Sacre Bleu. Already, Polygram Canada has shown great interest in this group which records its first album this month in London.

Polygram also has a unique jazz-rock act called the Phantom Orchestra consisting of Irish, English and French



TOP CABARET attraction Sheeba is signed to Grem Records and travels extensively in Europe to promote via TV.

musicians. They are probably one of the most successful live pub-cabaret acts in Ireland and their first album, *Voila*, was an immediate sell-out.

MIDEM IRISH EXHIBITORS

CARLTON PRODUCTIONS, J. F. Kennedy Drive, Naas Road, Dublin 12. Phone 505773/514044. Director - Vincent Smilak

Carlton Productions entered the custom pressing scene in 1975 and has experienced constant growth. It has two subsidiary companies, Carlton Exports and Chyme Tapes, which offer tape duplicating facilities. Carl-

ton is engaged in an expansion programme. First phase was the purchase of 35,000 square feet of factory and warehouse space, in which disc and tape production facilities have been centralised. Over a two-year period the plant has been converted to a fully automated operation and by March will have the capacity to turn out 200,000 albums a week and the same number of singles.

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IRELAND at MIDEM'80



TOP FOLK band Horslips now has its own label and has had Irish chart success with one of its signings, Blackthorn.



POPULAR SINGER and guitarist Freddie White records for Dublin's Mulligan Records which has a promotional video of his recent TV Special.

HORSLIPS RECORDS, 66 Dartmouth Square, Dublin 6. Phone 689613. MD - Jim Slye. Mainly offering back product by top Irish rock group Horslips for licensing in various territories. The group has 11 albums on the market, all of which were major successes locally. The group is now signed worldwide to Phonogram and recently released its first LP (the group's 11th) under this deal, *Short Stories, Tall Tales*, in America, under the Mercury banner. This and a forthcoming live album, to be recorded in March during an Irish tour, are obviously not available but most of the others, including an earlier live double-LP, are now free from most territories. Manager Slye also handles top Northern Ireland folk group Blackthorn and has two sing-

les, both chart successes locally, available for licensing.

MEGLO MANAGEMENT, 24 Upper Fitzwilliam St., Dublin 2. Phone 681298. MD - Pat Dunne. Meglo recently completed a publishing deal with the Swarbriggs, two brothers with their own group and one of the country's most prolific writing teams who have also represented Ireland in the Eurovision contest. Pat Dunne will be seeking an international deal for the catalogue of about

50 songs. Dunne will also have with him tapes of the act's next two singles (in Ireland) which he hopes to place in other markets. He also hopes to licence a single, 'Number One Oeder Fool' by a new band, Pluto, which came second on a recent edition of the European pop jury radio show. Pluto has a new single planned for February, Dunne will also be trying to place *Just For Kicks*, new compilation album featuring racks by 12 Dublin rock bands including the Atrix, Berlin, Sacre Bleu, Square Meal, U2 and Zebra. Dunne also represents Australian singer/songwriter Kevin Johnson in a management capacity and is negotiating record deals for him in different territories.

MULLIGAN RECORDS, 101 Templeogue Rd, Dublin 6. Phone 905133. MD - Seamus O'Neill. Executive - Pat Pretty.

One of the leading independent labels will be seeking licensing deals for three specific acts - Freddie White, a highly-popular singer-guitarist, top traditional folk musician Paul Brady and a group called Scullion which blends contemporary and traditional music.

White's first album *Live On Tour* was released a few months ago and the company will have a video of a recent Irish TV special by the artist. Brady's first solo album was selected as album of the year by *Melody Maker*

but he now mixes both contemporary folk-rock and traditional material. Scullion consists of Sonny Condell, Philip King and Greg Boland. Condell recorded *Tir Na Nog* in 1970 which formed three albums for Chrysalis. He has since been performing in Ireland and had a solo album, *Camouflage*, issued in 1977. Scullion has just had its first album issued.

POLYGRAM, John F. Kennedy Estate, Dublin 12. Phone 508256. MD - John Woods.

Several Irish-signed acts to place in individual territories, notably Dublin rock band Sacre Bleu who record their first album at the end of January - Polygram Canada already very keen on this outfit. Another act with wide international appeal is the Phantom Orchestra, a unique and highly-successful grouping of Irish, British and French musicians. Their first album, *Voila*, was an immediate success in Ireland, due to their huge concert following, and a second is due shortly. Woods also hopes to secure further licensing deals for record-breaking *Pope In Ireland* albums and also has product by popular tenor Frank Patterson.

RELEASE RECORDS, 5/6 Lombard St. East, Dublin 2. Phone 779244. MD - Michael Clerkin. Gen Mgr - Michael O'Riordan.

The company will be concentrating on

NO. 1 IN IRELAND CBS RECORDS



licensing material from its Emma Music catalogue, one of the biggest in the country which contains over 300 original numbers. The firm also expects strong interest in rock group The Freshmen whose recent 45, 'You Never Heard Anything Like It', was voted a single of the week in the NME. A new Freshmen album will be unveiled at Midem. Another Release singer-writer is Denis Allen who features nine of his originals on his new album just released. Allen had a Top 10 hit with his most recent single, 'Limerick You're A Lady', and has a new one, 'Loving You All Over Again', due now. Release was the label of the year in Ireland in 1979 beating all the international labels.

SPIDER RECORDS, 12 Pembroke Road, Dublin 4. Phone 789599. MD - Tommy Hayden, Executives - Dave Pennefeather, Tony Byrne.

One-year-old highly-successful independent label and part of a large management stable. Spider plans to open its own London office at 8/10 Lower James St, W1 (Telex 298634) next month. The company is actively seeking songs for the many artists under management in Ireland. The company, in addition, has considerable product, mainly singles, on offer for licensing deals in other territories plus three publishing companies comprising about 100 songs, notably material by Red Hurley and Danny Ellis. Among the many top Irish acts with the group are Red Hurley, Johnny Logan, the Champions, Chips, Starband and Brush Sheils.

HORSLIPS

Records
Limited

Happy To Meet, Sorry To Part M00.3

Tain M005

Dancehall Sweethearts M00.7

Unfortunate Cup Of Tea M00.8

Drive The Cold Winter Away M00.9

Horslips Live (Double Album) M00.10

The Book Of Invasions / A Celtic Symphony M00.12

Tracks From The Vaults M00.13

Aliens M00.14

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THE RESULT!

FROM

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The International
Federation of the
Producers of
Phonograms and
Videograms

IRELANDS TOP SINGLES CHART 1979		
POSITION	LEADING LABELS	POINTS
1.	RELEASE	I61
2.	CBS	IOI
3.	Polydor	91
4.	EMI	88
5.	A&M	61
6.	PLAY	60
7.	Epic	57
8.	Chrysalis	51
9.	Atlantic/Hansa	50
10.	RAK	49
11.	RSO	37
12.	Banshee	36
13.	Spider	32

IRELANDS TOP SINGLES 1979	
1.	ONE DAY AT A TIME GLORIA - RELEASE
3.	DO YOU WANT YOUR OLE LOBBY B.SHINE - PLAY/RELEASE
4.	LIMERICK YOU'RE A LADY D.ALLEN - RELEASE
9.	VIVA IL PAPA C.WALSH - RELEASE

THE REASONS WHY!

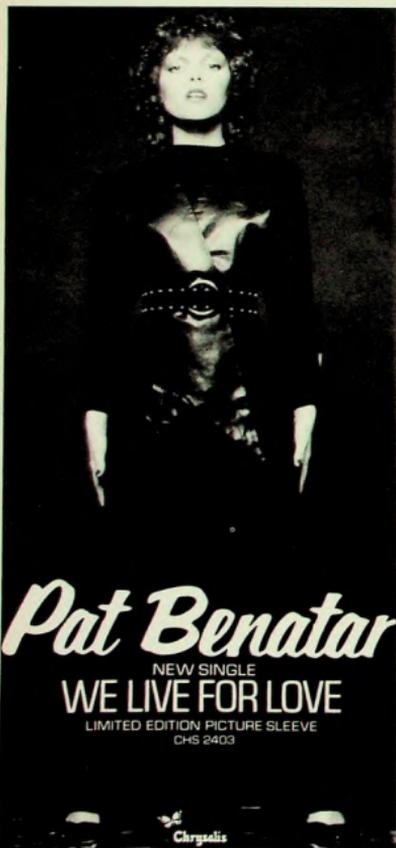


RELEASE RECORDS

WHO'S BEEN SLEEPING IN MY BED?

Manilow's New Single. BARRY 1.

ARISTA



Pat Benatar

NEW SINGLE

WE LIVE FOR LOVE

LIMITED EDITION PICTURE SLEEVE
CHS 2403

Chrysalis

RECORD BUSINESS

CHARTS CHARTS CHARTS CHARTS

The hottest singles
from the Record Business

POWERHITS

Chartbuster

STRANGE LITTLE GIRL/5

ON THE RADIO

Hot on the RB Airplay Guide

THE PLASTIC AGE/BUGGLES	ISLAND
ANGELS/LENE LOVICH	STIFF
WONDERLAND/COMMODORES	MOTOWN
MAMA'S BOY/SUZI QUATRO	RAK
ESCAPE (PINA COLADA SONG)/RUPERT HOLMES	INF
COWARD OF THE COUNTY/KENNY ROGERS	UA
BABY I LOVE YOU/RAMONES	SIRE
BUZZ BUZZ A DIDDLE IT/MATCHBOX	MAGNET
WAY OF THE WORLD/CHEAP TRICK	EPIC
WHO LISTENS TO THE RADIO/SPORTS?	SIRE
INDIGO PASSIONS/ARS	POLYDOR
SHE'S SO DEVINE/JAN AKKERMAN	ATLANTIC

DISCO/SOUL

Top new sellers on RB's Disco Chart

TOD HOT/KOOL & THE GANG	MERCURY
ROTATION/HERB ALPERT	A&M
PARADISE/AMII STEWART	ATLANTIC/HANSA
60T TO LOVE SOMEBODY/SISTER SLEDGE	ATLANTIC
BLACK ORCHID/STEVIE WONDER	MOTOWN

IMPORTS

Fastest moving Disco/Soul imports

AND THE BEAT GOES ON/WHISPERS	SOLAR
SHOULDA LOVED YA/NARADA MICHAEL WALDEN	ATL.

Hear Record Business



Disco Charts
Country Chart



Singles Charts
Disco Chart



Country Chart



Singles Chart
Country Chart



Disco Chart
Country Chart



Singles Chart
Country Chart



Singles Chart



Singles Chart
Disco Chart



Singles Chart
Disco Chart

For the full story behind the Chartbusters subscribe to the weekly trade magazine Record Bus

ESS MAGAZINE

RIISTERS
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ingles of the week
ss Research Computer....

HOUSE PICKS

os of the week
AD CAFE RCA

NEW RELEASES

Due in the shops this weekend

TOO MUCH TOO YOUNG/SPECIALS	2 TONE
SOMEONE LOOKING AT YOU/BOOMTOWN RATS	ENSIGN
SAVE ME/QUEEN	EMI
WHEN I'M WITH YOU/SPARKS	VIRGIN

ROCK

Top action from the **RB Top 100** and **Indie Chart**

YOUNG BLOOD/UFO	CHRYSLALIS
WHERE'S CAPTAIN KIRK/SPIZZENERGI	ROUGH TRADE
UNDERPASS/JOHN FOXX	VIRGIN

OFF THE WALL

Coming out of nowhere

parts on these radio stations:

4 th gigs per week	beacon radio303 Singles Chart	RADIO TEES Singles Charts Country Chart	Radio Trent Singles Chart Country Chart	257 Radio Orwell Country Chart
206 Radio London Country Chart	206 Country Chart	206 Country Chart	206 Country Chart	206 Country Chart

SPIZZENERGI



Where's
Captain
Kirk?

Available from
Rough Trade Records, Spartan & Red Rhino

ROUGH TRADE R130 4

WAR

NEW 12"



THE WORLD IS A GHETTO

'SPECIAL US DISCO MIX'
(E/Q UPPED)

c/w

I'LL TAKE CARE OF YOU

(edited version)

Good Import Action

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MCAT 537

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Distributed by CBS (1 960 215)

SMALL LABELS

Three years on and the minnows still prosper

AFTER MORE than three years of intense activity, the small labels phenomenon shows no signs of collapse.

Although many of the prime-movers have linked themselves to majors, new outfits are popping up all the time, and new distributors have grown up to cater for them.

Spartan and Pinnacle have proved themselves capable of charting both albums and singles, and it has been a particularly fine festive season for Spartan, which has seen 'Day Trip To Bangor' rocket from the back room of a West End pub to the Top Five.

Perhaps less well known is the recent rise of a sub-strata of local distributors, led by London's inimitable Rough Trade, and lately bolstered by the arrival of Graduate Records in the Midlands and Red Rhino Records of York.

The concept behind the new operations makes immediate sense. They are able to keep local specialist outlets supplied with steady-going product from the huge variety of little labels because they know their area so well.

Of course, as soon as a title starts to pick up major national sales, the Spartan or Pinnacle cuts in to take care of the high volume outlets and multiples. But that doesn't mean the local man loses the business.

Both Graduate and Red Rhino are based around established shops which have always specialised in rock music.

The Red Rhino store was set up two and a half years ago by Tony K (short for an unpronounceable Polish monicker), who noticed the growing demand for new wave material.

"We were getting good service from the labels, but we felt a bit distant from the centre of activity in London," recalled Mr. K. "We realised there were other shops in the North in a similar position and we decided to do something about it."

"A wholesale side to the business was set up, followed by the purchase of a van last June. Now we visit up to 75 shops in the area on a fortnightly call cycle, with 24-hour courier back-up for hot sellers. And it's building all the time."

Demand for small label product is often extremely local in the early stages of a band-owned release, so local distribution makes sense, but can expand rapidly if rockshow airplay starts to happen. One spin on the John Peel show can stimulate national interest, and that's the stage when many retailers can be caught on the hop. By their very nature, small labels are not set up to cope with a national dealer network.

"Some local dealers had been having difficulty getting through to the labels," confirmed Mr. K. "That's where we can help. Actually sales are generally restricted unless the disc in question is good. We can't sell any old thing in a picture bag any more - times have changed since the spiky-haired bandwagon of 1976."

In Dudley Dave Virr's Graduate Records base has been going strong

INDEPENDENT LABELS have shown that they are here to stay and are even capable of significant chart action. This is the first in a monthly round-up of their activity, presented by John Hayward.

since January 1971, but he only decided to become involved in wholesaling last year for similar reasons.

He now mails to 500 shops and has a hard core of around 200 regular customers all over the Midlands. "We experimented with a van service, but we have kept that very local," he said. "Most of our accounts are serviced on a 24-hour turn-round by Courier Express."

Both men have become so involved with the little label scene they have launched their own record companies.

Graduate Records went into the New Year with two January 1 releases - one for mods and one for rockers. The Circles from Wolverhampton make their debut with 'Opening Up' (GRAD 4) while the Mean Street Dealers from Birmingham come in with 'Japanese Motorbikes' (GRAD 5) taken from a fan-financed 'live' session in a local pub which will also spawn an album. Circles have already begun to pick up rockshow airplay. Double R Records has a 45 out by The Odds, and is releasing 'Smart Boy' by The Acrylics (RED 2) on January 18 - a single carrying Mr. K's high hopes for a Specials-type breakthrough.

Criminally cheap

LONDON'S CRIMINAL RECORDS has launched a new series of mid-price albums to be devoted exclusively to collectors' items.

The first batch of three LPs - all retailing at £3.99 - arrives this week under the masthead of 'Houdini - The Ones That Got Away'. They are Danny O'Keefe's *O'Keefe* (TAKE 1), first released on Atlantic/Signpost in 1972; Barefoot Jerry's *Wachin' TV* (TAKE 2) out on Monument in 1974 and Michael Chapman's *Fully Qualified Survivor* (TAKE 3) which was a 1970 Harvest release.



Explained Criminal Records managing director Max Hole: "The idea is to release in the UK, LPs considered classics of their time in their original sleeves."

"The product will have been hitherto unavailable in this county either by virtue of deletion or non-availability."

THE INDIE CHART

Compiled by RB Research from returns from specialist indie-orientated shops

TITLE/ARTIST	Label/Cat. No.	Distributor
1 WHERE'S CAPTAIN KIRK? SPIZZENGERI	Rough Trade RT30 4	RT/Spartan
2 DAYTRIP TO BANGOR FIDDLER'S DRAM	Circles' CSD 211	Spartan
3 MIND YOUR OWN BUSINESS DELTA FIVE	Rough Trade RT 031	RT/Spartan
4 WHITE MICE MO-DETTES	Mode MODE 1	Spartan
5 CALIFORNIA UBER ALLES DEB KENNEDYS	Fast F12	Spartan
6 TRANSMISSION JUVY DIVISION	Factory FAC 13	Pinnacle
7 EARCOM THREE (EP) VARIOUS	Fast FC	Spartan
8 WE ARE ALL PROSTITUTES PUP GROUP	Rough Trade RT 023	RT/Spartan
9 KAMIKAZE BOYS	Safari SAFE 21	Spartan
10 SILENT COMMAND CABARET VOLTAIRE	Rough Trade RT 035	RT/Spartan
11 TAAGA (EP) DANGEROUS GIRLS	Happy Face (No Number) Red Rhino/Bulleit	Red Rhino/Bulleit
12 BILL GRUNDY (EP) PERSONALITIES	Rough Trade RT 033	RT/Spartan
13 HE'S FRANK (EP) RETURN MONCH-ROME SET	Rough Trade RTBL 1	RT/Spartan
14 SHEEP FARMING IN BARNET (EP) TOYAH	Safari SAF 1	Spartan
15 YOU'VE NEVER HEARD ANYTHING LIKE IT FRESHMEN	Release RL 975	Spartan
16 I'M IN LOVE WITH MARGARET THATCHER NOT SENSIBLES	Redbull RR 021	Red Rhino/Bulleit
17 FOUR A-SIDES SCRITTI POLITI	Rough Trade RT 027	RT/Spartan
18 YOU CAN BE YOU HONEY BANE	Cross 521984/1	Rough Trade
19 SID DID IT NAZIES AGAINST FACISM	Tru TRUTH 1	Stage One
20 PEEL SESSIONS SCRITTI POLITI	Rough Trade TR 034	RT/Spartan
21 REALITY ASYLUM CRASS	Cross 19454U	Rough Trade
22 OPENING UP CIRCLES	Graduate GRAD 4	Grad/Spartan
23 SOLDIER SOLDIER SPIZZENGERI	Rough Trade RT30 3	RT/Spartan
24 POPCORN BABY ESSENTIAL LOGIC	Rough Trade RT 029	RT/Spartan
25 CONFESSIONS FLOWERS	Pop Aural POP 1	Spartan
26 KISS THE WARRIOR WALL	Small Wonder SMALL 21	Spartan
27 UK '79 CRISIS	Anchor A 2	RT/Red Rhino
28 FIRST AND LAST ART ATXAT	Frash FRASH 3	Frash
29 ADDICTS + TRACK EP ADDICTS	Ding Out! TLX 1	RT/Red Rhino
30 GABRIELLE MIFS	Soho SH 9	Pinnacle

Key to Independent Distributors

Bulleit (Spartan) 0785 4242; Frash 01 735 627; Graduate (Dudley) 0384 5904; Pinnacle 01 734 4543; Red Rhino (York) 0384 3649; Rough Trade 01 221 7355; Spartan 01 903 4753/6; Stage One (Islington) 0423 5363

Indie Action

A QUICK RING around the small label distributors reveals plenty of sales action on a variety of unusual product from the indies, plus plans for some interesting new releases.

Epping-based Crass have a double album out called *Stations Of The Cross* which is building fast. Large numbers are shipping out of Rough Trade, with 10,000 more currently being pressed up and due to hit the pipeline this week.

Oval look to have a slow burner with Houdini and the Italian's '45 'Tell That Girl To Shut Up', and the same goes for Red Planet Records' mysterious Martian Schoolgirls release 'Life In The 1980s' (1). The band hands from the Cotswolds, but is handled nationwide by the Pinnacle people.

Faulty Products, after clocking up chart entries with some early releases following the arrangement with Pye, enter the New Year with three projects scheduled for early next month. The Cramps return with 'Song The Lord Taught Us' on an illegal LP, while the Fall pop up with 'Fiery Jack' on Step Forward and the same label is trying to decide on a title for Chelsea's new 7-inch with a John Cale single or album in the melting pot.

Dudley's Graduate Records has clinched UB40 - widely-touted as a successor to The Specials and even at one point tipped for a 2-Tone contract. The music is in the danceable ska mode, the first single is called 'King' and there will be national distribution via Spartan.

The Rabid people have entered the 80s with a minority appeal label called

Indie LPs

- 1 **DIRK WEARS WHITE SOX**
Adams & The Axis Do It RDE 3 (Spartan)
- 2 **UNKNOWN PLEASURE**
JUVY DIVISION/FAC 1 (Pinnacle/RT/Red Rhino)
- 3 **INFLAMMABLE MATERIAL**
Sift Life/Frash/Rough Trade ROUGH 1 (RT/Spartan)
- 4 **TO HELL WITH THE BOYS**
Boys Boys 1-2 BOYS (RT/Spartan)
- 5 **THE RAINCOATS**
Raincoats Rough Trade ROUGH 3 (RT/Spartan)
- 6 **ANNA FORDY**
Wavis O'Shannon Company 2 (RT/Spartan/Red Rhino)
- 7 **STATIONS OF THE CROSS**
Crass 521984 (Rough Trade)
- 8 **LIVE AT THE RAT CLUB**
AT Crystal CLP (Rough Trade)
- 9 **20 JAZZ-FUNK GREATS**
Theobald Gentry THEOBALD GR 008 (Rough Trade)
- 10 **A TRIP TO MARNEVILLE**
Spartan SPARTAN 2 (RT/Spartan)
- 11 **BEAT RHYTHM NEWS**
Small Wonder SMALL 2 (Rough Trade)
- 12 **MD-UP**
Circles/Voltaire Rough Trade ROUGH 4 (RT/Spartan)
- 13 **STREET WALK**
A LIVERPOOL (EP) Open Eye OCE 501 (RT/Red Rhino)
- 14 **AVON CALLS**
Various Various Various (RT/Spartan)
- 15 **HEARD KILLS**
Various Heard HB 1 (Spartan)
- 16 **VARIOUS**
Various Cherry Red A RD 5 (Spartan)

Absurd with a policy of 5,000 runs and no re-pressing spearheaded by a dance cut called 'I Like Bluebeats' by Cairo. Unusual Spartan, Rough Trade and Bonapartes distribution arrangements apply.

At Spartan, Dave Thomas is looking forward to Fiddler's Dram's debut album, which, backed by a major tour and more than 400,000 singles sold, ought to do well and follow that up with a tip from Shazam's 'Ooh Sha La Lady' (SWAG 9) from Criminal.

The Radio Actors (featuring Sting and Steve Hillage) have 'Nuclear Waste' out on Charly (CVS 1058) and expect more than casual interest, says Thomas, who also reports continuing action on The Sex Beatas, also on Charly.

THE DISCO CHART

Compiled by RB Research from returns from specialist disco-oriented shops

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Imp - Import	Label/Cat.	No.	BPM**
		14	RAPPER'S DELIGHT SUGARHILL GANG		Sugarhill SHS101 1/A	112	
*2	18	6	WITH YOU BILLY BRISTON & SYREETA		Motown TK 11559 E	Slow	
3	9	15	IT'S LOVE YOU'RE AFTER ROSE ROYCE		Whitfield WK74667 W	120	
*4	13	12	WE GOT THE FUNK POSITIVE FORCE		Sugarhill SHS102 1/A	114	
*5	14	8	IT'S MY HOUSE DIANA ROSS		Motown TM212M 1169 E	102	
6	6	5	IT'S JAZZ CARNIVAL AZYMUTH		Milestone MPC 101 R	135	
7	7	8	MY SIMPLE HEART THREE DEGREES		Arlo/AriAriOARD 204 A	110	
*8	15	9	I WANNA BE YOUR LOVER PRINCE		Warner Bros K175377 W	119	
9	5	9	GREEN ONIONS BOOKER T & THE MG'S		Atlantic K10109 W	137	
10	9	7	MY FEET KEEP DANCING CHOC		Atlantic K11415 E	130	
11	4	8	OFF THE WALL MICHAEL JACKSON		EPIC B045 K	120	
12	12	10	NO MORE TEARS SUMNER & STRISSAND	Casablanca	CAN 174/CBS 138000 A/C	136	
13	7	9	MUSIC ONE WAY WITH AL HUDSON		MCAMCAT 543 C	121	
14	12	8	SPECAR SHEILA B. DEVOTION		Camers Car 128 W	134	
15	2	6	CHRISTMAS RAPPIN' KURTIS BLOW		Mercury BLOW 7112 F	112	
16	19	11	THE SECOND TIME AROUND SHALAMAR		Solar FBFC 1709 R	116	
*17	23	10	MELLOW MELLOW RING UP LOWRELL		AVI AVIS/VAIS/AV 10 A	Slow	
18	10	10	OUR SIBS GIBSON BROTHERS		Reggae 911/2PWR 8325 E	130	
19	19	9	IT'S MY HOUSE T-ROOP		Scope SC 12 W	130	
20	11	12	CAN'T LET GO EARTH WIND & FIRE		CBS 8077 C	128	
*21	1	1	AND THE BEAT GOES ON WHISPERS		(Solar) VD 11895J Imp		
22	13	9	DANCING IN OUTER SPACE ATMOSPHERE		MCA/MCAT 543 C	122/130	
23	45	7	ROTATION HERB ALPERT		AMS AMS 7500 C		
*24	32	9	DO YOU LOVE WHAT YOU FEEL RUFOUS		MCAMCAT 531 C	120	
25	25	5	DISCO FREAK CHAIN REACTION		(Sound Of New York 707) Imp	121/124	
*26	40	6	LOVE INJECTION TRUSSEL		(Elektra AS 11435) Imp	113	
27	22	16	LADIES NIGHT KOOL & THE GANG		Mercury KOOL 7172 F	114	
28	20	15	THE RIVER DRIVE JUPITER BEYOND		Pyra NY 7917/59 5072 A	128	
*29	41	6	ARE YOU READY BILLY OCEAN		GTO GT 25912 229 C	118	
30	24	19	IT'S A DISCO NIGHT SILEY BROTHERS		EPIC EPC 7911/12 7911 C	134	
31	27	19	I DON'T WANT TO BE A FREAK FINESTAY		Solar FBFC 1684 R	119	
32	29	18	GET UP & BOOGIE FREDDIE JAMES		Warner Bros K17478 W	124	
33	30	21	DON'T STOP MICHAEL JACKSON		EPIC EPC 7763 C	118	
34	31	9	CONDON BLEU STIX HOOPER		MCAMCAT 536 C	110	
*35	53	9	ROCK IT DEBORAH WASHINGTON		Arlo/AriAriOARD 19 A	116	
36	34	6	RAPP-O-CLAP-O JOE BATAAN		(Salsoul SV 3515) Imp		
37	32	11	MONKEY BUSINESS DICK CLEGG		Island WIP/12PWR 8320 E	128	
38	26	10	TOUCH THE MUSIC SILEY STONE		EPIC EPC 8017 C	122	
*39	59	4	HARLEM BOYS SONNY ROLLINS		Milestone MPC 100 R	130	
*40	-	5	WE ARE IT OUT STARGARD		Warner Bros K17475 W	124	
*41	55	8	CISSELIN' HOT CHUCK CISSEL		(Ariola CP 7070) Imp	134	
42	47	18	RISE HERB ALPERT		AMS AMS 7465 C	100	
*43	1	1	I SHOULD LOVED YA NARADA MICHAEL WALDER		(Atlantic 3601) Imp		
44	51	10	SAFARI MODERN SOUND CORPORATION		(Sunshine Sound S9D 208) Imp		
*45	1	1	BLAKE ORCHID STEVE WONDER		Motown TM2117 1179 E	Slow	
46	58	3	DOIT STOP THE FEELING ROY AYERS		(Polygram PD 2627) Imp		
*47	72	2	I WANT YOU FOR MYSELF GEORGE DUKE		EPIC EPC 8137 C	121	
48	48	6	YOU CAN GET OVER STEPHANIE MILLS	20th Century	TG/CD 2436 A	136	
*49	1	1	I VE GOT TO LOVE SOMEBODY SISTER SLEDGE		Atlantic K11044 W		
50	47	2	ROCKERS CHOICE XANADA & SWEET LAYE		(Libe Gibbs JMD 0709) Imp	Reggae	
51	57	30	YOU CAN DO IT AL HUDSON		MCAMCAT 511 C	118	
*52	1	1	I TOO HOT KOOL & THE GANG		Mercury KOOL 8.812 F	106	
53	3	3	ROLLER FOR THE 80'S VILLAGE PEOPLE		Mercury 6007 244/91/98 505 F	133	
54	36	7	READY SKATIN' MATE FEACHES & HERB		Polygram POP/80 892 F	138	
55	42	10	ROCK WITH YOU MICHAEL JACKSON		EPIC EPC 8071 C	122	
56	54	14	EXPANSIONS LONNIE LISTON MILLE		RCA RBPC 8450 R	126	
57	69	9	FEELS LIKE THE FIRST TIME SMITH & ISAAC		Spring POSP/80/PSX 87 F	121	
*58	75	2	FUNK YOU UP SEQUENCE		(Sugarhill SH 543) Imp		
59	-	18	REACHIN' OUT (FOR YOUR LOVE) LEE MOORE		Source SRC 100 E	124	
60	57	10	JUST KNEE KNEE DEEP FUNKADOLID		Warner Bros K17494 W	116	
61	28	12	STILL JIMMIE COMBOONES		Motown TM21166 E	Slow	
62	43	13	SWEET TALK ROBIN BEEC		Mercury BEC 712 F	117	
63	-	4	SPECIAL LADY RAY GOODMAN & BROWN		Infinity INF/INT 118 C	Slow	
64	49	8	I JUST CAN'T CONTROL NATYRE DRYINE		Infinity INF/INT 118 C	Slow	
65	20	11	JUNG CANDIDO		Salsoul SLSL12/SSL 121 E	122	
66	52	9	DANCING UP AFFAIR WAYNE HENDERSON		Polydor STEP/STEP 87 F	114	
67	38	8	TONGHT GLORIA GAYNOR		Polydor STEP/STEP 8 F	132	
68	1	1	REIGN MY FIRE DAN HARTMAN		Blue Sky SKY 81041/13 8104 C	122	
69	39	7	COME TO ME FRANCE JOE		Arlo/AriAriOARD 204 A	136	
70	67	4	DON'T LET GO ISAAC HAYES		Polydor STEP/STEP 4 F	137	
71	61	10	SPRING HIGH RAMSEY LEVIE		CBS 8007/12 8072 C	118	
72	1	1	THE LETTER AMI STEWART		Atlantic HARRIS K1124 W	130	
73	52	7	PUT YOUR FEET TO THE BEAT TRITHE FAMILY		Mercury 6007 2239/19 524 F	129	
74	46	7	HOW'S YOUR LOVE LINA BABY JACKIE MOORE		CBS 8032 C	115	
75	63	4	KEEP ON ROCKIN' KINSMAN DAZZ		20th Century 22/102 2417 R		

Disco Dealer BARRY LAZELL

1980 OPENS with EMI having lost its licensing rights to Salsoul, a deal which has brought the LRD division a fair amount of success in both disco and pop fields during the previous twelve months, thanks to acts like Instant Funk, Sky and Candido. Also in the licensed product are now being deleted, which means that Candido's consistently-selling 'Jingo/Dancin' And Prancin' single will finally disappear from RB's disco chart by default, after a run of five months plus. No new deal has been announced for Salsoul (though the forthcoming MIDEAM could well produce one), so in immediate terms Joe Bataan's 'Rap-O-Clap' - one of the best-selling disco imports in the pre-Christmas period - will not be getting a wider release, and neither will Candido's new album, just released in the States.

ON THE subject of deals, no UK label as yet seems ready to pick up Chain Reaction's 'Dance Freak' from the Sound Of New York label; the record continues to grow on import. On the other hand, Pyle will undoubtedly not be slow to move with 'Funk You Up' by Sequence, a spin-off on Sugarhill from the musicians who made 'Rapper's Delight'. The company has already issued Cameo's 'Sparkle' and Funkadelic's 'Party People', the latter with yet another reissue of 'Flash Light' as part of the flip of the 12-inch version. Also expect RCA to move quickly on the Whispers' 'And The Beat Goes On!', currently on US Solar, and the hottest cut from the group's eponymous album which is already ringing a few cash registers here for dealers carrying LP imports. Solar has also released 'Satisfied', from Dynasty's 'Your Piece Of The Rock album.

STILL WITH RCA, the company has just released what is certainly the strongest disco compilation album for many a month. Titled Disco Direction Double Dynamite (PL 43059), it's a 2-LP package featuring familiar cuts from the 20th Century, Solar and Prestige labels as well as RCA itself, and including such sales pace-makers as Gene Chandler's 'Get Down' and 'When You're Number One', Jackie McLean's 'Dr Jacky And Mr Funk', Sharlene's 'Take That To The Bank', Charal Lucas' 'Dance With You', and Edwin Starr's top of 1979 hits: 'Contact', 'H.A.P.P.Y. Radio' and 'It's Called The Rock'.

FINALLY, RB had a transatlantic call from David Bendeth, 'Feel The Reel' hitmaker, last week. David was appreciative of his RB Disco Forum award, and revealed that a new album is currently in the making, and that he expects to be in Britain in February, by which time it should be ready for release. David feels that the results of these sessions are stronger than his highly-rated Adrenalin set; DJs will listen with interest for another track with the disco calibre of 'Feel The Reel'.

Disco Dealer BARRY LAZELL

1	1	RAPPERS DELIGHT Sugarhill
2	1	JAZZ CAROL Azyumth
3	6	WE GOT THE FUNK Positive Force
4	1	IT'S LOVE YOU'RE AFTER Rose Royce
5	1	I WANNA BE YOUR LOVER Prince Warner Bros
6	1	IT'S MY HOUSE Diana Ross Motown
7	1	SECOND TIME AROUND Shalamar
8	1	AND THE BEAT GOES ON Whispers
9	8	MUSIC ONE WAY Al Hudson
10	19	LOW ON THE LOW Low
11	20	DO YOU LOVE WHAT YOU FEEL Rufus & Chaka Khan
12	14	MY SIMPLE HEART Three Degrees
13	11	DANCING IN OUTER SPACE Atmosphere
14	7	THE RIVER DRIVE Jupiter Beyond
15	17	FEEL UP Dancho King
16	18	LOVE INJECTION Trussel
17	18	CHAIN REACTION Sound Of New York
18	19	ARE YOU READY Billy Ocean
19	10	IT'S MY HOUSE Low
20	19	NO MORE TEARS (ENOUGH IS ENOUGH)
21	22	DONNA SUMMER & BARBRA STREISAND
22	22	CHRISTMAS RAPPIN' Kurtis Blow
23	21	SPACER Stevie Wonder
24	21	HARLEM BOYS Sonny Rollins
25	27	I DON'T WANT TO BE A FREAK Finestay
26	27	GET UP & BOOGIE Freddie James
27	28	ROCK IT Deborah Washington

UK Albums

1	3	OFF THE WALL Michael Jackson	Epic
2	1	ROCK ON The Who	Mercury
3	2	GOLDEN GREATS Diana Ross	Motown
4	1	NO BREAD The Who	Mercury
5	11	JOURNEY THROUGH THE SECRET LIFE Spenser	Solar
6	1	THE BEATLES The Beatles	Motown
7	6	THE BEATLES The Beatles	Motown
8	1	GREATEST HITS Chic	Aristic
9	15	RAPPERS Sugarhill	CBS
10	15	MASTERS OF THE GAME George Duke	Spring
11	15	ON THE RADIO - GREATEST HITS 1 & 2 Donna Summer	MCA
12	13	ONE WAY One Way	MCA
13	1	PLANNED The Planets	Solar
14	1	BIG FUNK The Funky Bunch	Solar
15	1	OCEAN OF FANTASY Boney M	Whitfield
16	1	CUBA Gibson Brothers	Aristic/Nonesuch
17	10	THE BEST DISCO ALBUM IN THE WORLD Various	WEA
18	17	MASTERS Rufus & Chaka Khan	MCA
19	20	LOVE The Whispers	Warner Bros
20	21	THE BEST OF EARTH, WIND & FIRE Earth, Wind & Fire	MCA
21	23	100 CLASSICS Various	Mercury
22	27	THE WORLD WITHIN Stee Hooper	MCA
23	27	THE WORLD WITHIN Stee Hooper	MCA
24	30	TWO DEGREES Bob James & Earl Klugh	Tapscott
25	28	BRIGHT CITY LIGHTS Various	Fantasy
26	29	GOLDEN GREATS Jackson 5	Motown
27	34	BAD GIRLS Donna Summer	Casablanca

Imports

1	1	THE DANCE OF LIFE Atlantic
2	1	LET A TOUCH Lorie Lowe
3	2	NARAS CONSTRUCTION United Artists
4	1	BURNIN' Alvin Taro
5	1	THE MUSIC BAND 2
6	1	CLAY The Claytones
7	1	PRICE Price
8	1	LIGHT Anthony Asymuth
9	1	YOU KNOW HOW TO TALK TO ME Phyllis Hyman
10	1	PRESSURE Pressure
11	1	HOROSHIMA Hiroshima
12	1	CLAP Clap
13	1	WHEN I FIND YOU Jean Carr
14	1	PARTNERS Partners
15	1	LET'S GO TO THE COAST Teddy Pendergast
16	1	THE BEST OF HERBIE HANCOCK Herbie Hancock
17	1	LOW Low
18	1	GLOBE Globes
19	1	LOW Low
20	1	THE BEST OF THE CHILDREN The Children
21	1	LOW Low
22	1	RELOUT My Fire Dan Hartman
23	1	LOW Low
24	1	LOW Low
25	1	LOW Low
26	1	LOW Low
27	1	LOW Low
28	1	LOW Low
29	1	LOW Low
30	1	LOW Low
31	1	LOW Low
32	1	LOW Low
33	1	LOW Low
34	1	LOW Low

JANUARY sees what is most certainly the strongest release of Country album product for a long time, with at least two items which are potentially huge sellers - UA's *The Crystal Gayle Singles Album*, and K-Tel's compilation *Country Love*, which brings together familiar country ballads from the likes of Don Williams and Glen Campbell. Both these albums will have TV exposure behind them, initially on a regional basis, and K-Tel in particular will be looking for the sort of success achieved by similar 1979 compilations from EMI (*Country Life*) and Warwick (*Country Portraits*).

Backing up the Liberty/United Crystal Gayle package are *Special Delivered* by Dottie West, her third solo set for the label, and Kenny Rogers' new offering, simply titled *Kenny*. This (plus the single taken from it, 'Coward Of The County') has been at the top of Record World's country charts in the States for some three months now, and is sure to pick up good spinoff sales in the UK from the hugely successful *Kenny Rogers Singles Album*.

EMI also has two interesting compilations in its 'Country Classics' series of Capitol repertoire, which sells at mid-price. Wanda Jackson and Merle Haggard have an album apiece, and the latter's set, featuring many of his run of US country chartbusters from 'Okie From Muskogee' onwards, will have certain sales appeal.

ON THE country imports front, there is little arriving at the moment in specialist shops, but Johnny Cash's *A Believer Sings The Truth* gospel set on the Canadian Checker label continues to be a steady seller. Amongst the few new ones are another solo set from ex-Byrd Gene Parsons, titled *Melodies* (Sierra), and the soundtrack album from the film 'Electric Horseman', which contains a side of familiar songs from Willie Nelson. The likely best-seller, though, is Mercury's second compilation from the Statler Brothers, on which hangs the mammoth title *The Best of The Statler Brothers Rides Again, Vol. 2*.

CMA/B COUNTRY CHARTS

UK Albums

1	1	THE SINGLES ALBUM	United Artists
2	2	20 GREATEST LOVE SONGS	Kenny Rogers
3	3	1	UNITED ARTISTS
4	4	1	MCA
5	5	1	K-Tel
6	6	1	EM
7	7	1	EM
8	8	1	EM
9	9	1	EM
10	10	1	EM
11	11	1	EM
12	12	1	EM
13	13	1	EM
14	14	1	EM
15	15	1	EM
16	16	1	EM
17	17	1	EM
18	18	1	EM
19	19	1	EM
20	20	1	EM

Imports

1	A BELIEVER SINGS THE TRUTH	Cash
2	THE BEST OF THE STATLER BROTHERS, VOL. 2	Mercury
3	THE SINGLES ALBUM	United Artists
4	THE ELECTRIC HORSEMAN	Sierra
5	MELODIES	Sierra
6	WILLIE NELSON SINGS KRIS KRISTOFFERSON	US Columbia
7	Willie Nelson	US Columbia

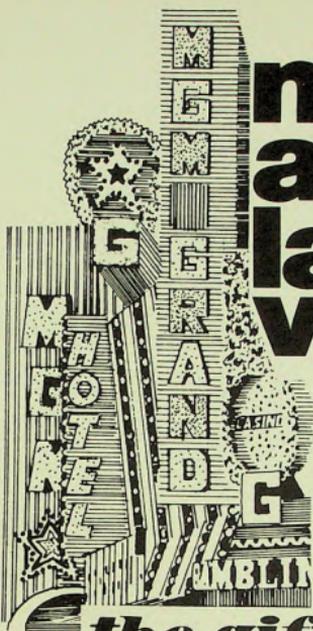
THE LAST WEEK	THIS WEEK	WEEKS ON CHART	TITLE/ARTIST	Label/Cat. No.	Q	Order
1	1	11	GREATEST HITS VOL. 8 STEVIA	● EPIC EPC 10017	W	
2	2	10	GREATEST HITS ROO STEWART	● RIVA RIVA 21	C	
3	3	5	20 HOFFEST HITS NOT CHOCOLATE	● RAK RAK 250	E	
4	4	7	THE WALL RINK FLOYD	● HARVEST SHOW 411	E	
5	4	16	REGGATA DE BLANC POLLE	● AMM AMU 64792	E	
6	10	9	GREATEST HITS BEE GEES	● RSO RSDX 1	F	
7	9	7	GREATEST HITS ELECTRIC LIGHT ORCHESTRA	● JET JETL 525	C	
8	10	20	GOLDEN GREATS DIANA ROSS	● MOTOVM EMTY 21	E	
9	6	8	ELVIS LOVE SONGS ELVIS PRESLEY	● K-Tel NE 1062	G	
10	18	14	EAT TO THE BEAT BLONDE	● CHRYSALIS CDL 1225	F	
11	17	11	ONE STEP BEYOND MADNESS	● STIFF SEEZ 17	C	
12	20	4	LONDON CALLING CLASH	● CBS CLASH 3	C	
13	13	10	CREPES AND DRAPES SHOWADYWADY	● ARISTA ARTY 3	F	
14	15	18	OFF THE WALL MICHAEL JACKSON	● EPIC EPC 33468	C	
15	17	1	VIDEO STARS VARIOUS	● K-Tel NE 1066	G	
16	19	39	OUTLANDS D'AMOUR POLICE	● AMM AMU 68502	E	
17	11	6	PEACE IN THE VALLEY VARIOUS	● RONCO RTL 3043	D	
18	26	13	TUSK FLEETWOOD MAC	● REPRISE K60688	W	
19	21	2	SEMI-DETACHED SUBURBAN - 20 GREAT HITS OF THE 60S MANFRED MANN	● EMI EMTY 159	E	
20	16	8	NIGHT MOVIES VARIOUS	● K-Tel NE 1065	E	
21	29	4	20 GREATEST LOVE SONGS SLIM WHITMAN	● UNITED ARTISTS UAK 30270	E	
22	7	10	THE KENNY ROGERS SINGLES ALBUM KENNY ROGERS	● UNITED ARTISTS UAK 30263	E	
23	25	10	SPECIALS SPECIALS	● 2 TONE CDL TT 5001	F	
24	24	8	SETTING SONS JAM	● POLYDOR PDL 5068	F	
25	27	32	DISCOVERY ELECTRIC LIGHT ORCHESTRA	● JET JETLX 500	C	
26	33	69	PARALLEL LINES BLONDE	● CHRYSALIS CDL 1192	F	
27	34	7	PLATINUM MIKE OLDFIELD	● VIRGIN V2141	C	
28	29	9	SOMETIMES YOU WIN DR HOOK	● CAPITOL E-ST 12018	E	
29	36	12	THE FINE ART OF SURVIVING BOOMTOWN RATS	● ENSIGN ENNOX 11	F	
30	32	15	GREATEST HITS 1000	● MERCURY 9102 504	F	
31	46	4	BEST OF CHIC CHIC	● ATLANTIC K50686	W	
32	30	81	JEFF WAYNE'S "THE WAR OF THE WORLDS" VARIOUS	● CBS 96000	C	
33	23	5	ASTAIRE PETER SKELLERN	● MERCURY 9109 702	F	
34	41	13	THE UNRECORDED JASPER CARROTT JASPER CARROTT	● PVM DJF 20560	C	
35	22	13	LENA'S MUSIC ALBUM LENA MARTELL	● DUNE N123	A	
36	58	74	BAT OUT OF HELL MEAT LOAF	● EPIC EPC 82419	C	
37	14	8	TRANQUILITY MARY OHARA	● WARWICK WW 5072	U	
38	12	5	ALL ABOARD VARIOUS	● EMI EMTY 101	E	
39	49	2	SECRET POLICEMAN'S BALL VARIOUS	● ISLAND ILPS 2601	E	
40	40	19	STRING OF HITS SHADOWS	● EMI EMT 3310	E	
41	51	18	THE PLEASURE PRINCIPLE GARY NUMAN	● BEGGARS BANQUET BEGA 10	W	
42	50	11	ON THE RADIO - GREATEST HITS 1 & DONNA SUMMER	● CASABLANCA CALD 5008	A	
43	38	5	FAM.TV TOWERS SOUNDTRACK	● BBC REB 377	A	
44	44	9	WE'VE BARBRA STRESAND	● CBS 86104	C	
45	47	2	OCEANS OF FANTASY BONNY M	● ATLANTIC HANSA K50610	W	
46	25	11	THE MANTOVANI GOLDEN COLLECTION MANTOVANI	● WARWICK WW 5067	U	
47	-	8	JOURNEY THROUGH THE SECRET LIFE OF PLANTS STEVIE WONDER	● MOTOWN TMSF 6009	E	
48	-	7	BOMBER MOTORHEAD	● BRONZE BRON 523	E	
49	31	11	ROCK 'N' ROLLER DISCO VARIOUS	● R. RONCO RTL 2040	D	
50	59	15	THE LONG RUM EAGLES	● ASYLUM K52181	W	
51	1	1	RHAPSODY IN LONDON SYMPHONY ORCHESTRA	● K-Tel NE 1063	G	
52	45	31	I AM EARTH WIND & FIRE	● CBS 86094	C	
53	52	43	BREAKFAST IN AMERICA SUPERTRAMP	● AMM AMU 63708	C	
54	48	5	SID SINGS SID VICIOUS	● VIRGIN V2144	C	
55	53	5	PORTRAIT DON WILLIAMS	● MCA MCF 3045	C	
56	37	35	VOULZEZ VOUS ARRA	● EPIC EPC 86086	E	
57	-	29	MINIONG MAGIC COMMODORES	● MOTOWN STMA 8032	E	
58	55	44	MANS.OW MAGIC BARRY MANILOW	● ARISTA ARTY 2	F	
59	1	1	NEW YORK, LONDON, PARIS, MUNICH M	● MCA MCF 3045	C	
60	43	4	GOLDEN GREATS BACHELORS	● WARWICK WW 5068	U	

The Album Chart : compiled by Record Business from sales information supplied by the RB Dealer Panel

- New Entry
- New Entry
- Bullet
- Platinum Disc (300,000 sales)
- Gold Disc (100,000 sales)
- Silver Disc (60,000 sales)

DISTRIBUTORS

- A-Pye, C-CBS, D-Ronco, E-EMI, F-Phonodisc, G-K-Tel, H-Lighting, I-Multiple Sounds, K-Creole/CBS, L-Lyons, M-Spartan, N-Enterprise, O-President, R-RCA, S-Sellecta, U-Warwick, W-WEA



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FOR THE music industry the 70s ended not with a bang, but a shudder – a feeling of the party being over and cold reality peering through the door of the 80s.

The music business recession affected every part of the industry, publishing included – although the general consensus among publishers is that they were perhaps least affected of all.

Nevertheless with record companies contracting into themselves in terms of staff and ambitions, and searching for new approaches to business, it would be unnatural to suppose that publishers would remain totally unaffected in the coming decade.

So, will the role of the publishers change in the 80s and is it time for a new image?

Not so, says Ron White, president of the Music Publishers Association and managing director of EMI Music Publishing.

"I like to feel that it would have been right to put those questions two or three years ago," he responded emphatically, "but I believe that the new role and the new image are already established.

"Publishers in general are much more aggressive than they have been and they are no longer content to act as banking machines – paying out large advances and then waiting for the money to roll in. In the past it may have been unwise to make huge advances but you could still make a

**Publishing Special written
by BRIAN HARRIGAN**

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A more creative role in the music industry

profit. Now with interest rates at 15 percent or higher you inevitably lose money."

The coming decade, says White, will see a reinforcement of the present realisation that the publisher has a great creative role to play within the industry – finding new talent, nurturing it, guiding it through the right channels and promoting it.

White doesn't write off the slump in the industry as something which affected everyone else, but not the publisher. He predicts, because of the time it takes for royalties to come through, particularly from Europe, that publishers in general will see a dip in income for the first half of 1980. "We will simply have to be more careful about the money we spend, the overheads, the large advances".

From the point of view of EMI, White is happy with the company's performance in '79 and is confident about the coming year. White's theme of confidence but caution is one that has already been put into practice during the past year or more by Southern Music, according to general professional manager Marjorie Murray.

"Financially it was a very good year for us, although we unfortunately didn't get any of the chart singles. However, we had lots of covers on chart albums – Blondie's 'Not Fade

Away' cover on *Parallel Lines* for example."

Southern's strong catalogue allowed the company to enjoy the fruits of the re-packaging boom which took place in the album market last year. In addition its country repertoire enjoyed the same sort of boom.

"We spent a great deal of time

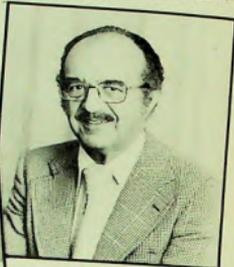


JOHN VELASCO of Interworld: a return to strong melodies.
RON WHITE of EMI: Publishers more aggressive today

personal satisfaction in discovering a new talent compared with acquiring an existing talent. But in addition there isn't going to be that much money about to buy the big talents so development of newcomers is the only answer".

For Heath Levy 1979 was a satisfactory year. "Our projected income was made despite the recession".

This year Heath says the company will exert much of its effort in exploiting the British talent it acquired during 1979 and has particular hope in a new band called the Look Alikes.



negotiating with new groups and new writers," she recalls, "but at the end of it I kept on thinking whether it really was such a good idea to hand over £50,000 to a group for their publishing. At the end of it we never signed any of those deals.

"We are always on the look-out for new talent but until people stop asking these ridiculous figures for advances it's unlikely we will be signing them. Most of the stuff they write has been pretty awful from a publisher's point of view anyway – no tunes, no melodies.

Geoff Heath at Heath Levy expects no major change in the role of the publisher during the 80s although he echoes, in a slightly more cautious way, the feeling of his contemporaries in other companies that they will become a little more creative. "There are two reasons for that," he says. "Obviously there is a great deal more

"I've got plenty of confidence for the year. Business in general could be down by as much as 20 per cent, but I still think most firms will know what to do about it."

Interworld's John Velasco feels that when he looks back at the end of the 70s and the beginning of the 80s he will lump them together under one category – a period of very hard work. "It's been a time for using back catalogue in a creative fashion," he says.

Velasco is at pains to point out, however, that the income from back catalogue must be used creatively – to be spent on finding new talent for the future.

Velasco detects a growing trend towards what he calls beautiful music – 'good strong melody lines, good tunes' – and hopes for a continuation of this.

One of the newest publishing com-

Call in and see Interworld Music on stand A012.

panies around is Tony Roberts Music set up in September by the very experienced Roberts himself, previously with Chappel, Warner Brothers Music and, of course, managing director of Arista for two years.

Roberts plans to maintain a compact, tightly knit company through the 80s signing very few acts but exerting immense effort on those whom he signs and believes in. "This is the only approach that one can take," he explained. "I think the same approach applies to the whole of the industry. If it can maintain volume but with fewer releases things would look a great deal better, a great deal sooner.

"In these days of high interest rates and the general nationwide recession it looks like a crazy time to be starting a company but obviously I'm confident - otherwise I wouldn't be doing it. I think the key lies in hard work and being creative.

Roberts is looking forward to a good start to the decade with his catalogue which includes Gerry Rafferty material, such as "Baker Street" and "City To City", ex-Rolling Stone Mick Taylor's repertoire and brand new writer Gideon Wagner, for whom Roberts will also be negotiating a recording contract. "The overall intention of the company is to concentrate on unestablished acts and to build them on a long-term basis".

Talent seeking the new trend

MOST PUBLISHERS are agreed that to remain in the ball-game in the 80s speed, creativity and aggression are required.

It is fitting, therefore, that one of the newest of the publishers is breaking new ground in seeking out undiscovered talent and that way building up a catalogue for the future.

The company is Neon, set up by Bruce Welch - Shadows guitarist, producer, arranger, song-writer - and Brian Oliver.

"Our aim right from the beginning was to go out and find new talent - not to attempt to buy recognised talent - and we've spent the last five months doing exactly that".

When he was at State Oliver once went to Newcastle for four days and via all the local media - newspapers, radio, club-owners, band managers - he spread the word he was on the look-out for musical talent. The result was gratifying, he recalls.

Now with Neon he is doing things on a slightly different basis. Although he still travels himself he has taken the first steps towards building up what could be a nationwide network of talent scouts for his company.

Basically Neon has set up a co-publishing deal with Newcastle-based record companies Rubber and Neon,



GILLINSON: Publishing deal with a pub

both run by local man Dave Wood. "He and his people," says Oliver, "are my local talent scouts. They function as my ears in Newcastle. They check out the local scene, sift through the tapes and the bands and recommend to me the ones they think have potential. Bruce and I check them out for national or international exploitation and take it from there".

Oliver is currently in the process of striking the same sort of deal with companies in Coventry and Manchester - details of which will soon be announced. "I would like to expand this sort of approach into the West Country, Wales - particularly South Wales where I think there's a lot of talent - and of course Scotland. Why not have a whole network?

Of course sometimes you might not have to travel to Newcastle, Coventry or Manchester to find new, burgeoning talent. You might pick up the local

evening paper one day and then find yourself taking a trip to a pub at the other end of town and making a deal a little later.

That's what Martin-Coulter's Richard Gillinson did and the result was the formation of Bridge House Music.

"What happened", explained Gillinson, "was that I read about this pub in Canning Town which had rapidly become one of the top venues in town for new bands. I read the bands were literally fighting to get the chance to play there and the idea of getting a day-to-day street level contact through this pub gradually took hold of me".

Gillinson popped down to the Bridge House and found himself impressed by the venue and the man who ran the show, ex-boxer Terry Murphy.

"Of course everyone said 'Don't be crazy, how can you do a publishing deal with a pub?' Well, we did the deal and we had two hit singles last year - Squire's 'Walking Down The King's Road' and bigger than the Secret Affair's 'Time For Action'. The album, *Meds Mayday '79*, did extremely well, too".

According to Gillinson, Murphy gets between 150 and 200 tapes a week, sifts through them with the help of his staff and recommends potential winners to Gillinson, who takes it from there.

"Of course there's also the Bridge House label as well and over the next few months we'll be working out a label deal with a major. We are in a very strong negotiating position".

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ILR increases research frequency to measure seasonal listening

ILR WILL no longer be dependent on just one JICRAR audience research survey per year. Plans are underway to produce data concentrated over three different periods of the year by 1982. The present sample of 12,000 will not be increased greatly.

This year RSGB has been commissioned to conduct a full network survey in the spring, as in the past, but in the autumn a further survey will be carried out using half the sample. Data will then be published relating to both surveys, the former being weighted down, to produce a new average for 1980.

A spring 1981 survey of a further half sample is then envisaged which can be combined with the autumn 1980 survey. An additional study using a sample of around 4,600 – just over a third – would then be undertaken in the summer with a repeat in the autumn. Research in 1982 would consist of three surveys of around 4,600 in the spring, summer and autumn.

These plans are a positive step towards bringing ILR research closer to JICRAR and JICTAR which produce data regularly throughout the year. Advertisers and agencies will be able to utilise seasonal listening pat-

terns for the first time.

Obviously greater frequency of research will increase costs substantially and discussions as to how those increases will be met are not likely to be finalised until March. The IPA's Janet Mayhew, secretary to JICRAR, says it is hoped to bring the funding closer to JICTAR where the media owners (ITCA) contribute four-sevenths of the costs, the IPA two-sevenths and ISBA one-seventh. JIC-

NAR, on the other hand, is funded 80 percent by the NPCC, the remaining 20 percent being obtained by the secretariat through sales and royalties from special analyses.

Until now JICRAR has been funded entirely by the AIRC which has recouped some money from the sale of the JICRAR report: the 1979 study being made available for £115 for the first copy and £28.75 each for additional copies.

Capital extends research for advertisers

CAPITAL RADIO has expanded the scope of its Marplan market research facilities to accommodate advertisers who wish to measure the effectiveness of radio campaigns. A 2,000-strong consumer telephone panel, weighted to represent the 10 million adults in the London area, is available for the study of campaigns in several different ways.

Capital being using Marplan research for programming purposes over a year ago. A series of Capital Questions – instant feed-back on topical issues – proved highly successful.

In the absence of any significant inroads being made towards the tricky question of acceptable radio campaign research, Capital now offers its Marplan panel to advertisers for a fee which is individually negotiable depending on the number of questions asked, the sample size and composition. A survey from conception to print-out can be completed in three days.

Research manager Colin Day says the service can be used to measure radio commercial recognition levels, to check on the effect of radio campaigns, to demonstrate the buying behaviour of London's radio audience, to show the value of the Capital market and to expand advertisers' knowledge of how the radio medium works.



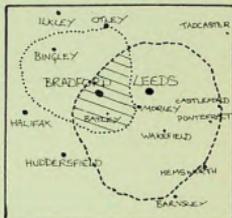
RADIO LUXEMBOURG has switched tactics in dj recruitment by signing San Francisco-born American Forces Network presenter Benny Brown who will join the Grand Duchy team early next month. He replaces Steve Wright who hosted his first Radio 1 show on January 5.

Brown was breakfast dj and music director at AFN which he joined in 1974 following radio work in Texas and Kansas. He is one of the most experienced broadcasters to join 208, having 16 years' experience. "In recent years the station may have acquired a reputation for 'breaking in' new djs who have never broadcast on national radio," says managing director Alan Keen. "In our opinion Benny Brown proves an exception to that rule. As an established radio dj he has already made his mark in this industry."

'Big coverage' surprise for new Leeds ILR station

BY CLOSING date of February 6 the IBA will have received at least five applications for the Leeds ILR franchise. As can be seen from the map its coverage takes in over a third of Pennine's transmission area and, according to Pennine managing director Mike Boothroyd, it could amount to "almost a complete overlap" in reality.

Boothroyd has contacted the IBA in an effort to ascertain the Leeds station's signal strength on MF in order



THE PROJECTED new Leeds independent radio area which cuts heavily into Pennine's own transmission range. Will the Leeds signal be shielded as is Pennine's?

North of Scotland Radio, chaired by Andrew Lewis, had applied to the Authority for the dual contract with three other groups. Moray Firth, led by solicitor Douglas Graham who is acting chairman, was the only group to apply for Inverness alone.

Lewis, managing director of a trading company, says he has no plans for any special relationship with Moray Firth any more than the other Scottish stations although he expects that there will be areas of cooperation. "Had we won the franchise for both areas," he told RB, "then we would have had studios in both centres with regular contact between them: Aberdeen producing programmes for Inverness and vice-versa." Lewis's family have been in Aberdeen for generations and he is involved in a number of other business in the area apart from fishing. He is on the Aberdeen Harbour Board and Honorary Consul for the Federal Republic of Germany.

Inverness, with a predicted day-time coverage of 140,000, becomes the smallest ILR operation to date. On VHF its predicted population coverage is 100,000. IBA primary rental has been fixed at £7,500 a year and its financial progress will doubtless be watched carefully. Aberdeen will pay primary rental of £20,000 covering a predicted 250,000 day-time MF and 230,000 on VHF.

Neither station is expected to go on air before the summer of 1981.

to calculate what the real daytime coverage is likely to be. He suspects it will be a lot larger than predicted. "I have been waiting for answers for a month," he told RB. "I have consistently been very pro ILR in Leeds but the extent of its coverage is somewhat surprising to me, to say the least. It is more like a regional station than a local one."

He particularly wants to know whether the Leeds signal will be shielded from Bradford itself as Pennine's own signal is shielded from Leeds.

1979 advtg revenue record

ILR'S ADVERTISING revenue looks set to exceed £42 million for 1979. Both September and October figures set record levels. Gross revenue for September was £4.4 million compared with £2.4 million in 1978 and October was nearly £6 million compared with £3.4 million last year.

Revenue for the first 10 months of 1979 totalled £33.5 million – over £10 million up on the same period in 1978.



RADIO HALLAM'S annual Money Mountain charity auction raised £16,176 last month in just 18 hours. Proceeds will pay for equipment for Sheffield's Children's Hospital which serves the station's transmission area. Last year the project raised £15,000. Project organiser Howard John says the secret of their success is that they gambled "on a cert". Among the highly desirable items auctioned was half of Ray Stuart's beard which fetched a cool £180.

Bournemouth run-up awaits sales manager

BOURNEMOUTH ILR FRANCHISE winner Two Counties Radio intends to appoint a sales manager very shortly, despite having failed to fill the post of chief executive since Derek Gorman, sales director of Radio Forth, withdrew his verbal acceptance of the position for "personal reasons."

David Spokes, acting managing director, told *RB* that he is actively pursuing the appointment of a sales manager so that the station's sales cam-

paign can get underway. "I've got quite a list of people who want to advertise with us," he said, adding that the sales operation is now a priority.

Chairman Lord Stokes has already filled two key positions in John Piper, ex-BBC Radio Solent, as programme controller and Stan Horobin, ex-Swansea Sound, as chief engineer. The post of chief executive is already considered unattractive to those who would prefer to recruit their own staff - a situation which the imminent appointment of a sales manager can only aggravate.

However Spokes maintains that the station's chief executive is very much a co-ordinator while those in middle management are specialists and therefore see no reason why a potential managing director should be put off. "There's little difference in our situation to that of an existing station which appoints a new MD," he said, "except of course that we're new." He expects the post to be filled by someone with experience in ILR already - preferably on the sales side, an area in which he personally has no experience.

Spokes himself was turned down as managing director by the IBA because of his lack of experience in the medium. He runs his own press agency and PR firm which "figures quite high" in his list of priorities. Nevertheless, having seen the Two Counties operation through from inception he doesn't want to give up his involvement and is considering taking the post of promotion director which would allow him time for his own business venture.

Airlines

INDICATIONS ARE that Gallup research for Luxembourg to be published in February will show that 15 percent of all adults listen to 208 and provide corroboration of ILR's cumulative audience of 63 percent over four weeks as shown in the AIRC Four-week Listening Experiment last year. The Gallup study was carried out by two-week diary up to the end of November... Colin Mason, presently at Standard Broadcasting, tipped to accept the post of chief executive at the new Exeter Torbay station DevonAir. The choice of North of Scotland Radio for Aberdeen brings Standard's interests to three new stations, the others being Severn Sound and DevonAir... The AIRC unable to take space in *The Times'* Special Report on Local Radio to be published on February 7 due to prohibitive costs (£1960 for a quarter page) but Capital's agency Clarke Hooper working on an ad on behalf of all stations... Although primarily concerned with the fourth channel, the forthcoming Broadcasting Bill will contain an extension of the life of the IBA to 15 years, the abolition of prescriptive right to ILR shareholding by local newspapers and almost certainly a levy on ILR profits... York's plans for London's Duke of York Theatre about to be unveiled... At the end of the month Radio 1 producers are swapping shows. Dave Atkey moves off



DLT to produce Andy Peebles, Paul Williams moves to Simon Bates, Ron Belchier moves to DLT but Malcolm Brown continues to produce Paul Burnett... Capital too has producer changes - Mike Childs now produces breakfast and Jon Myer has Alan Freeman under his wing as well as Your Mother... Daily Mirror Pop Club sponsoring live 15-minute programmes on 208 from Midem for the second year running. Host Tony Prince appealing last week for new product and artists to interview in the six shows... Bob Harris now head of music and presentation at 210... Neil French Blake off for a month in the Pyrenes... Clyde's drama department producing Tom Wright's play about the life of Robbie Burns, *There Was A Man*, for radio for the first time - next venture is a St Valentine's Day Special: *An Anthology of Love Poetry and Erotic Verse*... Recommended reading: Dennis Potter's successful application for the Gloucester/Cheltenham franchise...

Huge interest in Norfolk station

LOCAL INTEREST in BBC Radio Norfolk, due to open in the autumn, far exceeded expectations when an Open House information day was staged just before Christmas. Around 750 people, five times more than anticipated, turned up to enquire about jobs and find out about the station.

"The response was staggering," says station manager Mike Chaney. "We had to change the format of the occasion from personal interviews to a series of public sessions. At one time the management of the hotel were so worried about how many people were crowding into the lounges that they insisted on turning more than 200 away."

Over 500 people watched the BBC local radio publicity film and many had the opportunity of asking questions and registering an interest in contributing to programmes. Now hundreds of job applications will be sifted for the selection of 16 members of staff.

Rockshow Report

PAT THOMAS

THE NEW YEAR and the Rockshow Report has gone American. With the birth of *Radio Week*, the rock round-up will have a place on these pages each week and the Top 20 chart has given way to an American-style listing of *Top Airplay* and *Top Adds* for the week.

Needless to say most of the January product is still finding its way to the stations, so the second feature of the new report, a station-by-station key new airplay, will be introduced next week - by which time there should be some adds to report!

Top add-on this week is Alan Freeman, back to regular rock broadcasting after a two-year lay-off with a Monday night show on Capital giving Nicky Horne a night off. The flavour of *Fluff's* Radio 1 Saturday show, in its time the No. 1 rock programme, is being carried over, much of the music coming from requests received by post and over a personal phone line which *Fluff* is manning from 11-midnight after each show.

Freeman hosted Nicky Horne's show for a month during the summer last year and more recently Capital's Pick Of The Pops for the Seventies on New Year's Eve. He also worked with Maggie Norden on a weekend spot and the pair are looking for more specials to do together.

MOST AIRPLAY

(Descending order)



LONDON CALLING Clash	CBS
END OF THE CENTURY Ramones	Sire
THE WALL Pink Floyd	Harvest
DOWN ON THE FARM Title Feet	Warner Bros
DON'T THROW STONES Sports	Sire
NO NUKES Various	Asylum
FREEDOM AT POINT ZERO Jefferson Starship	Grunt

MOST ADDED

(Descending order)



PRETENDERS Pretenders	Real
ENGLISH GARDEN Bruce Woolley	Epic
CORNWELL/Williams	United Artists

SHOWCASE

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THE DEADLINE FOR BOOKINGS AND COPY IS NOON TUESDAY
ONE WEEK PRIOR TO PUBLICATION
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Minor Badges (up to 3 colours) from 10p. Send for free sample and title list. ALSO pop key tops, prismatic badges, concert photos, fine art sketches etc. Send £2.00 for complete set of samples for: Dynamics (Dept. MS), de Grand Street, Hitchin, Herts. Tel: 0462-35198.

BLACK RECORD ADAPTORS
250 £2.50, 500 £4.00
1,000 £7.00

The usual record covers (paper) 500 mm (7.50), 500 mm (11). Discount larger quantities.
75 white cardboard covers (100) £3.50
£15. (1,000) £28.00 (Discount larger quantities)
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Dunelm, nr. Wakefield WF1 2JT
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NEW ALBUMS

The Record Business 5-Star Album Guide

- ★★★★ CHART BUSTER - platinum album
- ★★★ HOT - major album with silver or gold potential
- ★★★ UP-AND-COMING - strong release from established act or expected breakthrough
- ★★ STEADY - worthwhile catalogue or specialist album with crossover potential or simply new and hopeful
- ★ STRICTLY LIMITED - specialist market sales only
- Single likely to boost album sales

ACKER BLUE MELLOW MUSIC (Newcastle)	WW 5003	4.99	NW 4560	5.49	JAN 17
*** Celebrating on their 'Steer Music' and 'Evergreen' a collection of 20 heart-trending A&R's interpretations of their hits including 'Just The Way You Are' and 'Raining In My Heart' (see featuring on HTV) and 'Wee-wee' for 2 weeks from January 21					
AEROSMITH NIGHT IN THE RUTS (CBS)	CBS 8380	4.99	40-8380	5.19	CAN 18
*** U.S. hard rock outfit apparently back to form after one or two decade meditations releases					
ALDO REVERE LOVE GOES ON (Sire)	SEE 6019	5.99		W	JAN 4
*** Debut from New York-based rock quartet. If production credits are anything to go by, it should be something special					
BOB WELCH THE OTHER ONE (Capitol)	E-ET 12017	5.29	TC-E-ET 12017	5.29	E JAN
*** Second album within a year from former Flaminio Macca					
BOZCAW WALLE BOZCAW WALLE (Big Top)	BRG 1001	4.99	P	JAN 11	
*** See below. Cassette only					
BOZCAW WALLE SINGLES WALLE WALLE AND BIANCA ROGERS (Big Top)	BRG 1006	4.99	P	JAN 11	
*** Cassette only packed up by Primada for distribution from the CMA's International Act Of The Year. Album made available from the Big Top label in Scotland					
BOZCAW WALLE (ONLY) WALLE A RALPHMAN MAN (Big Top)	BRG 1004	4.99	P	JAN 11	
*** See above. Cassette only					
BUDDY BOOR BOODY BOOR IS A GAS (Arista)	ARL 505			4.80	A JAN 18
*** Flavour pop offering from new outfit including Ex-Groupie Spectator					
CHARLIE PRIDE GOLDEN COLLECTION (K-tel)	NE 1056	5.25	NE 2056	5.25	G JAN
*** Festi-merch for two weeks on ATV and Granada from January 14 for this 'Top Of The Comp' compilation from established black country singer					
CRYSTAL GAYLE THE CRYSTAL GAYLE SINGLES ALBUM (United Artists)	UAG 30387	4.99	TCR 30387	4.99	E JAN
*** Following on from Emmy Rogers and Billie Jo Spears highly successful 'Singles' album, this includes the best of Crystal from her UA days to be festi-merch on Time Inc for 2 weeks from January 21					
DAVE GREENGLADE THE PENALTY/CURE OF THE COSMOGONY (Sire)	EMSP 322	8.99	TC-E-EMSP 322	8.99	NOW
*** Released prior to Christmas. Special package containing two records and 48 page booklet of words of inspiration by Patrick Woodroffe					
FRANK ZAPPA ZEE Z GARAGE ACTS II & III (CBS)	CBS 8845	6.99	40-8845	6.99	CAN 4
*** *** Follows last CBS release					
FREDDIE JAMES UP AND BOOGIE (Warner Bros)	K56735	5.00		W	JAN 4
*** Debut from 14-year-old who started last month title track from the album. Likely dose of disco!					
GURU GURU GURU BANG! HE! DU! (Bran)	BRAN 00817	5.49		A	JAN 25
*** A brooding Kammer					
GROBBSMITH VIBRANT GO ROUND (Bran)	BRAN 006224	5.49		A	JAN 25
*** Released on Columbia-Black					
JAPAN GURE! LFI (Arista Home)	AHAL 8011	4.99	ZC-AL 8011	4.99	A JAN 18
*** Second album from glam-electro outfit. First 10,000 album & tape sales combined) £2.25 then reverting to £2.49					
JUNIOR WALKER BACKSTREET BOogie (Whitford)	K56660	5.00		W	JAN 11
*** Veteran Motown sultan with soft soul vocal/instrumental mixtures					
LEWIS & LLOYD (Polygram)	SELT 18	3.99	29E12 19	4.99	CAN 10
*** First 15,000 at £3.99 then reverting to £4.99. Full page ads in pop & trade press. Shows displays including posters, single-size LP covers, an exclusive stickers. Dealer mail-out of post cards. Specials in conjunction with Virgin Record Store. First price 2 weeks' hold-inn in Topgears. Contains new single 'Angels'					
MERLE HAGGARD COUNTRY CLASSICS (Capitol)	CAPS 1034	3.45	TC-CAPS 1034	3.65	E JAN
*** A collection featuring 12 Country hits. 11 between 1970 and 1978					
NATALIE COLE A PEARL BRYNOR WE'RE THE BEST OF FRIENDS (Capitol)	E-ET 12019	5.29	TC-E-ET 12019	5.29	E JAN 11
*** High-profile debut featuring Natalie. Mellow duets from two top studios, including very original solo Bobby Caldwell's 'Who You Think I Do For Love'					
NEIL DIAMOND SEPTEMBER MORNS (CBS)	CBS 86006	5.29	40-86006	5.49	CAN 11
*** An advertisement spot for Diamond with his own side of disco. Includes 'Banquo to the Stars', 'Singer', 'Luv', 'The Sun Ain't Gonna Shine Anymore' and 'I'm a Believer' with a side of new songwriting partners including Bob Dylan and Carole Bayer Sager. Title track is current single					
NICKY KATZ LARSEN IN THE MICK OF TIME (Warner Bros)	K56750	5.00		W	JAN 4
*** Follow-up to critically acclaimed debut album from ex-Nell Younger side-person with Ted Templeman produced					
PETE BARKERS HEART TO HEART (Arista)	SPART 1158	5.00		F	JAN 18
*** Soft-rock from former Camel keyboard player					
PRETENDERS PRETENDERS (Polygram)	RAL 3	5.00	RAL 3	5.00	W JAN 11
*** Debut album from perhaps the group of 1981. 'Brass In Point', 'Kid' and 'Stop Your Sobbing' all featured. Massive nationwide tour in progress					
PRINCE PRINCE (New Line)	K56772	5.00		W	JAN 4
*** Album features current chart single 'I Wanna Be Your Lover' from a new soul singer of which much is likely to be heard in the future					
RAMONES END OF THE CENTURY (Sire)	SIRK 6077	5.00	SIRK 6077	5.00	JAN 4
*** Mixed releases for this Phil Spector-produced album. Spector's own 'Baby I Love You' is the single. The band to tour Britain in February, with an Old Grey Whistle Test appearance scheduled					
ROXIL LIPS LOW ONE'S FOR REAL (Polygram)	SHPL 004	4.50		P	JAN
*** France-distributed album from the same label which had a brief chart flirtation with the 'Mads Myster' compilation. This is more mainstream pop					
SOUNDTRACKS GOOD STEADY (Newline)	WW 5078	4.99	NW 45708	5.29	U JAN 15
*** Soundtrack to buy-meets-movie set in the '50s. 20 tracks include artists such as Patrice, Brenda Lee, Dinah, Liza, Rickie Lee and Sweetest Devine. Featuring an ATV from January 28 for two weeks to coincide with film release date					
SOUNDTRACK STAR TREK (CBS)	CBS 70174	5.29	40-70174	5.49	CAN 11
*** Moves from general release. Underpricing special unitarily to be featured into the record collections of many but not everyone					
UFO NO FLICE TO RIO (Newline)	CKL 1239	4.78		F	JAN 4
*** Listed as a line of successful heavy metal outfits from the British rock band. Single 'You Blood' available on blood net vinyl. Superseded production by George Martin					
VARIOUS COUNTRY LOVE (K-tel)	SEE 1860	5.25	NE 2060	5.25	G JAN
*** Compilation of country ballads from Glen Campbell, Tammy Wynette, Don Williams and many more. Festi-merch on Time Inc for 2 weeks from January 14					
VARIOUS CIVIL (Arista)	ARL 5039	4.80		A	JAN 18
*** Soundtrack from a forthcoming movie starring Liza Minnelli, Nina Hagen and Herman Bohn, but being promoted as a Various Artists new wave compilation					
VARIOUS SHAMME (K-tel)	NE 1067	5.25	NE 2067	5.25	G JAN
*** Rock compilation featuring Led Zep, Yes, Lizzy, etc. Nation is ads for 2 weeks from January 14 with accompanying lyrics to the 'New Top Of The Chart'					
WANDA JACKSON COUNTRY CLASSICS (Capitol)	CAPS 1033	3.45	TC-CAPS 1033	3.65	E JAN
*** Compilation of U.S. Country hits from 1961-197					



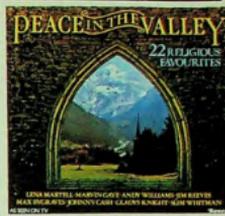
LSO: Rhapsody in Black
K-Tel One 1063



The Summit
K-Tel NE 1067



Video Stars
K-Tel NE 1066



Peace in the Valley
Ronco RTL 2043

The Record Business TV Guide shows campaigns planned for January. See the weekly TV Guide listing for updates or additions.

TV GUIDE

January Albums



The Last Dance
Motown EMTV 20

Title/Artist/LP & Cassette No

PEACE IN THE VALLEY Various
(Ronco RTL/RTL4C 2043)

SUNBURN Soundtrack
(Ronco RTL/RTL4C 2044)

COUNTRY GUITAR Various
(Warwick WW/WW4 5070)

JUST FOR YOU Des O'Connor
(Warwick WW/WW4 5071)

YESTERDAY'S HERO Soundtrack
(Warwick WW/WW4 5075)

GOING STEADY Soundtrack
(Warwick WW/WW4 5078)

SUMMIT Various
(K-Tel NE 1067/2067)

VIDEO STARS Various
(K-Tel NE 1066/2066)

SEASONS Various
(K-Tel NE 1060/2060)

COUNTRY LOVE Various
(K-Tel NE 1068/2068)

GOLDEN COLLECTION Charley Pride
(K-Tel NE 1056/2056)

MELLOW MUSIC Acker Bilk
(Warwick WW/WW4 5069)

THE LAST DANCE Various
(Motown EMTV/TCEMTV 20)

SINGLES ALBUM Crystal Gayle
(United Artists UAG/UCK 30287)

	ERRP	ANGLIA	ATV	BORDER	CHANNEL	GRAMPIAN	GRAMADA	HTV	LONDON	SCOTTISH	SOUTHERN	TYNE TEES	ULSTER	WESTWARD	YORKSHIRE
PEACE IN THE VALLEY	£4.99	20	20	20	20	20	20	20	20	20	20	20	20	20	20
SUNBURN	£4.99	20	20	20	20	20	20	20	20	20	20	20	20	20	20
COUNTRY GUITAR	£4.99	28	28	28	28	28	28	28	28	28	28	28	28	28	28
JUST FOR YOU	£4.99	14	14	14	14	14	14	14	14	14	14	14	14	14	14
YESTERDAY'S HERO	£4.99	14													
GOING STEADY	£4.99		28												
SUMMIT	£5.25	14	14	14	14	14	14	14	14	14	14	14	14	14	14
VIDEO STARS	£5.25	Now	Now	Now	Now	Now	Now	Now	Now	Now	Now	Now	Now	Now	Now
SEASONS	£5.25											Now		Now	
COUNTRY LOVE	£5.25											14		14	
GOLDEN COLLECTION	£5.25			14				14							
MELLOW MUSIC	£4.99							21						21	
THE LAST DANCE	£5.29	28	28	28	28	28	28	28	28	28	28	28	28	28	28
SINGLES ALBUM	£4.99												21		

Top 10 MOR compilation carried over after successful December campaign.

From the film featuring Fanny Fawcett-Majors. Title track hit last year for Graham Gouldman

Campaign runs 2 weeks.

Campaign extended from December, runs 2 weeks.

Paul Nicholas, Adam Faith etc. in Jackie Collins-scripted film. Campaign runs 2 weeks.

Fifties compilation soundtrack for boy-meets-girl movie. Runs 2 weeks.

Rock compilation featuring Zeppelin, Yes, Thin Lizzy etc. 2 week test.

Current chart hits compilation. Campaign ends Jan 19.

Successful A&M product compilation (Elkie Brooks, Carpenters etc.) Test ends Jan 19.

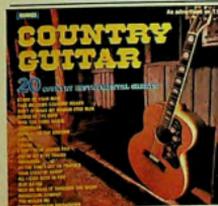
Don Williams, Tammy Wynette etc. love songs' compilation. Test runs 2 weeks.

'Best of' compilation. Test runs 2 weeks.

20-track follow-up to 'Evergreen' interpretations of recent hits. 3 week campaign.

Motown love song compilation. Runs 3 weeks.

Test runs 3 weeks.



Country Guitar
Warwick WW 5070



Des O'Connor: Just for You
Warwick WW 5071



Acker Bilk: Mellow Music
Warwick WW 5069



Yesterday's Hero
Warwick WW 5075

The Shadows

NEW SINGLE

RIDERS IN THE SKY

EMI 5027

already gaining strong national airplay



The Shadows current album
STRING OF HITS
EMC 3310

Produced by The Shadows



EMI Music Centre, 6-8 Dabridge Road, Hayes, Middlesex

EIGHT FOR THE EIGHTIES



KENNY ROGERS "COWARD OF THE COUNTY" UP 614

The stateside smash hit taken from the forthcoming "Kenny" album
UAG 30273.



DAVID ESSEX "WORLD" UP 605

Limited edition picture bag. The show-stopper from the "Year Of The Child" show. From the double album "Alpha Omega" UAR 101.



THE DIRT BAND "AN AMERICAN DREAM" UP 609

The Dirt Band are back with their strongest single for some time!



BRASS CONSTRUCTION "MUSIC MAKES YOU FEEL LIKE DANCING" UP 615

The in-demand track from the explosive "Brass Construction 5" album
UAG 30285.



RONNIE LAWS "ALWAYS THERE" UP 36497 (7" version) 12UP 36497 (12" version)

The classic Ronnie Laws track, limited editions of both in full colour picture bags (12 inch includes 3 tracks).



ZKIFFZ "I WANNA BOOGIE" BP 332

Debut single from new Swedish band currently going down a storm in the discos.



GREG VANDIKE "CLONE" BP 333

Picking up good airplay, limited edition picture bag.



WILSON PICKETT "GROOVE CITY" EA 104

The return of the king of soul — with a vengeance! From the album
"I Want You" AML 3007.



ORDER NOW FROM YOUR UA SALESMAN OR EMI DISTRIBUTION CENTRE