RADIO WEEK

Singles chart, 6-7; Album chart, 25; Airplay guide, 22-23; New singles, 26; New albums, 10: Disco, 11; Wholesaling Special, 12-20.

February 18, 1980 VOLUME TWO Number 48 Concern over

Pye awaits new name in April shake-up



blank tape cassettes which features a Moody Blues-soundalike performance of 'Nights In White Satin'. "The existence of the commercial has

been brought to our attention by a number of BPI members. No decision has yet been made as to what action we can take, if any," said BPI director general John Deacon However, to an industry increasingly

sensitive to the growth of home-taping, the Memorex commercial will regarded as yet another example of the indifference of blank tape and audio equipment manufacturers to a problem which in the short-term seems to have no simple answer

The fact that it is not the Moody Blues signing their most famous recording seems to have escaped Memorex itself, for a spokesman made no attempt to deny that it was the Moody Blues signing at the end of a commercial which states: 'Recording on Memorex makes the music come alive."

He denied that the commercial could be construed as encouraging hometaping of recorded music, but admitted that research figures had proved that about 96 percent of all Memorex blanks sold to the public were used to tape records

He pointed out that after objections from the IBA to the original form of the commercial, the completed version had label into cold storage to concentrate been approved as being both legal and conforming with good advertising prac-

administers Tyle Music, which owns the 'Nights In White Satin' copyright, said he was surprised when he saw the commercial. He had licensed use of the music, for which a "quite heavy" synchronisation fee had been paid, but



VIRGIN CHAIRMAN, Richard Branson, employs his much publicised oveable charm to clinch the signing of Holly and The Italians to a long-term, worldwide protection deal. Left to right: Mark Henry, Jeremy Lascelles, Virgin A&R, Holly Vincent, Branson and Steve Young.

had not expected to hear the finished product sounding like the Moody Blues. Had I known this beforehand, I would have warned them that what they were doing was dangerous," said Platz. He thought that the soundalike version may have come about as a result of a recent agreement between the MU and the BPI tity which bans the use of commercially recorded music in advertising.

IT NOW seems almost certain that Pye Records will be renamed Precision Records and Tapes (PRT) when its logo agreement with the electronics firm Pve

of Cambridge expires on April 1 There is no official confirmation of the change of name because the new trademark has still to be cleared in a number of territories

But internal developments over the last few months do give a fairly clear indication of what is likely to be the new Pye set-up. PRT-is expected to be the new corporate name covering pressing and distribution, but there will not be a PRT label

All current Pye product will probably be split between four different labels -Blueprint, Calibre, Piccadilly and, it is anticipated, Precision, Each of the labels will have its own separate iden-

Blueprint was launched last year and already includes such artists as The

Crooks and The Fabulous Poodles on its roster. It will continue to specialise in rock acts. Calibre was set-up at the beginning of February as an R&B label with initial releases from Tony Rallo and

The third label is Piccadilly, which achieved considerable success for Pye during the 1960s with such artists as Joe Brown and Clinton Ford. It was officially relaunched last week as the company's mor label.

First release will be the Max Bygraves single 'The Kite' (7P158), due out on February 29. A number of other Pye artists, including Lena Martell, are expected to switch to the Piccadilly label in the near future

It is believed that Precision will be the other label under the reorganisation. It will concentrate on pop. Full details of the new-look Pye Records are expected to be announced within the next three

Chandler gives RCA Six of the Best

IN THE belief that the standard album and single formats are a thing of the ast, Chas Chandler is to put his Barn exclusively on a new range of 12-inch

45s called 'Six Of The Best.' Barn's entire roster of artists will Essex music chief David Platz who appear on the Six Of The Best label in future, recording six-track 12-inch 45s to retail at £1.49. The first will be by En Route (cat no SUPER 45 1) sporting 'Wasting My Time', 'I've Got That Feeling', 'I Want To Talk To You', 'The French Way', 'It Don't Make You

A Woman' and 'Liar'

The new label will be pressed and distributed by RCA under a recentlynegotiated agreement. The discs will appear in simple paper sleeves carrying a Six Of The Best Logo'. The first release will be on February 22 with a Slade super 45 to follow and other artists at fortnightly intervals

Confident that he will be able to maintain the £1.49 price tag indefinitely, Chandler told RB: "This new idea spells the end of Barn because I

wanted a new name for the super 45s that would be synonymous with the product

"The idea is to give buyers six titles to choose from. I have always thought the single was a restrictive medium while the album has become too expensive. Both of them are out of date in my

Chandler has decided not to feature any particular track on the 12-inchers, but leave it to radio stations to play their



Heavy tv for Matt Munro hits

FOLLOWING LARGE-SCALE research, EMI is going ahead with heavy tv support for a 20-track Matt Munro greatest hits collection entitled Heartbreakers (EMTV 23) released on February 29.

In an initial £120,000 tv and point of sale spend, EMI is launching the campaign in the ATV, Granada and Trident areas between March 3-23. If this proves successful, the 45-second spots will roll out nationwide with an additional £200,000 budget. Other advertisements will utilise 15-second and 20-second formats

A clever commercial has been produced featuring the famed Chi-Chi and An-An giant panda romance with Munro songs to match like 'Born Free', 'From Russia With Love', Portrait Of My Love' and 'Softly As I Leave You'. Dealers will receive giant panda cardboard cut-outs for display purposes

Capitol Records is releasing 'Born Free' c/ 'We're Going To Change The World' by Munro in a picture bag featuring pandas to coincide with the EMTV push. The album will retail at the normal £5,29 tv album dealer terms, with a TC cassette configuration also available although no cartridge is planned.



THE EVER-smiling Snips, rock vocalist and follower of fashion, has been signed to MAM Records. In am the clocks pictured above are (left to right): Joy Nichols, MAM international manager; Geoffrey Everitt, MAM managing director; Snips, man-ager Del Taylor and Dominic de Sousa Pernes, MAM a&r manager.

Shop rents up 18% last year

SHOP RENTALS shot up by an average of 18 percent in the six months between May and November last year, according to a recently published report by the Investors Chronicle. The increase was far greater than in office or

industrial rents.

However the report is optimistic about the next two years. It states that this rate of increase is unlikely to continue and that taking into account inflation shop rents may decline in real terms during 1981.

CBS reduces cassettes to LP price, plus 5% returns

prices of its cassettes by 20p to bring them into line with album prices. The company is also extending the five percent returns allowance to tapes.

Classical distribution co.

will concentrate on specialist classical product has been set up by MDC. It will be known as Parnote Distribution and is based at 47 Chalton Street, London

In addition to such labels as Harmonia Munde, Pearl, Abbey, Albany, Italia and Desmar, the company has clinched a deal with Original Records for limited distribution of the cult album The Hitch-Hiker's Guide To The Galaxy. which has already sold over 15,000

Parnote will have four salesmen on the road plus a small telephone sales department. It will run its own delivery vans in the London area, with Courier Express covering the rest of the country.

Alan Goulden, Parnote managing director, told Record Business: "Many small dealers are neglected by the major companies and we felt there was a gap to fill with specialised product from small labels

We believe these changes will give the dealer more incentive to stock and sell tape," commented marketing director Peter Robinson. "It will enable the retail trade to get as near as possible to equalising price-off messages on both LPs and tapes and make price merchandising more effective." (For full details, see CBS Conference report p4.)

DJM is also bringing its cassette prices into line with albums and retaining the 35 percent margin on tape. A price rise on April 1 will affect only

Deals

CHARLY MUSIC has acquired the European rights to the complete catalogues of US labels Jewel, Paula and Ronn plus European rights to sections of the Allen Toussaint catalogue. Charly has also obtained UK and Irish rights to the complete catalogue of the R&B label Vee-Jay.

A DEAL has been concluded between Poplar and Hammer Records for release on February 15 of a single titled 'Dancin' Man' (HS 305) by Jo-Jo Laine, wife of Wings guitarist Denny Laine

Six weeks tv for Rose Royce

A MASSIVE six-week tv campaign to back Rose Royce Greatest Hits (RRTV 1) kicks off on February 27, and WEA is bolstering the push with a fortnight of breakfast time radio commercials.

The 14-track album features 'Car Wash', 'Love Don't Live Here Any more' and the current 'Is It Love That You're After'.

Yorkshire and the North East get first bite of the cherry for three weeks from February 25. April 2 sees the rest of the network covered by a further three week campaign, after which WEA estimates 90 percent of UK homes will have seen the commercial

four times. The radio spots will be heard on Capital, Trent, City, Clyde, Forth, Thames Valley, BRMB, Piccadilly, Pennine, Tees and Orwell. and full scale merchandising back-up is being sent out to stores. Rose Royce embark on a tour to coincide.

Our Price buys Cloud 7 shops

OUR PRICE Records has purchased the Cloud 7 specialist retail chain bringing its overall strength up to 17 outlets in the London area.

Cloud 7 has branches in Putney, Wimbledon, Hounslow and St Albans. All four will be turned into Our Price shops within the next month. Existing Cloud 7 staff will be offered jobs with Our Price, although new managers will

be appointed. Mike Isaacs, Our Price director,

refused to comment on the reasons behind Cloud 7's sell-out or reveal the sum paid for the four outlets. Cloud 7 was also unwilling to comment on the

BPI wins damages on SNF imports

THE BPI obtained £750 damages against a company that was buying imported Saturday Night Fever counterfeit cassettes and distributing them to London retail outlets including Selfridges and Lightning Records, in the High Court last week. The firm is Harris and Goldring

Ltd., of Edgware Road, London which is also being asked to pay the costs of the action, brought by Polydor Records. Also in the High Court last week

was Sadguru Gaitonde, trading as Duplicassettes who agreed to pay £750 damages to the BPI. He was discovered last year operating an illicit tape duplication service from his home at Compton Road, Winc hmore Hill, London.



Moon to Severn

GRAHAM MOON, former marketing manager with DIM Records, has been appointed managing director of Severn Sound, the new ILR station due to come on air in November covering the Gloucester and Cheltenham areas.

Moon, who has no previous broadcasting experience, told RB that he felt his marketing and media backgrounds had been instrumental in his securing the job. "We aim to be aggressive in our sales and marketing approach and the board felt the station needed somebody who could talk to marketing men in their own language," said Moon,

Severn Sound will be based in Ye Olde Talbot Inn, a former Gloucester coaching inn, which has lain empty for some years and is being completely refurbished. Moon envisages the station being Top 40 in its musical approach, but his immediate priority is to start recruiting staff, including a programme controller.

Creole oldies CREOLE'S COMPLETE catalogue of

oldies, comprising about 200 titles, has been offered to juke box operators to select specially compiled singles with tracks most suitable to individual loca-

Tony Coussins, Creole md, said the idea had been well received and 20 special couplings had been ordered, with an average of 5,000 copies of each. The bulk of the business had been placed with the Music Hire Group.

Among the records chosen, with either original or re-recorded material, are 'Nutrocker'/'Bumble Boogie' by B Bumble, 'Let's Twist Again'/Pony Time' by Chubby Checker, 'Yakety Yak'/'Poison Ivy' by the Coasters and 'How Do You Do It'/'I Like It' by Gerry and the Pacemakers.

Ins & Outs

KEITH ASPDEN has been made a director of Island Music as part of a general re-structuring of the company's creative department. He was previously creative manager. Jane Summerville becomes Aspden's per-sonal assistant, while Clive Black, son of lyricist Don Black, joins Island Music as professional assistant. The new department reports to Island Music managing director Peter Corn-

MULLINGS

WHEN YOU pick up a deal to supply 2,000 sets of the Koran in Arabic and English, each on 54 cassettes, for the United Arab Emirates to give away as presents to non-Arab Muslim VIPs, then there has to be a story worth telling somewhere. And so it proved with John Deacon of Conifer Records, the man whose contacts with the Arab music world brought him the assignment from the Islamic Cultural Centre in Sharjah. A few years ago Deacon was having a drin the Cairo Hilton with an Arab friend who introduced him to Denys Johnson-Davies, an English barrister who was dealing with an American Muslim who had offered to handle the Koran recording for a modest £1 million. Deacon, when he recovered from the shock, offered to do the same job at a rather m reasonable cost. He was in due course summoned to Sharjah where he sat around the hotel for a week while negotiations with the American were discontinued, but he left with the deal. It took three weeks to record the Arabic section at EMI's Athens studio and as long again for LeGai Eaton, senior advisor to the Regent's Park Mosque, to read the English interpretation - direct translation is not allowed Then followed a mammoth job of editing to put the Arabic and English sections in sequence, followed by the design and manufacture of suitably prestigious door-cover packaging with simulated leather and goldblock lettering on each slip case. The set will include Allen and Unwin's Book Of The Koran which itself retails at £17, and Deacon reckons that if the set ever becomes available for retail sale in this country it will cost not less than £150. He is, naturally, hoping that the Islamic Cultural Centre in Sharjah which sponsored the project, will find so many recipients for such a magnificent gift that a repeat order will arrive at his West Drayton office before too long

FRUSTRATING FOR MCA chief Roy Featherstone to see all the buzz going on with Polydor's album of the new Andrew Lloyd Webber meisterwerk Tell Me On A Sunday. MCA of course had first TC Superstar and then Evita from the prolific Webber and was all set to continue the successful association with 'Sunday' - but inexplicably MCA in America was not interested and Webber smartly took his wares over the Polydor . . . incidentally, we noted in the Daily Mail that retiring Evita, Elaine Paige is talking about forming a rock band and going on the road - is this wise? . . . expect news shortly of a British-based label comeback by Larry Uttal, former boss of Bell and Private Stock . . . with 'Crazy Little Thing Called Love', Queen hovering on the brink of a chart-topper in the States, while Gary Numan's 'Cars' and Pretenders' 'Brass In Pocket' look set to repeat their British successes over there . . . the word is out on London heavymetal three-piece Angel Witch with Atlantic, Stiff and Virgin reportedly in line for their signatures . . . Cher due in the UK at the end of April, but somehow we can't see her exactly in her element at a Hammersmith Odeon gig

MULLINGS MAN Of The Year and then concurrent features in the Sunday Telegraph and the Sunday Times - where will it end for personable Richard Branson? The Virgin supremo was rated the second wealthiest music industry person - after Paul McC (and a few others we could think of) and is expressing an interest in entering politics, but wasn't sure with which party . String Of Hits album goes platinum . . on BBC 2 on February 22, Billboard's European mainman Mike Hennessey interviews Newport Jazz Festival creator George Wein . . . publicist Keith Altham in Epsom General Hospital with a broken leg sustained while playing football - earlier in the season he broke a brace of ribs . . . Tony Coussins of Creole predicting that this year the label will tv promote two albums, one of which may be by Fleetwood Mac founder Peter Green . . . Jeffrey Kruger makes an appearance in the latest edition of International Who's Who Of Intellectuals, which prompted a comment from quietly-spoken Steve Gold, manager of War and BS&T; "How can he be intellectual - he doesn't even drink"

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Here's one stupid girl worth listening to



Ellen Foley Her new single **StupidGirl**

A dynamic version of the Jagger/Richard Classic. Impeccably performed by ex-Meat Loaf vocalist Ellen Foley.

Ellen Live 'The Venue' LONDON February 21st and 22nd

EllenFoley



CBS Order Desk, Tel: 01-960 2155, CBS Distribution Centre, Bariby Road, London W10

CBS to offer some tapes cheaper than LPs

CBS IS taking a positive step to combat this the focus of a mid-price coll the growth in home-taping activity by making pre-recorded cassette terms more attractive to the retail trade and backing its initiative with a full-scale promotion campaign next month. It has also introduced security measures to prevent counterfeiting

We are feeling bullish about cassettes - they could be a big growth area. managing director David Betteridge told the company's salesmen at the half-year conference at London Heathrow Hotel. He announced plans to introduce five percent returns on cassettes, a move which will be widely welcomed by the trade, to bring tape and album prices into line and then go one stage further to test the appeal of the pre-recorded article by offering certain rock and pop titles at up to £1 less than the LP equivalent. Cassette versions of 12-ins singles are under consideration.

To make organised counterfeiting and piracy of CBS tapes a less simple operation, the company will be introducing inlay cards carrying intricate "bank note" design over which will be printed the song titles, plus a daffodil design stamped on to the cassette casing.

With 1979 having been CBS' most successful year in both turnover and profits, Betteridge said the company was looking forward to "a rosy 1980, despite the black clouds on the hori zon." TV promotion and a further drive on

the mid-price market will feature strongly in the company's most immediate promotions, as well as the Spring In The Country campaign on 16 top country albums (RB Feb 11)

On test in Anglia is The First Ladies Of Country with Crystal Gale, Tammy Wynette, Lynn Anderson, Billie Jo Spears and Dolly Parton, while Johnny Mathis LP Tears And Laughter is on trial in the Westward area. A bonus item of tv exposure will be Cadbury's £750,000 six-month media campaign to promote its Contrast line of chocolates. A tv commercial, presently being screened in the Southern area, and due to go national features as the Contrast neme a selection of Shostakovitch's Piano Concerto No. 2. CBS has made familiar tv themes entitled Contrast. Cadbury has bought 11,000 copies of the LP for its own use as a dealer loader incentive.

Jet sales manager Ray Cooper disclosed the label's continuing commitment to Heavy Metal, with a double single retailing at a one-single price from Magnum, a £2.99 compilation entitled Metalurgy showcasing tracks from Quartz, Widowmaker Magnum and Quartz, Widowmaker Magnum and Bernie Torme. Recently signed to Jet are Ozzie Osbourn ex-Black Sabbath who will have an album out in the Spring, and former Thin Lizzy guitarist Gary Moore, now recording in Los Angeles and due to tour the UK in April.

Tony Coussins, md of Creole disclosed plans for a second Peter Green album Little Dreamer, on the PVK label due for heavy media promotion, and likely to be backed with a film about the former Fleetwood Mac guitarist to be screened on OGWT. Following a successful seasonal promotion of threetrack singles in the Blast From The Past series, Creole is putting out a 20-track sampler Black Soul, retailing at £3.99, with original versions or re-recordings of classics by Martha Reeves, Sam and Dave, Bob and Earl, Gladys Knight and

the Chiffons among others For DIM, sales manager Martin Paine mentioned Elton John's Lady Samantha album of catalogue material retailing at £2.99 and a new LP Studio Sweethearts from Slaughter And The Dogs. This will be out in March to coincide with a 20-date tour beginning in Manchester. Pre-release orders will be stickered with a £3.99 price tag.

Les Tomlin, sales manager of Warwick, reported on forthcoming albums from the Boppers, a Swedish group, Gallagher & Lyle, a Brenda Lee hits album and Going Steady, the soundtrack from the sequel to Lemon Popsickle, which contained a variety of vintage rock'n'roll material. Due for tv promo tion around Eastertime will be Country Number One, a 22-track compilation by Don Gibson, while Warwick's country music repertoire will also feature in catalogue advertising in late-March.



WHEN THERE'S an opportunity to secure some over-the-top publicity, idiosyncratic Aussie singer Duffo never misses a trick. He is pictured with blow-up doll performing a track from his PVK album The Disappearing Boy at the CBS sales conference.

Robinson: tv still important

TV ADVERTISING will continue to play an important part in CBS's marketng strategy, confirmed the company's marketing director Peter Robinson at the Heathrow Hotel on Friday.

We will be increasing our use of tv in an experimental way, and there will be limited tv support for general releases from time to time," he said.

But he reminded delegates that CBS had about a dozen supertalented American acts who regularly sell platinum in the USA but miss out on similar British

"This year we have albums from Dan Fogelburg, Teddy Pendergrass, Willie Nelson and Aerosmith. One by one we can crack these acts - it is all down to hard work

"Through good work from the sales and promotion teams we are close to a gold album with the Nolans - and a lot more cheaply than another company managed with the same group. We need more effort like this," he concluded

Big prize in M 45 contest

MCA RECORDS is to run a unique umer competition in association with British Airways to tie in with release of the new M single 'That's The Way The Money Goes' (MCA 570) on February 22

A limited edition of 30,000 copies of the single will carry details of the competition, 500 of these will include the statement "it's a winner, it's your lucky day". All discs will be shrinkwrapped and anyone purchasing one of the special 500 copies will be able to enter the competition. First prize will be seven days in New

York for two, and the record dealer selling the winning single will be presented with a gold disc by MCA, which will also be supplying major accounts with leaflets and posters.

Merchandising

STARTING ON February 17, Stiff Records is distributing leaflets to 31,000 homes in the South London areas of Sutton and Croydon offering £2 off Wreckless Eric's new double album Big Smash out on February 22. Leaflet recipients will be able to take

it to Bonaparte's shops in Bromley and Croydon to buy the album at £2.99 - an extra £1 off the £3.99 introductory offer on the first 10,000 copies.

Stiff is hoping to extend its dealer involvement in specific areas of the country as much as it can in the future.

LIBERTY UNITED Records has lined up campaigns for the new Gerry Rafferty single 'Bring It All Home' (BP 340), released on February 29, and the new J Geils Band album Love Stinks, out on February 22. Both will be backed by consumer press advertising and in-store

THE FIRST 15,000 copies of the new Rachel Sweet album Protect The Innocent will retail at the special price of £3.99 before reverting to the usual price of £4.99. A single 'Fools Gold' (BUY 67), taken from the album, has also been released by Stiff Records.

spearheads CBS Spring campaigns New Joel LP ALTHOUGH BILLY Joel's Glass-Other CBS country releases for the Loussier's first self-penned work Pul-£4.99. The single 'Longer' is picking up

houses album is the biggest CBS release of the forthcoming few months, with its two-stage campaign featuring radio, public transport and press advertising, other big pushes are planned for Willie Nelson, Johnny Cash, Psychedelic Furs and Tim Renwick Presenting a film clip from The

Electric Horseman - Willie Nelson's first acting role - new product manager Greg Lyn noted the major campaign going on around the release of the movie coupled with the March 7 scheduled 'My Heroes Have Always Been Cowboys' single.

Spring period include albums from Moe Bandy, Bobby Bare and Johnny Cash, whose A Believer Sings The Truth LP of Gospel songs will be co-advertised on ILR stations with local dealers. Janie Fricke's third LP From The Heart will be complemented with a visit to the Country Music Festival and ty shows.

CBS is bombarding the student market with 50,000 flimsy samplers of Tim Renwick's new album via the NUS and will be reinforcing this with music press advertising and local radio guitar workshops hosted by Renwick.
Other CBS LPs included Jacques

sion, the debut offering from new signing Jules and the Polar Bears, Nina Hagen's second album, and the single 'Computer Games' from Mi Sex, an Australian outfit

The Psychedelic Furs kick off their assault on the UK market with a single 'Sister Europe' and follow up with a £3.99 limited edition album and a similar long term price tag on the cassette version. After 15,000 copies the

album sleeve colour scheme changes. From Epic and Associated Labels mes the new Dan Fogelburg LP Phoenix packaged in a gatefold sleeve at

John Cooper Clarke is lining up Snap Crackle and Boo, his forthcoming LP.

for late March or early April. The first 20,000 come in an unusual 'top pocket' sleeve containing a free copy of the Manchester poet's book The John Cooper Clarke Directory.

One of the biggest poster campaigns ever undertaken by EPA will be built around The Beach Boys Keeping The Summer Alive LP. It will also be advertised in the music consumer press and there is a possible UK tour under consideration.



Coming your way soon!

The new single from

Hall & Oates WAIT FOR ME PR 1747

Taken from the album 'X-Static' LP-PL 13494. Cassette PK 13494



The new single from

Tomita RAVEL'S BOLERO

12" – RC 9498. 7" – RB 9498 Ravel's Bolero is featured in the film '10'. Now on general release

The new single from

Nazareth

HOLIDAY TOP 50

Taken from the album 'Malice in Wonderland' LP-TOPS 126. Cassette TTOPS 126



ORDER FROM: RCA LIMITED.
LYNG LANE, WEST BROMWICH, WEST MIDLANDS B70 7ST.
TELEPHONE: 021-525 3000

THE SINGLES CHART 1 - 60

SALES RATING

AIRPLAY RATING
100% = Top Of The Poos

The Record Business Top 100 is compiled from sales and airplay on a system adapted from the charts of the successful US. 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 host.

Action Of The Week



	INY		

(100	= Stro	ing No	0.15	ales	100% = Top Of The Pops		KENNY RUGERS	
				/	1/			
This Week	Last Week	Wks on Chart	1	,	TITLE/ARTIST		Label/Cat. No.	D Dea
₩ 1	2	5	68	89	COWARD OF THE COUNTY KENNY ROGERS		UNITED ARTISTS UP 614	E
2	1	5	56	63	THE SPECIAL A.K.A. LIVE! (EP) SPECIALS	0	2 TONE CHS TT7	F
* 3	8	5	36	29	CAPTAIN BEAKY KEITH MICHELL WITH CAPTAIN BEAKY & HIS BAND		POLYDOR POSP 106	F
* 4	12	5	36	58	AND THE BEAT GOES ON WHISPERS		SOLAR SO 12-1	R
* 5	7	5	36	74	SOMEONE'S LOOKING AT YOU BOOMTOWN RATS		ENSIGN ENY 34/3412	F
6	3	10	36	37	I'M IN THE MOOD FOR DANCING NOLANS	0	EPIC EPC 8068	
	-				ROCK WITH YOU MICHAEL JACKSON	U		С
7	17	3	33	81			EPIC EPC 8206	С
8	25	3	27	79	CARRIE CLIFF RICHARD		EMI 5006	E
9	10	3	27	74	SAVE ME QUEEN		EMI 5022	E
10	34	3	26	64	SO GOOD TO BE BACK HOME AGAIN TOURISTS		LOGO TOUR †	R
11	15	9	25	86	I HEAR YOU NOW JON & VANGELIS		POLYDOR POSP 96	F
12	5	12	25	29	IT'S DIFFERENT FOR GIRLS JOE JACKSON	0	A&M AMS 7493	С
13	33	2	25	57	I CAN'T STAND UP FOR FALLING DOWN ELVIS COSTELLO		F-BEAT XX 1	W
14	4	7	25	58	MY GIRL MADNESS	0	STIFF BUY/BUYIT 62	C
15	6	10	24	72	BABE STYX	0	A&M AMS 7489	C
16	9	13	22	55	THREE MINUTE HERO THE SELECTER		2 TONE TT8	F
t 17	20	5	21	72	BABY I LOVE YOU RAMONES		SIRE SIR 4031	W
18	11	9	21	54	7 TEEN REGENTS		RIALTO TREB 111	A
19	16	6	21	74	LIVING BY NUMBERS NEW MUSIK		GTO GT 261	C
20	30	5	17	42	RIDERS IN THE SKY SHADOWS		EMI 5027	E
21	21	6	17	45	UNDERPASS JOHN FOXX		METAL BEAT VS 318	C
22	14	11	16	25	GREEN ONIONS BOOKER T & THE MGS		ATLANTIC K10109	W
23	23	6	15	75	THE PLASTIC AGE BUGGLES		ISLAND WIP 6540	
24	24	5	15	59	JANE JEFFERSON STARSHIP			E
25	88	2	15	28	ALL NIGHT LONG RAINBOW		GRUNT FB 1750	R
26	38	3	15	67			POLYDOR POSP 104	F
					GAMES WITHOUT FRONTIERS PETER GABRIEL		CHARISMA CB 354	F
	35	3	15	15	TOUCH TOO MUCH AC DC		ATLANTIC K 11435	W
28	13	14	13	31	BRASS IN POCKET PRETENDERS	•	REAL ARE 11	W
29	45	3	13	77	SINGING THE BLUES DAVE EDMUNDS		SWANSONG SSK 19422	W
30		1	13	12	AT THE EDGE STIFF LITTLE FINGERS		CHRYSALIS CHS 2406	F
31	70	3	11	81	TAKE THAT LOOK OFF YOUR FACE MARTI WEBB		POLYDOR POSP 100	F
7 32		-1	10	66	ATOMIC BLONDIE		CHRYS. CHS 2410/122410	F
33	18	12	11	37	WITH YOU I'M BORN AGAIN BILLY PRESTON & SYREETA	0	MOTOWN TMG 1159	E
34	28	5	9	70	BUZZ BUZZ A DIDDLE IT MATCHBOX		MAGNET MAG 157	A
35	36	3	12	15	MAYBE TOMORROW CHORDS		POLYDOR POSP 101	F
36	52	2	9	64	ON THE RADIO DONNA SUMMER		CASABLANCA NB 2236	A
7 37	54	2	11	25	RIGHT IN THE SOCKET SHALAMAR		SOLAR SO 12-2	R
38	19	12	11	11	PLEASE DON'T GO KC & THE SUNSHINE BAND	0	TK TKR 7558	C
39	29	6	10	29	TOO HOT KOOL & THE GANG		MERCURY KOOL 8/812	F
40	32	12	8	56	ESCAPE (THE PINA COLADA SONG) RUPERT HOLMES		INFINITY INF 120	C
41	26	9	9	36	BETTER LOVE NEXT TIME DR.HOOK		CAPITOL CL 16112	
42	66	2	10	28	TOGETHER WE ARE BEAUTIFUL FERN KINNEY			E
43	49	2	8	43	TURNING JAPANESE VAPORS		WEA K79111	W
43							UNITED ARTISTS BP 334	E
-	42	7	7	60	ARE YOU READY BILLY OCEAN		GTO GT 259	С
45	22	13	10	13	I WANNA HOLD YOUR HAND DOLLAR		CARRERE CAR 131	W
46	57	3	6	58	TV FLYING LIZARDS		VIRGIN VS 325	С
47	27	9	8	26	JAZZ CARNIVAL AZYMUTH		MILESTONE MSP/MRC 101	R
48	48	2	8	7	RED FRAME - WHITE LIGHT ORCHESTRAL MANOEUVRES IN THE DARK		DINDISC DIN 6/6-12	C
49	55	4	5	67	DO THAT TO ME ONE MORE TIME CAPTAIN & TENNILLE		CASABLANCA CAN 175	A
50		1	9	10	I'VE DONE EVERYTHING FOR YOU SAMMY HAGAR		CAPITOL CL 16120	E
51	40	5	7	23	MUSIC MAKES YOU FEEL LIKE DANCING BRASS CONSTRUCTION		UA UP/12UP 615	E
52	31	13	8	9	SPACER SHEILA & B.DEVOTION		CARRERE CAR 128	W
53	37	6	5	51	MAMA'S BOY SUZI QUATRO		RAK 303	E
54	59	2	8		OUT OF CONTROL ANGELIC UPSTARTS		WARNER BROS K17558	W
55	72	3	7	15	WE GOT THE GROOVE PLAYERS ASSOCIATION		VANGUARD VS/VSL 5016	A
	65	4	5	45	YOU KNOW HOW TO LOVE ME PHYLLIS HYMAN		ARISTA ARIST 323/12323	F
56					MOTORBIKE BEAT REVILLOS		DINDISC DIN 5	
	47	6	7	7			EPIC EPC 8103	C
57			5	40	CARAVAN SONG BARBARA DICKSON			С
58	44						ASAM AME TENE	
	62	3	3	64	ROSIE JOAN ARMATRADING SO LONELY POLICE		A&M AMS 7506 A&M AMS 7402	C

KEY TO DISTRIBUTORS

KEY TO DISTRIBUTORS
A - Pyrs: B - One Stops, C - CBS; E - EMI; F Phonodisc; H - Lightning; I - Solomon &
Perex: J - Charmdale; K - Crecle; L
Lugtons; M - Spartar; O - President; P Pinnacle; O - Rough Trade; R - RCA; S Selecta; T - Estuly Products; U - Scotia; W WEA; X - Clyde Factors; Y - Wynd Up.

New Entry

Platinum Disc (1 million sales) Gold Disc (½ million sales)
 Silver Disc (½ million sales) · Index less than 0.5

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

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HOT DOD MIKE HURST IACUFFROSE 88

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LOWK (WARNER BRICK) IT

LOANT STAND UP FOR FALLING DOWN NICK
LOWK (WARNER BRICK) IT

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HOWARD SCOTT LEEDS BO

HILL TAKE CARE OF YOU. THE WORLD IS A

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(BLACKSHEEP) B. TYPE DONE EVERYTHING FOR YOU JOHN CARTER/SAMMY HAGAR (WARNER BROS) BO JAME RON NEVSON (CARLIN) SEL LEIBOVITZ (MOVA/FUSE) CARNIVAL AZYMUTH/JOEL B LEIBOVITZ (MOVA/FUSE) L'ARRY LEAST LEWEL) B1 KING - FOOD FOR THOUGHT BOB LAMB ((GRADUATE/NO CLAIMS 79 LIVING BY NOMBERS TONY MANSFELD IAPRIL)

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THE SINGLES CHART 61-100

-	-				TTI METER ATTENT	00 00	
	Last W Week C		Sales Index	Airplay Index	TITLE/ARTIST	Label/Cat No p	Dealer
* 61		1	6	2	RHYTHM TALK JOCKO	PHIL.INT.PIR 8222/138222	C
62	41	6	5	38	STRANGE LITTLE GIRL SAD CAFE	RCA PB 5202	R
* 63	90	2	6		BAD MANI COCKNEY REJECTS	EMI 5035	E
* 64	71	3	8	16	MARTIAN HOP ROCKY SHARPE & THE REPLAYS	CHISWICK CHIS 121	E
* 61		1	5	14	FAN MAIL DICKIES	A&M AMS 7504	C
* 60		1	3	50	ANOTHER NAIL IN THE HEART SQUEEZE	A&M AMS 7507	C
67	64	5	5	20	DANCE STANCE DEXY'S MIDNIGHT RUNNERS	PARLOPHONE R6028	Ε
* 68		1	- 5	17	HOT DOG SHAKIN' STEVENS	EPIC EPC 8090	C
85	43	11	5	1	TEARS OF A CLOWN - RANKING FULL STOP BEAT O	2 TONE CHS TT6	F
70	60	7	8		WHERE'S CAPTAIN KIRK? SPIZZENERGI	ROUGH TRADE RTSO 4	M
7	39	9	4	15	SPIRITS (HAVING FLOWN) BEE GEES	RSO/RSOX 52	F
* 7	-	1			A SONG FROM UNDER THE FLOORBOARDS MAGAZINE	VIRGIN VS 321	C
7:	1 46	11		2	LONDON CALLING CLASH	CBS 8087	C
74	50	11	4	3	WE GOT THE FUNK POSITIVE FORCE	SUGARHILL SH/SHL 102	A
71	5 56	5	1	3	SKINHEAD MOONSTOMP SYMARIP	TROJAN TRO9062 / TROT9061	
* 7		1	100	39	ECHO BEACH MARTHA & THE MUFFINS	DINDISC DIN 9	C
7	7 77	3	2	19	TELL THAT GIRL TO SHUT UP HOLLY & THE ITALIANS	OVAL 1016	C
* 71		2			BIRD IN FLIGHT - TRIBAL LOOK TOYAH	SAFARI SAFE 22	M
* 7		1		1 16	KING - FOOD FOR THOUGHT UB40	GRADUATE GRAD 6	M
+ B		2			I'LL TAKE CARE OF YOU . THE WORLD IS A CHETTO WAR	MCA/MCAT 557	C
* 8	1 87	2		20	JUDY IN DISGUISE SILICON TEENS	MUTE 004	M
* 8		4		38	TONIGHT ZAINE GRIFF	AUTOMATIC K17547	w
* 8		1			WITHOUT YOU THREE DEGREES	ARIOLA ARO 208	A
* 8		1			CUBA - BETTER DO IT SALSA GIBSON BROTHERS	ISLAND WIP/12WIP 6561	E
* 8		1			HOLDING ON TONY BALLO	CALIBRE CAB/CABL 501	A
8		11			LHAVE A DREAM ARRA		c
* 8		1			THE MONKES (EP) MONKES	ARISTA ARIST 326	
* 8		1			TONIGHT I'M ALRIGHT NARADA MICHAEL WALDEN	ATLANTIC K11347/11347T	w
8		2			SISTER EUROPE PSYCHEDELIC FURS	CBS 8179	C
* 9		1		3 2	HANDS OFF SHE'S MINE THE BEAT	GO FEET FEET 1	F
* 9		1		12	STOMP BROTHERS JOHNSON	A&M AMS/AMSP 7509	C
* 9		1		31	WORKING MY WAY BACK TO YOU - FORGIVE ME. GIRL DETROIT SPINNERS	ATLANTIC K11432	w
9				2 2		HARVEST HAR 5194	F
9				2 5	DON'T STOP THE FEELING ROY AYERS	POLYDOR STEP/STEPX 6	F
9				1 28	WOMAN'S WORLD JAGS	ISLAND WIP 6531	F
9				2 1	TROUBLE 999	POLYDOR POSP 99	F
9		1			GANDHARA GODIEGO	BBC RESL 66	A
9					HAVEN'T YOU HEARD PATRICE RUSHEN	ELEKTRA K12414	w
9				2 4		SCOPE SC 11	w
- 9		3				MCA /MCAT FEE	C

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ROCK WITH THE JORES (ROCKOOR) 8
ROCK WITH JORES (ROCKOOR) 8
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ROCK WITH JORES (ROCKOOR) 8
ROCKOOR (ROCKOOR) 8
ROCKOOR (ROC

FLORIDA/B&C) 75 SO GOOD TO BE BACK HOME AGAIN TOM ALLOM (ARNAKATA/WARNER BROS/LOGO

SONGS) 10
SO LONELY POLICE (VIRGIN) 60
SOMEONE'S LOOKING AT YOU ROBERT JOHN
LANGE (SEWER FIRE HITS/ZOMBA) 5
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(WARNER BROS) 52 SPIRITS (HAVING FLOWN) BEE GEES/ALBHY GALUTEN/KARL RICHARDSON (FAMOUS CHAPPELL) 71 STOMP OUINCY JONES (SUNBURY/RODSONGS) STRANGE LITTLE GIRL ERIC STEWART

STRANGE LITTLE GIRL ERIC STEWART (ST.ANNES) (ST.ANNES)

TELL THAT GRILL TO SHUT UP BOS MUSTO B
THE MONKESS (EP) JEF BARRY/TOMAY
GROVES FORM THAT GENERS (GRANE AND ST
OVER THE SHORT GENERS (GRANE AND ST
THE SHECKAL A.K.A. LIVES (EP) JERRY
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WE GOT THE GROOVE DANN WHISS
WE GOT THE GROOVE DANN WHISS
WHIRE E CAPT AM KIRK DAVE WOODS
PRIZEMENTS (CONTRIGHT CONTROL) TO
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Ones To Watch

101 THEME FROM THE INVADERS (COMPUTER GAME) YELLOW MAGIC ORCHESTRA (ABM AMS/AMSF 7502) 102 RUNNING FREE IRON MAIDEN (EMI 5032) 103 GIVE ME JUST A LITTLE MORE TIME CHASIMEN OF THE BOARD INFERNO

MCA/MCAT 568

104 WORZEL'S SONG JON PERTWEE (DECCA

F13885) 105 LOCO MOSQUITO IGGY POP (ARISTA ARIST 327) 106 A POP SONG WRECKLESS ERIC (STIFF BUY

64) 107 STANDING OVATION GG (ARISTA ARIST 328/12328) 108 I'M AN INDIAN TOO - DEPUTY OF LOVE DON ARMANDO'S SECOND AVENUE RILUMBA BAND (ZE WIP) 12WIP 6557 109 LET ME ROCK YOU KANDIDATE (RAK 306 110 TOTAL CONTROL MOTES (CAPITOL C. 15113) 111 DO YOU LOVE ME GRIL (JET.169)

111 DO YOULOVE ME GIRL LUET 169)
112 PATA PATA OSBIBSA PVE PP / 12° 5013
113 LOVE PATROL DOOLEYS (GTD GT 260)
113 LOVE PATROL DOOLEYS (GTD GT 260)
114 HOW DO I MAKE YOU LONG HONSTADT
115 HEATWAVE MARTHA REEVES & THE
VANDELLAS (MOTOWN THAN 01 176)
116 WE LUVE FOR LOVE PAT BENATAR
(CHIVSALS CHS 2403)
116 TARK ANDT (108) ROOL SISTEMATOR
(CHIVSALS CHS 2403)
118 TARK ANDT (108) RAOL SISTEMATOR
(AMA MAS 7506)

(AAM AMS 7505)
119 THE BDYS ARE BACK IN TOWN GAP BAND (MERCURY MER/ MERX 2)
120 CHATTY, CHATTY TOOTS & THE MAYTALS (ISLAND WIP) 120WP 6544)

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 Rust (01 836 9311).



Wholesale & Import Round-up

110 Haited Artists

Jananese Chrysele

anese East World

VERY FEW UK wholesalers appear to be directly importing those potentially controversial North American titles at present. The cheap parallels are still getting in, however, via such EEC Crosby's Bing Sings While Bregmen countries as Holland, And that means Swings, at a dealer price of £5.21. Also it's impossible for record companies to take any legal action.

Following the recent depatures of directors Simon Goodman and John Camp, Norman Bates has been appointed the new managing director of Camden-based importer Pacific. Peter

Macklin is the new general manager A number of new titles are available from official Polygram import company

ROCK IMPORTS

Best-selling rock import LPs as reported by RB's India panel.

1 NARITA Riot 2 BEST OF THE SEX PISTOLS Sex Pistols 3 THE CLASH Clash 4 MESS IN WITH THE BOYS Charle & Marie Currie 5 DAMNED DAMNED DAMNED Japanese Columbia US Epic US Cantol

French Stiff US Epic Dutch RCA US Spy US MCA

5 DAMMED DAMMED DAMMED Dammed 6 TRILLION TIEson 7 ROCK CONCERT David Bowie 8 SABATAGE - LIVE John Cale 9 THE AXE ALBUM AND 10 REGGATTA DE BLANC Police 11 GILLAN GENANC POLICE THIS WORLD US A&M US A&M se East World US Capitol

Facedancer 13 GONG STEADY 14 HIGH LEVEL CUT UFO 15 MR. UNIVERSE

16 GUILLOTINE THEATRE Cuddly Toys
17 STORM Storm
18 BACK DOWN TO EARTH Zon

Japanese Overseas US MCA US Epic US A&M (5×7in) Japanese MCA IMS. On the ECM label there is Teri Rypdal's LP Descendre, on MTS is The Reunion by Stephane Grappelli and George Shearing and from Japan Bing currently selling well is the L. Shankar LP Touch Me There.

London reggae one-stop Mojo Records has two new albums on the shelves this week - Immy London's Children Are Crying In The Ghetto, on the IB label, and on import It May Sound Silly by Glasan Anderson and the Moodies Allstars.

Sussex importer Swift Records has moved to a new 3,000 square foot warehouse in Wilton Road, Bexhillon-Sea, to cope with its increased turnover. The company's telephone number stays the same Croydon's Bonapartes has also now confirmed that it will be opening its new premises in Pentonville Road, Kings Cross, at the

beginning of March. Various new imports are in stock at Flyover Records in Hammersmith. They include, from Japan, Roy Buchanan's Live In Japan, which carries a

dealer price of £6.30.

Finally, Stage-1 has just received a shipment of British overstocks, both albums and cassettes, with dealer prices between 60p and £1.50. Stage-1 also has Sex Pistol albums The Great Rock And Roll Swindle and Never Mind The Bollocks, at £3.50 and £2.40 trade.



PICTURED ABOVE with John Mair (CBS sales director) are the two winners of the Autumn Sales Incentive; Salesmen Colin Miller (left) and Jim Evans. A presentation was made at last week's CBS sales conference.

EMIEMC 3310

TV GUIDE

ANGLIA TRING OF HITS Shadows

ATV
OOLDEN COLLECTION Charley Pride K-Tel NE 1056
STRING OF HITS Shadows EMIEMO 3310
GREATEST HITS KC & The Sunshine Band
GREATEST HITS KC & THE WARREN
GREATEST HITS KC & T

BORDER RING OF HITS Shadows EMIEMC 3310

GRANADA IS KC & The Sunshi GREATEST & TKR 83385

STRING OF HITS Shadows STRING OF HITS Shadows EMIEMC 3310

TRIDENT TRIDENT GOLDEN COLLECTION Charley Pride K-Tel NE 1056 GREATEST HITS KC & The Sunshine Band-TK TKR 83385

WESTWARD STRING OF HITS Shadows EMI EMC 3310
TEARS & LAUGHTER Johnny Mathis CBS 10019
THE FIRST LADIES OF COUNTRY Verious CBS 10018

RECORD BUSINESS February 18 1980

A & R woman with Pressing brief

THE FIRST woman a & r chief to be appointed by a British major label, WEA's Moira Bellas is also being retained in her old press job. She explains this new trend in industry versatility to JOHN HAYWARD.

MOIRA BELLAS is not the first press officer to move over into the world of a&r, and she is not the first woman to take on the top position – much brain-wracking produced the name of Warner Brothers East Coast a&r chefil Karen Berry. But she is certainly the first lady to

head up the a&r and press departments of a British major at the same time. The immediate catalyst for the move

was the recent resignation of veteran WEA a&r head Dave Dee to set up his own Ariola-financed Double D Records, but Moira's involvement in talent stared more than a year ago after she heard early Chrissie Hynde demos. Close co-operation with Real

Records' Dave Hill resulted in the signing of The Pretenders, two medium hits and then January's singles and albums chart toppers – not a bad start. The move also reflects a change in a&r

in emove aiso renects a canage in aord direction for WEA. Over the past three years very few UK direct signings have been made – B. A. Robertson is a notable exception – with the main concentration going into label licensing activities.

In this way WEA has watched Beg-

gars Banquet and the Lightning spinoffs produce success after success, and a great deal of all-important turnover.

The proof lies in the figures. Three years ago UK talent amounted to about one percent of UK turnover for WEA. Last year that percentage was more like 31 percent -a massive £11 million worth of business generated in one way or another by British talent.

The licence deal phase now appears to be over and WEA managing director John Fruin confirmed: "Moira's job will not be to go out looking for label deals but to sign acts directly with a view to long-term development. We don't want to get involved in the transfer market."

Moira's new job is also a sign that WEA is moving away from traditional addr scouting methods. The emergence of a new act is often noted by the music press and picked up by pub and club bookers long before the majors get a look-in

So Moira, and second in command Dave Walters - also recruited from the press office - are aiming to exploit their close press contacts to pick up advance buzzes and information in order to be in there and pitching before the other giants have woken up.

Since WEA's moveto Berwick Street, the large first-floor press office has been designed to create an easy-going atmosphere where artists who often feel ill at ease in big company offices can feel at home.

Moira explained: "My offices will be in the same area and we will try to maintain the same informality. We don't try to pretend we are a small label,



MOIRA BELLAS with The Pretenders, a band which WEA hopes will herald a new era of direct signings to the company.

but the whole approach will be more informal than the usual major. We are prepared to lose some efficiency in order to get the atmosphere right here."

If the scouting methods are going to change, there is likely to be a new reliance on the old fashioned virtues of taking on young artists and building a career for the long term under the new regime.

The Pretenders could be a pointer to

the way Bellas feels about talent. The Real Records connection was forged over a year ago, and 'Stop All Your Sobbin', 'Kid' and 'Brass In Pocket' were all terribly slow builders despite the support of the big radio stations. "It was very costly to subsidise the

band throughout that first year," said Bellas. "The debts really begin to pile up in these cases and you start to wonder what you will be getting for your money. But the main thing is to keep everybody's morale going, and I think we were able to do that."

After only a week in the job, it was perhaps unfair to ask about possible future signings although she was able to say. "The dine is right to find acts with development potential, but I don't want to take on too much. I would rather take things slowly, even if it menas passing on something I might want to get involved in later on. The important hing is not to divery tourself too many ways in terms of both effort and money."

Unlike many people in her position in the record industry, Moira is position about 1980 and believes the old virtues of good strong songs will continue to pay off.
"If you look at the best of the new

bands like Police, Selecter, Specials and of course, The Pretenders, you can see they have great songs, and have not jumped on the bandwagon by covering old hits, and so they're going to keep going.

"The white ska movement has got to take things further, although I'm not sure quite where it will end up." opined Moira. "You can say I'm no lover of heavy metal, although I've been known to bop at AC/IDC concerts, and I can tell you artists I like to go and see live like Elton John and Bowie. All of them write great songs."

And despite the fact that Bellas already has a British band lined up as her first signing, she admits that most of her early weeks in the job are likely to be taken up with a re-structuring of the

whole a&r side of the WEA operation.

"Obviously most of my time is going to be taken up with a&r but I just have such a love for press I will still look after. The Pretenders and B.A. Robertson, even if it means I have to work twice as

hard "

One of the a&r areas that will need a re-think is the impact in America of UK WEA acts. The Pretenders and Gary Numan are just beginning to make a

showing and Moira confirmed that one of her prime functions will be to ensure UK bands get a fair crack of the promotional whip on the other side of the pond, something which may not always have happened in the past.

As a clueless 15-year-old junior Moira

began her record company career in the Pye press office; run at that time by one Pat Pretty – now with Mulligan Records in Ireland. After that it was a stimt working for Paragon Publicity, a Giogo Gomelsky brainchild, and then after a spell outside the business, if was back with Pat Pretty, this time at EMI. A financially disastrous adventure in

A financially disastrous adventure in independent pre with Three's Company was followed by setting up Three Dog Night and Steppenwol's pr base in the UK until she became worried by making money out of bands that never toured and took a drop in salary to become press secretary at Kinney - at that time the umbrella company for Warner Brothers and Atlantic.

That was in 1970, and for ten years Ms. Bellas has stayed while the various WEA components have split up and re-combined until the current challenge was taken up.

"Now I want to do this job right," concluded Moira. "I don't want to prove myself as a woman in a man's world especially, because I have already done that with ten years of pr here. It's just that for the first time my reputation is really at stake again."

SMALL LABELS

LINCOL N-BASED indie Dead Good launched its first album last Friday (15th) Entitled 'East', the album contains 15 tracks featuring eight local bands including the splendidly-named Vick Sinex & the Nasal Sprays, Best cuts on an interesting and varied album are 'Someone' and 'Comalife' by the Whizz Kids and the raunchy Stay Inside' performed with considerable style by the Cigarettes, who contributed a fine session to the John Peel show a couple of weeks ago Musically the album ranges from the reggae of Vick Sinx to the mainstream rock of B-Movie, and with the first 2,000 copies carrying a rrp of £3.99 (dealer price £2.65), steady if unspectacular sales are assured.

Prince Buster's eleven year old 'Greatest Hits' album is finding a whole new market with the current upsurge in bluebeat/ska music prompted by 2 Tone's phenomenal success. Lugtons report heavy sales for the 16-track album which retails at £2.99 (dealer price £1.73) and includes the original version of 'Take It Easy (Champs Elysees)', recently covered by DiVersion and enjoying considerable sur port from Radio One's Mike Read The interest in Prince Buster has resulted in Melodisc scheduling no less than SIX albums by the Prince for imminent release.

-Key To Indie Distributors -D-Stage 0.0e 0428 53953 H-Fast Products 031 661 5811 J-Fast Dit 258 0572 L-Lagtons 01 349 9122 M-Spartan 01903 47336 N-Neat 0532 64999 P-Princate 01 734 4543 0-Rough Trade 01 221 7355 T-Graduate 0344 59048 U-MCD 01 402 9651 V-Red Rhino 0904 35499 X-Reddingtons 021 643 2017 Z-Builet 0725 48249

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ub rock using XTC backing tracks and o

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LESTER YOUNG THE LESTER YOUNG STORY VOLUME 4 (CBS)

★ Contains Seven E
 CRAZY RIGYTHM (Sam)

NEWALBUMS

single 'Everybody's Got Someth

ven Drunken Nights", "Black Velvet Band" and others

THE INDIE CHART

		SINGLES/EPs/APs	
- 1		WHERE'S CAPTAIN KIRK?	
		BIRD IN FLIGHT/TRIBALLOO	Trade (Q/M/V/J)
		Toyah	Safari (M)
		SHEEP FARMING IN BARNET	
		Toyah	Safari (M)
		KNG UB40	Graduate (T/M)
		WHITE MICE Mo-Dattes	Mode (Q/M/V/J)
		LET'S BULD A CAR	
			Trade (Q/M/V/J)
		JUDY IN DISGUISE	
		Silono Teens	
			Muse (Q/M/V/J)
		YOU CAN BE YOU Honey Bane	Crass (O)
		CALIFORNIA UBER ALLES	
		Dead Kennedys	Fast (H/Q/M/P)
		MOTORHEAD Motorhead	Big Beat (P/J)
		SOLDER SOLDER	
		Spizzenergi Rough	Trade (Q/M/V/J)
		DON'T TOUCH ME THERE	
12		Typers Of Pan Tano	Neat (N/Z/J)
13			remail (N/Z/J)
13	9	MIND YOUR OWN BUSINESS	
		Delta Five Rough	Trade (C/M/V/J)

17	23	ALTERNATIVE ULSTER	
		Stiff Little Fingers Ri	nuch Trade (QIM/V/J
18	13	TRANSMISSION Joy Division	on Factory (P
19	25	DARK ENTRIES Bauhaus	Axis (QU
20		I'M IN LOVE WITH MARGA	RET THATCHER
		Notsensibles	Redball (Z/V)
21	12	I LIKE BLUEBEAT Caro	Absurd (P/Q/J)
22	17	SPYDERMAN Akrytykz	Red Rhino (V/P)
23	11	SILENT COMMAND	
		Cabaret Voltaire B	ough Tade (Q/M/V/J)
24	20	EARCOM 3 (EP) Various	Fast (H/Q/M/P)
25	-11	NSIDE OUT SHIPS	Dork (V)
26	24	AL CAPONE Prince Buster	Blue Beat (L)
27		WEIRD NOISE (EP) Word N	inise F.Off
28	19	OPENING UP Circles	Graduate (T/M)
29	100	FERY JACK Fell	Step Forward (I)

			11.00 (41)
		ALBUMS	
1	1	STATIONS OF THE CRAS	is .
		Crass	Crass 521984 (Q)
2		LIVE AT THEY MCA	
		Caberet Voltaire Rough Tra	de ROUGH 7 (Q/M/V)
3	4	UNKNOWN PLEASURES	
		Joy Division	Factory FAC 10 (P/Q)
4	11	FLYING DOESN'T HELP	
		A. More	Quango HMG 98 (Q)
5	2	PRINCE BUSTER'S GREA	
		Prince Buster	Melodisc MS 1 (L)

Throbbing Griste Industrial IR 006 (O. RETURN Durits Column Factory FAC 14 (P) (O. SURVY ORS Samson Laser LAP 1 (M) INFLAMMABLE MATERIAL STILL LAMMABLE MATERIAL STILL LAMMABLE MATERIAL SHILL LAMMABLE MATERIAL LAMMABL

4.99 C FFR 29

2.70 C EEB 22

3.65 E FEB 15

690 C 658 22

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C FFR 29

5.19 C FEB 8

2.79 C FEB 22

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490 C 110 22

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FFR 22

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Top 40

WHERE'S CAPTAIN KIRK?	KC & THE SUNSHINE BAND: Great-
Spizzenergi Rough Trade (Q/M/V/J) BIRD N FLIGHT/TRIBAL LOOK	
BIRD IN FEIGHT/TRIBAL LOOK	est Hits (TK TKR 83385) Prod: Harry
Toyah Safari (M)	
SHEEP FARMING IN BARNET	Wayne Casey/Richard Finch
Toyah Safari (M)	KC's sound was a precurser of the
KING UB40 Graduate (T/M)	
WHITE MICE Mo-Dettes Mode (Q)M/V/J)	disco movement while still retaining
LET'S BULDA CAR	
Swell Maps Rough Trade (O/M/V/J)	some funk appeal of a 60s nature. The
Silicon Teens Mute (Q/M/V/J)	band is in a line of certain good black
YOU CAN BE YOU Honey Bane Crass (Q)	American funk outfits of the mid-70s
Dead Kennedys Fast (H/Q/M/P)	that played unselfconscious dance
SOLDER SOLDER	music before the disco label was
	dreamed of. Included on this regionally
Typers Of Pan Tang Neat (N/Z/J)	tv-advertised compilation are 'Sound
Delta Five Rough Trade (Q/M/V/J)	Your Funky Horn', 'That's The Way (I
VICTIM OF THE RIDDLE Toyah Safari (M)	Like It)', 'Shake Your Booty' and

riff stuff.

'Boogie Shoes'. All danceable brass 'n' BOOKER T & THE MG'S: Green Onions (Atlantic K40072)

The success of the title track as a single should trigger interest in this repackaged album, with what are presumably the original sleeve notes, although not indicated as such. With their references to Booker T. aged 28. and Steve Cropper "now 27", these could mislead the uninitiated into assuming that the album is newly recorded, when in fact there's not a track on it less than 12 years old. It doesn't make the music any less appealing of course, and the efforts of Jones, Cropper, Dunn and Jackson on tracks like 'Hip Hug-Her', 'Soul Dressing' and 'Mo'Onions' made them into classic soul instrumentals

SPYROGYRA: Catching The Sun (MCA MCG4009) Prod: Jay Beckstein/Richard Calandra

By definition Spyrogyra are a jazz-funk outfit, but the implication of limited appeal to record buyers doesn't apply Where the band has the edge on the competition is that in addition to their glowing musical prowess, they also have an ability to write discernible melodies and don't lose contact with them during solo improvisations. It is the easiest-listening jazz rock album to be released for ages and has abun-A FFR 15 dant crossover potential to build on their Morning Dance album and chart single. Band is touring this month and C FFR 29 a Top 60 spot should not be elusive 5.15 F FEB 15

THE ROSE: Original Soundtrack Recording (Atlantic K50681) Prod: Paul A. Rothchild

As an actress and all-round 'personality' Bette Midler is an awful lot larger than life. She carries the movie almost single-handed, producing a convincing portrait of a 60s rock'n'roll casualty in the terminal stages of road fatigue. So when she sings in the film her sheer personality helps her carry it off. In the cold light of vinyl, however, the slight vocal flatness and then the over-thetop attempts at the big production numbers 'When A Man Loves A Woman' and 'Stay With Me' are shown up. The film will sell the album, but the album is unlikely to sell the film.

ALBUM REVIEWS

999: The Biggest Prize In Sport (Polydor POLS 1013) Prod: Vic

Great-

This first album for Polydor from 999 sees the band pacing its music slightly; indeed, 'Hollywood' has a measured slow reminiscent of The Stones. The other songs are too often repetitive and unimaginative and one feels that the music could expand still more out of 999's characteristically neatly urgent style. But overall one has to say that the band is gradually moving beyond its original punk brief.

PEARL HARBOUR & THE EXPLO-SIONS: Pearl Harbour & The Explosions (Warner Brothers K 56769) Prod: David Kahne

Strong and tension packed debut from this highly-rated West Coast outfit. Lady lead vocalist Pearl E. Gates has a distinctive set of vocal cords which add an extra touch of originality to ten unusually-constructed songs which rely heavily on the offbeat guitar of Peter Bilt. The band is accessible in a way that The Slits could never be and may be able to mop up the middle ground that exists between the avant garde and the Blondie fans

WAR: The Music Band 2 (MCA MCF3050) Prod: Jerry Goldstein On The Music Band 2 War explores

the possibilities of Latin rhythms to a greater extent than previously, with a couple of soulful ballads thrown in for contrast. By far the best thing on the whole album is a re-working of 'The World Is A Ghetto', done as an instrumental where the band cooks beautifully, with superb percussive interplay and a shining performance from new hornman Pat Rizzo. Pity that such inspiration is not so evident alcowhere Rand is due in soon for a tour in company with Blood Sweat & Tears

PATRICK HERNANDEZ: Born To Be Alive (Gem/Aquarius GEMLP 104) Prod: Jean Valoo It is a reflection of how fast musical

fashions change that this album is already starting to show its age with its concentration on disco. Hernandez was hot last year with the compulsive Born To Be Alive', but like so many of the disco hitmakers was unable to follow it up. The album has some great dancing tracks and Hernandez has an intriguing vocal style, but without concurrent singles activity, the album's chances must be slim

SYLVAIN SYLVAIN: Sylvain Sylvain (RCA PL 13475) Prod: Lance Quinn/Tony Bongiovi/Syl Sylvain Another former New York Doll makes a

come-back bid, and in this case it might just work. A variety of hardhitting three minute songs pitched somewhere between the Rolling Stones and 1980 have a brittle New York quality without too much pretention towards punk make up the bulk of the album with a couple of slower numbers thrown in to vary the pace. The band is good too with a fine drummer in Lee Crystal and bass man Buz Verno. However, chart chances must be slimmish without massive promotional back-up

THE DISCO CHART

Label/Cat. No.

BPM **

Compiled by RR Research from returns from available disea existence of the

This Last Wks on TITLE/ARTIST

		6	AND THE BEAT GOES ON WHISPERS	Solar 7-1/12-1 R	116
+2	4				
		15	ROCK WITH YOU MICHAEL JACKSON	Epic EPC 8206/13 8206 C	120
*3	7	3	RIGHT IN THE SOCKET SHALAMAR	Solar 7-2/12-2 R	123
*4	11	5	HAVEN'T YOU HEARD PATRICE RUSHEN	Elektra K12414(T) W	130
5	6	3	THE WORLD IS A GHETTO WAR		114/118
	3	5	SHAKIT BRASS CONSTRUCTION		20/124
*7	-	1		Calbre CAB/CABL 501 A	
			HOLDING ON TONY RALLO		***
	9	5	YOU KNOW HOW TO LOVE ME PHYLLIS HYMAI		116
9	8	8	DON'T STOP THE FEELING ROY AYERS	Polydor STEP/STEPX 6 F	114
10	10	3	WE GOT THE GROOVE PLAYERS ASSOCIATION		129
*11	18	5	RHYTHM TALK JOCKO	Phil Int PIR 13 8222 C	114
12	2	10	JAZZ CARNIVAL AZYMUTH	Miestone MSP/MRC 101 R	135
13	5	6	TOO HOT KOOL & THE GANG	Mercury KOOL 8/812 F	106
14	12	17	WE GOT THE FUNK POSITIVE FORCE	Sugarhill SH/SHL 102 A	114
15	20	22	(NOT JUST) KNEE DEEP FUNKADELIC	Warner Bros K17494(T) W	116
16	14	14	GREEN ONIONS BOOKER T & THE MG'S	Atlantic K10109(T) W	137
17	13	11	WITH YOU BILLY PRESTON & SYREETA	Motown TMG 1159 E	Slow
18	15	11	ARE YOU READY BILLY OCEAN	GTO GT 259/12 259 C	119
*19	28	3	STANDING OVATION G.Q.	Arista ARIST 328/12328 F	126
20	16	6	PRAYIN' HAROLD MELVIN & THE BLUE NOTES	Source SRC/12SRC 102 E	124/127
				Warner Bros K17537(T) W	119
21	21	14	I WANNA BE YOUR LOVER PRINCE		
*22		1	DON'T PUSH IT LEON HAYWOOD	(20th Century TCD 105) Imp	114
*23	34	3	TOGETHER WE ARE BEAUTIFUL FERN KINNEY		113
24	24	5	ON THE RADIO DONNA SUMMER	Casablanca NB 2236 A	128
±25	35	2	STOMP BROTHERS JOHNSON	A&M AMS/AMSP 7509 C	121
¥26		1	SELF SERVICE LOVE GUARDIAN ANGEL	Radic/Matumbi RIC 106 E	
					124
27	23	4	I CAN FEEL IT STOP		124
★28		1	CATCHING THE SUN SPYRO GYRA	MCA/MCAT 568 C	
*29		1	TONIGHT I'M ALRIGHT MICHAEL WALDEN	Atlantic K11347(T) W	100000
30	19	5	SKINHEAD MOONSTOMP SYMARIP To	ojan TRO 9062/TROT 9061 C	Reggae
*31		1	WORKING MY WAY DETROIT SPINNERS	Atlantic K11432 W	123
32	25	19	RAPPER'S DELIGHT SUGARHILL GANG	Sugarhill SH/SHL 101 A	112
32	33	19	WONDERLAND COMMODORES		Slow
*34	43	- 4	GONNA SIT RIGHT DOWN ERROL DUNKLEY	Scope SC(T) 11 W	Reggae
*35	67	2	CHATTY CHATTY TOOTS & THE MAYTALS	Island WIP 6554 E	Reggae
*36		1	BOYS IN BLUE LIGHT OF THE WORLD	Ensign ENY 36/3612 F	128
37	37	16	THE SECOND TIME AROUND SHALAMAR	Solar FB/FC 1709 R	116
38	42	2	BOCK IS GONNA GET YOU GORDONS WAR	(Starr-Jay SJ 001) Imp	129
			HERE COME THE SUN FLB	Fantasy FTC/12FTC 185 E	123
39	29	3			163
40	26	3	TONIGHT'S THE NIGHT SHARON PAGE	(Source SOR 13952) Imp	118/122
#41	26	3	TONIGHT'S THE NIGHT SHARON PAGE HANG ON IN THERE BABY ALTON & JOHNNY	Polydor POSP/POSPX 118 P	98
	26				
*41	-	2	HANG ON IN THERE BABY ALTON & JOHNNY CHAIRMEN OF THE BOARD (EP)	Polydor POSP/POSPX 118 P	98
#41 42 43	32	3	HANG ON IN THERE BABY ALTON & JOHNNY CHAIRMEN OF THE BOARD (EP) SPACER SHEILA B. DEVOTION	Polydor POSP/POSPX 118 P Inferno HEAT 16 P Carrere CAR 128 W	98 Various
#41 42 43 44	32	13	HANG ON IN THERE BABY ALTON & JOHNNY CHAIRMEN OF THE BOARD (EP) SPACER SHEILA B. DEVOTION LOVE INJECTION TRUSSEL	Polydor POSP/POSPX 118 P Inferno HEAT 16 P Carrere CAR 128 W Elektra K12412(T) W	98 Various 134
#41 42 43 44 #45	32 17 27	3 13 11	HANG ON IN THERE BABY ALTON & JOHNNY CHAIRMEN OF THE BOARD (EP) SPACER SHEELA B. DEVOTION LOVE INJECTION THUSSEL GIVE UP FUNK B.T. EXPRESS	Polydor POSP/POSPX 118 P Inferno HEAT 16 P Carrere CAR 128 W Elektra K12412(T) W (US Columbia 1-11200) Imp	98 Various 134 113
*41 42 43 44 *45	32 17 27	3 13 11 1	HANG ON IN THERE BABY ALTON & JOHNNY CHAIRMEN OF THE BOARD (RP) SPACER SHIELA B. DEVOTION LOVE INJECTION TRUSSEL GIVE UP FUNK B.T. EXPRESS WINNER TAKES ALL ISLEY BROTHERS	Polydor POSP/POSPX 118 P Inferno HEAT 16 P Carrere CAR 128 W Elektra K12412(T) W (US Columbia 1-11200) Imp Epic EPC 7795 C	98 Various 134 113
#41 42 43 44 #45	32 17 27	3 13 11	HANG ON IN THERE BABY ALTON 8 JOHNNY CHARMEN OF THE BOARD (EP) SPACER SHEAL 8 DEVOTION LOVE INJECTION TRUSSEL GIVE UP FUNK 8 T. EXPRESS WINNER TAKES ALL ISLEY BROTHERS FVE GOT TO LOVE SOMEBOOY SISTER SLED	Polydor POSP/POSPX 118 P Interno HEAT 16 P Carrere CAR 128 W Elektra K12412(T) W (US Columbia 1-11200) Imp Epic EPC 7795 C 3E Atlantic K11404 W	98 Various 134 113 120/122 126
*41 42 43 44 *45	32 17 27	3 13 11 1	HANG ON IN THERE BABY ALTON & JOHNNY CHAIRMEN OF THE BOARD (RP) SPACER SHIELA B. DEVOTION LOVE INJECTION TRUSSEL GIVE UP FUNK B.T. EXPRESS WINNER TAKES ALL ISLEY BROTHERS	Polydor POSP/POSPX 118 P Inferno HEAT 16 P Carrere CAR 128 W Elektra K12412(T) W (US Columbia 1-11200) Imp Epic EPC 7795 C 3E Atlantic K11404 W Motown TMG 1171 E	98 Various 134 113
*41 42 43 44 *45 46 47	32 17 27 39 22	3 13 11 1 4	HANG ON IN THERE BABY ALTON 8 JOHNNY CHARMEN OF THE BOARD (EP) SPACER SHEAL 8 DEVOTION LOVE INJECTION TRUSSEL GIVE UP FUNK 8 T. EXPRESS WINNER TAKES ALL ISLEY BROTHERS FVE GOT TO LOVE SOMEBOOY SISTER SLED	Polydor POSP/POSPX 118 P Inferno HEAT 16 P Carrere CAR 128 W Elektra K12412(T) W (US Columbia 1-11200) Imp Epic EPC 7795 C 3E Allartic K11404 W Motown TMO 1171 E	98 Various 134 113 120/122 126
*41 42 43 44 *45 46 47 48	32 17 27 39 22 60 71	2 3 13 11 1 4 6	HANG ON IN THERE BADY ALTON & JOHNSY CHARMEN OF THE BOARD (EP) SPACER SHIELA B. DEVOTION LOVE INJECTION TRUSSEL GIVE UP PUNK 6.T. EXPRESS WINNER TAKES ALL ISLEY BROTHERS TYPE GOT TO LOVE SOMEBOOY SISTER SLED ICAN'T HILP MYSELF BONNE POINTER UP BAD YOUR BELLOW YOUNDER GENERA'	Polydor POSP/POSPX 118 P	98 Various 134 113 120/122 126 128
#41 42 43 44 #45 46 47 48 #49	32 17 27 39 22 60 71 40	2 3 13 11 1 4 6	HANG ON IN THERE BARY ALTON A JOHNNY CHAIRMEN OF THE BOARD (EP) SPACER SHELLS B. DEVOTION LOVE HAIGHTON THUSSEL GUYE UP FUNK OF T. EXPRESS WINNER TAKES ALL ISLEY BROTHERS FUR GOT TO LOVE SOMEBOOY SISTER SLID I CAN'T HELP MYSELF BONNE POINTER WE RAP MORE MELLOW YOUNGER GENERAL SHE'S SO DEVISIONS AND AVENT SAME SAME SAME SAME SAME SAME SAME SAME	Polydor POSP/POSPX 118 P Inferron HEAT 16 P Carrero CAR 128 W Essetra K12412(T) W (US Columbia 1-11200) Imp Epic EPO 7795 C 3E Atlantic K11404 W Motown TMG 1171 E TION (Brass BRDS 2504) Imp Atlantic K11374 W	98 Various 134 113 120/122 126 128 110
*41 42 43 44 *45 46 47 48 *49 50	32 17 27 39 22 60 71 40	2 3 13 111 1 4 4 4 4	LIAMO ON THERE BADY ALTON A JUNEWY CHARMEN OF HE BOARD (FP) SPACER SHELL A DEVOTION LOVE BLEETON TRUSSEL GIVE UP FUNK 6 T. EXPRESS WINNER TAKES ALL IS.C. PROTHERS FLOOT TO LOVE SOMEBOOY SISTER SLED L'EANT HILL PRYSELF BONNE POINTER WE RAP MORE MELLOW VOUNDER GISTERA' SHE'S SO DEVINE JAN AVOIGTMAN SHE'S SO DEVINE JAN AVOIGTMAN	Polydor POSP/POSPX 118 P Inferron HEAT 16 P Carrero CAR 128 W Elektra K12412(T) W (US Columbia 1-11200) Imp Epic EPC 7795 C SE Affantic K11404 W Motown TMG 1171 E TION (Brass BROS 2504) Imp Affantic K11374 W ZE WiP12VIP P7003 E C C C C C C C C C	98 Various 134 113 120/122 126 128 110 112
*41 42 43 44 *45 46 47 48 *49 50 51	32 17 27 39 22 60 71 40 48	2 3 13 11 1 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	LIAMO ON THERE BADY ACTOR A JOHNNY CHARMEN OF HE BOARD (FF) SPACER SHEAR B. DEVOTION LOVE INJECTION TRUSSEL GIVE UP FAINS 6.7 EXPRESS IVE BOY TO LOVE SOMEBOOY SISTER SALE IVE BOY TO LOVE SOMEBOOY SISTER SALE IVE BOY TO LOVE SOMEBOOY SISTER SALE WE RAP MORE MELLOW YOUNGER GENERA- SHE S BO DEVICE ROWNE POWER DEPUTY OF LOVE DON APMANDO THE LETTER AND STEWART	Polydor POSP/POSPX 118 P	98 Various 134 113 120/122 126 128 110 112 127 129
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- Key To Singles Distributors

A-Pye B-One Stops C-CBS D-Stope One E-EMI F-Phonodisc G-Spartan & Hough Trade H-Fast Products J-Fresh
K-Croble L-Lugtons M-Spartan M-Nael O-President P-Planacle Q-Rough Trade R-RCA S-Selecta T-Graduate
V-Ros Rhino M-MEX, Y-Wynd UP, 2-Buildet

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1980 - only the fittest will survive How wholesalers are facing industry problems

TIM SMITH looks at how, after a successful boom period, the independent wholesalers are now ping with recessions and the problem of non-EEC imports, among other topics.

FOR MOST UK record wholesalers, the last year has been dominated by two major problems - the industry recession and the controversy over non-EEC imports. And it's a fairly safe bet that these two issues will dominate the next 12 months.

Although Charmdale has been the only leading one-stop to go out of business, most wholesalers have suffered from the steady decline in record sales, and the serious drop in their own turnovers this has created.

As Ray Laren, managing director of Lightning Records, commented: "1979 has been a very grim time for wholesalers and this has forced many companies into introducing internal changes – although the response has been different from various operations.

He went on: "At Lightning we have been forced to concentrate on our strengths - such as golden oldies. We have also considerably improved our overall efficiency, speeding up order-processing and improving our cash-and-carry department." A large number of wholesalers - among them

Golds, Wynd-Up and Lightning - have reacted to the problem by increasing the emphasis on accessories - product lines that can give wholesalers and retailers mark-ups of between 50 and 100 With smaller wholesalers being forced into

specialisation by the shrinking market, the two



LIGHTNING'S IMPROVED cash and carry department, featuring newly installed VDU's at all check out

leading operations, Wynd-Up and Terry Blood Records, appear to be tightening their grip on the English and Scottish wholesale markets, especially as the two companies are now free of any cash-flow worries following the take-overs by NSS and John Menzies, respectively.

Colin Reilly, Wynd-Up managing director, claimed: "I believe that the future of wholesaling now rests with one or two leading companies. Our business is currently strengthening to the detriment of the smaller operations

The other main reaction to the industry crisis from wholesalers has been a move into imports, which because of the strengthening of the pound, are in many cases far cheaper than UK manufactured product. And this has led to what at times appears to have been open warfare between wholesalers and the major record companies

The dispute began last summer as the level of imports reached what record companies believed to be unacceptable proportions. Retailers started to receive letters from manufacturers threatening legal action if they sold non-EEC imports

The first blow was struck by Polydor in July when it applied for injunctions in the High Court banning Simons, Rumours and Harlequin from handling Portuguese copies of the Bee Gees album Spirits

The new few months saw CBS Records obtain injunctions preventing Disc Empire and Charmdale from bringing in various North American titles, plus an undertaking from Our Price Records not to sell certain US titles. A number of other undertakings were obtained by manufacturers over non-EEC product

It was beginning to look like record companies were going to have little trouble clamping down on cheap imports. However, at the end of last November, High Court judges ruled that Charmdale was not acting illegally by bringing in North American CBS product, and Polydor was refused an injunction aimed at preventing Stage-1 from handling any of its North American product In both the cases, record companies had applied

for "blanket" injunctions. While the High Court has been willing to grant injunctions on individual. specified titles, it was obviously unwilling to grant "blanket" injunctions on the basis that the whole issue should be settled by a full trial And the full trial is unlikely to be held until late this

year - at the very earliest. In the meantime, record manufacturers will almost certainly be able to continue obtaining injunctions on individual titles for which they hold exclusive copyright

As for Portuguese imports, the issue is complicated by the fact that the country has now applied for full EEC membership. Although Polydor obtained its injunctions on individual titles, this issue will not be settled until another full trial is held. One aspect of the dispute was that UK wholesal

rs got together and formed a pressure group - The Record Wholesalers Association - which aimed to cover the costs of any retailers taken to court over product pruchased from member companies, and to stage discussions with manufacturers to defuse the situation. Sadly, the RWA did not last much longer than the last wholesalers' organisation,

So how is the imports dispute likely to develop during the next 12 months?

Terry Shand, general manager at Stage-1, told Record Business: "It's very difficult to say exactly what will happen during the next year. But imports will continue to come in because cheap North American product can be channelled through EEC countries straight into Britain, and manufacturers cannot stop it

And as for Portuguese product, Paul Feldman, of Simons, pointed out that Portugal could well be a full EEC member before the issue reaches a full





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DOOLEYS/LOVE PATROL	(GTO)
KANDIDATE/LET ME ROCK YOU	(RAK)
GIBSON BROTHERS/CUBA	(Island)

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NARADA MICHAEL WALDEN/TONIGHT	(Atlantic)
GUARDIAN ANGEL/SELF SERVICE	(Radic)
SPYRO GYRA/CATCHING THE SUN	(MCA)

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M/THAT'S THE WAY THE MONEY GOES (MCA) B A ROBERTSON/KOOL IN THE KAFTAN (Asylum) EARTH WIND & FIRE (CBS) KC & THE SUNSHINE BAND/ LET'S GO ROCK AND ROLL (TK) SECRET AFFAIR/MY WORLD (I-Spy) BOB SEGER/FIRE LAKE (Capitol)

Topaction from the RB Top 100 and Indie Chart

SAMMY HAGAR/I'VE DONE EVERYTHING DICKIES/FAN MAIL (A&M) MAGAZINE/SONG FROM UNDER FLOORBOARDS (Virgin) (Graduate) UB40/FOOD FOR THOUGHT

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WHOLESALING SPECIAL



TONY GOLD, pictured at the recently expanded Golds warehouse in Levtonstone.

High Court trial - making such a trial completely

Nevertheless, it is likely that manufacturers will continue to apply for injunctions, almost certainly with success, to prevent non-EEC product getting into the UK. But it will be over individual titles and not entire catalogues. And by the time full trials are held, imports may no longer be economically viable.

Various record companies are, however, already attempting to reduce the appeal of imports for record retailers by reducing the retail prices of selected new releases and various back catalogue items.

Derrick Wrenn, Scotia boss, commented: "Until the last few months record companies have taken punitive action over cheap imports. Some are now taking a more enlightened attitude to avoid losing business. When they can get good discounts, dealers always prefer to stock UK product as

imports do have a lot of disadvantages."
And Feldman, who claims that Simons lost over E500,000 of imports business last year as a direct result of the record company clamp-down, added: "I have great respect for those record companies that are cutting prices to compete with imports at

street level."
Even if the imports dispute is successfully settled over the next year, many of the industry's problems are likely to remain. There is however one product line which wholesalers are rapidly realising can provide immediate, and in the long-term huge.

profits.

The market for video software, both blank and pre-recorded cassettes, is only just taking off. But taking the lead from Wynd-Up, more and more wholesalers are moving into this field as prerecorded catalogues expand and improve. And the videodisc, when it finally arrives, is likely to revitalise the entire industry.

As Lightning's Ray Laren concluded: "I'm optimistic about the future. The industry is in a very tight situation, but the efficient wholesalers will survive and eventually increase their own slice of the market."

importing EMI classical product following the closure of the major's import division. Otherwise,

The A-Z listing of wholesalers

101, George Street, Croydon, Surrey. Tel: 01-681 3062/1490.

IN ADDITION to operating three retail outlets in South London, Bonapartes handles various UK independent labels and brings in a fair amount of imports, with the emphasis on new wave and specialised product. The wholesale side has, however, been played down in recent months pending the opening of new premises in Kings Cross, at present scheduled for the beginning of March. Orders dispatched via Courier Express, Red Star or post, with standard dealer price.

applying in most cases.

CLYDE FACTORS
79. Washington Street

79, Washington Street, Glasgow. Tel: 041-221 9844.

SCOTLAND'S longest-established wholesaler, Clyde Factors stocks product from most major and independent record companies, a good range of classical product and a selection of traditional Scottish material. The company also handles Pickwick exclusively in Scotland.

Clyde Factors operates its own sales force which calls on accounts on a monthly basis with new release and special offer information. Delivery is via Securicor. A small selection of imports are available.

CONIFER

Horton Road, West Drayton. Tel: West Drayton 48531.

AS a highly specialist importer, Conifer's business received a recent boost when it acquired rights for

the company is best known for its vast range of Arab and ethnic music

DISCOVERY 91, Kington St Michael, Chippenham, Wilts. Tel:

Kington St Michael, Chippennam, Wilts. Tel: Kington Langley 537. FORMED 18 months ago by ex-CRD salesman

Mike Cox, Discovery concentrates on French product not available from UK companies. Among the labels handled are CBS (France), Vogue and Musidisc. Discovery also brings in various jazz, ethnic and classical tiles.

FLYOVER

15, Queen Caroline St, London W6. Tel: 01-748 1495

JAPAN is the main source of product for Flyover, with various direct-cut discs among the titles available. A fair amount of Australian product is also handled with delivery through Courier Express.

GEOFFREY COLLINS INTERNATIONAL 53, Colindale Avenue, London NW9. Tel: 01-200 1263

MAINSTAY of business is European overstocks and deletions, although there is a degree of specilisation in country and western music. Company also runs an export division, and it will be moving shortly to 25, Park Way, Burnt Oak, Edgware. 48-hour delivery through Gold Band.

S. GOLD AND SONS

777-9, High Road, Leytonstone, London E11. Tel: 01-558 2121. MOST STANDARD record company product is

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tone. London E11 4QS PHONE 01-558 2121/2 24 hour answering service 01-556 2429

WHOLESALING

deletions, cut-outs and other imports. An extremely wide range of accessories is also available, including PVC covers, T-Shirts, record and cassette cases and mirror badges.

The company has also just moved into prerecorded video cassettes, with about 100 titles now available. No minimum orders are required although there is a carriage charge on orders of

GRAY & BUTT

45, King Street, Stanford-Le-Hope, Essex. Tel: 03756-3041.

THE ESSEX wholesaler basically concentrates on standard chart, material, supported by a healthy range of the company directed and the properties this month is company directed a deal for UK distribution of the highly respected College Jazz USA label — list first move into importing, 19 Jazz sare initially available. There is a SSD minimum order except the properties of the properties of the properties of the second for extensions and new releases.

Clyde Works, Grove Road, Romford. Tel:

MPORT MUSIC Services were set-up last year as the official importer of Polygram product, under the control of general manager Barry Griffiths. Existing Polygram customers receive automatic credit, and nextremely good collection of titles are available from Polygram companies and licensees worldwide. The concentration is on Jazz.

LIGHTNING

839/841, Harrow Road, London NW10. Tel: 01-969 5255.

LAUNCHED in 1975, Lightning is today London's leading one-stop, supplying retailers throughout the UK with standard chart material, back catalogue, accessories, imports and golden oldies.

Imported product is mainly Jamaican releases, cut-outs and US 12-inch singles, plus a good range of rockabilly music. More than 5,000 golden older littles are carried, and accessories include PCC covers, badges, mirrors, belts and bags. Blank tape prices are very competitive and the company has recently introduced blank and pre-recorded video cassettes.

Offering 24-hour delivery through Courier Express, a new computer system was introduced last year for tele-sales. A 2½ percent handling charge is made on orders under £200, and speedy cash-and-carry facilities are available.

LUGTONS

PO Box 182, Cross Lane, Hornsey, London N8. Tel: 01-348 9122.

ESTABLISHED in 1901, Lugions has built up its turnover through accessories and hi-fi equipment, with records playing a less important role, especially since the mid-60s.

However, it does achieve a respectable turnover on records mainly due to Pickwick and TV-advertised product. In addition, Lugtons carries well over 100 small labels, plus imports on such labels as Medidiya, Supraphon and Desmar. Spoken word product and budget cassettes also play an important role.

Its 15-strong sales force works on records as well as hardware, with a minimum order of £25 and no handling charge. Delivery is through Courier Express, although Lugtons services London accounts with its own vans.

MIDLAND RECORD COMPANY

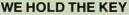
Chase Road, Brownhills, West Midlands. Tel: 05433-3083.

115, Gunnersbury Lane, Acton, London W3. Tel: 01-993 2134.

THE COMPANY does not handle chart material, dealing instead in UK deletions and overstocks, plus US overstocks. In addition, various American country catalogues, including Power Pack, Federal and Hollywood, are imported.

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WHOLESALING SPECIAL

ONE-STOP

Brett House, Park Parade, London NW10. Tel: 01-961 5211.

UT-96 3211.

COMPANY CARRIES a comprehensive range of stock covering chart material, all major label back catalogue, a good selection of accessories, a mass of small specialised labels, imports from such labels as Sky, rop Banking and Mood, plus a large golden ofdies section, and various cul-oxide and all product is at cleaker price. Operating interprise all product is at cleaker price. Operating interprise sales, delivery is via Courier Express or the company's own fleet of vans.

PACIFIC

51-53, Islip Street, London NW5. Tel: 01-267

SUBSIDIARY of US Jern Records, which splits its business between export and import, avoiding handling product released by UK record companies. Labels include Visa, Passport and PVC, with delivery via Courier Express. Norman Bates is the newly appointed managing director.

RUMOURS

3, Lockwood Walk, Romford, Essex. Tel: Rom-

ford 24038. SUPPLIES REGULAR UK product plus a sizeable range of imported cut-outs and overstocks. No minimum orders but those under £100 have a carriage charge. 48-hour delivery courtesy of Securicor.

SCOTI

33-37, Jeffrey Street, Edinburgh. Tel: 031-557 0029.

COVERS THE whole of Scotland plus some Northern dealers. In addition to standard chart items, major record company and independent UK material, Scotla offers a wide range of imports including US cut-outs and deletions. Uses four of its own delivery vans plus Courier Express.

SOLOMON AND PERES.

120, Coach Road, Templepatrick, Ballyclare, Co. Antrim, Northern Ireland. Tel: 08494-32711. Also at 106B, Dublin Industrial Estate, Finglas, Dublin. Tel: Dublin 309922.

SOLOMON AND Peres operates as a distributor or most UK major labels in Northern Ireland and Eire, plus the vast majority of Irish and Scottish labels. It closed down its Glasgow-based operation last year. Standard dealer prices are offered on all product with discounts for monthly accounts and cash settlements. No minimum orders are regulared countries with three salesmen on the road.

SP&S

Wharl Road, Stratford, London E15. Tel: 01-555 4321. Hega House, Ullin Street, London E14. Tel: 01-987 3812. Glampor House, 47, Bengal Street, Manchester. Tel: 061-228 6655.

SP&S EXCLUSIVELY handles overstocks and deletions from all the major UK companies, servicing over 1,000 UK and export accounts. Last August the operation moved to its new 38.000

G Gray

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NATION/WIDE SERVICE

Order Desk - 03756 3041 / 2 to 78813 43 / 45 King Street, Stanford le Hope, Essex. square foot warehouse at Stratford, and stocking was extended to cover both 7-inch and 12-inch singles. UK deliveries are through BRS, backed up by the company's own five vans.

STAGE-1

2, Kings Road, Haslemere, Surrey. Tel: 0428-53953.

STAGE-1 IS probably the largest UK importer of European and Japanese product, spanning current material, overstocks and a large range of 12-inch singles. Estimates that about 500,000 deletions are available. With ten telephone sales staff, delivery is via Securicor, with its own van fleet operating in the London area.

SYMPHOLA

47-49, Fountain Street, Belfast, Northern Ireland. Tel: Belfast 23306. 7, Upper Pembroke Street, Dublin, Eire. Tel: Dublin 600681.

SYMPHOLA DISTRIBUTES major UK record company product throughout Ulster in addition to a rack jobbing operation covering Northern Ireland and Eire. Also handled are a range of accessories that now include video cassettes.

Unlike its main competitor Solomon and Peres, Symphola brings in various imports including EM International. No minimum orders are required and standard dealer prices apply with a discount for cash and carry. Uses its own vans for deliveries in Belfast area, otherwise through independent car-

riers. H.R. TAYLOR

139, Bromsgrove Street, Birmingham. Tel: 021-622 2377.

THE COMPANY handles over 170 labels with concentration on TV advertised material and Pickwick. Usual dealer prices, with delivery through its own vans or Securicor. Operates its own

salesforce, except for in Scotland

TERRY BLOOD RECORDS Units 18, 19, 20, Rosevale Road, Parkhouse Industrial Estate, Newcastle-under-Lyme, Staffs. Tel: 0782-620321.

Staffs. Tel: 0782-620321.

ONE OF the two main UK wholesalers, 75 percent of Terry Blood Records was sold to the Scottish retail multiple John Menzies last November for "investment purposes". About the same time the company moved to new premises.

Almost all UK labels are stocked with retailers receiving next day delivery on all orders received before 7.00pm. Standard dealer prices apply in most cases and there is a minimum order requirement of £35.

WARRENS

16/18, Hollen Street, London W1. Tel: 01-734

WARRENS STOCKS standard UK chart material and top selling back catalogue plus a large range of imported deletions and overstocks, which are also available through its import company Simons (Tel: 01-552 5211). Also carries a large range of 12-indisingles and blank tapes. With no minimum orders warries guarantees next day delivery in London area for orders placed before 11.00am.

WYND-UP

Virtuguiste Laine, Prestwich, Manchester, Tel. 161-798 (933). 7, Klibernie Place, Tradeston Industrial Estate, Glasgow. Tel: 061-429 5155. WYND-UP claims to lead the field among UK wholesalers offering a comprehensive product range and a swift, efficient service. The company also moved into Scotland last year taking over the site vacated by Solomon and Peres.

Wynd-Up offers a massive range of accessories plus a complete service for Juke box operators. The company was also one of the first to move into pre-recorded video last year and a large catalogue of titles are obtainable, along with its special dealer offer on hardware.

With all documentation computerised, Wynd-Up cover all the UK, giving 24-hour delivery via Securicor on all order received before 3.45pm.

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RECORD BUSINESS February 18 1980



AIRC lashes 40% levy

THE PROPOSED Treasury levy of 40 per cent of profits payable by ILR companies, in addition to secondary rental, has been described as an "oner ous burden on companies" by the AIRC. The introduction of this levy is one of a number of provisions affecting ILR in the Broadcasting Bill, published on February 6, which was largely concerned with the fourth television channel

Secondary rental already rises to 55 per cent of profits and the proposed additional 40 per cent levy (on profits over £250,000) after secondary rental payment will, states the industry association, "divert money away from the expansion of ILR and the provision of an alternative radio service to the BBC in disadvantaged areas of the UK.

The television levy was introduced when the ITV system was complete, the statement continues. The radio levy would come at a time when there is a real possibility that ILR revenue will be under attack from two ITV channels and national breakfast television and when the ILR system is not fully established

'This is a worrying development, says Tony Stoller, director of AIRC, "It seems out of tune with the realities of establishing a new medium. ILR has flourished despite difficult econom circumstances and should not be penalised for its flair, initiative and success.

Whereas secondary rental payments may be re-allocated within the ILR system, funds paid to the Treasury would not only be lost to broadcasting, but also to the localities which raised the money. Capital Radio, with the largest profits in ILR, would become liable for the highest payment. In the financial year 1977/1978 the station showed a £3 million gross profit on a turnover of £8 million. The station is expected to show a turnover of £12 million for 1978/79.

The IBA's life has been extended to December 31, 1996. The Authority may roll contracts for eight years when reassessment is to take place, bu the IBA is not obliged to re-advertise the contract. Existing ILR companies' contracts become renewable 11 years from start date or 31 December 1986. whichever is the earlier. The contracts for Capital and LBE will therefore be considered in October 1984.

Finally the Authority will be allowed to subsidise radio companies which are unprofitable. This bodes well for the expansion of ILR into small areas as planned

Airlines

THE BBC is expected to publish th results of special audience research into listenership to Radios London and Leeds shortly. Normal BBC research methodology is not geared to reflect listenership to local radio with any degree of accuracy and these figures will be the BBC's first qualitative attempt in this direction . . . After nearly five years at Pennine Radio, Stewart Francis will be moving on to the new Peterborough station . . . Prince Charles to visit Capital Radio on May 14

the Prince of Wales has already visited Swansea Sound and City . . . Last week Metro launched a campaign for FM awareness entitles Clearly Better Radio with supportive POS material including a specially designed FM car sticker. Although between 80 and 85 percent of the station's listeners tune in on MW, normal night-time interference is aggravated by a Russian station during dark hours . . .

AIRC's full-time labour relations

adviser Douglas Fox has departed Great

£1.5m cut for BBC local radio

OVER THE next three years BBC local radio will have to cut its costs by £1.5 million. Recommendations to this effect are currently being considered as part of the BBC's plans to live with resources. For the year ended 31 March 1978, local radio operating expenditure was £7 million, rising to £9 million in

In order to finance the development of local radio it is envisaged that the present network of 20 stations, plus Norwich and Lincoln which are due to open later this year, exist on £500,000 a year less for three years.

Savings will be made by reducing the fundings of stations and natural wastage. Redundancies are not envisaged but people will be invited to transfer from existing stations to new thereby creating resources for expansion from

Further money will be saved by the replacement of the two residual regional areas - East Anglia and the South West

Playlist re-jig for Piccadilly THIS WEEK Piccadilly Radio intro-

duces a new playlist system under the leadership of head of music Pete Baker. "The old restrictions of Hit 30, 20 climbers and 10 extras will be thrown out of the window," says Baker. "The main problem was that since the Hit 30 records got the high rotations, no m or less than 30 records would enjoy this

The new system uses four categories: A) Ultra-Priority: 6 - 8 records representing the "big" sounds of the mor

(3-4 plays a day). B) Priority: Around 30 widely popular discs. (2 plays a day)

C) Playlist: Around 20 records - fading hits, new records which could be promoted to B)-list, or just good radio sounds. (1-2 plays a day). D) Extras: Around 10 records being new

releases of an "extreme" nature, or oldies. (About one play a day) The station will continue to feature its Hit 30 chart show on Sundays.

Since RB's Airplay Guide was intro duced nearly two years ago, eight commercial stations have changed from chart-based playlists to categorised lists. They are: Luxembourg, Capital, Forth Trent, Victory, Pennine, 210 and Plymouth Sound.

with local radio. There are eight regional outlets but since 1970 they have een replaced by the local sys In the BBC staff journal Ariel director

general Ian Trethowan said recently: " know we claim, and rightly, that we are the most cost-effective broadcasting organisation in the world, and we're obviously more economically run than our commercial rivals, but that isn't the same as saving that we cannot slim ourselves

What we aim to do by the Spring," Trethowan concluded, "is to produce a plan which will trim our costs but will broadly maintain the quality of our service to the public."

James Street . . . Allen Mackenzie oping to acquire a design unit vacated by an engineering firm as premises for is Dundee/Perth station . . . Forth's Ninian Reid has given up his one hour morning show to become features producer. Bobby Malcolm's show extends until 12 noon to fill. Former features producer Bill Greig is currently news editor . . . Will 2CR's John Piper be recruiting presenters from his former station, Radio Solent? . . . Luxem bourg to broadcast a live two hou concert from Nashville's The Grand Ole Opry on April 26 arranged through London Radio Productions. Bob Stewart will present the show before an expected capacity audience of 4,000 relayed live by satellite to RTL's entire audience of around three million Western Europeans and a significant number in the Eastern Bloc. Broadcasting rights have been leased from WSM by the Nashville Radio Workshop In June Radio 1 is launching a major

series entitled 25 Years of Rock in association with Billboard. Each of the 26 hour-long programmes deals with a year's music against current affairs of the time . . Tony Blackburn showing his predilection for phone-ins by sitting in for Robbie Vincent on Radio London again last week . . . Finally, Ed Doolan ould like to put the record straight. BRMB's fast talker discovered Captain Beaky and his Band. Radio I did not. So

Rockshow Report

MOST AIRPLAY Descending Order METAMATIC Virgin V2146

2 NO PLACE TO RUN Chrysalis CDL 1239 UFO 3 PRETENDERS Real RAL 3

Pretenders PERMANENT WAVE Mercury 9100 071 5 VICTIMS OF THE FURY

Robin Trower Chrysalis CHR 1215 6 A NIGHT IN THE RUTS CBS 83680

Aerosmith LONDON CALLING CRS CLASH 3

CBS 83900 9 JUST TESTING Wishbone Ash 10 ARGY BARGY MCAMCE 3052 **A&M AMLH 68402**

CRIES OF JOY and a promise to send a review copy around from the Island Press office as Utopia's Adventures in Utopia takes the number I spot in the Most Added list this week. The 1p has had a favourable response all around the country. No great surprises for the folks at F-Beat that the two stations Radio One and London, serviced with the Elvis Costello 1p Get Happy Jumped on the opportunity to play it The company confirmed that by the end of the week most stations had

A 10in sampler of Wreckless Eric's upcoming album is circulating around radio stations. It contains six tracks from his Big Smash lp released in a week's time.

received their copies.

CONGRATULATIONS to Metro for initiating their Music Makers 1980

MOST ADDED ADVENTURES IN UTOPIA Ulopia
TOO MUCH PRESSURE
2 Tone CDL TT 5002 Selector 2 Ton FLOGGING A DEAD HORSE Sex Pistols
THE BIGGEST PRIZE Virgin V2142 999 HORT STORIES Polydor POLS 1013 Jon & Vangelis DEGUELLO Z.Z. Top SOLDIER Polydor POLD 5030 Attentio K56769 Arista SPART 1117 GET HAPPY F-Beat XXLP 1

talent search. Many stations on the Rockshow panel regualry feature however the added incentive of prize money and professionally recorded demos should bring the best out of the groups in the area. Winton Cooper of Sheffield reports

he recently featured some tracks by Jenny Haan (formerly Babe Ruth) on his Sunday show. None of the tracks, which were recorded locally, released but there are rumours of EMI picking them up.

Welcome to presenter Kenny Hague at Trent to the panel of dis reporting to RB. Kenny takes over the station's Wednesday rockshow from James Lock

MIKE READ's show featured albums by the Blues Band, the Fabul-ous Poodles, Squeeze, Deep Freeze Mice and two compilations albums, Vaultage '79 and East. The sessions were by the Boys, Liberty Boice, the Private Dicks and Elvis Costello.

THE TOP COMPUTERISED GUIDE TO RADIO ACTION IN THE UK AND IRELAND

AIRPLAY RATING m pay on listed stations our. BBCtv s Top Of The

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20	1				A		AA		A	A	A	1	A	A	A	1	AAA	A B	A	A F	A A	A		EMI 5006	E	83
30	18			A	A		A E		A	A		1	AA		A		A	B A		4		B		CAN 175 EPC 8206	A	79
5	9	I HEAR YOU NOW JON & VANGELIS			A		A		A	A			A	A	A	B				1		A		POSP 96	F	76
6	4	SOMEONE'S LOOKING AT YOU BOOMTOWN RATS	A						A			N A			A	A B	A	A.	В		A			ENY 34	F	74
7	3		A			A							A	A	В				B		A			EMI 5022	E	74
8	12		A		A		A A		A			1	A		A A				B			A		SIR 4031	W	72
9	15		A		A		BA		A			A	B	A	A	,	A		A B	A	AB			POSP 100 TOUR 1	F	72
	33		A		A		AA		A						В				В		В	В		XX 1	w	71
112	2		A		В				A	A	A	A	A	A	A	A B	A	Α	В	1	Д	В		WIP 6540	E	69
	23		Α			В				Α			A						В	A		В		NB 2236	A	67
	21	ATOMIC BLONDIE	A										BAA								4			CHS 2410	F	67
115	19		A			В			A						A			A	B		1	B		SSK 19422 SO 12-1	R	65
117	17		A			B							B						В		В	В		CB 354	F	64
	24		A			A		1	, I	A	A E	3 4	В	A	A	A		В	A	A.	A			AMS 7506	С	63
19	7		A				A C		A						A				В		A			CHS TT7	F	61
	61				*				B				A					A		3 4		В		K79111	W	60
22 🛈 1	27		A		В	☆ I	A C	- 1	A	A			C		B		A	A	B . ★ I		P	В		FB 1750 FEET 1	R	57 56
23 🛈			A			*		3	В	A					1	1				1		۲		AMS 7402	C	55
24	14		A	ī			AA				B	A			A	1		Α	C	A.				CHS TT8	F	55
25 🛈 1		IT WILL COME IN TIME BILLY PRESTON & SYREETA	A		С	*		1	*		*	,	B	A	*									TMG 1175	E	54
	29				-	A				A			В	A						A E	3			AMS 7505	С	53
	66		A		B		A A				C				* /B			A			+	Н	=	POSP 104 AMS 7507	F	53
	36				C		B	3		A			BB		A		A		* I		В		H	ARIST 323	F	50
	46						В						В				* *	В	*		* 3			ARO 208	A	46
	68		Α				BE						С			A E		В				В		VS 325	С	46
	40		Α		С		* (E			A		E	A	В			E			MER 2	F	45
	45		В				BE						В			١.		Н			*	-		RAK 306	E	43.
	35	RIDERS IN THE SKY SHADOWS TURNING JAPANESE VAPORS	B		A B		B B	ľ		A		1	AC	A	R	E			A C		E	A		EMI 5027 BP 334	E	43
	34	UNDERPASS JOHN FOXX	A		В		1				В					3 6			C					VS 318	C	43
	44	DANCE YOURSELF DIZZY LIQUID GOLD	A		С		B			*			k					В		k				POLO 1	C	41
	43	TONIGHT ZAINE GRIFF	Α		В		В				В	1	С			1				I				K17547	W	
	38		A				+	. 8	B	Α		٠	-		В		A				-	-		DIN 9	C	41
40 Û I	75	LONGER DAN FOGELBERG VOLCANO JIMMY BUFFETT	B	С	В	A	-	+	В	*	*	١,	B	A	*	ď	*	*	A	3 8	B	В		EPC 8230 MCA 562	C	39
42 11	00	ALL I EVER WANTED SANTANA	A	ı	Н			1	*	A		ť				Ħ	^	î						CBS 8160	C	38
43	10	LIVING BY NUMBERS NEW MUSIK	В		Α		A				A	4	A	Α	A	A E	3	A			AA	A		GT 261	С	38
	55	WORKING MY WAY BACK TO YOU DETROIT SPINNERS	В		C		A		B						A		4 *	В		3 8				K11432	W	
	13	BUZZ BUZZ A DIDDLE IT MATCHBOX	В		В		A						A C	Α	В			A				A	본	MAG 157	A	37
	22	IT'S DIFFERENT FOR GIRLS JOE JACKSON HOW DO I MAKE YOU LINDA RONSTADT	B		B		A	-1	AA	A	A	4/	AA	Н		A E	-	A		4	A /	A	Н	AMS 7493 K12419	C	36
	50	DESIRE ANDY GIBB	В		A		В	A I	В	î	A	3 1	В		A		*	В	*		* /			RSO 55	F	36
	32	I'M IN THE MOOD FOR DANCING NOLANS			C		A		A	Α			AA		В	A		Α				A		EPC 8068	C	35
	49	SEPTEMBER MORN NEIL DIAMOND	В		С	В			В		A.	4	A				A	В	A			В		CBS 8130	C	35
	88	CAPTAIN BEAKY KEITH MICHELL		C	Н	Н	A I	В	4	Α	В.	A ,	4	A		A /	A A	Α	С	A J	A A	A		POSP 106	F	34
	4	PACK FAIR & SQUARE - ROCKET 88 9 BELOW ZERO THIS IS IT KENNY LOGGINS	A		*	С	-	+	+	Н		+	+	۸		* 1				* 1	ВЕ		8	ML 1 CBS 7987	C	33
	86	CRUISIN' SMOKEY ROBINSON	В	С	C		*	С	В			*	*	^		A		*	A	ì		+		TMG 1164	E	29
	56	I JUST CAN'T HELP IT KORGIS	В	Ĭ		Α					А		В			A		В		A	ВЕ	В		TREB 112	A	29
	54	WAIT FOR ME DARYL HALL & JOHN OATES	В			В		A	В				В	A		Ц	*	В		-		В		PB 1747	R	29
57	16	7 TEEN REGENTS	В		В	Н		В	A		В.				A.			Α		A		A	틭	TREB 111	A	29
58 Û 59	51	YOUR LOVE STILL BRINGS ME DUSTY SPRINGFIELD	F	C	×	A	В	A	B	A	A	*	ВВ	4	A .	A	A	В		* I	B 1			GT 260 DUSTY 5	C	29
	51	KOOL IN THE KAFTAN B.A.ROBERTSON	F	0		*		A	*	×	^		⋆ B	n	*		*	В		1	ď	1	Ħ	K12427	W	
	82	TELL THAT GIRL TO SHUT UP HOLLY & THE ITALIANS	×		С				В	Α			I		В			В		В				OVAL 1016	C	26
621	90	CUBA GIBSON BROTHERS	В				В	В	4			*	T							В		4		WIP 6561	E	26
64 0	41	CARAVAN SONG BARBARA DICKSON STOMP BROTHERS, JOHNSON	В	В	C											4	-	Α				B		EPC 8103	C	26
64 ()	26	ARE YOU READY BILLY OCEAN	В	H	*	В	*	1	*	A	⋆ A		A	A		A	* A	H		* A	-	В	H	AMS 7509 GT 259	C	25
-	20	ALABAMA SONG - SPACE ODDITY DAVID BOWIE	В		*	H		A	A	H				ĥ			A	H	В			10		BOW 5	R	24
67	62	TOO HOT KOOL & THE GANG	ľ	C	В	C		A			Α		A	Α	В	A	BA	Α	В		A I	В		KOOL 8	F	23
68	65	RIGHT IN THE SOCKET SHALAMAR	В		В			В	В			В	A				A			A				SO 12-2	R	23
69	73 94	LEAD ME ON MAXINE NIGHTINGALE HOT DOG SHAKIN' STEVENS	В		C				A B		0	4									B	3		BP 337 EPC 8090	E	23
70 ₺	94	HOT DOG STANIN STEVENS	В	L.	C			_	A	A	B		1	A	В	1	0		Ш	В	_L	IA		ELC 8030	10	120

RADIO 1 A-Featured 40: B-Additions : Records of W RADIO 2 A-8+ plays B-5+ plays C-1+ plays (Mon-Fn daytime)

LUXEMBOURG A-A List B-B List C-C List 12-Powerplay CAPITAL A-A List B-B List C-Extras *-Climbers st-Peoples Choice CLYDE

A-Tartan 30 B-Climbers PICCADILLY A-H# 30 B-Climbers C-Extras BRMB A-Playlist B-Rockplay CITY A-Top 30 B-Breakers *-Hit Picks

DOWNTOWN A-Playlist *-Hit Picks --Music Mover METRO A-Sounds B-Singles *-New Sounds HALLAM

A-Top 40 B-New Releases +-Hit Picks FORTH BEACON

A-A List B-B List C-Drivetime Extras *-Hit Picks TEE8 A-Playlist

TRENT A-A List B-B List C-Instrumental VICTORY A.A List B-B List *-New Releases PENNINE
A-Doubleplay
B-Singleplay
*-Tripleplay
--Pennine Pic

NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE **Basic Key** The Airplay Guide features playlists which are in force in the current week A - Main Playlist/Chart AMARON OF THE B B - Breakers/Climbers (except for Radio Hallam which due to PICCADILLY BRAND - Extras production deadlines is for last week). * - Hit Picks Playlists normally only affect daytime Monday-Friday shows. 71 () I'VE DONE EVERYTHING FOR YOU SAMMY HAGAR CB CL 16120 22 Key To CATCHING THE SUN SPYRO GYRA 72 BB MCA 568 22 **FALLING IN LOVE AGAIN DAVID GATES** BC В В BBB K12423 W 21 Station 74 (1 98 LOVE YOU TRUE ALAN PRICE BC **JET 170 Playlists** LCAN'T TELL YOU WHY FAGLES В K12418 w 20 SWANSEA SOUND I'LL TAKE CARE - THE WORLD IS A GHETTO WAR 76 🛈 * MCA 557 20 A-Playlist B-Instrumental #-Hit Picks JUDY IN DISGUISE SILICON TEENS В A CA * A MUTE 004 M REFUGEE TOM PETTY & THE HEARTBREAKERS В MCA 559 WOMAN'S WORLD JAGS WIP 6531 ABB В ORWELL 19 A-Top 40 WORKING IN LINE MIKE RUTHERFORD В В AB CB 353 18 B-Newplays KIDDING STOPS TIGERS 81 * BBB W KIK 1 18 *-Hit Picks ESCAPE (THE PINA COLADA SONG) RUPERT HOLMES 82 A A В AA **INF 120** 18 210 MARTIAN HOP ROCKY SHARPE & THE REPLAYS AA R В AAB CHIS 12 83 18 YOU ARE MY HEAVEN FLACK & HATHAWAY K11414 W 18 KNOCK DOWN THE WALLS STEVE KIPNER K12411 W 85 18 MY GIRL MADNESS AAAA B AAB BUY 62 18 PLYMOUTH 87 (FOREVER MINE O'JAYS В PIR 8203 18 SOUND TOUCH TOO MUCH AC DO В ACA K11435 W 18 A-A List DANCE STANCE DEXY'S MIDNIGHT RUNNERS BA R6028 RO *-He Picks BETTER LOVE NEXT TIME DR.HOOK AAAAA R AAAA CL 16112 BARE STYX AMS 7489 C 01 AAAAA AAAAAB A MANX AN AMERICAN DREAM DIRT BAND R B A B UP 609 POISON IVY LAMBRETTAS * B XPRES 25 16 93 w. Beconts of Wi HANG ON IN THERE BABY ALTON & JOHNNY * C **POSP 118** 16 BRC WALES MY BLUES HAVE GONE KIM BEACON В BBB **TREB 113** 16 В TODAY, TODAY COWBOYS INTERNATIONAL VS 326 16 B-B List 97 FAN MAIL DICKIES R В AMS 7504 15 MAYBE TOMORROW CHORDS A **POSP 101** 15 BRC SCOTLAND KING - FOOD FOR THOUGHT UB40 В GRAD 6 M 15 AB В B BB 100 I'M LONELY TONIGHT CLEVELAND EATON M14 A 15 B-B List . Single of W CIMME SOME LOVIN' VIRRATORS R В 2 RAT 15 IT'S THE FALLING IN LOVE CAROLE BAYER SAGER * B K12314 W 15 RREAKER R BREAKER ANIMATION SKIDS VS 323 15 RREAKER NO CHANCE MOON MARTIN CL 16116 14 BCA BB **TOP 50** RREAKER HOLIDAY NAZARETH Δ R 14 RREAKER SAINT OR SINNER REAL THING В 7P 161 14 WE GOT THE GROOVE PLAYERS ASSOCIATION CB VS 5016 A 14 RREAKER 8 **CBS 8138** 14 I AIN'T GONNA CRY TONIGHT BARBRA STREISAND A RREAKER CB 7P 5013 A 14 PATA PATA OSIBISA В ABBA BREAKER ALWAYS SOMETHING THERE TO REMIND ME CHARLIE K17566 W 13 RREAKER LOVIN' ON BELLAMY BROTHERS В A B A * K17548 W 13 BREAKER KARI BOB JAMES & EARL KLUGH В **CBS 8139** 13 RREAKER a gain of at least 3% in the arplay rating JAZZ CARNIVAL AZYMUTH ABA CB MSP 101 13 BREAKER equivalent to one major or two or three YES, I'M READY TERI DE SARIO WITH KC ABB NB 2225 A 13 BREAKER A7 P 13 RREAKER LLIKE BLUEBEAT CAIRO R playists BREAKER THE ABASEMENT TAPES (EP) LONE GROOVER В CEP 124 M 13 2000 MAN KISS NB 1001 13 BREAKER B Each playlist is CHS 2406 F BREAKER AT THE EDGE STIFF LITTLE FINGERS В weighted according to approximate IN THE STONE EARTH WIND & FIRE **CBS 8252** 12 RREAKER WIP 6533 E BREAKER IT DOESN'T BOTHER ME DISTRACTIONS aurience RREAKER SLEEPING LIKE A BABY LINDA LEWIS В A ARO 207 10 indicated by available В GEMS 19 R noblished research RREAKER ONE STEP TWO STEP RONNIE LAN ВВ SIT DOWN AND TALK TO ME LOU RAWLS PIR 8201 RREAKER Key to CHATTY CHATTY TOOTS & THE MAYTALS WIP 6544 BREAKER Distribs LOVE IN OUR HEARTS PETER BROWN TKR 7572 AB BREAKER **CBS 8076** BREAKER THE RULE SIDE CRYSTAL GAYLE I'M AN INDIAN, TOO DON ARMANDO A ABB WIP 6557 RREAKER

AAB

A A

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ABB

DDEAVER

BREAKER

DREAKER

RREAKER

BREAKER

RREAKER

BREAKER

BREAKER

RREAKER

BREAKER DDEAKER LADY SAMANTHA - SKYLINE PIGEON ELTON JOHN

SPIRITS (HAVING FLOWN) BEE GEES

HELLO PRETTY LADY STU STEVENS

THE EVES HAVE IT KAREL FIALKA

NOT BAD AT ALL TOMAS LEDIN

HEAVEN KNOWS WHIRLWIND

FOOL'S GOLD RACHEL SWEET

BABY DON'T GO KARLA BONOFF

BAILWAY HOTEL ANDY WILLIAMS

TOTAL CONTROL MOTELS

E-EMI F-Phonodisi

J-Charmdale K-Creole CBS

K-Creole CBS L-Lugtors M-Spartan O-President P-Pirmacle Q-Bough Trade R-RCA \$-Selecta T-Fauty Products IL-Scoria

6

6

6 W-WEA X-Clyde Factors Y-Wynd Up

Lightning Solomon & Pere

DJS 10901

BLU 2005

EPC 8079

MCA 563

CHIS 122

CI 16113

CBS 8177

CBS 8231

BP 338

BUY 67

A **RSO 52**

BB

B

BCA

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DISCO	
12-INCHER	S
1 1 AND THE BEAT GOES ON	The same of
2 3 RIGHT IN THE SOCKET	Solar -
3 28 ROCK WITH YOU	Enic
2 3 RIGHT in THE SOCKET 3 28 RIGHT WITH YOU Mobile discision on Right	Calibre Phil. Int.
6 9 HAVENT YOU HEARD Patrice Rushen	Elektra MCA
7 2 THE WORLD IS A GHETTO War 8 8 WE GOT THE GROOVE	Vanguard
9 6 YOU KNOW HOW TO LOVE ME	Vanguaro
10 4 SHAKIT Brass Construction 11 7 DON'T STOP THE FEELING	United Artists
12 7 JAZZ CARNIVAL Azymuth 13 12 WE GOT THE PUNK	Polydor Milestone
Positive Force :	Sugarhill Gang
10 10 NOT JUST) KNEE DEEP Funkadic 15 13 PRAYIM Harold Melvin And The Bluenotes 16 29 STANDING OVATION IS O.	Warner Bros
And The Bluenotes 16 29 STANDING OVATION G.O.	Source
17 - DON'T PUSH IT, DON'T FORCE IT Leon Haywood 20th	Century import
19 18 I WANNA BE YOUR LOVER	Matumbi
20 14 ICAN EEEL IT Ston	Warner Bros
21 - CATCH THE SUN Spyro Gyra	Calibre MCA Mercury
23 - TONIGHT I'M ALRIGHT Narada Michael Walden	Atlantic GTO
24 19 ARE YOU READY BITY Ocean 25 21 ROCK IS GONNA GET YOU	
19 10 YANNAN BI YOUR LOVER 19 10 YANNAN BI YOUNG LOVER 21 10 CATCH THE SUR SOPE GARD 22 10 CATCH THE SUR SOPE GARD 22 10 CATCH THE SUR SOPE GARD 23 10 COLOR SORT SUR SULE 25 10 COLOR SORT SUR SULE 26 10 COLOR SORT SUR SULE 27 10 THE RAPPER SULLEHT 28 11 SORT SUR SULE 29 11 SORT SUR SULE 29 11 SORT SUR	Tayster import
27 20 THE RAPPER'S DELIGHT	Ensign
28 16 TONIGHT Sharon Paige 29 25 HERE COMES THE SUN	Sugarhill Source import
30 - WE RAP MORE MELLOW	Fantasy
Younger Generation	Brass import
UK DISCO I	DC
	Motown
1 1 THE LAST DANCE Various 2 30 WE GOT THE GROOVE	
3 2 OFF THE WALL Michael Jackson 4 - THE DANCE OF LIFE	Vanguard Epic
6 3 NO STRANGER TO LOVE Roy A	United Artists yers Polydor
6 3 NO STRANGER TO LOVE Roy A 7 7 LADIES NIGHT Kool & The Gang 8 8 PRINCE Prince 9 10 20 GOLDEN GREATS Diana Ros 10 5 20 HOTTEST HITS Hot Chooking 11 6 ON THE RADIO – GREATEST HI	United Artists yers Polydor Mercury Warner Bros
10 5 20 HOTTEST HITS Hot Chocolete 11 6 ON THE RADIO - GREATEST HI	TS1&2
12 9 MASTER OF THE GAME George	Casablanca Duke Epic CBS
12 9 MASTER OF THE GAME George 13 15 IAM Earth, Wind & Fre 14 21 LIVE AND UNCENSORED	CBS
15 11 BIG FUN Shalamar 16 16 MIDNIGHT MAGIC Commodores	Spring Solar
15 16 MIDNEHT MAGIC Commodores 17 - THE MUSIC BAND 2 War	Motown MCA MCA
18 - CATCHING THE SUN Spyro Gyri 19 12 LES PLUS GRAND SUCCESS D	U CHIC - Atlantic
20 13 MASTERJAM Rutus W. Chake Kit 21 19 ROYAL RAPPIN'S	nan MCA
22 14 JOURNEY THROUGH THE SEC	RET LIFE Spring
OF PLANTS Stevie Wonder 23 24 CUBA Gibson Brothers	Island
25 20 LIGHT AS A FEATHER AZYMUTH	Motown Island A&M Milestone
4 INSERT COMPTRICTORS 2 INCTITUDES AND CONTRICTORS 3 INCTITUDES AND CONTRICTORS 4 INCTITUDES AND CONTRICTORS 5 INCTITUDES AND CONTRI	CBS MCA
28 18 HERBIE HANCOCK'S GREATE! Herbie Hancock	CBS
28 18 HERBE HANCOCK'S GREATE: Harba Hancock 29 - COME INTO OUR WORLD Emot 30 27 ONE ON ONE Bob James & Earl Klugh T	appan Zee/CBS
IMPORT L	PS
1 6 YOU GOT WHAT IT TAKES Bobby Thurston 2 1 EVERY GENERATION Romie Laws	Prelude
2 1 EVERY GENERATION Ronnie Laws	United Artists
3 2 THE WHISPERS Whispers 4 BURNIN' ALIVE Trony Railo 5 — WINNERS Kloeer 6 5 PEZZ-AZZ Partice Rushen 7 7 JUST A TOUCH OF LOVE Slave 8 — HIDEAWAY David Sanborn 10 18 EMOTION Merry Clayton 11 — FUR AND GAMES Chuck Mangle 12 13 JUST FOR YOU Chuck Classel 13 12 YOU KNOW HOW TO LOVE ME	Casablanca Atlanta
6 5 PUZAZZ Patrice Rushen 7 7 JUST A TOUCH OF LOVE Slave	Elektra
8 - HIDEAWAY David Sanborn 9 8 GOOD AND PLENTY John Fadd 10 18 EMOTION Merry Clayton	Warner Bros s Buddah
10 18 EMOTION Merry Clayton 11 - FUN AND GAMES Chuck Mangk	mcA asM
12 13 JUST FOR YOU Chuck Classel 13 12 YOU KNOW HOW TO LOVE ME	Arista
14 - SOUNDSCAPES Coder Walton	US Columbia RCA
1 O YOU GOT WHAT IT TAKES 2 1 YEVEN CERRICATION 3 DOTE WHAT TO WAS A TO THE WAS A T	20th Century Mercury
18 15 CHASER John Lee And Gerry Brown 19 11 CANDI'S FUNK Candido 20 20 AFRICAN SUITE African Suite	,
19 11 CANDI'S FUNK Candido 20 20 AFRICAN SUITE African Suite	US Columbia Salsoul MCA

THE ALBUM CHART 1-60

	Wks on	TITLE ARTIST		LP (cassette) No.	Dist.	BRPs
week a	chart 3	THE LAST DANCE VARIOUS			E	5.29 (5.29)
2	5	PRETENDERS PRETENDERS		REAL RAL(C) 3	W	5.00 (5.00)
6	4	SHORT STORIES JON AND VANGELIS		POLYDOR POLD(C) 5030	F	5.35 (5.55)
5	21	REGGATTA DE BLANC POLICE	ŵ	ASM AMLH (CAM) 64792	C	4.99 (4.99)
			•	2 TONE COLTT (Z)COL TT 5001	F	4.99 (4.99)
			•	STFF (Z)SEEZ 17	С	4.99 (4.99)
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			-		G	5.25 (5.25)
			4		C	5.09 (5.29)
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			-		C	5.49 (5.49
			-			5.65 (5.80
			-			4.99 (5.19
			-			4.99 (4.99
						4.99 (4.99 5.39 (4.80
			¢			4.99 (4.99
16	3					4.99 (4.99
22	5		_			5.29 (5.49
29	14		•			5.29 (5.4)
42	5	END OF THE CENTURY RAMONES				5.00 (5.00
48	2	CAPTAIN BEAKY AND HIS BAND KEITH MICHELL				4.63 (4.7)
	1	GET HAPPY ELVIS COSTELLO				5.29 (5.49
34	3	JUST FOR YOU DES O'CONNOR		WARWICK WW(4) 5071	U	4.99 (5.29
15	4	THE SUMMIT VARIOUS		K-TEL NE 1067 (2067)	G	5.25 (5.25
25	37	DISCOVERY ELECTRIC LIGHT ORCHESTRA	ú	JET JETLX (JETCX) 500	C	5.49 (5.49
	1	FLOGGING A DEAD HORSE SEX PISTOLS		VIRGIN (TC)V 2142	C	5.49 (5.49
	19		0	CHRYSALIS (Z)CDL 1225	F	4.99 (4.98
	22			EMI (TC)EMC 3310		5.29 (5.29
					C	5.00 (5.00
					C	4.99 (4.9)
					C	5.49 (5.49
			-		F	5.35 (5.5
			-		11	4.99 (5.2)
			=		F	5.29 (5.2)
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						5.25 (5.2
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26			- 1			3.49
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	1					4.99 (4.9
24	9	SEMI-DETACHED SURBURBAN - 20 GREAT HITS OF THE 60S MANFRED MANN			-	5.29 (5.2
27	15	20 GOLDEN GREATS DIANA ROSS	- 1		_	5.29 (5.2
	1	MALICE IN WONDERLAND NAZARETH				4.99 (4.9
	1	TERMINAL JIVE SPARKS				5.49 (5.4
49	18	TUSK FLEETWOOD MAC	-			8.00 (8.0
	1	ADVENTURES IN UTOPIA UTOPIA				5.29 (5.2
43	2	SUNBURN SOUNDTRACK		RONCO RTL(4C) 2044		4.99 (5.4
35	12	GREATEST HITS ELECTRIC LIGHT ORCHESTRA			C	5.29 (5.4
	79	BAT OUT OF HELL MEAT LOAF	- 1		C	4.99 (5.1
36	4	JUST TESTING WISHBONE ASH		MCA MCF(C) 3052	С	4.69 (4.1
			-	MERC 9109 702 (7109 452)	F	4.99 (5.1
	10					
41	10	ASTAIRE PETER SKELLERN BREAKFAST IN AMERICA SUPERTRAMP		A&M AMLK (CKM) 63708	C	4.99 (4.9
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		PRINT APPR TO		ш
ı	6	YOU GOT WHAT IT TAKES		
		Robby Thurston	Prelude	-
2	1	EVERY GENERATION		
		Ronnie Laws	United Artists	Ш
3		THE WHISPERS Whispers	Solar	ш
٠	4	BURNIN' ALIVE Tony Rallo	Casablanca	
5		WINNERS Klooor	Atlantic	í
5	5	PIZZAZZ Patrice Rushen	Elektra	К
	- 7	JUST A TOUCH OF LOVE Slave	Cotilion	E
3	-	HIDEAWAY David Sanborn	Warner Bros	1
9	- 8	GOOD AND PLENTY John Fadds	Buddah	E
o	18	EMOTION Merry Clayton	MCA	E
1	-	FUN AND GAMES Chuck Mangior JUST FOR YOU Chuck Classel	o asM	0
2	13	YOU KNOW HOW TO LOVE ME	Arista	0
3	12	Phylis Hyman	Arists	2
4		SOUNDSCAPES Coder Walton	US Columbia	
9		PRIME TIME Grey And Hanks	PCA PCA	
2	10	GENETIC WALK Ahmed James	20th Century	
÷	22	L.A. BOPPERS L.A. Boppers	Mercury	1
6	15	CHASER	Mercury	в
*	13	John Lee And Gerry Brown	US Columbia	К
۰	11	CANDI'S FUNK Candido	Relacual	п
ō	20	AFRICAN SUITE African Suite	MCA	в
1	27	MORNING THUNDER		ı
		Edde Daniels	US Columbia	r
2	24	RIPEII Ava Cherry	RSO	в

Index A-Z Guide to producers

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

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Rey To Album Distributors

A-Pye B-One Stops C-GBS D-Ronco E-EMI
F-Phonodic G-K-Tell I-Solomon & Peres K-Creole
L-Luptors M-Spartan O-President P-Prinacele Q-Rough
Trade R-RCA S-Selects T-Graduate U-Wannick/MSD
V-Red Rhino W-WEA X-Word Y-Wynd Up Z-Beilet

The Record Business Singles Marketing Guide

NEW SINGLES		
TIST/TITLE A SIDE/8 Side (Label)	7-inch	Dist. 12-inch
MARKET BLANCO FOR DESCRIPTION OF BLANCO FOR THE STOPP TO DOWN MALL IMPROVED THE STOPP TO DOWN MALL IMPROVED THE STOPP TO DOWN MALL IMPROVED THE STOPP TO THE STOP TO THE STOPP TO THE STOPP TO THE STOPP TO THE STOPP TO THE STOP	ML 1 REP 1002 CL 16123	C P E
Before The Dawn, Roller (Capital) WAB/RAINBOW CULTURE((tbs) (Island)	© Ct 16121 W/P 6575 (N/A) Tel: 965 6041 8800 3	E E DATE OF THE STATE OF THE ST
MOSFEAR/MOTIVATION/Edract (Elfe) TIC ALL PLANS EXIT (EP) (Brain Booster)	(N/A) Tel: 965 6041 8800 3	DAZZ 2 (62.15)
TIC YES I WANT TO/We're At War (Brain Booster) R.C. ROCK BARD HOME MADE WINE/THE Crase (Standard) D MANNERS IN VIEW NA NA-NA NI-VIEW (Microel) D MANNERS IN VIEW NA NA NA NI-VIEW (Microel)	ATT 1 ARC 1 MAG 164	P P A
THE CONTROL OF THE CO	# A10 # TMG 1175 K11447 REP 1001	P E
ACKFOOT TRAIN, TRAIN/BIDY Blue (ATURE) UE CATTRED DANCIN' DOLL (EP) (Red Hot)	K11447 REP 1001	P
SEGER FIRE LAXE/Long Twin Silver Line (Capital) ANNAC 5 WORKING/Feel (Roche)	RR 5002	P
A., NOREST BOR KUCL IN THE KATTANGRBY ITH A BIL (ASYMT) RLOS ROBALNOS TAKE MY HAT OFF/AIT Through The Night (PVK) MTRAL THE STICKS AND STINES/Symmer Resumer (Messury)	PV 35 MER 4	W C F MERK 4 (E1.99)
MALLE PARKAS BALLAD OF ROBIN HOOD/Space Invaders (Paranoid Plastic)	■ PPS 001 CRS 8040	P
INDUSTS ALL THE TIME IN THE WORLD/Banging My Head (Blueprist) THEE SEAMES COVER MY HEAD/Autumn in The City (Loop)	BLU 2006 GO 372	A R M
C. MANN 1980/1 Haven'l Got The Time (Movement 24)	ORR 1 WVP 6522	€
RE MAMBLEON MAIN ATTRACTION/I WIT Acquiesce (Elektra) RTY LOOKS LIE TO ME/Rosario's Ashes (SER)	K12422 BUY 66	w C
STUMBANCE SNEAKIN' SNAKY/Forture Teller (MCA) IN ARMANDO'S SECOND AVENUE RHUMBA BAND DEPLITY OF LOVE/	MCA 566	
AND TRANSPORTED SECURITY OF THE PROPERTY OF TH	CBS 8252	E 12W1P 6557 (£1.99) C C B S13 8252 (£1.99)
THE COLOR OF THE C	POSP 123 ■ BLU 2007 ■ EMI 5038	F A E
METARE Here: IN L.A./So Hollywood (EMI) *S FOUR FROM THE SQUARE (EP)/16 Down/Night Creatures/	■ EMI 5038 ■ 86030	E
LOS LERE/TOSAY DECORES TO ME (Partophone) AMES FALS: ACCUSATIONS/09 (Brain Booster) ORDER HIMMER I WOLL I WAS DISCITTOR ACAMATing Of The Mantenier Of Life Officerant	BBC 2 MER 6	P
RALD MASTERS POOR LITTLE RICH BOY/Rock And Roll (Pye)		A E 12MP 6561 (£1.99)
OMBAY BANCE BAND SUN OF JAMA/CA/Island Of Diseass (Epic) TMEN, The SHE'S ALL MINE/Stay Me With Your 45 (Unport)	WIP 6561 EPC 7947 PRONT 01	C C
WIRDS UNDER MY THUMB/The Moth And The Fire (CBS)	CBS 8204 K11440	C
EX INNER SANCTION/Fractured Vision (Drining Out) FRACE WAY CONT. WE SPIND THE NIGHT (Av. Rec. Man (Polydor))	m Tux 3 POSP 125	Z F
HE MARDMAN LITTLE COMFORT IN THE NIGHT/She's Leaving You (Gallery) HE PAUL YOUNG LOVE YOU SO BAD IT HURTS/I DON'T Warra Lose You (Ariota)	GA 2 ABO 210	
RENT MATRIS MIDNIGHT BLUE/Just The Way You Are (CBS) GEILS BAND COME BACK/Takin' You Down (EMI America)	CBS 8253 EA 105 TXR 7574	W A C E C
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In The Midnight Hour) (Atlantic) 80 HOLDIN' ON FOR DEAR LOVE/Gus The Dancin' Dog (MCA)	K11448 MCA 567 CEP 124 STAR 002	W C
E BRUDTER, THE THE ABASEMENT TAYES (ET) CHERTY) LITAT'S THE WAY/I'S MY Life (Startus) DATES THE WAY THE MONEY CORESSINGN YOUR LINE		ii P
MCA) (for competition details see News Pages) JOR S. LASER NEXT TO YOU/Flock On Bolan (Charly)	 MCA 570 CYS 1064 P8 5228 	C M
L COCHIAM THE GIRLS IN ROOM 419/Maybe I'm A Fool (RCA) MICURED NOISE METRONOME/Moscow 1980 (Charisma)	P8 5228 PRE 003	R F
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	G0 377 TOP 51 8800 4	R R
DIA SOUTH COAST CITY ROCKERS/Back On The Road (Brain Booster) DIA TV KIDS (EP) (Brain Booster)		P
DIUM MEDIUM FREZE/THET DE MA (A.P.L.) DOCANO, The THE ISRAELITES (CAN DANCE SOME MORE) Every Step I Make (Ice)	SAPO 1 GUY 35 WIP 6574	c
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RPLE HEARTS JIMMY/What Am I Gonna Do? (Fiction)	■ FICS 9 FPC 8269	E C
CE & DERINE DIAMORE ITS ON Y THE PARTS HIRTS SURNINGS WHOSE HEST HEST (SOC) OF WALKEAR ITS SO STREAMED HAS WERROOGN TOO Beller in Fallent AMM) OCH BARRETTE BASY TORONIST ROOPE DOWN AND MODIF, Albarras (MM) THE LOFF SUBSECTION STREAMED TO THE STREAMED STREAMED AND THE STREAME	■ AMS 7510 ■ EMI 5037	C
TYR LOVE SUDE BOOGIE/Problem in The City (Standust) ARE THEY CAME AND TOOK HER/Romance By Mail (Charloma)	STAR 001 PRE 002	P
RAMBLED EGDS CLOSE YOUR EARS IF YOU WANNA SURVIVE/Love is A Four Letter Word (Jet)	JET 173 ■ SEE 005	Ç
RAMBELE FEOS CLOSE FOUR LAKE IF YOU MANNAS SERVIVILAGE IS A Four Little Wide Did List Co. Co. I Co.	SIR 4035	W E
IDS ANIMATION/Pros And Cons (Virgin)	■ VS 323	č
AUGUSTER EAST SIDE OF TOWN/One By One (DJM) CAME ENTERTAINING MR. SLOANE/Get it While You're Young (Pye)	■ DJS 10936 7P 159	C A
OUTH RESELS HUCKIN DADUT (ELY) (REC HOL) HOERZ I WANNA BE USED FOR LOVE/My Mistake (Huricane)	REP 1003 FIRE 11	E
LOVE LIKE THIS/TWO AS Strong (Asylum) THE ALL STARS MAYNE TONGHT/ETH Re Me (Chicalch)	K12425 CHIS 123 K12421	W E
JE SAAD & THE HEXT GIVE ME LOVE GIVE ME PAINT'S Golda (Planet) JEARHILL GANG BAD NEWS DON'T BOTHER ME/Sugarhill Groove (Sugarhill)		A SHL103 (£1.99)
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(New Hormones)	LONESCHIE 1	P
RESPASS ONE OF THESE DAYS/Bloody Moon (Trial) JRLEY RICHARDS YOU MIGHT NEED SOMEBODY/Up To You (Allantic)	CASE 1 K11445	Z W E
CHARM RHYTHM IN RHAPSODY (SWEDISH RHAPSODY/Roast Breadfult (LA/Ballistic) T. S. BAND MY ONLY FRIEND'S MY RADIO/ICTI Be Funny When You're Gone (Space)	■ BP 341 SPA 111 CAR 132	E W (Out Now)
S. OF A. BUDT SMALL-RNG/Body Statisting (Disco Version) (Carrier) ALTER MURPHY MOSTLY MOZART/Classical Cancin' (New York International)	CAR 132 FB1773 K12431	W (Out Now) R W
ARREN ZEVON GLERILLAS A DESPERADO(III) (Asylum)		
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Il Plans Ext (EP) A Bionic Man F Daydream Belever A	Feel II. C Here In LA. Fire Lake B Hoden (alley) Four Frence B I Wish I was Girls E I Wesh I was Gurls Cove Me Pain S In The Midning Gurllias A Deponation W In The Store	F Inner Sanction D Invasion Of The Garwra M For Dear Love S it Will Come in Time Eighteen Again G it's Only The Paper That's s in LA (EP) A Burning N Hour L I'm So Straight I'm A West E Jimmy

Key To Singles Distributor

A-Pye B-One Stops C-CBS D-Stope One E-EMI F-Phonodisc G-Spartan & Rough Trade H-Fast Products J-Fresh K-Circle L-Lugtons M-Spartan N-Neat O-President P-Pinnacle O-Rough Trade R-RCA S-Selecta T-Graduate V-Red Rivino W-WEA Y-Wynd Up 2-Buillet

Business

CHRYSALIS has picked up the Circles single 'Opening Up' from the Dudley independent Graduate Records. The disc has been successfully riding RB's indie chart for 6 weeks with distribution through Spartan and Graduate itself. The takeover is with immediate effect, and although the label remains as Graduate, the catalogue number becomes CHS 2418

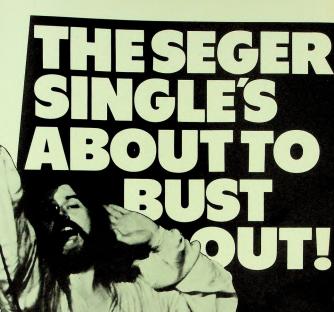
'So Lonely' by the Police (AMS 7402) is already making chart progress, as the result of A&M's decision to let their reps fill demand for this fairly elderly single (which has a non-album flipside and is thus of interest to collectors), by suggesting that retailers should take copies for stock.

CBS extracts the fifth single from Earth, Wind & Fire's 'I Am' album in the form of 'In The Stone' (CBS 8252). the band's recent American chartrider. EWF's last release was belatedly 12-inched in a generally unsuccessful attempt to revive flagging sales, but this one appears in the larger format from the outset (13-8252), backed with two cuts from earlier albums

Several reissues with good chances of selling in the current climate are due to return to circulation this week. Pye has leased the Kinks' 'You Really Got Me'/'All Day And All Of The Night' to RK on a one-off basis (RK 1027); the record is in strong demand amongst the Mod fraternity - as is Millie's 'My Boy Lollipop' from 1964, which Island reintroduces coupled with her original follow-up 'Sweet William' on WIP 6574. It's also second time around on Island for 'Cuba' by the Gibson Brothers (WIP 6561/12WIP 6561), the band's debut hit from last year, and obviously likely to find increased sales to those who bought the considerably bigger-selling follow-ups.

A trio of releases on Capitol include Anne Murray's current American top tenner 'Daydream Believer' (CL 16123); the well-known John Stewart song should quickly find favour through this extremely commercial reading - and interestingly the original hit version by the Monkees is also featured on their current Arista EP The other Capitol discs are 'Fire Lake' by Bob Seger (CL 16130), a countrytinged outing by the rock heavyweight

nd Canadian rock band April Wine					
ith an EP titled 'I Like To Rock' (CL					
6121).					
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oh Child	M	Uh Oh Uh Oh.			
ver My Head	0	Under My Thumb.			
ck Fair & Square/Rocket 88	9	What's A Nice Girl Like You Doing			
or Little Rich Boy	G	in A Love Like This			
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sel Fun	.1				
whm in Rhapsody (Swed	ish	You Might Need Screebody T			
wronody)	T	You Really Got Me.			



FIRE LAKE

LONG TWIN SILVER LINE

CL 16130 IN SPECIAL 4 COLOUR BAG

Capital

CONQUEST

THE NEW ALBUM FROM URIAH HEEP INCLUDES THEIR NEW SINGLE 'CARRY ON'



10TH ANNIVERSARY TOUR

Thursday, 14th Feb. Friday, 15th Feb. Sunday, 17th Feb. Monday, 18th Feb. Tuesday, 19th Feb. Wednesday, 20th Feb. Swansea Friday, 22nd Feb. Saturday, 23rd Feb. Sunday, 24th Feb.

London Bristol Oxford Croydon Cardiff Hatfield

Poole

+CIRISCHOOL Hammersmith Odeon Colston Hall New Theatre Fairfield Halls Sophia Gardens Brangwyn Hall The Forum

Nr. St. Austell New Cornish Riviera Club Wessex Hall Poole Arts Centre

