July deadline set as Pye-RCA talks continue

SUBJECT TO the successful outcome of a further round of negotiations which began last week, a merger between Pye-PRT and RCA could become a reality by the beginning of July.

RB understands that the two sides have now agreed in principle to form a joint company, but with many fundamental points still to be settled the possibility of a third breakdown in negotiations cannot yet be ruled out. The talks now in progress will attempt to resolve whether RCA, in accordance with corporate policy, becomes the majority shareholder, whether manufacturing will be at Washington or Mitcham, and future staffing arrangements.

Also needing to be decided is the identity of the managing director. Both Derek Honey and Jack Craigo have apparently expressed their willingness to take on the job for a limited time in the event that no candidate approved by both sides is immediately available.

Magnet md Michael Levy is believed to be very much in the running, with more support from the Associated Communications Corporation Pye side than from RCA. The critical point will come in reaching agreement on meeting Levy’s price for the purchase of his company. If Levy’s candidacy is eventually approved, then the speculation is that Honey will revert to a behind-the-scenes role, with the Magnet chief becoming the visible frontman.

A merger could also bring to an end any involvement by Pye chairman Louis Benjamin in the decision-making process. He is currently being cast in the role of non-executive chairman.

The proposed merger while important so far as the future make-up of the British record industry is concerned, is regarded in some quarters as being only part of a wider business association between ACC and RCA, with video and films the matters of major interest.

In any event, both sides will need a smooth progress during this critical stage in negotiations if a July start of the new company is to take place. If that date cannot be met, then the company would have difficulty in consolidating its resources in time to take advantage of the yearend business. Then, for tactical reasons, the next suitable time would not be until after Christmas.

CANADIAN ROCK trio Rush are bombarded with silver discs by Phonogram for the LP’s All The World’s A Stage, Hemispheres and Permanent Waves at a reception after their recent Hammersmith Odeon concert.


MRS talks to BPI over RRP abolition

RECORD INDUSTRY moves towards the abolition of rrp have prompted the Mechanical Rights Society into hasty talks with the BPI to work out a new way of calculating mechanical royalties which currently stand at 61 percent of the recommended selling price of discs.

The MRS council met last Monday to consider BPI proposals to drop recommended retail pricing and agreed to set up a negotiating committee to meet the BPI over the matter.

MCPS members are said to have been surprised at the speed at which rrp has been pronounced dead in the UK market, and feel that such moves are unrealistic until the mechanical rights issue has been solved.

BPI director general John Deacon remarked: “Clearly, if there is a continuing move towards the abolition of rrp, discussions will have to take place with the MRS to find a new mechanical rights formula.”

Peak season singles capacity alarm

SIGNS ARE that the annual scramble for singles capacity in the peak buying season may become even more desperate this year than usual.

A combination of circumstances has combined to give an early-warning of possible problems to come. Main cause for concern is over the availability of capacity brought about by the closure of the Decca factory. This has created a major gap in total resources which could be further aggravated if the Pye-RCA merger takes place with a consequent shutdown of RCA’s factory in Washington, Co. Durham. The decision to put the ICE factory in London into liquidation will also deplete the ranks of the independents, where singles capacity is not universally available.

Further difficulty is being caused by the teething problems experienced by CBS at its new Aylesbury plant where conversion of 12-ins presses to handle 7-ins work has meant that outside back-up facilities have been sought to maintain supplies. It will be sometime before the new factory, being formally opened this week, can be expected to function at peak efficiency and meanwhile WEA’s West Drayton plant continues to experience production difficulties. EMI, which suffered a strike some weeks ago, still has to reach agreement with the unions over a new pay deal and the prospect of further industrial action at Hayes cannot be ruled out.

“It does seem to be a situation which production people should be viewing with some caution right now,” commented CBS commercial director Jack Florey. “In the last three or four weeks we have not been able to make enough singles. I turned away some business. Everybody seemed to be full with 7-ins work.”

Joe Colquhoun, Orlake director, stated: “We have been pushing singles flat out for the last three months. One major offered to take over our total capacity. There could well be problems.”

IT'S KLARK KENT WITH HIS DEBUT TEN INCH KRYPTON GREEN VINYL ALBUM (Including the Hit Single DON'T CARE)

ONLY £3.99 or less
£1-off scheme stems flow of WEA imports

WEA's BID to thwart cut price EEC imports by lopping £1 off all catalogue material more than three months old appears to be paying off. The flood of Common Market albums that affected the company's sales at the end of last year has been held under control. WEA reports heavily increased catalogue sales as the first three months of its scheme draws to a close.

And the company's views are born out by major retailers around the country.

Virgin Retail managing director Steve Mandy told RB: “We immediately passed on the £1 saving to the customer because we saw it as a way of competing with the European imports that had been coming in.

“Now we are getting the records into our shops, and the experiment is seen to be working well. I would say most of our stores are experiencing a marked uplift in volume — as much as 200 percent in most cases — on WEA catalogue.

Oxford Street's HMV shop confirmed the improved turnover in WEA material and added that Chrysalis's efforts to revitalise its catalogue were also paying off with Blondie LPs looking particularly good buy.

RS & M clinch DevonAir deal

NATIONAL SALES house Radio, Sales & Marketing Services (RS&M) has secured a station contract from Devon Air Radio, the twinned Exeter/Torbay ILR station. RS&M faced competition from AIR Services, which has picked up four new station contracts from the海峡Marketing Services which represents Hereford Air, the next station due on air.

All three sales houses made presentations to the full board last Monday, the 12 members disregarding their usual in-store display and advertising back-up. It is possible that the TV commercials will be rolled out into other regions during late July and August.

The album includes some of their best-known material, including 'Black Night', 'Smoke On The Water', 'Child In Time' and 'Burn'.

EMI sets £50,000 TV push for Deep Purple collection

WITH THE resurgence of interest in heavy metal maintaining its sales impetus, EMI is mounting a limited TV campaign to promote a compilation album by the legendary Deep Purple.

The 12-track album Deep Purple (EMTV 25) will be released on July 4 at a list price of £5.29 for album and cassette.

EMI is being cautious about its promotional spending and by comparison with its usual budget upwards of £250,000 for a national campaign, a comparatively modest spend of £50,000 is planned for activity in the Trident and ATV regions. The campaign will have the usual in-store display and advertising back-up. It is possible that the TV commercials will be rolled out into other regions during late July and August.

The album includes some of their best-known material, including 'Black Night', 'Smoke On The Water', 'Child In Time' and 'Burn'.

Live Big Bear Brum double

BIRMINGHAM'S Big Bear Records is planning a combined project with the city's free rock paper Brum Beat to record 15 local bands during mid-June and rush release the results as a double album in late July at a bargain £5 tag. The recording sessions will be staged at Birmingham's 'Barrel Organ' pub, using the Buzz mobile studio with engineer Les Penning at the controls.

Interest in Birmingham talent has increased recently with the emergence of UB40, The Beat and Detry's Midnight Runners.

Year of Trial says Deacon

BPI DIRECTOR general John Deacon has dubbed 1980 as The Year of Trial for counterfeiters and bootleggers.

In his annual report, due to be presented at the BPI AGM on June 26, he states that the BPI's anti-piracy unit has dealt with over 160 piracy cases over the last year. A special presentation will also be given by the anti-piracy unit during the meeting.

Other topics due to be discussed at the AGM include progress in the campaign against home-taping, the new BPI video association and the future of the industry chart.

Producers and distributors set up rival video group

EMI VIDEOGRAM is to launch a rival organisation to the BPI Video Association because it does not feel it will adequately represent the interests of non-record industry video companies.

The inaugural meeting of the new organisation — tentatively named The Videogram Producers And Distributors Association — was due to be held at the end of last week.

Gary Pownall, EMI Videogram managing director, told Record Business: “We are not jumping up on the record companies, but we felt that the interests of video producers and distributors should be represented, and that the BPI Video Association — it's a record industry body.”

The first meeting was expected to discuss the major objectives that should be pursued by the new Association, the appointment of Association officers and the range of video companies that should be offered membership.

The BPI announced that it was setting up a video association over two months ago — but a chairman is still to be appointed and the first meeting has not yet been held. Record companies rejected the MRS rate card for video royalties, but have so far failed to come up with alternative proposals.

MEANWHILE, DOUBTS were raised last week over plans by video software company Intervision to release a music video cassette titled Reggae Splash featuring Bob Marley, Third World, Burning Spear and Peter Tosh.

Island Records threatened to take legal action against Intervision if it went ahead with the scheduled July release because it had not been approached for UK rights, and EMI Records was taking legal advice at preston time.

From Page 1 in the Autumn.

Despite the general sluggishness of the bustle association over two months ago — but a chairman is still to be appointed and the first meeting has not yet been held. Record companies rejected the MRS rate card for video royalties, but have so far failed to come up with alternative proposals.

Bobbe Dahi, who runs Production Express, a specialist manufacturing brokerage which has links with factories in Britain and Europe, commented: “The increased amount of business we are doing. We tend to sell labels as they are, and we are not talking to the distributors. We prefer to work with the independent sector.

Tony Berry, Pinnacle marketing manager, confirmed: “It is more difficult now to get pressings than over the past 12 months. The single is more important than it has been for some time. It is the key to everything once again.”
NOW HERE, as they say, is a rum todo. Those lively lads at New Music News which entered an overcrowded field while the MM and NME were hors de combat, have been stealing a march over their more established rivals with scoop reviews of the new albums by Bob Dylan and the Rolling Stones. That Dylan's Saved album hit the NMN columns first has provoked a modicum of miffery at CBS, for the suspicion is that NMN in its eagerness to be first jumped the gun more than somewhat and instead of waiting for a review copy relied on a special three-track promotion tape that was doing the rounds as the basis for a full album review. The men at EMI are less concerned about the upfront write-up, merely concerned that NMN could have reviewed the Stones disc when neither white label copies nor finished pressings had at the time found their way to Manchester Square... although initially unfancied among the bidders for the London breakfast TV franchise, Goodmorning Ltd, the consortium which boasts a number of familiar Chrysalis-MAM names among its principals is now regarded as having moved into second place in the race... meanwhile far away from the madding crowd, there is some hustling going on for the TV franchise currently held by Westward Television. The consortium has been formed called West Country Television, and among the participants is Multiple Sounds chief Ian Miles, an Exeter lad born and bred. WCTV has a capitalisation of £5m, of which Multiple Sounds is committed for £5000,000...

BHASKAR MENON planning to spend the next three months based in London - one reason, we hear, being that he will be involved in negotiating with the Thorn brass over his new contract... current series of Innes Book Of Records on the estimable Beeb2 makes engaging summertime viewing - his 'You're Spontaneous' take-off of the Sinatra-Bennett school last week was a killer. Tonight one of his guests will be cookery expert Zena Skinner which sounds tasty... the Portsmouth Arts Music Festival, being promoted by Fullmore Festivals on August 10-18, is looking good. Along with Johnny Cash, Glen Campbell (with ace banjo-picker Carl Jackson and a 26-piece orchestra), Tom T. Hall, Johnny Paycheck and Jeannie C. Riley, Ronnie Prophet has been signed to act as mc for the three-day event. Other attractions will include the Stoney Mountain Cloggers dancing troupe from Nashville, parachute jumping and Civil War battle with 150 soldiers and the possible building of typical Texan town... personal statement awaited from WEA pressguy Mick Houghton...

A SIGN of the times - so far no albums released this year have qualified for the BPI platinum award for 300,000 sales... John Boyden, former boss of Enigma says he's writing a book about music and politics - 'the kind the industry understands so well' - and looking for a publishers... further to our mention of Les Reed and Roger Greenaway's success in the Korean Song Festival, we assumed everybody knew they were contracted writers. The intention was to draw attention to the fact that neither the song nor the singer had been recorded for local release, although Dick James points out that a recording of the song may be made, but not necessarily by Marilyn Miller... industry hard times strike at tour costs - the itinerant Otway-Barrett party on the road from June 23-July 24 claiming to be staying in tents and using Boy Scouts for road crew...

Neil Warneck, md of Bronze Agency, is founder chairman of Rockaid, a new showbusiness charity, with Kit Bucker, CBS publicity chief, and Pete Stone of Virgin Retail among the committee members. They are staging a Rockabilia Charity Auction at Hammersmith Palais on June 22, with lots including three pairs of Elvis Presley's trousers and Kate Bush's handwritten lyrics to 'Them Heavy People'. Intention is to raise money to equip a centre in East London for severely handicapped children... at the other end of the scale - Ella Fitzgerald and Oscar Peterson will provide the cabaret at Grosvenor House from July 21-26. The £50 tab covers dinner, but not drinks... mingling with the champagne sippers at VCL's pre-lunch preview of its new range of music video cassettes was the lovely Susan George and her producer Mike Silver Fox Mansfield. One of the cassettes was hers, but maybe she stands a better chance at acting than singing.
Virgin studios offer cheap deal for RB listed indies

VIRGIN'S TOWNHOUSE and Barge studios are offering a special cost-cutting recording package to companies listed in the Record Business Small Labels Catalogue.

Facilities included in the package are disc-cutting and tape copying at The Townhouse, recording at The Barge or on either of the Manor Mobiles at special rates, as long as the labels take advantage of both of the services on offer.

Subject to availability bands can use the 16-track Barge studio in Little Venice at weekends or on weekday nights for £17.50 per hour including an engineer — a reduction of more than half over the daytime rate.

Either of the 24-track Manor Mobiles are being offered at 40 percent less than normal at £350 for a full day's recording against the normal £600, while the Townhouse's advanced cutting facilities, with optional digital capability, are available at £60 per album and £45 per single. Copy masters at a discount and 24 C50 cassettes at 124 are also part of the deal.

All the parts of the package are subject to availability. Studio co-ordinator Linda Gamble on 01-743 9313 has more details.

BBC classical sets launch

AS THE MU strike over plans to disband five orchestras begins to have its effect on live music broadcasting, BBC Records is celebrating the 50th anniversary of the BBC Symphony Orchestra.

Last week, the label held a lunch to announce the release of two boxed sets — the 4LP 50th Anniversary package (BBC4001) and the 3LP Sleeping Beauty (BBC 3001). The anniversary set is based mainly around recordings made by EMI in the 1930s featuring Toscanini, Fritz Busch, Bruno Walter, Sir Adrian Boult and Edward Elgar. Sleeping Beauty was recorded this year under principal conductor Genadi Rozhdestvensky as a co-production with Ariola.

“Our intention was to use the Proms as a focus for our promotion,” said James Flemming, marketing and sales manager. “But even if they don’t take place we shall have a second opportunity in October when the official celebrations will be taking place and will include a concert at the Festival Hall with guest appearances by past conductors like Colin Davis.”

Gem records bids its share of the heavy metal market with the signing of both Praying Mantis and Samson to five year worldwide deals.

Pictured at the signing of Praying Mantis are (left to right) Paul Hodges, management, George Evans, Andy Marmont, Chris Troy, Praying Mantis, Golly Galagher, head of Gem Promotions, Tino Troy, Praying Mantis, Edward Christie, head of Gem & R, Dave Potts and Robert Angelo, Praying Mantis, and Bob Keene, management.

Gem release a single from the band on July 4 titled ‘Praying Mantis’ and an album is scheduled for September. And Samson’s debut single for Gem Records — title ‘Vice Versa’ — was rush released on Friday. Details of an album and a full UK tour will be announced shortly.

Avalanche is new UK label

THE SUCCESSFUL French-Belgian company Aariana, best known for the hit ‘Born To Be Alive’ by Patrick Hernandez, is to launch a UK operation called the Avalanche label via Aquarium Records.

The new company will be headed by Rosemary Schuecker who will be managing director in addition to being actively engaged in the development of the company’s publishing arm Eventound Ltd.

A&R activities will be handled by Paul Murphy, last noted for his involvement in the controversial release of the Beatles ‘Live In Hamburg’.

First release will be Tristan’s ‘TV’s OK’ with two more 45s slated for the summer. A distribution deal is pending. The company is based at 4A, Newman Passage, Newman Street, London W1 (Tel: 01-580 7118).

Merchandising

BOB DYLAN’S latest album Saved (CBS 86113) is being heavily promoted over a three week period with full page advertisements in Melody Maker, NME, Sounds, New Music News, Time Out and ZigZag with teaser space in the consumer press the preceding week backed up by national window displays during June and July, point of sale material to be mailed out to dealers, full colour postcard for stores and fly posting with a single from the LP due out before the end of the month.

HUMAN LEAGUE’S first single ‘Empire State Human’ is being re-released by Virgin Records in response to public demand. The company is packaging the first 15,000 copies as a double single shrink wrapping Travelogue tracks ‘Only After Dark’ and ‘Toyota City’ as a bonus. After the limited edition is sold out, the 45 reverses to a normal single.

SCRATCH RECORDS releases its first 12-inch single on June 27 by newly-reformed Beggar’s Opera entitled ‘Lifeline’. The single comes in a picture bag in a limited edition of 20,000 retailing at £1.49 (HSL 402) and prefaxes an album of the same name due out in the autumn.

THE FIRST 5,000 copies of Delegation’s June 20-released single on 12-inch ‘Put At Little Love On Me’ (AROC 188) will retail at the special price of 99p a after which it reverts to the normal r.p of £1.99. The disc will also be available on 7-inch (ARO 188).

NEW GTO RECORDS band The Scene, an eight-piece soul outfit, comes in for a special introductory presentation 12-inch five track sampler retailing at £1.99 led off by the ‘A’ side of the standard 7-inch release ‘Pushing An A Shoving’.

Letters

WITH REGARD to an article in Record Business dated June 7th. Can I point out the following facts:-

1. Geno Washington is in no way connected with a band recently signed to Chrysalis publishing which includes a member by the name of Pete Gage and going by the name of "Ram Jam Band".

2. Geno Washington is touring the U.K. during August-October 1980 with his American band, and is at present negotiating a new recording contract.

3. The original "Ram Jam Band" used to back "Geno", but all members bar one (Peter Gage) are at present doing other things.

I hope this clears the picture, and for any further information regarding "Geno" please do not hesitate to contact me.

GEORGE AUSTIN, BRON AGENCY, LONDON NW1.
Facing the end of RRP

WITH THE end of RRP looming closer, it is about time we addressed ourselves to the problems its demise will cause to dealers. It has been widely claimed that discounting will disappear as dealers set their own realistic prices, and do not slavishly follow £1 or £1.25 off whatever the RRP happens to be. Of course the smaller dealer, having no chance of absorbing overheads like the multiples, will have less of a margin to play with.

That said, I’m sure local competition will be fiercer than at present, for the flierdowner to the smaller dealer means he can knock more money off a hot album than the multiple across the road, and keep his prices adjusted to that of his competitors. But once again the multiple will have the advantage of national advertising, and, it must be admitted, that the general customer who purchases two or three LPs a year and comprises most of the market, will still think of them first when shopping, RRP or not.

I cannot see how discounting will cease with the ending of RRP. Surely instead of the ‘£1-Off’, we will now get the new catchphrase of ‘£1.49’. Yes, the ‘£1.49’ is not, nor will it ever be ‘Only £4.49’ etc. Will there still be discounting in effect, but it will mean a slight rounding up of prices. Where £1.25-off was, for example, £4.84, it will now be ‘Only £4.89’.

And what will happen when the companies put up their dealer prices, and so we have to follow suit and increase the consumer price? For the first time the notion of black prices will disappear, and with it the ‘one-third goes to the shopkeeper’.

So when we have to put up prices in line with company rises, we no longer have the ‘excuse’ of RRP, and accusations of price-fixing are bound to be levelled by those who don’t understand. And this is where a good trade association would be ‘educating the uninstructed’. The pressure to keep prices down will have shifted from the companies to the dealers, for the companies will say ‘our prices are only guidelines for the dealer’ – it is up to him what he charges and not our responsibility.’

What of imports in all this? They are being hit by both RRP and VAT, and a new and the only way may be to make an adequate profit for the small dealer. Without RRP cheap imports can make a dealer’s range of offers look extremely attractive, and he can sell them where the majors give a ridiculously low margin on new product. What do the companies expect as they squeeze harder and harder? Loyalty?

The future without RRP could well fall into the following pattern: There will be two major price bands – full price and lower price. The full price will include new releases, top selling and TV advertised LPs. These will be sold at lower discounts than at present, but still priced attractively enough to bring customers in and to give the dealer a reasonable margin.

Back catalogue will fall into the lower price bracket. Albums will be sold by the companies at a lower dealer price than the new product and will include the majority of releases after six months have passed. The dealer can sell these items at a lower price than current hits, or, if they are still consistent sellers, he can continue to sell them at full price and make up his margins that way. Concurrent with a hit album by an established artist he will be able to promote their back catalogue in an attractive enough fashion to earn more discount from some dealers.

A NEW cassette rack – with a spring-loaded ejector for automatic fingertip selection – has been launched by Bib Hi-Fi. Priced above, it has been named Cassett-O-Matic and retails at £1.29.

The future without RRP could well fall into the following pattern: There will be two major price bands – full price and lower price. The full price will include new releases, top selling and TV advertised LPs. These will be sold at lower discounts than at present, but still priced attractively enough to bring customers in and to give the dealer a reasonable margin.

Back catalogue will fall into the lower price bracket. Albums will be sold by the companies at a lower dealer price than the new product and will include the majority of releases after six months have passed. The dealer can sell these items at a lower price than current hits, or, if they are still consistent sellers, he can continue to sell them at full price and make up his margins that way. Concurrent with a hit album by an established artist he will be able to promote their back catalogue in an attractive enough fashion to earn more discount from some dealers.

Wholesale & Import Round-up

THE SLUGGISH home and parallel imports market may be giving most wholesalers sleepless nights, but for those who are handling specialised product and material not scheduled for UK release business remains fairly healthy.

According to Paul Callaghan, general manager at Flyover/Disc Empire, trade is booming with various wholesalers achieving strong sales on Japanese, US, Canadian and EEC non-parallel imports.

Among the titles currently available from Flyover/Disc Empire are such singles as The Clash’s ‘Bank Robber’ on Dutch import, and a 12-inch Stranglers’ disc featuring ‘Don’t Bring Harry’ and ‘All Quiet On The Western Front’ plus the Teen LP Body Shots on Canadian import.

Jeff Wilmott, newly appointed managing director of Camden based importers Pacific Records, claims that almost all record dealers have opened accounts with the company in recent months with the mailing list up to 500 outlets.

New product from Pacific includes the US Stiff compilation The Last Compilation Until Next Time, featuring Lene Lovich, Madness, The Damned, Cure and Motormouth, the new Best Of Love LP on Rhino Records, the latest National Lampoon album and Play River Music by the Rhythm Devils – which features various Grateful Dead compositions written for, but not used in, the film Apocalypse Now.

Pacific has also just obtained stocks of the first four titles in a series of Epic 10-inch albums on US import – disc from Cheap Trick, New York Dolls, The Continentals and Propaganda. The Cheap Trick album, which includes a free single, selling at a dealer price of £2.31, with the other three going out at £2.82.

Meanwhile, Balham’s Record Corner has various 7-inch singles on the shelves which have not been released by UK companies. Among them are Tubeway Army’s ‘Down In The Park’, on Atlantic, Gary Numan’s ‘You Are My Vision’, on Atco, and ‘Heatwave’ by the Jam – all on US import.

Finally, Manchester’s Robinsons Records is currently offering imported golden oldies singles at ten below the usual price and the wholesaler also has a new range of UK deleted albums at between 35p and £1.50 each.

Richard Cooper, manager of Robinsons’ import/wholesale division commented on the current market: "Specialised imports seem to be one of the few areas that is holding its own – people who know about records and don’t rely on chart product are still managing to make money."
TANGERINE DREAM: Tangram
(Virgin V2147) Prod: Chris Frank
Edgar Froese

Tangerine Dream continues to tread the path of symphonic, electronic music with the new album featuring nothing but 40 minutes of the title track on both sides. With their music shrewdly done, Froese and Schmoelling are unlikely to win any new audience, and it's doubtful whether there are enough ageing hippies left out there to give the band anything more than a fleeting chart placing - although a brief chart placing is likely.

GORDON GILTRAP: Performance
(K-Tel NE 1051) Prod: Jon Miller/Rod Edwards.Roger Hand

K-Tel compilation album drawn mainly from Giltrap's three LPs for the now defunct Electric Records - Visionary, Perilous Journey and Fear Of The Dark - with his current single 'Theme From The Waltons' and a couple of previously unreleased tracks thrown in. Giltrap remains a highly innovative composer, but significant commercial success has so far evaded him, and unless K-Tel extends its TV push from ATV it's hard to see this album changing his track record - although a brief chart placing is likely.

LOU REED: Growing Up In Public
(SPART 1131) Prod: Lou Reed/Michael Fonfara

As the title and sleeve design indicate, the album finds Reed in a lyrically personal, vaguely confessional mood. And with all the music co-written by keyboard player Michael Fonfara, it's also something of a return to the simplistic, melodic approach of Reed's more commercial Transformer days. Much lacks impact, but Reed does occasionally find his old sparkle and humour - notably on 'Smiles' and 'The Power Of Positive Drinking'.

DIANA ROSS: Diana
Motown STMA 8033) Prod: Bernard Rodgers/Nile Edwards

Diana's long-awaited teaming with the golden touch Chic producers was expected to be a blockbuster. In fact, on first hearings, Diana comes across as something of an anti-climax, with much of the material needing repeated exposure before individual songs begin to register. The familiar chugging-bass Chic sound is well in evidence, of course, though it sounds less innovative than with say, Sheila & Devotion's 'Island Of Love'. The Scottish singer with the whiskey delivery and clever turn of phrase. This second album is as carefully crafted as the first and has a harder edge, but it is difficult to see exactly where its market lies, even with an introductory offer of £3.99.

FRANKIE MILLER: Easy Money
(Chrysalis CHR 1268) Prod: Hitmen/Frankie Miller

Miller's strongest album in some time. The Scottish singer with the whiskey- soaked voice schews the easy option of country-pop and moves back towards his best suit - a selection of mid-paced soulful rockers recorded in America with a fine band. Once compared to Otis Redding, his style is now closer to Bob Seger (who has covered Miller's songs) and could mark a return to respectable sales.

GRATEFUL DEAD: Go To Heaven
(Arista SPART 1115) Prod: Gary Lyons

The Grateful Dead these days have settled into a mellifluous but unspec-
tacular laid-back rock style which is more accessible than early work such as 'Anthem Of The Sun' but less varied. Raydio further consolidates its position as one of the best dance-funk outfits around. Nothing emerges that hasn't been heard in one form or another before, but the impressive thing about the band is the way they get down and grooving music guaranteed to ignite any party or disco. Play it - and there won't be a dry foot anywhere in the house.
Andy Fairweather Low: Mega-Shebang (Warner Brothers K56832) Prod: A. Fairweather Low/ Dave Charles
A self-help project that proves well worth the effort. Surrounded by the likes of Henry Spinetti and Mel Collins, the singer has stuck to his 70s style of soulful but muscular jump-beat material with a greater emphasis on brass arrangements, which compliment his strangled vocal style. He will need a single to give the album the chance it deserves.

Various Artists: The Immediate Story (Immediate V2165)
With a lavish gatefold sleeve and featuring amusing and exhaustive sleeve notes from MM’s Michael Watts, this 17-track collection has some of the best and some of the worst releases on Andrew Oldham’s pioneering UK indie. Among the greats are PP Arnold’s ‘First Cut Is The Deepest’, The Nice’s ‘America’ and Chris Farlowe’s ‘Out Of Time’. Among the wnderer ones are Twice As Much’s ‘It’d A Long Way There’, It’s No A Wonder and ‘Help Is On Its Way’.

Various Artists: Urban Cowboy (Full Moon/Asylum K99101)
Soundtrack album for the September-released John Travolta film which will probably mean more at that time. Actually rather a good sampler of modern country and country-rock with Charlie Daniels’ ‘The Devil Went Down To Georgia’, The Eagles’ ‘Lyn’ Eyes’, Jimmy Buffett’s ‘Hello Texas’, Bonnie Raitt’s ‘Darlin’ included, along with a rather nice gatefold presentation.

Richard Denton & Martin Cook: Hong Kong Beat & Other BBC TV Themes (BBC REH 385)
These two musicians have made a profession of compiling good, atmospheric themes for TV series and this album brings together six such themes (which have actually been released as singles) together with their B-sides. Included are Hong Kong Beat, ‘Tomorrow’s World’, ‘Guiler’ and Circuit Eleven, Miami.

Yachts: Without Radar (RAD 27)
Prod: Martin Rushent
Without Radar has what appears to be strong autobiographical overtones, which suggest that Yachts’ experience in the business of human happiness hasn’t been totally fulfilling. ‘Trust You’ is a sour commentary on the legal profession, while ‘Life Savings Easy’ has a get-rich-quick inspirational base. Other songs are equally pessimistic and despite the articulate skill of the lyrics the contents prove to be something of a downer, which the insistent playing does nothing to relieve.

Pete Stride & John Plain: New Guitars In Town (Beggars Banquet BEGA 17)
Prod: Pat Moran
Good thinking from Beggars to team up the lead guitarists from The Boys and The Lukers to show off the art of new wave guitar technique. The effect is quite good, full of adrenalin power-chords and occasional bursts of choppy solo work on a selection of originals plus a couple of standards like Sonny Bono’s ‘Laugh At Me’ and a strong, churning version of ‘You Better Move On’. The Bono song is out as a single at 60p initially, which ought to help sales of the album.

The Distractions: Nobody’s Perfect (Island ILPS 9604)
Prod: Phil Chapman/Jon Astley
Prime examples of the 80s trend towards sullen pop music, carefully recorded to sound as if it is put together in a corrugated iron attic, the Distractions debut on 14 chunky, quickfire songs with an identikit feel apart from a nice version of ‘Boyscry’ by Adrian Wright. His piano work keeps the package buzzing along, however, and maybe the current climate is about right for dour little songs like this.

New Single: O.K.
Revised Friday 20th June

The Hitmen

Record Business June 16 1980
Why I sold out — by Laurie Krieger

ONCE INDISPUTABLY Britain’s sympathy musically. The enchantment with current musical trends. generated by the advent of the Beatles. championship of Central London away Our Price chain. This in turn becomes sold all but four of his chain of 44 outlets Krieger has said goodbye to the bigtime day began in the 60s when Krieger the biggest privately owned record retail the biggest privately owned record retail the biggest privately owned record retail. Our Price, as chairman, received from the retail our Price, as chairman, received from the retail our Price, as chairman, received from the retail. "On its own Our Price did not have its own first class, knowledgeable management who are worth their weight in gold in this business. Some of the shops still have the managers who were there when the shops opened."

Another regret is the lack of support that the GRRC, from which he is retiring as chairman, received from the retail trade. "Regardless of what people say, a lot of unpaid time and effort was put in on behalf of the trade at large. If dealers gave it their support it would be a worthwhile organisation. In the end it became very disillusioning.

He also laments the erosion of the good relationships which once existed between record buyers and trade. "Dealers now feel that whatever their views the manufacturers are looking after Number One first. The trend has been to treat us less and less like customers.

Notwithstanding the frustrations of record retailing, Krieger is remaining in the business, partnering his son in a couple of Price Buster stores in which one, one of whose stock has been purchased directly from UK manufacturers. "Mossy" Moss has stayed with him and together they will be peddling Space Invader coin machine games to record shops.

While he won't predict how retailing will develop, he remains convinced that it is a business with a future. "It may have to be run on more commercial lines than I adopted, but anybody who is determined enough and is prepared to put in the hours can develop his own business. We used to eat, sleep and drink records — and anybody who does that will come out on top."

"When RPM went, so did the opportunity to get a decent trading mark-up" as "finding and keeping good staff.

"For nothing Our Price is getting some first class, knowledgeable management who are worth their weight in gold in this business. Some of the shops still have the managers who were there when the shops opened."

Another regret is the lack of support that the GRRC, from which he is retiring as chairman, received from the retail trade. "Regardless of what people say, a lot of unpaid time and effort was put in on behalf of the trade at large. If dealers gave it their support it would be a worthwhile organisation. In the end it became very disillusioning.

He also laments the erosion of the good relationships which once existed between record buyers and trade. "Dealers now feel that whatever their views the manufacturers are looking after Number One first. The trend has been to treat us less and less like customers.

Notwithstanding the frustrations of record retailing, Krieger is remaining in the business, partnering his son in a couple of Price Buster stores in which one, one of whose stock has been purchased directly from UK manufacturers. "Mossy" Moss has stayed with him and together they will be peddling Space Invader coin machine games to record shops.

While he won't predict how retailing will develop, he remains convinced that it is a business with a future. "It may have to be run on more commercial lines than I adopted, but anybody who is determined enough and is prepared to put in the hours can develop his own business. We used to eat, sleep and drink records — and anybody who does that will come out on top."
# THE DISCO CHART

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

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Diana Ross</td>
<td>Love Is</td>
<td>Epic</td>
</tr>
<tr>
<td>2</td>
<td>Roberta Flack</td>
<td>Feelin' Good</td>
<td>Epic</td>
</tr>
<tr>
<td>3</td>
<td>David Bowie</td>
<td>Ashes To Ashes</td>
<td>EMI</td>
</tr>
<tr>
<td>4</td>
<td>Led Zeppelin</td>
<td>Stairway To Heaven</td>
<td>Led Zeppelin</td>
</tr>
<tr>
<td>5</td>
<td>The Eagles</td>
<td>Hotel California</td>
<td>Asylum</td>
</tr>
<tr>
<td>6</td>
<td>The Band</td>
<td>The Band</td>
<td>Epic</td>
</tr>
<tr>
<td>7</td>
<td>The Monkees</td>
<td>Daydream Believer</td>
<td>Epic</td>
</tr>
<tr>
<td>8</td>
<td>The Beatles</td>
<td>Help!</td>
<td>Apple</td>
</tr>
<tr>
<td>9</td>
<td>The Rolling Stones</td>
<td>Abbey Road</td>
<td>Decca</td>
</tr>
<tr>
<td>10</td>
<td>The Beach Boys</td>
<td>Surfin' USA</td>
<td>Capitol</td>
</tr>
<tr>
<td>11</td>
<td>The Beach Boys</td>
<td>Swim</td>
<td>Capitol</td>
</tr>
<tr>
<td>12</td>
<td>The Beach Boys</td>
<td>Let It Be</td>
<td>Apple</td>
</tr>
<tr>
<td>13</td>
<td>The Beach Boys</td>
<td>Yesterday</td>
<td>Apple</td>
</tr>
<tr>
<td>14</td>
<td>The Beach Boys</td>
<td>Help!</td>
<td>Apple</td>
</tr>
<tr>
<td>15</td>
<td>The Beach Boys</td>
<td>A Hard Day's Night</td>
<td>Apple</td>
</tr>
<tr>
<td>16</td>
<td>The Beach Boys</td>
<td>I Want To Hold Your Hand</td>
<td>Apple</td>
</tr>
<tr>
<td>17</td>
<td>The Beach Boys</td>
<td>Can't Buy Me Love</td>
<td>Apple</td>
</tr>
<tr>
<td>18</td>
<td>The Beach Boys</td>
<td>Twist And Shout</td>
<td>Columbia</td>
</tr>
<tr>
<td>19</td>
<td>The Beach Boys</td>
<td>I Feel Fine</td>
<td>Columbia</td>
</tr>
<tr>
<td>20</td>
<td>The Beach Boys</td>
<td>Summertime</td>
<td>Columbia</td>
</tr>
<tr>
<td>21</td>
<td>The Beach Boys</td>
<td>You Can't Do That</td>
<td>Columbia</td>
</tr>
<tr>
<td>22</td>
<td>The Beach Boys</td>
<td>Great Balls Of Fire</td>
<td>Columbia</td>
</tr>
<tr>
<td>23</td>
<td>The Beach Boys</td>
<td>Don't Make Me Over</td>
<td>Columbia</td>
</tr>
<tr>
<td>24</td>
<td>The Beach Boys</td>
<td>That's All</td>
<td>Columbia</td>
</tr>
<tr>
<td>25</td>
<td>The Beach Boys</td>
<td>I'll Be Doggone</td>
<td>Columbia</td>
</tr>
</tbody>
</table>

**UK DISCO LPS**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diana Ross</td>
<td>Love Is</td>
<td>Epic</td>
</tr>
<tr>
<td>Roberta Flack</td>
<td>Feelin' Good</td>
<td>Epic</td>
</tr>
<tr>
<td>David Bowie</td>
<td>Ashes To Ashes</td>
<td>Asylum</td>
</tr>
<tr>
<td>The Eagles</td>
<td>Hotel California</td>
<td>Epic</td>
</tr>
<tr>
<td>The Band</td>
<td>Daydream Believer</td>
<td>Epic</td>
</tr>
<tr>
<td>The Beatles</td>
<td>Help!</td>
<td>Apple</td>
</tr>
<tr>
<td>The Rolling Stones</td>
<td>Abbey Road</td>
<td>Epic</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Surfin' USA</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Swim</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Let It Be</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Yesterday</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Help!</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>A Hard Day's Night</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>I Want To Hold Your Hand</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>I Feel Fine</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Can't Buy Me Love</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Summertime</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>You Can't Do That</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Great Balls Of Fire</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Don't Make Me Over</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>That's All</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>I'll Be Doggone</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>That's All</td>
<td>Columbia</td>
</tr>
</tbody>
</table>

**IMPORT LPS**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>George Duke</td>
<td>Blue Train</td>
<td>Atlantic</td>
</tr>
<tr>
<td>Al Green</td>
<td>Let's Stay Together</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>The Love I Lost</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>Love And Happiness</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>It's A Man's World</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>I Shot The Sheriff</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>Let's Stay Together</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>The Love I Lost</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>Love And Happiness</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>It's A Man's World</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>I Shot The Sheriff</td>
<td>CBS</td>
</tr>
</tbody>
</table>

**newValue in now Picture bag**

**PAINTING BLACK**

**FREE FLAMING DISC**

**with first 20,000 'Twist' & 'Shout' featuring the Modifications**

**UK DISCO LPS**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diana Ross</td>
<td>Love Is</td>
<td>Epic</td>
</tr>
<tr>
<td>Roberta Flack</td>
<td>Feelin' Good</td>
<td>Epic</td>
</tr>
<tr>
<td>David Bowie</td>
<td>Ashes To Ashes</td>
<td>Asylum</td>
</tr>
<tr>
<td>The Eagles</td>
<td>Hotel California</td>
<td>Epic</td>
</tr>
<tr>
<td>The Band</td>
<td>Daydream Believer</td>
<td>Epic</td>
</tr>
<tr>
<td>The Beatles</td>
<td>Help!</td>
<td>Apple</td>
</tr>
<tr>
<td>The Rolling Stones</td>
<td>Abbey Road</td>
<td>Epic</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Surfin' USA</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Swim</td>
<td>Capitol</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Let It Be</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Yesterday</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Help!</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>A Hard Day's Night</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>I Want To Hold Your Hand</td>
<td>Apple</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>I Feel Fine</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Can't Buy Me Love</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Summertime</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>You Can't Do That</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Great Balls Of Fire</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>Don't Make Me Over</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>That's All</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>I'll Be Doggone</td>
<td>Columbia</td>
</tr>
<tr>
<td>The Beach Boys</td>
<td>That's All</td>
<td>Columbia</td>
</tr>
</tbody>
</table>

**IMPORT LPS**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>George Duke</td>
<td>Blue Train</td>
<td>Atlantic</td>
</tr>
<tr>
<td>Al Green</td>
<td>Let's Stay Together</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>The Love I Lost</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>Love And Happiness</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>It's A Man's World</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>I Shot The Sheriff</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>Let's Stay Together</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>The Love I Lost</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>Love And Happiness</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>It's A Man's World</td>
<td>CBS</td>
</tr>
<tr>
<td>Al Green</td>
<td>I Shot The Sheriff</td>
<td>CBS</td>
</tr>
<tr>
<td>No.</td>
<td>Last Week</td>
<td>This Week</td>
</tr>
<tr>
<td>-----</td>
<td>------------</td>
<td>-----------</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>12</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>13</td>
<td>13</td>
<td>1</td>
</tr>
<tr>
<td>14</td>
<td>14</td>
<td>27</td>
</tr>
<tr>
<td>15</td>
<td>15</td>
<td>8</td>
</tr>
<tr>
<td>16</td>
<td>16</td>
<td>16</td>
</tr>
<tr>
<td>17</td>
<td>17</td>
<td>21</td>
</tr>
<tr>
<td>18</td>
<td>18</td>
<td>14</td>
</tr>
<tr>
<td>19</td>
<td>19</td>
<td>19</td>
</tr>
<tr>
<td>20</td>
<td>20</td>
<td>29</td>
</tr>
<tr>
<td>21</td>
<td>21</td>
<td>42</td>
</tr>
<tr>
<td>22</td>
<td>22</td>
<td>35</td>
</tr>
<tr>
<td>23</td>
<td>23</td>
<td>17</td>
</tr>
<tr>
<td>24</td>
<td>24</td>
<td>29</td>
</tr>
<tr>
<td>25</td>
<td>25</td>
<td>12</td>
</tr>
<tr>
<td>26</td>
<td>26</td>
<td>33</td>
</tr>
<tr>
<td>27</td>
<td>27</td>
<td>22</td>
</tr>
<tr>
<td>28</td>
<td>28</td>
<td>8</td>
</tr>
<tr>
<td>29</td>
<td>29</td>
<td>24</td>
</tr>
<tr>
<td>30</td>
<td>30</td>
<td>39</td>
</tr>
<tr>
<td>31</td>
<td>31</td>
<td>26</td>
</tr>
<tr>
<td>32</td>
<td>32</td>
<td>30</td>
</tr>
<tr>
<td>33</td>
<td>33</td>
<td>36</td>
</tr>
<tr>
<td>34</td>
<td>34</td>
<td>32</td>
</tr>
<tr>
<td>35</td>
<td>35</td>
<td>31</td>
</tr>
<tr>
<td>36</td>
<td>36</td>
<td>13</td>
</tr>
<tr>
<td>37</td>
<td>37</td>
<td>4</td>
</tr>
<tr>
<td>38</td>
<td>38</td>
<td>2</td>
</tr>
<tr>
<td>39</td>
<td>39</td>
<td>8</td>
</tr>
<tr>
<td>40</td>
<td>40</td>
<td>25</td>
</tr>
<tr>
<td>41</td>
<td>41</td>
<td>10</td>
</tr>
<tr>
<td>42</td>
<td>42</td>
<td>19</td>
</tr>
<tr>
<td>43</td>
<td>43</td>
<td>8</td>
</tr>
<tr>
<td>44</td>
<td>44</td>
<td>4</td>
</tr>
<tr>
<td>45</td>
<td>45</td>
<td>11</td>
</tr>
<tr>
<td>46</td>
<td>46</td>
<td>5</td>
</tr>
<tr>
<td>47</td>
<td>47</td>
<td>8</td>
</tr>
<tr>
<td>48</td>
<td>48</td>
<td>3</td>
</tr>
<tr>
<td>49</td>
<td>49</td>
<td>1</td>
</tr>
<tr>
<td>50</td>
<td>50</td>
<td>7</td>
</tr>
<tr>
<td>51</td>
<td>51</td>
<td>6</td>
</tr>
<tr>
<td>52</td>
<td>52</td>
<td>5</td>
</tr>
<tr>
<td>53</td>
<td>53</td>
<td>4</td>
</tr>
<tr>
<td>54</td>
<td>54</td>
<td>2</td>
</tr>
<tr>
<td>55</td>
<td>55</td>
<td>11</td>
</tr>
<tr>
<td>56</td>
<td>56</td>
<td>3</td>
</tr>
<tr>
<td>57</td>
<td>57</td>
<td>6</td>
</tr>
<tr>
<td>58</td>
<td>58</td>
<td>1</td>
</tr>
<tr>
<td>59</td>
<td>59</td>
<td>4</td>
</tr>
</tbody>
</table>

The Record Business Top 100 is compiled from sales and airplay on a system adapted from the charts of the successful US trade paper Record World. The Top 30 is based on sales alone. Positions 31-100 are determined by the sales rating + 5% of the airplay rating. 300 shops report weekly sales, average reporting time being Thursday noon.
## The Singles Chart 61-100

<table>
<thead>
<tr>
<th>Label/Cat. No.</th>
<th>Order</th>
<th>Title/Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>DORE 01</td>
<td></td>
<td>NO ROOM AT THE INN (EPI) THE HONEYCOMBS</td>
</tr>
<tr>
<td>ROUGH TRADE RTSD 05</td>
<td></td>
<td>ROUGH TRADE</td>
</tr>
<tr>
<td>COETACO C01 01</td>
<td></td>
<td>COETACO</td>
</tr>
<tr>
<td>ATLANTIC K1392/113927</td>
<td>5</td>
<td>ATLANTIC</td>
</tr>
<tr>
<td>CRASS 421994-1</td>
<td>5</td>
<td>CRASS</td>
</tr>
<tr>
<td>RAGTIME CB 350</td>
<td>5</td>
<td>RAGTIME</td>
</tr>
<tr>
<td>ENSIGN ENY 37</td>
<td>5</td>
<td>ENSIGN</td>
</tr>
<tr>
<td>EPIC EPIC 8593</td>
<td>5</td>
<td>EPIC</td>
</tr>
<tr>
<td>A&amp;M A&amp;S 7523</td>
<td>5</td>
<td>A&amp;M-AS</td>
</tr>
<tr>
<td>CBS 851</td>
<td>5</td>
<td>CBS</td>
</tr>
<tr>
<td>RCA PB 38543</td>
<td>5</td>
<td>RCA</td>
</tr>
<tr>
<td>CRACKAMAN CB 363</td>
<td>5</td>
<td>CRACKAMAN</td>
</tr>
<tr>
<td>A&amp;M A&amp;S/AMAP 7528</td>
<td>5</td>
<td>A&amp;M A&amp;S</td>
</tr>
<tr>
<td>MCA 612</td>
<td>5</td>
<td>MCA</td>
</tr>
<tr>
<td>AMERICAN 7523</td>
<td>5</td>
<td>AMERICAN</td>
</tr>
<tr>
<td>POLYDOR 2059 246</td>
<td>5</td>
<td>POLYDOR</td>
</tr>
<tr>
<td>O MERCURY BIKE 1</td>
<td>5</td>
<td>MERCURY</td>
</tr>
<tr>
<td>BRONZE BRO/BRODBRO 92</td>
<td>5</td>
<td>BRONZE</td>
</tr>
<tr>
<td>A&amp;M A&amp;S/AMX 7536</td>
<td>5</td>
<td>A&amp;M A&amp;S</td>
</tr>
<tr>
<td>VERTIGO SOLO 2</td>
<td>5</td>
<td>VERTIGO</td>
</tr>
<tr>
<td>PARLOPHONE 60635</td>
<td>5</td>
<td>PARLOPHONE</td>
</tr>
<tr>
<td>EPIC 13EPC 8594</td>
<td>5</td>
<td>EPIC</td>
</tr>
<tr>
<td>VIRGIN VS 351</td>
<td>5</td>
<td>VIRGIN</td>
</tr>
<tr>
<td>GEM GEMS 30</td>
<td>5</td>
<td>GEM</td>
</tr>
<tr>
<td>RADA 173/151/15</td>
<td>5</td>
<td>RADA</td>
</tr>
<tr>
<td>ARIOLA 303</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>ARIOLA 11475/4</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>ARIOLA 1343/12343</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>ISLAND WIP 6610</td>
<td>5</td>
<td>ISLAND</td>
</tr>
<tr>
<td>CAPITOL CAP 199 193</td>
<td>5</td>
<td>CAPITOL</td>
</tr>
<tr>
<td>POLYDOR 2059 251</td>
<td>5</td>
<td>POLYDOR</td>
</tr>
<tr>
<td>RCA Run 1/12</td>
<td>5</td>
<td>RCA</td>
</tr>
<tr>
<td>UNITED ARTISTS BP 364</td>
<td>5</td>
<td>UNITED ARTISTS</td>
</tr>
<tr>
<td>ARISTA ARISTA 350</td>
<td>5</td>
<td>ARISTA</td>
</tr>
<tr>
<td>A&amp;M A&amp;S/AMAP 7528</td>
<td>5</td>
<td>A&amp;M A&amp;S</td>
</tr>
<tr>
<td>ARIOLA 11475/15157</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>ARIOLA 52561</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>ARIOLA ARISA 1343/12343</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>ARIOLA 11475/15157</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>POLYDOR 2059 251</td>
<td>5</td>
<td>POLYDOR</td>
</tr>
<tr>
<td>ARIOLA 11475/15157</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>ARIOLA 52561</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>ARIOLA ARISA 1343/12343</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
<tr>
<td>ARIOLA 11475/15157</td>
<td>5</td>
<td>ARIOLA</td>
</tr>
</tbody>
</table>

### Ones To Watch

101 NOTHING TO LOSE GIRLS (BRONZE) BRONZE 1960
102 AWAY FROM HOME KLARK KENT & LAKE A&M A&S 7523
103 FLESH AND BLOOD TEG NUGENT (EPIC EPIC) EPIC 85632/85636
104 BOUNTY HUNTER MOLLY HATCHEP (EPIC EPIC) EPIC 85632/85636
105 ANY WAY YOU WANT IT JOURNEY (CBS 8558) CBS 8558/8558
106 DON'T COME TELL US HER GOSPEL (RCA RC 1962) RCA 8583
107 CATCH ME IF YOU CAN BRENDON SHINE ELEKTRA 8583
108 WATERFALLS PAUL McCARTNEY PARLOPHONE 8583
109 RIDE BOYS ARE BACK IN TOWN BOSS (RIK 251) RIK 251
110 HUG A BUDDHA GET OUT OF HERE (DOUBLETONE) SINGLE 8583
111 LAST NIGHT AT DANCEDLAND RANDY CRAWFORD (A&M A&S 7523) A&M A&S 7523
112 DOES SHE HAVE A FRIEND GENE CHANDLER (20TH/CH SOUND TC 2451) 20TH/CH
113 JUMP DOWN JIMMY LENI ZAVARONI (GALAXY G8163) GALAXY G8163
114 GIRL YOU WANT DEVO VIRGIN VS 350 DEVO
115 GIVE PEACE A CHANCE (MAKE LOVE NOT WAR) LONNIE LISTON SMITH (CBS 8566)
116 STEAL AWAY ROBBIE DUPREE (ELEKTRA 8583) ELEKTRA 8583
117 CHANGES MAGNUM (LET 188) MAGNUM
118 WHAT'S THE CHANCE I THINK ABOUT IT DON'T YOU (DUNNO) DUNNO
119 MELODY MER/EX (MBC 7525) MBC 7525

---

**Record Business** Charts are used by Radios Capital, Luxembourg, BBC, Forth, Beaux, 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 (01 896 9311).
The hottest single from the Record Business

**NEW SINGLE**

**WHO WANTS THE WORLD?**

*C/W THE MENINBLACK (WAITING FOR 'EM)*

ISSUED IN FULL COLOUR PICTURE BAG
LIMITED INITIAL QUANTITY AT SPECIALLY REDUCED PRICE (BPX355)

**POWERHOUSE**

Queen/Play The Game
UB40/My Way Of Thinking

**ON THE RADIO**

Hot on the RB Airplay Guide

- DETROIT SPINNERS/CUPID (Atlantic K11498)
- PAUL McCARTNEY/WATERFALLS (Parlophone R6037)
- STACY LATTISAW/JUMP TO THE BEAT (Atl K11486)
- VAPORS/NEWS AT TEN (UA BP 345)
- BILLY PRESTON & SYREETA/ONE MORE TIME FOR LOVE (Motown TMG 1188)
- LEO SAYER/MORE THAN I CAN SAY (CHS )

**DISCO/SOUL**

Top new sellers on RB's Disco Chart

- GENE CHANDLER/DOES SHE HAVE A FRIEND (20th Century TC 2451)
- LONNIE LISTON SMITH/GIVE PEACE... (CBS 8360)
- ODYSSEY/USE IT UP WEAR IT OUT (RCA PC 1962)
- MARK SOSKIN/WALK TALL (Prestige PRC 105)

**IMPORTS**

Fastest moving Disco/Soul imports

- CECIL PARKER/REALLY REALLY LOVE YOU (TEC)

For the full story behind the Chartbusters subscribe to the weekly trade magazine Record Business.
The new 3 track single.

Contains a specially re-mixed studio version of 'Changes' plus a 'live' version of the same song and the previously unreleased track 'Everybody Needs'.

Order from CBS Order Desk. Tel: 01-960 2155.
CBS Distribution Centre, Barlby Road, London W10

---

**NEW RELEASES**

Due in the shops this weekend

- **SHADOWS/HEART OF GLASS** (EMI 5083)
- **UNDERTONES/WEDNESDAY WEEK** (Sire SIR 4042)
- **BLACK SABBATH/NEON KNIGHTS** (Vertigo SAB 3)
- **DAVID ESSEX/THE RACE** (Mercury BIKE 2)
- **COMMODORES/OLD FASHIONED LOVE** (TMG 1193)
- **DICKIES/GIGANTOR** (A&M AMS 7544)
- **WHITESNAKE/READY AN' WILLING EP** (UA BP 363)
- **BUDGIE/WILDFIRE EP** (RCA EPBUDGE 1)

---

**ROCK**

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

- **GILLAN/SLEEPING ON THE JOB** (Virgin VS 355)
- **ATHLETICO SPIZZ 80/NO ROOM** (RTSO 5)
- **BILL NELSON/DO YOU DREAM** (Cocteau COQ 1)
- **JOE JACKSON/THE HARDER THEM COME** (AMS 7536)
- **HUMAN LEAGUE/EMPIRE STATE HUMAN** (VS 351)
- **SAXON/747** (Carrere CAR 151)

---

**OFF THE WALL**

Coming out of nowhere

*NO NEW OFF THE WALL CHARTBUSTERS THIS WEEK*

---

---

**WHO SHOT J.R.?**

Ovation Records are rush-releasing the single that asks the question on everyone's lips – Who Shot J.R?

Dallas fever hit Britain on May 26th when everyone's favourite "Man you love to hate", J.R. Ewing, got the bullet.

**Garry Burbank** comes up with a few of his own answers, on his new Ovation single "Who Shot J.R.?"

And with 25 million witnesses waiting to see whodunnit, you'd better stock up now. OVS 1210

Order from: Ovation Records (Sales) Ltd.
Tel: 01-640 3344
The Airplay Guide features playlists which are in force in the current week (except for Radio Hallam which due to production deadlines is for last week). Playlists normally only affect daytime Monday-Friday shows.

NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE

**Key To Station Playlists**

**NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE**

**Basic Key**

- **A** - Main Playlist/Chart
- **B** - Breakers/Climbers
- **C** - Extras
- ★ - Hit Picks
- ☆ - Station Pick

**Key To Station Playlists**

**MERICA SOUND**

- Country
  - A List
  - B List
  - Hit Picks

**PENNINE SOUNDS**

- A List
  - B List
  - C List
  - Hit Picks
  - People's Choice

**PYLON/THAMES VALLEY**

- A List
  - B List
  - Hit Picks
  - Sing Of The Week

**RBC SCOTLAND**

- A List
  - B List
  - Hit Picks

**RBC WALES**

- A List
  - B List
  - Hit Picks

**The Radioactive symbol (★) is awarded for a gain of at least 3% in the airplay rating - equivalent to one major or two or three minor motor stations play the title. Each playlist is weighted according to approximate frequency of play and audience much as indicated by available published research.**

**Key To Distributors**

- A - Poly
  - B - Epic
  - C - CBS
  - D - BMG
  - E - EMI
  - F - Rough Trade
  - G - Southern
  - H - Foi
  - I - Virgin
  - J - BMG
  - K - Sony
  - L - Utopia
  - M - Rhino
  - N - WEA
  - O - Virgin
  - P - EMI
  - Q - BMG
  - R - PolyGram
  - S - Sony
  - T - Virgin
  - U - BMG
  - V - PolyGram
  - W - EMI
  - X - BMG
  - Y - Sony
  - Z - PolyGram

**NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE**

**Basic Key**

- **A** - Main Playlist/Chart
- **B** - Breakers/Climbers
- **C** - Extras
- ★ - Hit Picks
- ☆ - Station Pick

**Key To Station Playlists**

**MERICA SOUND**

- Country
  - A List
  - B List
  - Hit Picks

**PENNINE SOUNDS**

- A List
  - B List
  - C List
  - Hit Picks
  - People's Choice

**PYLON/THAMES VALLEY**

- A List
  - B List
  - Hit Picks
  - Sing Of The Week

**RBC SCOTLAND**

- A List
  - B List
  - Hit Picks

**RBC WALES**

- A List
  - B List
  - Hit Picks

**The Radioactive symbol (★) is awarded for a gain of at least 3% in the airplay rating - equivalent to one major or two or three minor motor stations play the title. Each playlist is weighted according to approximate frequency of play and audience much as indicated by available published research.**

**Key To Distributors**

- A - Poly
  - B - Epic
  - C - CBS
  - D - BMG
  - E - EMI
  - F - Rough Trade
  - G - Southern
  - H - Foi
  - I - Virgin
  - J - BMG
  - K - Sony
  - L - Utopia
  - M - Rhino
  - N - WEA
  - O - Virgin
  - P - EMI
  - Q - BMG
  - R - PolyGram
  - S - Sony
  - T - Virgin
  - U - BMG
  - V - PolyGram
  - W - EMI
  - X - BMG
  - Y - Sony
  - Z - PolyGram

**NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE**

**Basic Key**

- **A** - Main Playlist/Chart
- **B** - Breakers/Climbers
- **C** - Extras
- ★ - Hit Picks
- ☆ - Station Pick

**Key To Station Playlists**

**MERICA SOUND**

- Country
  - A List
  - B List
  - Hit Picks

**PENNINE SOUNDS**

- A List
  - B List
  - C List
  - Hit Picks
  - People's Choice

**PYLON/THAMES VALLEY**

- A List
  - B List
  - Hit Picks
  - Sing Of The Week

**RBC SCOTLAND**

- A List
  - B List
  - Hit Picks

**RBC WALES**

- A List
  - B List
  - Hit Picks

**The Radioactive symbol (★) is awarded for a gain of at least 3% in the airplay rating - equivalent to one major or two or three minor motor stations play the title. Each playlist is weighted according to approximate frequency of play and audience much as indicated by available published research.**

**Key To Distributors**

- A - Poly
  - B - Epic
  - C - CBS
  - D - BMG
  - E - EMI
  - F - Rough Trade
  - G - Southern
  - H - Foi
  - I - Virgin
  - J - BMG
  - K - Sony
  - L - Utopia
  - M - Rhino
  - N - WEA
  - O - Virgin
  - P - EMI
  - Q - BMG
  - R - PolyGram
  - S - Sony
  - T - Virgin
  - U - BMG
  - V - PolyGram
  - W - EMI
  - X - BMG
  - Y - Sony
  - Z - PolyGram

**NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE**

**Basic Key**

- **A** - Main Playlist/Chart
- **B** - Breakers/Climbers
- **C** - Extras
- ★ - Hit Picks
- ☆ - Station Pick

**Key To Station Playlists**

**MERICA SOUND**

- Country
  - A List
  - B List
  - Hit Picks

**PENNINE SOUNDS**

- A List
  - B List
  - C List
  - Hit Picks
  - People's Choice

**PYLON/THAMES VALLEY**

- A List
  - B List
  - Hit Picks
  - Sing Of The Week

**RBC SCOTLAND**

- A List
  - B List
  - Hit Picks

**RBC WALES**

- A List
  - B List
  - Hit Picks

**The Radioactive symbol (★) is awarded for a gain of at least 3% in the airplay rating - equivalent to one major or two or three minor motor stations play the title. Each playlist is weighted according to approximate frequency of play and audience much as indicated by available published research.**

**Key To Distributors**

- A - Poly
  - B - Epic
  - C - CBS
  - D - BMG
  - E - EMI
  - F - Rough Trade
  - G - Southern
  - H - Foi
  - I - Virgin
  - J - BMG
  - K - Sony
  - L - Utopia
  - M - Rhino
  - N - WEA
  - O - Virgin
  - P - EMI
  - Q - BMG
  - R - PolyGram
  - S - Sony
  - T - Virgin
  - U - BMG
  - V - PolyGram
  - W - EMI
  - X - BMG
  - Y - Sony
  - Z - PolyGram
UK indie producers score heavily in ‘Clio’ radio commercial awards

11 OUT of 26 International Clios for radio commercials were awarded to English commercial radio producers in Brussels. But those attending the ceremony were very disappointed with the presentation which was later described as “absolutely awful.” Tony Hertz of the Radio Operators, winner of many Clios, said he may not enter next year. Also, the USA-based advertising equivalent of Oscars, are presented in International and Separate American sections. It is therefore possible to compete with Japan, for instance, but not the USA. This year, for the first time, a few seconds of each finalist was played before the winning commercial, which was played in full. Not only was this felt to be insulting to the finalists but it also led to audience disagreement with the decision of the judges.

Encouragingly, four of the statues were presented to independent production companies and the majority of those who won had creative and to indie outfits. At a time when radio commercial creativity is dismissed as practically non-existent in this country, independent radio producers believe there is a lot of talent around, but not in advertising agencies. Ideas are afoot to launch a series of awards similar to DADA for specialist producers judged by a team from commercial radio stations and advertising agencies.

Three of the independent winners had never won a Clio before. Particularly thrilled was Mike Hurley who left Pennine Radio to set up his own production company in Bradford – the Creative Department. His Tarkan & Jane commercial for the Halifax Building Society won the best use of humour category. He also had five other finalists. For him the award represents the realisation of an ambition. He would now like to turn his considerable talent in the direction of record company advertising.

Chris Sandford of Hobo Radio Productions received his Clio for the best announcers presentation in The Deerhunter. In the first year of entry his company had seven finalists as well as this winner. The winning commercial was written and directed by Sandford and his partner Iain Dunn and voiced by Peter Barkworth.

Alan Fitter of Quixote Radio Advertising won his first Clio, having earned only finalists in previous years. An ad for Harlequin Record Shops entitled Black Father Christmas won the retail section – a highly acclaimed commercial competition. The winning commercial was written and directed by David Tempjar, art director for Harlequin, with the music provided by the usual Ho-Ho Ho Santa Claus figure with special price album offers. The ad was co-written by Fitter and Rob Arsenen who directed it.

The remaining English winners were: Best commercial/tealitries/pharmaceutical Radio Operators; Proven Skin Gel, written and directed by Tony Hertz, recorded at Redwood Studios. Best media promotion Lonsdale Advertising: Life of Brian, John Cleese’s mother, written, voiced, directed and produced by the Monty Python team. Edited at Redwood Studios.

Best campaign Lonsdale Advertising: Monty Python’s Life of Brian. Credits as above.

Best beverages/tea and coffee David Williams & Ketchum: Kenco Coffee, Daytime Special. Written by Heather Meredith-Owen and Jay Pond-Jones. Voiced by Kenny Everett and produced at his studio. The first radio Clio won by this agency.


Best household item Foote Cone & Belding: Dulux Paint, Jaws. Written by David Templar, art director Ray Gallop, creative director Len Sugarman, v/o Stanley Baxter. Music production: Radio Pictures. This category had two winners, the other being an entry from the English Sewing Company.

Best use of sound Yamco Radio Productions: Star Trek, Where No Man Has Gone. Written, produced and directed for the UK by Chuck Blore and Don Richman in Los Angeles.

Radio-1 shuffle goes on

SIMON BATES loses his Personal Call phone-in programme in Radio-1’s new schedules beginning in September. Controller Derek Chinnery has already announced his plans for the 7pm-8pm weekday slot and is working on a reshuffle of current presenters and programmes to complete the new-look Autumn schedule.

Capital’s Adrian Love, approached by Chinnery when Kid Jensen informed him of his imminent departure to the United States, is likely to be the only new recruit to Radio-1. However, Chinnery still needs to find a permanent slot for Steve Wright, currently working as relief.

Andy Peebles will become the regular host of Stayin’ Alive from Monday, September 1. Love will host Talkabout on Thursdays at 11pm, the present Mailbag with Anne Nightingale on Wednesdays. The Thursday slot is taken up with 25 Years of Rock, a mono repeat of the previous Sunday’s stereo broadcast, and on Friday Love will present Roundhouse, the weekly discussion about new releases.

Capital Radio says it is too early to make an announcement on Adrian Love’s replacement. East 17 wrote in to express their disapproval over Chinnery’s decision to present the station’s nightly Open Line, and the weekly Alternatives arts programme. Programme controller Aidan Day commented that he was not surprised that Radio-1 had decided to make such a move but added: “I am fully aware that the appeal of working for a national network is extremely hard to resist,” he said.

Radio London, P.O. Box 41L, London W1A 4L1.

Matt Hopper at Radio Victory is featuring an alternative single chart based on local independent record label sales on his Saturday night “Matt on the Rock Trail” show. He is good enough to include a copy of the chart with his airplay report showing the alternative top 10 in Portsmouth to be: 1) Girls at Our Best; 2) Family Fodder; 3) Delta 5; 4) Pet Food; 5) Shoes for Industry; 6) Fashion; 7) The Vibrators; 8) The Flowers; 9) Teardrop Exploses; 10) The Monochrome Set. Matt will also be using the RB indie chart for the Rock Paper Scissors sessions.

Finally, condolences to Winton Cooper at Sheffield whose home was burgled recently. Among the goods taken were the records he had intended to play on his show, many of which were new artists he’d hoped to be featuring quite heavily over the next few weeks.
Radio-1's
Tobler/Frame
extravaganza

RADIO-1's most expensive series takes
to the air this Sunday (22) at 7pm. It is
25 Years Of Rock devised by executive
producer Stuart Grundy who believes it is
the first series of this kind to be made
without narration.

Each of the 25 programmes covers
one year, beginning in 1955; the music of
which is set against newsreel clips,
radio and TV broadcasts and specially
recorded montages from newspaper
stories. John Tobler and Pete Frame
have spent the last six months research-
ing and collecting the material, mixing
international crises with amusing tit-
bits. Producer Trevor Dann is producing
the programmes, only six of which are
currently completed.

The stereo series opens with a mon-
tage of extracts including a cleverly edited sequence where the lyrics of
Queen's 'Bohemian Rhapsody' envelope Premier Heath's three-day
affairs the series illustrates how popular
music of the day reflected and com-
mented on those events.

It is also being broadcast in the United
States through an association with Bill-
board magazine.

John Tobler is a veteran press and radio
journalist on the pop scene and Pete
Frame, once editor of Zigzag fanzine,
produces those extensive musical 'fam-
ily trees' that have appeared in Sounds
among other publications.

Vass is md
for Devonair

MAURICE VASS has joined Devonair,
the first twinned radio station, in
Exeter/Torbay, as managing director.
He will be appointing a programme
controller shortly and has already em-
ployed Nick Johnson, from Plymouth
Sound, as chief engineer.

Vass was brought up in Devon and
has over 15 years' experience in media
and regional broadcasting through
Thompson Newspapers, Yorkshire TV,
where he was deputy general manager,
and Tyne Tees TV where he was general
manager. Most recently he had been
retained by Charterhouse Merchant
Bank as full-time consultant to prepare
its group's application for an ITV con-
tract from January 1982.

"Development of the two studio
centres in Exeter and Torquay are well
advanced," reports Vass, and the first
batch of the most advanced technical
equipment available arrives in just a few
weeks time." As far as possible, Vass
maintains, Devonair's staff will come
from the areas the services will cover,"and if the bulging files of applications
so far are any indication, we will have
no problem finding the right degree of
enthusiasm locally."

THE SCULPTURE in the Heredities
Award competition for art students
(right), part sponsored by Capital to the
tune of £1,250, failed to emerge a
prize-winner but it did catch the atten-
tion of the IBA's director general Sir
Brian Young who was heard likening it
to the Authority. "I'm the one on the
left," he said. "The man on the right
represents everyone else at the IBA!"

... MU picnics now seen outside Egton
House though not preventing entrances
being made. Radio-1 reckons it has
enough pre-recorded material for
another three weeks. After that, there
would be cats probably in night-time
output... Allen Mackenzie's tasteful
office suites in Oregon pine and black
and white tartan under pressure from
Piccadilly whose newly renovated
offices are claimed to be ILR's most
luxurious... Stations due to go on the
air this year can probably expect a pre-
pared package of catalogue from most
record companies. Some have been
heard murmuring that it might be useful
to be put on mailing lists now to prevent
releases in the next few months being
unavailable...Speculation as to the
shape of Radio-1's Autumn schedule
would be a bit like trying to work out
who shot JR, says a Radio-1 person. And
if that leaked out they'd probably
rewrite the script... C A Audio Sys-
tems, designers and manufacturers of
the Cadac equipment range, contracted
by Capital to provide a 24-plus-four-
channel recording console for the studio
in the "gods" of the Duke of York's
which will relieve pressure on Euston
Tower studies. The console will be
wired for extension to 32-plus-four
channels and fitted with in-line modules
with push-button routing facilities,
Digitac faders, a remote mode selector
for a Studer A80 tape machine, an Audio
Kinetics autolocator and controls for
Lexicon reverberals all interface
connectors to Capital's design... Radio
Stoke's Sunday 250 Express presenter
Trevor Brookes recently began a special Job
Line for unemployed teenagers to advertise
themselves on air, the programme being
heavily trailed during the week to
encourage potential employers to listen.
Such was the success of the initial spots
that Brookes has seen the idea extended
into Stoke's Weekday Home Line
Show. "I've been trying to come up with
something that ties weekend program-
ing into Stoke's Weekday Home Line
Show. I've been trying to come up with
something that ties weekend program-
ing to weekday output for years," he
said... Capital gazumped on the
Soho building required for its Broad-
casting School... Hallam sponsoring

UB40s and Matchbox free appearances
at the Rotherham Motoring Weekend
and Military Tattoo this weekend. Also
on the bill the Grace Pool Five who
recently won the station's Hallam Rocks
contest... Meanwhile BBC Sheffield
organizing the three-day South York-
shire Folk Festival with the Crucible
Theatre, July 18-20 with Mike Harding,
Mary O'Hara and Richard & Linda
Thompson headlining... Finally, when Capital's press person
Stan Samuel told Prince Charles that the
Press/PR office dealt with anything
nobody else wanted to do, she may have
conjured up a pedestrian caller from the
Institute of Oceanographic Sciences
who asked for the time of the pro-
grame on "water movement." Eventu-
ally it was realised he meant Makin'
Waves, Soundtrack of the 70s. But an
explanation did not satisfy, "Allow
me," he said disdainfully, "to be the
authority on what makes a wave. I do
assure you, music does not." Hadn't he
ever heard of Soundwaves?...
CLASSIFIED ADVERTISEMENT RATES
A £0.02 per single column (minimum 4cm), Box number charge £0.01.
Send Box Number replies c/o RECORD BUSINESS, 1st Floor, Hyde House, 13 Langley St., London WC2H 9JG.
First issue: Monday, 16th October, 13th November, 11th December, 8th January.
APPLICATION FOR BOOKING AND COPY IS DUE FRIDAY, FOUR WEEKS BEFORE PUBLICATION DATE.
REMARKS: enquiries may be submitted as flat artwork or typed copy and layout for hypertext.
PAYMENT IN FULL MUST ACCOMPANY EACH ADVERTISEMENT.
Further information to: Jane Redman, 6-8 High Street, Kidderminster.
S. GOLD & SONS (RECORDS) LTD.
BRITAIN'S NO. 1
5 ALBUMS, S11, PLUS ALL PRINTED ITEMS.
1" Button Badges: 1" Fun Badges: 1" Crystal Badges: Tt
I. GOLD & SONS (RECORDS) LIMITED,
777-779 High Road, Leytonstone,
London E1 1 4QS
PHONE 01-558 2121/2
24 hour answering service 01-556 2429
ORDER YOUR
RECORD BUSINESS
DISC, TAPE & VIDEO CATALOGUE
NOW PRICE £1.25
THE CUT PRICE
ONE-STOP
TEL 01-951 3177
DIRECTLY IMPORTED FROM THE U.S.A.
THE WEEKEND
ONE-STOP
MERCHANDISING
DIRECTLY IMPORTED FROM THE U.S.A.
THE WEEKEND
ONE-STOP
MERCHANDISING
DIRECTLY IMPORTED FROM THE U.S.A.
THE WEEKEND
ONE-STOP
MERCHANDISING
DIRECTLY IMPORTED FROM THE U.S.A.
THE WEEKEND
ONE-STOP
MERCHANDISING
DIRECTLY IMPORTED FROM THE U.S.A.
THE WEEKEND
ONE-STOP
MERCHANDISING
DIRECTLY IMPORTED FROM THE U.S.A.
FOX'S MUSIC CENTRE

Require a Manager/ess for their Record and Tape Centre in Nottingham city centre. A chance to join this well established chain of record shops offering excellent clear prospects in a modern self-service outlet.

Based in Nottingham we are looking for a young person with enthusiasm and proven sales ability.

Also Sales Assistant required for the Nottingham branch.

Write giving career details to date to:

J. R. Hudson
Chas. J. Fox Piano Co. Ltd.,
Coopers Terrace,
Doncaster DN1 2PY

NEW DISCO 45
"MAMA SAY SON" - TREVOR HARTLEY
"NO MORE HEATACHES" - FLOYD LLOYD
FORTHCOMING DISCOS
"HELLO I LOVE YOU" - SAMANTHA ROSE
"FEW SHALL BE CHOSEN" - MADDO AND TRINITY
Available from Empire Record Stores, and Jet Star Records 01-9614422
Open from 8.00-9.30pm.

ORDER YOUR RECORD BUSINESS DISC, TAPE & VIDEO CATALOGUE NOW PRICE £1.25

12 inch single on 4.A.D. (tel. 373-2987) or order from Rough Trade, Fresh etc.

NEW RELEASES

When replying to advertisements please mention RECORD BUSINESS

RECORD BUSINESS SMALL LABELS CATALOGUE 1980

RECEIVE RECORD BUSINESS EVERY WEEK

Just fill in and post this coupon to
Jacquie Harvey
Record Business Subscriptions
Hyde House, 13 Langley Street
London WC2
accompained by the appropriate remittance

Subscription rates
UK and Eire £24 for 51 issues
Europe £30.00
Middle East £42.50
South America, Africa, India £47.50
Australasia, Far East £55.00
USA, Canada $140.00 sent by airmail

Name: ........................................
Job Title: ....................................
Company: ....................................
Address: ......................................
...

Signature: ....................................
NEW ALBUMS

The Record Business 5-Star Album Guide

***** CHART BUSTER - platinum album
***** HOT - major album with silver or gold potential
***** UP-AND-COMING - strong release from established act or expected breakthrough

STEADY - worthwhile catalogue or specialist album with crossover potential or simply new and hopeful
STRICTLY LIMITED - specialist market sales only
Single likely to boost albums sales

STORY/TITLE (Label) LP/Orchestra Price Cassette/Orchestra Price Dist. Release

**NEW ALBUMS**

ANGEL CITY FACE TO FACE (Epic) EPIC 80523 3.04 C JUN 6
- Critically well reviewed UK debut album from too Aussie rock band

**NEW ALBUMS**

EILEEN STEFFIN AND SARAH HARRIAN SAINTS & STRANGERS (Miercury) 6685 041 1.96 71 450 1.02 F JUN 27
- Mid-price issue of classic 1937 set of standards

**NEW ALBUMS**

JOE DYLON SAVED (CBS) CBS 66113 1.32 43-68113 1.32 C JUN 20
- New album produced by Jerry Warren and Barry Becker. Second album by Christian revival of Stow Train. Album includes ads in consumers and trade. In store and window displays and Hendy

**NEW ALBUMS**

CARROLL GIBBONS AND THE BOYFRIENDS THE HARLEYS' JAM BROADCAST (Epic) 2.99 SH 360 2.59 TC SH 360 2.59 E MAY 9
- Recently discovered recordings of sponsored broadcasts made on Radio Luxembourg in 1954-55 features what was a mix of modern and contemporary material

**NEW ALBUMS**

CHARLIE PARKER HEAVENLY HORNS (Manhattan) MAN 5016 1.15 0 MAY 6
- Charlie Parker SKYLINE (Manhattan) MAN 5017 1.15 0 APR 21
- Collection of tracks by the late saxophonist

**NEW ALBUMS**

LAURIE WILLIAMS KANSAS CITY GIANTS (Big Bear) BEAR 25 3.00 P MAY
- Album recorded last year by 77 year old jazz vocalist described as "odd singer"

**NEW ALBUMS**

JUNK SHUN SHUNN OF LOVE (Mercury) KMS 102 3.04 0 JUN 27
- A new album from newancock's" who have yet to crossover in UK and are unlikely to do so with this release

**NEW ALBUMS**

EMIS RICOUSS MAN OF THE WORLD (Mercury) 9302 018 3.04 744 018 3.14 F JUN 17
- First album since 1978 released in UK and USA is produced by David Marks. Ads in trade, consumers and Radio Times support. Unlikely to do as well as his Paris recording albums that made his name in the early 70's

**NEW ALBUMS**

ELIO CAVALIERS CASTLES IN THE AIR (Epic) EPIC 63617 3.04 C JUN 13
- A new album from ex-The Rock band leader features his latest single "They're Coming Home"

**NEW ALBUMS**

ENIE CHANDLER 60 (Columbia) 2.68 0 JUN 6
- And with the release of a new album containing single "Door She Has An Friend and gets black press ad

**NEW ALBUMS**

LORRAINE GAYNOR STORES (Polydor) 2391 457 3.01 3771 457 3.04 F JUNE
- Concept album contains single "Ain't No Bigger Fool" and has had mixed critical reception. Dino Fierro produces but lacks any real talent

**NEW ALBUMS**

ELBIE ALPERT (JAMAX) JAMAX 3177 3.04 C JUN 27
- A new album across jazz theme produced by Wayne

**NEW ALBUMS**

JAMES LAST BEST SADUCION (Polydor) 2392 023 3.01 3151 023 3.04 F JUNE
- Follow-on single of same release and features as new material written by James, his son and partner Morris. Musicians include David Sanborne and Paulinho Da Costa on this album

**NEW ALBUMS**

REY PROJECT LET THE MUSIC DO THE TALKING (CBS) CBS 64274 3.04 0 JUN 20
- Heavy metal album from an American metal. People who purchase this and the Ray Van Gundy album at once get a free cardboard design

LONDON KETS AND THE HUBBIES SOME OF THE FELLERS Big Bear) WK 12 2.32 P MAY 2
- Country tinged folk from British band with the lumberjack image led by American Roy St John. Available through parent company, Chorwick, and Pinetree

The début album from Witchtread in "GIVE 'EM HELL"(ABOUT 1)

Also available on cassette (CARB 1)

Includes the independent chart hit "GIVE 'EM HELL"
C/W "GETTIN' HEAVY" (ROUND 1)

Marketeted by ____ Rondelet Records

Order now from Spartan Records 01-903 8223/6 or 903 4753/6

RECORD BUSINESS June 16 1980
SMALL MOVEMENT in the indie top ten this week brings most of the acknowledged heavyweight acts of the small label scene into competition with each other. Any (or none of) these could replace Crass at No. 1 next week—perhaps more significantly, Toyah, Spizz, Bill Nelson and UB40 should all be in the Top 10 nationalist top ten shortly, judging by their previous form. Nelson's 'Do You Want In Colour' is his first solo independent effort since the fabled Northern Dream album which was available as a series of limited pressings a few years ago.

Just as it seemed like time to welcome Crass home to the top of the album chart, with their Status Of LP picking up huge sales again in the wake of the success of 'Bloodstained', along comes Toyah's Blue Meaning to dispel both. This looks outsetting the earlier compilation Sheep Farming in Baret, originally marketed for the soundtrack of the movie Blue Meaning, and largely responsible for the original success of the album.
NEW SINGLES

A HEAVY METAL bonanza takes pole position this week with WEA issuing a batch of ten singles numbered HM 1 to HM 10. Included in the pack are AC/DC, Van Halen, Montrose and Saxon. RCA also issue a Budgie EP on (EPBDUGE 1).

The Detroit Spinners' current US smash - a reworking of Sam Cooke's 'Cupid' (K11498 - 12 K11498T) has competition from an earlier Motown recording 'It's A Shame' (TMG 1189).

David Essex himself did some competition with the hurried release from Silver Dream Racer 'The Race' (BIKE 2).

FRT continues its admirable Flashback series with two new singles from Genesis Washington, Searchers, Kinks and Lovin' Spoonful. The Searchers circa 1965 also have a new single on Sire - Love's Melody (SIR 4041). Clive Selwood, and ex-Fye among other things, debuts his new Sara Bee label distributed through Pye incidentally (with SplitGenes 'Somebody To Love' BN 124) and Famous Names 'Mod- Mums' (BN 125).

Two current indie acts pick up major distribution - Huang Chung's 'Isn't It About Time We Were On TV' (REWIND 1) goes through EMI, and the Hitmen's second single 'It Could Be O.K.' (PRONTO 2) is being handled by CBS. The latter will also distribute Pink Military's 'Eric's single via a deal with Virgin.

Last week's new singles listing inadvertently gave the American catalogue number for Meco's 'Empire Strikes Back'. The correct UK number is RSO 2940 495.

Singles Business

The Record Business Singles Marketing Guide

<table>
<thead>
<tr>
<th>1-inch</th>
<th>7-inch</th>
<th>12-inch</th>
</tr>
</thead>
<tbody>
<tr>
<td>7-inch</td>
<td>6-inch</td>
<td>10-inch</td>
</tr>
</tbody>
</table>

Key to Singles Distributors

3.0 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.0 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.1 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.2 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.3 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.4 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.5 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.6 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.7 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.8 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)

3.0.9 SPECIAL GROUPS

- Jack Murray (0.75)
- Johnnie Board (0.75)
- Peter Kukta (0.75)
- Jimmy Hearn (0.75)
- Bobby Sherman (0.75)
- Dick Clark (0.75)
- Bertelsmann (0.75)
- Capitol (0.75)
- MCA (0.75)
AT THE recent bout of trade shows, Sony and Toshiba came up with some fascinating hardware. Sony’s new Trinicon camera is a real beauty; at an rrp of £618, it’s a very good buy indeed, joyous to handle and giving a clarity of picture plus accuracy and brilliance of colour.

Still more thought-provoking was a demonstration model of the Sony videodisc in action. Producing a brilliant, vibrant, deep-focus picture on NTSC (525 lines) it was clear that PAL definition (625 lines) would be even better. Although the machine was only being put through the usual video disc tricks, these were dazzling. Such flexibility and frame-by-frame controllability are, of course, common to all disc systems, but picture quality on the Sony was outstanding. The company is exchanging patents with Philips, and developments here could be remarkable. However, no evidence has yet surfaced of what programming will be put on the disc one it’s generally available, except that its industrial and educational uses are at least as big as its future in entertainment.

Distinctly less brilliant was the picture from Toshiba’s revolutionary LVR, demonstrated con brio by a smiling Japanese engineer whose English was less fluent than his technical expertise. With a cassette slightly smaller, but roughly the shape and bulk of the Philips 1700, this has a single 12.77mm wide tape moving through heads at a mind-numbing 5.5 metres per second. 300 lateral tracks, each 35 microns, are laid parallel, and every track takes 24.6 seconds to play, then shifts. This means that about every 25 seconds there’s a bump, sometimes noticeable, as the track indexes down. Alas, the picture is only 220 lines (BASF’s projected LVR is 240), and is muddy, with blotchy colour and poor definition. If Toshiba can improve the picture, the LVR, which can duplicate all 300 tracks simultaneously in only the 24.6 seconds each takes to play (i.e. eliminating today’s expensive, slow, real-time tape duplication) there is some hope for it in price-competitiveness. Also, it does have very quick picture search.

AN IMPORTANT amendment to the video section of the quarterly catalogue. Contrary to what is stated in the preamble on page 24 Iver Films DO have formal catalogue numbers as shown in the listings. VCL releases however, DO NOT have any formal catalogue numbers and customers should order by title. RB apologise to both companies for any inconvenience caused.

Climbing the charts and heavily featured by TERRY WOGAN

“CATCH ME IF YOU CAN” (Me Name is Dan)

by Brendan Shine
Cat. No. Play 135

Order Now On
01-903 8223/6 or 4753/6

Spartan Records

DEALERS PLEASE NOTE
Order via SPARTAN RECORDS, London Road, Wembley, Middlesex
Sole Distributors of SUBTERRANEAN RECORDS and LINDISFARNE/FRIDAY GIRL, CAT. NO. SUB 1

SPARTAN RECORDS
TELEPHONE ORDER - 01 903 4753, 01 903 8223
COMMODORES
NEW ALBUM
HEROES

ALBUM STMA 8034 CASSETTE TC STMA 8034
INCLUDES THE SINGLE
‘OLD-FASHION LOVE’ TMG 1193