Singles chart, 10-11: Album chart, 25; New Singles, 26 New Albums, 20; Airplay guide, 18-19; HMV Special, 21-24.

July 21, 1980 VOLUME THREE Number 18

60n

Capital caned under new needletime judgement

COMMERCIAL RADIO stations will million and ten percent of the remainpay new needletime royalty rates to the der. PPL under a decision of the Performing Right Tribunal issued last week. And at least one station is far from happy with the new system

Under the sliding scale of royalties to be paid to Phonographic Performance Ltd, Capital Radio could stand to pay an extra £250,000 per year on top of the £750,000 it already pays.

The 80-day £1 million enquiry into PPL royalties was originated by the Association of Independent Radio Contractors which sought a royalty reduction from seven percent of net annual revenue (NAR) to a rate of about one percent

This was vigorously opposed by the PPL - the record industry's collection body - with back-up evidence from the Musicians Union

The Tribunal decided to impose a completely new basis for royalty calculation. From October 1 stations will pay four percent of the first £750,000 of NAR, rising to six percent of the next £750,000, eight percent of the next £1.5

This will ease the burdon on smaller stations like Swansea, Victory, Plymouth, Pennine, Orwell, and Thames Valley by a factor of around 40 percent

The major regional stations like BRMB, City, Clyde, Forth and Picaddilly will come out around even under the new terms, although as their advertising revenue rises over the year, so will PPI, contributions.

Capital's position can only deteriorate unless it cuts down its musical output On present figures it will pay about nine percent of revenue to the PPL - more than £1m per year.

Some estimates put the Capital payout higher than the flat fee the BBC pays to PPL for the whole of the national Radio-1 network.

Capital Radio md and AIRC chairman John Whitney told RB: "We are having a meeting to discuss the position and the Tribunal findings on Monday." AIRC director Tony Stoller added:



GERMAN BELLAPHON launches a UK operation: Branco Zivanovic (right) with Robin Taylor, new managing director of the British subsidiary.

judgement. The possibility of an appeal cannot be ruled out." The new £750,000 threshold for the first four percent payment is set against inflation. The base line is set at the Retail Price Index in October 1978

New stations coming on air this year will pay just two percent of NAR during the first full year of operation and three percent of NAR for the second year.

At the PPL, deputy chief John Love said: "We are very pleased with the judgement. It emphasises the value of music to the broadcasters and although it says there is some promotional value in radio play, it rejects this as a basis for fixing a royalty, which has always been To Page 2

Simmonds quits A&M for farmer's life

GLEN SIMMONDS, managing director of A&M Records since September last year, has quit the company he has worked for during the past five years. Simmonds is also leaving the record industry and is going to become a farmer. He has bought a 130-acre property near Bovey Tracey in Devon.

As a result of Simmonds' departure. A&M senior vice president Derek Green will once again take over the managing director's responsibilities.

"We are very sorry to be losing Glen, but we respect his right to determine his own career," said Green, "He has played a very important role in the success of this company

He added: "I am as excited as I ever was about the future of A&M. Having spent many previous years in the job, the only surprises I anticipate are which records stick and which don't

Green noted that A&M had maintained a staff of about 70 people for the last seven years, a number which would not alter in the foresseable future Simmonds' departure, after 11 year

in the industry which began at MtP and took him to Nigeria as md of EMI's local company, comes at a time when A&M is enjoying a consistent run of sales success (RB July 14). It was only last year after his appointment as md that he sold his home in Torquay, to which he commuted at weekends, and moved closer to

"I can't explain why I am leaving the most successful record company in the country. But it's something to do with wanting to spend more time with my wife and family. I have bought the farm and there I shall decide what to do with the rest of my life.

Big German indie to launch UK operation BELLAPHON RECORDS. West distribution deal has been finalised and the decision to start up in this

Germany's largest independent record company, is to launch a UK operation in September.

Robin Taylor, formerly general manager at Pye and most recently general manager of United Artists Music, has been appointed managing director, Bellaphon Records UK Bellaphon will run its own sales

force and marketing and promotion departments and first UK signings will be announced shortly. A pressing and

with PRT/Pye.

With an annual turnover of £13 million, Bellaphon's operation currently covers West Germany, Switzerland and Austria. Head office is in Frankfurt, where the company has its own pressing and distribution facilities

Robin Taylor commented: "Bellaphon recognises the importance of UK talent in the international market country was taken because the company wants to expand into the international music market.

He continued: "We feel we can achieve this expansion in the first instance by acquiring and developing British talent initially for the UK and ultimately for world-wide response."

Bellaphon will be based at 33 Cork Street, London W1. Temporary telephone number is 01-439 2571.

HAZEL O'CONN

Bicester shop ioins 'rent-a -disc' trend

ANOTHER RECORD retailer - Disco Discounts in Bicester, Oxfordshire has launched a record lending library.

The move comes just over a month after Preston-based record dealer Philip Ames decided to introduce disc libraries at his Burnley and Blackburn branches on an experimental basis.

An estimated 1,000 titles have been available for rental from Disc Discounts for the last week. Customers have to pay a £10 membership fee and albums then cost £1 a day to rent.

Shop owner Richard Honour told Record Business: "Times are tighter than they have ever been at the moment and if we can make some money lending albums we can afford to discount those we sell."

He continued: "Obviously home taping is a bad thing, but it's going to go on anyway whatever we do. But there are also a lot of people who can't afford to pay over £5 for an album."

88 chopped at RCA's Durham press factory

RCA LAST week became the latest company to make a severe cutback in its manufacturing workforce. At its Washington factory there were 88 voluntary redundancies among the 350 people employed there

RCA has stressed that the redundancies are attributable to the current sales recession and are not the result of the forthcoming merger with PRT-Pve. In fact, to have moved now to establish a "tighter more competitive organisation" suggests that RCA may be planning to retain a manufacturing presence at Washington.

While no official comment was forthcoming from either side, it is understood that an announcement will not now be much longer delayed regarding the appointment of Michael Levy of Magnet as the managing director of the joint company. Levy told RB: "As soon as there is something concrete to say, I will let you know. I really don't want to make any comment at this stage.

• NEEDLETIME. From Page 1.

"PPL might experience a temporary slight loss in revenue from the ILR network over the first year of operation but will eventually come out around even. It is certainly a cleverly-devised formula."

And Musicians Union general secret ary John Morton commented: "This completely vindicates the position taken by the union. We believe it set a landmark for the future.



PUBLISHER AND theatrical impressario Baron Steven Bentinck head of the Legion group of companies is pictured above (left) at the signing of a distribution deal with Pinnacle Records of Eagle Records, the recordng arm of Legion Music Ltd. Mickey Keen, general manager is seen witnessing the contract while Tony Berry of Pinnacle and Rob Britton of Legion (right) look on

In-store video firm closes

IN-STORE VIDEO promotion company Film-A-Disc has been closed down by managing director Raymond Gold-

Last week he claimed that the decision has been taken because of his "irreconcilable differences with other Film-A-Disc shareholders" and not

because of any financial problems Only two weeks earlier, Film-A-Disc had launched its in-store video systems in 20 Virgin Records outlets. These have now been removed, along with the units being tested in six W.H. Smith

Goldsmith said last week that he intends to work as an independent video producer, and that he will announce his plans shortly. The demise of Film-A Disc does not effect associated Goldsmith company Audio-star which is handling distribution of the Blondie Equ To The Beat video cassette

TOTP absence has 'only marginal' sales impact THE SIX week absence from TV singles volume is down although the top

screens of Top Of The Pops appears to be three are selling as well as ever. But having only a marginal effect on singles

That was the general concensus last week among leading UK record retailers and record company marketing and sales executives

The only significant effect has been a slight drop in volume on top 30 product. but this has seen compensated by an increase in sales on singles in the lower areas of the singles charts. It is also felt that some of the more visual acts have

CBS Records marketing director, Peter Robinson, told Record Business "Top Of The Pops being off the screens has probably had some adverse effect because it's removed one outlet for promotion. But from the point of view of volume it's very difficult to deduce whether it's had a significant effect.

Retailer Tony Bromwich, of Callers in Newcastle, commented: "Top 30 overall business is probably better because sales are spread out through the whole charts

Chrysalis marketing director, Keith Lewis, said: "Sales are generally down but how much this has to do with the absence of Top Of The Pops it's difficult to know. There are however more faceless acts at the top of the charts because

the visual outfits are suffering. Mike Edwards, EMI's general sales manager, added: "Our visual acts like Whitesnake are suffering but we have noticed that disco singles, which are still receiving the same sort of promotion

through the clubs, are doing better." Steve Mandy, managing director of Virgin Retail, commented: "It's definitely had an effect on singles sales but it's nothing remarkable. Volume on top selling singles is down about two percent on normal sales.

Rocket loses FOLLOWING THE recent sur 'Page 3' battle

scrap £3,000-worth of singles sleeves after losing a High Court battle with News Group Newspapers - owners of The Sun - over the new Lambrettas

single 'Page Three' The newspaper company won an injunction preventing use of the single title, although the album Beat Boys In The Tet Age which also contains the track, is unaffected.

Rocket has obtained permission to release the song with a new title and is scheduling it as 'Another Day (Another Girl)' for as soon after July 18 as possible. A slight delay will be caused by the time taken to print new single bags

Midlands bands UB40 and Dexy's Midnight Runners, the Inferno label has signed The Scene, a Tipton-based outfit, and has released a debut single 'I've Had Enough' (BEAT 2) distributed by Pinnacle

ENIGMATIC PROGRAM Records has been formed as the vehicle for a Stirling (Scotland) synthesiser duo called Final Program who release a debut EP called Protect and Survive' (FINAL 001) after the government's nuclear war information pamphlet, of the same name. Those wanting to find out more about the disc should contact Richie Program at 18 Newhouse, Stirling or phone 0786 4457 between 1:45 - 2:15 pm on weekdays and all day on

ENTERPRISING BAY area (San Francisco) firm Dirkson-Miller Productions is interested in gaining a UK readership for its local new wave record chart and tip sheet publication. The fortnightly paper carries six top tens from local record stores, eight radio station new wave playlists and a composite chart. It not only helps you see what's going on over there on the far side of the pond but gives us Brits an idea of what the next American trend is likely to be. Write to Dirk B.G. Dirksen at 1966 California Street, Suite 8, San Francisco, California 94109 for more details, and a couple of back

Charity LP & TV show soon LAST CHRISTMAS's series of charity The film was financed by EMI Films

concerts at Hammersmith Odeon in aid of UNICEF's Kampuchea appeal are to be televised on ITV later this year and are likely to be released as an album by WEA Records.

No date has been set for the 90minute film broadcast or LP release, which will feature live performances from Paul McCartney, Who, Queen, Clash, The Pretenders and The Spe-

which will recover its costs from the venture and donate the profits to UNICEF. These could be quite substantial as interest in the movie is high in Europe with a TV deal soon to come under discussion in the USA.

It is understood a similar arrangement has been made with WEA Records in the US for the world with all profits to be handed over to UNICEF's Kampuchea

Breaking Glass soundtrack push from A&M A&M RECORDS is preparing to booking national radio commercials, The total £300,000 spend will be

mount one of its biggest campaigns of the past four years around release of the soundtrack album Breaking Glass by Hazel O'Connor. Having already received substantial

publicity both on TV and in the music press, the LP is scheduled for August 1. A single 'Eighth Day' (AMS 7553) will be out to coincide.

split between A&M and GTO films. who premiere the movie on August 21. GTO has booked national TV advertising as well as space in the national press and poster sites on the London Underground and British Rail stations All the film company material, includ-

ing TV, will carry a tag for the disc. Both film and record companies are while A&M has lined up more than 600 store displays, extensive fly-posting, video exposure through Captain Video, Film-A-Disc, Boots and Woolworth and various in-store video

"Response has been nothing short of phenomenal," said A&M marketing director John Cokell.

MULLINGS

THE POWERS that be at Saatchi & Saatchi, the advertising agency whose clients include the Conservative Party, are watching with interest to see if any record company picks up on the background music to a new Dunlop tv commercial. The commercial shows a tyre, lasts for 90 seconds and the musical content is a version of 'Keep Right On To The End Of The Road', by Kenneth McKellar, naturally enough. When Saatchi decided to use the song copyright owners EMI Music apparently co-operated enthusiastically. But problems developed when Saatchi wanted to use McKellar's existing recording of the song made for Decca. Negotiations began with PolyGram and although the original asking price of £25000 was idually reduced, Saatchi was not too impressed. In the end the agency contacted McKellar direct and since he is no longer under contract brought him to London to record the song at a cost of about £3000. Since then 10,000 copies of the record have been pressed and are being used a promotion giveaway by Dunlop . . and while talking about giveaways, a colleague visiting Finchley Carnival recently spotted a darts stall where the winners could chose a goldfish or toy. But a large poster proclaimed "A free record for every loser" - there must be a moral there somewhere . . . something which is most definitely not a giveaway is the home near Bishops Avenue, the millionaire's row in Hamstead Garden Suburb, of Chrysalis co-chairman Terry Ellis. It has just been put up for sale. The asking price - a cool £2 million. A bit late now, but at one time it might have interested Led Zep's Jimmy Page. He recently bought Gus Dudgeon's country house studio for a modest £375,000 cash. Finding the place a little on the small side for his requirements, Page also bought Michael Caine's home next-door for a small consideration of £900,000-plus. For which he also paid in readies!

CBS REPORTEDLY more than somewhat miffed by the critical tone of the NME's feature on the Photos which suggested all sorts of magney manipulation. By coincidence, the top pop paper happens to have been included in what me David Betteridge describes as "selective advertising cuts". After a previous hasde earlier in the year with Spotlight over a feature in Sounds when a similar penalty was imposed, the publish and-be-domed philosophy sense to have a most yhabit of rebounding when the folks at Soho Square are on the receiving end... after a two-year situal as the Candotto man in London, Nick Underwood moving on to wear some situal produced to the solid p

at Kenilworth

EXPECT STATEMENT that Mike Oddfield, the paper's former production editor, will succeed Richard Williams as editor of the Helody Maker. He's been out if the music bix for a couple of years designing feature pages for the Daily Mail ... BBC Records delighted on anounce that the Faulty Tower album has gone silver and is heading steadily in the direction of gold ... Top Billings company contracted to supply merchandising materials for the aborted capital will be a supplementation of the supplementation

WHEN THE Pye-RCA merger goes through, will PolyGram take the opportunity to bring its wholly owned Casabanca label into the fold? And will Ariola move to join Arista under the PolyGram distribution umbrella ... former Phonogram marketing director Barrie Evans planning to form his own company and in the meantine can be contacted on 940 3973 ... Neil Saxon, DJ at Tiffuny Wimbeloon, write "in a full" to post out un fa George Power at Cackers carl' take sole credit for breaking the Yellow Mage Orchestra single (Hoffing July Ariola Canada and Canada

RECENT DEPARTURES from Ariola-Arista – Paul Williams from the press office and promotion manager Diana Warren who will be freelancing and continuing to handle Ariola acts.



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EMI music 'encouraging' says Thorn-EMI chairman

THE EMI Group contributed pre-tax profits of £4.4 million to the Thorn-EMI conglomerate in the four months between December 1979 and March

PERFORMANCE MUSIC has signed a worldwide administration deal for Gary Numan's Numan Music. Performance will be responsible for negotiating overseas sub-publishing deals

PETER HAMMILL, previously signed to Charisma, has formed his own record label- S-type Records. His new album titled A Black Box is now available via Rough Trade and Bonapartes or on mail order from PO Box 2, Westbury, Wilt-

INDEPENDENT LABEL Hot Rock Records has signed Birmingham band Rythmn Hawks. The group's first single 'Zodiac' is released this week.

DICK TAMES MUSIC has signed writers Ron Roker and David Reilly, each on an exclusive worldwide publishing deal.

SIRE RECORDS has signed The Piranhas and released the band's first single 'Tom Hark'.

BELGIAN BAND Tov has signed to Lopo Records for the UK and several other territories. An album is scheduled for release on August 8 entitled Bad Night (MOGO 4010).

FICTION RECORDS has signed Scottish group The Associates. An album The Affectionate Punch and a single of the same name will be out on August 1 with a tour of Scotland to coincide and a debut London date planned for September.

TONY MACDONALD has signed an exclusive worldwide agreement with Cavalcade Music. Negotiations are under way with European record companies for his first single 'Warp Factor One'

1980 according to figures released last

The Thorn group as a whole turned in trading profits of £256.4 million compared with £221 million for the year before. The pre-tax profit after interest and depreciation deductions was £125.5 million against £118.1 million in 1978-9.

In his annual statement to shareholders chairman of Thorn EMI Sir Richard Cave said: "The major event in the year under review was the merger with EML which will enhance the earning capacity of the company during the 1000-

Heavy losses on EMI's medical electronics devision affected returns from the newly taken over company but a decision was taken to withdraw from the field in April.

"Much has been written about the problems facing the world music industry but EMI Music Group is profitable and achieving an encouraging level of success in the charts," com mented Sir Richard.

IOHN HALL has been appointed managing director of Rocket Records. He was previously Rocket's general manager and the appointment is effective immediately.

THE NEW Avatar Records and Screen works label signs Chevy during the run-up to the band's 'Too Much Loving' single release on July 25 and planned album in September. Third left is managing director John Brewer with Pete Chalcroft (a&r manager) second right and a&r director Mike Everett far right alongside members of the five-piece group.

Import ban on Williams LP

THE LATEST album to fall under an MCPS import ban is I Believe In You (MCA 5133) by Don Williams, and manufactured in the USA. Importers have been put on notice that copyright holders Chrysalis Music

the disc with the result that anyon importing, selling or dealing with the record renders himself liable to an injunction, damages, delivery-up of all copies of the LP and costs without further notice.

have not granted an import licence for Merchandising

£50,000 TV spend for Elton LP in ATV & Anglia

ROCKET RECORDS is spending £50,000 in an initial TV advertising campaign for Elton John's 21 At 33 album in the Anglia and ATV areas kicking off on July 16 and running for four weeks

The package consists of one or two 30-second spots nightly until the end of

July, followed by intermittent commercials throughout early August

Phonogram is also backing the campaign with in-store and window displays and there is a new Elton John single out on August 1, 'Sartorial Eloquence' (EXPRES 41) from the LP. The 'B' side will contain two previously unreleased tracks 'White Man Danger' and another vet to be decided.

THE FIRST 10,000 copies of the new Rumour LP Purity Of Essence and the new Desmond Dekker album Black And Dekker, both available from Stiff Records, will carry the special retail price of £3.99 before reverting to the standard price of £4.99.

The Rumour album is scheduled for August 8 release and the Desmond Dekker LP for Tuly 25 release. The latter will be backed by in-store displays, a fly-posting campaign and dealer mail-outs.

THE KINKS' new live double album One For The Road (DARTY 6) recorded during the band's American tour last year is being offered at the reduced price of £5.99 for a limited

period after its July 18 release. The LP contains 20 tracks including oldies like 'Celluloid Heroes' and 'All Day and All Of The Night' as well as new material like 'Stop Your Sobbing'

'Low Budget' and 'Superman'. A four-track EP has been taken from the set featuring 'David Watts', 'Where Have All The Good Times

Gone? 'Attitude' and 'Victoria (ARIST 360) retailing at £1.15 packaged in a full colour bag.

RED SHADOW Records has lined up a fly-posting campaign to support release of The Flatbackers debut single 'Pumping Iron'. The first 5,000 copies will also be available in a colour picture bag.



RCA RECORDS signs singer songwriter Nikki Richards. His first single 'Tokyo Rising' was released on Friday. Pictured left to right: (back row) Gareth Harris, RCA merchandising manager, John Howes, RCA commercial marketing director, Derek Everett, creative development director, Tony McGrogran, head of promo tion, Jack Graigo, md RCA, Bill Kimber, a&r manager, Dennis Taylor, Kuys Productions. (Front row) Sheila Sedgewick, press officer, Nikki Richards and Shirley Stone, head of press.



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Wholesale & Import Round-up

PICTURE DISCS, which were selling for as much as £9 at the height of their popularity almost two years ago, will be back on the market next month at a retail price of only £2.99, according to East London importers Simons.

The company is planning to bring in a sizeable shipment of picture disc overstocks from the US which will be available at a dealer price of £2.00. Initially twelve titles will be on sale including Pink Floyd's Dark Side Of The Moon, the Beatles Abbey Road and Sergeant Pepper.

Despite the rapid fall off in demand for picture discs over the last year, mainly because of the dismal quality of pressings, Simons director, Paul Feldman, reckons the low price will stimulate a new market. "At this price people will be able to decorate their walls with picture discs." he said.

Meanwhile, special offers from Lightning this week include Phil Lynott's Solo In Soho at £2.65 dealer price, The Shadows' Srnng Of Hits at £2.45, Bob Marley's Uprising at £2.85, The Magic Of Boney M at £2.30 and ELO's Greatest Hits at £2.45.

Surrey wholesaler Stage-1 has now Shel Sil released the Black Sabbath single of the I 'Paranoid' with initial copies available in Phil Gla picture sleeve. The company is also to Hurlay

release its Black Sabbath Live At Last LP, currently number six in the RB

Lugtons has over 60 albums and cassettes from Warwick on the shelves at the special dealer price of 85p. The wholesaler also has the latest product in from Abbey Records, Chandos, Quality Product. Unicorn and Tema.

Various new US imports available from Camden-based Pacific Records. Among them are the Love Of Live Orchestra's Geneva, on the Infidelity label, 1s This Real by West Coast band The Wipers and Cub Koda And The Pints on the Baron label.

Reggae wholesaler Mojo has the new Sugar Minnott LP Black Roots Lovers on import, limited quantities of the Royal Rasses' God Sent Dub and the 12-inch single 'No Man Is An Island' by Movement on the Oban label.

Finally, specialist Essex importer Projection Records has a mass of new titles available. They include an LP on the Italian Appaloosa label by Dand, The Growth Company of the Company The Growth Company (September 1987) Shel Silverstein, who has written most of the Dr Hook hits, plus albums from phil Glass, Growlin Tiger and Michael Hustans.



ROCKBORNI RECORDS 1018 out the campaign for the new Ian Matthews LPSpot Of Interference. Pictured by the window display at Viginji's Marble Arch shop are (left to right) Paul Brown, Rockburgh Records marketing manager, Clare Askew, assistant shop manager, and Robbie Dennis, Polydor label manager.

Scratch releases

SCRATCH RECORDS, distributed by PRT/Pye, launches its biggest ever release schedule next week with discs from Denny Laine, comedian Jim Davidson, Roy Hill, who has joined the Strawbs, and Mungo Jerry.

The label is rush releasing a Laine single 'Go Now', a single from Jim Davidson titled 'The Devil Went Down To Brixton', Roy Hill's 'From The Bottom Of My Heart' and to celebrate the tenth anniversary of Mungo Jerry a four-track EP titled 'Mungo's Summertime Fun'

TV GUIDE

Albura so be advertised on television
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ANGLE REGGAE

Kiel NF 1074 CE 2074

Kiel NF 1074 CE 2074

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Charles Azravour

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BP 362

COLOR PICTURE BAG.

New ways of Mike Ashwell has been involved with the record business since the reaching the Mums&Dads

AN ECONOMIC recession is hardly the ideal time to start a new business. And with the record industry plagued by more than its fair share of problems, setting up a new label - especially one concentrating exclusively on MOR product - is definitely something of a gamble.

But early this year that was the decision taken by record industry men Mike Ashwell and Chris Harding And by mid-May Celebrity Records had been launched with albums from Harry Secombe, Bert Weedon and Vince Hill following shortly after-

With just over 15,000 units in total of Secombe's Showstoppers, Weedon's Heart Strings and Hill's While The Feeling's Good now shipped out, business has been reasonable but by no

How does Celebrity hope to stimulate new sales in a traditionally limited musical area?

At present, Celebrity is run by Mike Ashwell, Chris Harding, Gavin Dare and Joe Sweeny, with additional involvement from Pendulum men Jim Beach and Johnny Stirling.

Mike Ashwell has been involved mid-1960s when he started the 1-Stop retail operation. He saw it gradually expand into wholesaling and exports (via Non-Stop), suffer from declining sales, and finally close down earlier

this year Ashwell told Record Business: "I actually think it was the best time to launch a new venture. The music industry, in its established form, is in trouble so people have got to look for something new - new ways of selling records.

He continued: "We're giving everyone a good deal with our releases. The retail price is only £3.49. And for the record dealers. who are probably having things the hardest at present, we are giving a 35 percent margin."

As for the current MOR market. Ashwell commented: "One of the main reasons we decided to launch Celebrity was that MOR product is usually over-priced. It's only chart material that is discounted so MOR fans have to pay the full list price. Obviously people like Pickwick put out budget stuff, but none of them are new recordings."

Because of a limited promotional budget, Ashwell sees the campaign to reach MOR purchasers as a long-term process and he feels it will be some months before an awareness of the Celebrity label can be created.

"We're building a label image,"



LAUNCH OF the Celebrity label in May. Left to right: Joe Sweeney. co-md. Mike Ashwell, sales marketing director, Chris Harding, a&r director, Harry Secombe, Bert Weedon, Vince Hill, and Gavin Dare, co-md

commented Ashwell. "It might take two or three months before people are aware of what is out on Celebrity, but the product won't have dated and we hope that our initial three releases will be in the catalogue five years from now. Eventually we want people to be asking record shops what's new on Celebrity.

In the meantime, selective press advertising has been taken and the first three releases have picked up Radio-2 airplay. Woolworth is carrying Celebrity product, talks are under way with Tesco, and Selfridges will also be running a two week Celebrity campaign in the near future.

The number of artists available to

Celebrity is naturally restricted by existing deals with record compani For the first three releases. Vince Hill and Bert Weedon are currently without recording contracts and Harry Secombe, signed to Phonogram, managed to put out an album on Celebrity because of a loop-hole in his contract All three albums were one-off deals with an option for a second release.

A further four MOR albums are scheduled for October release. One will be an LP from Tony Hatch and lackie Trent.

"We don't want to stop artists getung full price recording contracts,, commented Ashwell, "But we do want to build up a catalogue of estab lished MOR acts, and we don't mind doing one-off deals."

Ashwell also hopes to be able to build up an international business for Celebrity. Over the last few weeks international director, Gavin Dare, has been visiting European record companies

And with a view to the American market. Celebrity has just registered a US record company - AC (Adult Contemporary) Records, although no steps towards releasing product there have so far been taken

Ashwell concluded: "We are very excited about the international possibilities. We will be happy if we can cover our costs and make a little bit of money on the UK operation and then everything made internationally will

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3		HOBGOBLINS	
		Fall	RT 048 (O'M)
		BLOODY REVOLUTIONS	
		PERSONS UNKNOWN	

Crass Poison Girls

5 6 FIGHT BACK (EP) Discharge CLAY 3 (O.T.V.Z)

6 4 MY WAY OF THINKING 1 THINK ITS GOING
TO RAIN TODAY TO RAIN TODAY
UB40 Graduate (12) GRAD 8(M) FLIGHT

Bill Nelson Cocteau COO 1 (M NO ROOM Althetico Spizz 80 RT RTSO 5 (Q M WHERE'S CAPTAIN KIRK? 12 9 NO RODM ATTEMPT OF THE STATE OF T

Prefects Charnel House CADAVER 1 /7: Honey Bane Crass 521984-1 (O) 17 28 LIKE THIS FOR AGES Cupol 4AD BAD 9 (O M) 18 12 FINAL DAYS

FINAL DAYS Youny Marble Giants SOLDIER SOLDIER BT 043 (Q.M) RT RTSO 3 (Q.M) Fresh FRESH 10 (J) Panic SEC 27 (I) Jbu RT 049 (Q.M) Spizz Energi F 27 MADMAN Cuddly Toys Fre 30 NOT READY Sector 27 16 FINAL SOLUTION Pere Ubu 17 TRANSMISSION 24 47 DIE MATROSEN Liliput

Wah! Heat ... Institute INEV 001 /0 20 TRAVELLING MAN Reddington's DAN 4 (P.Z)
27 22 MY MIND GOES ROUND IN CIRCLES Squire Stage One STAGE 2 (S)
28 33 YOUANTICIPATION Deta 5 RT 041 (Q.M)
29 20 KINGDOM OF LOVE

29 23 KINGDOM OF LOVE Soft Boys Armageddon AEP 001 (G.B) 30 24 CALIFORNIA UBER ALLES Dead Kencedys Fast FAST 12 (G.M) Dead Kennedys
FEEDING OF THE 5000
Crass
NANTUCKET SLEIGHRIDE onder WEENY 2 (Q.M)

Quartz Reddingtons DAN 1 (PZ)
1 - WHITE MICE Mo-Dettes MODE 1 (O.M.)
125 IEYA Toyah Satari SAFE (L) 28 (M)
Rema-Rem Rema-Rema SHOPPING FOR CLOTHES Feesh FET 004 (M) Snatch STRANGE EFFECT

Direct Hit DH 1 (P) Spectres SILICON CHIP Basement Five Island 10WIP 6614 (Q)
TREASON (IT'S JUST A STORY)
The Teardrop Exclodes Zoo CAGE 008 (Q,M)
BACK TO THE GRIND Neat 04 (P/Z)

White Spirit Do It DUN 10 (P.Q.M) Play 2 (Q/T/V/Z) Plastic Idols KING AND COUNTRY RT 051 (Q.M) TV Personalities H1 051 (Criminal SWAG 12 (M)

Codgerns
LINES DON'T COUNT
Factory FAC 18 (P.O) Section 25 SWANS ON GLASS Modern English FINAL ACHIEVEMENT 4AD AD 6 (D.M) 4AD AD 8 (Q.M) In Camera COME BACK TO ME Bok Bok Bok Bok Bok Bok 2 (O M)

Play 235 (M) Bla Bla Bla SHS 1 (Q) LPs

Factory FAC 25 IP Q CLOSER Joy D Black Sabbath 2 STATIONS OF THE CRASS Crass 521984 (Q) MUSIC FOR PARTIES MUSIC FOR PARTIES
Silicon Teens
Mule STUMM 2 (Q.M)
TOTALE'S TURNS (IT'S NOW OR NEVER)
Fall
RT ROUGH 10 (Q.M) HT HUGG. HKNOWN PLEASURES Factory FAC 10 (P.O) COLOSSAL YOUTH RT ROUGH 8 (Q.M) Young Marble Giants AT I 8 DIE KLEINEN UND DIE BOSEN Deutsche Amerikanishe Freunds reundschaft Mute STUMM 1 (Q.M.)

Pop Group Y.RT.ROUGH 12/Y5 (O.M.)
John Cooper Claria
1 Tel BLUE MEANING
1 Toyah
1 Toya Toyah Safari IEYA 666 (M)
RETURN OF THE DURITTI COLUMN
Duriti Column Factory FAC 14 (Q.P)

13 11 HEATHEN EARTH Throbbing Gristle Industrial IR 0009 (Q.M) DIRK WEARS WHITE SOX
Adam & The Arits Do II RIDE 3 (Q.M.P)
RETLAMMABLE MATERIAL
SHILLING FINGERS
FOR HOW MUCH LONGER MUST WE
TOLERATE MASS MURDER
POP GROUP BY CO.M.
TY ROUGH 9 (Q.M.)

Pop Group RT UNDERWATER MOONLIGHT Soft Boys Armaged GIVE 'EM HELL don ARM LIO BI 15 GIVE 'EM HELL Wachtynde Rondelet ABOUT 1 (M.Z)
SENT FROM COVENTRY
Various Kathedral KATH 1 (M) 20 19 BOUQUET OF STEEL ABROVAR STEAL 2 (P.Q.)

Rush rushes topical first single

'THE CLASH and the Specials Go To Jail' (NIBZ 001) by Don Drummond Inr and the Ska Stars is the first release on the recently-formed Rush Release Records - an offshoot of the Rush

Release promotion company. Rush Release is supplying the 12inch-only record direct to dealers and

Hooker turns trick for heart hospital

RICK MANSWORTH LAREL Secret Records has teamed up with nearby heart transplant centre Harefield Hospi-

tal in a fund-raising exercise Harefield's heart transplant programme has been hampered by lack of government funds, so hospital administrators contacted Secret Records boss Martin Hooker to try to raise additional money for the operations.

Hooker is now embarking on a nationwide search to find a new pop act to record a charity single. The disc will come out on Spartan-distributed Secret and all profits will go to the Harefield Hospital Heart Transplant Trust, The lucky band will also be offered a long term contract with the label.

Interested artists should send tapes to Hooker at 1 Colne Mead, Uxgridge Road, Rickmansworth, Herts. Closing date for applications has been set for August 15

Humber numbered

THE LIVELY South Yorks and Humberside small labels scene has thrown up yet another new operator this week. Called Stark Products, the label bows

in with a compilation of 16 tracks from nine new bands entitled Household Shocks (STARK LPC01) released last

The company describes the musical content of the opus as ranging from pure pop to haunting synthesiser sounds, adding up to almost 50 minutes of music for a £4.49 rrp. Mail order copies are available direct from 298 Messingham Road, Bottesford, Scunthorpe, 5th Humberside (Tel: 0724 66941) at £3.75 inc. P&P

Distributed by Stark and the usual independents, the LP features material by Product of Reason, The Thunderboys, One Gang Logic, Sinking Ships, Fault 151, Juveniles, Mystery Girls, Defectors, and Urbantech

Defectors, and Urbantech

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through one-stops and specialist stockists at £1.10 with a £1.99 rrp, Traders are to be mailed with a list of dis-

Now based at 2nd Floor, 15, Trinity Road, London SW17 (Tel: 02-672 9121/2/3) Rush Release is currently negotiating a national distribution deal as well as foreign licences

Briefs

MANCHESTER'S ABSURD Records releases a brace of new singles next week. Bet Lynch's Legs follow-up their indie chart hit 'Riders In The Sky' with 'Some Like It Hot' (ASK 11). Meanwhile Cairo has returned to Absurd following a short-lived relationship with Ariola Hansa and releases 'Movie Stars' (ASK 15). Also in the pipeline is a sampler 'Absurd Take Away' (TASK 1) which includes tracks old and new from Gerry & The Holograms, 48 Chairs and The Mothmen.

ROBERT WYATT'S second Rough Trade single pairs Nile Rodgers and Bernard Edwards' 'At Last I'm Free. with Billie Holliday's 'Strange Fruit'.

THE SLITS are currently recording a new album under the direction of Dennis 'Blackbeard' Boyell of Matumbi Much to the surprise and delight of all concerned The Slits Retrospective collection has so far sold over 12,000 copies despite a merciless slagging in the consumec press.



TONY PIANISSIMO, label manager of London's newest indie Silent Records is pictured above in the lift shaft at Spartan Records putting the final touches to a distribution deal. Left to right are Dave Thomas, Pianissimo and Tom McDonald. Silent's first three 45s under the deal are 'Two Hearts In Pain' (Ssh1) by Janet Armstrong 'Hot Rod Man' (Ssh2) by Tex Rubinowitz and 'Love All Over The Place' (Ssh 3) by Bubba Lou and the Highballs.



tioned here last week, and soaring as predicted into the top 60 at No. 24, has all but used up its Record Shack white label pressing already, but Polydor has picked up the master, and a 12-inch pressing on POSPX 163 will be available this week. Meanwhile, there is no label deal in the offing for Level 42, but the Elite indie is now spreading across the country, as well as up the chart to No. 21.

Polydor's companion issue to Shack Attack will be a new 12 inch release by Fatback, a band which has been absent from the charts here for some time. despite looking to be in with a good chance with their 'King Tim Ill' rap at the time of 'Rapper's Delight'. On POSPX 149, the disc will couple their new American A-side 'Backstrokin' with their previous US RB top-tenner Gotta Get My Hands On Some Money'

The disco chart top 20 has all the hallmarks of a traffic jam again, with every record between positions 4 and 17 showing a sales increase, and many titles logiamming each other to a standstill; George Duke and particularly Tom Browne have fallen victim to this situation, but in fact both of these records are still very much in contention for the top.

High new entries from Gayle Adams and Jermaine Jackson were anticipated, but the Manhattans' 'Shining Star' has been sleeping for some weeks despite gigantic R&B and pop success in America. It will be interesting to see whether its sudden burst of sales action through specialist shops also spreads to crossover action in this

George Benson's Give Me The Night album, rush-released here by WEA presumably to cash in on the strong initial sales of the single and also beat any Crusaders-style import sales bonanza. The album sold quickly enough to top RBs disco album chart literally within hours of it arriving at the counters of most dealers on the Atop the import chart for the second

week, the Locksmith album has already attracted the attention of Arista/Ariola here, and should be rushreleased imminently. No word from EMI concerning the William DeVaughn album, but its spurt from 11 to 2 on this week's chart could conceivably set some wheels in motion

Singles bubbling under the top 60 are the new remix of Isauc Haves' 'I Ain't Never' (Polydor); Ashford &: Simpson's 'Love Don't Make It Right' (US Warner Bros); the widely circulated white label release 'Potion' by Rick Clarke (another Record Shack speciality); the reissue 'I Don't Want Nobody Else' by Narada Michael Walden (Atlantic); and another reissue, 'La Bamba' from Antonia Rodriguez (Magnet).

Few notable new imports this week, but Rose Royce's 'Pop Your Fingers' 7-incher, and the Dells' I Touched A Dream album have received encouraging dealer response. Import of the week has to be Hiroshi Fukumura's Hunt Up Wind on US Inner City, which has already made its top 10 debut at breakneck speed.

THE DISCO CHART

1 12 USE IT UP, WEAR IT OUT ONYSSEY DO A PD 11963 PC 1962 R 128 62% 7 6 COULD YOU BE LOVED BOB MARLEY Island (12)WIP 6610 E Reg. 56% JUMP TO THE BEAT STACY LATTISAW Atlantic K11496/T) W 120 576-4 4 CUPID - I'VE LOVED YOU DETROIT SPINNERS Atlantic K11498(T) W 120 57% 6 A LOVER'S HOLIDAY CHANGE WEAK79141 (T) W 117 65% 6 5 BRAZILIAN LOVE AFFAIR GEORGE DUKE Epic EPC (13) 8751 C 126 5 4 FUNKIN' FOR JAMAICA TOM BROWNE Arista ARIST (12)357 F 112 2 UPSIDE DOWN DIANA BOSS Motown TMG 12 TMG 1195 E 110 61% *9 11 10 THEME FROM INVADERS YELLOW MAGIC ORCH ASM AMS(P) 7502 C 120 *10 12 10 THIS FEELING FRANK HOOKER DJM DJS 10947 DJR 18012 C 116 65%

O IN THE EARLEST BARY O Calibra CAB/I) 505 A 126 2 GIVE UP THE FUNK B.T. EXP. Calibre CABILI 500 A 118 85% 8 DOES SHE HAVE A FRIEND? GENE CHANDLER 20th Century TC(D) 2451 R 90
6 REALLY REALLY LOVE YOU CECL PARKER EMI (12)EMI 5086 E 112 27 10 (OORS) URSIDE YOUR HEAD CAD DAVIS Mercury MER(X) 22 F 106 75% 4 GIVE ME THE NIGHT GEORGE BENSON rest Warner Bros K49505) Imp. 111 17 8 TAKE YOUR TIME (DO IT RIGHT) SOS BAND TABIL TBIL (13)8564 C 119 8 11 BEHIND THE GROOVE TEENA MADIE Motown (12)TMG 1185 E 116 62% 4 MY CIBI MAJIEDEDE Solar SO (12)8 B 118 56% BACK TOGETHER AGAIN ROBERTA & DONNY Allanic K11481(T) W 111 41% LOVE MEETING LOVE LEVEL 42 Eite DAZZ 5 28 11 HANGIN' OUT (REMIX) KOOL & THE GANG FUNKY TOWN LIPPS INC

De-Life KOOL 9(12) F 117 80% Casabianca CAN(L) 194 A 124 42% Polydor POSPX 163 F 99 100% STERRIN' SHACK ATTACK EPIC EPC (13)8791 C 111 87% STRETCHIN' OUT GAYLE ADAM! ARE YOU GETTING ENOUGH HOT CHOCOLATE RAK (12)RAK 318 E 116 25% +37 SHINING STAR MANHATTANS CBS 8624 C +28 -BUDNIN' NOT JEDNAINE JACKSON Materia (12) TMC 1104 E 29 ON THE ONE CAMEO Casablanca CAN(L) 199 A 118 2 MARIANA GIBSON BROS Island WIP 6617 E 126 LET'S GET SERIOUS JERMAINE JACKSON Molown (12)TMG 1183 E 110 56.60 22 MYSTERIOUS MAIDEN CHICO HAME TON Elektra LV 38 W 89 100 % Epic EPC 8782 C 103 (US Solar YD 12027) Imp 115 I'VE HIST DECIDE TO LOVE YOU DYNASTY MY GUY AMILISTEWART & JOHNNY BRISTOL

10 IN THE MOOD (TO GROOVE) AURRA Salsoul SAL (12)3 R 127 89% ***37** FREE & FASY BENE & ANGELA Capitol CL (12)16155 E 123 Atlantic K11539(T) W 120 56% DEBELS ARE WE CHIC SUNSET PEOPLE DONNA SUMMER Casablanca CAN(L) 198 A 142 I LIKE WHAT YOU'RE DOING YOUNG & CO (Brunswick D 213) Imp 119 97% ALL NIGHT THING INVISIBLE MAN'S BAND Island (12WIP 6571 F 120 78.4 Mercury MER(X) 29 F 114 97 % 1 DALLAS THE MEVICANO +42 10 MUSIC TRANCEREN E KING Atlantic K11495(T) W 118 9 SUBSTITUTE LIQUID GOLD (Gordy G 7185F) Imp 117 BIG TIME BICK JAMES 46 3 OLD FASHIONED LOVE COMMODORES Motown TMG 1193 E 108 De-Lite MER(X) 9 F 116 31 13 YOU GAVE ME LOVE CROWN HEIGHTS AFFAIR 48 9 SCRATCH SUBSACE NOISE WEA K18291(T) W 119 72%

NIGHT OF LOVE JIMMY BUFFIN RSO 2090 459 F 127 BEYOND HERR ALPERT A&M AMS(P) 7541 C 128 Epic (13)EPC 8594 C 120 YOU GOT WHAT IT TAKES BORRY THURSTON 4 IF YOU'RE LOOKING LEON HAYWOOD 20th Century TC(D) 2454 R 118 56 14 POLICE & THIEVES JUNIOR MURVIN Island (12)WIP 6539 E Reg. 61% FOR YOU, FOR LOVE AVERAGE WHITE BAND RCA AWB 2/12-2 W 121 **1** 8 UNDER YOUR SPELL PHYLLIS HYMAN Arista ARIST (12)343 F 116 865 Affanto VIIEATT W. 114 1000 1 OPEN YOUR MIND KLEEFE 2 FEELS LIKE I'M IN LOVE KELLY MARIE Calibre PLUSILLA A

Prestige PRC 105 R 122

US Prism PDS 404) Imp 129 87%

(Magic Disc MD 1980) Imp 118 100%

5 SUGAR FROSTED LOVER FLAKES
Key To Singles Distributors A-Pye B-One Stops C-OBS D-Stage One E-EMF-Phonodisc G-Spartan & Rough Trade H-Fast Products J-Fresh K-Crole L-Lugrors M-Spartan N-Next O-Precident P-Pinnacife G-Rough Trade R-RCA S-Selecta T-Graduate V-Red Rhino W-REA Y-Wynd Up Z-Builet Im-pricent 7E-be 01-966 6041

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UK DISCO LPS IMPORT LPS INLOCK THE FUNK Locksmit George Benson Warner Broz UPRISING Bob Marley & The Walers LOVE APPROACH Tom Browne DIANA Chans Ross MADPSONY AND BLUES Crusaders MAPSODY AND BLUES Crusaders MADPSONY AND BLUES Crusaders Mach James William DeVaughn SOMETHING TO BELIEVE IN

SOMETHING TO BELLEYE IN Curtis Mayfield
THE GLOW OF LOVE Change CAMERON Cameron ADVENTURES IN MUSICLAND Dynasty HUNT UP WIND H Bob James T: OFF THE WALL Michael Jackson LET'S GET SERIOUS NOW WE MAY BEGIN LUE NOTE LIVE AT THE ROXY UST HOW SWEET IS YOUR LOVE Randy Crawfood

10 6 BRAZILIAN LOVE AFFAIR George Duke Epic

11 15 ROBERTA FLACK Roberts Flack Atlantic

2 5 BEYOND Herb Alpert AAM

3 HERDES Commissions 9 - JUST HOW SWEET IS YOUR LO RHYDE 10 - CANDI STATON Cand Staton 12 13 SOS SOS BAND 12 13 SOS SOS BAND 13 7 CELESTIAL STY Stanhip Orch 14 8 SUN OVER THE UNIVERSE SUN 15 15 MOUNTAIN DANCE BEYOND Herb Alpert HEROES Commodores ABOUT LOVE Gladys Knig LET ME BE YOUR ANGEL Motown Atlantic CBS

19 19 ROCKS, PEBBLES AND SAND Startey Clarke 20 - REAL PEOPLE Chic

REGGAE

WITH SOME companies watching their reggae releases more carefully and Summer affecting the market like post-ganja lethargy, new discs aren't exactly flooding out.

However there are still one or two interesting ones among the bunch, not least a new Twinkle Brothers LP from Virgin which, it is hoped, will attract very good reviews for the Ja. vocal group, It's called Countrymen (Z2169)

and will be out on July 25 And Island does have an Inner Circle album set for August 15 - New Age Music (9608) while a single, the title track, also comes out then in 7 and 12-inch. And inevitably, there's a Jacob Miller LP in the can - Mixed Up Moods (ITOP 9623) for July 25 release. but it will be available for distribution only via Island, not EMI.

Also on Island, Toots and the Maytals get a pic-sleeved EP 'Stick It Un Mister' (EP11) released at the end of this month, while another LP from Sugar Minott, Black Roots (ILPS 9591)

A new Marley single, 'Black Card' is scheduled for August 15 release on 7 and 12 inch

Many established artists on the bigger labels periodically have releases out on smaller ones too. Sugar Minott can also be heard on an album called Roots Lover on the Black Roots label while Gregory Isaacs (who did not re-sign with Virgin following the Front Line absorption) surfaces with Showcase for the Taxi label. And on the disco singles front,

Dennis Brown has 'Let Me Love You on 12-inch only for Joe Gibbs label, while Alton Ellis comes out on the LaRue label with the 12-inch 'Earth Needs You'. All these discs can be ordered through Jet Star (01-961-4422). The small labels scene in North

London is a hive of activity these days. Tyrone, the manager of Venture Records (01-960-0044), has several new items now available. Foremost is a three-piece girl group, L'Amour, with a disco-45 'Sunshine On My Pillow' which is out on the Time label and attracting considerable interest. Also disco'd is 'The Feeling' by Dennis Pinnock, while Tyrone's put-together act Eargasm has 'Ear Games' out on single and there's also 'Crappy Song' by The Elements. Never short of an idea, Tyrone has

produced a dub album titled Lover's Dub in which he goes bananas on the sound-effects with the tracks of several of his acts' previously released

The sweet-voiced group 15-16-17

Tec

RFC

has 'I Need A Man' out as a disco-45 on Cha Cha Records (01-961-0734). And going South of the river, Sound Off Records of Sydenham has a Junior Delgado/Ranking Dread single 'You Really Don't Love Me'. Contact Sound Off on 01-659-2526.

The new Samantha Rose single 'Hello I Love You' can be obtained from Empire Records of Stoke Newington (01-254-4736).

If you are having trouble obtaining supplies from any of the small labels and want to order centrally, Jet Star or Mojo will in most cases be able to help



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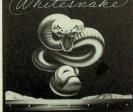
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THE SINGLES

SALES RATING | AIRPLAY RATING

The Record Business Top 100 is compiled from the compiled from slagned from the chart of the state paper Record World US trade paper Record world to the slagness alone. Positions 31-100 are determined by the sales rating + 5% of the simplay rating 300 shops report weekly sales, average reporting time being Thursday noon.

Action The Week



	00 = St					DIANA ROS	SS
				7/			_
This Week	Last Week	Wks o			TITLE/ARTIST		D Ocuser
		Chart	-			Label/Cat. No.	
* 1	1	6	64	80	XANADU OLIVIA NEWTON JOHN-ELECTRIC LIGHT ORCHESTRA USE IT UP AND WEAR IT OUT ODYSSEY	JET 185(10)	С
* 2		6	58	73		RCA PB (PB) 1962	R
- 4			-	80	CUPID - I'VE LOVED YOU FOR A LONG TIME DETROIT SPINNERS	ATLANTIC K11496(T)	W
* 5		5	39	74	BABOOSHKA KATE BUSH	ATLANTIC K11498	F
* 6		6	34	73	COULD YOU BE LOVED BOB MARLEY & THE WAILERS	EMI 5085 ISLAND WIP 6610	E
* 7	17	4	30	81	MORE THAN I CAN SAY LEO SAYER	CHRYSALIS CHS 2442	F
8		6	28	73	MY WAY OF THINKING - I THINK ITS GOING TO RAIN TODAY UB40	GRADUATE (12)GRAD 8	M
* 9		5	28	50	LOVE WILL TEAR US APART JOY DIVISION	FACTORY FAC 23	P
10		5	23	76	WATERFALLS PAUL MCCARTNEY	PARLOPHONE R6037	E
* 11	15	4	23	74	EMOTIONAL RESCUE ROLLING STONES	ROLLING STONES RSR 105	E
12	8	9	22	16	TO BE OR NOT TO BE B.A.ROBERTSON	ASYLUM K12449	W
* 13	29	2	21	58	THERE, THERE MY DEAR DEXY'S MIDNIGHT RUNNERS	PARLOPHONE R6038	E
14	6	10	21	19	FUNKYTOWN LIPPS INC. X	CASABLANCA CAN(L) 194	A
★ 15	54	2	20	66	UPSIDE DOWN DIANA ROSS	MOTOWN (12)TMG 1195	E
16	5	11	20	26	CRYING DON MCLEAN O	EMI 5051	E
17	11	10	20	24	EVERYBODY'S GOT TO LEARN SOMETIME KORGIS	RIALTO TREB 115	A
★ 18	22	9	18	67	ME MYSELF I JOAN ARMATRADING	A&M AMS 7527	C
19	20	4	16	60	A LOVER'S HOLIDAY CHANGE	WEA K79141(T)	W
20	19	9	15	26	COMPUTER GAME (THEME FROM THE INVADERS) YELLOW MAGIC ORCHESTRA	A&M AMS(P) 7502	C
21	21	6	15	45	747 (STRANGERS IN THE NIGHT) SAXON	CARRERE CAR 151(T)	W
* 22		8	14	65	LET'S HANG ON DARTS	MAGNET MAG 174	A
★ 23	27	4	14	55	SLEEPWALK ULTRAVOX	CHRYSALIS CHS 2441	F
24	13	7	14	15	SIMON TEMPLER - TWO PINTS OF LAGER SPLODGENESSABOUNDS	DERAM BUM 1	F
25		4	14	69	WEDNESDAY WEEK UNDERTONES	SIRE SIR 4042	W
★ 26	33	2	13	45	READY AN' WILLING (SWEET SATISFACTION) WHITESNAKE	UNITED ARTISTS BP 363	E
★ 27	38	3	12	2	PAINT IT BLACK MO-DETTES	DERAM DET-R 1	F
28	24	4	12	7	NEON KNIGHTS BLACK SABBATH	VERTIGO SAB 3	F
★ 29 ★ 30		6	12	50	OOPS UPSIDE YOUR HEAD GAP BAND MARIANA GIBSON BROTHERS	MERCURY MER(X) 22	F
± 31	41	4	11	69	SANCTUARY NEW MUSIK	ISLAND WIP 6617 GTO GT 275	C
* 32		2	11	69	ARE YOU GETTING ENOUGH OF WHAT MAKES YOU HAPPY HOT CHOCOLATE	RAK (12)RAK 318	F
33		6	11	45	PLAY THE GAME QUEEN	EMI 5076	F
34		7	11	46	LIP UP FATTY BAD MANNERS	MAGNET MAG 175	A
* 35		1	12	15	BURNING CAR JOHN FOXX	METALBEAT VS 360	С
36	16	10	12	17	BACK TOGETHER AGAIN ROBERTA FLACK FEATURING DONNY HATHAWAY	ATLANTIC K 11481(T)	W
★ 37	44	2	11	26	BRAZILIAN LOVE AFFAIR GEORGE DUKE	EPIC (13) 8751	С
38	34	5	9	66	DOES SHE HAVE A FRIEND? GENE CHANDLER	20TH/CHI SOUND TC 2451	R
39	18	8	11	9	BEHIND THE GROOVE TEENA MARIE	MOTOWN (12)TMG 1185	E
★ 40	64	2	9	44	MY GUY - MY GIRL AMII STEWART & JOHNNY BRISTOL	ATLANTIC/HANSA K11550	W
★ 41	48	3	8	61	MY GIRL WHISPERS	SOLAR SO (12-)8	R
★ 42		3	9	40	FUNKIN' FOR JAMAICA (N.Y.) TOM BROWNE	ARISTA ARIST (12)357	F
43		6	9	41	FANTASY GERARD KENNY	RCA PB 5256	R
* 44		2	7	75	GIRLFRIEND MICHAEL JACKSON	EPIC EPC 8782	C
45		5	7	50	WHOLE LOTTA ROSIE AC DC	ATLANTIC HM 4	W E
46				_	NEWS AT TEN VAPORS	UNITED ARTISTS BP 345	F
★ 47 48	61 35	8	8	14	D.K.50-80 OTWAY & BARRETT CHRISTINE SIOUXSIE & THE BANSHEES	POLYDOR 2059 250 POLYDOR 2059 249	F
★ 49	90	2	7	26	9 TO 5 SHEENA EASTON	EMI 5066	F
50		6	7	62	LET MY LOVE OPEN THE DOOR PETE TOWNSHEND	ATCO K11486	W
★ 51		1	7	26	EASY LIFE BODYSNATCHERS	2 TONE CHS TT12	F
52	51	6	7	23	DO YOU DREAM IN COLOUR BILL NELSON	COCTEAU COQ 1	M
53		6	7	33	THIS FEELIN' FRANK HOOKER & POSITIVE PEOPLE	DJM DJS 10947(DJR 18012) C
54		12	8	3	MESSAGES ORCHESTRAL MANOEUVRES IN THE DARK	DINDISC 15 (15-10)	С
55	47	6	5	62	RUNNING FROM PARADISE DARYL HALL & JOHN OATES	RCA RUN (12-)1	R
56	49	3	8		WE CAN DO ANYTHING COCKNEY REJECTS	ZONOPHONE Z6	E
57	30	12	7	2		CBS 8536	С
★ 58	70	3	7	1	SHOT DOWN IN THE NIGHT HAWKWIND	BRONZE BRO 98	E
59	42	12	7	3	MIDNIGHT DYNAMOS MATCHBOX	MAGNET MAG 169	A
60	52	6	5	56	KINGS CALL PHILIP LYNOTT	VERTIGO SOLO 2	F

KEY TO DISTRIBUTORS A-Pye; B-One Stops; C-CBS: F-FMI-F A – Pyo; B – One Stops; C – CBS; E –EM; F –
Phonodisc; H – Lightning; I – Solomos Peres; J – Charmdale; K – Creole; L – Lugtons; M – Spartan; O – President; P – Pinnacle; Q – Rough Trade; R – RCA; S – Selecta; T – Faulty Products; U – Scotia; W – WEA; X – Clyde Factors; Y – Wynd Up.

New Entry * Bullet

• Gold Disc (3 million sales) O Silver Disc (1 million sales)

· Index less than 0.5 (Platinum, Gold, Silver Disc information supplied by the British Phonographic Industry)

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ı			50	7	7	2	II'M NOT YOUR) STEPPING STONE SEX PISTOLS	VIRGIN VS 339	C
4	-		87	2	6	15	GIGANTOR DICKIES	A&M AMS 7544	C
ı			8/	1	5	34	BURNIN' HOT JERMAINE JACKSON	MOTOWN (12)TMG 1194	E
ı							THE BLUES BAND (EP) BLUES BAND	ARISTA BOOT 2	F
ı			69	3	5	47	BARMY LONDON ARMY CHARLIE HARPER	GEM GEMS 35	
ı			98	2	7		TAKE YOUR TIME (DO IT RIGHT) PART 1 S.O.S. BAND	TABU TBU (13) 8564	R
ı			79	3	6	8		POLO (12-14	
ı			28	8	6	9	SUBSTITUTE LIQUID GOLD		С
ı			82	4	5	8	HANGIN' OUT KOOL & THE GANG	DE-LITE KOOL 9(-12)	F
ı			39	12	5	2	LET'S GET SERIOUS JERMAINE JACKSON	MOTOWN (12)TMG 1183	E
ı			67	4	5		HOLIDAY IN CAMBODIA DEAD KENNEDYS	CHERRY RED CHERRY 13	M
4	*		_	- 1	5	•	BUTCHER BABY PLASMATICS	STIFF BUY(IT) 76	С
			60	9	5	3	(IF LOVING YOU IS WRONG) I DON'T WANT TO BE RIGHT ROD STEWART	RIVA 23	W
	*	74 :	89	2	3	50	FOR YOU FOR LOVE AVERAGE WHITE BAND	RCA AWB (12-)2	R
			80	2	3	60	OLD-FASHION LOVE COMMODORES	MOTOWN TMG 1193	E
			59	10	4	21	CHINATOWN THIN LIZZY	VERTIGO LIZZY 6	F
1	(X	77/1		1	4	2	IN THE FOREST BABY 'O	CALIBRE CAB(L) 505	A
-	×	78	55	6	4	11	SUNSET PEOPLE DONNA SUMMER	CASABLANCA CAN(L) 198	A
	=	79	45	13	4	3	YOU GAVE ME LOVE - USE YOUR BODY AND SOUL CROWN HEIGHTS AFFAIR	DE-LITE MER(X) 9	F
		80	81	2	3	19	DON'T DO ME LIKE THAT TOM PETTY & THE HEARTBREAKERS	MCA 596	C
	*	81 1		1	3	20	SHINING STAR MANHATTANS	CBS 8624	С
		82	91	9	4		BLOODY REVOLUTIONS - PERSONS UNKNOWN CRASS - POISON GIRLS	CRASS 421984-1	a
		83	66	10	4	- 1	RAT RACE - RUDE BUOYS OUTA JAIL SPECIALS	2 TONE CHS TT11	F
	*	84 1		1	4		JUST ANOTHER DREAM PROFESSIONALS	VIRGIN VS 353	C
		85	88	5	3	3	CATCH ME IF YOU CAN BRENDAN SHINE	PLAY 135	M
		86	86	2	3	19	JUST LIKE EDDIE SILICON TEENS	MUTE 008	M
	*	87 1	-	1	2	35	TRACKS OF MY TEARS Q.TIPS	CHRYSALIS CHS 2420	F
		88	62	11	3	1	OVER YOU ROXY MUSIC O	POLYDOR POSP 93	F
	*	89	-	1	3	4	DREAM SEQUENCE (ONE) PAULINE MURRAY & THE INVISIBLE GIRLS	ILLUSIVE IVE(X) 1	F
		90	84	2	3		UNITE AND WIN SHAM 69	POLYDOR 2059 259	F
		91	68	10	3	1	I'M ALIVE ELECTRIC LIGHT ORCHESTRA	JET 179	С
		92	-	1	2	19	ABOUT INSOMNIA MARTHA & THE MUFFINS	DINDISC DIN 19	c
			56	10	3	1	D-A-A-ANCE LAMBRETTAS	ROCKET XPRES 33(333)	F
			-	1	1	38	IT'S STILL ROCK AND ROLL TO ME BILLY JOEL	CBS 8753	C
			=	1	3	8	REBELS ARE WE CHIC	ATLANTIC K11539(T)	w
			95	6	3		NO ROOM ATHLETICO SPIZZ 80	ROUGH TRADE RTSO 5	Q
			=	1	3	2	GIVE ME THE NIGHT GEORGE BENSON	WARNER BROS LV 40	w
	(marginesis	-	=	1	2	10	REALLY REALLY LOVE YOU CECIL PARKER	EMI (12)EMI 5086	E
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RSO 2090 459 (2141 272)

104 DOES IT FEEL GOOD B.T. EXPRESS (CALIBRE CABIL) 503) 105 GO NOW FEATURES (DOUBLE D.D. DEE 3)

106 CITIES TALKING HEADS (SIRE SIR 4040(T)) 107 MODERN GIRL SHEENA EASTON (EMI 5042) 108 BEYOND HERB ALPERT (A&M AMS(P) 7841) 109 SWEETHEART CONTRACT MAGAZINE DUBGIN VS 368)

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118 SUNSHINE OF YOUR SMILE MIKE BERRY

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120 MYSTERIOUS MAIDEN CHICO HAMILTON (ELEKTRA LV 38)

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).



On the Move

RADIO HALLAM has lured Gerry Kersey from the local BBC opposition to host the station's Sunday request show vacated by Bill Crozier. Kersey, 42, has been a regular contributor to BBC Radio Sheffield since it opened in 1968 presenting a variety of programmes from theatre to requests. "ILR has a different sease and tempo." The assets

a different pace and tempo,"he says.
"There seems no end to people's vitality
at Hallam and I'm looking forward to
being thrown in at the deep end."

BEACON RADIO has suunched a new Junchtum show replacing its bour-long Topic programme in a shift in daytime schedules. The new 150-minute show, entitled Midday mixes music, interviews and news and is presented by newcomer Richard Caperon from PRBS Gologne. Produced by Gerry Autono, it features local journalists of the Company of the C

To make room for the show, George Ferguson's morning show begins an hour earlier, now running from 9am-12 noon when Middoy starts. In its first week the programme featured guests including Lena Zavaroni, Derek Dougan and John McVicar – the singing telegram man.

RADIO TAY has appointed an advertising agency. Edinburgh's Covey Advertising, which won the account in competition with a number of other Scottish agencies. "We eventually settled on Covey as their enthusiasm for radio and depth of experience will certainly be a considerable asset to us during the launch place," "says managing director." Embussiasm for the station, due to

Enthusiasm for the station, due to serve Dundee and Perth, is growing among the public and local advertisers, reports Mackenzie. Previously they have suffered from being in an ITV overlap area, he says.

£140,000 for

Capital appeal

to more than 300 applicants (to Help A London Child funds, the station's annual Easter appeal. Sums ranging from £80 to £1,200 were donated to 109 organisations wishing to give children holidays. Altogether the station received 438 requests for £750,000 and it took a 10½-hour marathon meeting to decide which would bring the most immediate benefit to London's children.

The fire: everybody gets burned

THE FIRE which destroyed most of Alexandra Palace the day before Capital was due to stage its second Jazz Festival has denied the station some 35 hours broadcast material which was also scheduled for transmission by the rest of the ILR net-

Police have ruled out arson as the cause of the fire and one of the theories that fire experts and officials from Haringey Council were working on at press time was the careless discarding of a cigarette butt. Three priceless pianos were destroyed in the fire which began as

Live music in Scotland

THE IMPORTANCE of live music in Scotland is currently underlined not only by Forth's increasing commitment and the expected salvation of the Scottish Symphony Orchestra, but also in early evening programming on Clyde every weekday from next month.

The station presently features an hour's live music Monday – Thursday at hour's live music Monday – Thursday at review of the political and industrial scene, is rested Colin MacDonald's Folk On Friday begins an hour earlier to include 60 minutes of live music including highlights of the Edinburgh Folk Festival

Andy Park presents Jaze Platiform Gas Mondars recorded in and around diagony. Tuesdays find Bob Mason introducing Brass After again recorded locally. Mike Riddoch, lare of BBC Radio-Aur Carting Various musical acts to have graced the theatres in the last few months and Camilion On Clyde is presented by Tony Curtis on Thursdays featuring a local chamber music ensemble sponsored by the radio station.

Most of the material is recorded using the station's 16-track Mobile Two. Clyde is also continuing to record library music for the ILR network. technicians were preparing for the evening concerts scheduled for the Great Hall. Brittania Row, Pink Floyd's recording studio, lost around £150,000-worth of sound equipment and £12,000-worth of lighting gear and £12,000-worth of sound equipment which represents around one-third of total stock, will not adversely affect the series of Floyd concerts due to start on August 4 at Earls Court.

Norman St. John Stevas, Minister of the Arts, who was to have opened the festival, said it was a great loss for everyone because there was now no major event in the jazz world this

"We feel so sorry for Haringey Council and London at large over the loss of this magnificent building which is so closely associated with the history of broadcasting," said Capital md John Whitney, Mean-while the 'Grand Finale', a tribute to Charlie Parker, went ahead as planned last Monday night at the Festival Hall and posters for the aborted Ally Pally Jestival have become col-

lectors' items. Capital refunded ticket money, staffing desks over the weekend, and arranged a special telephone line for queries.

Some consolation can be drawn from a film which opened in London on Thursday supporting the new Clint Eastwood movie Bronco Billy. It is 'Capital City - A Portrait of London' made last summer which includes shots of both last year's Jazz Festival and the Ally Pally. John Whitney had agreed to finance the venture after an approach by producer Andrew Holmes.

The result is a 40-minute film tooking at London through a day in the life of the radio station. Already it is nostalgic. No more Ally Pally, no more Graham Dene at breakfast time, no more Dave Cash at lunchtime and soon no more Adrian Love wondering where his Open Line calers have disappeared tim in the midst of crackle over the phone midst of crackle over the phone film and an excellent PR exercise for Capital.

Milburn takes guard to protect his Pennine patch

PETER MILBURN has been appointed programme controller at Pennine Radio with effect from August 1. He replaces Jeff Winston who joins DevonAir in Exeter.

At 27 Milburn becomes ILR's youngest programme controller. He joined the station as a journalist six weeks before the station went to air in September 1975. He is currently assistant programme controller and head of news.

Milburn told RB that he will not be making any major changes. "We have a bigger listenership that ever before, so it's a question of consolidation rather than change. The real problems occur in keeping people here who are interested in moving on. We've already lost Stewart Francis and a newsman to Hereward Radio." New stations coming on air include Lead which will be heard in Bardod-kad. Milburn is confident in local people feeling independent of Leeds, resenting the city's intrusion into what is quite an insular identity in Bradford. He says West Yorkshire Broadcasting's chairman Denis Corbett has visited the station on a number of occasions.

"The word is co-operation rather than competition," he says. "I think we agree that our competition is with the BBC and not with each other. Anyway I think the IBA will be watching carefully and if they encroach on Bradford too much will do something about it."

Nevertheless Milburn is determined to further establish Pennine's presence in Bradford, The Leeds unknown quantity is at least 15 months away. Senior journalist Tim Wyatthas been

section foldmans: I mr wyart iais occupapointed head of news and in September will journey to South Africa with some school children to climb a mountain, returning with a travelogue. This sexpedition forms part of Pennine's fifth birthday celebrations, staged with secondary rental funds, which include a repeat of last year's week-long free festival in Bradford.

ILR revenue is 20% up

MAY revenue to ILR was 20 percent up on last year at £4.3 million against £3.6 million. This year's figure includes revenue from CBC and the first week's broadcasting by Mercia Sound. 1980 to date is 28 percent up on last

year with a total of £18.1 million against £14.1 last year.



presenter Mike Smith decided to realise another ambition - to drive through London's congested streets in a Formula I racing car. Brands Hatch to drive through came up with the above Lotus 51, the only car to conform to normal road standards, and Mike succeeded in negotiating the traffic with only one small bump.

The radio festival for professionals

ALMOST ALL the panellists have now been set for this year's Edinhurgh International Radio Festival the annual event staged for the first time last year where both BBC and IBA personnel take part in discussions of mutual interest

This year's festival is entitled 'Four Ouestions', panellists in each case talking for approximately 40 minutes in total before discussion is invited from the floor

The first question. 'Whose Voice Is It Anyway?', launches proceedings at 2pm on Thursday August 21. Panellists are community expert Peter Lewis, ex-Com-Com; Beki Thompson, station manager of the University of Stirling; Howie Firth of BBC Radio Orkney and Jane Hutt, co-chairperson of Cardiff Broadcasting.

'Is Breakfast Television the Beginning of the End?' is asked next by Standard Broadcasting's Bob Kennedy plus another panellist yet to be named.

Friday's discussions kick off with 'Are the Networks the Dinosaurs of the Future?' with Clyde MD Jimmy Gordon and a senior BBC radio executive. The last question 'How Far Can You Go?' features discussions on news (Peter Thornton), investigative reporting (Roger Cook), drama (Jonathan Raban) and music (Alan Freeman). Guest speaker is Frank Mankiewicz, president of National Public Radio in the USA, and the Radiophonic Workshop has prepared a "celebration of radio development" in sound especially for the event. Chairing the organising committee

is The Listener editor Anthony Howard, who says: "We want to attract broadcast staff at all levels, indeed any professional who feels passionately about radio."

Registration fee is just £10 covering the two-day programme plus a gala dinner on Thursday night and luncheon on Friday. The venue is the Royal College of Physicians, 9 Queen Street, Edinburgh. Enquiries and bookings should be addressed to Sue Francis, Edinburgh International Radio Festival, c/o Broadcast, 111a Wardour Stret, London W1. Telephone: 01-439 9756

RADIO WEEK

RADIO WEEK appears every week in RB and keeps you up to date with all the latest developments in the world of BBC and independent radio.

DOMINFAST SHARES expected be launched onto the Stock Market soon. The company, formed by ex-Newman Industries' Alan Bartlett and retired dentist Barclay Barclay-White with showbiz personalities including Sir Richard Attenborough, owns 24 percent of Capital Radio - itself quick to deny that station shares will be up for grabs. . . Meanwhile Pennine reports a half-yearly profit up 48 percent and long-suffering Trent shareholders have received their first dividend - of the five percent interim kind. . . Beacon claiming to be the "fastest growing" ILR station in terms of total listening hours -27.8 percent up. RS&M's Malcolm Grant delighted with his station's results, but perhaps Bill MacDonald and Maurice Vace should be careful or at least mark the fate of other RS&Mlinked mds Patrick Gallagher, Jay Oliver and Guy Paine . . . Capital mor than delighted with its increased 3 000 listeners, but a little puzzld as to where the increases occur - further analysis expected to point to late night listening despite Radio-2's London supre-macy. . . Bournemouth's 2CR hoping for a September 8 launch. The only people not recruited when Norman Bilton eventually took his chair were a couple of junior news people and a tea lady. . . What is it about Metro that makes the South coast so attractive. Bilton now no distance at all from former local sales manager Ian Roach at Victory and former promotions executive Mike Taylor at Southern TV, Southampton. . . But some connect with other influences - former Victory pre-

happy result that he has taken over Tommy Vance's 30 million listeners worldwide presenting Top 20 Plus while Vance is in the States for three weeks

.Come to think of it what strange quirk of fate smiles kindly on the fortunes of ambitious 210 presenters (Mike Read and Steve Wright to name but two) yet leaves the station languishing in ever-decreasing audiences. . . Lots of disappointed would-be broadcasters at Capital for whom charity begins at home. New voices Phil Allen and Richard John shouldn't expect to be welcomed with open arms. . . Radio-1 producer (of not a lot since the MU strike) leff Griffin the proud bearer of seven facial stitches after a "friendly game of squash with Criminal Records' Jeremy Thomas ... Why is it that Beacon consistently chooses to air nonchart oldies through the night, esnecially those emanating from a certain record company of German descent?. . . AIRC still to appoint a marketing manager. Tony Stoller returned from sunny France to find an empty desk where the appointed exec should have been sitting. With its present fragmented front to advertise in an era of recession and economic gloom, the ILR network has never needed a solid marketing arm more . Unconfirmed reports indicate that Selkirk's Brian Wallis will take over G Cromarty Bloom's ILR directorship when he retires at 70 in September to become chairman of RS&M. Other executive changes expected at Fetter Lane. . . Capital's new OB vehicle, the Cruiser, finally arrived in time for Nicky senter Keith Butler moved on to 210. Horne's first Summer In The City sent a tape to BFBS's Ted King with the excursion last Saturday. While praising

the ultraluxurious interior he complained about the total lack of ashtrays Apparently ashtrays are something Capital aren't too prolific with - is Peter Black trying to tell the DIs some-. Janie Ironside-Wood has left LBC briefly to continue the procreation of the human race. In her absence till January Dickie Arbiter is taking care of press and publicity duties a s well as well as organising OBs and special events. . . Congratulations to Radio Tees's Nicky Meanwell who was invited to attend one of the Royal Garden Parties last Thursday. . . Glad to report that the proposed memorial jazz concert for Hallam's Jean Doyle so well supported that two events are being staged, proceeds donated to a charity chosen by husband Peter. . Piccadilly sponsoring the Final Night of the Halle Proms for the fifth successive year. . . BRMB's Operation Sunshine for the visually handicapped much appreciated by the various benefacting organisations donations were received from individuals, factories, pubs, hospitals, shops and schools. Following Ed Doolan's visit with comic Iim Davidson to a school for blind and partially sighted children, he received a thank-you from one of the kids with this post-script: "BRMB stands for Best Radio Money can Buy" what would the IBA think of that?...

Rockshow Report

MOST AIRPLAY Descending Of

- - nes CUN39111 Rolling Stones Rolling S THE UP ESCALATOR OKM OFE7 22 Graham Parker DANGER ZONE
 - Canital E-ST 12069 Sammy Hagar 4 THERE & BACK Epic EPC 83288
- Jeff Beck Charisma CDS 4019 UPRISING
- Island ILPS 9596 BUNNING
- Ziggy Byfield PVK PVK 1
 DO ANIMALS BELIEVE IN GOD?
 Pink Military Eric's ERIC 004
 THE PHOTOS
- Photos Epic PHOTO 5 athedral KATH 1

ARLEN ROTH and his album Hot ickups is this week's off the wall add. It makes its dent in the Most Added chart with play at Metro (John Coulson, Malcolm Herdman), Piccadilly (John Evington), and Sheffield (Winton Cooper). This is the second offering from the man who has gained most of his notoriety as a session guitarist with artists like Art Garfunkel, Loudon Wainwright III and Eric Anderson and from a one year stint as Phoebe Snow's musical arranger. The album is in the R&B pop rock mould as his part musical associations would indicate and is MOST ADDED

- 1 LIVE AT LAST Nems BS001 Black Sabbat 2 TOMCATTIN Aton K50702
- HOT PICKUPS Sonet SNTF 845 4 SKAFISH
- Illegal ILP 007 Chrysalis CHR 1296
- 6 SEARCHING FOR THE YOUNG REBELS
- 7 A DECADE OF ROCK & ROLL REO Speedwagon Epic EPC 88488 REO Speedwagon Epic EPC 88488 8 WE ARE TIME POP Group Rough Trade ROUGH 12 9 YACHTS WITHOUT RADAR
- Radar RAD 27 10 VOLUME **CBS 84134**

on Rounder records (of George Thorogood fame), licenced through

Sessions around the country include Brenda & the Rattlesnakes at CBC (Tim Lyons); D.T. Strides at Orwell (Pete Barraclough); and Carl Green &: the Scene and Shandoom at Tees (Brian Anderson.) Brian adds a postscript to his latest list of sessions saying "By the way, we always pay ALL bands who record for us! Unlike some stations as you reported recently," So it's M.U.1, Radio Stations

1. Interviews seem to be few and far between these days but those that have surfaced this time around are the Beat and Jeff Beck at Victory (Matt Hopper); Karel Fialka at Piccadilly; Steve Hackett at CBC (Tim Lyons); and the Korgis, Boz Scaggs and Joan Armatrading at London (Mike Sparrow). Also at Radio London, the results of Stuart Colman's Demo Show should

be filtering through soon.

Two groups who gained some attention in the early days of the Rockshow, Blackfoot and the Yachts, are back with us. Blackfoot has been added at Metro, Piccadilly, Pennine (Bob Preedy), Plymouth (Ian Calvert), Victory, Sheffield and Mercia (Andy Lloyd), and the Yachts were picked up at Metro and Orwell (Pete Barraclough).



- some stations still have not received copies of the Rolling Stones albi PAT THOMAS

RECORD BUSINESS July 21 1980



WYND-UP (061-798 9252) OR GRADUATE (0384 59048)

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The hottest sin from the Record Busine

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ON THE RADIC

notation in pay dune

POXY MISIC/OH YEAH
ELECTRIC LIGHT ORCHESTRA/ALL OVER THE WORLD (Jet 195)
PIRANNAS/TOM HARK
CECRCE BARSON/CUIVE ME THE NIGHT
ABBA/THE WINNER TAKES IT ALL
(Bire SIR 4044)
(Gire SIR 6044)
(Girle FRC 8835)

DISCO/SOUL

TOPTEW SELETS OF THE BUSINESS DISCO CHART

JERMAINE JACKSON/BURNIN' HOT MANHATTANS/SHINING STAR LEVEL 42/LOVE MEETING LOVE SHACK ATTACK/STEPPIN' GAYLE ADAMS/STRETCHIN' OUT (Motown TMG 1194) (CBS 8624) (Elite DAZZ 5) (Polydor POSPX 163) (Epic EPC 8791)

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Hear Record Business ch

Singles Chart Singles Chart Disco Chart Di

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DES MAGAZANIA ales of the week lesearch Computer...

ROUGH

MAN NEXT DOOR" THE POP GROUP...(ROUGH 12)...LP "WE ARE TIME" HOW I WROTE ELASTIC MAN' YOUNG MARBLE GIANTS...(RT 043)

... T" EP ... "FINAL DAY" ATHLETICO SPIZZ 80...(RIS 05)..

"NO ROOM" ILIPUT (KLEENEX) ... (RT 047)

PERE UBU...(RT 049)...7"... "FINAL SOLUTION" THE PREFECTS...(RT 040)...7"... "GOING THROUGH THE MOTIONS"

C

C

0

YOUNG MARBLE GIANTS...(ROUGH 8 ...LP..."COLOSSAL YOUTH" THE POP GROUP...(ROUGH 9)...LP ... FOR HOW MUCH LONGER ... ?" THE FALL...(ROUGH 10)...LP... "TOTALES TURNS"

ELEVISION PERSONALITIES .. RT 051) ... 7" ... "SMASHING TIME

SOON CONTING ON ROLEN TRADE:

SHELL MAPS...(ROUGH 15)...LP. CABARET VOLTAIRE...(ROUGH 11)

JAMES BLOOD ULNER... (RT 045)

THE PRATS ... (RT 042) ... 7" ...

WRITE FOR CATALOGUE A 202 KENSINGTON PK. RD., LON

DISTRIBUTED BY ROUGH TRADE

JOY DIVISION...(FAC 23)...7 "LOVE WILL TEAR US APART"

JOY DIVISION... (FAC 25)...LI

SILICON TEENS...(MUTE 008)...

D.A.F....(STUMM 1)...LP...

KLEINEN UND DIE BOSEN" GIRLS AT OUR BEST...(RR 1)

7", .. "GETTING NOWHERE FAST"

... JUST LIKE EDDIE" SILICON TEENS...(STUMM 2)...

(Metal Beat VS 360)

NEW RELEASES

Due in the shops this weekend

BLACK SABBATH/PARANOID (NEMS BSS 101) DR HOOK/YEARS FROM NOW (Capitol CL 16154) DOOLEYS/BODY LANGUAGE (GTO GT 276) LAMBRETTAS/ANOTHER DAY ANOTHER GIRL (Rocket XPRES 36) ATHLETICO SPIZZ 80/HOT DESERTS (A&M AMS 7550) PAUL SIMON/LATE IN THE EVENING (Warner Bros K17666) LOCKSMITH/UNLOCK THE FUNK (Arista ARIST 12364) CROWN HEIGHTS AFFAIR/YOU'VE BEEN GONE (Mercury MER 28) ADAM & THE ANTS/KINGS OF THE WILD FRONTIER (CBS 8877) FATBACK/BACK STROKIN' (Polydor POSPX 149)

RACK

Topaction from the RB Top 100 and Indie Chart

BODYSNATCHERS/EASY LIFE (2 Tone CHS TT12) PLASMATICS/BUTCHER BABY

PROFESSIONALS/JUST ANOTHER DREAM (Virgin VS 353) PAULINE MURRAY/DREAM SEQUENCE (Illusive IVE 1) STIFF LITTLE FINGERS/BACK TO FRONT (Chrysalis CHS 2447)

THE WALL

Comingout of nowhere

BOW-WOW-WOW/C30, C60, C90, GO

(EMI 5088)

(Stiff BUY 76)

rts on these radio stations:













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COVENTRY, Tiffanys MON 28 IPSWICH, Gaumont SUN 27

BOURNEMOUTH. Stateside Center SAT 26

BATH. Pavilion FRI 25 **AYLESBURY, Friars** THURS 24 PORTSMOUTH, Locarno **WED 23**

PLYMOUTH, Top Rank **TUES 22** TORQUAY, Town Hall AGENCY:- COWBELL:

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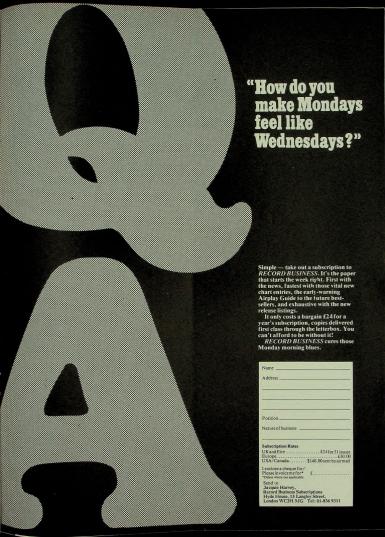
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RECORD BUSINESS July 21 1980



AIRPLAY

THE TOP COMPUTERISED GUIDE TO RADIO ACTION IN THE UK

					1/3	0/		4		13	11	1	1/		1)	1/	1	/	/	/	/	/	A A			RATING
	UIDE 100		6	A LUNC?	00	1/4.	C.C.Com	1	On A	0	4	6/	3/	V.CO.	A 0000	7	5/2	5/3	4/	10,00	The Olk	Bachan	A 100 pm	88Ch	s Top Of Ti	ly on listed stations ne Pispo (added later)
u		6	000	3	3/6	200	300	8	0	27	The second	100	183	200	38	Swell	(3)	N. C.	6/2	1	24	20	Call No	Dist.	0	
1 0 1	MORE THAN I CAN SAY LEO SAYER	A	'A	A	AA	*		A	AA	В	A	A	AA	A	A	AA	A	A	A	A				F	87	
2 1 5		A	A	C	★ B	A		A .	AB	A	A	Δ .	AA	A	B	AA	AA	B	A	A	A	A	EPC 8782 K11498	C W	82	Key To
4 2	XANADU OLIVIA NEWTON JOHN WITH ELO	A		A			A	A	AA	A	A	A	AA	A	A	AA	A	A	A	A	A	A	JET 185	C	79	Station Playlists
5 1 17	UPSIDE DOWN DIANA ROSS	A		A 8				Α			Α					A A			A				TMG 1195	Ε	75	The same of the sa
6 û 29 7 12	MARIANA GIBSON BROTHERS BABOOSHKAI KATE BUSH	A		A			A		AB		A				В				A		A		WIP 6617	E	75 74	RADIO 1 A Featured 40
8 7	COULD YOU BE LOVED BOB MARLEY & THE WAILERS	A		A			A		AA											A			EMI 5085 WIP 6610	E	73	B Additionals * Featured 40 &
9 6	USE IT UP AND WEAR IT OUT ODYSSEY	A		A				Α	AA	A	Α	A	A A	A	A	AA	A	C	A	A	A		PB 1962	R	73	Record Of Week Record Of Week
10 10	WATERFALLS PAUL MCCARTNEY	A		AA					A A										A				RSR 105	E	72	RADIO 2 A Heavy play
11 4	ARE YOU GETTING ENOUGH HOT CHOCOLATE	A			AA				AA								AC				A		R6037 RAK 318	E	72 72	B Medium play C Occasional play
13 9	JUMP TO THE BEAT STACY LATTISAW	A		A					AA											Α	A		K11496	W	71	A A List
14 8 15 1 20	MY WAY OF THINKING UB40 MY GIRL WHISPERS	A		AA	A				AA				A A	A		A	A C		A				GRAD 8	M	71	B B List C C List
15 1 20 16 1 15	DOES SHE HAVE A FRIEND? GENE CHANDLER	A					A				A				Н		A C		A	В	A	A	SO 8 TC 2451	R	70 69	Bullets Pewerplay
17 14	SANCTUARY NEW MUSIK	A							AE						Α				A		A		GT 275	C	69	CAPITAL London
18 16	ME MYSELF I JOAN ARMATRADING LET'S HANG ON DARTS	A		AAA					A A					A		1	4 0		A				AMS 7527	C	68	A A List B B List
19 (18	THERE, THERE MY DEAR DEXY'S MIDNIGHT RUNNERS	A		A					AA			A		A		A	C A B		A		A		MAG 174 R6038	A	66	C C List Dimbers
210	OH YEAH ROXY MUSIC	A	T	*	* *				-			*			В								2001 972	F	57	or Peoples Choice
22 24	A LOVER'S HOLIDAY CHANGE	A		В	A				A A	A B		A		A				C			Α		K79141	W	56	Glasgow A Tartan 30
23 23	FOR YOU FOR LOVE AVERAGE WHITE BAND	A		С	B	В		A .	A E	B		A A	A B		В	AA		B		A			TMG 1193 AWB 2	E R	55	B Climbers * Hill Picks
25 26	SLEEPWALK ULTRAVOX	A		С		A			AE				A B			A				^			CHS 2441	F	53	☆ Current Choice PICCADILLY
26 27	LOVE WILL TEAR US APART JOY DIVISION	A		A	Α				B A	¥.			A	C	A	A	A E	C		C			FAC 23	Р	52	Manchester * Priority Plais
271 = 281 39	PAINT YOUR PRETTY PICTURE FLKIE BROOKS	A	R	C	B		★ B		A	b D	*		A B		★ B		BE	A	H	В	Α	0	JET 195 AMS 7547	C	49	A A List B B List
29 1 37	MY GUY - MY GIRL AMII STEWART & JOHNNY BRISTOL			CE			В		A		A		A		В		A E	A	A		A		K11550	W	47	CITY
30 11	WEDNESDAY WEEK UNDERTONES	В			A				A	A	В	A		В	A	A	A	В	A	A		A	SIR 4042	W	46	Liverpool A Top 30
31 62	9 TO 5 SHEENA EASTON UP UP FATTY BAD MANNERS	B		A A	1	A		A	A	В			A B		Н	A	A E	3	A	В		A	EMI 5066	E	46	B Breakers + Hit Picks
33 35	747 (STRANGERS IN THE NIGHT) SAXON	A	Ħ	В	t	C	A		BA		Н		A	C	A		A E	C		С			MAG 175 CAR 151	A W	46 46	BRMB Birmingham
34 33	REST OF MY LIFE RACEY	A				A		A	A	В	А	В	В			18	В	В					RAK 317	Ε	45	A Playlist 8 Rockplay
35 36 36 ■	READY AN' WILLING (EP) WHITESNAKE TOM HARK PIRANHAS	A	-	*	H	H	В		A E	ВВ	С		AC	В	В		E	C		H			BP 363 SIR 4044	E	45	C C List DOWNTOWN
37 1 42	FANTASY GERARD KENNY			A	H	A	A		AA	A	Н		AA	A	Н	A	E		A	A	A	A	PB 5256	R	45	Beltest A Playist
38 32	THE BLUES BAND (EP) BLUES BAND	Α		С			В		AE	3	C		C				(C	A	C		В	BOOT 2	F	42	★ Hit Picks ○ Music Mover
39 38	A WALK IN THE PARK NICK STRAKER BAND NEWS AT TEN VAPORS	A	-	С	+		Н	A	AA			B .	A		Н		E		A	В		В	CBS 8525	C	41	HALLAM Sheffield
41 45	IT'S STILL ROCK AND ROLL TO ME BILLY JOEL	В	1	C 1	В		В		A		В				В	E	3		A	B	۱	Δ	BP 345 CBS 8753	C	39	A Top 40 B New Releases
42 1 47	PRIVATE LIFE GRACE JONES	☆													В								WIP 6629	E	38	# Hit Picks TRENT
43 44	TIME AND TIME AGAIN MIKE RUTHERFORD SUMMER IN THE CITY RAY GOMEZ	A		C	+	Н	В		A	+			+	-	В	A	E	В	*	H		A	CB 364	F	38	Nottingham A A List
44 40	FUNKIN' FOR JAMAICA (N.Y.) TOM BROWNE	A		В		H			A	t		1	H	1	В	н	F	3 C	B	H	Н		CBS 8659 ARIST 357	C	38	8 8 List C instruments
46 46	EVERYTHING WORKS IF YOU LET IT CHEAP TRICK	A													В		С	I	В				EPC 8755	C	35	★ HE PEKS
47 49	BURNIN' HOT JERMAINE JACKSON BRAZILIAN LOVE AFFAIR GEORGE DUKE	B		BB	B			A		3 B		A	A	В				C		١.			TMG 1194	E	33	Newcasto
48 1 61	SIMONE BOZ SCAGGS			C	8	H	*	A	H	В		A	A	C		A		C		A		A	EPC 8751 CBS 8826	C	32	A Sounds B Singles C Rock List
50 48	TRACKS OF MY TEARS Q.TIPS	В		BE		C			AE	3	В				В		В	В	A	I			CHS 2420	F	28	* New Sounds FORTH
51 1 81 52 60	WHY DON'T YOU SPEND THE NIGHT FRANKIE MILLER	B		CE				A	A	B	Α	D	B				В	-	В	6			MCA 618	C	28	Edinburgh A A List
52 60 53 1 75	SOMETHIN' BOUT YOU CAMPBELL & COOLIDGE	B	В	-	3 B		В	A	-	P		B		A		*	C.	В	В	C	A		CHS 2448 CL 16151	F	28	B B List * Hit Picks
54 19	RUNNING FROM PARADISE DARYL HALL & JOHN OATES	В	Ĩ	1	A		Α			İ			Ï					3 B	A	A			RUN 1	R	27	≤ Station Hit TEES
55 Û ■	GIVE ME THE NIGHT GEORGE BENSON THE WINNER TAKES IT ALL ABBA	*		*	В											*			H		H		LV 40		27	Teesside A Playist
56 Û ■ 57 65	EASY LIFE BODYSNATCHERS	В		☆ B	B		*		A 1	*			AE	-	*		B A		A	B	H	×	CHS TT12	C	27	Peoples Pick
58 74	BIG SHOT - MOMENTARILY JONA LEWIE	В		В	*					* B	A						B	A E				В	BUY 85	C	25	Wolverhampton A A List
59 1 71	THIS FEELIN' FRANK HOOKER & POSITIVE PEOPLE	B		C	I		В			I	B		I	I			В	A		В			AMS 7534	C	25	B B List • Hit Picks
60 52 61 63	DRIVIN' MY LIFE AWAY EDDIE RABBITT	В	C	В	3 B		В		AE	3	R	A	H	+	В		A	3	1	H	H	A	DJS 10947 K12460	C	24	VICTORY
62 (50	HAPPY TOGETHER CAPTAIN & TENNILLE	Ĭ	В	-	4	t	В			1		В			В	A		A		İ			CAN 200	A	24	A A List
63 43	WHEN THE FEELING COMES AROUND JENNIFER WARNES SORRY DEMIS ROUSSOS	В	A		0	A	F			1	В		E	ВА	В				В	F	A		ARIST 342 MER 25	F	23	New Releases ORWELL
64 59 65 57	FREE ME ROGER DALTREY	В	C	-	В	A		H	,	*	В			C	R	H	В	В	1	H	H		MER 25 2001 980	F	22	Ipowich A Top 40
66 🛈 📟	OOPS UP SIDE YOUR HEAD GAP BAND	В		В	A	A			E		Ĭ			C						İ			MER 22	F	22	B Nireplays # Hit Picks
67 🛈 📟	PAINT IT BLACK MO-DETTES NEVER GIVIN' UP AL JARREAU	В		C	A		F		В			A	A		D		Α.	A	1	1	H	-	DET-R 1	F	21	SWANSEA SOUND
68 79 69 û =	YOUR PRECIOUS LOVE BISHOP & ELLIMAN	B	C	-	В	-	+	H	AE	3 E	-		A	A	B	*		1	A	f	t	H	K17650 K17668	W		A Playist B instrumentals w Hit Picks
70 34	PLAY THE GAME QUEEN	Ī		1			A	С	1	AA	A			A C	A			1	1	C			EMI 5076		21	

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.

71 76 SHINING STAR MANHATTANS
72 85 FILE IN FORGET KAREL FIALKA
73 78 SECOND CHOICE ANY TROUBLE

740 I DON'T WANT NOBODY ELSE NARADA MICHAEL WALDEN

NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE

Basic Key

A - Main Playlist/Chart B - Breakers/Climbers C - Extras

B CBS 8 BLU 2 B BUY

		it Pi tatio	cks n Pick
624	C	21	
			Key To
014	Α	20	
79	C	20	Station
49	W	20	Playlists
880	E	20	
361	F	20	MERCIA SOUND
02	W	20	Coventry
188		19	A A List B 8 List
	A		* Ht Pcks
7546	C	19	PENNINE
100	E	19	Bradford
99	W	19	A A List 8 B&C Lists
7	W	19	C D List
596			* Hit Picks
	C	18	12 Pennine Pick
MUT	Ε	00	210 Thames Valley
50	C	18	A A List
872	C	18	B B List
48	w	17	# Hit Picks
43	w	17	PLYMOUTH SOUNC
			A A List
10554	F	17	B B List
P 2	R	16	* Hit Picks * Peoples Choice
564	A	16	CBC
7541	C	16	Cardiff
051	E	16	A Top 30 B B Lst
8564	C	16	* Ht Peks
			88C SCOTLAND
7544	C	15	A A List
19	C	15	B B List + Ht Peks
115	A	15	o Single Of Week
40	141	15	HEBEWARD

HEREWARD Peterberough A Playist + Station pick The Rad oactive sym-

The Radioactive symbol of its awarded for a gain of at least 3% in the airplay rating equivalent to one major or two or three minor ILR station playlists.

weighted according to approximate frequency of play and audience reach as indicated by available oublished research

Distributors
A-Pye
B-One Stops
C-CBS
D-Stage One
E-EMI
F-Polygram
G-Rough Trade/
Spartan
H-Fast
1-Faulty Products
J-Fresh
K-Creole
L-Lugions
M-Spartan
N-Next O-President
P-Pinnacle
Q-Rough Trade
B-RCA
S-Stage One
T-Graduate
U-MSD

	TOON I WANT NOBODT ELSE NARADA MICHAEL WALDER	D			_	A		M	D	-	D		·		-		-				-		-	11049	VV.	20
	C60, C90, GO BOW-WOW-WOW	*																					E	MI 5088	E	20
760	THE LAUGHING POLICEMAN SUSPICIONS	*													Н								Δ	RIST 361		20
	THEME FROM NEW YORK, NEW YORK FRANK SINATRA		A			-		A			B		-	A			С		A	-	-	-		14502		20
77Û								~						~	-	H	-			4	-	4				
78 88	PUT A LITTLE LOVE ON ME DELEGATION	В	С								В											4	A	RO 188	A	19
79	I GOT YOU SPLIT ENZ	В				*	В			В	3			В		A	В		C	3	k	-	A	MS 7546	C	19
80 94	RACE WITH THE DEVIL GIRLSSCHOOL	В		+			===			=1	C		C		Δ		*	B	*				R	RO 100	F	19
				-			-	+	-	-	ř	-	~		*	Н			C	-	-	+			-	
810	GIMME SOME LOVIN' BLUES BROTHERS	В						1	В						*				6			4		11499		19
82 80	MARIE CELESTE GREG VANDIKE	В			В																		K	OW 7	W	19
83 84	DON'T DO ME LIKE THAT TOM PETTY	В			C				A						т	П			B	A F	3	В	N	ICA 596	C	18
	JUST LIKE EDDIE SILICON TEENS	В			C		-	-	A	D	-	-		-	н	Н		=		1		-				
					6				A	В					-					-	-			AO MUT		00
85 92	BURNING CAR JOHN FOXX	В				E	3 *												В					S 360	C	18
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ALBUM REVIEWS

Top 10

BLACK SABBATH: Live At Last (NEMS BS 001)

Sabbath's second Top Ten album in a matter of weeks Live At Last was recorded at gigs in Manchester and London and lay dormant until 'rediscovered by NEMS recently. Particularly welcome in this format are 'War Pigs' and a short but energetic version of 'Paranoid'. Should stay in the chart for several weeks vet.

JOHHNY MATHIS: All For You (CBS 86115) Prod; Jack Gold

MOR favourite Mathie is in fine voice with a carefully selected mixture of re-makes and brand new songs. On 'Different Kinda Different' and the almost-title track 'I'll Do It All For You' Mathis is joined by session-singer Paulette whose soulful vocals would have been a positive plus on 'With You I'm Bom Again' which Mathis attempts alone. Other highlights include 'Deep Purple' and 'Three Times A Lady Only one song seems out of place on a typical Mathis collection and this is 'I Will Survive', surely the definitive statement of female angst and therefore out of bounds to all male singers.

DEEP PURPLE: Deepest Purple The Very Best Of Deep Purple (EMI **EMTV 25)**

With heavy metal currently very much in voque. EMI has sensibly re-packed 12 of Purple's finest cuts as the latest album in the highly successful EMTV series. Included in the hour long set are all the Purple classics including 'Black Night', 'Strange Kind Of Woman' and 'Smoke On The Water'. Bound to sell in large quantities to the converted, but the effectiveness of the £50,000 TV campaign is questionable.

ECHO AND THE BUNNYMEN: Crocodiles (Korova KODE 1) Prod: Chameleons Ian Broudie

Already well received in the pop press. this new British four-piece has delivered a debut album that is very much in the Talking Heads mould - crisp. precision-rock playing, no lack of song ideas and a carefully 'arranged' production. And although the songwriting is still in its early stages and the playing sometimes veers towards the repetitive, there is no doubt that Echo and the Bunnymen's music is superior to much of today's derivative output and will only develop for the better.

GEORGE BENSON: Give Me The Night (Warner Bros K56823) Prod; Quincy Jones

The cover shot of Benson with no quitar in evidence may be indicative of the implication that the onetime jazz virtuoso has finally crossed over totally to pop. Certainly the emphasis here is now on his vocal work as much as his guitar. Thankfully the former is growing in style and confidence and a couple of tracks are real gems, particularly his restrained treatments of 'Love Dance' and the complex lines of 'Moody's Mood

Top 60 SAMSON: Head On (GEMLP 108) Prod: Samson

First release from British HM act Samson, who were snapped up by Gem Records before EMI could firm up a deal earlier this year. There can be little doubt that Head On will clock up the sales, although there is little that's original. Soaring guitar solos, thumping drums (courtesy of a character called Thunderstick) and macho lyrics will keep head-bangers happy.

Best of the rest

SMALL FACES: Big Hits (Virgin V2166) Prod: Various First release from Virgin as it starts to

plunder the recently acquired Immediate catalogue. The 14 tracks on the album trace the band's evolution from its first hit in August 1965 to the last in March 1969 featuring such classics as 'Itchycoo Park', 'Tin Soldier', which is to be put out as a single, and 'Lazy Sunday'. The £3.99 price-tag, gatefold sleeve and mod revival should make this a valuable stock item.

STEELEYE SPAN: Steeleye Span (Pickwick SHM 3040) Prod: Various Good collection of early Span favourites with the focus very much on the folk side of folk-rock. Although the electric instruments are well established with the familiar line-up of Prior, Hart, Johnson, Knight, Kemp and Pegrum featured, the songs are the folkier ones - old Span standbys like 'Thomas The Rhymer', 'Black Jack Davy', 'Roques In A Nation' and 'Seven Hundred Elves'

LEO SAYER: The Show Must Go On (Pickwick SHM 3035) Excellent collection of vintage Saver,

also taken via the budget company's deal with Chrysalis, this features the title track plus 'Moonlighting', 'One Man Band' and 'Giving It All Away' With Sayer's following ranging up to the Mums and Dads, this LP will be a top seller in the racks

VITAL VINYL Vols. 1-2 (Pickwick SHM 3036)

A couple of samplers culled from the Chrysalis vaults which offer good value and in general a useful retrospective of the label's artists. Volume 1 will probably have the wider general appeal by featuring three of Leo Saver's winners, 'Moonlighting', 'The Show Must Go On' and 'When I Need You', together with 'Jeans On' by David Dundas, 'Darlin' by Frankie Miller, and 'They Shoot Horses Don't They' by Racing Cars, Inclusion of novelty tracks by the Pipkins made ten years ago slightly lowers the tone. though. Blondie's 'Denis' is the best known track on Vol. 2, which is an altogether tougher collection featuring Rory Gallagher, Procol Harum, Generation X, UFO and Ian Hunter among a heavyweight line-up.

RITEIAT A T DITREC

**** CHART BUSTER - platinum album	Star Album	- worlt	while catalogue of	r specia	list albun
**** HOT - major album with silver oi gold potential *** UP-AND-COMING - strong release from	with cros	SOVET	potential or simply TED - specialist	new ar	nd hopel
established act or expected breakthrough	Single	likely	to boost album s	ales	anca on
ATIST/TiTLE (Label)	LP/Dealer price	e	Cassette/Dealer price	Dist	Helesse
ABBA GRACIAS POR LA MUSICA (Epic) * Special stickered import leatures 10 remixed hits with Spanish v other latin-langed towourities	EPC 86123 local overdubs; Fr	3.22 ernando	Mama Mia, Chiquiti	ta and	JUL 18
	2429 198	3.01	3129 198	3.04 F	JULY
 Features classic track "Jessica" from American band who never late, revered Duane Allman 	made their mark i	over her	but are remembered	for the	
ANY TROUBLE WHERE ARE ALL THE NICE GIRLS (Suit) ★★ Special retail price of (3.99 for first 10,000 of album from the choice and gots trade and consumer ads plus flyposting. After fit Bristie Bristie	SEEZ 25 Stiff's new pop b rst 10,000 units (2.32 and con prices re	taining new single 'S went to £2.89) /£4.99	econd Trade/	JUL 4
ARLEN ROTH HOT PICK UPS (Sonit) * Rounder records product features Roth as writer/performer/ar- from an excursion into solid ridg on side two	SNTF 845	2.89 in the .1	arkson Bosana morde	A trine	JULY
					JULY
Compilation covers period 1972 to 1977 for regger artist. Trad BLACK SABBATH LIVE AT LAST (MEMS)	te price increases	to £2.6	0 in August BSC 001	275.5	
*** Now not on cassette while record nestles in Ton Ten air	oums				
BLUE OYSTER CULT CULTOSAURUS ERECTUS (CBS) ** * Rush-release of latest album from US heavy-rock outfit to	CBS 86120 curb imports	3.04	40-86120	3.04 C	
BRUCE COCKBURN DANCING IN THE DRAGON'S JAWS (RCA) ** Singer-songwriter who recently brought us 'Wondering When	FL 17747 re The Lions Are'	3.04	FK 17747	3.04 R	JUL 11
CAROLE KING THOROUGHBRED (CBS)	CBS 31841	1.82	40-31841 album 'Pearls' on Cac	1.82 C	JUL 18
COUNT BASIE COUNT BASIE PLAYS BENNY CARTER (Vocus)		3.10	ZCVJD 569	3.10 A	JUL 4
★ Double album from keyboard legend DESMOND DEKKER BLACK AND DEKKER (Suff)	SEEZ 26	2.32	ZSEEZ 26	3.03§ C	JUL 25
DESMOND DEXXER BLACK AND DEXXER (SNt) * The Dekker revival continues with new album and single plus II Jona Lewie and Rumour albums elsewhere in this listing. Tape reli	uli page trade and tails at £4.99 from	consum in the st	ner ads. Record prices at	as per	
DORIS DAY THE BEST OF (CBS) ★★ Collection supplants the now deleted Warwick set and include Stage*, "Secret Love" and "What Will Be Will Be (Que Sera Sera)" a	CBS 31825 es classics like 7	1.82 Move Ov	40-31625 er Darling'. 'The Dear	1,82 C twood	JUL 18
Stage", "Secret Love" and "What Will Be Will Be (Que Sera Sera)" a DR. HODK AND THE MEDICINE SHOW THE BEST OF (CBS)	all at Mid-price	2011	10.22102	2500	33 18
** Double album of material from the early days before the ban	d went bankrupt	and lost	TC IDL 13		
EDITH PIAF THIS IS EDITH PIAF (Ideal) Cassette-only compilation from French legend				1.82 €	
GOLDEN FIDDLE ORCHESTra MAGIC FIDDLE (Mountain) * Fiddle music from now defunct Mountain label	TOPS 130	1.82	TT0PS 130	1.98 R	JUL 11
H. G. AND THE ETASWELL BAND SOUNDING BRASS (Pyr) * Brass band album issued to tie in with the TV series "Sounding	NSPL 18610 Brass				JUL 4
★ Bridgs and adult issued to lie in with the 14 somes. Southern JAMES VINCENT ENTER IN (Sparrow) ★ Singer-sonywhiter spreads the word on a self-produced set from 04427 74711 and asking for trade sales.	BIRD 123 US Gospel comp	2.61 any Wor	TCBIRD 123 " d Records. Order by r	2.61 inging	JUN 27
04427 74711 and asking for trade sales JANIS JOPLIN ANTHOLOGY (CBS)	CBS 22101	3.641	40-22101	26410	JUL 18
JANIS JOPLIN ANTHOLOGY (DBS) ** Double about collection retailing at £5.99 chronicles career JONA LEWIE GATE CRASHER (Sover) ** Sorrel lax well as Stiff re-outdate an early Jona Lewie album	of tragic woman	whose I	ifestyle killed her		000 10
* Scret (as well as Stiff) re-package an early Jona Lewie album	SNTF 794 previously known	2.89 n as 'Ali	as Jona Lewie" as a re	A lo fue	JULY
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ARECORD BUSINESS SPECIAL



the HMV shop

NITH a markedly more aggressive and compep-itive approach, supported by alert marketing, a 2500,000 programme of store refurbishment and a positive attitude towards staff recruitment, the HMV chain is well on course to re-establishing tself as the nation's leading retailer of records.

For years the HMV stores, fronted by the vorld famous Oxford Street flagship, were the epitome of the traditional approach to retailing. Service and selection were the keynote of an operation which aimed as much as anything at setting an example to the rest of the independent retail trade of how to conduct business proitably and efficiently. But after the abolition of RPM and the proliferation of dicounting, HMV ound itself struggling to compete against a new preed of entrepreneurs, either price-leading as a means of stimulating store traffic into other areas of merchandise or working with ruthless applicaion to prosper by reducing margins and boostng turnover. An understandable sensitivity among the Manchester Square hierarchy owards tarnishing its reputation with the retail rade at large by allowing its own record stores o climb on board the discounting bandwagon,

he price-cutters like Virgin and Our Price However, in the two years since the cut-price nettle was finally and cautiously grasped without any significant backlash from the few remaining raditionalists, HMV has made up for much of he lost ground. Under a vigorous new management headed by James Tyrrell, former finance director at EMI Records, the chain has reemerged as a significant retailing power

eft the chain lagging behind the multiples and

Indeed, Tyrrell feels that HMV's High Street strength through 36 stores and its 80 percent ncrease in turnover during the last 30 months to 18 million a year, puts the chain in a powerful position in its ability to work with anainthence uppliers.

With a number of its top management drawn rom the ranks of EMI Records, Tyrrell believes hat HMV is uniquely well-equipped to view the ecord business with a proper appreciation of the needs of both retaler and supplier.

"We are interested in collaborating with record companies in building an effective marketingadvertising platform," says Tyrrell, who feels that or too long the retailers have been the underdog in their relationships with record companies. We know what record companies are looking or to achieve effective sell through. We are in a postion to devise campaigns so that we can go out into the marketplace and sock it to'em. We have to be positive. Much more of the responsibility should fall on us. We can't just wait for the ecord companies to do it

lan Gray, marketing director, echoes Tyrrell's views about the new emphasis which HMV is anxious to develop in its contact with manufacurers. "Over the last 12 months there has been a marked change in the emphasis on who is in control of this industry. We want to be seen as he record specialists who appeal to trend set-

ers as well as the masses."

When Tyrrell added responsibility for retail matters to his existing role as EMI Records' inance director, he inherited a chain which was naintaining its reputation for service and selecion at the expense of its overall profitability The HMV shops had become known as expensive places to buy records," he recalls. "People vould come in and ask one of our expert staff about a new release, find out how much we vere charging and then go somewhere cheaper o buy it.

Nevertheless, there was no doubt that apart rom a temporary lack of competition on pricing, here were many aspects of HMV retailing that vere a cause for pride. The chain has shown its apacity for retail leadership in the 70s, in many espects due to the guidance of former manager

HMV aims to lead UK again

AS RETAILING becomes increasingly competitive, the HMV stores are changing their traditional image to meet the challenges of the 1980s and maintain their hard-won market share. In this special feature, RECORD BUSINESS takes an in-depth look at what is now being claimed is Britain's most profitable retail operation.

David Wilde. It had introduced self-selection. shrink wrapping, central-island cashouts, and an overall design which created an in-store atmosphere of strip-lit impersonality right for the 'supermarket" approach to retailing in the era of easy sales

But as retailing became a tougher prospect as competition increased there was a cautious acceptance of the need to price lead as the first means of generating improved volume. From a tentative try out in the north of England, this pol-



FOR TOO long the retailers have been the underdogs in their relationships with record companies, says HMV Oxford Street manager James Tyrell

icy has spread throughout the chain. But HMV does not regard its upsurge in business as being solely due to its more attractive prices. "We do not regard ourselves as a cut-price chain. Competitive yes, offering value for money and selection and service second to none," says Tyrrell pointing out that despite erosion of margins profits have held steady as the turnover explosion has taken place. "But had we not taken a more aggressive view we could not have maintained that. We had to trade volume for margin." Shop managers were instructed to sell top 20 albums at £1 off along with range of special offers. A competitive pricing on singles was also introduced

Another significant factor in the move to reestablish the chain's pre-eminence was the result of a careful look at the shopping-browsing environment presented in the stores. supermarket approach where people bought records like they did grapefruit was right for the early 70s" says Tyrrell. But as the amount of disposable income available for record purchase

remained static it was obvious that we would need to make our shops more attractive and provide a relaxed atmosphere for customers to browse in."

Thus began what he know refers to as the "Mark 2 refit." This involved a much greater attention to mass merchandising techniques, emphasised by wall displays, 8-tier browser units for better presentation of albums, the highly successful introduction of singles bars, stronger graphics and neon lighting, with an atmosphere warmly enhanced by directional lighting and the use of carpeting instead of floor tiles. Something in excess of £500,000 will have been spent by the time all the stores have been refurbished.

It has cost a lot of money, but it has paid off," claims Tyrrell. "I feel strongly that if the retailer is going to make his presence felt in this industry he has got to pull his finger out and put his money where his mouth is. When you look at the financial risks facing record companies, it is no use the retailer expecting it all to be done for him. If a retailer wants to be in prime sites, then he must be prepared to pay. Two years or so ago we used to get cold feet if a rent was over £17,000 per annum. Now we are looking at £50 £60,000 a year for prime locations.

With the increased activity in marketing and store developments it has been essential for a tight grip to be kept on the company's finances. Bernard Kelly, the Director of Finance, is responsible for this in HMV and, with a small team, assesses the financial effects of decisions and sounds warnings for dangers on the horizon in sufficient time for action to be taken. "So many people go to the wall by not getting their financial planning right and Bernard Kelly is a key member of my senior team", says Tyrrell,

The Thorn EMI merger has had its repercussions on the retail side. The HMV stores have been switched to become part of Thorn's retail grouping under David Johnson, Rumbelows

chief executive.

This can only be to the advantage of the record stores in Tyrrell's view. "We are all excited by our prospects for the future," he says. "The special character of the HMV stores will not be changed. We shall remain software entertainment specialists in a fast-moving consumer goods industry.

"David Johnson is a retailer through and through and is able to represent the interests of retail at the very highest levels within Thorn.

But while HMV's commitment to software selling will remain constant, its range oc merchandise is due to be enlarged specifically to take account of the anticipated potential of prerecorded video programmes. Sales at Oxford Street are in the region of £6000 a week although Tyrrell, like most dealers, remains uncertain as to its ultimate relevance to the record retail trade he is confident that it will becoms a major home entertainment market. For this reason he advocates flexibility and awareness of the possible changes in the patter of home entertainment. "As retailers we must be prepared to cater for demand," he says. "If people want to listen and look at the same time we have to be in there giving service, selection and value for money. We are makiny positive plans. Looking to the future, Tyrrell says that futher

expansion of the chain will be contemplated "if we can get our sums right" and admits that the superstore concept is being investigated.

'We are the most profitable record retailer in the country today," he stresses. "We still have a number of things to get right to ensure that we remain that way. But in any future plans service and selection will always be foremost in our thinking. In our opinion buying a record should be more than an enjoyable experience should be fun for the consumer. That will be our continuing aim in the future."





HMV Oxford Street - the store where catalogue is still king

IN AN industry locked into the worst recessi has ever known with sales running at about 30 percent below 1979 levels, it is encouraging to find a retail outlet that can still achieve a weekly turnover of over £130,000

That is the business currently being clocked up by the HMV store in London's Oxford Street - the flag-ship for the 36-strong retail chain and Britain's best known record shop.

The international reputation of HMV Oxford Street has been built up over the years on the strength of two factors: the most comprehensive range of titles available from any record store and the extensive musical knowledge of the shop's staff

Under the overall control of HMV managing director James Tyrell, the day-to-day running of the Oxford Street store is at present shared by four managers - Stuart Hartley, Cliff Gater, Robin Wells and Geoff Smith.

Stuart Hartley has responsibility for the store's ground floor which carries singles, MOR, easy-listening, jazz and country albums. Rock, reggae, soul and new wave albums are handled by Cliff Gater, who manages the first floor

HMV Oxford Street's huge classical department, housed in the basement, is run by Geoff Smith, and Robin Wells has responsibility for the second floor cassette department, which introduced prerecorded and blank video cassettes at the beginning of 1979 and now stocks just under 500 titles turning over £6,000 worth of business a week.

The reputation of HMV Oxford Street is based on the breadth of our catalogue," Stuart Hartley points out. "We carry the widest range possible taking into account financial considerations and at the moment we must have over 30,000 titles in stock

He continued: "Obviously we don't carry material that no longer sells and generally speaking we drop product that doesn't turn over during a three-month period. But there are various items that we may keep in stock that only sell on a seasonal basis."

Just under 90 staff are employed at Oxford

Street, and great emphasis is placed on their musical expertise by Hartley, who joined HMV Oxford Street as a sales assistant eight years ago and worked his way up to his present position.

"We operate our own internal training schemes at the shop," he said. "For our staff, it's definitely

not a nine-to-five job - we hope to be able to keep our good staff and develop their careers.

Obviously its position iin the heart of London's West End provides the HMV store with a heavy continuous flow of custom - tourists, day-trippers and lunchtime shoppers, but turnover at the 12,000 square foot outlet has also been successfully maintained by HMV's marketing policies.

This has included extensive advertising on the London underground, poster campaigns in the West End, and full utilisation of in-store displays and the shop's massive frontage

We change our window displays on a regular basis," comments Hartley. "Sometimes we turn it over to a single artist, sometimes it's a mixture of different acts and sometimes it's a theme - like the bands appearing at Knebworth. Obviously we are in continual contact with the record companies over the displays we run." HMV Oxford Street, and the HMV chain in gen-

eral, does employ fairly extensive discounting, but on the whole is less aggressive than such competitors as Our Price Records and Virgin's retail chain Hartley explained: "We knock £1 off between 40

45 selected albums and about 30 cassettes plus between £1.50 - £2 off double albums. All our classical box sets are discounted by 20 percent and we run special campaigns on a regular basis in particular product areas

HMV has also built up a healty business in imported albums over recent years - although the shop steers clear of the controversial parallel imports market. Imports include back catalogue and new releases not available in the UK, a range of high quality Japanese pressings and a sizeable selection of direct cut discs

Pilferage - a major problem for many West End outlets - is only a marginal headache for HMV with personal surveillance the basis for the store's security. A team of ten staff, under the direction of chief security officer Dave Thomas, patrol the store keeping an eye on all customers

With a £6.5 million annual turnover, HMV Oxford Street has little difficulty turning in a profit, however it has not entirely escaped the problems that plague the record retail trade and the industry as a whole

"Unit sales have fallen slightly over the last 18 months and business is probably down in real terms," commented Hartley. "But on the whole,

THE WORLD famous HMV Shop in London's Oxford Street, (left) maintaining its catalogue reputation with over 30,000 titles in stock.

Marketing: sell the store, not the product

MARKETING, WHILE a well-established if not always precisely defined function of record company activity, is a relatively new development so far as retailing is concerned.

Traditionally, the retailer has relied on the manufacturers to shoulder the main burden of stimulating consumer interest via advertising. airplay and point-of-sale aids. It is typical of the go-ahead attitudes prevalent within the HMV chain that there is a widely-held belief that the retailer should be much more in control of the ways merchandise is brought to the attention of the consumer

lan Gray is marketing director of the HMV chain, a job he graduated to after four years with EMI Records during which he worked in the finance department. He joined the HMV operation in 1976 to do much the same job, but for the last two years has been responsible for the marketing function, a position which did not exist before Gray took it up. Since then the know-



IAN GRAY, marketing director, seeking to give the retailer greater control of product promotion.

ledge he had gained from his experience with the record company has been further developed by attending the high-level crash course run by the College of the Institute of Marketing in Durham.

Whereas Gray views the marketing role of a record company as being mainly concerned with sales promotion, the job at a retail level concerns a rather wider brief which he defines as product, place, promotion and price.

• Next page

through our own efforts on promotion, we have largely staved off the record industry recession. And because the retail trade in general is now thinning out we are quite likely to end up better off in the long run.

In the meantime, HMV Oxford Street is successfully expanding into various music related areas. Posters and T-shirts are proving useful additional lines and the store is currently considering increasing the range of music books it carries.

the HMV shop

Themen who run the HMV shops

ANYBODY FORTUNATE enough to gain emppyment with the HMV chain is encouraged to regard himself (or herself) as being the best there is in the retail industry.

That view is promulgated from the level of unior assistant up to store manager, with the men in charge being regarded as experts in their own particular field.

"Our pay rates are the highest in the record retail business," claims managing director James Tyrrell. "We estimate that they are twice as good is those paid to the managers in the multiple

What then is expected from such a wellrewarded elite? "An HMV shop manager has to be two things," says Brian McLaughlin, Operations Manager with direct responsibility for the day-today running of the shops. "We expect him to be a

Marketing (cont).

Product, so far as he is concerned, means selling the retail store itself "week in week out" rather than the recorded music stocked. The first requirement he feels is to define the image of the store and having done that, then the items of merchandise become part of that image.

Place is getting to the right markets. Part of the marketing job is in examining the potential of

locations for proposed new stores. Promotion which tends to have the highest profile where a record company is concerned only enjoys equal importance with the other marketing priorities. "If you don't have your planning and your product right in the first place, no amount of promotion is going to sell the same thing over and over again. You can always persuade the public to buy something once, but we are faced with the need to encourage them to keep on coming back," says Gray.

HMV's media planning has been designed in accordance with a strategic blueprint. This is aimed at securing not just the maximum growth through existing shops, but also in ensuring successful defence of traditional strength in towns where competition is fiercest. Sales efforts are being focused nationally on a younger range of customers and also in the direction of specific geographical areas where benefits can be derived. However, Gray regards this more of a shift in profile emphasis rather than a drastic move away from the something-for-the-family approach

Geographically, HMV's future efforts may be expected to pinpoint the London area where it has both the largest spread of shops, but also the worldfamous Oxford Street store, a tremendous plus factor on which it is intended to capitalise in the coming months.

The final component of the HMV marketing plan is - price. This revolves around general pricing policy within the shops and the level at which special offers can be pitched. The latter are agreed in consultation with the finance and operations departments so that pricing and market demand are both taken into consideration.

Having appointed Jim Peal (formerly Midlands Regional Manager) as Buying Controller and with the marketing department recently expanded by the addition of Nick Alexander, formerly with business planning at EMI Records, to concentrate on promotion and with Trisha Sanders working on market analyses, Gray describes his line-up as a "hustle bustle team.

He is conscious that the future relations with suppliers should see a greater degree of leadership shown from the retail end.

I do not believe in manufacturers making their profits out of the stock left on our shelves, he says.

TRAINING THE staff to be 'the best in the retail industry'.

We don't dictate to managers what they can buy," says McLaughlin. "We see ourselves as a specilist chain, so how can people at head office tell the managers what they can buy? We have always found that by allowing our managers to actually manage that they respond by treating the store as if it was their own business.

This does not mean that managers are given a totally free hand. Head office exercises a benevolent and watchful control over what is happening in the stores with McLaughlin maintaining close contact with his three regional manager, Mike Donaghue (South), Chris Rimmer (Midlands) and Sean Coleman (North), plus







OUTSIDE AND Inside the HMV store Wolverhampton showing the window featuring the Price Limit campaign and how the scheme worked n practice inside the well-displayed shop. Also seen are members of the staff at the singles bar.



MANAGERS AT a stiff training conference held earlier this year in Christchurch. Standing (left to right) are George Osborn (Edinburgh), Graham Walker (Liverpool), Robin Wells (Tape manager, Oxford St), Chris Rimmer (Regional Manager Midlands) Andy Wilson (Brighton), Sean Coleman, (Regional Manager North), Peter Pearson (Leeds); Kneeling (1-to-r) Stephen Whitehead (Nottingham) Bernard Kelly (Finance Director); Front row (1-to-r) Roger Reynolds, (Birmingham) Peter Waddington (Manchester), Alan Swires (Newcastle) and Stuart Hartley (Ground Floor, Oxford Street).

businessman first, but almost as important we feel he should know what records are all about. However, it is recognised that the ideal may be elusive and where business skills are the more evident, it is usual to provide back up in the area of recorded music by appointing an assistant manager who takes charge of record buying.

Whichever way the system works to best advantage, it is not the policy of the chain to

keep its managers under tight control George Stone, chief security officer, and Bill Feltz shop development manager, the man responsible to James Tyrrell for overseeing the current refitting of the shops.

HMV operates a policy of promoting from within. McLaughlin himself is a particular example of how it is possible to progress through the ranks. He joined the chain in 1968 as a sales

With the aim of constantly upgrading the quality of management HMV pursues a policy of taking on a number of university graduates each year. Keith Armstrong, manager of the Derby store has a Master of Arts degree, while Phil Mitchell, assistant manager at Newcastle is a graduate of Hull University. Integrated into this ppolicy is the training, on exactly the same scheme, of shop staff with potential. David Bartholomew, just appointed manager of the Leicester shop, was such an example. He joined the scheme and has become a manager in record time.

Training courses are held regularly. A recent innovation was a management seminar held in Christchurch where over a period of a week managerial staff were subjected to some concentrated instruction on the finer points of retailing both from an intergnal Training Department and a major retal consultancy

"Unlike some independent chains, HMV is not locked into selling to just one section of the market. We need people who are experts in all sections," says McLaughlin.

People may accuse us of being slightly old fashioned, but we still believe very much in the customer. We try to make it easy to buy the Top 30 and at the same time if there is something else customers want we are able to supply them with all the expert advice they need to help them select it.

COUNTRY

THE ALBUM CHART 1-60 RCA HAS flexed its strong country catalogue muscles again with several releases on both its main and midprice International lines likely to make an appearance in our chart before long. Waylon Jennings has Music Man, his current US top-tenner, and also makes an appearance with three older cuts on the compilation Classic Country Rock, which highlights the work of a group of contemporary country singer/songwriters. Other compilations include Nashville's Finest Hour and Nashville Today, Vol. 2, both rounding up recent US country chart hits from a wide range of performers. In somewhat different bags are Dave Rowlands And Sugar (the guy-plustwo-girls trio previously known as Dave And Sugar) with their fifth album New York Wine, Tennessee Shine, and 410 Floyd Cramer with Dallas. The veteran pianist has had his biggest American seller for some time with this package, and the extremely topical title plus the inclusion of such cuts as the themes from 'Knot's Landing', 'M.A.S.H.',
'The Waltons' and several other TV *22 faves in addition to the title tune, should give it a good base for UK sales with both country and general MOR audiences.

WEA, via Elektra, weighs in with the soundtrack to Bronco Billy as a pardner to the Urban Cowboy set which has just lifted itself into our top 10 this week. The movie stars Clint Eastwood, whose 'Bar Room Buddies' duet with Merle Haggard has been extracted as a single in the States and has zoomed straight into the Country top 5. Urban Cowboy, meanwhile, finally broke the Kenny Rogers Us chart-top stranglehold just when Kenny had achieved his 52 straight weeks in a row record and looked like staying in residence for CBS has a quintet of potential good

sellers on its hands, in that all five of this week's top country imports are on CBS labels. Meanwhile, CBS' first lady of country Tammy Wynette has a new release already on the UK market in Only Lonely Sometimes. Produced again by Billy Sherrill, it includes Tammy's recent American hit 'He Was There (When I Needed You)' - which is thankfully separated by a few tracks from a quick revival of the Anne Murray favourite 'You Needed Me'.

CMA RR COUNTRY CHARTS

_		THE COUNTY OF THE	~
1	1	KING OF THE ROAD Boxcar Willie Warw	ick
2	7	A RUSTY OLD HALO	
		Hoyl Axton Young Bio	loci I
3	5	THE COUNTRY LIFE Crystal Gayle	UA
4	2	ROSES IN THE SNOW	
		Emmylou Harris Warner B	ros
5	6	COUNTRY WELCOME Various Warw	lick.
6	3	THE CRYSTAL GAYLE SINGLES ALBUM	
		Crystal Gayle	LIA
7	9	CLASSIC COUNTRY ROCK Various RCA	Int
п	- 4	BOXCAR WILLIE SINGS HANK WILLIAMS	
		Boxcar Wille Bio	R
	19	URRAN COWROY SoundtrackFull Moon Asy	
10	18	NASHVILLE'S FINEST HOUR Various R	CA
11	12	THE KENNY ROGERS SINGLES ALBUM	
	-	Kenny Rogers	HA
12	24	HER BEST SONGS Emmylou Harris K-	Tel
13	18		AS.
4	110	A BOY NAMED SUE Johnny Cash C	BS
15	16	COUNTRY NUMBER ONE	
ď	10	Don Gibson Warw	in
			Tel
17	45		ola
í	10		via.
.0	.0	DADDY WAS A HAILHOAD MAN	- 0

Boxcar Wile

19 11 DOLLY DOLLY DOLLY Dolly Parton
COUNTRY GIRLS Various 1 THAT'S ALL THAT MATTERS TO ME Mickey Gilley 2 DOUBLE TROUBLE

George Jones & Johnny Paychec 3 THE CHAMP Moe Bandy 4 I'VE GOT SOMETHING TO SAY US Columbia

ME MYSELF I JOAN ARMATRADING FLESH AND BLOOD BOXY MUSIC LIVE AT LAST DI ACK SADDATA *8 25 KING OF THE ROAD BOXCAR WILLIE UPRISING BOB MARLEY AND THE WAILERS *10 E VIENNA ULTRAVOX OFF THE WALL MICHAEL JACKSON PETER GABRIEL PETER GABRIEL *13 CULTOSAURUS ERECTUS BLUE CYSTER CULT MCCARTNEY II PAUL MCCARTNEY I JUST CAN'T STOP IT THE BEAT

SKY 2 SKY

HOT WAX VARIOUS

DIANA DIANA ROSS

CLOSER JOY DIVISION

MAGIC REGGAE VARIOUS

SHINE AVERAGE WHITE BAND

OUTLANDOS D'AMOUR POLICE

CHAIN LIGHTNING DON MCLEAN

THE MAGIC OF BONEY M BONEY M

SOUNDS SENSATIONAL BERT KAEMPFERT

BAT OUT OF HELL MEAT LOAF

DEMOLITION GIRLSCHOOL

DEFECTOR STEVE HACKET

12 GOLD BARS STATUS QUO

NIGHT FLIGHT ILISTIN HAYWARD

ONE STEP BEYOND MADNESS

HOLD OUT JACKSON BROWNE

GREATEST HITS ROSE ROYCE

ROMANTIC GUITAR PAUL BRET

RUMOURS FLEETWOOD MAC

THERE AND BACK JEFF BECK

KISS UNMASKED KISS ROCKS, PEBBLES AND SAND STANLEY CLARKE

59 30 13 HEAVEN AND HELL BLACK SABBATH

HEART TO HEART RAY CHARLES

MANILOW MAGIC BARRY MANILOW

CHAMPAGNE AND ROSES VARIOUS

DO A RUNNER ATHLETICO SPIZZ 80

RHAPSODY AND BLUES CRUSADERS

REAT ROYS IN THE JET AGE LAMBRETTAS

GIVE ME THE NIGHT GEORGE BENSON

WHEELS OF STEEL SAXON

HEAD ON SAMSON

SAVED BOB DYLAN

DUKE GENESIS

THE GAME QUEEN

XANADU SOUNDTRACK

DEEDEST PLIADI E DEED PLIADI E

REGGATTA DE BLANC POLICE

READY AN' WILLING WHITESNAKE

ENOTIONAL DESCRIP DOLLING STONES

SEARCHING FOR THE YOUNG REBELS DEXY'S MIDNIGHT RUNNERS

THE GREAT ROCK 'N' ROLL SWINDLE SOUNDTRACK

SOMETIMES WHEN WE TOUCH CLEO LAINE & JAMES GALWAY

THE UP ESCALATOR GRAHAM PARKER AND THE RUMOUR

JEFF WAYNE'S "THE WAR OF THE WORLDS" VARIOUS

ORCHESTRA MANOEUVRES IN THE DARK ORCHESTRAL MANOEUVRES

his Last Wks on TITLE ARTIST

19

54

57 37

60

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The Album Chart : compiled by Record Business from sales information supplied by the RB Lambrettas Peter Colins. 51
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Medicisas Alan Winstarley, Citre Langer 43
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Manoeuvris In The Dark Christer Valentino 47
Paul Beat Not Listed 50
Paul McCarriny Paul McCarriny; 14
Photos Roger Bechrisin 28
Photos Roger Bechrisin 28

Mac 55
Genreals David Hentschel Genresis 24
George Benson Quincy Jones 52
Girlschool Vic Male 33
Graham Parker And The Rumour Jimmy lovine 42
Jackson Browne Jackson Browne Greg Ladanyi 45

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

NEMS BS(C) 001 WARWICK WWIATSON ISLAND ILPS (ZCI) 9596 CHBYSALIS /ZYCHB 1296 # EPIC EPC (40) 83468 3.04 (3.04) CHARISMA CDS 4019 (7150 015) 3.04 (3.04) CBS (40) 86120 3.04 (3.04) PARI OPHONE (TO/PCTC 258)

I P (cassette) No.

HARVEST (TC)EMTV 25

O JET JETLX (JETCX) 526

A&M AMEH (CAM) 64809

● POLYDOB POLH(C) 2

ROLLING STONES (TC)CUN 39111

3.29 (3.29)

3.07 (3.07)

• EMI (TC)EMA 795

O GO-FEET BEAT (TCBT) 001 2.90 (2.91) LATE NIGHT FEELINGS (TC)PCS 7213E A&M AMLH (CAM) 64792 3.04 (3.04) ARIOLA ADSKY (7CSKY) 2 K-TEL NE 1082 (CE 2082) 4.99 (4.99) UA UAG (TCK) 30302 2.95 (2.95) MOTOWN (TC)STMA 8033 E 3.30 (3.46) FACTORY FAC 25 P/Q 2,79 O CBS (40)86113 3.22 (3.22) ⊕ CHARISMA CBR(C) 101 3.18 (3.24) VIRGIN V2168 3.20 (3.20) C 3.22 (3.22) CBS (40) 86115 RED SEAL RL (RK) 25296 3.18 (3.18) EPIC PHOTO (40)5 3.04 (3.04) O K-TEL NE 1074 (CE 2074) G 4.99 (4.99) BCA XL 00KI 13123 (3.04)(3.04) ASM AMLH (CAM) 68502 3.04 (3.04) ± EPIC EPC (40) 82419 3.04 (3.04) BRONZE (TC)BRON 525 F 3.07 (3.22) EMI (TC) INS 3025 3.07 (3.07) ATLANTIC/HANSA BMTV1(41) 2.44 (2.44) CHARISMA CDS 4018(7208 630) 3.04 (3.14) POLYDOR POLTV (POLVM) 10 3 23 (3 25) VERTIGO QUO TV1 (MC1) CARRERE CAL (CAC) 115 w 3.04 (3.04) GEM GEMLP (GEMK) 108 2.73 (2.73)

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Police Police 17 Queen Queen 1 Ray Charles 56 Rolling Stones Glimmer Twins 3 Rose Royce Norman Whitfield 46 Roxy Music Roxy Music Rhett Davies 6 Samson 50

EBIC EBC (40) 84343

VERTIGO 9102 752 (7231 402) EPIC EPC (40) 83288

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Sky Sky/Tony Clarke Heyds Bendall 18
Stanley Clarke Starley Clarke 58
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Ultravox Corny Plank Ultravox 10
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Champagne & Roses Various 48

The Wer Of The Works Left Ways 54

The Great Rock in Roll Swindle Various 25

Key To Albem Distributors

A-Py 8-Dos Stoos C-RSR B-Barron

A-Pye B-One Stops C-CBS D-Ronco E-EMI F-Phonodic G-K-Tell I-Solomon & Peres K-Creole L-Luptons M-Sourtan D-President P-Pinnacia G-Rough Trade R-RCA &-Stage-1 T-Graduate U-Wankick MSO V-Red Rhino W-WEA X-Word T-Mynd Up Z-buillet

C 204 (204) F 3.04 (3.14)

C 3.04 (3.04)

AFTER SEVERAL WEEKS withou big name in sight, this week sees the return of Abba with 'The Winn Takes It All' (EPC 8835), and the lor awaited Warner debut of Paul Simo with 'Late In The Evening' (K17666 Other recent chart names try for mo glory, including the Korgis (TRE 118), Teena Marie (TMG 1196), Ror Music (2001 972), Mystic Merlin (C 16153 - the 12" version was release last week), Lambrettas (XPRES 3 and Narada Michael Walde (K11549). After originally insisting that the Dooleys' Song Contest winner Body Language' would not b

released over here, it finally makes this week accompanied by a pictur bag (GT 276).

Lightning, in the form of its Ol
Gold series, issues a 14 singles Ever Brothers pack with a bonus single two previously unreleased tracks. Th pack retails at £14.99 (with a trad price of £9.10), and can only be boug

On the disco front, several he import items have a UK release plu several 12 ers. Crown Heights Affa follow their Top 20 disc with 'You's Been Gone' (MER MERX 28). Loci smith, with the top import album, an Fatback both release tracks so fa unissued in the US - Locksmith of Arista 12364 and Fatback on Srpin POSPX 149. Solar aim for continue success with Carrie Lucas' 'Kee Smiling' (SO 9.SO 12-9), while Calibr continues its interesting acquisition with Beckie Bell's 'Oh Me Oh M PLUS PLUSL 2) and Philly Cream No Time Like Now'4) - the latte acquired from WMOT.

NDEX

as a set.

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All I Have To Do Is Dream. All Over The World Angel Say No. Another Day Another Girl	E	Le Banana Spie
All Over The World	E	Let it Be Me
Angel Say No.	T	Let Me Love You Tonight
Another Day Another Girl	1	Like Strangers
Army Life	ž	Living For Loving
	F	Lonely Desire
Back Strokin'	H	Looking For Love
Behind A Painted Smile		Love All Over The Place
Bird Dog What Suede Shoes & save Me Alone	.£	Love is A Crazy Feeling
(Leave Me Alone)		Move Stars Mr. President (French Versio
Hody Language	0	My Guy
oulevard	U.	My Guy New Age Music
cave New Soldiers/Heathen	Ť.	No Easy Way
utlet Proof Heart	F	Nobody Loves You Better
THE BYE LOW	E	On Yeah
an't Get Over You	M	Once Upon A Time
arnival	×	One More Night
athy's Clown	Ê	
lose	*	Paranoid Poor Jenny
razy Woman	-	Pressure
o You Like Dancing	Ñ	Problems
mith.	ű	Protect And Survive (EP)
miling Years	F	Red Souare Dance
	1	Stadows And Lights
		She's Gonna Break Your Hea
	ĕ	Side To Side
mirl From The Snow Country and Given Love mood Neighbour	3	So Sad
and Ghan I no	1	Some Like it Hot
and Naidhor	P	Stick It Lie Mister (EP)
and To Make The Best		Sweet And Innocent
(Of A Love Situation)	м	
men A Barn	S	That's Rock N' Roll
poky's Little Eyes	M	The Cones Song
I Disets	A	The Martians Have Landed
t Rod Man	-	in Wigen
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an See Through Walls	0	The Price Of Low
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(To Dance With You)	N	The Winner Takes it All
	- 3	There You Go
Dy. Cream	1	Trick Of The Light
mer's Africa With You Baby	×	Tutti Ragazzi
	G	Two Hearts in Pain
Really You	B	Unlock The Funk
Be There	_3	Uptown
Calling	P	Wake Up Little Susie
Calling Yours	3	Walk Right Back
	R	
p Smiling mer On The Dance Floor.	C	Was True All II Was
IIIIer On The Dance Floor	5	When Will I Be Loved
mer On The Dance Floor g And Country gs Of The Wild Frontier	- 1	Where Do I Go
as Of The Wild Frontier		
		You've Been Gone
e in The Evening	P	

NEW SINGLES

The Record Business Singles Marketing Guide --Special bag (White)-Special Viryl (£1.49-Recommend)

	105 Singles Scheduled for rele		
ATTST/TITLE A SIDE/B Side (Luber)	7-inch	Dist	12-inch
I MED THE MINISTERS OF ALL TIME (ID. M. M. M. M. M. M. M. M. M. M. M. M. M.	EPC 8835 (150,000 pic bags CBS 8877 27	C	
IDAM & THE ANTS KINGS OF THE WILD FRONTER CREMENT NO. CO. THE BILL (ZONOPHORE)	27	E	
THLETICO SMZZ HOT DESERTS/Legal Proceedings (A&M)	AMS 7550 EPC 8838 (20,000 pic bags)	C	
IET LYNCH'S LEGS SOME LIKE IT HOT/Some Don't (Absurd)	ASK 11 BSS 101	P	
ILACK SABBATH PARANOID/Snowblind (Nexts)	■ BSS 101 (N/A)	\$	ern 006 (62 15)
ILDUD SISTEMS MY GUT/LOVE DON'T COME EASY ISOURD CHY/ IRAM TCHAIKOVSKY MR. PRESIDENT (FRENCH VERSION) Strange Man, Changed Man/Pressure (Radar)	(N/A) ADA 56	w	SCD 006 ((2.15) RDR 3 (£1.60)
IRAM TCHAIKOVSKY PRESSURE/Mr. President (Rudar)			
BUBBA LOU & THE HIGHBALLS LOVE ALL OVER THE PLACE/OVER YOU (Silent) AURO MOVE STARS/Combust's Remove Treat (Abound)	SSH 3 ASK 15 K17656	M	
CANDI STATON LOCKING FOR LOVE/IT'S Real (Warner Bros)	K17656	w	
ARRIS MAJOR FREEWAY ROLX/FIRE (DRIN) ARRIS LIICAS XFFP SMILING/Din Gorna Make You Harry (Szlar)	GEMS 37 SO 9 ■ AMS 7545	R	\$0 12-9 (£1.75)
HRIS DE BURGH SHADOWS AND LIGHTS/Walls Of Stence (A&M)	■ AMS 7545	R	
ROWN HEIGHTS AFFAIR YOU'VE BEEN GONE/Far Out (Mercury)	MER 28	W	K11531T (£1.99) MERX 28 (£1.99)
URBAN CUR J THY MEMBERS LOCK AS LOCK THE PLACEOUS YOU GENERAL ARRANGE STATEMENT STORMS THAT GRANE STATEMENT CONTROL (THE C	MS 7945 9(A) MER 28 GO 385 ARD 237	R	
	ACE 45 1	8/0	
ICTO'S I CAN SEE INHUUGH WALLS/BRITINGE (A CORDIN EXPIRITY) IEFECTOR'S RED SQUARE DANCE/Dance Of The Dissidents (Red Square)			
HAMOND HEAD SWEET AND INNOCENT/Striets Cli Gold (Media)	SCREEN 1	P E C	
IOOLEYS BODY LANGUAGE/Sign Of The Times (GTO)	■ GT 276 ■ RR 2		
DDIE BAIRD CRAZY WOMAN/CRY Nights (Riviera)	HR 2	Ĉ	
EVERLY BROTHERS ALL I HAVE TO DO IS DREAM/Claudette (Did Gold)	■ 0G 9062	B/M B/M	
CEST SE LOS EL PROCESSO NELL SERVINO A COMO Ejectival MATERICA SE CONSECUENTO O PER OSSISSION MOST AND MATERICA SE CONSECUENT O DE PROSEDENTO ES COMO EN MATERICA SE CONTENTA COMO MOST CONTENTA COMO ES CONTENTA COMO EN MATERICA SE LOS EL CONTENTA CONTEN	■ 0G 9062 ■ 0G 9018 ■ 0G 9060	B/M B/M	
EVERLY BROTHERS CATHY'S CLOWN/Templops (DM Gold)		8/M	
VERLY BROTHERS LET IT BE ME/Since You Broke My Heart (Old Gold)	© 0G 9069 © 0G 9066 © 0G 9064 © 0G 9063 © 0G 9070		
VERLY BROTHERS LIKE STRANGERS/Should We Tell Him (Old Gold) VERLY BROTHERS POOR JENNY/Take A Missage To Mary (Old Gold)	■ 0G 9068 ■ 0G 9064	B/M B/M	
VERLY BROTHERS PROBLEMS/Love Of My Life (Did Gold)	■ 0G 9063 ■ 0G 9070		
VERLY BROTHERS TO SAD/Lucille (Did Gold) VERLY BROTHERS THE PRICE OF LOVE/Coving in The Rain (Did Gold)	■ OG 9070 ■ OG 9072	B/M B/M	
VERLY BROTHERS WAXE UP LITTLE SUSIE/Maybe Tomorrow (Old Gold)	■ 05 9061 ■ 06 9071	RIM	
VIEW X MODIFIES CLIEFT, SLOWN Francisco IDM (still) WARY MODIFIES ICH MI MIGHTOR YES BOOK MY HAVE DOD GOID) WARY MODIFIES ICH SI MI MIGHTOR YES BOOK MY HAVE NOT DE GOID) WARY MODIFIES ICH SI MI MI MI MI MI MI MI MI MI MI MI MI MI	■ 0G 9071 ■ 0G 9067	B/M B/M	
VERLY BROTHERS (TILL) KISSED YOU/On What A Feeling (Old Gold)	■ 0G 9065	B/M	
XPLOITED ARMY LIFE/F* *K THE MODS/Crashed Out (Exploited)	EXP 1001	V	
ALLOUT CLUB FALLING YEARS/The Boat Boys (Secret) ATRACK RACK STROKOVINA GARA GALAW Hands On Some Money (Secing)	EXP 1001 SHH 104 (N/A)	M	POSPX 149 (£1.99)
THAL PROGRAM PROTECT AND SURVIVE (EPYTrains/Ski-Slope/Final Program/Protect And Survive (Program)		0	20.2.1.0.1.1.00)
INGERPRINTZ BULLET PROOF HEART/Hide And Seek (Virgin) LAMBLER IT NEVER FELT LIKE THIS Double Indexcity (FMI America)	W VS 358 EA 114	E	
ILLAN NO EASY WAY/Handles On Her Hips/I Might As Well Go Home (Mystic) (Vegin)	W VS 362 DB 9082	E	
VIEW & MADRING TILL I ISSIC DYCLOR WHILE A Floring (ISS GAU) ALLOUT CLEAR THE ARM THE ATT I IS MANDSCAPED OF THE SEGMENT OF ALLOUT CLEAR THE MASS CLEAR OF THE SEGMENT OF ALLOUT CLEAR THE ARM THE AR	DB 9082 ■ WIP 6537	E	12WIP 6537 (£1.99)
ANADA BROWNER POUR DURO CON E Alex (fact on)	K12466	w	
ANET ARMSTRONG TWO HEARTS IN PAIN/Exploitation (Silent)		W	
EAN JACQUES BURNEL GIFL FROM THE SNOW COUNTRY/Ode Joe (Live) Do The European (Live) (United Artists)	■ BP 361 PIR 8840	E	PIR 13 8840 (C1.99)
IGSAW Lineide Out (Solash)			- W 19 00-M (C) 391
IMMY T & RICHARD D CLOSE/I SNII Believe in You (Laser)	LAS 33 JIG 3	W	
OHN HIATT I SPY/Good Girl Bad World (MCA)		C	
ACCESS BOOKEN (SCENING CHE HAVE REVIEW) REAL MARKETISTICS TO ANALYSIS WAS RESPONDED GIVEN EARL MARKETISTICS TO ANALYSIS WAS RESPONDED GIVEN EARL MARKETISTICS TO ANALYSIS WAS RESPONDED FROM THE SURVIVAL BURNER (SE THE MEMORY COMMITTING AND ELLIPS OF THE GROWEN ELLIPS (SINCH AND COMMITTING AND ELLIPS OF THE GROWEN ELLIPS	POSP 151 BEG 44	w	
OHNNY LOGAN GOD GIVEN LOVE/Sweet Lady (Epic)	■ EPC 8770 (50,000) 7P 186	С	
OHNNY LOGAN LIVING FOR LOVING/Lonely Tonight (Piccidilly)	7P 186 PR 5267	A	
IRK BRANDON & THE PACK OF LIES BRAVE NEW SOLDERS/Heather/King Of Kings/No. Twelve (SS)	SS 1N2	Ĵ	
ORGIS # IT'S ALRIGHT WITH YOU BABY/Love An't Too Far Away (Hulto)	■ TREB 118 ■ YPRES 36	A	
ICKS ICE CREAM Bubbles (URCO)	URC0 004	M	
JO LE BANANA SPLIT/Teenager/Le Banana Split (English Version) (EMI) DOESMITH LIN DOK THE FLINK/For Bayond Blacklack (Arieta)	■ EMI 5089 (N/A)	E	ARIST 12364 (£1.99)
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MASSADA ARIUMBA(/Air Mata Tumpa (Record Trading Company)	■ RT 37	P M	
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