

# RECORD BUSINESS

WITH  
RADIO WEEK

Singles chart, 10-11; Album chart, 25; New Singles, 26; New Albums, 24; Airplay guide, 18-19; Books in Record shops, 12-16; Retailing, 6.

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## Companies battle to meet demand as sales rocket

FOLLOWING A dismal Summer the record industry is enjoying a major upsurge in business with pressing plants working flat out to meet a strong seasonal demand for records.

Record manufacturers have reported that they are working to full capacity. In addition work is being farmed out to European operations in a bid to cope with demand.

John Wheeler, md of CBS Manufacturing, said that the company's new plant, which celebrated its first birthday last month, is working to full capacity on 12 inch and seven inch records. The factory is currently producing six days a week, 24 hours a day.

"We reached a level of 1.4 million records a week in the third week in October," Wheeler said. "We can expect this level of activity to be maintained throughout November at least".

Wheeler added that CBS' factory in the Netherlands was also helping out on production, particularly on the Barbra Streisand Gaulty album.

WEA's Director of Operations, Dave Young echoed Wheeler's sentiments. "Quite simply business is booming," he said. WEA was shipping in a lot of albums from its pressing plant in Germany.

Bobbie Dahdi, managing director of Production Express International, pressing brokers, told *Record Business*

that October this year was the company's best ever month in its three-year existence. The majority of PEI's business is devoted to arranging European pressing for British majors.

At EMI a spokesman viewed the position as very encouraging compared with two months ago. Production was up by about 20-25 per cent with dealers re-stocking heavily on back catalogue.

The boom in business is not only confined to the larger operations. Lyn-tone Recordings, of North London, reported full capacity until Christmas, with round-the-clock working. Business was up on the equivalent period last year.



FOLK/ROCK band Steeleye Span re-forms and re-signs to Chrysalis Records. A new album *Sails Of Silver* is set for release on November 14 and a national tour begins in December. Pictured left to right: (back) Chris Coates, promoter, Tim Hart, Doug D'Arcy, Chrysalis md, Peter Knight, Bob Johnson, (front) Rick Kemp, Maddy Prior and Nigel Pegrum.

## Row continues over BPI hype report secrecy

THE INDUSTRY controversy over the BPI Council's decision not to release details to the full membership of the committee of enquiry's report into the *World In Action* programme's allegations into chart hyping, showed no signs of abating last week.

But Chrysalis chief Chris Wright, newly appointed chairman elect of the BPI, called for the industry "to bury the past" and promised to make it his personal responsibility to "restore the credibility of the BPI."

After revealing in his Monday issue that Billy Gaff, head of Riva Records had decided to resign in protest, the *Daily Mail* followed up on Wednesday with a major feature on the matter under the headline 'A sinister sound of silence'. The paper claimed that the industry was "in a state of unprecedented turmoil" over the report.

Roy Featherstone md of MCA, commented: "The article in the *Daily Mail* was very depressing. It was something the industry does not need and it came about in part because the BPI Council decided to keep quiet about the report. I would like to have seen the report and there was surely a case for a general meeting of the BPI to discuss it and decide how it should be handled."

Michael Levy, md of Magnet, commented: "The report deals with the industry and the people on the Council are there to represent the industry. They do not sit as independent people. Companies not in possession of full details are being treated as second class. I would have been willing to have agreed to treat the contents in a confidential manner."

Geoffrey Everitt, md of MAM Records, said he would be writing to

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## Brum gets 10,000 seater purpose-built rock venue

MORE THAN £8 million has been spent on building Britain's first purpose-built rock concert hall. The new hall is the 10,000-seater Birmingham International Arena which opens in December on the National Exhibition Centre complex, which recently hosted the Motor Show.

First concerts on December 5 and 6 will feature Queen, in a show promoted by Harvey Goldsmith. During the rest of the month, there are concerts fixed for Rod Stewart on December 13-14 and Elvis Costello, Rockpile and UB40 on December 27.

NEC spokesman Barry Cleverdon said the hall would probably stage in the region of two dozen concerts a year. He added that it was a multi-purpose facility which could also be used for conferences and exhibitions. The seating, which alone cost £1.5 million, is

tiered — which means that unlike other existing facilities in this country the Arena will afford reasonable sight lines for audiences.

The official capacity of the hall is 11,104 but Cleverdon said it was likely that most concerts would allow 10,000 strong audiences, given variable stage and p.a. sizes. In addition, the hall can be sectioned off to house reduced capacity audiences.

There have been concerts staged at the NEC before starring artists like Queen, Rory Gallagher and Boney M. However, these shows were held in one of the existing halls and tended to be plagued with sound problems.

Those concerts were ended in November last year while the NEC management decided to declare a rock music moratorium until the new purpose-built venue was complete.

THE VERY BEST OF

# DON WILLIAMS

16 of his Very Best on one great album

You're My Best Friend - Lay Down Beside Me - Till The Rivers All Run Dry  
Ghost Story - Good Ole Boys Like Me - Love Me Over Again  
It Must Be Love - Amanda - Tulsa Time - The Shelter Of Your Eyes  
She's In Love With A Rocky Man - I Believe In You  
Time On My Hands - Turn Down The Lights (And Love Me Tonight)  
Some Broken Hearts Never Mend - I Recall A Gypsy Woman

MCG 4014

THE VERY BEST OF

You're My Best Friend - Amanda - Tulsa Time  
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MCA RECORDS  
A Division of MCA Inc.

On tour in November  
Extensive advertising & promotional back-up

Includes his latest single  
I BELIEVE IN YOU  
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A CALL for Britain's record industry to "start standing proud" was made by MD Monty Presky at Damonot Open Day to celebrate the installation of £750,000 worth of new equipment. "We have lots of problems, but we also have so many things to be proud about. We have the cheapest and the best form of home entertainment, made to the highest standards." Presky is pictured (second right) with some of his guests, (from left) Bob Egerton, Woolworth record buyer, Colin Ashby, and KEO executive, Sean O'Brien, gm Ronco, and Ted Kearse, &R manager Warwick.

## Virgin & RSO link up in US

VIRGIN RECORDS, without a US deal since the termination of its agreement with Atlantic earlier this year, looks set to announce a tie-up with RSO Records.

The company has licensed the XTC album *Black Sea* and Gillian's *Glory Road* to RSO on a one-off basis and a KEO executive has described the agreement as "an engagement with intent to get married".

A Virgin spokesman said that negotiations to place its catalogue in the US were continuing with various record companies including RSO.

### ● BPI Row. From Page 1

complain. "There has been a cover-up. To admit there have been breaches and to have done nothing about it is worrying. We are entitled to know which companies they are."

But despite pressure, the BPI will not be having any second thoughts about making the report more widely available. Chris Wright, the BPI's new chairman elect, said the Council stood by its decision not to release the report generally to prevent any sensationalism by newspapers.

He admitted that the Council was "very concerned" about the strength of the industry's reaction. But, he stressed, "We want to bury the past." Wright listed three priorities which he wanted to implement during his terms as chairman. "First of all, I shall regard it as my personal responsibility to restore the credibility of the BPI which has suffered something of a hammering in the Press. Secondly, I want to involve everybody who wants to be involved in BPI matters - I don't want people to see it as an Us and Them situation. Thirdly, I want to have a 100 percent reputable chart with the support of everyone in the industry."

He added: "The appointment of the representative of a British independent company as chairman of the BPI reflects the integrity of the Council in wanting to achieve those aims."

David Fine, chief executive of Polygram Leisure, was appointed as the BPI's new deputy chairman.

## Former Argo boss launches new label

HARLEY USILL, former head of Argo and a casualty of the Decca sale to PolyGram, is about to re-enter the industry with a classical and MOR company Academy Sound & Vision.

Based in the old Argo HQ in Fulham Road, Academy is being financed with money raised in the City, and a February launch of 45 LPs is being readied.

Academy will have as its chairman James Archibald, chairman of the National Music Council, and another major figure in the formation of the company is David Gyle Thompson, owner of Beauchamp Marketing.

Working directors, along with Usill, will be Kevin Daly, formerly with Argo, who will be in charge of production, and Jack Boyce who has been appointed marketing director. Boyce, previously with Pye, Transatlantic and RCA, has been an associate of Usill's dating back to his days at Decca in the 60s when he was classical marketing manager.

Academy has signed operative tenor Robert Tear, whose first LP will be *The Hums of Pook* by A.A. Milne, former Decca act The Vetties and the Midnight Folies Orchestra, previously with EMI. Academy is also in the final

stages of acquiring a label, understood to be Enigma, currently part of the WEA stable. Another aspect of the company's plans will be a reissue of pre-1930 classical recordings in a series to be called *Living Era*.

Usill told *Record Business*: "After I tried to buy Argo and failed, I decided to form a new company. What we have done in the present climate has taken a fair amount of courage all round, but we are soundly structured financially and we have been heartened to discover an incredible amount of goodwill towards our efforts."

## Our Price continues its expansion drive

AMID CONTINUING animosity from competitors, Our Price Records has revealed further expansion plans for its 57-strong retail chain.

The company, which took over the Harlequin chain earlier this year, has just purchased Baker's Records in Canterbury and will be reopening it as Our Price shop later this month. Our Price will also be opening up new record shops in Guildford and Stevenage in the New Year.

In addition, Our Price claims that it

will have transformed all but six Harlequin shops into Our Price branches by Christmas. Those still to be refitted are Maidenhead, Welling, and in London, Fleet Street, Waterloo, Cannon Street and London Wall.

Director Gary Nesbitt told *Record Business*: "We have experienced a significant increase in turnover in the former Harlequin outlets and we will continue our expansion programme although it is too early to give long term projections."

Our Price's highly aggressive discounting and promotion campaigns have drawn heavy criticism from other retailers and claims that Our Price is deliberately forcing competitors out of business.

Nesbitt responded: "If you compare our prices to other people we are not undercutting the market. We are being penalised because we promote our product and our image very well. We are being attacked for doing a good job."

## Deals

HIGHLY-TOUTED London band Spandau Ballet has signed a long-term world wide deal with Chrysalis Records.

The agreement provides for a split label identity for the group's UK product. Record labels will carry the group's own Reformation logo as well as the Chrysalis trademark although catalogue numbers will bear the CHS prefix.

First product from Spandau Ballet is on October 31 entitled 'Cut A Long Story Short' in both 7-inch and 12-inch format with an album in the Spring.

## Video rentals for Precision

PRECISION VIDEO, the ACC subsidiary, has finalised agreements to rent its video software through the Redifusion and Thorn-EMI TV rental chains.

Thorn-EMI owns Radio Rentals, Multibroadcast and DER, which between them have 1,200 outlets, and will rent all the titles in the Precision Video catalogue, drawn from Lord Grade's ITC company, plus the Vampix product distributed by Precision.

Redifusion will initially be renting five Precision pre-recorded cassettes in 20 outlets. Both deals are effective from mid-November and the rental price for a three-day period is expected to be between £5-£6. Other Precision video product is only available for direct sale.

Precision managing director, Walter Woyda, commented: "We will operate the two schemes on an experimental basis for about a year to see how it goes for both parties. However Precision remains committed to direct sales as opposed to rentals."

## Battle of the Bands show hits the road with 72 acts

WITH ALL 72 competing acts signed for recording and publishing, the Battle Of The Bands, claimed to be the biggest talent search mounted in Britain, is now out on the road.

It opened on Sunday (2) in Birmingham with six Midlands bands featured and will showcase a similar number at each of the 12 venues, winding up at London's Rainbow on November 30. The 12 winning acts will then appear in the final at the Rainbow on February 1.

A compilation album will be released by Battle Of The Bands Records, which may be leased for TV promotion. The final will take place at the Rainbow on February 1 and the organisers are hopeful that BBC-TV will film the event. Already BBC cameras will be at the Bradford and Liverpool concerts to make a documentary for a new pop music show, which presently has a working title of *The Oxford Road Show*.

One of the principals of Battle of the Bands, Anthony Forrest, a musician who has worked in North America, told *RB*: "We had about 650 tapes submitted in response to our advertising and promotion for Battle Of The Bands. The standard was extremely high and it wasn't easy to reduce the list to 72."

"It was interesting to discover how certain parts of the country are strong musically. Ipswich, for example, where there is a musicians' co-operative was particularly good, while entries from Southampton and Portsmouth produced a number of chartable MOR songs. Scotland delivered an interesting measure of new wave and heavy metal, with notably good singers," said Forrest.

Forrest explained that the company had signed recording and publishing contracts for just over three months to cover the period of the contest. Only acts without existing affiliations had been allowed to enter the competition. Any initial single releases would be through Battle Of The Bands, but a subsequent transfer to a major with international links would be considered if the record charted, leaving the company to concentrate on management.

"We are looking to maintain ourselves in Britain, not to get on the global map," Forrest added.

## WEA appoints two new execs

WEA RECORDS has filled the vacancies created by the recent resignations of executives David Cliphsham and Mike Hitches.

Peter Ikin replaces Cliphsham as director of marketing and sales. He has held a similar position with WEA in Australia for the last four years.

Dave Young has been appointed director of operations. He has been with the company for two years, originally in Australia and since August last year with WEA in the UK on the manufacturing and distribution side.

Young will have distribution, stock control and management information departments reporting to him. He will also be responsible for co-ordinating WEA's activities at Alpertown and will be involved in the overall management of the company.



## MULLINGS

ALTHOUGH RCA will go no further than to concede that "he may be on the shortlist", it is pretty certain now that a new md is about to be appointed. The name being confidently mentioned is that of American **Don Ellis**, formerly one of CBS' a&R chiefs and more recently holding down a similar job with Motown . . . news, of a sort, regarding the future plans of **John Frain**. He reckons to be able to disclose his intentions in a couple of weeks, and a consultancy or two seems most likely rather than a full-time appointment - although there is some speculation that he could be in line for a return to EMI, where the UK regional director's job, once planned for John Bush, remains unfilled. Interviews have been taking place recently and another EMI OB, **Glen Simmonds** is being mentioned as a candidate, as is **Richard Robinson**, . . . meanwhile **Freddie Haeyen** remains strongly supported around the parish for the WEA job, while a recent visitor to New York says the American betting is on **David Betteridge** or **Charles Levison** . . .

SATIRICAL MAGAZINE *Private Eye* now directing its jaundiced view in the direction of the record industry with a new column 'Sounds' which recently focused on the WEA departures, RCA's lavish Amsterdam lig for *Sad Cafe* at a time of heavy redundancies and the trip to Australia by *RM's John Shearlaw* for a feature on the Virgin band XTC - which actually took four weeks and not two as reported . . . despite a put down by national press film critics, the **Blues Brothers** film, although rather too long at two hours plus, has much to commend it. Record industry buffs may view it rather differently from the critics who failed to recognise the excellence of its musical content. With guest appearances by **Aretha Franklin**, **Ray Charles**, **James Brown**, **John Lee Hooker** and the amazing **Cab Calloway**, plus a band in which **Steve Cropper**, **Duck Dunne**, **Willie Hall** and **Matt Murphy** do their thing, it can't be all bad. And the way in which cars were written off by the dozen is quite astounding . . . Polydor press officer **Roger Easterby** has left the company to pursue indie production interests, but will continue to work for the company on certain MOR projects . . . forthcoming closer involvement of April and Interworld, predicted here a month ago, now takes shape as **Mike Stewart** leaves Interworld with his appointment as president of April-Blackwood awaiting confirmation . . .

FROM MARBELLA, where he is in the final stages of convalescence after a heart attack, **Martin Lewis** writes to say that normal service will be resumed from November 1 - so beware - could a personal announcement be forthcoming from **Dexy's Midnight Runners**? . . . indie promotion man **Mike Willis** adds to his many skills by designing the pie slice of Straight Eight's 'Tombstone' singles for Logo, using his own photograph of Boot Hill. He's also plugging, it, of course . . . coinciding with its best sales month of the year, CBS laid on a reception for **The Hitmen** at Bond Street's ritzy Embassy Club. Unfortunately the power consumed by the band's equipment prevented an air-conditioning switch-on, so a sweaty time was had by all . . . a mere two weeks after release, **Police's Zenyatta Mondatta** has clocked double platinum sales, while 'Don't Stand So Close To Me' has gone gold . . . considerable interest shown in **Damon** open day in a plating bath prototype designed by consultant **Roy Matthews** and promising to give competition to the Swedish firm which handles most of the business worldwide . . .

WHILE CHART action has remained elusive in this country, Ariola act **Delegation** are becoming a very hot property worldwide. Produced by **Ken Gold**, the three lads from Birmingham have scored in Sweden, Norway, France, Holland, Belgium, Germany, Brazil and Italy, in which country the single 'You And I' marks their third best-seller, according to **John Briley**, Ariola a&R chief, who is hoping that a more earthy image and a new LP out in February might bring about a change of fortune . . . Virgin press release on **Cash Cow's** cut-price compilation LP explains that it is an American business term which could be applied to the Royal Family, Lennon-McCartney songs, Tubular Bells and the Bible . . . the sharp-eyed who see the *Sir Henry At Rawlinson End* movie, will spot Charisma boss **Tony Stratton** Smith and pressguy **Dave Brown** making fleeting appearances as drunken yokels.

## RECORD BUSINESS

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# This Lady's Got What It Takes!

# Lady

The brand new single  
by

# KENNY ROGERS

KENNY ROGERS



UP 635

Written & produced by Lionel Richie Jr.  
(courtesy of Commodore Entertainment Corporation)  
Arranged by: Gene Page.

Special bag and label - Out now!



Order from EMI

## Dorset forms own company

MUNGO JERRY leader and writer of Kelly Marie's number one hit 'Feels Like I'm In Love' Ray Dorset has formed his own Satellite Records label and has signed a long-term distribution deal with Stage-1.

He has launched the company as a vehicle for his own solo work as well as to develop new talent and will operate it in conjunction with his publishing company Satellite Music which holds copyright to his new compositions together with a roster of new writers allied to the label.

First signing to the record company is

## Promo company for Scotland

A NEW promotion company has been formed specifically to represent records from Scotland.

Called Promo Scot the company is headed by Dougal Dee Jay and is based at 13 Burnbrae, Twechar, Kilsyth, Strathclyde G65 9QY (Tel: 0236 8821120).

Services offered include plugging discs at Radio 5, Radio 4, Radio 2, Scotland, and local TV stations, store and disco promotion and press work. A

new three-piece Prime Suspect with a single 'Catastrophe Today' (SUS 001) out on October 31. It will be backed by an extensive poster campaign and a radio promotion tour. Other artists on the roster are The Grenades and Phantom Zone.

Satellite's business manager is Bill Gilliam, with Peter Sullivan as head of promotion. All artwork for the label is by former Polydor art director Joe Mirowski and the company is based at 110 Westbourne Grove, London W2 (Tel: 01-727 8636).

blanket service is advertised at £170 plus 90 copies of the record in question.

"Scotland is one of those problem areas as far as promotion goes," said Dougal Dee Jay. "Too small a population to warrant excessive expenditure yet impossible to ignore completely as many record companies have found to their cost. We can solve this by offering a wide variety of services at a reasonable cost."

## Diamond's 'Jazz Singer' LP gets full treatment

CAPITOL RECORDS is launching an immense marketing campaign to back the new Neil Diamond album, *The Jazz Singer*, released on November 10. Diamond's new single 'Love On The Rocks' released this week, packaged in a glossy bag.

The album will be backed with more than 800 window and in-store displays together with full page advertisements in major publications. In addition a video showing Diamond singing 'Love On The Rocks' will be shown in over 1,000 record and TV rental outlets.

EMI Films will begin trailing the film, which is due for release in February, midway through this month in major cinemas across the country. Posters will be displayed on 500 London buses for a month, 200 four sheet posters will be put up across London and another 600 over 75 British Rail stations.

MCA SPEARHEADS an Autumn sales push with an extensive campaign for the new Very Best Of Don Williams album, which ties in with a UK tour by the artist. Promoter Mervyn Conn is placing ads on television for the tour on Granada, Anglia, Westward, Grampian and HTV, and the album will also be featured. Press adverts are set up for Tibbits. Weekend, country music publications and local papers in Liverpool, East Anglia, Scotland and the West Coast.

W.H. Smith, Our Price and HMV will be discounting the album which will also be promoted with 500 window displays, a flyposting campaign and railway station ads in tour town areas. The album is

## Merchandising

released on the opening day of the tour - Friday, November 7.

MCA is also staging campaigns for four other albums. *Wishbone Ash's* Live Dates Vol II will feature in 250 windows displays and in poster campaigns in London, Birmingham, Sheffield, Manchester, Liverpool and Glasgow.

Spyro Gyra's album Carnival will be advertised in disco and R&B magazines as well as the London Evening Standard and Capital Radio. Finally Barbara Thompson's Paraphernalia In Concert and M's Official Secrets will be advertised in the music consumer press.

THE JAM's fifth album, titled *Sound Affairs*, is released on November 28 backed by a major press and flyposting campaign. The album will be advertised in the London Underground as well as flyposted in London, Glasgow, Manchester, Birmingham, Liverpool, Bristol, Cardiff and Sheffield.

POLYDOR GIVES the 12 inch treatment to a brace of disco-orientated singles available in the shops this week. The two, also available in seven inch, are Shabazz's 'Feels Like The Right Time' (POSP 188) and 12 inch POSPX 188) and Level 42's '(Flying On The) Wings of Love'.

PHONOGRAM DELVES into the archives again with a series of old singles re-released under the new title of Classic Cats. The first 15 singles include hits by Dusty Springfield, the Walker Brothers, Dave Dee, Dozy, Beaky, Mick and Tich, Bachman Turner Overdrive, Limmie And The Family Cooking, Dino, the Shangri-Las and the Chiffons.

## Ins & Outs

STUART SLATER has been appointed Chrysalis Music director and general manager. He replaces Chris Stone, who left last week after seven years with the company.

Slater has been with Chrysalis Records for the last two years as European A&R manager. He was previously with ATV Music as general manager of the creative division.

THE HOWLIN' Promotion Company, run by Howard Marks, has opened offices in London's West End. It is now based at 4D Oxford and Cambridge Mansions, Old Marylebone Road, London NW1. Tel: 01-402 6732.

MAURICE SCHNEIDER has joined Sire Records as promotions director to work on all Sire, Real and Korova product. He previously worked at WEA, Charisma and EMI.

PETER SAMES has been appointed business affairs manager for BBC Video which took over last year as a sales division of BBC Enterprises.

DINDISC HAS released a compilation album to mark its first birthday featuring tracks by Martha And The Muffins, Monochrome Set, Dredgner, Revillos and Orchestral Manoeuvres. The album, which retails at £3.99, also includes a Dindisc board game.

CHAS JANKEL, a long-time Ian Dury collaborator and a Blockhead in his own right, has embarked on a solo career. His first single 'Ai No Corrida' is currently available in 12 inch and seven inch formats while his debut album, *Chas Jankel*, is in the shops now. Jankel is signed with A&M Records.



POLYDOR PICKS up world rights to the new Andrew Lloyd-Webber musical Cats, based on T.S. Eliot's *Old Possum's Book of Practical Cats*. Pictured: Andrew Lloyd-Webber (left) and Tony Morris, Polydor managing director.

A single from the score titled 'Magical Mr. Mistofteffles' and by Paul Nicholas will be released on November 7 backed by a heavy advertising campaign. The stage show is lined up for the Spring and Polydor will be releasing a soundtrack album after Christmas.

## TV GUIDE

Forthcoming TV-advertised albums. All prices dealer prices except K-tel (trp)

NATIONAL: All Regions	
3 STREET LEVEL Various	Ronco (4C)RTL 2048
COUNTRY LEGENDS Various	Ronco (4C)RTL 2048
THE THREE DEGREES Various	Ronco (4C)RTL 2048
LITTLE MISS DYNAMITE Brenda Lee	
(Now 2 weeks) (3.25/3.45)	Warwick WW(4) 5083
NO. 2 NUMBER ONE HTS Brotherhood of Man	
(3rd 2 weeks) (3.25/3.45)	Warwick WW(4) 5087
RADIO ACTIVE Various	
(5th 4 weeks) (3.36/3.70)	Ronco (4C)RTL 2049

ANGLIA REFLECTIONS OF GOLD Max Jaffa	
(Now 2 weeks) (3.25/3.45)	Warwick WW(4) 5090
GOLD Three Degrees	
(Now 1 week) (4.99/5.99trp)	K-tel (ZC)302
EVERYTHING IS BEAUTIFUL Dana	
(3rd 2 weeks) (3.25/3.45)	Ronco (4C)RTL 2049

ATV THE VERY BEST OF Elton John	Warwick WW(4) 5097
(Now 1 week) (3.25/3.45)	
THE VERY BEST OF Elio Jaffa	K-tel NE 1094 (CE 2094)
(Now 2 weeks) (5.25/5.25trp)	
MAKING WAVES Nolans	Ericc EPIC (40) 10023
(Now 1 week) (3.44/4.21)	
THE LOVE ALBUM Various	K-tel NE 1092 (CE 2092)
(3rd 2 weeks) (5.25/5.25trp)	
REJOICE Paris Choir	K-tel NE 1096 (CE 2078)
(3rd 3 weeks) (5.25/5.25trp)	

BORDER GOLD Three Degrees	
(Now 1 week) (4.99/5.99trp)	K-tel (ZC)302
THE VERY BEST OF Elton John	
(Now 2 weeks) (5.25/5.25trp)	John
THE LOVE ALBUM Various	K-tel NE 1094 (CE 2092)
(3rd 2 weeks) (5.25/5.25trp)	

GRANADA THE VERY BEST OF Elton John	K-tel NE 1094 (CE 2094)
(Now 2 weeks) (5.25/5.25trp)	
MAKING WAVES Nolans	Ericc EPIC (40) 10023
(Now 1 week) (3.44/4.21)	
IT AIN'T ME BABE Various	Polystar BOSTV (BOBMC) 1
(3rd 2 weeks) (5.25/5.25trp)	
MASTERWORKS	K-tel ONE 1093 (OCE 2093)
(3rd 2 weeks) (5.25/5.25trp)	
THE LOVE ALBUM Various	K-tel NE 1092 (CE 2092)
(3rd 2 weeks) (5.25/5.25trp)	

HTV STEPPING STONES Adrian Brett	
(Now 1 week) (3.25/3.45)	Warwick WW(4) 5091
MASTERWORKS	K-tel ONE 1093 (OCE 2093)
(3rd 2 weeks) (5.25/5.25trp)	

LONDON GOLD Three Degrees	
(Now 1 week) (4.99/5.99trp)	K-tel (ZC)302
THE TURN OF A FRIENDLY CARD Alan Parsons Project	
(Now 1 week LVT only) (3.34/3.52)	
ANGIE DART (TCART) 1	
(Now 2 weeks) (4.99/4.99trp)	K-tel NE 1078 (CE 2078)

SCOTTISH GOLD Three Degrees	
(Now 1 week) (4.99/5.99trp)	K-tel (ZC)302
THE LOVE ALBUM Various	K-tel NE 1092 (CE 2092)
(3rd 2 weeks) (5.25/5.25trp)	
THE VERY BEST OF Elton John	K-tel NE 1094 (CE 2094)
(3rd 2 weeks) (5.25/5.25trp)	

SOUTHERN HIS GREATEST LOVE SONGS Charles Aznavour	
(3rd 2 weeks) (4.99/4.99trp)	K-tel NE 1078 (CE 2078)

TRIDENT (Yorkshire & Tyne Tees) THE HITMAKERS Various	
(Now 1 week) (3.25/3.45)	Polystar HOPTV (HOPMC) 1
GOLD Three Degrees	
(Now 1 week) (4.99/5.99trp)	K-tel (ZC)302
THE VERY BEST OF Elton John	K-tel NE 1094 (CE 2094)
(3rd 2 weeks) (5.25/5.25trp)	
20 GOLDEN GREATS Ken Dodd	
(3rd 2 weeks) (3.25/3.45)	Warwick WW(4) 4 5592

WESTWARD STEPPING STONES Adrian Brett	
(Now 2 weeks) (3.25/3.45)	Warwick WW(4) 5091
MASTERWORKS	K-tel ONE 1093 (OCE 2093)
(3rd 2 weeks) (5.25/5.25trp)	

See next week's RB for the full details of pre-Christmas TV advertising.



Capitol Records  
present the brand new single from

# NEIL DIAMOND



## LOVE ON THE ROCKS

taken from the forthcoming album

THE  
**JAZZ  
SINGER**



available with special label in special picture bag  
**OUT TODAY!**  
CL16173

# Dobells survives – nearby

CONTRARY TO recent newspaper and radio reports, the highly respected jazz/folk record retailer Dobell's is not closing down.

The company's premises in Charing Cross Road, London, from which it has operated for the last 34 years, will be closing at the end of the year to make way for a new development project.

But owner Doug Dobell claimed last

week that new retail premises had now been found close to the Charing Cross Road site and that he hoped to re-open by the beginning of January.

Dobell commented: "We will have to pay a much higher rental for the new shop, but we never had any intention of closing down. We hope we won't be closed for more than a couple of days when we switch premises."

## Wholesale & Import Round-up

WITH RECORD companies currently enjoying comparatively healthy sales, the issue of cheap parallel imports, which six months ago was keeping the legal departments at most major companies fully occupied, appears to have been largely forgotten.

However, the problem remains as serious as ever with many top chart albums coming in from EEC countries like Holland, Belgium and West Ger-

many at over 50 pence below the standard UK dealer price. Current product finding its way in includes new albums from Police, Bowie, Steinsand.

Leading importers estimate that EEC product at present accounts for almost 30 per cent of many independents' turnover – no increase in percentage terms on six months ago but a rise in volume sales bearing in mind the improvement in the market.

## At least let us know if it's British rubbish

DURING THE 'Watchdog' section of BBC TV's *Nationwide* on October 20, Hugh Scully revealed that a survey of selected record shops had shown that the number one faculty record was the number one chart album *Zenyatta Mondatta*.

I found this curious as I have had no faculty copies of this album to date, and it raised the question in my mind as to whether or not the faulty albums reported were of British manufacture. And if they were not, were they official

A&M imports or otherwise? The only way to be sure that a record is of British manufacture is to look for a statement on the label. Unfortunately, as far as A&M Records is concerned there is nothing on its labels to indicate the country of manufacture. So did British industry take an unnecessary hammering on *Nationwide* in this instance?

Most of the majors do have the statement 'Made In The UK' somewhere on an album label but I've found the following to be notable exceptions: A&M, Warwick, K-tel, Arista, Virgin and Chrysalis.

However, some record companies do import their own product for distribution. Recent examples from West Germany are Fleetwood Mac's *Rumours* (WEA) and Genesis' *Duke* (Charisma/Phonogram). There is little hope for dealers and customers being able to distinguish accredited imports until such time as record companies sticker such imports.

I believe that all imported material should be stickered to show the importer and country of origin whether or not an MCPS licence is also involved. Then at least, both dealers and the general public would know what they are getting and could exercise their option to buy British produce.

If A&M was to put 'Made in UK' on its labels or sticker them with 'Imported From...' for A&M Records (UK) Ltd. it would be much easier to enforce the anti-imports moves by the MCPS. We might just be able to tell the difference between a licensed and unlicensed copy of AMLH 64792. Perhaps the BPI would like to persuade those record companies that do not already do so to support the 'Buy British' movement and put 'Made In UK' on their record labels.

MARTIN ANSCOMBE

# Studio offers amazing deal to indie labels

FAIRDEAL STUDIOS of 1 Glenwood Drive, Hayes, Middlesex is living up to its name by offering the following amazing deal to small labels: A day's recording in a 16-track studio, lacquer, metalwork, labels and 1,000 records at an all inclusive cost of £500.

If you think that's unbelievable call Stuart Johnson on 01-573 8744 and talk about it. He has worked with The Rutts and other leading outfits and will even offer pressing and processing facilities with any studio work at an economic rate. Can't say fairer than that.

A NEW rock 'n' roll and rockabilly label Chick-A-Boom Records has been launched this month by record dealer and disc jockey Chris Barnsby who runs The Record Shop in Sutton's West Street.

The first release will be a single from 'n' roll band Yakeety Yak called 'Please Don't Ask 'em Back Together Again' (Chick 001). Second 45 will be out on November 5 by Vernon and the G's called 'I Wanna Be A Ted' (BILL 006) on Chick-A-Boom's recently acquired Billoylego label.

A target of one or two singles a month and an LP every two months is Chick-A-Boom's aim, with national distribution through Mainline and Tonal Records.

ARMAGEDDON RECORDS has scooped the premier British release of one of the leading American new wave bands Pylon. Entitled *Gyrate* the LP arrives at the end of the month immediately followed by a short December tour from the group in person. A four-track EP of Pylon material on 10-inch is scheduled for the end of January and will include 'Cool' and 'Dub' which made up an American-released single once voted indie single of the year by *Village Voice*.

DISTRIBUTED BY Spartan and Jetstar Records, Greensleeves has announced it has finally made available slack DJ's Pleasure Echo's album *12 Inches Of Pleasure* (GREL 15). Pressed in deep blue vinyl the LP contains his recent hit 'Bathroom Sex'.



THE MAYOR of Kenilworth, councillor Kenneth Rawnsley, was on hand to fulfill a slightly unusual duty last week when three young men of the town signed a record deal with Battle Of The Bands. The AK band is pictured above with the said mayor, Bernie Cochrane of BoB and Andy Lloyd of local radio station Mercia Sound.

# INDIE CHART

SINGLE EPs	
1	KILL THE POOR Dead Kennedy's Cherry Red/Cherry 16 (H)
2	THE EARTH DIES SCREAMING/ERRA/ERRA Cherry Red/Cherry 16 (H)
3	ATMOSPHERE Factory Factory 25 (UK) (N P)
4	— TWENTY MINUTES TO MIGHTING Wah! Wah! Inevitable/INEV 004 (H)
5	— THEM Killing Joe/ Malicious Damage/EMXHD 1 00 (H)
6	— EXPLOITED BARMY ARMY Exploited/ Exploited EXP 1002 (H)
7	— BLOOD IN CAMBOODIA Dead Kennedy's/ Cherry Red/Cherry 13 (M)
8	— UNKNOWN REVOLUTIONS/PERSONS UNKNOWN
9	— Crass/Posen Girls Crass 542/1984 (H)
10	— FLIGHT A Certain Ratio Factory FAC 25 (P)
11	6 CALIFORNIA UBER ALLES Factory FAC 25 (P)
12	9 ZEROX/Adam & The Ants DO 3/OUNS (H)
13	— EXPLOITED BARMY ARMY Crass 1954/1 (H)
14	10 LOVE WILL TEAR US APART Joy Division Factory FAC XX 11 (XX) (N P)
15	11 TRANSMISSION/Joy Division/Factory FAC 25 (P)
16	12 CARTROUGE Adam & The Ants DO 1/OUN 10 (H)
17	23 ARMY LIFE/Exploited Exploited EXP 1001 (H)
18	— TOTALLY WIRED RT 055 (H)
19	— FEEDING OF THE GIANTS (SECOND SIGHTING) EP/Inevitable
20	19 YOU CAN BE YOU (5,000 ON THE RUN) Honey Bee Crass 52/184 (H)
21	21 CHEAT KARMAW/ROBERT Zounds Crass 52/184 2 (H)
22	25 FOMY COUNTRY U/Deady Fresh 12 (H)
23	24 MOTORHEAD/Motorhead Big Beat NS 1 (H)
24	— PURPLE HEARTS Safesafe 542/30 (M)
25	— PINK FLOYD/Change Juice Inevitable/INEV 003 (H)
26	17 DRUG TRAIN/Camp Inevitable/INEV 001 (H)
27	26 8 PARANOID/Black Sabbath NEMS NS 6001 (S)
28	— CLASSIC NOVEMBER Cay 2 (H)
29	19 REALITIES/Barbaric Discharge RT 055 (H)
30	27 WHERE'S CAPTAIN KIRK? Safesafe 542/30 (M)
31	21 FIGHT BACK/EP/Discharge Cay 2 (H)
32	29 2 TERROR COUPLE KIL COLONEL Bathush 4AD 47 (H)
33	34 THE FRIEND CATCHER 4AD 47 (H)
34	28 WARDANCE Malicious Damage MD 540 (H)
35	33 RADIO DRILL/TIME Postcard 803 (H)
36	32 TREASON (IT'S JUST A STORY) The Postcard 803 (H)
37	38 MONKEY JIVE/Tiger/Light/Dog Good/Dead 11 (H)
38	36 GHE TO THE WALL Fresh 12 (H)
39	37 WASTED YOUTH Bridge House BHS 5 (H)
40	30 REMEMBER YOU Bridge House BHS 5 (H)
41	30 FINE STRIPPER RT 043 (H)
42	46 THE WET WALL/Animals Diagram Brothers/Construct COV 1 A A (H)
43	35 HEALTH AND EFFICIENCY The Heat The Heat THS 1201 (H)
44	45 THE BUNKER Macdonald/Lydon B1 (H)
45	39 I WANNA DESTROY YOU Sofa Boy Armagadon AD 005 (M)
46	— HIGHWAY RIDER/Black Eye Metal Melt 1 (P)
47	42 HAWAII FIVE-O/THEME The Dark Fresh 13 (H)
48	41 BETTER SCHEME Wah! Wah! Inevitable/INEV 001 (H)
49	44 SUSPECT DEVICE Wah! Wah! RT 006 (H)
50	43 ALTERNATIVE ULSTER RT 004 (H)
51	50 THE CITY HOBBLESHOULDER I WROTE ELASTIC MAN RT 048 (H)
ALBUMS	
1	1 SIGNING OFF/UB40 Graduate GRAD 12 (M T)
2	2 FRESH FRUIT FOR ROTTY VEGETABLES Dead Kennedy's/ Cherry Red BRE 210 (H)
3	7 THE CRASH OF THE CRASH Factory FAC 25 (N P)
4	5 UNKNOWN PLEASURES Joy Division Factory FAC 10 (N P)
6	10 LAQUAIKID/BRIDGE Polston/Gary Crass 42/184 2 (H)
7	8 ALTERNATIVE HITS Cheeba Step Forward SPL 5 (P)
8	4 DIRK WEARS WHITE SOCK Adam & The Ants DO II/IDE 3 (N P)
9	6 PARANOID Black Sabbath NEMS NS 6000 (S)
10	5 GREATEST HITS Black Sabbath NEMS NS 6009 (S)
11	— FIRSTSIDE FAVOURITES Fair Giddie! Mule STUMJ 3 (H)
12	13 LIVE AT THE COUNTER/ERRA/ERRA Live In Boots Pleasure Units/ERRA (H)
13	— PINDROP/The Passage Object 08/011 NEMS NS 6011 (S)
14	— BLOOD ROBOT Koches/DJ FUCK OFF FLP 001 (H)
15	11 WE SOLD OUR SOULS FOR ROCK AND ROLL Black Sabbath NEMS NS 6011 (S)
16	8 BARBARIC BLOOD SABBATH Black Sabbath NEMS NS 6011 (S)
17	18 THE MAYOR OF KENILWORTH Varnus Supermusic SUP LP 2001 (H)
18	— THE WAY OF WALKING Pere Ubu RT 048/14 (H)
19	19 COLOSSAL YOUTH Young Maniacs RT 048/14 (H)

See New Singles page for Distributor Code details

## BACK STAGE PASS

Album of the year! (SUP LP 2001)  
Number 18 in the Indie Chart.  
18 great tracks from:

- Cockney Rejects
- UK Subs
- Stiff/Little Fingers
- Upstarts
- Exploited
- Slaughter
- Cyanide
- Manufactured Romance
- Bob DeVries

Available on the SUPERMUSIC label from RED RHINO (0904) 36499

**STOP PRESS:**  
New Exploited single "Exploited Barmy Army" available now through RED RHINO.



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# MAGICAL Mr. MISTOFFELEES

POSP 204



.....sung by Paul Nicholas.....from the forthcoming musical 'Cats'.....  
.....music by Andrew Lloyd Webber.....based on the poems by T. S. Eliot.....  
.....record produced by Andrew Lloyd Webber.....

NOV 0380

# THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

**SALES RATING**  
100 = Strong No. 1 Sales

**AIRPLAY RATING**  
100% = maximum radio play plus BBCh+  
100% = Top Of The Pops

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

## Action Of The Week



BLONDIE

This Week	Last Week	Wks on Chart		TITLE/ARTIST	Label/Cat. No.	D	Dealer Use
★ 1	1	6	107	100	WOMAN IN LOVE BARBRA STREISAND	CBS 8966	C
2	4	5	51	72	WHAT YOU'RE PROPOSING STATUS QUO	VERTIGO QUO 3	F
3	2	9	47	58	D.I.S.C.O. OTTAWAN	● CARRERE CAR 161(T)	W
★ 4	11	7	43	61	SPECIAL BREW BAD MANNERS	MAGNET MAG(P) 180	A
★ 5	7	6	40	79	WHEN YOU ASK ABOUT LOVE MATCHBOX	MAGNET MAG 191	A
★ 6	8	6	39	55	ENOLA GAY ORCHESTRAL MANOEUVRES IN THE DARK	DINDISC DIN 22(12)	C
7	6	9	36	71	IF YOU'RE LOOKIN' FOR A WAY OUT ODYSSEY	RCA (12)5	R
★ 8	10	10	35	49	GOTTA PULL MYSELF TOGETHER NOLANS	EPIC EPC 8878	C
9	5	8	35	34	BAGGY TROUSERS MADNESS	○ STIFF BUY 84	C
10	3	7	32	68	DON'T STAND SO CLOSE TO ME POLICE	● A&M AMS 7564	C
★ 11	14	4	30	49	DOG EAT DOG ADAM & THE ANTS	CBS 9039	C
★ 12	15	7	29	88	ALL OUT OF LOVE AIR SUPPLY	ARISTA ARIST 362	F
★ 13	87	2	25	59	FASHION DAVID BOWIE	RCA BOW(T) 7	R
14	13	5	21	66	LOVE X LOVE GEORGE BENSON	WARNERS K 17699 (LV 41)	W
★ 15	47	2	19	52	THE EARTH DIES SCREAMING - DREAM A LIE UB40	GRADUATE (12)GRAD 10	M
★ 16	31	2	19	80	ONE MAN WOMAN SHEENA EASTON	EMI 5114	E
★ 17	22	6	18	46	ARMY DREAMERS KATE BUSH	EMI 5106	E
18	9	5	16	25	ET LES OISEAUX CHANTAIENT (AND THE BIRDS SING) SWEET PEOPLE	POLYDOR POSP 179	F
★ 19	28	3	16	74	SUDDENLY OLIVIA NEWTON-JOHN & CLIFF RICHARD	JET 7002	C
20	16	6	15	56	CASANOVA COFFEE	DE-LITE MER(X) 38	F
★ 21	36	3	15	50	LOVING JUST FOR FUN KELLY MARIE	CALIBRE PLUS TUS(L) 4	A
★ 22	37	3	14	66	NEVER KNEW LOVE LIKE THIS BEFORE STEPHANIE MILLS	20TH CENTURY C(D) 2460	R
★ 23	■	1	14	*	ACE OF SPADES MOTORHEAD	BRONZE BRO 106	E
★ 24	51	3	14	27	I COULD BE SO GOOD FOR YOU DENNIS WATERMAN	EMI 5009	E
25	12	8	14	20	MASTERBLASTER (JAMMIN') STEVIE WONDER	○ MOTOWN (12)TMG 1204	E
★ 26	38	3	14	55	LOVELY ONE JACKSONS	EPIC EPC 9302	C
27	20	7	14	64	WHY DO LOVERS BREAK EACH OTHERS' HEARTS? SHOWADDYWADDY	ARISTA ARIST 359	F
28	19	8	12	30	YOU'RE LYING LIXX	CHRYSALIS CHS (12)2461	F
29	24	8	12	63	WHAT'S IN A KISS GILBERT O'SULLIVAN	CBS 8929	C
★ 30	■	1	10	57	(JUST LIKE) STARTING OVER JOHN LENNON	GEFFEN K79186	W
★ 31	■	1	10	59	THE TIDE IS HIGH BLONDIE	CHRYSALIS CHS 2465	F
32	18	8	11	32	AMIGO BLACK SLATE	ENSGN ENY 42(12)	F
33	26	5	11	43	I NEED YOUR LOVIN' TEENA MARIE	MOTOWN (12)TMG 1203	E
34	27	4	10	52	TOWERS OF LONDON XTC	VIRGIN VS 381	C
★ 35	75	2	11	*	KILL THE POOR DEAD KENNEDYS	CHERRY RED CHERRY 16	M
36	30	6	8	43	LET ME TALK EARTH WIND & FIRE	CBS (12) 8982	C
37	17	7	10	36	MY OLD PIANO DIANA ROSS	○ MOTOWN TMG 1202	E
★ 38	44	2	9	32	CAN'T FAKE THE FEELING GERALDINE HUNT	CH. FIZZ 501 (FIZZY 5001)	C
★ 39	45	2	10	4	PARTY IN PARIS UK SUBS	GEM GEMS 42	R
★ 40	43	3	8	43	GIVE ME AN INCH HAZEL O'CONNOR	A&M AMS 7569	C
41	35	4	7	61	DON'T SAY I TOLD YOU SO TOURISTS	RCA TOUR 2	R
42	21	6	8	16	KILLER ON THE LOOSE THIN LIZZY	VERTIGO LIZZY (71)	F
43	23	10	8	9	SEARCHING CHANGE	WEA K79156(T)	W
44	34	7	8	22	PARTY LIGHTS GAP BAND	MERCURY MER(X) 37	F
★ 45	77	2	8	1	I LIKE (WHAT YOU'RE DOING TO ME) YOUNG AND CO.	EXCALIBUR EX(C)L) 501	A
46	25	8	7	15	THREE LITTLE BIRDS BOB MARLEY & THE WAILERS	ISLAND (12)WIP 6641	E
★ 47	64	3	7	20	THIGHS HIGH (GRIP YOUR HIPS AND MOVE) TOM BROWNE	ARISTA ARIST (12)367	F
48	40	3	6	42	LONDON TOWN LIGHT OF THE WORLD	ENSGN ENY 43(12)	F
49	32	6	6	22	SHE'S SO COLD ROLLING STONES	ROLLING STONES RSR 106	E
★ 50	■	1	6	22	CELEBRATION KOOL & THE GANG	DE-LITE KOOL 10(12)	F
51	39	4	6	25	GOODBYE CIVILIAN SKIDS	VIRGIN VS 373	C
52	41	4	6	23	SLADE ALIVE AT READING (EP) SLADE	CHEAPSKATE CHEAP 5	R
★ 53	63	2	5	36	INHERIT THE WIND WILTON FELDER	MCA(T) 646	C
54	29	13	6	2	ONE DAY I'LL FLY AWAY RANDY CRAWFORD	○ WARNER BROS K 17680(T)	W
55	33	6	5	31	TROUBLE GILLAN	VIRGIN VS 377	C
★ 56	72	2	5	43	TAKIN' A CHANCE ON YOU DOLLAR	WEA K1835(P)	W
★ 57	61	4	6	15	FALCON (JAH BAND)	DJM DJS 10954(DJR 18014)	C
58	52	6	4	39	PASSING STRANGERS ULTRAVOX	CHRYSALIS CHS 2457	F
★ 59	81	2	6	*	NEW LIVE & RARE VOL. 3 (EP) DEEP PURPLE	HARVEST SHEP 101	E
★ 60	68	2	6	7	WE ARE THE FIRM COCKNEY REJECTS	ZONOPHONE Z10	E



# THE SINGLES CHART

## 61-100

This Week	Last Week	Chart	Artist	Artist	TITLE/ARTIST	D	Genre
61	50	5	4	36	WHOSE PROBLEM MOTELS		
★ 42	██	1	4	33	PASSION ROAD STEWART		
63	53	15	5	4	FEELS LIKE I'M IN LOVE KELLY MARIE		
64	42	7	5	4	STREETTYPE SPECIALS		
65	57	4	5	*	ATMOSPHERE JOY DIVISION		
66	54	4	4	21	DANCING WITH MYSELF GEN X		
★ 67	██	1	3	32	LADY KENNY ROIDS		
★ 68	██	1	3	25	SAME OLD SCENE RIOXY MUSIC		
69	56	7	4	10	WHEN I DREAM TEARDROP EXPLODES		
★ 70	48	3	4	8	FLIGHT 19 B A ROBERTSON		
71	49	2	3	50	IN MY STREET CHORDS		
72	48	9	4	2	ANOTHER ONE BITES THE DUST DUQUEN		
★ 73	85	4	4	4	REQUIEM KILLING JOKE		
74	50	4	4	8	THE BREAKS KURTIS BLOW		
★ 75	██	3	3	9	THE WANDERER JOHAN FARROW		
★ 76	90	4	4	*	COULDN'T GET IT RIGHT LFO		
★ 77	84	2	3	30	AM I NORMAL? EYE TO EYE		
78	46	4	4	*	GENTLEMEN TAKE POLAROIDS JAPAN		
★ 79	██	1	2	49	SHARING THE NIGHT TOGETHER DR HOOK		
★ 80	██	1	3	26	SHOOTING GALLERY SHAKIN' STEVENS		
★ 81	██	1	3	15	THE NIGHT, THE WINE AND THE ROSES LOU LIGOTI		
★ 82	██	1	2	39	SOME ARE BORN JOHN ANDERSON		
83	55	4	3	12	1-2-3 PROFESSIONALS		
★ 84	██	1	2	23	LOVELY TOGETHER BARRY MANLOW		
85	60	7	3	9	THE WANDERER JOHAN FARROW		
86	56	11	3	3	I OWE YOU ONE SHAMORA		
87	83	2	3	4	HUNT UP WIND/HIROSHI FUKUMURA		
★ 88	██	1	2	27	I DON'T WANT MY BODY - WELLAWAY PIRANHAS		
89	86	4	3	*	NIGHT CRUISER DEODATO		
90	94	4	3	4	ROCK HARD SUZI QUATRO		
91	93	2	3	13	MIDNIGHT COWBOY SOUNDTRACK		
92	78	3	2	11	SUN OF JAMAICA GOODWAY DANCE BAND		
93	██	1	2	21	MILES AWAY JOHN FOX		
94	70	5	2	11	THE HISTORY OF THE WORLD PART 2 DAMNED		
95	██	1	51	1	DON'T ASK ME WHY BILLY JOEL		
96	██	1	12	38	ELSTREE BUGGLES		
97	98	19	3	*	HOLIDAY IN CAMBODIA DEAD KENNEDYS		
98	99	2	2	10	WHEN THE LIGHTHOUSE SHINES ACROSS THE BAY CONRAD VEIDT		
99	██	1	2	13	DON'T LOOK DOWN PLANETS		
100	76	3	4	*	THE PUPPET ECHO & THE BUNNYMEN		

### INDEX A-Z Guide to PRODUCER (PUBLISHER)/Chart Position

1-2-3	4-5	6-10	11-15	16-20	21-25	26-30	31-35	36-40	41-45	46-50	51-55	56-60	61-65	66-70	71-75	76-80	81-85	86-90	91-95	96-100
AMERICAN MUSIC	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM
AMERICAN MUSIC	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM
AMERICAN MUSIC	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM
AMERICAN MUSIC	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM
AMERICAN MUSIC	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM	ALBUM

# Ones To Watch

- Positions 101-120 are based on sales only and exclude *Top Gun* former chart records and slow-moving catalogue.
- 101 STRANGE TIME BUZZCOCKS (LIA BR 371)
  - 102 WOMEN IN UNIFORM IRON MAIDEN (12/EMI 9106)
  - 103 ONE IN A MILLION JOY LAIRY GRAHAM (WARNER BROS K177 2121)
  - 104 LIES (THROUGH THE '80S) MANFRED MANN'S EARTH BAND (BRONZE BROS 103)
  - 105 LIKE CHINESE MONTY PYTHON (CASHBOX/CA 28 374)
  - 106 MORE BOUNCE TO THE YOUNG ZAPP (WARNER BROS K177 2121)
  - 107 MAGIC NIGHT VILLAGE PEOPLE (MERCURY/MERCI 39)
  - 108 HOW LONG LIPS INC (CASABLANCA/CANAL 1212)
  - 109 DARK PARK CREEPING NO-DTTES (GRAM DIT 2)
  - 110 BABY RIDGE AXE CARLENE CARTER (IF-BEAT XX 8)
  - 111 MISTEKER & PALLINE MURRAY & THE INVISIBLE GIRLS (EUSIVEIVE BI 2)
  - 112 FIND YOURSELF ANOTHER FOOL BLUES (BAND/BASTA BOOT 3)
  - 113 FALLOUT DATA (BELAPHON BPS 001)
  - 114 AUBREY BRAY WYNE (EPC B941)
  - 115 PARISBIENNE GIRL INCANTATION (EUSION/44121)
  - 116 EXPLOITED BARMY ARMED EXPLOITED (EXPLOITED EXP 1002)
  - 117 IT'S HARD TO BE HUMBLE MAC DAVIS (CASABLANCA CAN 21)
  - 118 A DAY WITHOUT ME US (ISLAND VEG 853)
  - 119 DR. WHO THEMPE THORNTON & THE BBC RADIOPHONIC WORKSHOP (BBC REC 562)
  - 120 BOURGIE BOURGIE GLADYS KNIGHT (CBS 9081)

# Singles Business

FOR The first time since 1971 an artist tops both Singles and Album charts on both sides of the Atlantic simultaneously - and Streisand's surging sales won't be easily surpassed by the clutch of heavyweight racers up the Top 100. Abba joins the field this week. On going to press the official release on the Boomtown Rats 'Banana Republic' (BOW/100 1) is November 14th, though if that's so then pre-release airplay is alarmingly early.

Eddy Grant, somewhat curiously, has forsaken his own Ice label and signed his latest reggae/disco buster 'Do You Feel My Love' onto Ensign (ENY 45- and 4512-) from where it is assaulting the Disco Chart, and should of course be in DJM with Jerryfon's 'If You Walk Out That Door' (DJS 1096). As Promoted last week, Spargo (FIZZ 101) is heading chartsward.

With Data's 'Fallout' struggling to make the grade, new German label Belfophon may have a debut hit in Family Affair's 'Boney-M-ish' 'Under The Sun Moon And Stars' - see New Singles page for details - which will not tell you about the Ottawan follow-up 'You're OK'; it has already been put back for two consecutive weeks as 'D.I.S.C.O.' refuses to give up the ghost. Maybe next week.

'Devo's 'Whip It' is their first US hit - 19 in *Billboard* last week - and has spent over four months in the *Disco Charts* there. At 160pm it may be a little racy for British discs, though.

Salford Jets have left RCA and can expect a healthy Indie Chart debut with their Lunar release 'City Youth' (SAL 1 through Spartan).

Two tv themes that have been attracting enquiries: 'The Professionals', which doubles up with the 'New Avengers' theme on Unicorn C15 through Loudons; and 'The Bravo', from BBC Records (RECL 84 via Pye/PRT distribution).

## Books - a great line for dealers

BOOKS OF musical interest have a good trade margin. This is one of the factors that is making more and more record dealers aware of their viability as a sales line. And the range is increasing rapidly. JOHN HAYWARD looks at rock books and how they are marketed.

SUDDENLY, GOOD books about music and the people that make it are becoming big business.

And record stores are seizing the opportunity to add books to their first-string stock-in-trade. They have discovered that books take up little space, they retail for the price of an album, and because of the long-standing net books agreement, the margin is as high as for an LP sale - and not even Our Price or W.H. Smith can compete on a price-cutting basis.

Specialist publishers are beginning to grow out of rock music circles. These new companies know the rock'n'roll market and although the book trade is bound to grab most of the business simply because the establishment is so well entrenched in this most establishment of businesses, they are aiming to expand the volume of their books sold through record shops.

Two companies stand out in this new fight for the literate rock fans' spare cash - Virgin Books and Eel Pie Publishers. Virgin is, of course, yet another offshoot of the irreverent record company of the



THE MUSIC Sales racks take up little space. Top: The sales staff sell in the titles like records.

## A good read, and a good sales line too

same name, while Eel Pie is wholly-owned by one Pete Townshend and has only recently emerged as a rock book power after nearly three years concentrating mainly on childrens material.

Now Virgin's forthcoming *Rockstars In Their Underpants* tome is the hottest publishing property on the international novelty books scene after its presentation at the recent Frankfurt Book Fair

and is likely to be one of this Christmas's most popular stocking fillers.

And after coming up with *The Clash (Before and After)* and *The Jam*, Eel Pie is determined to make its name with the well-read rock fan with a projected dozen or titles set for 1981 including volumes on David Bowie (*The Illustrated Record*) by leading writers Charles Shaar Murray and Roy Carr) *The Everly Brothers*, *The Monkees*, *Fairport Convention* and a book called *Cool Cats* by Tony Stewart tracing 25 years of rock style.

During the past year, with record dealers under increasingly heavy pressure in a declining disc market, there has been a definite move towards diversification of sales lines. Badges and buckles and posters have been joined by rock books in many high street retail outlets.

Possibly the biggest impact on the rock books scene has been made by long-established printed music distributors Music Sales which began making a push on the record retailing network two years ago and has hardly stopped signing up accounts since.

The company's sales manager Alan Kirk explained Music Sales' recent surge thus: "I think we have engendered enthusiasm by bringing record retailers just the right kind of product to complement their main line business.

"We are able to demonstrate that this is not a here-today-gone-tomorrow sideline and the expertise of our team of salesmen means we can tailor book stocks to suit the store. After two years experience we have slowly built up a good idea of what kind of books attract record buyers."

Kirk went on to say that Music Sales' warehouse stores millions of copies of thousands of music titles, sheet music, album books and literature which is available via the sales team or courier.

"We are making available product which record shops can sell either by producing it ourselves or by having direct links with every major book publisher. People like Penguin, BBC Books and many others leave it to us."

From within the Music Sales orga-

nisation, Omnibus Press has recently perked up record store sales with titles like *Pink Floyd* by Miles and Pete Frame's *Rock Family Trees* collection as well as new product like the Kate Bush biography and *Bowie In His Own Words*.

Lined up for the future are volumes on *The Pretenders*, *The Jam*, *The Police* and other 80s stars which are bound to appeal to the rock book buyer.

IN MANCHESTER Steven Taylor's Music Exchange company offers an even more record-style wholesale distribution system which closely approximates to the job done for fringe outlets by the one-stop disc operators.

"The important point for record shop owners to remember is that their customers can read, even if they can't play an instrument, so that reading matter about music can be sold well alongside the albums and singles that form most of a shop's stock," explained Taylor.

"We represent anything in print to do with music including album books, sheet music and literature, and we can deliver anywhere in the country with a 24-hour turn-round by national carrier.

Shops tend to come to us because dealing direct with publishers can be a time-consuming business, and besides which, even a big publisher's list will only number about 1,000 titles. We carry everything in the music line."

Taylor went on to say that once a store became known in its locality for selling music and books, the product eventually sold itself, and took up very little display space.

Companies like Music Sales and Music Exchange have been aided recently by several of the newer publishers realising that books can be retailled and promoted like records and that there is a large but virtually untapped market to be found in every High Street with a disc shop.

Virgin's recent move into books with retail representation by the record company sales force and distribution by CBS might well be a breakthrough which will be followed by the majors in the field once the initial ice has been broken by the Portobello Road maverick.

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## Books - a great line for dealers

# Choose the right books and promote properly

TALKING TO Virgin Books chief Maxim Jakobowski is rather like interviewing the head of a small label.

"We aim to produce a title a month or thereabouts," he stated. "And promote each book properly. I would hope to make sure our books remain active titles for months and keep selling steadily, which differs from the approach of the major publishers which put out 20 titles every month and give them a shelf life of about three weeks or a month."



**VIRGIN BOOKS** chief Maxim Jakobowski says that the work brought in by rock journalists has not been too impressive yet.

A literature graduate, 36-year-old Jakobowski is a respected author of fantasy and rock works but drifted into a very successful career in marketing with the giant Continental Foods conglomerate, where he worked for 12 years before hearing that Virgin was thinking about setting up a book publishing company.

"Richard Branson had mentioned books in various interviews I had read," he told *RB*. "But nothing seemed to be happening, so I just went to him and offered my services. I did a presentation and we launched the company."

Jakobowski is aiming his titles at the broad age range between 15 and 45-50 and would hope to be selling ten percent of them through record stores. "That may be an optimistic target, but the first results from the record company salesmen are extremely promising.

"It looks as if one in four record shops have taken stock, which is actually better than our initial expectations. The minimum orders are around five copies with larger stores taking many more."

The idea of record-style sell-ins has already impressed other publishers, who were keen to discuss the scheme at the recent Frankfurt book fair.

Curiously for a market which has been dominated by picture-biographies, Jakobowski is not a believer in the photographic coffee table publication, and despite the obvious tie-in with Virgin, is not even aiming for a music-dominated list.

"Our first few titles carry a majority of music-orientated books, but I think when the 1981 list comes out you will see they will be rather thin on the ground, although we do have a good book coming out by Lester Bangs.

"Actually good ideas for rock books are few and far between, but we are hoping someone will come in with a good idea. So many of the projects we have been offered have a very restricted potential sale. I don't want to get involved with anything that wouldn't sell more than 10,000 copies. There is a rock book market, but one has to be very careful."

## "One in four record shops have taken stock"

However Virgin won't have to be too careful about the forthcoming *Rockstars In Their Underpants* book put together by larger-than-life personality Paula Yates. The books caused a sensation at the Frankfurt book fair and now a genuine auction is going on the American publishing rights.

Two Sex Pistols-associated projects are also going well - Michael Moorcock's *Great Rock'n'Roll Swindle* fantasy and a Sid Vicious photo album, while the *Rolling Stone Record Guide* has picked up plaudits and plans are afoot for a big launch of *The Elephant Man* film book which contains exclusive stills from the major film starring John Hurt.

Jakobowski has not been impressed by the sort of work being brought in by rock journalists and claims that half the book ideas are being originated by Virgin and half from authors who are then commissioned to write the book. "Very few books are being bought in finished form," affirmed the Virgin chief.

And like a small record label, he keeps a tight rein on overheads. Virgin Books is actually run by two and a half people - somebody comes in part time when required - while the record company pressman Al Clark looks after publicity and the sales force sells in the product. "It's a tight ship alright," concluded Jakobowski, "But we want to make sure this is one publishing house that makes money."

## BOOKS!BOOKS!BOOKS!

from  
*Virgin*

A line of books of particular interest to record buyers, from Virgin Books, the publishers who know all about the music scene.

- VB 1004 **THE ROLLING STONE RECORD GUIDE** available now
- VB 1001 **THE SID VICIOUS FAMILY ALBUM** available now
- VB 1005 **THE ELEPHANT MAN** The Book of the Film available now
- VB 1002 **ROCK STARS IN THEIR UNDERPANTS** by Paula Yates available mid-November
- VB 1003 **THE ROCK YEAR BOOK** editors - Michael Gross & Maxim Jakobowski available mid-November

Order through CBS 01-960 2155 or through your friendly Virgin rep.

# EEL PIE ROCK & ROLL

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A source of profit in hard times. More and more record shops are finding that our books make tills ring.

Eel Pie Rock & Roll is an extremely profitable series of books on the best in rock'n'roll.

### THE CLASH: BEFORE & AFTER

Photos by Pennie Smith, with captions by the band.  
(£4.50; published 16 October).

### THE JAM

by Paul Honeyford:  
the first book out on one of England's most successful groups, written with the band's co-operation.  
(£3.95; published 6 November).

### MODS!

by Richard Barnes.  
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# RECORD BUSINESS

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Chartbuster

BLONDIE THE TIDE IS HIGH  
JOHN LENNON (JUST LIKE) STARTING OVER  
DAVID BOWIE FASHION

## ON THE RADIO

Hot on the RB Airplay Guide

- DIANA ROSS I'M COMING OUT Motown (12)TMG 1210
- BARRY MANILOW LONELY TOGETHER Arista ARIST 373
- LEO SAYER WHERE DID WE GO WRONG Chrysalis CHS 2469
- BRUCE SPRINGSTEEN HUNGRY HEART CBS 9309
- ROBERT PALMER LOOKING FOR CLUES Island (12)WIP 6651
- DARYL HALL & JOHN OATES KISS ON MY LIST RCA 15
- RANDY CRAWFORD TENDER FALLS THE RAIN Warner Bros K17728
- JOHN FOX MILES AWAY Virgin VS 382
- ABBA SUPER TROUPER Epic EPC 9089
- BARCLAY JAMES HARVEST LIFE IS FOR LIVING Polydor POSP 195
- GLEN CAMPBELL HOLLYWOOD SMILES Capitol CL 16167

## DISCO/SOUL

Top new sellers on RB's Disco Chart

- ZAPP MORE BOUNCE TO THE OUNCE Warner Bros K17712(T)
- EDDY GRANT DO YOU FEEL MY LOVE? Ensign ENY 45(12)
- NINO TEMPO (HOOKED ON) YOUNG STUFF A&M AMS(X) 7568
- GROVER WASHINGTON JR MISTER MAGIC Kudu KUDUX 100
- AZYMUTH DEARLI IMMERTZ Milestone MSP (DJC) 102
- JEROME IF YOU WALK OUT THAT DOOR DJM DJS 10956 (MSP) 18015

## IMPORTS

Fastest moving Disco/Soul imports

BILLY FRAZIER & FRIENDS BILLY WHO?

Biljuma

**Billy Connolly**  
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**TELL LAURA I LOVE HER**

AND

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POSP 201

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## Hear Record Business Charts



Disco Charts  
Country Chart



Singles Chart  
Disco Chart



Country Chart



Singles Chart  
Country Chart



Disco Chart



Country Chart



Radio Chart  
Singles Chart  
Country Chart



Singles Chart



Singles Chart  
Disco Chart



Singles Chart



Singles Chart

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

# CHARTBUSTERS

ingles of the week  
ss Research Computer....

## USE PICKS

of the week

Chryslers CHS 2465  
Geffen K79186  
RCA BOW 7(T)

## NEW RELEASES

Due in the shops this weekend

- |   |                      |
|---|----------------------|
| AC DC ROCK 'N ROLL AIN'T NOISE POLLUTION        | Atlantic K11503      |
| IAN DURY & THE BLOCKHEADS SUPERMAN'S BIG SISTER | Stiff BUY 100        |
| WHITESNAKE LIVE IN THE HEART OF THE CITY        | UABP 381             |
| OZZY OSBOURNE BLIZZARD OF OZZ MR CROWLEY (EP)   | Jet JET 7003 (12003) |
| B 52'S STROBELIGHT                              | Island WIP 6665      |
| NEIL DIAMOND LOVE ON THE ROCKS                  | Capitol CL 16173     |
| DEVO WHIP IT                                    | Virgin VS 383        |
| MATTHEW BUTLET & THE BUCKETEERS BRIGHT EYES     | CBS 9096             |
| GLEN ADAMS AFFAIR JUST A GROOVE                 | Excaliber EXC(L) 502 |
| CABARET VOLTAIRE SECONDS TOO LATE               | Rough Trade RT 060   |

## ROCK

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

- |                               |                  |
|-------------------------------|------------------|
| MOTORHEAD ACE OF SPADES       | Bronze BRO 106   |
| SIMPLE MINDS TRAVEL           | Arista ARIST 372 |
| PIRANHAS I DON'T WANT MY BODY | Sire SIR 4046    |

## OFF THE WALL

Coming out of nowhere

\* NO NEW OFF THE WALL CHARTBUSTERS THIS WEEK \*

arts on these radio stations:

<b>4</b> beacon radio303 Singles Chart	<b>RADIO TEES</b> Singles Chart Country Chart	<b>Radio Trent</b> Singles Chart Country Chart	<b>257</b> Radio Orwell Country Chart
<b>206</b> Radio London Country Chart	<b>206</b> Disco Chart	<b>206</b> Country Chart	<b>206</b> Country Chart

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Great Britain

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Promotion: 229-2146

### NEW RELEASES

- ROUGH 16... JAMES BLOOD ULMER... Are You Glad To Be In America?  
RT 050... ESSENTIAL LOGIC... Eugene / Taste The Neighbors  
RT 052... ROBERT WYATT... At Last I Am Free / Strange Fruit  
RT 055... GIRLS AT OUR BEST... Politics / It's Fashion  
INEV 004... WAR! HEAT... Seven Minutes To Midnight  
RT 058... THE GIST... This Is Love / Tanks  
SOON COMING: FAC 22... A CERTAIN RATIO... Flight / Blown Away / Then Again  
INEV 003... MODERN EON... Euthetics / Waiting for the Cavalry  
RT 065... BLUE ORCHIDS... Disney Boys / After The Flood  
RT 061... DELTA 5... Try / Colour  
RT 060... CABARET VOLTAIRE... Seconds Too Late / Control Addict

ROUGH  
TRADE  
RECORDS



## Holiday Romance

c/w Talk It Out

TR001



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2 Kings Road, Haslemere.  
Tel. 0428 53953

# FAMOUS NAMES

## Books - a great line for dealers

# Facts and charts and rock 'n' roll

WHEN A book is written by Tim and Jo Rice with Paul Gambaccini and Mike Read, you just know that free national exposure is not going to be hard to find.

And when the book is published by Guinness Superlatives — a company with marketing honed down to a fine art — there is definitely no chance of a flop. Listed alphabetically by artist with the hits catalogued chronologically, the two Guinness books so far have been immediate hits in their own right with sales of *The Guinness Book Of British Hit Singles* now nudging the 90,000 sales and the new *Hits Of The 70s* book soaring away to levels just as promising.

Guinness Superlatives marketing manager Mike Hodge feels the books make a perfect complement to records in disc shops and there is even a double compilation album out through CBS to make that idea stand up in commercial terms for the *Hits Of The 70s* book.

"I think the margin on our books at 30 percent on books costing £3.95 for the *British Hit Singles* and £4.95 for the *Hits Of The 70s* measures up very well to the sort of discount offered by record companies," he said.



ONE OF two facts 'n' figures books on chart performance put out by Guinness Superlatives. The other book, *Hits of The 70s*, will have a CBS compilation album to tie in with it at Christmas.

There is a feeling now at Guinness that the British Hit Singles book attracted buyers of 25 and over — hence the new book on the 70s — and then there are chances to widen the market, with new volumes on the way from the same team on the 50s and 60s.

The proof of Hodges' marketing expertise has been the long stay of the *Hits Of The 70s* in the best seller lists this Autumn, and spice is bound to be added to the initial 30,000 print order sell-out with the wide availability of CBS's 35-track double album for Christmas.

## Townshend's literary trip

THE ALL-seeing, all-knowing Pete Townshend launched Eel Pie books three years ago under the stewardship of leading children's books expert Matthew Price.

The first book from the company was the long-standing rock best-seller *Tommy* and then came a concentration on hip books for kids until early this year when the company saw the possibilities of good books about good modern rock bands, and brought in rock editor Peter Hogan, managing director Roy Massey and marketing expert John Brown to put together a 1980s strategy which will see a good dozen rock titles from the company by 1981.

First off the presses before Christmas are *The Clash (Before and After)* with comments by the band and photos by Pennie Smith, and *The Jam* which is half pictures and half text by Paul Honeyford. *The Clash* book is priced at £4.50 and the *Jam* at £3.95 and everything from Eel Pie carries a 35 percent margin on firm sale.

Books on Bowie by Charles Shaar Murray and a major work on Rockstars by Tony Stewart lead a heavy rock publishing effort by Eel Pie in 1981, to which end the company has locked up deals with Music Sales and is looking for at least ten percent of sales going through record shops.

"Virgin shops have now proved that

record shops can make a lot of money out of stocking books about rock," said Hodges. "It's not a record-type market, because we are dealing with much smaller quantities and a much smaller profit even if we get a best seller, but I think we will be pouring more promotional money into our Bowie book, for instance, through traditional record marketing vehicles, and we would hope to get direct deliveries down to a week.

## Top 20 Books

- 1 THE CLASH — BEFORE AND AFTER Eel Pie  
by Pennie Smith Music Sales
- 2 DAVID BOWIE — IN HIS OWN WORDS Music Sales
- 3 ROLLING STONES — IN THEIR OWN WORDS Music Sales
- 4 BLOWIE by Lester Bangs Music Sales
- 5 DAVID BOWIE — A BIOGRAPHY IN WORDS AND PICTURES Virgin Books
- 6 SID VICKERS FAMILY ALBUM Virgin Books
- 7 GENERIS: I KNOW WHAT I LIKE Sidgwick & Jackson
- 8 BRUCE SPRINGSTEEN — BORN TO RUN Music Sales
- 9 FAMILY TREES by Pete Frame Music Sales
- 10 ROLLING STONE RECORD GUIDE edited by Dave Marsh
- 11 ROCK RECORD BY Terry Houranome Plexus
- 12 SHOCK WAVE by Virginia Boston Eel Pie
- 13 MODS by Richard Barnes Futura
- 14 IN THE GUTTER by Val Herynessy Guinness Superlatives
- 15 THE WHO — IN THEIR OWN WORDS Music Sales
- 16 THE GUINNESS BOOK OF BRITISH HIT SINGLES by Jo and Tim Rice, Paul Gambaccini, Mike Read Guinness Superlatives
- 17 ELVIS — WE LOVE YOU TENDER New English Library
- 18 JAMES DEAN by John Howett Plexus
- 19 BLOOMING RATS by Pete Stone Music Sales
- 20 PINK FLOYD by Miles

List supplied courtesy of Virgin Retail. Publishers are listed where possible

# THE GUINNESS BOOK OF RECORDS



Guinness Book of British Hit Singles  
26 years of pop chart history compiled by Jo and Tim Rice, Paul Gambaccini and Mike Read.

Every single, every song, every artiste, every number 1 — they're all there along with facts, feasts and photos to re-activate the memory cells.

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Now the same team has retraced the 70's in this fascinating new 240 page volume.

Hits of the 70's not only lists every Top Fifty chart entry of the decade (top 75 from May 1978 onwards) but adds valuable information on records, songs, artistes and trends — as well as 220 pictures to inform and amaze. Some of the most exciting years in the whole history of pop music for just £4.95 net (hardback £6.50 net).

GUINNESS BOOKS

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\* Phone-Out Video Service: the only one in the printed music business. Keeps you right up to date with best selling titles.



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**Music Sales Limited**  
78 Newman Street, London W1



published by *Music Sales*. Record shops report soaring sales, too, of *Music Sales*' tutors and of our tremendous range of books about music.

Nor is that the end of the profit possibilities. We also publish or distribute the fastest selling books in print about personalities like Bowie... Elton John... Dylan... and many others.

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back our stock with this dealer support programme:

\* Mailings to keep you informed of new trends and new profit making opportunities in printed music.

\* Fast delivery.

\* *Sales force* with second-to-none experience. Our representatives can advise you on every aspect of the printed music business.









# RADIO WEEK

## Airlines

**RADIO LINCOLNSHIRE**, the BBC's local station, is due to begin broadcasting on 219m MW on Tuesday (2). The Home Office approved the frequency despite long negotiations with the Isle of Man Broadcasting Commission who claimed that the BBC's broadcasts would interfere with Manx Radio's signal. Meanwhile Manx is reportedly being beautifully into Lincolnshire...

The surprise that BMS has won the sales contract for Leeds ILR West Yorkshire is broadcasting following the appointment of Radio Forth's Derek Gorman as managing director... Radio-1 mounts its biggest outside broadcast operation ever in Birmingham this week - the first time the station's entourage has concentrated its efforts in one city. The BL plant at Longbridge is on the alert for a visit when Noel Edwards will be helping to build a Radio-1 Metro - must have been irresistible. Proceeds from a football match and two discs will go toward the establishment of a Radio Lollipop broadcasting service for the Children's Hospital at Ladywood and the provision of Radio-1 scholarships on the outward Bound course in Gwynedd... Peter Sarstedt was presented with a silver disc for 250,000 sales of 'Where Do You Go To My Lovely' by Radio Medway's John Thurston last week, a mere 11 years after the record was released! Sarstedt was at the station promoting 'English Girls' released on Songwriter's Workshop SW12... And now another blast from the past, but a little more recent. After a year's absence from the business, Maurice Shearler is now with Sire Records and asks all his radio station friends to contact him on 01-379 6363 for anything at all...

# Devonair plans wide range of music

DEVONAIR Radio begins broadcasting to Exeter and East Devon this Friday (7) with a sound that will appeal to everyone. The station's Torbay transmitters will open three or four weeks later when split commercials will begin. The Torbay studios are set to open in March.

From day one the station will broadcast for both Exeter and Torbay 6am-9pm, hopefully increasing broadcasting hours to midnight with the Torbay transmitters open. Programming is standard ILR with Bob Kingsley, most recently of Pennine, presenting the breakfast show, 6-9am followed by senior presenter and head of music Paul Owens, who was with Radio London before joining Pennine, 9am-1pm. There follows a 15-minute news programme before Travis Baxter's show, 1.15-5pm. Travis was born locally and

joins Devonair from Capital South Africa.

Next is a 90-minute magazine programme introduced by ex-Granada TV host Mike Joseph followed, at 6.30pm, by a teenage magazine presented by John Pierce, a Devon man who was most recently with Radio Tees.

Once broadcasting to midnight is achieved specialist music shows, presented by music specialists from Exter University, will fill 9-10pm with a two-hour show until closedown hosted by Ian Waugh, another local who has freelanced for a number of stations.

The station's news editor is Pete Barraclough who was sports editor at Radio Orwell. The newsteam has had the benefit of a week's visit by the National Broadcasting School's Keith Belcher. The team has both experienced radio journalists and good local newspaper journalists. Managing director Maurice Vass reports that their first dummy run was "marvellous."

## 4,000 jobs for youngsters via radio

FOUR THOUSAND jobs were offered by over 2,000 potential employers phoning the Jimmy Young Show following the Radio-2 programme's involvement in the BBC's second scheme to help the young unemployed. As before, Dave Lee Travis's Radio-1 breakfast show encouraged youngsters to seek advice, especially about the Government's Job Opportunity Schemes.

The timing of the campaign, held in conjunction with Manpower Services Commission, was appropriate for ten BBC local stations which, in a concentrated week's broadcasting, secured 1,510 placements for unemployed school leavers. Radio Norfolk, after just one month on air brought in 500 offers of places. Radio Carlisle's programmes were most successful in the rural communities although 60 of its 386 YOP posts came from Carlisle City Council. Of the 1,200 places on the MSC's books in the Stoke area 205 were secured as a direct result of Radio Stoke's 'Action Special' week.

Radio Newcastle was specially commended by the MSC as one of many BBC local stations regularly featuring unemployment initiatives which worked in the last two or three years has helped a great number of people find work.

Currently airing trade tests, the station's signal strength is reported strong and far-reaching. Alfusound made DevonAIR's jingle package.

Programme controller Jeff Winston has devised a playlist system which leaves presenters free to make their own shows. It has four basic elements: an A list of 25 records of current music and established sounds, a B list of softer sounds, climbers and "music not as current as it once was" plus a C list which is "the same but noisier" and station picks. There are also current albums and oldies. Each presenter is given the records to play but chooses how and when they are programmed.

"I'm a believer in presenters pre-planning their shows and knowing what to do rather than making it up as they go along once on air," says Winston.

## Clyde sets up talent search

RADIO CLYDE has launched an ambitious new 15-week series of events at social clubs throughout central Scotland as a showcase for Scottish talent. Each one-hour show resulting from the Mobile 2 recording sessions features three 'name artists' and three relatively new acts.

The shows, aired under the title *Starshot* go out at 3pm each Sunday. Mike Riddoch's show *A Bunch of Wae Oldies* losing an hour to fit it in. The first programme, broadcast yesterday (2) featured Elaine Simons, Benny York and Phil Clark Junior with new talent acts Johnny Grant, Lorraine Summers and Big George, recorded at the BP Club in Grangemouth.

Pete Shipton, producing the shows, in conjunction with the Scottish Civic Entertainment Association and the Scottish Artists Agency Association. Future artists include Andy Cameron, the Alexander Brothers and comedian Mr Abie.

## Normal service at Capital

NORMAL WORKING was resumed at Capital last Monday (27) after a strike almost eight weeks long by the ACTT involving some 70 employees. Agreement was eventually reached between management and union based on the original pay offer plus additional changes in terms and conditions "to give greater job satisfaction."

However just one hour after a joint union/management statement of settlement had been given, difficulties arose when the union failed to give an undertaking that recordings of concerts and other material made by non-ACTT members during the strike and not yet broadcast would not be blacked. The following morning this matter was resolved positively marking an agreement on all points and a return to work.

The changes in terms and conditions include a special payment to cover job flexibility, improved pension provisions and a payment to senior producers to reflect irregular hours.



RADIO HALLAM's new £70,000 studio was ceremoniously opened by Lord Thomson of Monifeth, deputy chairman of the IBA. He is pictured in the studio with news editor Jim Greensmith. Now that Studio E is operable the station's Studio B, which has been in constant use since the station opened six years ago, is undergoing a £30,000 refurbishment.

The new studio was specially designed for news, talk production and programme interviews jointly by Derrick Connolly, chief engineer, Krystal Promotions and Beaumont and Cowling with building work carried out by Monks and MacDonald. Hallam engineer Mick Adams supervised the project, and also designed and installed the electronics. Already the studio has been filmed by Yorkshire TV for a scene in a play:

Lord Thomson, who is to succeed Lady Plowden as Chairman of the Authority on her retirement at the end of the year, was accompanied by the IBA's assistant regional officer for Yorkshire, Colin Livesey.

# Rockshow Report

MOST AIRPLAY		
1	THE RIVER Blind Springsteen	CBS 865.10
2	ZENYATTA MONDATTI	
3	BIG BEAT CRAZY Joe Jackson	ASM AMLH 64831
4	CHINA TOWN The Lucy	ASM AMLH 64837
5	4 SIRS Vertigo	0359.00
6	Supernova George Thorogood & Destroyers	ASM AMLH 66702
7	BLUES Blues Band	SNTF 850
8	BEAT THE ODDS Molly Hatchet	Arists BB.2
9	THEY TURN A FRIENDLY CARD Alan Parsons Project	Epic EPC 84471
10	GOOD FOR PLEASURE Rockpile	Arists DLART.1
		F-Beat XMLP.7

MOST ADDED Top new plays		
by number of stations, descending order		
LIVE DATES II Wildfire	MCA MCG 4012	
ALL SHOOK UP Cheap Truck	Epic EPC 86124	
TOURISTS Luminous Basement	RCA RCALP.1	
ORGANISATION Orchestral Manoeuvres In The Dark	Disco DSD.2	
GREATEST HITS Dionne	Elektra KS2524	
TWO HIT MONSTERS John Hall	MCA MCF 3078	

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# ALBUM REVIEWS

## Top 10

**MIKE OLDFIELD: QE2** (Virgin V2181) **Prod:** David Hentschel

Finally meeting up with his audience on last year's European tour, Oldfield appears to have worked wonders for Oldfield's music, which had reached something of a low with the uninspiring *Incantations* double. *QE2* finds Oldfield re-realised, serving up nine distinct, commercial numbers that utilize backing choirs, African drums, Irish jigs, some powerful guitar work as well as his usual musical range.

## Top 40

**RY COODER: Borderline** (Warner Bros 586864) **Prod:** Ry Cooder

Cooder continues his harder rock line of thought with only "The Girls From Texas" reflecting any Texan influences. Otherwise, he's gone back to loose, grainy R&B ("Crazy Bout An Automobile," "The Way We Make A Broken Heart"), solid rockers ("634-5789") or oldies that he can suitably molder to his style ("Down In The Boondocks"). In digital, this album will be eagerly snapped up by the growing legions of fans.

**MOTORHEAD: Ace Of Spades** (Bronze BSN 531) **Prod:** Vic Mabe

Motorhead seems to have been around for ever, but in fact this is only their third album for Bronze (and fifth overall). If anything they're heavier than ever on this outing, which is no mean achievement when one considers previous albums like *Overkill* and *Bomber*. Lemmy and his boys simply play louder and harder than anyone. Stand out cuts are "Love Me Like a Reptile," "Jaibaib" and "Bite The Bullet."

**HAWKWIND: Levitation** (Bronze BSN 530) **Prods:** Ashley Howe/Dave Brock/Harvey Bainbridge/Huw Lloyd Langton

Hawkwind are astonishing. They've survived more than ten years, over two dozen personnel changes and continual lambasting from the music press. Not only survived thrived — they had a top ten place with the last album *Live Seventy Nine* and it would be no surprise if this latest offering repeated the performance. It's their first album on stage and highlights the improvement in their repertoire over the last two years. Includes such numbers as "Fool For Your Loving," "Ready An' Willing" and "Come On," and should certainly find its way into the top 40.

**WHITESNAKE: Live In The Heart Of The City** (SNAKE 1) **Prod:** Martin Birch

Double live album, half recorded at the Hammerstein Odeon in November 1978, and half recorded at the same venue in June of this year. Successful ly capturing the heavy rockers' power on stage and highlights the improvement in their repertoire over the last two years. Includes such numbers as "Fool For Your Loving," "Ready An' Willing" and "Come On," and should certainly find its way into the top 40.

**DONNA SUMMER: The Wanderer** (Geffen/K99124) **Prod:** Giorgio Moroder/Pete Bellotte

The unique combination of Summer, Moroder and Bellotte has resulted in some of the most potent and successful recordings in the disco field. Recently, however, Donna's star has faded somewhat and this album, the first from the new Geffen label, suggests that a return to former glories is not imminent. By most standards it's not a bad album, but it does lack the inspiration of Summer's earlier work.

**ALAN PARSONS PROJECT: The Turn Of A Friendly Card** (Arista DLART 1) **Prod:** Alan Parsons

Turn Of A Friendly Card is an album in search of a plot — or alternatively star names to trigger consumer interest. Baskically, the latest concept album from the Parson's Project is concerned with gambling and risks, but there's no clear storyline to follow. Assorted singlers are used but not apparently in the sense of playing specific character roles, as Jeff Wayne (a much later convert to the concept idea) did with *War Of The Worlds*, of which occasional musical echoes can be discerned.

## Top 60

**THE BLUES BAND: Ready** (Arista B82) **Prod:** Stonebridge McGuinn/Blues Band

Another earthy, spirited set from the Blues Band who have expanded their following more than somewhat since they backed into the limelight earlier this year. Although Paul Jones remains the dominant, distinguishable voice, the contributions of Dave Kelly and Tom McGuinn are considerable, particularly in their pairwise preponderance of original material. There is also an obvious effort to build variety into the 12-bar format with the inclusion of Cajun music on "Hey Hey Little Girl" (with assists from Rockin' Dopsie and Chester Zeno) and "Hallelujah I Love U So".

**NOLAN SISTERS: Making Waves** (Epic EC 10023) **Prod:** Ben Findon/Nicky Graham

Against the odds and without losing any of their wholesome appeal, the Nolans have been transformed from an uninspiring harmony act into something more in keeping with contemporary trends. The skill of Ben Findon's production of his own unflinching commercial songs allied to the use of Bernadette Nolan as a gutsy lead singer seems to have provided the right kind of focal point for the punters.

**CHEAP TRICK: All Shook Up** (Epic EC86124) **Prod:** George Martin

Sill the albums roll off the Cheap Trick assembly line and still the sound holds good. The accessible face of heavy rock, the American foursome continues to produce driving, exciting tracks that nod more towards melody and a good-time feel than much of its ilk. The guitar work is integrated well into the whole with no jarring special effects while the keyboards provide relevant, unoppositional fleshing out.

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

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<b>GARY GLITTER THE LEADER</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Gary Glitter The Leader" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	GRG 006 2.43	714 006 2.43	NOV 14
<b>HITEMAN AKA FOR THE FEET</b> (Argent) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Hiteman Aka For the Feet" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	RW 84888 3.04	84888 3.04	NOV 14
<b>JAM SOUND AFFECTS</b> (Polygram) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Jam Sound Affects" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	POLJ 5025 3.25	POLJ 5025 3.25	NOV 14
<b>JOHN LENNON YOU DON'T CARE</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "John Lennon You Don't Care" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	K99134 3.04	K99134 3.04	NOV 14
<b>KENNY BAL AND THE ALL STAR BAND SOAP</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Kenny Bal and the All Star Band Soap" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	AMYL 101 2.47		NOV 14
<b>LIGHT OF THE WORLD ROUND TRIP</b> (Epic) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Light of the World Round Trip" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	ENY 14 3.04	ENKAS 14 3.14	NOV 14
<b>LOU REED ROCK 'N' ROLL 1967-1990</b> (Arista) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Lou Reed Rock 'n' Roll 1967-1990" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	ARR 8 4.26	TCAR 8 4.26	NOV 14
<b>NEIL YOUNG WARRIORS AND SONGS</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Neil Young Warriors and Songs" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	K54109 3.04	K54109 3.04	NOV 14
<b>PETER SILLEREN STILL MAGIC</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Peter Silleren Still Magic" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	5139 036 3.04	7150 036 3.14	NOV 14
<b>PUBLIC IMAGE IN THE SPRING</b> (Virgin) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Public Image in the Spring" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	VIR33 3.04	TVI 33 3.20	NOV 14
<b>ROD STEWART FOOLISH BEHAVIOUR</b> (Epic) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Rod Stewart Foolish Behaviour" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	RULP 11 3.04	RVL 11 3.04	NOV 14
<b>SECTION 25 SECTION 25</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Section 25 Section 25" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	5139 036 3.04	7150 036 3.14	NOV 14
<b>SOUTHRoad CONNECTION POSITIVE ENERGY</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "SouthRoad Connection Positive Energy" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	US194 3.07		NOV 14
<b>SPLINTER SPLINTER</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Splinter Splinter" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	SRP 010 2.78		NOV 14
<b>STANLEY HOULLEY MERRY WONDROUS AND SONGS</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Stanley Houley Merry Wondrous and Songs" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	DNM 533 2.00	TCNM 533 2.00	NOV 14
<b>SUNS OF MORNINGSIDE OF THE MORNINGSIDE</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Suns of Morningside of the Morningside" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	MCKL 1 2.35		NOV 14
<b>SWEET PETER SWEET PETER</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Sweet Peter Sweet Peter" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	2111 388		NOV 14
<b>TEMPLE TROUBLE</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Temple Trouble" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	SE21 3.20		NOV 14
<b>VARIOUS CARS</b> (Mercury) ◆◆◆◆ Hot ◆◆◆◆ New album since <i>Wings</i> in May 1979 contains two. The Winner Ladies & the Winner Ladies. A new and original new single "Various Cars" / TV new album can be tuted out at the post to have the RB TV Dealer's Guide for more info into about £10	MX 070		NOV 14

See New Singles page for distributor code details



# THE ALBUM CHART 1-60

This Week	Last Week	TITLE ARTIST	LP (cassette) No.	Dist.	Price
1	3	GUILTY BARBARA STREISAND	CBS (4086122)	C	3.22 (3.22)
2	1	ZENYATTA MONTYDYA POLICE	AM AMLM (CAM) 64631	C	3.04 (3.04)
3	2	THE RIVER BRUCE SPRINGSTEEN	CBS (40) 68510	C	4.25 (4.25)
4	3	JUST SUPPOSIN' STATUS QUO	VERTIGO 6302 057 (7144 057)	F	3.44 (3.53)
5	1	HOTTER THAN JULY STEVE WONDER	MOTOWN (TG15MA) 8035	E	3.29 (3.29)
6	2	ORGANIZATION ORCHESTRAL MANOEUVRES IN THE DARK	INDISIG (DI)C 6	C	3.20 (3.20)
7	5	ABSOLUTELY NAKEDNESS	WIPF (2)SEEZ 28	C	2.89 (3.03)
8	17	MAKING MOVIES DIRTY STRAITS	VERTIGO 6359 034 (7150 034)	C	3.44 (3.53)
9	7	NEVER FOR EVER KATIE BUSH	EM (TC)EMA 794	E	3.29 (3.29)
10	4	THE LOVE ALBUM VARIOUS	K-Tel NE 1092 (KE 2092)	G	5.25 (5.25)
11	8	SCARY MONSTERS AND SUPER CREEPS DAVID BOWIE	RCA BOWEP (B)OWK 2	R	3.34 (3.34)
12	58	2 FACES EARTH, WIND & FIRE	CBS (40) 88498	C	4.25(2)(4.25)(5)
13	11	PARIS SUPERTRAMP	AM AMLM (CSM) 66702	C	4.25 (4.25)
14	6	CHRISTOWN THIN LIZZY	VERTIGO 6359 030 (7150 030)	F	3.44 (3.53)
15	14	MANILOW MAGIC BARRY MANILOW	ARISTA (AR)VIC 2	F	3.05 (3.05)
16	44	2 REMAIN IN LIGHT TALKING HEADS	SIRE SRK (S)IC 6695	W	3.04 (3.04)
17	20	CONTRACTS OF OBLIGATION ALBUM MONTY PYTHON'S FLYING CIRCUS	CHARISMA CAS 1152	M	2.92
18	13	SIGNING OFF UB40	GRADUATE (GRAL) (P)RADC 2	F	2.92 (2.92)
19	12	BREAKING GLASS HAZEL O'CONNOR	AM AMLM (CAM) 64820	C	3.04 (3.04)
20	18	GIVE ME THE NIGHT GEORGE BENSON	WARNER BROS (K)456823	W	3.04 (3.04)
21	15	REGGATA DE BLANC POLICE	AMH (ICAM) 64792	C	3.04 (3.04)
22	16	4 TRIUMPH JACKSONS	EPIC EPC (40) 86112	C	3.22 (3.22)
23	10	6 MORE SPECIALS SPECIALS	2 TONE (Z)ICHR T 5003	F	3.04 (3.04)
24	19	1 I AM WOMAN VARIOUS	POLYSTAR WOMTV (W)OMMC 1	F	3.23 (3.25)
25	26	81 OUTLANDOS D'AMOUR POLICE	AMM AMLM (CAM) 68502	C	3.04 (3.04)
26	38	2 STREET LEVEL VARIOUS	RONCO (AC)RTL 2048	D	3.36 (3.70)
27	27	6 GOLD THREE DEGREES	K-Tel (2)3002	G	4.99 (4.99)
28	24	2 MY GENERATION WHO	VIRGIN V2179	G	3.95 (4.15)
29	30	1 LIVE DATES 8 WISHBONE ASH	MCA MCGCI 4012	C	3.04 (3.04)
30	3	3 REVDY BLUES BAND	ARISTA (M)CB 2	F	3.05 (3.05)
31	25	2 GREATEST HITS VOL 2 COCKNEY REJECTS	ZONOPHON ZNO10 2	E	3.04 (3.04)
32	31	1 LITTLE MISS DYNAMITE BRENDA LEE	WARWICK (WW)4 5083	U	3.25(3) (3.45)
33	22	6 THE VERY BEST OF DON MCLEAN	UA UAG (TC)1 30314	E	2.95 (2.95)
34	53	3 THE VERY BEST OF ELTON JOHN	K-Tel NE 1094 (KE 2094)	G	5.25 (5.25)
35	30	2 AXE ATTACK VARIOUS	K-Tel NE 1100 (KE 2100)	G	5.25 (5.25)
36	1	1 STAGE STRUCK RORY GALLAGHER	CHRYSALIS (Z)ICHR 1280	F	3.04 (3.04)
37	21	3 MONSTERS OF ROCK VARIOUS	POLYDOR POLY (P)OLV 11	F	3.40 (3.42)
38	24	4 KILMANGAR TERROR! EXPLODES	MERCURY 6359 035 (7150 035)	F	3.44 (3.53)
39	33	3 BORDERLINE RY COOPER	WARNER BROS (K)456564	W	3.04 (3.04)
40	28	2 KILLING JOKE KILLING JOKE	Malicious Damage (EMDC) 5.45	F	3.25 (3.38)
41	29	3 SECONDS OF PLEASURE ROCKPLE	F-BEAT XXLP (X)C 7	W	3.04 (3.04)
42	46	4 MONIE DYNAMOS MATCHBOX	MAGNET (Z)CZMAGMAGL 5036	A	3.22 (3.22)
43	32	38 SKY 2 SKY	ARIELA ADSKY (Z)SKY1 2	A	4.55 (4.55)
44	36	23 FLESH AND BLOOD ROXY MUSIC	POLYDOR POLY 2	F	3.50 (3.50)
45	23	6 MOUNTING ECITATION VARIOUS	K-Tel NE 1091 (KE 2091)	G	5.25 (5.25)
46	55	2 MAKING WAVES NOW JAYS	EPIC EPC (40) 10023	C	3.44 (3.44)
47	11	1 CLASSICS FOR DREAMING JAMES LAST	POLYDOR POLY (P)OLV 11	F	3.23 (3.25)
48	59	2 THE WANDERER DONNA SUMMER	GEFFEN (G)E109124	W	3.04 (3.04)
49	40	113 BAT OUT OF HELL MEAT LOAF	EPIC EPC (40) 82419	C	3.04 (3.04)
50	1	1 LUNNOUS BASEMENT TOURISTS	RCA RCALP (RCAL) 1	R	3.22 (3.22)
51	1	1 BEATLE BRAZOS BEATLES	PARLOPHONE (T)CIPCS 7214	E	3.07 (3.07)
52	37	3 BEAT CHAZZ JOE JACKSON	AMM AMLM (CAM) 64837	C	3.04 (3.04)
53	49	2 THE TURN OF A FRIENDLY CAR ALAN PARSONS PROJECT	ARISTA (ART) (TC)ART 1	F	3.34 (3.05)
54	35	14 NOW WE MAY BEGIN RANDY CRAWFORD	WARNER BROS (K)456781	W	3.04 (3.04)
55	57	24 ME MYSELF I JUAN ARMSTRADING	AMM AMLM (CAM) 64809	C	3.04 (3.04)
56	79	1 RUMOURS FLEETWOOD MAC	WARNER BROS (K)456344	W	2.44 (2.44)
57	1	1 SUD CAPE SAD CAPE	RCA SADLP (SADLP) 4	R	3.04 (3.04)
58	41	21 DIANA DIANA ROSS	MOTOWN (TG15MA) 8033	E	3.29 (3.29)
59	31	9 TELEKON GARY NUMAN	BEGGARS BEAT (BEGC) 19	W	3.04 (3.04)
60	48	59 OFF THE WALL MICHAEL JACKSON	EPIC EPC (40) 83468	C	3.04 (3.04)

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● Platinum Disc (300,000 sales)  
● Gold Disc (100,000 sales)  
● Silver Disc (60,000 sales)

See New Singles page  
for Distributor Code details

## BUDGET

BOTH MFP and Pickwick are wrapping up their pre-Christmas new release activity this month, with both companies reporting a heftening surge in the level of seasonal business.

At Pickwick, sales and marketing director Alan Friedlander is enthusiastic over the retail and consumer response to the Superstars promotion for 20 albums of the company's choicest product. Leader in sales so far is predictably Lena Martell, but the runners-up are less obvious — Ray Charles' *I Can't Stop Loving You*, Bob Newhart's comedy album *Containing Some of his Classics like 'The Driving Instructor', Earth Wind & Fire and Mory O'Hara's Music Speaks Louder Than Words*, once again emphasizing the MOR appeal of budget repertoire.

Company is reaching dispatch of its Christmas packs — 10 units of 14 titles — and is anticipating no slackening of demand for the ever-popular Elvis Presley's *Christmas Album*. Before Pickwick acquired rights, it had been out on RCA at full and mid-price and this year will mark the eighth Christmas that Pickwick has re-released it. Advance orders amount to 150,000 copies, and total sales to date amount to 1.5 million units.

At MIP, EMI's production problems have been causing some supply difficulties. These have been aggravated by the unexpected need to release five Beatles albums to coincide with American plans and beat the threat of parallel imports. However, supplies are now rolling out, and obviously the company is looking to the Beatles, on budget for the first time, to provide the heavy volume sellers. Also picking up solid sales is the series of 20-track albums, of which a Captain & Tenille collection has been featured as David Hamilton's *Record of the Week* on Radio-2.

The other four new Listen For Pleasure talking books — *The Last Word* by Arthur Conan Doyle, read by James Mason, Alison Uttley's *Stories Of Brown Mouse and Little Red Fox*, read by Prunella Scales, *African Queen* read by Edward Woodward and *An Actor In His Time*, autobiographical extracts read by Sir John Gielgud and based on interviews for the BBC with John Harris.

## PICKWICK

1	LENA MARTELL	(SSP 3072)
2	I CAN'T STOP LOVING YOU	(SSP 3073)
	Ray Charles	(SSP 3074)
3	ROBERT STEWART	(SSP 3075)
4	ELVIS — THE KING	(SSP 3076)
5	THE SHOW MUST GO ON	(SSP 3077)
6	MUSIC SPEAKS LOUDER THAN WORDS	(SSP 3078)
7	CATHY'S CLOWN	(SSP 3079)
8	THE LAST WORD	(SSP 3080)
9	FIRST TIME I EVER SAW YOUR FACE	(SSP 3081)
	Roberta Flack	(SSP 3082)
10	ROBERT STEWART	(SSP 3083)
11	10 GOLDEN NUM. ONES	(SSP 3084)
12	10 GOLDEN NUM. ONES	(SSP 3085)

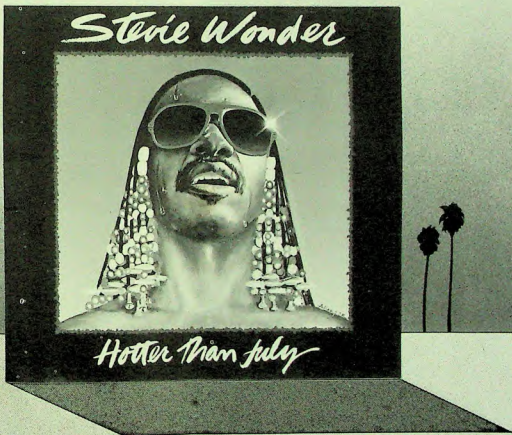
## MIP

1	BEATLES ROCK & ROLL VOL 1	50506
2	BEATLES ROCK & ROLL VOL 2	50507
3	20 GREATEST HITS	50492
4	AS TIME GOES BY	50493
5	ROCK ON WITH BUDDY HOLLY	50494
6	THE BEATLES	50489
7	20 GOLDEN NUM. ONES	50491
8	TICKET TO RIDE	50491
	Capenters	50431
9	10 MERRY GAMES	50509
10	LENDYME	50509
11	JOHN LERRON	50509
12	10 GOLDEN NUM. ONES	50420





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