CBS drops LP prices in market attack

IN A bold move simultaneously aimed at stimulating sales by improving trade margins and making lower-price imports less attractive, CBS is embarking on a radical reassessment of its pricing structure.

With effect from February 1, the major will implement three important changes involving reduced dealer prices on albums and tapes and a freeze on the cost of singles.

- Singles are being pegged at their current trade price of 70p (12-inch £1.21 according to category) for at least three months.
- LPs/Tapes - previous dealer prices of £3.17 and £3.22 to be abolished in material is to be transferred to the standard full-price category with the consequent improvement in margin. Future TV albums released at the higher dealer price will revert to standard LP prices six months after release.

“We have given this whole plan a great deal of consideration,” sales director John Mair told RB. “We do not think this is the right time to increase the price of singles and we are prepared to absorb any increased costs for at least three months and possibly longer. “We accept that records may be over-priced and we have to recognise the price our product commands in the real world so far as our customers, the dealers, are concerned. We also need to be competitive if we are to face up to the challenge of cheap European imports.”

Mair said that CBS was not anticipating that dealers would pass the reductions directly on to the public, but would take advantage of the extra margin being offered by ordering more of the company’s product.

Managing director David Betteridge stated: “We intend to take the bull by the horns and attack the marketplace, with quality product and attractive prices. We shall continue to make special price offers – the new Judas Priest LP for instance will have a £2.43 dealer price on initial orders.”

He added that CBS will be looking to sell an additional 500,000 LPs and tapes to compensate for the price reductions.

Additionally, CBS is reducing the dealer price of TV merchandised albums (excluding the two current releases by Abba and the Nolans both of which may receive a further burst of small screen promotion) to bring them into the standard full-price category with the consequent improvement in margin. Future TV albums released at the higher dealer price will revert to standard LP prices six months after release.

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Home-taping losses could hit £1m a day

THE RECORD industry’s home taping losses could hit the £1 million per day mark by the end of the year, according to BPI director general John Deacon.

His remarks follow the publication of a National Opinion Polls survey in December which is indicated a substantial rise in the proportion of young people taking up music recording.

The NOP’s original press release on the survey suggested the record industry was overstating its fears about the extent of the problem, but the company has now retracted its conclusion in the face of the BPI’s past research and its own new data.

After arbitration discussions between the BPI and NOP arranged by the market research society, NOP managing director John Barter said: “We have now had the opportunity of studying past research and our new data suggests a significant increase in the buying of blank cassettes, particularly among young people.”

The BPI’s research department endorsed the NOP’s findings. “This indicates there are now some 18 million people who have bought blank cassettes – an increase of three million over the previous year. Losses to the industry were measured at £228 million in 1979 and we estimate that at the current rate of increase, the toll will have risen to £1 million per day by the end of this year,” said a statement.

The NOP survey was not commissioned by the BPI but was carried out independently between September 25-29 1980 among 1957 adults aged 15 and over.

The two organisations agree the survey indicates a substantial increase in the level of blank tape purchasing.

RB launches chart-based video paper

THIS WEEK sees the launch of RB’s sister paper Video Business, the first monthly paper designed specifically to cater for the needs of Britain’s fast-growing video software and retail trade.

Video Business will be mailed free to all leading video software outlets and distributors and will be developed along similar lines to Record Business with the intention of providing comprehensive basic information aimed at improving retail awareness of latest sales and marketing developments. Edited by Tim Smith, RB’s video editor for the past 12 months, Video Business will feature the first UK charts to cover sales and rental activity, produced by RB’s research department.

The paper will also be carrying an American Video Top 50 supplied by Billboard magazine.

The first issue, 24 pages in size, has been supported by most of the major software companies and features an 8-page section devoted to the newly-launched Warner Home Video operation.

RB managing director Brian Mulligan commented: “Our plans for Video Business have been warmly welcomed by the video software industry and the level of advertising support received is an indication that the paper is filling a gap in the market. We have high hopes for its future potential as a communications link between distributors and retailers in this important new industry.”

CHRIS RIMMER has been appointed manager of the HMV Oxford Street store in London. Rimmer has been with HMV retail for 13 years and moves to London after a spell as Midlands region manager.
Air to fight tape ownership verdict

AIR STUDIOS is to appeal against a county court judgement which could enable clients to default on debts and still retain their master tapes.

Judge Deborah Rowland ruled at Westminster County Court last Thursday that Air had to return to Age Of Time Records master tapes which it had been holding against a £12,500 bill.

The judge said Air had no lien over the tapes because the company had obtained a personal guarantee from Age Of Time chief Avy Shie. She said the tapes must be returned to Age Of Time, but Air had first charge on any proceeds resulting from them.

In a counter claim, Air had sued for its £12,500 bill and gained judgement. However, the judge gave a year's stay of execution to enable Shie to exploit the tapes and pay the debt.

Air was also ordered to pay three quarters of Age Of Time's costs, estimated as some thousands of pounds.

The studio was backed in its action by the Association on Professional Recording Studios, whose chairman Peter Harris said: "We are concerned that Air seems to be getting a raw deal out of this. "I think it is very unlikely that Age Of Time needed a master tape to carry out its business. Mr. Shie could have produced records from the professional quality copy master he obtained immediately after the sessions were completed."

"It seems that Air did not issue conditions of business at the time, and the action was brought on this basis. We are now urging all studios to use the standard APRS conditions of business agreements which have been vetted by the Department of Trade."

Air is now appealing to the Court of Appeal against judgement and the stay of execution on its own judgement against Age Of Time Records. This action effectively means Air retains the disputed tapes until the Appeal.

Fashion Magic issues tape gadget range

A LIVERPOOL electronics wizard, Joe Dawson, is launching a new company called Fashion Magic this week with the aim of putting the fun back into pop music with a new concept in tape marketing.

The project involves Decca Tapes, Heath Levy Music and Pinnacle distribution and initial test marketing of a JR single sold 20,000 copies in record shops, newsagents and gift shops.

The initial product consists of five different 'Fabpacks', containing a cassette single or album plus jokes and jewellery. The most ambitious package includes a built-in tuner to convert a cassette player into a radio.

Future Fabpacks will be based on his and hers' items - perfume, satin underwear, cassette player into a radio. The project involves Decca Tapes, Heath Levy Music and Pinnacle distribution and initial test marketing of a JR single sold 20,000 copies in record shops, newsagents and gift shops.

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Future Fabpacks will be based on his and hers' items - perfume, satin underwear, concert tickets, make up and electronic games. Every pack will also feature a cassette. The band which plays on all initial cassettes is Gibson Buck Dynamo, composed of session musicians and produced by Tony Williams.

Fashion Music claim that several other music companies have expressed an interest in using the Fabpack 500 system and label. The idea will be given its media launch on Thursday January 16 at the Mayfair Hotel.

Retail prices start at £1.80 for the 'Graffitti' Fabpack (see through toilet, Jazz Gala will star Gerry Mulligan, Ahmad Jamal and Max Roach).

An international meeting of show business lawyers will discuss the problems of artists on tour or recording abroad, and the financial problems of acquiring a catalogue. The meeting will take place in the Miramar Hall on January 23.

This year, due to increased worldwide interest in video, the first Musical Videoclip awards will be made at Midem. A jury consisting of specialist journalists and video performers will award prizes in various international and domestic categories. Several British video companies will be present for the first time, including VCL and Keefco.
PolyGram Leisure has made emergency plans following the fire which destroyed its offices at 15 St George Street, London W1, but trade continues as normal. The offices are completely uninhabitable with damage to the fabric of the building as well as furnishings on all floors.

Staff have been relocated as follows: PolyGram Classics (general manager Peter Russell) now at Phonogram's offices, 50 New Bond Street - 3rd floor.

Phonogram International Classical Programme Bureau (general manager Erik Smith) now at Chappell's offices, 129 Park Street, London W1, 01-629 7600.

PRO copyright department (manager Frank Sheahan) is now with PRO royalties dept, 1st floor, 50 New Bond Street.

PolyGram Leisure, all departments under chief executive David G. Fine, now at the former Polytel offices, 54 Maddox Street, W1.

Unless stated the telephone number remains 01-491 4600 and all mail should be addressed to 15 St George Street until further notice.

Smoke was first spotted on Saturday afternoon and the fire quickly gained hold. At its height the blaze was filmed by BBC Television and later shown on its evening newscasts. The cause has not been established but the building was empty at the time.

The following day, while firemen were still damping down, PolyGram management held an emergency meeting and by Monday, Fine and his staff had found temporary offices.

Cassette singles due
CASSETTE SINGLES by John Lennon and David Bowie herald the birth of the cassette single as an alternative form rather than a gimmick.

WEA has released the new Lennon single 'Woman' in cassette form (K79195M) and RCA has issued Bowie's 'Scary Monsters' - a song already in the charts in the cassette form (BOWC 8).

WEA's cardboard flip-top pack carries the same dealer price as a disc single - 70p - while the RCA cassette is 88p to dealers.

Lennon was chosen because 'Woman' is the first big WEA single of the year. The firm estimate that a cassette version could add up to 40,000 sales on disc sales of 200,000 plus.

Initial orders have been manufactured by Tape Duplication Ltd, of North Road Islington, with packaging by Garrod & Fogg. A second cassette single, is planned for the Pretenders single 'Message Of Love' on January 14.

Bowie's is the first venture by RCA into the cassette single market and is seen as a 'one-off' to be monitored, it is seen as a success. 'Scary Monsters' comes in a cardboard packa of similar design to WEA's.

Independent pressing plant Damont Records has installed cassette duplication equipment in a £750,000 factory expansion and the plant is geared to handle production of cassette singles.

EMI which pioneered the use of the cassette single with its Bow Wow Wow releases has no current plans for further releases.

Bowie - Lennon

cassingles due

Genesis man's album debut
PHIL COLLINS of Genesis, whose single 'In The Air Tonight' went straight in at number 27 on RB's airplay guide, releases his first solo album Face Value on February 13. His Virgin debut contains 10 new songs, including a different version of the single and a new arrangement of Genesis' 'Behind The Lines'.

Virgin are taking pages in most trade and consumer music papers, plus extensive display and flyposting. London's Underground will display 100 Face Value posters, and Virgin is arranging a special deal with W.H. Smith.

Sixth album by Stranglers due
SUBSTANTIAL PROMOTION is being given to the sixth Stranglers albumThem eninblack (LBG 30313) released by Liberty-United on February 9.

A single 'Thrown Away' (BP 383) is released today (Jan 19) and the gatefold-sleeved album is receiving back page spot colour advertisements in all the consumer pop papers and there will be additional national press and radio advertising. In-store promotion consists of window displays and full colour posters.

The Stranglers are undertaking a 20-date national tour during February and March and appear on the new ITV rock show Rock Stage in February.
Shop PAs in 21 cities as Sheena promotes LP

SHEENA EASTON is set to embark on a gruelling tour of record shops to promote her new album Take My Time (EMI-EMC 3352) released on Friday (January 23).

She will be visiting 21 cities in 11 days and press ads will be taken in all the major centres. National press ads will also be taken and posters will appear on London Transport buses.

In-store promotion will be headed by 500 life-sized 3-D models for major advertisers. The album contains all three hit singles scored in Sheena during 1980 and the title track from the album is released as a single on February 2 (EMI 5135).

POLYDOR IS launching a major campaign for the new Rainbow album Diffi- cult To Cure (POL 3166) released on February 13. Full page ads in the pop press, flyposting in major cities, national newspaper and radio advertising and in-store promotions have been organised. In-store giveaways include handout material and paper and radio interviews. A single from the album, 'I Surrender' is released on January 23 in a special colour bag. It too will receive extensive promotion.

STIFF RECORDS is mounting a leaflet and consumer press advertising campaign around release of Madness's new song 'The Return Of The Los Palmas' July 108). The company is distributing 5,000 leaflets to CBS account stores and full page newspaper and radio campaigns have been booked into the rock weeklies. The single appears in a two-colour picture bag.

TWO HIT singles are included on the debut album by Sploidogenabounds (Deram NML 1121) which is receiving a big campaign. Polypress is offering a special dealer price of £2.43 plus VAT on the first 20,000 albums and 2,000 cassettes. National newspaper advertising, fly-posting and in-store displays are being launched and the album will include a competition for consumers.

DECCA RECORDS is mounting a full consumer campaign to promote Camel's new album Nude (SKL 5232). Pictured are, from left to right, Marcel Stellman, international operation manager, Reinhardt Klaasen, executive chairman of the Decca Record Co Ltd, Andy Ward, drummer, and Andy Latimer, guitarist of Camel.

Rod gig video

AN HOUR long video of Rod Stewart's 1980 concert at the Los Angeles Forum is to be released by Warner Home Video on February 2. Retail price will be £29.95.

Other pre-recorded video cassettes schedule for same day release by Warner Home Video include Hooper, starring Burt Reynolds, comedy movie The In-Laws and various horror movies - among them Dracula Has Risen From The Grave.

- Covent Garden operas and ballets will be released on video cassette later this year following an agreement between the Royal Opera House, BBC TV and Covent Garden Video Productions, a company set up by record industry man Chris Peers.

The first production to be filmed on video is Tales Of Hoffman, starring Placido Domingo and Luciana Serra. This will be followed by La Fille Mal Gardée, starring Lesley Collier and Michael Coleman.

The agreement gives Covent Garden Video the right to produce a minimum of three ballet and opera performances for the next five years.

Battle of the bands

THE FINAL of the Battle of the Bands contest has been put back a month to March 1, and moved from the Rainbow to the Hammersmith Odeon. There are 12 bands taking part, selected from 600 who originally submitted tapes. Guest band at the final will be the Ak Band, the first signing to the new Battle of the Bands label.

DECCA RECORDS executives meet members of rock group Camel at a party at Abbey Road to celebrate the release of the group's new album Nude (SKL 5232). Pictured are, from left to right, Marcel Stellman, international operation manager, Reinhardt Klaassen, executive chairman of the Decca Record Co Ltd, Andy Ward, drummer, and Andy Latimer, guitarist of Camel.

Yorks rock mag

LEEDS BASED disc promoter Glenn S. Simpson is wooing advertisers in the West Yorkshire conurbation he is planning to launch.

Aimed at the 16-25 age group the magazine - to be called Metrobeat - will be released in both seven and 12 inch versions in a special sleeve.

BRISTOL BASED hard rock band Laurel release a single through their manager John Glover's Street Tunes label (STS 001) on January 30. 'Mean Gasoline' entered the heavy charts as a demo tape and the band decided to release it despite a major deal being imminent.

THEREIS a joke 'I'm In Love With The Girl On The Manchester Virgin Megastore Check-Out Desk' was picked up by MCA earlier this month. The song has now signed a contract with the label.

AFRICAN PERCUSSIONIST Gasper Lawal has secured national distribution of his Cap Records label through Rough Trade and Pinnacle. His self-produced album Amatose is now available through either distributor or direct from Cap on 01-868 2076.

POLYDOR RECORDS has signed singer-songwriter Kirsty MacColl, formerly with Stiff Records, and the will release a single 'Keep Your Hands Off My Baby' (POSP 222) on January 23 in a black and white picture sleeve. An album will follow later this year.

Rush LP

THE MCPS has issued a warning to dealers about importing American or Canadian copies of the Rush album Moving Pictures (SRM-1-4013 or ANR-1-1030/4/N1-1030). Heath Levy Music Ltd are not prepared to grant a licence for the importation or sale of any copies of the record manufactured in North America.

Anyone ignoring the warning and importing copies is liable to an injunction, damages, delivery-up of offending copies and costs.

Ins & Outs

BRAD MISSELL has been appointed director of promotions for Sire Records. He recently produced Iron Maiden's debut with a special two record set at Paradise Garage and was responsible for the major centres. National press ads and radio advertising available free in record shops.

MICHELLE FREIDMAN has joined Decca UK as a promotions manager, reporting to John Preston, general manager. She was previously head of promotion at Island Records and Decca TV promotions executive.

DAVE CROWE has left Rak Records after six years. As marketing manager, Crowe was responsible for commercial radio promotion, some A&R activities and liaison with EMI. He can be contacted at 01 486 9431.

ARIA RECORDS have promoted John Birley to head of A&R and he also retains responsibility for international exploitation of UK acts such as Skye, Three Degrees, Delegation and Kiki Dee. Stella Clifford becomes his personal assistant with responsibility for administration of Aria A&R.
Strange Rumbles from within the Bron Organisation regarding the future involvement with the company of international director Lilian Bron. Her announcement just before Christmas that she was taking over the management of Placido Domingo, one of the world’s leading opera singers, was not greeted with wild enthusiasm by her fellow directors who, so it is being suggested, have expressed concern that there could be a conflict of interests so far as her duties at Bron are concerned. Quite how this will affect her association with Domingo is by no means clear, but the indomitable lady herself commented: “I have no plans to leave the company.” Nevertheless, she is planning a Midem visit and it may well be that her future will lie more with her Tiger Management and Tigertail Music companies than with the company she helped found 18 years ago and which she has helped build from a music publishing base into one of the most respected indie operations in the music business.

No surprise that the BPI intends to renew its chart contract with the BMRB and existing partners – but in the light of earlier announcements that a cost-saving exercise was planned, the new deal which will set those concerned back in the region of £50,000 a year may well cause a few raised eyebrows, particularly among the harder up majors whose contributions keep the BPI and its industry chart afloat. . . now in preparation new ATV rock series Rocksiage recorded in expresso... expressed concern that there could be a conflict of interests so far as her duties at... announcement just before Christmas that she was taking over the management of future involvement with the company of international director Lilian Bron. Her... gospel tour of the UK and later in South Africa, godrock band Network 3 debut on distribution according to editor Niall Stokes... MUCH ADmired in Ireland, Hotpress rock magazine shortly to begin UK distribution according to editor Niall Stokes... after supporting him on 1980 gospel tour of the UK and later in South Africa, godrock band Network 3 debut on EMI with ‘Last Train Home’ single produced by Cliff Richard... recent Sun newspaper feature on people’s peculiar pets put Phonogram pressguy Lon Goddard on the centrespread - at his Chiswick home he keeps two snakes, some lizards and a iguana called Iggy... written by Sting, Grace Jones new Island single ‘Demolition Man’ is presumably not dedicated to Russell Harvey, on the receiving end of some naffisticuffs during her recent tv interview... indie pr man Howard Harding will be looking after the English-speaking media at Midem. . . RECENT DEATH of veteran jazz authority Sinclair Traill, aged 77, at his Brighton home. Traill started Jazz Journal in 1948 and continued as a consulting editor after it was sold to Billboard in May 1977 and subsequently to present owners Pitman Publications... not widely known in the business, but shortly before Christmas suffered a heart attack. Leonard Smith who worked for EMI, Philips and Pye... a second daughter for Paul and Rosalind Braithwaite - he was formerly with EMI and RCA, is now account director at Saatchi’s handling the EMI Video account... RCA international sales and marketing manager Brian Hall in St. Barths Hospital W.G. Grace Ward for spinal operation is likely to be off work for six weeks... Rialto Records most grateful to record companies who contributed nearly 300 albums to the ‘no dross’ Rialto-Capital Helpline Christmas appeal for presents for orphans. They even managed to persuade some hard-nosed music journalists to contribute as well... changes in the Liberty-Unitied area at Manchester Square pending?... could it be that Derek Green is scanning the ranks of the parish for a new A&M managing director... after a lengthy stay in the US, former Pye & WEA pressgal Annie Ivel now helping out at Arista-Arista... Kin Kelly - whose single ‘If I Could Hear Your Voice’ on the Gypsy label is being distributed through Spartan is the husband of Virgin sales manager Anne Kelly...
GETTING AN early look at The Jazz Singer are eight members of EMI's sales force, who last week flew to New York, to see the world premiere of the film starring Neil Diamond. The trip was in a sales incentive scheme run by Capitol for the film soundtrack, which has now gone gold. Pictured at Heathrow are Bob Moore, Kathy Leppard, Andy Trotter (national sales manager), Nicola Fishwick, Mike Dixon, Bill Ragan (national multiples manager) and Jimmy Parminter (national administration manager).

Bonapartes asks for new faults returns system

FAULTY RECORDS are a problem for dealer and record company alike and in the current economic climate it is becoming increasingly serious.

Record companies increased their vigilance of faulty returns during 1980 and are now less likely to accept dealers' reports of faults.

Bonaparte Ltd, currently in dispute with WEA over two returned boxes of "faulty" records, has come up with a solution which could suit both dealer and company.

Director Guy Melhuish has written to WEA suggesting that it introduces a more formal system for faulty returns. He asks the company to work out an average percentage of faulty product and operate a system similar to the five percent returns system.

"This would automatically cut out any retailer who tried unfairly to return large overstocks and would also save you having to conduct thorough investigations or spot checks on otherwise honest hard working dealers," says Melhuish.

Just what is an 'average price'?

SUPPLY PROBLEMS at EMI and PolyGram over Christmas have been well aired but the trade generally will have extended congratulations to CBS for maintaining an almost 100 percent fill - very different from RCA and WEA for coping with the Lennon crisis so admirably. Well done, too, RCA and PRT whose order fills actually improved over the period.

EMI's new year resolution will be to improve its stock position, particularly in respect of those HMV special offers with which we were bombarded through mail shots. Half the staff on offer wasn't available up to December 24 when it was needed (eg Messiah - SLS 774), I wonder if it will be ready by January 23?

Observation Post

I hope the dealer reaction to RCA's prices hike remains firm. Most outlets have realised the implications of a 27p (excluding VAT) dealer price on singles - that works out as a £1.33 retail price on margins of a year ago. Even before Christmas RCA singles were rapidly falling from grace in the charts and in the week ending January 10 there were none in the Top 40.

Perhaps the worst aspect of RCA's 10 percent increase in dealer prices is that anything remotely popular in their catalogue is often to be found on offer by wholesalers at about half RCA's usual dealer price. I'm not talking about foreign pressings either, the wholesalers are offering genuine RCA British pressed albums.

Perhaps John Howes would like to tell us how this comes about, and how EMI's Classical Collectors Society can offer Julian Bream (RL 11491) at a post-paid retail price just 3p more than RCA's VAT-inclusive price to dealers.

Wholesale & Import Round-up

RESISTANCE TO RCA'S price rises appears to be growing with HMV leading dealers against the increases imposed from the New Year.

With singles at £1.20 and albums retailing between £5.49 and £6.79 RCA has taken a step out of line with other major companies.

"There has been great consumer reluctance and RCA have done themselves no favours. It is not possible for dealers to absorb the increase so most are letting the public know whose fault it is," said HMV marketing manager, Nick Alexander.

He forecast that the other majors would follow suit and while RCA's major acts would not suffer their new acts and moderately successful ones would.

TV ADVERTISED product has held up well after Christmas with the K-tel Best of David Bowie (NE 1111) leading the One-Stop sellers.

TV exposure has also boosted sales of The Hitch Hikers Guide To The Galaxy and its sequel The Restaurant At The End Of The Universe (ORA 54) both on Original Records.

Lugtons also report strong sales of Kidstuff Cassettes, especially Worzel Gummidge product. The firm is offering five new K-tel catalogue titles, Magic Reggae, Romantic Guitar, Theme For Dreams, Goodmoming America and Golden Melodies at a dealer price of £1.75.

Lightning is ideally placed to take advantage of the popularity of Adam & The Ants with the group's first album Dirk Wears White Sox (Do It RIDE 3) back in stock. Special offers include Rod Stewart's Foolish Behaviour at £2.45, Elvis Presley's Inspirations at £2.85, Barrie Manlove's Barry at £2.75. The Specials' More Specials at £2.60 and Blondie's Autoamerican at £2.50.

IMS, the PolyGram subsidiary which made most money last year, leads with four German titles which should interest UK dealers. The first is a heavy metal compilation simply called Heavy (6 448 071) which features the likes of Rush, Thin Lizzy and Black Sabbath at a bargain £2.90 to dealers. Elton John's Blue Moves (6650 005) is available again at £3.90 to dealers and also of interest are The Best of Kiss Solo Albums (6302 060) at £3.30 and James Last Non Stop Dancing '81 (2372 050) also £3.30.

Howes accuses us of "being terrified of price increases" but offers us absolutely no scope for competing with outlets that are clearly being supplied under an alternative pricing arrangement.

Unfortunately in abandoning rrp WEA, like most of the others, has gone for the gobbledygook of a "catalogue" price based on averages of surveyed selling prices.

More unfortunately, WEA is putting this notion on delivery advice. There can be no justification for this whatever. After all, nobody actually sells WEA product at £4.54 and that figure on a delivery note gives no indication of cost price to, or selling price for, the outlet concerned. If WEA doesn't want rrp then at least it should indicate dealer price on delivery.

This business of "average retail prices" raises the whole question of the conditions and accuracy of the surveys by which they have been established. For a start, albums with the same dealer price are allocated quite different 'average' price by different companies. Indeed as more companies publish the results of their own and/or contracted surveys the more ridiculous the whole scenario becomes. Of most concern to retailers is that we cannot be sure that an element of low priced parallel import material is not being included in these price surveys.

"If the record companies want to sell records they must ensure that the retail outlets are attractive, not just to the hard-core record buyer."

All in all, I hope 1981 will see the aggressive adoption of new year resolutions the record companies should have made 12 months ago. If they want to sell records they must ensure that the retail outlets are attractive not just to the hard-core record buyer but to the other 90 percent of the public as well. This requires strong catalogue, quality product and knowledgeable retailing, and requires a retailer/supplier co-operation which is sadly becoming a thing of the past.
Dennis Milligan launches new Ulster gospel label

CORNERSTONE RECORDINGS is the title of a new recording label set up by former Pilgrim Records chief executive Denis Milligan. The new label will release gospel music and will be distributed by Symphola. The first act signed to Cornerstone is a five-piece group known as the High Country who previously recorded several albums for Pilgrim. Their debut album is expected to be issued late in January. The label has also signed other popular gospel artists such as Roberta Clements, YWCA Ladies Choir, and Rodney Cordner who are all working on new albums at present. Gospel music is extremely popular in Ulster and despite the current recession Denis Milligan is confident that his Cornerstone Recordings project has a promising future.

LOCAL ARTISTS, although upset because their recordings are so badly placed in the new RTE 30 chart compiled by MCPS, are finding compensation in the Downtown Radio charts.

AFTER almost 13 years country vocalist Frankie McBride is back in Ulster's best sellers list with 'Can I Have This Dance' issued by Mint Records. Downtown's own country DJ John Greer was delighted that his Hoemspun recording 'Roses for Mama' made the Downtown list, as did 'When Will I Be Loved' from Geraldine and the GB Band. Rather strange is the tale of Eurovision winner Johnny Logan. While his follow up singles to 'What's Another Year' failed to make the Irish or British charts, the recordings found high status in the Downtown hit parade. His latest single 'I Did It For You' is composed again by Shay Healy and Homespun Records, distributor of Logan's material in Ulster, is tipping it as another number one here.

BELFAST'S OUTLET Recordings is compiling a special 14-track compilation album for the Irish tourist board. The album is to promote the beauty of County Donegal in song, and will feature popular ballads by such singers as Margo, John Kerr and the late Connie Foley. The album will be issued around April and will be on sale at all Irish Tourist Information Offices in the UK and Ireland. The album will be promoted to coincide with the major international festivals held in Donegal, and both Outlet and the Tourist Board hope if successful, that other compilation albums highlighting songs about the Sligo and Leitrim regions will follow.

TRADITIONAL FAMILY group An Clannad will have their new album 'Crann Ull (Apple Tree)' issued in Germany late in January, and in early February issued on their own Ogham label here.

POP BAND Gentry has returned from Denmark, where it spent 17 days in the Puk Recording Studios working on their debut album. The album will be available in Scandanvia on the Puk label, and on their own GI label in Ireland. The group tours the UK during January and February. Mama's Boys from Co. Fermanagh have a third release on their own Pussy label. The song, self-composed 'High Energy Weekend' was produced by former Horslips leader Barry Devlin. With so many record tokens around, the recording labels hope for that after Christmas record bonanza, with major TV ads for Joe Dolan, Pholomena Begley, Leon, Maken & Clancy from the various firms.
CHART ANALYSIS OF 1980

YEAR END TOP 50 SINGLES

Compiled from RB singles chart panel sales figures.

1. DON'T STAND TO CLOSE TO ME
   - Diana Ross (Motown)
2. FEELS LIKE I'M IN LOVE
   - Blondie (Chrysalis)
3. THE TIDE IS HIGH
   - David Bowie (RCA)
4. ASHES TO ASHES
   - Pink Floyd (Harvest)
5. ONE DAY I'LL FLY AWAY
   - Van Morrison (Warner Bros)
6. USE IT UP, WEAR IT OUT
   - Paul McCartney (Apple)
7. TWO MUCH TOO SOON
   - Talking Heads (Epic)
8. WHAT YOU'RE Proposing
   - Lionel Richie (Epic)
9. I'M IN THE MOOD FOR DANCING
   - Kraftwerk (EMI)
10. ONE LOVE
   - The Police (A&M)

YEAR END TOP 50 ALBUMS

Compiled from RB album chart panel sales, incorporating BPI platinum, gold and silver certifications.

1. PINK FLOYD - A timely return to singles form at the start of the year.

AN ANALYSIS of the most successful discs and acts in 1980, compiled by the RB Research Department from RB's charts for the year.

NUMBER 1 SINGLES

<table>
<thead>
<tr>
<th>Week</th>
<th>Single</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>ANOTHER BRICK IN THE WALL</td>
<td>Pink Floyd</td>
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<tr>
<td>2</td>
<td>WALL OF A tended</td>
<td>Blondie</td>
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<td>3</td>
<td>THE SPECIAL A.K.A</td>
<td>The Specials</td>
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<td>4</td>
<td>GOING UNDERGROUND</td>
<td>The Rolling Stones</td>
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<td>5</td>
<td>ASHES TO ASHES</td>
<td>Pink Floyd</td>
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<tr>
<td>6</td>
<td>USE IT UP, WEAR IT OUT</td>
<td>Paul McCartney</td>
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<tr>
<td>7</td>
<td>TWO MUCH TOO SOON</td>
<td>Talking Heads</td>
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<td>8</td>
<td>WHAT YOU'RE Proposing</td>
<td>Lionel Richie</td>
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<tr>
<td>9</td>
<td>I'M IN THE MOOD FOR DANCING</td>
<td>Kraftwerk</td>
</tr>
<tr>
<td>10</td>
<td>ONE LOVE</td>
<td>The Police</td>
</tr>
</tbody>
</table>

PINK FLOYD - a timely return to singles form at the start of the year.
ABBA – yet another top showing.

**NUMBER 1 ALBUMS**

Jan 7-14 GREATEST HITS Vol II Abba (Epic)
Jan 21-Feb 4 PRETENDERS Pretenders (Reel)
Feb 11-25 THE LAST DANCE Various (Motown)
Mar 3-17 STRING OF HITS Shadows (EMI)
Mar 24-31 TEARS & LAUGHTER Johnny Mathis (CBS)
Apr 7-21 DUKE Genesis (Charisma)
Apr 28 GREATEST HITS Rose Royce (Winfied)
May 5 SKY 2 Sky (Arista)
May 12-26 THE MAGIC OF Boney M (Atlantic/Hansa)
Jun 3 McCARTNEY II Paul McCartney (Parlophone)
Jun 9 FLESH & BLOOD Roxy Music (Polydor)
Jun 16 PETER GABRIEL Peter Gabriel (Charisma)

**TOP AIRPLAY SINGLES OF 1980**

1 CRYING Don McLean (EMI)
2 ALL OUT OF LOVE Air Supply (Arista)
3 WOMAN IN LOVE Barbra Streisand (CBS)
4 JANUARY FEBRUARY Barbara Dickson (EPIC)
5 IF YOU'RE LOOKING FOR A WAY OUT Odyssey (RCA)
6 EVERYBODY'S GOT TO LEARN SOMETIME Korgis (Rialto)
7 ONE DAY I'LL FLY AWAY Randy Crawford (Warner Bros)
8 SEXY EYES Dr. Hook (Capitol)
9 MORE THAN I CAN SAY Leo Sayer (A&M)
10 SILVER DREAM MACHINE Silver Apples (Mercury)
11 WHEN YOU ASK ABOUT LOVE Matchbox (Magnet)
12 MAGIC Olivia Newton-John & Electric Light Orchestra (EMI)
13 XANADU Olivia Newton-John & Electric Light Orchestra (EMI)
14 9 TO 5 Sheena Easton (EMI)
15 COWARD OF THE COUNTY Young & Co (Excalibur)

**TOP 30 SOUL/DISCO SINGLES**

1 AND THE BEAT GOES ON Whispers (Solar)
2 (OOPS) UPSIDE YOUR HEAD Gap Band (Mercury)
3 USE IT UP, WEAR IT OUT Odyssey (EMI)
4 DON'T PUSH IT, DON'T FORCE IT Leon Haywood (20th Century)
5 STOMP Brothers Johnson (A&M)
6 GIVE ME THE NIGHT George Benson (Warner Bros)
7 I LIKE (WHAT YOU'RE DOING TO ME) Young & Co (Excaliber)
8 FUNKIN' FOR JAMAICA Tom Brown (Arista)
9 YOU'VE GONE LING Lリン (Chrysalis)
10 BACK TOGETHER AGAIN Roberta Flack & Donny Hathaway (Atlantic)
11 LET'S GET SERIOUS Jermaine Jackson (Motown)

**TOP 50 INDEPENDENT SINGLES**

Compiled on a points basis from the RB disc top 60 chart.

1 FOOD FOR THOUGHT/ KING UB40 (Graduate)
2 MY WAY OF THINKING / I THINK IT'S GOING TO RAIN TODAY UB40 (Graduate)
3 LOVE WILL TEAR US APART Joy Division (Factory)
4 THE EARTHER DIES SINGING / DREAM A LIE Joy Division (Factory)
5 WHERE'S CAPTAIN KIRK Spizz Enerji (Rough Trade)
6 RAW MATERIALS IN CAMBODIA Dead Kennedys (Cherry Red)
7 BLOODY REVOLUTIONS / PERSONS UNKNOWN Grass Poison Girls (Crass)
8 TRANSMISSION Joy Division (Factory)
9 KILL THE POOR Dead Kennedys (Cherry Red)
10 CARTROUBLE Adam & The Ants (Do It)
11 CALIFORNIA DUPER ALLES Dead Kennedys (Cherry Red)
12 PARANOID Black Sabbath (NEMS)
13 ZEBRA Adam & The Ants (Do It)
14 REALITY ASYLUM 2nd State (Crass)
15 TREASON (IT'S JUST A STORY) Ted Mulry Gang (Zoo)
16 YOU CAN BE (GIRL ON THE RUN) Honey bee (Crass)
17 FEEDING OF THE 5,000 SECOND SITTING Grass Pop group (Y. Rough Trade)
18 SHEEP FARMING IN BARNET (Saffron)
19 REALITIES OF WAR Discharge (Clay)
20 IN THE BEGINNING / THERE'S A WILL... Silt's Pop Group (Y. Rough Trade)
21 REQUIEM Killing Joke (Malicious Damage)
22 FIGHT BACK (EP) Discharge (Clay)
23 YOU ANTICIPATION Delta 5 (Rough Trade)
24 MOTORHEAD Motörhead (Big Beat)
25 CITY HOBGOBLINS HOW 1 Wrote Elastic Man Fall (Rough Trade)
26 WHITE MICE Mo-Dettes (Model)
27 SEVEN MINUTES TO MIDNIGHT Heat... (Inevitable)
28 CAN'T CHEAT KARMA / WAR SURVIVOR Zounds (Crass)
29 FINAL DAYS Young Marble Giants (Rough Trade)
30 NO ROOM Athletic Spurt (Rough Trade)
31 ARMY LIFE Exploited (Exploited)
32 ATMOSPHERE Joy Division (Factory)
33 BEER DRINKERS AND HELL RAISERS EP (Big Beat)
34 BIRD IN FLIGHT / TRIBAL LOOK Safari (Ulft)
35 YOU WANT TO DO IN CHERALY Bill Nelson (Cocteau)
36 SOLDIER SOLDIER Spizz Enerji (Rough Trade)
37 TELEGRAM SAM Baumhans (4AD)
38 WARDANCE Killing Joke (Malicious Damage)
39 MIND YOUR OWN BUSINESS Delta 5 (Rough Trade)
40 TOTALLY WIRED Fall (Rough Trade)
41 EXPLOITED BARMY ARMY Exploited (Exploited)
42 DECONTROL Discharge (Clay)
43 TERROR CouPLE KILL COLONEL Baumhans (4AD)
44 MAN NEXT DOOR Slits (Y.Rough Trade)
45 NANTUCKET SPIEGLEIGH Quartz (Reddington's Rare Records)
46 ALTERNATIVE ULSTER Stiff Little Fingers (Clay)
47 SILENT COMMAND Cabaret Voltaire (Rough Trade)
48 DEATH AND DESTINY Myths (Streetbeat/Pinnacle)
49 JUST LIKE EDDIE Silicon Teens (Mute)
50 NAME, RANK AND SERIAL NUMBER Fists (Next)

**SINGLES**

Compiled on a points basis from the RB disc top 60 chart.

**Top Artists**

1 Blondie
2 Jam
3 Madness
4 Police
5 Abba

**Top Labels**

1 Polydor
2 EMI
3 Epic
4 Chrysalis
5 A&M

**Top Companies**

1 EMI
2 Polygram
3 CBS
4 WEA
5 RCA

**ALBUMS**

Top Artists

1 Police
2 Abba
3 Barbra Streisand
4 Roxy Music
5 Barry Manilow

**Top Labels**

1 A&M
2 Epic
3 Chrysalis
4 Polydor
5 CBS

**Top Companies**

1 EMI
2 CBS
3 Polygram
4 A&M
5 WEA

**RECORD BUSINESS** January 1981
<table>
<thead>
<tr>
<th>Title/Artist</th>
<th>Label/Code</th>
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<th>Dealer</th>
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<tr>
<td>IMAGINE JOHN LENNON</td>
<td>APPLE R6009</td>
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<tr>
<td>ANT MUSIC ADAM &amp; THE ANTS</td>
<td>CBS 9352</td>
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<tr>
<td>DO NOTHING SPECIALS FEATURING RICO</td>
<td>2-TONE CHS TT 16</td>
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<tr>
<td>JUST LIKE STARTING OVER JOHN LENNON</td>
<td>GEFFEN K71986</td>
<td>W</td>
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<tr>
<td>HAPPY XMAS (WAR IS OVER) JOHN &amp; YOKO PLASTIC ONO BAND ETC.</td>
<td>O APPLE R5970</td>
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<td>TOO NICE TO TALK TO BEAT</td>
<td>GO-FEET FEET (12)4</td>
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<td>YOUNG PARISIANS ADAM &amp; THE ANTS</td>
<td>DECCA F13803</td>
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<td>I AM THE BEAT THE LOOK</td>
<td>MCA 647</td>
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<td>DE DO DO DO, DE DA DA DA POLICE</td>
<td>A&amp;M AMS 7578</td>
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<td>EMBARRASSMENT MADNESS</td>
<td>O STIFT BUY 102</td>
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<td>I AIN'T GONNA STAND FOR IT STEVIE WONDER</td>
<td>MOTOWN (12)TMG 1215</td>
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<td>RABBIT CHAS &amp; DAVE</td>
<td>ROCKNEY 9</td>
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<td>DON'T STOP THE MUSIC YARBRUGH &amp; PEOPLES</td>
<td>MERCURY MERX (53)</td>
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<td>SCARY MONSTERS (AND SUPER CREEPS) DAVID BOWIE</td>
<td>RCA BOWC (8)</td>
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<td>WHO'S GONNA ROCK YOU? NOLANS</td>
<td>EPIC EPC 9325</td>
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<td>RUNAWAY BOYS STRAY CATS</td>
<td>O ARISTA SCA T1</td>
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<td>SUPER TROOPER ABBA</td>
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<td>BURN RUBBER ON ME (WHY YOU WANNA HURT ME) GAP BAND</td>
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<td>OVER THE RAINBOW - YOU BELONG TO ME MATCHBOX</td>
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<td>THIS WRECKAGE GARY NUMAN</td>
<td>MFP PP 900</td>
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<td>NO ONE QUITE LIKE GRANDMA ST.WINIFRED'S SCHOOL CHOIR</td>
<td>O REFORMATION CHS (12)2473</td>
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<td>TO CUT A LONG STORY SHORT SPANDAU BALLET</td>
<td>CAPITOL CL 16173</td>
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<td>POLYDOR POSPX (194)</td>
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<td>FADE TO GREY VISAGE</td>
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<td>LONELY TOGETHER BARRY MANILOW</td>
<td>RIVA 28</td>
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<td>MY GIRL ROD STEWART</td>
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<td>LADY KENNY ROGERS</td>
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<td>DO YOU FEEL MY LOVE? EDDY GRANT</td>
<td>DO IT DUN 10</td>
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<td>CARTROUBLE ADAM AND THE ANTS</td>
<td>DE-LITE KOOL 10(12)</td>
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<td>THE TIDE IS HIGH BLONDIE</td>
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<td>IT'S HARD TO BE HUMBLE MAC DAVIS</td>
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<td>IF I COULD ONLY MAKE YOU CARE MIKE BERRY</td>
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<td>LOOKING FOR CLUES ROBERT PALMER</td>
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<td>GTO GT (13)2485</td>
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</tbody>
</table>
**Indie Top 50**

1. **Zerox & Adam & The Ants**
   - Do It

2. **Cartrou & Adam & The Ants**
   - Do It

3. **It's Obvious/Diet AuPairs**
   - Human

4. **Rabbit Chass & Dave Rockney**
   - Rockney

5. **Decontrol & Discharge**
   - Clay

6. **The Earth Dies Screaming & UB40**
   - Graduate (12)

7. **Simply Thrilled, Honey & Orange Juice**
   - Postcard 80/6

8. **Original Sin & Theatre Of Hate**
   - SS

9. **Trydes & M.D.**
   - Cherry

10. **Holiday In Cambodia & Dead Kennedys**
    - Cherry

11. **Telegram & Bauhaus**
    - 4AD AD 17(T)

12. **Kill The Poor & Dead Kennedys**
    - Cherry

13. **Guilty & Honey Bane**
    - HB946

14. **Bloody Revolutions & Crass**
    - Crass

15. **Feeding Of The 5,000 (Second Sitting) & Crass**
    - Crass 21984

16. **Danced & Toyah**
    - Salari 32

17. **Atmosphere & Joy Division**
    - Factory FACUS 2 UK

18. **It's Kinda Funny & Josef K**
    - Postcard 80/5

19. **Reality Asylum & Crass**
    - Crass 1985

20. **Exploited & Barmy Army**
    - Exploited

21. **Politics & Fashion Girls At Our Best**
    - Record

22. **California Uber Alles & Dead Kennedys**
    - Fast

23. **Requiem & Killing Joke**
    - Malicious Damage EGMDX1

24. **Realities Of War & Discharge**
    - Clay

25. **Fight Back & Exploited**
    - Clay

26. **Guilty Money & Bane**
    - HB946

27. **Army Life & Exploited**
    - Clay

28. **Army Life & Exploited**
    - Clay

29. **Wardance & Killing Joke**
    - MD 540

30. **Wardance/psyche**
    - MD 540

---

**Nazereth Live**

- **USA**
  - EMI/Interscope

- **UK**
  - Vertigo

**Nazereth Live**

- **USA**
  - EMI/Interscope

- **UK**
  - Vertigo

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27. **Army Life & Exploited**
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28. **Army Life & Exploited**
    - Clay

29. **Wardance & Killing Joke**
    - MD 540

30. **Wardance/psyche**
    - MD 540
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<th>Song</th>
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<td>21</td>
<td>IT'S MY TURN</td>
<td>DIANA ROSS</td>
<td>82</td>
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<td>1</td>
<td>I AIN'T GONNA STAND FOR IT STEVIE WONDER</td>
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<td>79</td>
<td>E</td>
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<td>A LITTLE IN LOVE CLIFF RICHARD</td>
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<td>77</td>
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<td>5</td>
<td>7</td>
<td>RABBIT CHAS &amp; DAVE</td>
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<td>76</td>
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<td>6</td>
<td>16</td>
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<td>RAPP PAYBACK (PART ONE) JAMES BROWN</td>
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<td>IT'S HARD TO BE HUMBLE MAC DAVIS</td>
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<td>EVERY MONDAY IN THE WORLD AIR SUPPLY</td>
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<td>THE BED'S TOO STRONG WITHOUT YOU SHEILA HYLTON</td>
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<td>YOUNG MAN DRIVES FAST QUICK</td>
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<td>25 MILES EDWIN STARR</td>
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The Airplay Guide features playlists which are in force in the current week (except for Radio Hallam which due to production deadlines is for last week). Playlists normally only affect daytime Monday-Friday shows.

<table>
<thead>
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<th>NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE</th>
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<tr>
<td><strong>Basic Key</strong></td>
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<tr>
<td>A = Main Playlist/Chart</td>
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<tr>
<td>B = Breakers/Climbers</td>
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<tr>
<td>C = Extras</td>
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<tr>
<td>* = Hit Picks</td>
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<td>🖼 = Station Pick</td>
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<th><strong>Key To Station Playlists</strong></th>
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<tr>
<td><strong>MERCIA SOUND</strong></td>
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<tr>
<td>Coverery A Lot</td>
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<td>PENNINE Bradford</td>
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<td>PLYMOUTH SOUND</td>
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<td>MERC SCOTLAND</td>
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<td>HEREFORD Pever forge</td>
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<td><strong>46 SUPER TRADER ABBA</strong></td>
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<td><strong>91 I WANNA BE SEDATED RAMONE</strong></td>
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<tr>
<td>A</td>
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<tr>
<td><strong>52 GOTT HAVE MORE LOVE CLIMAX BLUES BAND</strong></td>
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<tr>
<td><strong>93 THE BEST IS YET TO COME CLIFFORD T.WARD</strong></td>
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<td>C</td>
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<td><strong>94 WHAT'S IN YOUR MIND GEORGE BENSON</strong></td>
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<td><strong>95 REMOTE CONTROL REDDINGS</strong></td>
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<td><strong>44 I JUST LIKE STARTING OVER JOHN LENNON</strong></td>
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<tr>
<td><strong>98 BIG NOISE FROM WINNIEFRA MUDER HILDE</strong></td>
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<td><strong>99 TRUMP CARD BAGATELLE</strong></td>
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<td>C</td>
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<td><strong>100 RUN TO HIM LABI SIFFRE</strong></td>
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<table>
<thead>
<tr>
<th><strong>Breaker</strong></th>
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<tr>
<td>FALING IN LOVE WITH YOURSELF ELLIE WARREN</td>
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<td>RIGHT FROM THE STREET RICHARD LEIGH</td>
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<td>BLUE MOON SHOWADY WADDY</td>
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<td>I'M HAPPY THAT LOVE HAS FOUND YOU JIMMY HALL</td>
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<td>DARLIN' RONNIE SPECTOR</td>
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<td>RAIN GOOMRAY DANCE BAND</td>
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<td>WHAT A FOOL BELIEVES ARETHA FRANKLIN</td>
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<td>BANANA REPUBLIC BOOMTOWN RATS</td>
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<td>LADY KENNY ROGERS</td>
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<tr>
<td>IF YOU WALK OUT THAT DOOR JEROME</td>
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<tr>
<td>I'M IN LOVE WITH A GERMAN KIMI STAR PASSIONS</td>
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<td>WHITE LIGHT HOUSE NAME</td>
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<td>HAPPY XMAS (I'VE CHANGED)</td>
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<td>DANCING WITH MYSELF GEN X</td>
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<td>THE AYA OLLA SONG ORIGINAL CAST</td>
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<td>STILL SUCH A THING GLADYS KNIGHT &amp; THE PIPS</td>
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<td>ISRAEL SIOUSSIE &amp; THE BANSHES</td>
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<td>I NEVER WAS A BEACH BOY JAGS</td>
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<td>YOUR GOOD GIRL'S GONNA GO BAD BILLIE JO SPEARS</td>
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<td>TO CUT A LONG STORY SHORT SPANDAU BALLET</td>
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<td>I SURRENDERED RAINBOW</td>
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<td>MANY RIVERS TO CROSS DESMOND DEKKER</td>
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<td>LOOKING FOR CLUES ROBERT PALMER</td>
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<td>FOOL THAT I AM RITA COOLIDGE</td>
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<td>DON'T FALL IN LOVE ROGERS &amp; CARNEIS</td>
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<td>I STARTING AGAIN GRACE KENNEDY</td>
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<td>I IF I COULD ONLY MAKE YOU CARE MIKE BERRY</td>
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<td>THE OLDEST SWINGER IN TOWN FRED WEDLOCK</td>
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<td>LITTLE GIRL DON'T YOU WORRY JERMAINE JACKSON</td>
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<td>CHEW TOBACCO RAG BILLY BRIGGS</td>
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<td>CHILDREN OF PARADISE BONEY M</td>
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<td>STILL BELIEVE IN LOVE GEMMA CRAVEN</td>
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<td>BACK ON THE ROAD EARTH WIND &amp; FIRE</td>
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<td>MARGARITA HARVEY ANDREWS</td>
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<td>JUST A LITTLE REGENTS</td>
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<td>MORE LOVE KIM CARNE</td>
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<td>MAGIC TOM BROWNE</td>
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**Record Business** January 1981
The radio year — period of transition

1980 was the year when nine new local stations took to the air, when the Broadcasting Bill took shape, when ILR made its result split network and when the Competition Commission, chaired by Sir John Thompson, decided that the radio industry was fit for a period of transition.

Broadcasting Bill took shape, when ILR for a desired increase in payments, produced a new set of guidelines fairly distinguishing between brand new and established, bit stations.

AIRC only to resign, and the question of the day was "Why?"

Many people asked why the BBC should bother to be in local radio at all. Bradford (headed by 210's Chris Yates), while Graham Moon, from marketing background including DJM Records, took on Severn Sound in the daytime. Bob Preedy of Pennine & roll offers no solutions only questions and Design.

TOP ROCKSHOW ALBUMS OF 1980

1 GET HAPPY - Bruce Springsteen
2 THE PRETENDERS - Pretenders
3 THE UP ESCAPALER - The Pretenders
4 DUKE - Dire Straits
5 PETER GABRIEL - So
6 EMOTIONAL RESCUE - Talking Heads
7 THE ROLLING STONES - Bridges To Babylon
8 THE BEEGEES - Spirits Having Flown
9 THE CARAVAN - Caravan
10 THE CHEMICAL BROTHERS - The Chemical Brothers

In addition to the top albums of 1980, which was compiled on a points basis from the past year's Rockshow charts, the presenters on the panel voted for their favourites of the year. The results of the poll are as follows:

TOP GROUP: Whitesnake
SOLO ARTIST: Bruce Springsteen
NEW GROUP: Saxon
NEW SOLO ARTIST: Pat Benatar
TOP ALBUM: The River/ Bruce Springsteen

Winners in extra categories include Brum Beat (Big Bear Drum 1) for the top compilation album, Peter Gabriel for best gig, and surprisingly, Mick Jagger for the best interview. The disj an industrial tribunal forced the station to admit unfair dismissal but not before the IBA had egg on its face in the form of potentially damaging evidence pointing to a conspiracy involving former programme controller and current IBA head of radio programming Bev Smith. Maitland's settlement saved the court appearance of both Smith and the IBA's John Thompson.

The BBC's £130 million cuts included local radio and caused a drop in morale especially in the face of ILR expansion.

Many people asked why the BBC should bother to be in local radio at all. With the competition between broadcasters and the record industry, it's difficult to imagine what will happen. The lessons learned will be a boon for the new generation of stations.

Unlike Cardiff's policy of heading its staff with no IBA experience, Mercia in Coventry, headed by Radio Tee's John Bradford, called on the best ILR talent around and launched a very solid, reliable and classically formatted ILR.

From the IBA, to AIRC Cecilia Garnett opened Peterborough's Hereward Radio next and after a few teething troubles is proving to bring jocular speech-oriented service to the area.

The Bournemouth station 2CR made a strong start, while Graham Moon, from marketing background including DJM Records, took on Severn Sound in Gloucester and launched the first ILR marketing guide predicting, correctly, that others would follow.

DevonAir's run-up-to-air was not devoid of mishap. Colin Mason was offered the mid-ship and turned it down at the eleventh hour. Eventually Maurice Vass, from a television background, and Dave '-the Examiner' Bower, from a legal aid agency, were appointed. ILR's first twinned operation, the Torbay studios opened once the Exeter operation had been launched. Former Beacon programme controller Alf Mackenzie launched Radio Tay in Dundee and promptly allied himself to Clyde and Forth as the germs of Scottish radio independence multiplied in terms of programming and sales.

1981 was a year of Inverness, Aberdeen, Inverness, Leeds (headed by the Derek Gorm), Leicester, Southend/Chelmsford (headed by Eddie Blackwell), Bristol (headed by 210's Chris Yates) and Bedford/Ford (headed by Colin Mason) to take air. Meanwhile the IBA continues to advertise new sites and the Home Office Working Party has given the go-ahead for 25 new ILR locations. In answer to the cry for training Capita secondary rental funds were used to set up the National Broadcasting School under former Capita programme controller Michael Buckingham. Its contribution to 1980's newcomers has been invaluable.

AIRC to become md of Radio 210 in Basingstoke. Meanwhile MD Guy Paine and the departure of programme controller Jack McLaughlin of former BRMB programme director for Russell, disappointed in the failure of his consortium to win Bristol, was appointed Victory md. Tees man Bob Hopton replaced Russell and former Strawbs member David Cousins replaced him in turn at Tens.

Perhaps the most surprising appointment of the year came towards the end when Tony Stoller resigned as director of AIRC to become md of Radio 210 in Basingstoke. His successor, the new initiative can be maintained.
**Disco Dealer**

A few words firstly about this week's rearrangement of RB's disco chart services. The main chart is now to be found only on the pullout in the centre of the magazine, which restricts it to the top 50 placings. However, more space is now available on this page for additional listings, so the opportunity has been taken to list the singles chart placings from 51 down to 70 as a 'breakers' chart. Also reintroduced after a long absence, during which it has only been published in Black Echoes, is the 12-inch sales chart. The domestic and import disco albums listings both retain their familiar format.

On the chart itself, the first full sales week of 1980 has produced an explosion of action and a rush of new entries. The highest, at 15 and looking like a potential chart-topper, is Cloud 9's 'Take It To The Top', which also bows DJM's new UK Champagne logo, designed to showcase British disco and funk talent. The cut is licensed from Swindon’s Flashback Records, and features on the flip a remixed version of Cloud's previous disco chart ride 'All Night Long'.

With Beggar & Co soaring to No. 20, Ensign's second self-distributed white label 12" single by David Benfield also makes a showing at 30 this week. Official release of these two (through RCA, as predicted last week) is unlikely to be before the end of the month, so it is to be wondered whether sufficient supplies are going to be around to enable either record to maintain this sort of momentum.

Dealers everywhere have been struggling to find copies of the Freeze album 'Southern Freeze' on Pink Rhyme, only to find that with staggering sales mainly through London specialist shops, the original pressing had completely sold out - which is also the sole reason why the album has suddenly vanished from this week's disco albums chart. The good news, however, is that the album has been licensed to Beggars Banquet, which promises to have it in the shops within a week or so via WEA. The catalogue number, previously EL, PEE 1, becomes BFA 22 with immediate effect.

Import albums have been few in number but sitting on the fence this week, Bongo has most certainly been the Whispers' 'Imagination', now due for UK release from RCA on Jan 23rd, just a week after the equally massive MFSB set which it replaced at No. 1 on the import chart, T. S. Monk's 'House Of Music' on the Mirage label doesn't seem to have found a UK buyer yet, but has now spawned successful import 7" single of its hottest track 'Bon Bon Vie'.

John Lennon's new single 'Woman (K719195M)', hit acts with new product including Saxon's B-side 'Have Right To Die' cut from their current hit album 'Mondo Bongo', 'The Elephants Graveyard' (BONGO 2); the first Boney M single has certainly been the Whispers' 'Imagination', now due for UK release from RCA on Jan 23rd, just a week after the equally massive MFSB set which it replaced at No. 1 on the import chart, T. S. Monk's 'House Of Music' on the Mirage label doesn't seem to have found a UK buyer yet, but has now spawned successful import 7" single of its hottest track 'Bon Bon Vie'.

**Small Labels**

**The NEW Hormones label has signed the Diagram Brothers for the release of a single 'Bricks' in March, with an album to follow in the autumn. 'Bricks' will be their second single, following the succes of the first 'We Are All Animals' on the Constest label.**

A New Hormones package tour – which includes combinations of Discosleeve Dance, Demon Brothers, Ludus, Decorators, Mud Hutters and Eric Random, is now in progress. It will close at the Moonlight Club, West Hampstead, on February 25th. Jell starring Eric Random is to be a ticket. 'I Dare Say It Will Hurt a Little' to the Some Bizarre Album – a compilation – released in February by Dead Good Records.

Another Record label releases an EP, 'Sell Out Before the Fall Out' by Michael Byrd and the Commercials. It is the second release on Byrd's own Another Record label and is being distributed by Rough Trade, Revolver, Service, Red Rhino, Fresh and Graduate. The EP also includes contributions from James Mackie and Adam Williams of the Selecter.

The esoteric Goat Bag Records has signed a band called Doctor Cosgrove. Their first single release 'B-side 'Dounce Dame' (GB 003) is sung in French and English, and will be out on February 1st.

There will be extensive flyposting, radio and press releases and a TV show announcement on the Capital, advertisements in Melody Maker, Acoustic Music, and Kasekbo magazines. Doctor Cosgrove take up a residency at the Half Moon, Putney for the next six weeks, with a free promotion pre-release party open to the public will be held on Saturday, 28th. 8 pm.

Goat Bag is also releasing 'DumCner' (GB 002) by Peter Leces, which is a maxi single containing 11 minutes of traditional Irish tunes, on the same date.

**Indie Albums**

1. BRICK WEARS WHITE SOX Adam & The Ants
2. SIGNING OFF UB40
3. GROOVETOKE AFTER THE GRAMME Fat Tony
4. TOYAH TOYAH TOYAH Toyah
5. FRESH FRUIT FOR ROTATING VEGETABLES Dead Kennedys
6. STATIONS OF THE CROSS Cherry Red Red 10
7. UNKNOWN PLEASURES Factory
8. THE FLAT FIELD Factory
9. FACTORY QUARTET Factory
10. SONS AND LOVERS Get Loaded
11. CLOSER Sky Division
12. 24 CARATS AT THE GROOVE EUROVISION PARTY In My Room
13. PARAPAGQUICK BRIDGE Poron Girls
14. THE HITCH-HIKERS GUIDE TO THE GALAXY MOST PART TWO: THE REST OF THE UNIVERSE Praxis
15. WAKE UP THIS MORNING AND FIND factory
16. DISCO LIVE Jonathan
17. 20 FEET UNDER RIGHT PAVILION Rough Trade
18. LIVING ROOM FIRE Elcans
19. LIVE AMMUNAL MATERIAL Rhino
20. STORYTELLING FINGERS Rough Trade

**Distributor and Wholesalers Directory 1981**

**SONET RECORDS AND PUBLISHING**

123 Ledbury Road, London W11 1AG

Telephone: 01-229 7272

Contact: Dan Sparrow

Labels Distributed: Sonet, Spinout, Black Magic, Takoma, Tzonic, Stone All P.A., Sun, Atlantic. All Sales of this record has been unavailable for some time due to the disappearance of the master, this version has been dubbed from a mint copy of the disc.
The Record Business Video Awards winners

BOWIE, PETER Gabriel and Madness were among the top names featured on top videos this year. Although the videos are screened on only a handful of TV shows, the music business is providing video makers with most of the opportunities for exercising sheer creative talent.

DAVID MALLETT's unconventional direction of David Bowie's "Ashes To Ashes", produced by James Garrett and Partners for RCA, was the unanimous choice of the judges as the top promotion film in the major record companies section of the Record Business Video Awards.

The award to Mallett climaxes a three-year association with Bowie which has produced a string of outstanding promotion films. His latest effort, based around Bowie's own strong visual concept, contrasted the freedom of the outdoors, with a sequence shot on Hastings beach, with the imprisonment of the man in the padded cell, all heightened with synthesized colours and allegorical images. It took two days to shoot, twice as long as is usual, and cost in the region of £25,000.

"David is a stimulating person to work with. Not only does he have totally original ideas, he always has them at the right time," says Mallett, an award winner last year with his work for the Boomtown Rats.

During what he describes as "a particularly busy year" since setting up his own MGM company in partnership with fellow director Russell Mulcahy and Lexi Godfrey, Mallett has worked for Thin Lizzy, Boomtown Rats, Roger Daltrey, Jethro Tull, Blondie, Rolling Stones and the Police, some assignments being for the Kenny Everett Video Show which he has produced for three years. This association is not being extended, both sides having decided to call it a day although remaining on friendly terms.

Another of Mallett's jobs was to direct Peter Gabriel's 'Games Without Frontiers' promo film for Charisma. This was produced by Jon Roseman Associates and came out in alternative forms. In its original shape it featured Hitler in one sequence, but this was late deleted before it was shown publicly. This took the runners-up award in the Independent Companies category.

Russell Mulcahy also made his expected contribution to MGM's highly successful first year with a hat-trick of awards. In the Independent Label Unscreened category he was both winner with 'No-one Driving' by John Foxx (Metamusic), with cubist images designed to reflect Foxx's tuneful technorock, and runner-up with the contrasting 'Latin America' by the Gibson Brothers (Island), a typical example of the act's escapist pop, enhanced by a beach party setting. Finally Mulcahy gained a Highly Commended citation in the Independent Companies section with the dramatic black and white treatment of 'Passing Strangers' by Ultravox (Island), which vividly recalled memories of the Hollywood gangster movies of the 40s.

While stressing that his job is to deliver in accordance with clients' re...
requirements, Mulcahy nevertheless laments that so few opportunities exist for video films to be seen outside TOTP, Times and Swashbuckler. However, he remains hopeful that once agreement on royalty payments has been reached, there will be more scope by way of video compilation albums.

Another comparatively new partnership, that of Brian Grant and Scott Millaney, was also well represented among the award winners. A notable piece of imaginative direction by Brian Grant for B.A. Robertson's 'Flight 19' was runner-up in the major labels section. Grant enhanced the song's Bermuda Triangle storyline by clever filming of a Haward single engine plane 'piloted' by Robertson at RAF Duxford, which gave added realism to the World War 2 setting. Grant also directed the Best Unscreened film, 'My Favourite Sins' by Larry Hagman for CBS/Epic, with its bizarre ballroom setting and completed a hat-trick of awards by being runner-up in the TV Commercials (Merchandisers) category with his commercial for Sireeilevel, a new wave commercial for the Beat's Can't Stop up commercial for the Arista company - Eyeline Productions; 'Never Mind The Beat's Can't Stop' — The Beat (Arista/Go Feet); Director - Brian Grant; Van Records — Winner: 'Runaway Boys' promo film directed by Derek Burbidge of Zoetrope.

The judging panels comprised (Promo films) — Denis Knowles (Tellydisc); Mike Leander and Steve Webber (VCL); Bruce Higham (Capture Video) and Tim Smith (RB video editor); (TV Commercials) — Wilf Price (Boots), Charles Robinson (RB video columnist), Geoff Davis (Thames TV), Bryan Whitman (Realmbeath) and Howard Rosen (RB advertising manager). Awards were presented as follows:

Promotion Films
Major Record Companies — Winner: 'Ashes To Ashes' — David Bowie (RCA); Director — Brian Grant (MGM); Production company — James Garret & Partners. Runner-up: 'Flight 19' — B.A. Robertson (Asylum); Director — Brian Grant; Production company — Millaney-Grant. Highly commended: 'Breaking The Law' — Judas Priest (Epic); Director — Brian Grant; Production company — Jon Roseman. Highly commended: 'Never Mind The Present — Barron Knights (CBS); Director — Piers Bedford; Production company — Eyeline Productions; 'Runaway Boys' — Stray Cats (Arista); Director — Derek Burbidge; Production company — Zoetrope.

Major Companies, Unscreened — Winner: 'My Favourite Sins' — Larry Hagman (Epic); Director — Brian Grant; Production company — Millaney-Grant. Runner-up: 'Romeo and Juliet' — Dire Straits (Phonogram); Director — Lester Bookbinder; Production company — Dire Straits.

Independent Companies — Winner: 'Baggy Trousers' — Madness (Stiff); Producer/Director — Phil MacDonald. Runner-up: Games Without Frontiers — Peter Gabriel (Charisma); Director — David Mallett (MGM); Production company — Jon Roseman. Highly commended: 'Passing Strangers' — Ultravox (Island); Director — Russel Mulcahy; Production company — MGM.

Independent Companies, Unscreened — Winner: 'No-one Driving' — John Foxx (Metamusick); Director — Russel Mulcahy; Production company — MGM. Highly commended: 'Latin America' — Gibson Brothers (Island); Director — Russel Mulcahy; Production company — MGM.

TV Commercials
Major Record Companies — Winner: 'Turn Of A Friendly Card' — Alan Parsons Project (Arista); Director — John Dominic; Production company — English Connection. Runner-up: 'Just Can't Stop' — The Beat (Arista/Go Feet); Director — John Dominic; Production company — English Connection.

TV Merchandisers — Winner: '40 Rock n Roll Classics' (Tellydisc); Director — Mike Reynolds; Production company — Rocky & Co. Runner-up: 'Street Level' — Various Artists (Ronco); Director — Brian Grant; Production company — Millaney-Grant.

RECORD BUSINESS January 1981
BOOMTOWN RATS: Mono Bongo (Mercury 6359 042) Prod: Tony Visconti/Boomtown Rats. This will be the year of the bongo player. Mono Bongo employs tribal rhythms but as interpreted by Rats, not Ants. Bob Geldof seems to have come in for a disproportionate amount of criticism lately (the inspiration for 'Under Their Thumb?'), but full marks to him for not coming out with another Fine Art Of Surfacing — if Mono Bongo is not a perfect album, at least it's a positive step in the right direction.

DAVID BOWIE: The Best Of Bowie (K-tel NE 1111) Prods: Various. This is the one likely to keep the smiles on record dealers' faces in the immediate post-Christmas period. A nicely judged collection of hits, neatly divided into the early 70s period — 'Space Oddity', 'Life On Mars', 'Starman', 'France', 'Golden Years' 'Sound Of The Subway', 'Rock'n'Roll Suicide', 'John I'm Only Dancing', 'The Jean Genie', 'Breaking Glass' and 'Sorrow' — and the later, bleaker stuff from the plastic soul producers. This time Paul Buckmaster's classy string arrangements make for albums. This time Paul Buckmaster's classy string arrangements make

Sheena Easton: Take My Time (EMI EMC 3354) Prod: Christopher Neil. Still one of the UK's best second division hard rock outfits, UFO continue

Top 60

UFO: The Wild, The Willing and The Innocent (Chrysalis CHR 1307) Prod: UFO. One of the UK's best second division hard rock outfits, UFO continue

CROSBY STILLS & NASH: Replay (Atlantic K52265) Prod: Warren Zevon/Gen X. The two remaining originals, Tony and Billy Idol, have just been joined by drummer Terry Chimes and an assortment of guitarist which may explain why Kiss Me Deadly is inconsistent. The minor hit (new collector's item) 'Myself' is one of the more worthwhile tracks as is 'Revenge' with its 'Johnny Go Home' theme and atmospheric melody, and 'Utomouchables', a faultless song. By one quarter of the punk band Happy People uses the obligatory token dub track, although Gen X do not risk Clash-type Criticism — they pay more than adequate attention to their roots. Most enjoyable on the punky 'What Do You Want' which they could have sung in '77 — it sounds exactly like a Johnny Thunders song.

DENNY LAINE: Japanese Tears (Scratch SCRLL5001) Prod: Denny Laine. Laine's first solo album for Scratch is a collection of tracks recorded during time off from Wings over a period of eight years. And despite the long intervals, the album works well enough with an entertaining diversity of uncomplicated MOR rock, much of it sounding as though it could easily have been performed by Wings. Title track with its oriental melody and bongos may be the strongest, but the best moments come with the recreations of two of Laine finest songs 'Go Now' and the haunting 'Say You Don't Mind', both featured on their last album with Wings.

Sheena Easton: Take My Time (EMI EMC 3354) Prod: Christopher Neil. Included are the singles 'Modern Girl', '9 to 5', 'One Man Woman' and 'Take My Time'. For the rest, Sheena continues to come up with strong material for albums. This time Paul Buckmaster's classy string arrangements make for albums. This time Paul Buckmaster's classy string arrangements make

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ALAN PRICE has formed his own label, Key Records, after leaving Jet last Autumn. The new label is headed by Price’s brother John and the first release is an album, A Rock and Roll Night at the Royal Court (KEY 1). Alan Price also releases a single from the musical Carmen Jones on January 16th entitled ‘Be Out That Rhythm on the Drum’. (K 2000). The label plans to release product from other artists. Distributions is through Stage One.

PKV RECORDS have developed past the current industry trend, PKV has been increasing staff the promotion agreed along with radio and press. PKV will continue to be released in the UK and America by Howard Kruger, known in the UK (RED LP 002), released in February, which includes her current single ‘Darlin’. Recordings were recorded in New York and was produced by Genva Cimino.

THE KRANKIES, stars of TV’s Crackerjack show, have been signed to the PRT distributed Monarch label. Single ‘Fan-Dabi-Doxi’ (Monarch MON 21) is released on January 16th. A major promotional campaign is to be based around the new record.

BULLDOG RECORDS has renewed its distribution deal with President and is launching a new singles label, probably to be known as Magnam Records, which will biased towards soul and AOR. Country singer Bill Curningham’s product will continue to be released in the UK and Europe on Bulldog under a recently renewed deal. Energy Records, an associated label launched last year by Howard Kruger and Roger Stone with an album by David Soul, has now negotiated a pressing and distribution deal in the USA with CBS Records.

CLAY RECORDS has released its first EP 12”45, Style Wars (Plate 1) by Stoke-on-Trent Band. The record will contain 10 tracks and should retail at not more than £2.25. Order through Fresh Records.

RONNIE SPECTOR has signed with Red Shadows Records for the UK and America. Her first album will be Siren (RED LP 002), released in February, which includes her current single ‘Darlin’. (RED 008). The album was recorded in New York and was produced by Genya Ravan of Goldie and the Gingerbreadmen.
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RECORD BUSINESS January 1981
The black pencil is a gold award. It isn’t handed out by the British Phono-
graphic Institute. Nor by the New Musical Express. It is presented by D&AD, The Designers
and Art Directors Association of London.
What do we know about music? Almost nothing.
The D&AD gold isn’t presented for artistry on record, but for artistry on sleeve. We have long admired good album covers.
In ‘76, we gave silver awards to Seventh Wave’s ‘Psi-fi’ and Daltrey’s ‘Cock Horse’. In ‘77, it was Zeppelin’s ‘Presence’ and Sabbath’s ‘Technical Ecstasy’.
Every year, we feature sleeves in the D&AD Exhibition and Annual.
This winter we are taking the music business even more seriously. We are introducing a Record Sleeve and Promotion Jury. A group of seven designers, art directors and photographers will assess work in eight categories. Each category commands its own silver award. The jury is also free to give a gold to the most outstanding item overall.
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