£5,000 bill for RCA as BPI probes chart hype attempt

ATTEMPTING TO hype the industry singles chart has cost a field promotion girl her job and RCA Records a £5,000 investigation bill, it was revealed this week.

After an extensive internal investigation, RCA has concurred with the findings of the BPI that chart manipulation has occurred.

Investigators working for the BPI and BMRB—the compilers of the industry-supported chart—had been conducting an undercover operation with the assistance of a chart panel shop somewhere in the North-East London area, over the past six weeks. They discovered that an RCA field promotion representative was attempting to influence sales entries for certain RCA product in the store’s chart diary. The representatives, Toni Vasili, who covered the London area as far East as Southend and North as far as Letchworth, had been offering the shop free LPs and singles in return for false entries in the sales diary.

In addition, she had on at least one occasion, put false entries into the diary herself.

Both actions contravene the BPI Code of Conduct which was introduced at the outset of this year in an attempt to safeguard the accuracy of the chart.

However, BMRB had been alerted to the false entries on the diaries returned by the store, which had been excluded from the chart compilation. As a result of the co-operation of RCA the wrong-doer was identified and dismissed. The company has also agreed to pay the costs of the investigation amounting to £5,000.

RCA managing director Don Ellis told RB: “RCA as a corporation does not condone chart manipulation of any description,” and confirmed that Toni Vasili had been discharged from the company’s sales promotion force.

Commented BPI director general John Deacon: “I can only re-emphasise that we will not tolerate these sort of actions by individuals that bring not only their own company into disrepute but the whole industry as well. There is only so much that a company can do to ensure it is adhering to the code—individual reps have the same responsibility.”

RCA is the second major record company to pay investigation costs after chart hyping allegations. Earlier this year, WEA paid £10,000 after a freelance promotion man tried to hype stores in West London.

4-Skins single sells in well despite flak from Press

SEVERE CRITICISM in the national and consumer press does not seem to have done skinhead Oi! band the 4-Skins any harm. Stage One reports that the group’s new single has presold into major record retailers and Stage One was happy with its sales potential.

Surely the whole essence of the indie is to stock the record and the independent network has avoided the single.

Main chain stores with record departments are unlikely to stock the record and the independent network has avoided the single.

Lloyd Harris, head of Revolver distribution, said that the release had been boycotted because of its racist overtones. “We are not rejecting Oi! as a whole—just releases which are offensive to us. We are putting ourselves above people but we happen to believe in principles and while Revolver is about stocking the records the kids want, there are some records which we do not feel we want to stock.”

Terry Shand, marketing director of Stage One, cannot see how refusing to distribute the record would have made any difference. “I don’t feel that music is the centre of the problem.”

Shand added that most accounts had ordered the record including major record retailers and Stage One was happy with its sales potential.

It is independent music in its prime. Surely the whole essence of the indie is distributing product the majors won’t touch. Why Oi! music should attract such attention I don’t know. The 4-Skins are essentially a skinhead rock’n’roll band” he concluded: “We are not racists.”
Tape firm promotes anti-piracy labels

BLANK TAPE manufacturing company 3M is strengthening its efforts to convince record companies to use its ‘Confirm’ security label to defeat disc piracy.

The company is promoting the ‘Confirm’ system as a cheaper alternative to the large amounts of money being spent taking legal action against pirates in the High Court.

But so far the BPI says it is not planning to do anything with the system in the UK until the results of an American experiment being carried out by WEA are known.

‘Confirm’ was originally developed as a security device for US passports and driving licences. It works on the same basic principle: tiny transparent features tiny glass beads in a thin translucent film.

The film is applied to a printed label - like a company logo - and built into it is a second logo which cannot be under normal conditions. However, when subjected to a beam of strong light, the film reflects the second image. According to 3M, any attempts at forgery or counterfeiting are immediately obvious.

3M safety and security systems marketing manager David Grant said the Confirm label would normally be attached to a finished album or cassette package by using a special adhesive.

‘With the large production runs used by the record industry, the labels cost less than 1p each,’ he said.

WEA is using the system to catch counterfeiters, whereas it could be used cost-effectively to deter them,” he added.

He added that the large amounts of money being spent by record companies taking pirates to court could be avoided if they adopted a ‘prevention rather than cure’ approach.

Giant music fair for Olympia

AIMING AT attendance figures of more than 100,000, a new company is organising the music industry’s answer to the Motor Show and the Boat Show at Olympia in London next January.

Beatstar - headed by 25-year-old Kane Kramer - is investing £400,000 in the International Music Show, set to take place between January 1-7, 1982.

The show is planned to attract both trade and public, and a £140,000 budget has been set aside for advertising. Rock business publicist Tony Brainsey has been named as the man to achieve the sell-out. The trade body’s chairman, Charles Vere Nicoll, said: “We are very encouraged. There were many souvenirs but only one was the real McCoy. We combine the recording of the event with a classical album or patriotic music which can be played on a more regular basis.

BBC sales and marketing manager James Fleming was overjoyed with the success of the official album and thought that the TV campaign had helped the retail campaign. “It must have helped the retail trade as a spin-off because it meant that everybody was aware of the cause,” he said. “It was the first time that a BBC album has been advertised on the commercial channel.”

Zoo label is reactivated

ZOO RECORDS, the Liverpool-based label that issued the original singles by Teardrop Explodes and Echo and the Bunnymen, has been reactivated and will release six albums in the next year through an independent distributor Pinnacle.

The first of them will be a Scott Walker compilation album put together by Julian Cope of Teardrop Explodes entitled Fire Escape In The Sky - The God Like Genius Of Scott Walker (ZOO 2). It features 12 tracks taken from Walker’s long-deleted Phonogram solo albums.

Zoo is now based in London and in addition to its 6 projected LPs over the coming 12 months it will be issuing ‘a steady stream of singles’ The company can be contacted on 01-609 1087 at 132 Liverpool Road, London N1 and it is headed by Bill Drummond.

Leahy quits but awaits GTO fate

DICK LEAHY has announced his decision to quit GTO Records and its future will be decided in September when CBS international president Allen Davis comes to the UK to attend the sales conference.

GTO has had success with Heatwave, Bill Ocasek, New Musik and The Dooleys during Leahy’s control. It has three other staff.

Leahy has yet to announce his intentions but will stay with the seven years old company until its future has been decided.

Chiswick-EMI licence deal ends on Sept 1

POINEER INDEPENDENT label Chiswick Records’ licence deal with EMI is to end from September 1 after a three-year association.

It is thought that Chiswick renegotiated the deal at the mid-term and EMI had been given the opportunity of a further year’s option. However, this has not been taken up.

Now the label, which records Sniff ‘n’ The Tears, The Damned, Rocky Sharpe and the Replays and newly-signed 2 Two is actively negotiating with other British majors, and a new UK licence agreement is expected within the next three weeks.

EMI retains a six-month sell-off period on all Chiswick catalogue that was subject to the licence arrangement. Other Chiswick specialist material on its Jazz and Big Beat labels are distributed by Pinnacle.

EMI managing director Cliff Busby told RB: “We are delighted to have been associated with Chiswick, but in view of our worldwide commitment to direct-sold artists, we are no longer in a position to offer the necessary support to Chiswick.”

Chiswick’s Ted Carroll added: “We are grateful for all the support and encouragement offered by EMI Records during the last three years. We continue to be represented by EMI in France, South Africa, Australia and New Zealand.”

EMI has been cutting back licensed label activities over the past two years and now handles only Motown and RAK on that basis.
JULIAN COPE has revealed details of that long-awaited Scott Walker album on his Zoo label, but where is the album of equally long-awaited material hoped for by Virgin Records when they signed the moody one a year or more ago? I think we should be told . . . Q-Tips, currently without a recording contract, are filling time by playing gigs around London as the Cotton Buds, but are also writing a book based on their life on the road and said to feature their liaison with an MP's daughter plus dodgy incidents . . . Following the departure of programme controller Andy Park to the Fourth TV channel, some various internal changes at Radio Clyde, among them the appointment of one Richard Park, erstwhile playlist compiler, to music controller . . .

ROBIN BRITTEN, the man who managed the Hollies for 14 years, and then decided to devote his full-time energies to the chairmanship of his aviation company, has been tempted back into the music biz to manage ex-Hollie Terry Sylvester and ex-Bread man James Griffin. The twosome have written seven songs already and are in Memphis to record. Presumably they will be known as A Sprig of Holly and A Slice of Bread . . .

AFTER SURPRISE signing of Doll By Doll to Magnet, expect similar deal between that record company and top punk cartoon ghouls The Damned . . . One of the saddest legal wrangles of recent years has just been settled. The Jags, previously one of the UK's most promising acts, sued their managers and publishers Conspiracy Management in the High Court and practically brought their career to a standstill. Now the managers have accepted a 'substantial settlement' from the group — which appears to have ceased existence in the meantime . . . Micawber's next film role will be as Kalki in Gore Vidal's novel of the same name — it tells the story of a Vietnam veteran and heroin tycoon who goes to Katmandu, becomes a guru and engineers the end of the world . . . the 'first TV-advertised single' controversy continues apace. Iain McNay phoned to say that Bell Records had the first with Hello's 'Another School Day' back in 1973, but WEA's Ian Walker thinks that Polydor did it with Slade's 'Merry Xmas Everybody' which went on the box in 1972. Can anybody beat that? . . .

BILLING THEMSELVES as 'The Whitehouse and Longford of Rock 'n' Roll, Trimmer and Jenkins have issued a challenge to all heavy rockers to turn down their amps, switch off the dry ice and play a gig on skill alone. The duo has issued a challenge to Rick Wakeman, Toyah, PIL, Hawkwind and Thin Lizzy to play with just a 100 watt PA, like T&J use themselves. 'They owe it to their fans to prove their personal talents which up to now have been obscured by the masses of sound and light they use' say the intrepid couple . . . the bigger they get the more they disappear into the swelling crowd — our man at the Covent Garden Dance Centre monster bash for Debbie Harry's solo album only glimpsed the famous one long enough to tell that she was wearing a green wig. But the party qualified as grade one in the drinks department and all our man remembered otherwise was Steve Harley angling for a spot on BBC TV's Pop Quiz . . .

WITH ONETIME Island singer Charlie Dore getting her first Chrysalis LP and (rumour has it) Judie Tzuke about to be signed to the same label, artists relations staff could be in for a hard time. Both girls went to the same school and are reportedly arch rivals . . . they may be no strangers to the record charts but Tim and Jo Rice, Paul Gambaccini and Mike Reid said to be "over the moon Brian" about seeing their Guiness Book Of British Hit Singles (third edition) hit the top of the Sunday Times best selling books list last week.
NEWS

Island 1 + 1 tape-only compilation

ISLAND RECORDS is taking its 1 + 1 tape series a step further this week with the release of the company’s first cassette-only compilation to use the format. Hot Young'Hot (ICT 4002) was out on August 10 and is stickered ‘Expect to pay no more than £3.99.’

On the compilation are: ‘Worley Rapping’ by Tom Tom Club; ‘Don’t Stop The Music’ by Bits and Pieces; ‘Walk The Proud Land’ by Robert Palmer; ‘Que Pasa/Me No Pop I’ by Coati Mundi; ‘Warhead’ by Sly Dunbar; ‘Bo Mbanda’ by Pablo; ‘Out Come The Freaks’ by Was (Not Was) and ‘Make Up On The Beach’ by The Parangos.

All titles appear on one side of the tape, and the other is left blank.

Merchandising

Virgin plan big push for John Foxx LP & 45

VIRGIN RECORDS is putting extensive promotion behind the first single and album by John Foxx in nine months during which time his former group Ultravox has stolen the headlines. The single is ‘Europe After The Rain’ (VS 393) on August 21, in both seven and 12-inch.

It precedes The Garden (v2 194) which is set for release on September 25. The first 20,000 albums will contain a free 16-page booklet called The Church.

Limited advertisements will announce the new single and the album campaign will include full page ads in the trade and consumer press, 200 window displays and flyposting in five major cities.

An extra track appears on the limited edition 12-inch pressing of the EP. Elen Grant sings the single ‘I Love You, Yes I Love You’ (ENYT 216) on the Ice/Ensign label. The title track is an extended version. Consumer press advertising and point of sale material back up the release.

FORMER BUZZCOCK Peter Shelley has his first single solo ‘Homosapien’ (WIP 6720) released on seven and 12-inch by the Genetic label, formed by producer Martin Rushent, through Island. The single is released on August 24 and an album will follow in the Autumn.

MCA RECORDS releases a new compilation of 20 romantic songs by Buddy Holly on Friday (Aug 21). ‘Love Songs (MCF 3117)’ will be TV advertised during Buddy Holly week, September 7-14, in London and the Midlands. A four-track EP (MCA 252) is released on August 28 and ‘Buddy Holly Greatest Hits’ is now available in the company’s new mid-price range.

TOWERBELL RECORDS is rushing releasing a single based on the advertising jingle for Whitbread’s new rum-based liqueur Cociocaibe, which is currently the feature of a major national radio advertising campaign. ‘I Should Coco (Nuts To You),’ by Tongue ‘n’ Cheek (TOW 11) is available in a packet bag.

TOM TOM CLUB hit single ‘Worley Rapping’ is included in Island Records’ first cassette only release Hot You’re Hot (ICT 4002) available in 1+1 and retailing at £3.99. Other tracks are by Bunny Wailer, The Plastic, Robert Palmer, Coati Mundi, Grace Jones and Was (Not Was).

EPIC RECORDS has fixed the release date on the long-awaited Meat Loaf 12-inch by the Genetic label, formed by producer Martin Rushent, through Island. The single is released on September 4 with a single ‘I’m Gonna Love Her’ on the same day.

CHAMPAGNE RECORDS has picked up the Canadian import hit ‘Take Off (Satisfaction Guaranteed)’ (FIZY 103) for release on August 28. The 12-inch couples a full length version of the number with ‘Spaghetti You & Me’ and ‘Mambo’ (Margarita (Mama, Oh Mama)’ (FIZY 103) to give a running time of 25 minutes at a dealer price of £1.

ENSIGN RECORDS this week releases the second album by London reggae band Black Slate. Called Sten In The City (ENVY 505) the album is being given major promotion. Advertisements will be taken in the trade and consumer press and there will be disc displays, fly posters, promotional T-shirts and badges, plus posters for clubs and discos.

PHONOGRAM RECORDS this week release new Bill Nelson single ‘Living In The Garden’ (WILL 312) which is available in both seven and 12-inch singles. The latter version has an additional track ‘White Sound’.

DECCA UK is launching one of the largest classical promotions of the year for releases by Sir George Solti and Stuart Burrows, both of whom can be seen on TV in August and September.

The title track is an extended version.

THUNDER TUNES is a joint venture between ATV Film Music and Thunderboys’ manager, Chris Leaning. “It is the first time we have made a deal like this,” says Liversage. “But it could be the start of a number of similar tie-ups, which will handle the administration.”

Administrative faces in other publishing companies have been looking somewhat familiar over since the new Group PA copyright reform. (Terry Oates) has said he feels the scrapping could be good news for publishers. “It could result in publishers having more control over their own copyrights,” Oates says. “At present, there’s nothing a publisher can do to stop a record being released if the song has been recorded before. In the absence of a compulsory licence, the record companies would have to ask for permission each time. So it could be used as a promotional tool to block competitive releases.”

Two organisations which are not forging any agreement at present are the MRS and the BVA. Sue Schofield, former of EMI. A single ‘Marseilles’ (SCR 005) has been released under the deal.
DISCO

Bubbling Under

51 18 THE REAL THING Brothers Johnson A&M
52 49 STILL IN THE GROOVE Bees Paradise
53 55 GLIDE Finesse Fantasy
54 64 DO YOU LOVE ME Pat Bennett Atlantic
55 51 CAN YOU HANDLE IT (REMIX) Shalamar Prelude (import)
56 89 INTERPLAY Aerosmith Epic
57 75 WIZZA FIVE Groove Production
58 48 YOU MIGHT NEED SOMEBODY Randy Crawford Warner Bros
59 61 INCH BY INCH Shygliss Prelude
60 44 TRY IT OUT Socio Atlantic
61 69 PAPA'S GOTT A BRAND NEW PIG BAG Pig Bag Y
62 60 MAGIC MAN Herbie Alpert A&M
63 53 SUPREMES MEDLEY Diana Ross & The Supremes Motown
64 62 DELIGHTFUL Woods Tabu (import)
65 66 DO YOU LIKE Monsieur Mullen Beggars Banquet
66 57 SOMETHING ON THE SIDE Tom Tom Club JUE
67 38 WON'T YOU BE MY LOVER Haddaway PolyGram
68 46 CAN YOU FIND THE TIME Champagne CBS
70 50 DOUBLE DUTCH BUS Frankie Smith WMOT

DISCO Albums

1 2 I'M IN LOVE Evelyn King RCA
1 3 SECRET RECOLLECTION Randy Crawford Warner Bros
3 9 AFRICA - CENTER OF THE UNIVERSE Roy Ayers Polydor
4 10 LIFE IN NEW ORLEANS Mac & Fats Frankie Beverly Capitol
5 3 RICHIES Jimmy Makers Beggars Banquet
6 6 HOTTER THAN JULY Stevie Wonder Motown
7 8 CANT WE ALL GET IN LOVE Phyllis Hyman A&M
9 20 WINNERS Johnson Winnie Johnson
10 9 CRUSHIN' THE STREETS Boy Town Motown
11 7 IN THE POCKET Commodores RCA
12 13 YOUNG JAKETS Yellow jackets Warner Bros
13 16 BROTHERS & QUEENS BAND B.B. & B. Band Capitol
14 5 ROBERTO WHO? Casio featuring Linda Groove
15 15 THE DUDE Quincy Jones Groove
16 12 CARL CARLTON Carl Carlton 20th Century
17 77 LORD THE MELODY Odyssey RCA
18 19 WITH YOU Silas Motown
19 16 ONE DAY AT A TIME MICHAEL Jackson Atlantic
20 11 DODGING YOUR LIFE Tamia Motown

Import Albums

1 2 BREAKING AWAY Al Jarreau Warner Bros
2 1 DIMPLED DIAMONDS Fields Business
3 7 SWEET AND WONDERFUL Jean Carne Wax
4 12 THE STRIKERS Striker
5 11 IT MUST BE MAGIC Tennis Marie Prelude
7 8 WALL TO WALL Paul & Angie
9 2 WELCOME ABOARD Love Unlimited Orchestra Universal
10 7 UNIVERSAL MUSIC Empire
11 12 COUSIN ICE Cousin Ice
12 11 SPACE VOYAGER Paul Raines
12 14 WOODS - IRISH HUGS David Bowie
14 13 RISE OF THE PHOENIX Pamela Headlines
13 9 SEE THE LIGHT Eddie Russ Monument
15 15 AS THE TIME GOES BY J.C. Almadin
16 18 TAKE A LOOK AT YOURSELF Eddie Rich
17 17 ORANGE EXPRESS Sadio Watabane Monument
18 11 IN LOVE Raphael Cameron Salsa
19 19 SLEEP WITH A BEAR & BACON EGG Electric Bird
20 14 PIE DIPPER Davie Valentine GRP

Twelve Inchers

1 4 WALKING INTO SUNSHINE Central Line
2 1 I'M IN LOVE Evelyn King Arista
3 15 YOU SURE LOOK GOOD TO ME Phyllis Hyman
4 1 CHANT NO. 1 I DON'T NEED THIS PRESSURE ON Shalamar
5 1 DANCEWISH Chris Matthews
6 3 NICE NIGHT Wish Excelsior
7 6 HAPPy BIRTHDAY Stevie Wonder Motown
8 5 LOCKED IN CLASSICS Doug E. Fresh & The Lumumba Laugh R&B
9 13 I'M IN LOVE Whitney Houston LCS
10 17 YOU'LL NEVER KNOW I'M GLOOS Phyllis Hyman
11 19 I'M HARD TO HANDLE Marsha Goliath
12 13 LIFT YOUR VOICE Love Unlimited Orchestra Universal
13 15 EVERYBODY SAWSA Modern Romance WEA
14 9 I'M IN LOVE With AMMA AMMA'S HEADLINE
15 13 SHE'S STACKED With CARL CARTLON Motown
16 15 AT THE SHAPE OF Funkadaption Unidac
17 12 BACK TO THE 70s Tight Fit
18 11 WALK RIGHT NOW Jacksons Epic
19 14 SHAKE IT UP TONIGHT Cheryl Lynn CBS
20 30 SEARCHING FOR TOTHE ONE Unlimited Touch Epic

Futurist Dance

1 3 TAINTED LOVE/Som Call Only Bizarre 12''
2 3 HARD TIMES/Love ACTION Human League 12''
3 3 LAWNCRAYS
4 1 GIRLS ON FILM/G.ORIGINAL EMi 12''
5 1 CEREMONY (REMIX) D.B. O'day Factory 12''
6 9 INSIDE OUT CLOSES Noveau Liberty 12''
7 6 GIVE ME BACK MY MAN/PARTY MIX EMI AMERICA 12''
8 6 MADIBEUCTE Madibaque Siamese Import 12''
9 9 THE PRINCE OF DANCE Bo-Weavik Import
10 5 HILLS OF KATMANDU/WISHBONE RCA 12''

Terra Automatic 12''

NOT MUCH change at the top this week, while your resident disco dealer suns himself in exotic climes, Human League and Phyllis Hyman both make mammoth jumps into the Top Ten with the Love Unlimited Orchestra - now available as a domestic release - re-entering at number fifteen. Funkadaption take another healthy leap which bodes well for Decca's re-launch of the old London label. The highest new entry, as expected, is the much talked about Boys Town Gang, but as mentioned in last week's column it comes as a surprise that the LP has taken off in such a big way bearing in mind its controversial subject matter. Quincy Jones' latest find James Ingram debuts on the former's latest single, while his other current fave Patti Austin looks set to break through next week.

As with the singles, there is little movement in the Album Chart with only the aforementioned Boys Town Gang moving more than ten notches. On the Import front Al Jarreau's 'Breaking Away' jumps into the top in its first week, with Cousin Ice - at number ten - the only other new entry. After an inordinate delay on to the 12" format, Stevie Wonder's 'Happy Birthday' blasts its way in at six on the 12" chart, but as elsewhere this week there is little other movement.

SHARON REDD visited the UK recently to promote her chart single 'Can You Handle It' and self-titled album released this week on Epic. Pictures are, from left to right, David Betteridge, md, Ruth Carson, her manager, Sharon, and Maurice Oberstein, chairman.
<table>
<thead>
<tr>
<th>Week No.</th>
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- **SALES RATING**: 100 = Strong No. 1 Sales
- **AIRPLAY RATING**: 100% = Top Of The Pops
- **(max radio play plus BTR Andy Rating)**

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.

- **Bullet**: Strong upward movement on sales and airplay
- **New Entry**
- **Platinum Disc**: 1 million sales (BPI certified)
- **Gold Disc**: 500,000 sales (BPI certified)
- **Silver Disc**: 250,000 sales (BPI certified)
- **Sales or Airplay Index less than 0.5**
- **All indices rounded to nearest whole number**
- **Distributor Code details**: see New Singles Page
- **Brackets** as part of a catalogue number indicates 12-inch availability, eg. EMI (12) CAB 503 indicates:
  - CAB 503 = 7-inch single
  - CABL 503 = 12-inch single

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**Top 10**

1. **GREEN DOOR SHAKIN’ STEVENS**
2. **HOOKED ON CLASSICS ROYAL PHILHARMONIC ORCHESTRA - LOUIS CLARK**
3. **LOVE ACTION (I BELIEVE IN LOVE) HUMAN LEAGUE (RED)**
4. **HAPPY BIRTHDAY STEVIE WONDER**
5. **BACK TO THE 60’S TIGHT FIT**
6. **CHANT NO.1 (I DON’T NEED THIS PRESSURE ON) SPANDAU BALLET**
7. **WATER ON GLASS - BOYS KIM WILDE**
8. **JAPANESE BOY ANEKA**
9. **THE CARIBBEAN DISCO SHOW LOBO**
10. **BEACH BOY GOLD GIDEA PARK**

**11**

- **NEW LIFE - SHOUT! DEPECHE MODE**
- **(SI SI) JE SUIS UN ROCK STAR BILL WYMAN**
- **TAKE IT ON THE RUN REO SPEEDWAGON**
- **STARS ON 45 VOLUME 2 STAR SOUND**
- **WUNDERBAR TENPOLE TUDOR**
- **DANCIN’ ON THE FLOOR (HOOKED ON LOVE) THIRD WORLD**
- **BACKFIRE DEBBIE HARRY**
- **CAN CAN BAD MANNERS**
- **SHOW ME DEXY’S MIDNIGHT RUNNERS**
- **LAY ALL YOUR LOVE ON ME ABBA**
- **ARABIAN KNIGHTS SIUXSIE & THE Banshees**

**12**

- **BODY TALK (VOCAL) IMAGINATION**
- **STARTRAX DISCO STARRISH**
- **COVER PLUS WE’RE ALL GROWN UP HAZEL O’CONNOR**
- **SHE’S A BAD MAMA JAMA (SHE’S BUILT SHE’S STACKED) CARL CARLTON**
- **I’M IN LOVE EVELYN KING**
- **DANCIN’ THE NIGHT AWAY BOOGIE**
- **VISAGE VISAGE**
- **YOU’LL NEVER KNOW HI-GLOSS**
- **I LOVE MUSIC ENIGMA**
- **RAINY NIGHT IN GEORGIA RANDY CRAWFORD**
- **SAT IN YOUR LAP KATE BUSH**
- **TEMMPTED SQUEEZE**
- **I LOVE YOU, YES, I LOVE YOU EDDY GRANT**
- **NO WOMAN NO CRY BOB MARLEY & THE WAILERS**
- **JULIE OCEAN UNDERTONES**
- **DRAW OF THE CARDS KIM CARNES**
- **TROUBLE BOYS THIN LIZZY**
- **CHEMISTRY NOLANS**
- **LAWNCHAIRS OUR DAUGHTER’S WEDDING**
- **LOVE SONG SIMPLE MINDS**
- **PAPA’S GOT A BRAND NEW PIG BAG PIG BAG**
- **WE’RE ALMOST THERE MICHAEL JACKSON**
- **STOP DRAGGIN’ MY HEART AROUND STEVIE NICKS WITH TOM PETTY**
- **TURN IT ON LEVEL 42**
- **MOTORHEAD (LIVE) MOTORHEAD**
- **PRINCE OF DARKNESS BOW WOW WOW**
- **LADY (YOU BRING ME UP) COMMODORES**
- **ABACAB GENESIS**
- **INSIDE OUTSIDE CLASSIX NOUVEAUX**
- **WORDY RAPPINGHOOD TOM TOM CLUB**
- **NEVER SURRENDER SAXON**

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**Record Business guide to last week’s market strength**

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**Songs Listed**

- **M00 = Strong No.1 Sales**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

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**Genres Listed**

- **R&B**
- **ROCK**
- **POP**
- **COUNTRY**
- **R&B**
- **ROCK**
- **POP**

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**Record Business August 1981**

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**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

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**Record Business November 1981**

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**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

---

**Record Business December 1981**

---

**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

---

**Record Business January 1982**

---

**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

---

**Record Business February 1982**

---

**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

---

**Record Business March 1982**

---

**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

---

**Record Business April 1982**

---

**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

---

**Record Business May 1982**

---

**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

---

**Record Business June 1982**

---

**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

---

**Record Business July 1982**

---

**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**

---

**Record Business August 1982**

---

**Contributors:**

- **Singles Top 100**
- **SALES RATING**
- **AIRPLAY RATING**
- **LABEL/CAT. NO.**
- **D**
101 COAST TO COAST (POLYDOR 303)
102 PUPPETS OF WAR (EPH) CRON GEN (FRESH 36)
103 A TRIP TO MOUNTAIN HIGH ENOUGH - REMEMBER ME BOYS TOWN GANG (Moby Dick H 441)
104 URGENT FOREIGNER (ATLANTIC K 1166)
105 MARILYN DREAMS 8 MOVIE (SOMEBIZZAR DMM 443)
106 I'VE SEEN THAT FACE BEFORE (LIBERTANGO) GRACE JONES ISLAND W 6700
107 TRY TO SHAKE THE WAY OF THE (MERCURY 79)
108 MATTRESSES OF WIRE AZTEC CABLE (POSTCARD 81-8)
109 CEREMONY NEW ORDER (FACTORY FAC 33123)
110 TURN ME LOOSE LOVERBOY (CBS CBS 1371)
111 ALL NIGHT LONG RAINBOW POLYDOR 276
112 IT'S YOUR CONSCIENCE DENECE WILLIAMS (CBS CBS 1344)
113 CRAZY 'BOUT AN AUTOMOBILE MCDY COOPER (WARRING BROS 1378)
114 BEECHWOOD 4-5789 CARPENTERS (AMP 218)
115 LONG LIVE ROLL 'N ROLL RAINBOW (POLYDOR POS 276)
116 UPTOWN FESTIVAL - TAKE THAT TO THE BANK SHALAMAR (GOLD GROOVES 570)
117 SOMETHING ON THE SIDE WINSTON GROOVY (OM DJS 1207)
118 YOU SHOULD LOOK GOOD TO ME PHILLIS HYMAN (ARISTA ARS 112424)
119 DUTCH BUS FRANK SMITH (WOM0 WM0001)
120 LIVE A LIFE BLACK LESLEY EDDY (ENITY 215)
121 FIELD SKIDS (VIRGIN VS 401123)
122 DARLYN DRY YOUR LOVE KELLY MARIE (CALIBRE PLUG PLUS) 8
123 MAGIC MAN HERBERT LIMP (AMP AND) 8
124 FREAKED CHARLIE HARRIS (CACC OCD 065)
125 TROOP YOUR LOYAL KELLY MARIE (THOMAS PENDER SMITH)
126 SPONJI REGGe BLACK UHRUH (ISLAND Vип 690)
128 CAN YOU FIND THE TIME CHAMPAGNE (CBS CBS 131936)
129 DO YOU LIKE MY CABBAGE LYLE MULLEN (BEGARS BAND 600)
130 DO YOU LOVE ME PATTI AUSTIN (KUEST 17382)

Index A-Z Guide to producir

ALVIN STARDUST
"How do you make Mondays feel like Wednesdays?"

Simple — take out a subscription to RECORD BUSINESS. It's the paper that starts the week right. First with the news, fastest with those vital new chart entries, the early-warning Airplay Guide to the future best-sellers, and exhaustive with the new release listings.

It only costs a bargain £24 for a year's subscription, copies delivered first class through the letterbox. You don't get reps and the promotional treatment, but who are increasingly pulling out of the business. The record companies cannot afford to ignore theffi-

RETAILING

Singles glut destroys profit

SINGLES RELEASES are worth considering. Over the last few years releases have numbered, in round terms: 1978, 3,500; 1979, 3,800; 1980, 3,900. A projection for 1981, based on RB's weekly release listings, is no less than 5,600.

There have already been more than 3,200 listings — up to the end of July. Since only some 300 or so singles each year make a showing in the top 100, which is the market in which a single is likely to be profitable for all concerned, there is obviously a problem.

The likelihood of profitability on any single release is low and falling, from about a 10 percent chance to five percent. It is, then, hardly surprising that record companies lament that there is no profit in singles.

Once again the solution to this problem lies fairly and squarely in the record companies' court.

The A&R men need a good shake-down and singles releases need to be severely curtailed to those which do have a chance — thousands have no merit whatsoever, just look at the wedding singles — none came near charting and almost all were atrocious, and I suspect that the occasional sale was down to the picture bags.

Picture bags do not sell singles normally. There is only one way to tell and that is to see what it sounds like on the turntable. If 1981 turns out to be another disaster for the record companies some of the reasons will be found in the unprecedented increase in the number of singles releases.

Indeed, I do not hesitate to suggest that if the record companies reduced their releases by 75 percent they would easily reduce their prices by 50 percent and show a much healthier profit. As it stands the price the customer pays for a single represents the costs of producing 15 or 20 singles.

Saatchi & Saatchi have indicated a lack of information as one reason for the decline in record sales, particularly among the over 25's. While the Top 40 is rammed down people's throats there isn't a word in public about the vast range available.

I asked competitors to guess the number of singles released so far this year (Jan-Jun) when compiling a quiz for a local newsheet (circ. 20,000). RB listed 2,700 and the nearest estimate received was 675. The fact is that Joe Public has no idea that there is such an enormous choice, unless he visits a shop which displays the RB new release lists and how many do that?

Despite the current price rises to 77p to the dealer the costs of a single is still relatively lower than many other items subjected to inflation over the last ten years, but the industry has done nothing to persuade the public of this.

Assuming that dealer margins of three years ago remained, a single should now retail at about £1.35. I find it very odd that the £1 barrier is being talked about again, as it was when the dealer price went to 70p towards the end of 79. It is hardly surprising that many outlets are maintaining retail prices at £5 to £99p for so long, have been unwilling to stock singles outside the immediate top of the pops range.

Now, because dealers will be even less interested in risking dead stock at 78p per copy, further stock curtailment is likely. In this respect price is becoming a bar to sales.

Perhaps here lies the reason for the increase in promo-freebies, two for one etc, activities. If the trade is angry about half price singles found in selected shops (RB August 3) then what about the final arbiter, the customer? He is none too happy to find a single at 50p in one shop and 85p at another.

What should make the trade more angry, however, is that very little of all this promotion is really necessary. Most of the promotional stuff I get to see and hear is in the no-hoper bracket, while the rest does not need the treatment because it will make it on its own.

Finally it is my belief that if the record industry is to recover once again reasonable dealer margins are an essential element of the recovery. Coming down to 10 percent gross does nothing and shows the industry is in the no-hoper bracket, while the rest does not need the treatment because it will make it on its own.

There are still many outlets which cannot exist on 10 percent, are not in prime sites, do not have large turnovers, do not get reps and the promotional treatment, but who are increasingly pulling out of the business. The record companies cannot afford to ignore them.

MARTIN ANSCOMBE

ON THE principle that a dog never bites the hand that feeds it, Ian Dury gives HMV's new Nipper a slice of his birthday cake during the massive re-opening celebrations at London's Oxford Street flagship.

Observation Post

.Record Business August 17, 1981
Soundalike Summer of '81 puts the sparkle back into pop

John Hayward investigates the gold-mining pop segue boom and the people who are making it happen.

The remarkable Adrian Baker – one-man Beach Boys’ band who cracked the charts with ‘Beach Boy Gold’ and then went on to join his favourite group.
Indie Top 50

1. NEW LIFE
2. NERO
3. ONE IN TEN
4. PAPA'S GOT A BRAND NEW PIG
5. CD COVER PLUS
6. NEU SMELL
7. PUPPETS OF WAR
8. MATTRESS OF WIRE
9. MOTORHEAD
10. CEREMONY
11. ANOTHER ONE BITES THE DUST
12. FOUR SORE POINTS
13. DREAMING OF ME
14. THE RESURRECTION
15. I DON'T WANT TO LIVE WITH MONKEYS
16. NAGASAKI NIGHTMARE
17. LET THEM FREE
18. ARMY LIFE
19. TOO DRUNK
20. LOVE WILL TEAR US APART
21. LI'L RED RIDING HOOD
22. Q. QUARTERS
23. DOGS OF WAR
24. FREAKED
25. EXPLOITED BARRY ARMY
26. OUR SWIMMER
27. FORGET THE DOWN!
28. WHITE MICE
29. PEACE AND LOVE
30. WARDANCE
31. REALITY ASYLUM
32. LAST ROCKERS
33. ATMOSPHERE
34. CALIFORNIA UBER ALLES
35. BELA Lugosi'S DEAD
36. BLOODY REVOLUTIONS
37. TRANSMISSION
38. FREEMANS
39. 24 HOURS
40. KINGS CROSS
41. DECONTROL
42. FIGHT BACK
43. ZEROX
44. IT'S OBVIOUS
45. ALL OUT ATTACK
46. FEEDING OF THE 5,000
47. WHY
48. KILL THE POOR
49. REALITIES OF WAR
50. MY LOVE
SP & eSkimos

South to the Cape... East to the Indies... West to Wyoming... North to Alaska. Distance no object, quantity no problem. SP&S have vast experience in the export of LP and Cassette orders to the four corners of the globe.

Telephoned and telexed orders are processed fast and efficiently – expertly packed and freighted by air or sea, then by road, rail, mule train or yak to their final destination. Neither hell or high water will prevent us from fulfilling your order. Break the ice right now, by ‘phoning Peter Stack for our computer print-out catalogue listing a vast selection from our 3,000,000 major label deletions – LPs, Cassettes and singles.

Au revoir! Arrivederci! Auf wiedersehen! Toodle-pip!
RECORD BUSINESS RESEARCH

requires a

RESEARCH ASSISTANT

The successful applicant will be responsible for collecting and analysing record sales, radio play and new release information for publication in Record Business Magazine.

Ideally, the person we are looking for will have:

☐ a pleasant telephone manner
☐ the ability to work easily with figures
☐ the ability to work quickly and accurately under pressure
☐ reasonable typing skills
☐ some knowledge of recorded music

Previous experience with computers would be an advantage.

The person we are looking for will probably be aged between 18 and 24. Salary negotiable according to experience.

Applicants should apply in writing with C.V. to:

Patricia Thomas,
Record Business Research,
Hyde House, 13 Langley Street,
London WC2.

TV ads for Pickwick full-price Irish LP

PICKWICK INTERNATIONAL'S Irish operation is to spend a total of IR£25,000 promoting their first full-price album. The record is called A Musical View of Ireland and is made up of twenty tracks by local artists. The various artists featured on the album have had hits with many of the tracks.

As Pickwick's first full-priced album, it is receiving the same treatment as many other full-price discs. Television and radio advertising is being taken with RTE, the national broadcasting network. "This is the first time that Pickwick have gone on television with an album in Ireland or indeed anywhere else in Europe," said Pickwick's Irish Sales Manager, Rory Golden. The album will have a retail price of IR£4.99 and will also have a full dealer margin.

A Musical View Of Ireland is available on disc catalogue number PICKTV 1 and cassette catalogue number CPICKTV 1.

Concern over pubs which show video films has prompted Irish film distributors to launch a campaign to stamp out the practice. The pub owners face the possibility of having their licence renewal opposed by the film distributors on the grounds that the video showings are illegal. They claim that such showings are a breach of the copyright laws. It is also pointed out that the video recordings are, in many cases, uncut versions of feature films which have been censored for cinema showing.

Mr Brendan McAul, chairman of the Irish advisory committee of the Society of Film Distributors Ltd, said that many cinemas face closure as a result of the pub showings. "In practically all cases, these exhibitions are taking place in breach of copyright and are illegal as no licence has been issued by the copyright holders for exhibition in public," he said.

It is also believed that many video tapes are being pirated by people making illegal copies. The film distributors have started a system whereby inspectors go around the country looking for pubs showing video films with no licence. The practice of showing feature films in this manner is greatest in the south-west of Ireland where television viewers can only receive the two Irish channels, RTE 1 and RTE 2. While illegal showings of feature films do happen in Dublin and other areas, it is not as widespread as viewers there can receive up to six channels by cablevision, BBC1 & 2, Ulster Television, HTV and the two home stations.

The film distributors are also present-ly pursuing a case through the courts against a video club here in Dublin.

The message being put across is 'Don't Label The Disabled' and RTE Radio 2 is giving free advertising time to promote the cause. The adverts are made by the station and use actors for the speaking parts with music of such disabled artists as Dury, Jose Feliciano, Stevie Wonder, Lennie Peters and Ray Charles.

The campaign is RTE Radio 2's contribution to the International Year of the Disabled according to Louis Hogan, Assistant Controller of Programmes for RTE Radio 2. "It's aim is to show young people that the disabled are individuals who have talents and abilities and also to counter some of the myths about disability," he said. "Dury's latest single 'Spasticus Autisticus' is to be heavily featured in the campaign but Dury told RB that the royalties would not be going to charity. A spokesman for Polydor, who handle the record here, said he expected the disc to be a No. 1 in the Irish chart.

RECORD BUSINESS August 17 1981
### Airplay Guide

**The Top Computerised Guide to Radio Action in the UK**

#### AIRPLAY RATING

<table>
<thead>
<tr>
<th>Station</th>
<th>Playlists</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>1.0</td>
</tr>
<tr>
<td>B</td>
<td>0.5</td>
</tr>
<tr>
<td>C</td>
<td>0.0</td>
</tr>
</tbody>
</table>

#### Key To Station Playlists

- **A** A No Replacement
- **B** A Replacement
- **C** A No Replacement
- **D** A No Replacement

#### Record Business August 1981

- **Airplay**
  - **Monday**
  - **Tuesday**
  - **Wednesday**
  - **Thursday**
  - **Friday**
  - **Saturday**
  - **Sunday**

- **Playlists**
  - **A** A No Replacement
  - **B** A Replacement
  - **C** A No Replacement
  - **D** A No Replacement

- **Capitol**
  - **London**
  - **Manchester**
  - **Liverpool**
  - **Birmingham**

- **Piggyback**
  - **Ringtones**
  - **Hi Pics**

- **Clyde**
  - **Glasgow**
  - **Aberdeen**
  - **Edinburgh**

- **Poppadum**
  - **Manchester**
  - **Liverpool**
  - **Birmingham**

- **Clydeside**
  - **Glasgow**
  - **Aberdeen**
  - **Edinburgh**

- **Clyde**
  - **Glasgow**
  - **Aberdeen**
  - **Edinburgh**

- **Trent**
  - **Nottingham**
  - **Leicester**
  - **York**

- **Metro**
  - **Manchester**
  - **Liverpool**
  - **Birmingham**

- **Forth**
  - **Edinburgh**
  - **Glasgow**
  - **Aberdeen**

### MCA 740

- **CORAL**
  - **8**
  - **14**
  - **20**

- **Record Business**
  - **August 1981**

- **THE THIN MAN**
  - **Ultravox**

- **SLOW HAND POINTERS**
  - **Silhouettes**

- **EVERYBODY SALSA**
  - **Modern Romance**

- **STOP DRAGGIN’ MY HEART AROUND**
  - **Steve Nicks**

- **DO YOU LOVE ME PATI**
  - **Austin**

- **JACK YOU DEAD JOE JACKSON’S JUMPIN’ JIVE**

- **FIRE 2**

- **I’M IN LOVE EVELYN KING**

- **I’M IN LOVE EVELYN KING**
  - **YES I’M IN LOVE EDDY GRANT**

- **I’D RATHER BE GARDENING**
  - **Kenny Rogers**

- **TURN YOURSELF LOOSE JOHN MILLS**

- **HOT LICKS SILHOUETTES**

- **HOLD BACK THE TEARS HUANG CHUNG**

- **URGENT FOREIGNER**

---

**Note:** The table above contains the ratings of various playlists for different stations and cities, along with other music-related information.
The Airplay Guide features playlists which are in force in the current week (except for Radio Hallam which due to production deadlines is for last week). Playlists normally only affect daytime Monday-Friday shows.

---

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

<table>
<thead>
<tr>
<th>Name</th>
<th>Artist</th>
<th>Album</th>
<th>Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beach Boys Medley</td>
<td>Beach Boys</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ain't No Mountain High Enough</td>
<td>Boys Town Gang</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tempted Squeeze</td>
<td>A A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Arabian Knights Siouxsie &amp; the Bansehiz</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>If You See SHAKE WAY OF THE WEST</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sunshine Girl Davide Essex</td>
<td>B C</td>
<td></td>
<td></td>
</tr>
<tr>
<td>You Sure Look Good To Me</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dancing On The Floor Third World</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>In My Car Tommy J</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AS THE TIME GOES BY (VOCAL)</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>THE BOP WON'T STOP FLAT-TOPS</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>African Connection Arte Noir</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Really Wanna Know You</td>
<td>B B</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Main Street USA Union</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Teardrops George Harrison</td>
<td>A A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>THAT CAN'T BE LOVE</td>
<td>A A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DANCIN' THE NIGHT AWAY VOGUE</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cant Can Bad Manners</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shake It Up Tonight</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Its Your Conscience</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Listen Charlie Dore</td>
<td>B A</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LIL RED RIDING HOOD</td>
<td>A A</td>
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<td></td>
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<tr>
<td>Turn That Noise Down Chas &amp; Dave</td>
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<tr>
<td>Dancin' The Night Away Vogue</td>
<td>A A</td>
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<td>Can Can Bad Manners</td>
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<tr>
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<td>メイン STREET USA UNION</td>
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<tr>
<td>Crazzy Bout An Automobile RY COODER</td>
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<td></td>
</tr>
<tr>
<td>Fire And Ice Pat Benatar</td>
<td>A A</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Key To Station Playlists

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

---

**FOREIGNER**

- **NEW SINGLE**
- **URGENT**
- **SPECIAL BAG**
- **CONTAINS FREE STICKERS**

Distributed by WEA Records Ltd. A Warner Communications Co. Order from WEA Records Ltd., P.O. Box 59, Alperton Lane, Wembley, Middx. HA9 1FJ. Telephone 01-998 5929 or order from your WEA salesman.

---

**RECORD BUSINESS** August 17, 1981

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The Radiocentre symbol (©) is awarded for a gain of at least 3% in the airplay rating – equivalent to one major or two or three minor station playists.

Each playlist is weighted according to approximate frequency of play and audience reach as indicated by available published research.
Beer brews slowly to get initial success

NO ONE COULD accuse Initial Records of doing things the easy way. Only after four years of trying to co-ordinate the label from Paris to London and Birmingham has the founder, Karel Beer, finally set up a permanent base in the West End.

Initial came into being because Beer, then living and working in France, had produced an album for a cult hippie Birmingham band, Bachdenkel, and could not persuade anyone to release it. The album, Stalingrad, made little impression on the British market, although it sold moderately well across the channel.

For example, 30 Seconds, who play "With some press attention, bands with Zed (who later recorded under his real name of Bernard Szagler) says Beer. "With some press attention, bands with Zed..."

"If you have just one or two, you can even develop careers - no major would have done what we did. Unfortunately we've only sold 120 copies to date."

What does Beer think are the main reasons for this? "We used three different distributors - Spartan, Stage One and ultimately Pinnacle. It is vital for indie distributors to help in marketing the identity of a label. There's often a wider gap between the indie label and its distributor than there is between the artist and his major label. Just one word from your distributor to advise you whether to stop on the first run or go out for a second, would help. The difference between breaking even and making a profit is basic."

The current Initial hope lies with a single from Bacup band, Side Effect. Beer heard them on John Peel's show a few months ago and was very impressed. He describes their sound as very strong, partly Doors-influenced. Their first release is 'Abusing Myself'/'Watch Me Dance'.

In keeping with Initial's cosmopolitan history, they have just signed a distribution deal with Mark Williams' Slash Records of Los Angeles. First off is punk band The Flesh Eaters 'A Minute To Pray, A Second To Die', with the possibility of more Slash product to follow.

September sees the release of Bernard Szagler's album, Superficial Music which is likely to attain at least critical success.

Initial Records' new address is 36-38 Hanway Street, London W1.
## Albums/Tapes Top 60

<table>
<thead>
<tr>
<th>No.</th>
<th>Rank</th>
<th>Artist/Title</th>
<th>Week Ending</th>
<th>Week</th>
<th>Rank</th>
<th>Artist/Title</th>
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<tr>
<td>1</td>
<td>1</td>
<td>Dire Straits</td>
<td>Making Movies</td>
<td>27</td>
<td>43</td>
<td>Dire Straits</td>
<td>Making Movies</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>TEAR drops on EXPLODES</td>
<td>KILIMANJARO</td>
<td>32</td>
<td>22</td>
<td>TEAR drops on EXPLODES</td>
<td>KILIMANJARO</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>DEBBIE HARRY &amp; KOO KOO</td>
<td>(Various)</td>
<td>3</td>
<td>22</td>
<td>DEBBIE HARRY &amp; KOO KOO</td>
<td>(Various)</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
<td>PRETENDERS</td>
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</tr>
<tr>
<td>5</td>
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<td>CLIFF RICHARD</td>
<td>LOVE SONGS</td>
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**Additional Information:**
- **Record Business August 17 1981**
- **Top 60 Albums/Tapes**
- **Artists and Titles Listed**
- **Charts and Rankings**
- **Music Industry Tracking**

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**Image Description:**
- "The Adventures of Promoman" section.
- "By Dr. Doom the Mad But Brilliant Scientist and His Villainous Assistant, Blag!"
- "Fromoman and His Team Must Be Destroyed: We Must Formulate A Plan!"

**Promoman's Team:**
- Stan Freeman (Voice)
- Don Williams (Voice)

**Blag:**
- A character in the story.

**Plot:**
- Promoman faces challenges.
- Dr. Doom intervenes.

**Visual Elements:**
- Colorful comic-style illustrations.
- Dialogue boxes.

---

**Date:** August 17, 1981
Top 60

BOB DYLAN: Short of Love (CBS 85178) Prod: Chuck Plotkin/Bob Dylan/Bumps Blackwell

A surprisingly un-Dylan cover masks the beginning of his return to his third-post-Christian conversation album. The memories of excellent concerts fresh in their minds, Dylan fans will again acclaim their idol. Some tracks reveal session musician boldness which can deviate even the best material but the album gets progressively better and shows flashes of the Dylan genius. The haunting piano-boasted 'Lenny Bruce' is his most exceptional song for years while that stylistic harmonica sound is heard again on 'In The Summer Time' and 'Every Grain of Sand'.

VETERAN Hunter is going to surprise a sly sound generated throughout the material but the album gets progressively better and shows flashes of the Dylan genius. The haunting piano-boasted 'Lenny Bruce' is his most exceptional song for years while that stylistic harmonica sound is heard again on 'In The Summer Time' and 'Every Grain of Sand'.

IAN HUNTER: Short Back 'n Sides (CHR 1326) Prod: Mick Ronson

'Me, you and the girl' is out as a single. Veteran Hunter is going to surprise a sly sound generated throughout the material but the album gets progressively better and shows flashes of the Dylan genius. The haunting piano-boasted 'Lenny Bruce' is his most exceptional song for years while that stylistic harmonica sound is heard again on 'In The Summer Time' and 'Every Grain of Sand'.

The influence of Jimi Hendrix is evident throughout this album by the main man of heavy Canadian outfit Mahogany Rush. Of its type it's well done - screaming guitar solos, husky vocals and a general air of mayhem. The influence of Hendrix is too close for comfort. Mahogany Rush has never charted an LP yet in Britain and there's no reason to suppose that this solo effort, in a similar musical format, will change that pattern.

JOHN MILES: Miles High (EMI EMC 3374) Prod: John Miles

One of the survivors of British rock music Miles returns after years away following his departure from Decca. His songs are now harder than the swirling pop of the 'Music Was My First Love' period but the creative influence is undoubtedly the same. As befits the main man of heavy Canadian outfit Mahogany Rush. Of its type it's well done - screaming guitar solos, husky vocals and a general air of mayhem. The influence of Hendrix is too close for comfort. Mahogany Rush has never charted an LP yet in Britain and there's no reason to suppose that this solo effort, in a similar musical format, will change that pattern.

Precious Wilson

Produced by the man who gave you Boney M and very much in the same vein is the first solo album by Precious Wilson. Her voice is deep and sensual and is best used on the gospel 'Stay By My Side' and the soulful 'If I Loved You Less' but the rest of the LP is too close for comfort. Mahogany Rush has never charted an LP yet in Britain and there's no reason to suppose that this solo effort, in a similar musical format, will change that pattern.

PABLO CRUISE: Reflector (Epic EPC 84896) Prod: Frank Farian

Produced by the man who gave you Boney M and very much in the same vein is the first solo album by Precious Wilson. Her voice is deep and sensual and is best used on the gospel 'Stay By My Side' and the soulful 'If I Loved You Less' but the rest of the LP is too close for comfort. Mahogany Rush has never charted an LP yet in Britain and there's no reason to suppose that this solo effort, in a similar musical format, will change that pattern.

ALBUM REVIEWS

Best of the rest

DESMOND DEKKER: Compass Point (Stiff SEEZ 36) Prod: Robert 'Bumbie' Marley

After a somewhat lacklustre return to mainstream recording last year with Black and Dekker, Desmon Dekker has come back strongly with the help of the great Palmer at the controls. The piano and his long serving guitar and production sidekick Mick Ronson. The result is in the same sort of bag as a Jim Steinman or Meatloaf album, but with less of the cheap melodrama and production. The influence of Jimi Hendrix is too close for comfort. Mahogany Rush has never charted an LP yet in Britain and there's no reason to suppose that this solo effort, in a similar musical format, will change that pattern.
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