Bands seek end to TV pop show mime restrictions

A NUMBER of rock musicians are joining forces in an attempt to bring to an end the current restrictions on miming, imposed by the Musicians Union, which affects appearances by artists promoting records on TV shows like Top Of The Pops.

Leader of the musicians is Peter Thons, trombonist with the RCA act Landscape. Thons has put down a motion for discussion at the September 22 meeting of the Central London Branch of the MU at Conway Hall.

His motion suggests that the present restrictions are not in the best interests of members. He is asking that the Executive Committee be asked to rescind the requirement that a record should be re-recorded before it can be performed because the practice "produces a sub-standard version of the original record, and does not allow a session musician to benefit from his contribution to making a record popular."

Thons' proposal is that a payment, equivalent to the present pre-recording fee, should be made to the artist for the use of the tape; that a payment be made for the TV appearance; that session musicians used on the original recording should also receive the 'use of tape' fee; and that only British MU members should be recompensed.

According to a spokesman for Landscape, Thons has received promises of support from Spandau Ballet, Linn, Ian Gillan, Phil Collins, Pete Townshend and Virgin Records.

Buoyant CBS sets Abba, Adam, Joel, Jacksons LPs

A CONFIDENT CBS is entering the run-up to Christmas with one of its strongest release schedules of recent years, with albums due from blockbusters like Shakin' Stevens, Billy Joel, Adam and the Ants, Earth Wind and Fire and Abba, the company's Bournemouth sales conference heard last week.

A keynote speech from outgoing managing director David Betteridge that stressed the company's recent achievements in breaking UK artists into international stars prefaced a September supplement that has already seen a Top 5 album for Meatloaf; and LPs from Art Garfunkel and the original London cast recording of the new Sound of Music show.

These are to be followed by Shakin' Stevens' Song In The Attic (CBS 85273) before the end of this month.

By the end of the peak sell-in season, CBS and Epic will have delivered a new Abba album, a live Jacksons LP, an Earth Wind and Fire outting and an Adam and the Ants long player called Prince Charming (CBS 85265).

In addition, 25 more titles will be added to the mid-price Nice Price catalogue series including albums from The Beach Boys, Abba, Leonard Cohen, Earth Wind and Fire, Art Garfunkel, Santana and Billy Joel, backed by trade discounts and a heavy in-store display push as well as cooperative advertising schemes. As usual full price catalogue will be promoted by a dealer incentive scheme.

To mark his 25th anniversary as a recording artist Johnny Mathis' Celebration (CBS 10028) coincides with a major UK tour for the singer. The album will be marketed for three weeks during peak time in the Anglia and ATV regions from September 9 backed by poster sites and in-store displays. The campaign will then roll through other TV regions.

All-industry promo hopes recede

ALTHOUGH THERE is no official confirmation, it is looking increasingly unlikely that the record industry will be funding a generic advertising campaign.

At a meeting of the BPI Council last week, it was decided to postpone the projected all-industry push from this Autumn to at least next Spring, although investigation into the idea will continue.

BPI chairman Chris Wright told RB: "The feeling of the meeting was that we would rather spend the money when the economy was a bit better off."

"The BPI is still formulating plans for a generic campaign, but there is nothing decided about the form such a campaign would take or how we would raise the considerable funds necessary to pay for it."

RCA shifts Euro — centre to UK

RCA RECORDS has shifted more responsibility for its European operations to London with Don Ellis being elevated to the position of vice-president of European market development and Ed Lavish assuming control over financial operations for the continent.

Both retain their positions as md and joint deputy md respectively of the UK company but the additional responsibilities will require greater European involvement.

In recognition of the traditional strong position of UK acts in the world markets RCA has given the country a central role in its A&R plans.
Tape emphasis in WEA’s new marketing plan

TOP MARKETING strategy priorities for WEA in the next 12 months will be the development of pre-recorded tape sales, a push on back catalogue and an entry into the expanding direct-response TV market.

This was announced by newly-appointed marketing manager Stewart Till, in the context of the various marketing sales conference, when he urged: “We need to acknowledge that tapes account for 30 percent of our sales.

“It means all of us treating the cassette as an advanced stage for our own right and WEA will be experimenting with giving tape a price advantage. Cassettes are cheaper to manufacture, there are less faulty returns and, as a result of a lower royalty rate so, from an accounting point of view, it would be possible to have a lower dealer price.”

Till went on to propose the improvement in quality of raw tape used in pre-recorded cassettes and said he would be looking closely at Island’s recent introduction of high-quality tape on its 1-1 series.

Tape packaging was described as “poor value for money” and Till said he was also seeking better distribution of tapes into non-specialist outlets where potential customers, who are home and keen to record, would be able to conduct a bargain.

Till said direct response TV campaigns would become more important in the company’s marketing strategy, and he revealed that talks with Tellytise were in an advanced stage for the development of a new album.

On back catalogue Till laid down a five-point plan which included the extension of seven special compilations of hits albums from the past 15 months including seven special compilations of hits albums by James Last, Slade, The Hollies, Ray Charles, Ella Fitzgerald and Bert Kaempfert.

Promotion includes a four-page consumer leaflet and store display material including a 20 x 30 inch colour banner, a window display, a video compilation of the TV campaigns will be available.

Polystar adds £2.99 TV range

POLYSTAR IS joining the £2.99 catalogue campaigning this Autumn when its TV-advertised product will be offered to dealers at £1.82 in the company’s first such campaign.

The promotion is to be called ‘Sale of the Season’ and will include some 13 albums from the past 15 months including seven special compilations of hits albums plus albums by James Last, Slade, The Hollies, Ray Charles, Ella Fitzgerald and Bert Kaempfert.

Promotion includes a four-page consumer leaflet and store display material including a 20 x 30 inch colour banner, a window display, a video compilation of the TV campaigns will be available.

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Polystar head Brian Baird told the conference that the division had restricted releases to just two this year because of the poor market but was confident that the Autumn programme could “annihilate” the opposition.

The programme is headed by the release of a second Not the Nine O’Clock News album ‘Hedgehog Sandwich’ to follow the group’s platinum debut.

The new album is released on October 9, the same day as BBC-TV screens a compilation of the best sketches from the third series. Promotion is through consumer advertisements and commercial radio.

MIDEM cut to five days in thrift move

MIDEM ‘82 will be an economy occasion. Faced by an ailing international record industry, organisers of the year’s major international gathering have trimmed next year’s event from the planned week’s duration to five days.

It will run from Monday January 25 to Friday January 29, thus unexpectedly cutting out the weekend which in recent years has proved to be the busiest time of the whole exhibition.

According to an official statement, the cutback has been instigated at the request of participants and is a response “to the double objective of economy and time saving.”

At the same time, Midem stands, of which 53 percent have already been renewed, will cost the same as this year, while participants from major cities will be able to enjoy reductions of up to 40 percent on regular prices on flights and hotels.

“In spite of a high inflation rate, MIDEM is determined to contribute to the efforts of the profession,” says the statement.

Clarification of Midem’s 1982 price-structure means that the Department of Trade subsidy for UK exhibitors has been revised. Against a 4-unit stand rental of 14,470 francs a subsidy of 11,270 francs is available, while on a 3-unit the subsidy is 8,070 francs on an 11,270 rental fee. Cut off date for joint venture application is November 13.

Other developments next year will be the equipping of stands with video playback facilities and a concentration on top quality galas and marquee shows to which top TV and radio executives will be invited.

On the discussion front, the international lawyers will be discussing Video Copyrights, while a further roundtable debate will consider the current problems of the industry and seek possible solutions.

No capacity problems if trade orders early – majors

AS LONG as dealers plan their pre-Christmas ordering carefully, the trade should avoid the seasonal production bottleneck forecast by independent presser Monty Presky in last week’s RD.

That is the reaction of the major record companies which have all now revealed their big Autumn releases and catalogue incentive campaigns.

Said EMI publicity executive Brian Southall: “The situation is not dissimilar to the one quoted by Monty Presky, but we have good stocks of catalogue which we are urging dealers to order during the next three weeks.

“After that our priority will be to fulfill orders for big new albums like our ‘live’ Queen collection, the new Kate Bush LP and others. Traders who do not take advantage of our stock-up offers could find it difficult to get supplies of catalogue later.

At WEA, managing director Charles Levison said: “Despite the fact we have a heavy release schedule coming up, we don’t anticipate any problems supplying the trade and we have contingency plans to deal with any extra demand.”

“We are running aggressive catalogue campaigns, and dealers are simply advised to take advantage of them. For obvious reasons, and get their orders in now.”

And at CBS, chairman Maurice Oberstein told RD: “From every reaction from the retailers last year, CBS did a very good job in keeping our hits in stock, so I am not anticipating that we will do any less well this year.”

MAN CHOSEN to head the new MGM-CBS Home Video operation in the UK is Colin Bayliss who has been appointed general manager. Bayliss switches to pre-recorded software after five years with blank tape manufacturers Memorex International. He joined the company as sales manager, consumer products and subsequently has held positions as European sales manager and international marketing manager. Aged 32, he holds an honours degree in economics at Hull University.

The first release this month of 17 titles will be under a ‘no restrictions’ rental policy, similar to that operated by CIC Video. Among the first batch of films will be The Wizard Of Oz, 2001: A Space Odyssey, Jaws, Rocky, ELC Live At Wembley, Being There and That’s Entertainment. (A full report will appear in coverage of the CBS sales conference in next week’s issue).
QUOTE FROM Ramon Lopez, the philosophic Spaniard who runs PolyGram Record Operations—"Sales conferences are like pregnancies. They are planned for months, yet when they arrive are always emergencies"—herewith then a selection of tittle-tattle from the recent spate of emergencies involving the aforementioned PRO, EMI, WEA and RCA from our lads and lasses on the spot, who all express their thanks for the provision this year of lights on the press tables...

LET US first of all convey our condolences to Radio-1's Andy Peebles who had taken himself off for a few quiet days at the £48 a night Carlton Hotel in Bournemouth and found himself in the midst of the EMI maelstrom. Peebles sensibly delayed his return to join the final night dinner, after which an excellent set by the Jets had the room well and truly bopping, but did agree to consume the odd half. And at the same time further condolences to pr chief Brian Southall who found himself the sole occupant of the Honeymoon Suite, complete with four-poster bed and sunken circular bath for two. Some EMI OBs popped in from the Royal Bath down the road, after the bar had closed, to join the fun, having on the previous night succeeded in luring their former colleagues to a Level 42 gig, thanks to free tickets distributed by Robbie Dennis. Whether PolyGram or RCA visitors from the rather more distant Dormie Hotel at Ferndown were responsible remains a mystery, but certain EMI people found potatoes in car exhaust pipes as they tried to leave for home on Saturday morning... incidentally, the aforementioned Jets who were accommodated in the Penthouse Suite of England's last privately-owned five-star hotel, recalled that the last time they were at the Carlton was as unofficial visitors to the car park where they slept in their van... An EMERGENCY of sorts befell the Thorn EMI Video Programmes Carlton was as unofficial visitors to the car park where they slept in their van... An EMERGENCY of sorts befell the Thorn EMI Video Programmes Carlton was as unofficial visitors to the car park where they slept in their van... An EMERGENCY of sorts befell the Thorn EMI Video Programmes Carlton was as unofficial visitors to the car park where they slept in their van...

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POLYGRAM PARTICLES—A generous distribution of prezzies to delegates included a Swiss knife with a thing for getting peel off oranges from Robert Lemon (Bronze), a sweater modestly emblazoned Polydor No. 1, a digital clock ballpoint pen from Brian Baird (Polystar), a Phonogram bomber jacket, a book by astrologer Ann Petrie and a Decca t-shirt... Barry Barnes and his team of in-somniacs put together a smooth show which included live sets from Bananarama, Dexy's and a highlight appearance by good-looking piano-playing sisters Katia and Marielle Labeque... reps have championed artist Cliff Lazarenko to thank for (apparently) low autumn targets. The normally accurate Lazarenko was strangely missing 180s when he threw his darts to select them... and after the bracing migration from Stratford Place to the new St. George Street HQ... Pamela Stephenson as Angela Rippoff, had the audience in stitches with her oathful delivery of the PolyGram News...

RCA RAPPINGS—former UK md Jack Craigie, now the grand fromage in New York, recorded one of his own entitled 'Jack The Rapper,' played to conference acclaim to greet the arrival of Nigel Grainge and Ensign to RCA... dedicated Presley fan Roger Simon, head of the singles sales team, dressed as his idol to introduce the reissue of the King's EPs. He concluded his remarkable lookalike appearance by explaining why he had joined RCA—"I've bought Elvis records all my life and this seemed a good way of getting my money back," he joked... md Don Ellis was heard giving a realistic impression of an irate neighbour when his a&r department chose to play RPO's 'Hooked On Classics' plus a rousing version of 'Can Can' at two in the morning...

WEA WHATNOTS—Nobody seemed to be losing sleep over the loss to CBS of the Geffen label on a purely money basis. WEA keeps Donna Summer for the world and retains the John Lennon-Yoko Ono catalogue. Only act lost to CBS is Sammy Hagar for the UK... according to Mel Posner, Elektra-Asylum vice-chairman, a Jerry Wexler-produced Linda Ronstadt album has been shelved, but a new one directed by Peter Asher is on the way... the delectable Carlene Carter landed in the UK on Monday, heading for London for the next few days. She is promoting her part to perfection, even perching tantalisingly on many a salesman's knees... to introduce Elvis Costello's country album, prankster Jake Riviera played what he claimed was a promo EP specially made by WEA. Was it just a malicious sense of humour? Making that sound as though it had no more than its fair share of snap, crackle and pop?
Iron Maiden have a four track 12-inch EP released by EMI this week. 'Maiden Japan' (12EMI 219) was recorded in Japan and is available only as a 12-inch.

Bronze Records this week release the second single by the Young and Moody Band, featuring, Linda and Colleen Nolan, Lemmy, Cozy Powell and Ed Hammond. 'Don't Do That' (BRO 130) is available in a full colour limited edition picture bag.

Decca Records this week release an album of early tracks from The Rolling Stones entitled Slow Rollers (TAB 30) on its Rock Echoes series which carries a dealer price of £2.03. The album contains 'Ruby Tuesday', 'Time Is On My Side' and an Italian version of 'As Tears Go By' previously unissued in this country. Point-of-sale material is available.

EMI Records releases its first single by keyboard wizard Thomas Dolby this week. 'Europa And The Pirate Twins' (IZ R6051) is available on seven and 12-inch, the latter containing an extra track 'Leipzig' previously available on the Armageddon label. An album is being recorded.

Zonophone Record release a live Angelic Upstarts album on September 24. Angelic Upstarts Live (ZEN 102) contains a free flexidisc featuring four extra live tracks. The band is touring the UK in October.

The Agency is a new company which was formerly known as the Bron Import Organisation, all staff and artists. Its first single (ENY 219) the company has taken with it from Virgin Records with immediate effect. Her responsibilities will include in-house processing of lacerations and consumer press advertising, in-store displays, videos, and radio and press PRs by Baumann. A single also called 'Repeat Repeat' (VS46) is available now.

Ensign Records this week release an album of Camel tracks taken from the band's second album The Best Of Camel (SKL 5325). It is being supported by a dealer poster and consumer advertising.

Oliver Drake has been appointed MCA contracts executive, following the departure of Laurie Hall to CIC Video. Drake was previously contracts manager at MCA and will now report to managing director, Stuart Watson. His duties will include third-party licensing and secondary market catalogue exploitation.

Jackie Willis, formerly studio founder of Cavalcade Music, has resigned. Joyce Howe has been promoted to her position.

Ron Liversage, director and co-ordinator at Battery Studios, has been made senior technical positions with PRT. Liversage will then join the company to MCA Records. "They're going into the studio and making the second single out before Christmas. Their debut album will be released early next year" said Hopkins.

Tony Adler has been made marketing manager in a re-organisation of staff at IMS after experience at Polydor Records. He will be involved in product selection, marketing and promotion, liaison with marketing companies, the catalogue sales team and the warehouse.

EMI's Mail Order World Records Division has appointed Paul Leadbeater (25) as marketing manager reporting to Marketing director Michael Kennedy. Andrea Nolan (24) comes from the development with Phonogram of Rock Records acts in addition to selective Phonogram signings. She joined the company in 1978 as head of radio promotion.

Val Falloon has been appointed senior editor of Videogram, an international video and communications business monthly magazine published by NordMedia. Falloon was previously deputy editor of Music Week and London manager of Record World.

Mick Wall has been appointed Virgin Records new press officer, following the re-shuffle caused by the departure of Al Clark and promotion of Keith Bourton. Wall was previously a contributor to Sounds and independent music magazine This Week.

Classix Nouveaux has signed a long term worldwide publishing agreement with Chappell Music which will include the band's back catalogue.

Bjö Brit International via its own agency has finalised a deal with Birmingham band, Landscape (SKL 5325). It is being supported by a dealer poster and consumer advertising.
Release fewer to sell more, says Levison

WEA MANAGING director Charles Levison seized the opportunity to rally his company, when he spoke to sales conference delegates in Warwickshire last week.

He admitted that the past year had seen the company struggling, but with four albums in the Top 40 at the time he spoke, he was able to say: "We are back, we are hot again and we have a great future.

Levison stressed the revolution in home entertainment that will happen in the 80s and how strongly WEA's parent WCI corporation was prepared for it.

He pin-pointed some of the industry's problems, accusing the Government of muddled thinking over the blanket levy issue and urged his colleagues to write to their MPs on the subject.

On faulty pressing problems he conceded: "A lot of you in the field have been distressed about the number of returns you have had. It is not only your problem, and the quality of pressing needs to be improved.

"But it is hard to make first class records at a price which we can afford." He said the industry was still releasing far too many records, although WEA would reduce its number of releases and the result had been more sales, not less, overall. "At least four of our current hits might not have broken through without this cut-back," he said.

And on the vexed question of the BBC's chart - from which he gave WEA's notice recently, only to withdraw it after discussions with the BPI - he said current success on the chart had diminished his determination to see the compilation system improved.

"We are gaining allies for our stand and we are starting to get support from other record companies. I am confident changes in the chart will be forthcoming. Our tactics are working and the industry as a whole is going to benefit."
### Singles Top 100

**SALES RATING**

100 = Strong No.1 Sales

**AIRPLAY RATING**

100% = Top Of The Pops

<table>
<thead>
<tr>
<th>Title/Artist</th>
<th>Label/Cat. No.</th>
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<tbody>
<tr>
<td>Tainted Love Soft Cell</td>
<td>SOME BIZARE BZS 212</td>
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<tr>
<td>Prince Charming Adam &amp; The Ants</td>
<td>CBS CBS A1408</td>
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<td>Japanese Boy Anaka</td>
<td>HANSA-AROLDS HANSA 5</td>
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<td>Love Action (I Believe In Love) Human League (red)</td>
<td>VIRGIN VS 435</td>
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<td>Wired For Sound Richard</td>
<td>EMI EMI 5221</td>
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<td>Hold On Tight Electric Light Orchestra</td>
<td>JET JET 701</td>
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<tr>
<td>Souvenir Orchestral Manoeuvres In The Dark</td>
<td>DINDISC DIN 24</td>
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<tr>
<td>Start Me Up Rolling Stones</td>
<td>ROLLING STONES RSR 108</td>
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<tr>
<td>One In Ten UB40</td>
<td>DEP INTERNATIONAL 70EP 2</td>
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<td>Hands Up (Give Me Your Heart) Ottawa</td>
<td>CARRERE CAR 183</td>
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<tr>
<td>Abacab Genesis</td>
<td>CHARISMA CB 388</td>
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<td>She's Got Claws Gary Numan</td>
<td>BEGGARS BAND BEG 62</td>
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<td>Everybody Salva Modern Romance</td>
<td>WEA K 18815</td>
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<td>Slow Hand Pointer Sisters</td>
<td>RAYNET K 12530</td>
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<td>Hooked On Classics Royal Philharmonic Orchestra - Louis Clark</td>
<td>RCA RCR 109</td>
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<td>You'll Never Know Hi-Gloss</td>
<td>EPIC EPIC A131387</td>
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<td>The Thin Wall Ultravox</td>
<td>CHRYSLER CHS 12254</td>
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<td>Girls On Film Duran Duran</td>
<td>EMI (12)EMI 5206</td>
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<td>Passionate Friend Teardrop Explodes</td>
<td>MERCURY TEAR 5</td>
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<td>The Caribbean Disco Show Lobo</td>
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<td>Chemistry Nolans</td>
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<td>Pretend Alvin Stardust</td>
<td>STIFF BUDDY 124</td>
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<td>One Of Those Nights Bucks Fizz</td>
<td>RCA RCA 114</td>
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<tr>
<td>Rainy Night In Georgia Randy Crawford</td>
<td>WARNER BROS K 17840</td>
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<td>Green Door Shakin' Stevens</td>
<td>EPIC EPIC A1364</td>
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<tr>
<td>So This Is Romance Link</td>
<td>CHRYSLER CHS 12254</td>
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<tr>
<td>Endless Love Diana Ross &amp; Lionel Richie</td>
<td>MOTOWN TMG 1240</td>
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<td>In And Out Of Love Imagination</td>
<td>R&amp;B &amp; RBS (RBL) 202</td>
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<td>Europe After The Rain John Foxx</td>
<td>METALBEAT VS 393</td>
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<td>Hand Held In Black And White Dollar</td>
<td>WEA BUCK 1CT</td>
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<td>Play To Win Heaven 17</td>
<td>VIRGIN VS 433</td>
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<td>Holliedaze (A Medley) Hollies</td>
<td>EMI 5229</td>
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<td>Back To The 60's Tight Fit</td>
<td>JIVE JIVE(0) 102</td>
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<tr>
<td>Wunderbar Tenpole Tudor</td>
<td>STIFF BUDDY 120</td>
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<tr>
<td>(Si Si) Je Suis Un Rock Star Bill Wyman</td>
<td>A&amp;M AMS 814</td>
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<tr>
<td>Loving Everlasting Rex Smith &amp; Rachel Sweet</td>
<td>CBS CBS 14015</td>
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<tr>
<td>Happy Birthday Stevie Wonder</td>
<td>MOTOWN 12TMG 1235</td>
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<tr>
<td>As The Time Goes By (Vocal) Funtapatal</td>
<td>LONDON LON(IX) 001</td>
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<td>Birdie Song Tweets</td>
<td>PRF 7P 219</td>
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<tr>
<td>Betcha' Wouldn't Hurt Me Quincy Jones Featuring James Ingram</td>
<td>A&amp;M AMSI(1X) 8157</td>
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<td>Just Another Broken Heart Sheena Easton</td>
<td>EMG EMI 5232</td>
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<td>Walking Into Sunshine Central Line</td>
<td>MERCURY MER(IX) 78</td>
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<tr>
<td>Water On Glass - Boys Kim Wilde</td>
<td>RAK RAK 334</td>
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<td>Day After Day Pretenders</td>
<td>REAL ARE 17</td>
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<td>Startrax Club Disco Startrax</td>
<td>PICKSY KSY(IX) 1001</td>
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<tr>
<td>For Your Eyes Only Sheena Easton</td>
<td>EMI EMI 5196</td>
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<tr>
<td>Beach Boys Medley Beach Boys</td>
<td>CAPITOL CL 213</td>
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<tr>
<td>Quiet Life Japan</td>
<td>HANSA HANSA 12</td>
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<tr>
<td>Fire U2</td>
<td>ISLAND (U)WIP 6679</td>
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<tr>
<td>Under Your Thumb Godley &amp; Creme</td>
<td>POLYDOOR POSP 322</td>
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<tr>
<td>I'm Lucky Joan Armatrading</td>
<td>A&amp;M AMS 8163</td>
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<tr>
<td>Take It On The Run Rev Speedwagon</td>
<td>EPC EPC A1207</td>
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<tr>
<td>Classical Muddy Portsmouth Sinfonia</td>
<td>SPRING TIME WIP 6736</td>
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<tr>
<td>Ready To Rock Michael Schenker Group</td>
<td>CHRYSLER CHS 254</td>
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<tr>
<td>Aint No Mountain High Enough - Remember Me Boys Town Gang</td>
<td>O REFORMATION CHS (12)2528</td>
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<tr>
<td>I Love Music Enigma</td>
<td>STONE SOUND 162</td>
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<td>Seasons Of Gold Gidea Park</td>
<td>MOBY DICK (1)T</td>
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<td>Chant No.2 Beegar &amp; Co.</td>
<td>CREOLE CR(12)114</td>
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<tr>
<td>Chant No.2 Beegar &amp; Co.</td>
<td>RCA RCA(T) 130</td>
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**Legend:**

- **Bullet:** Strong upward movement on sales and or airplay.
- **New Entry:**
  - Platinum Disc: 1 million sales (RPM certified)
  - Gold Disc: 500,000 sales (RPM certified)
  - Silver Disc: 250,000 sales (RPM certified)
  - Sales or Airplay Index less than 0.5
  - All numbers are rounded to nearest whole number
- **Distributor Code:**
  - Top 100
  - Sales and Record Business September 14 1981
Just can't get enough

A DECADE OF THERAPY

In 1980

It was

the

year

of

Depeche Mode--

the

English

band

that

began

their

rise
to

international

prominence.

The

group

released

their

second

album,

"Just

Can't

Get

Enough,"

which

featured

the

hit

single

"Just

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Enough",

a

dance

floor

classic

that

helped

establish

Depeche

Mode's

signature

sound.

Record

Business

was

a

weekly

magazine

that

covered

the

music

industry,

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its

September

14, 1981,

issue

featured

an

article

about

Depeche

Mode's

rise

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**EMI is now back to breaking own talent**

A HIGHLY confident and enthusiastic EMI team was told by managing director Cliff Busby at the annual conference: "We are slim and we are tough. I believe we are seeing a new generation of EMI people. I don’t have any fears about the future."

Two years have elapsed since EMI’s last conferences, when the company was still operating with group and licensed repertoire divisions. Referring to the recent decision by Busby to remark: "We have come here as one company. At the last conference we were two companies trying to be one."

Recalling a prediction made by an opponent 12 months ago that EMI would be "buried", Busby remarked: "If we are buried, then all I can say is that we make a handsome corpse."

He pointed out that EMI’s success over the past year had been achieved despite a lack of major artist albums and was largely due to results gained with new talent like Sheena Easton and Duran Duran.

"We have been able to persuade people to join us because we look good in the marketplace and that is because of you," he told the sales force.

Commenting on the impending departure of Motown after 18 years as a licensed label, Busby said: "We are back to where we used to be, making and breaking our own talent."

Ken East, chief operating officer of the EMI Music group, also referred to the forthcoming departure of Motown. Recognising that this had caused concern among the sales force, East recalled his own time as a salesman in 1952-53 when EMI had lost CBS and RCA. "I thought the world had come to an end," he said, but the result had been to make EMI concentrate on its own repertoire.

This had initiated a great era for EMI around the world and had produced artists like Cliff Richard and the Beatles whose records were still in great demand. Noting that in Europe EMI had lost the contracts for MCA, Arista and Motown at the end of 1979, East revealed that EMI was now selling more records there than ever.

**Video software now in 6,000 outlets**

The IMPRESSIVE strides made by Thorn EMI Video Programmes in building its software business in the past six months were disclosed to the conference by marketing manager Jonathan Martin.

From an initial figure of 200 outlets offering "tired films" TEVP since launch had secured distribution of video cassettes into more than 6,000 outlets.

Martin said that there had been accusations that the company was too ambitious in aiming for sales of 5,000 copies of its top titles, but some had already doubled that figure and by the end of the year it was likely that the top 35 titles would have sold 30,000 copies mark as part of total sales of 250,000 tapes. He praised the EMI Records sales force for its efforts in helping TEVP to secure a 20 percent market share, which could be doubled in 1982 when total software sales would be three times greater than this year.

Martin said that market research conducted by Gallup indicated titles there was a trend away from using VCR machines for time-shift purposes in favour of screening pre-recorded films. The survey, costing £200,000 and involving 3,000 people, had provided preferences for 317 film titles.

Discussing the Autumn plans, Martin said that the 150-titles catalogue would include 34 new programmes, among them Charlie’s Angels, Elephant Man, Jaws, Friday Night, Glass Garden and Minder. With a £500,000 TV campaign and extensive press advertising and in-store activity, a target of 150,000 units per title in Christmas had been set, with top titles expected to ship around 15,000 units each.

As a dealer incentive, a 10-cassette racket would be offered free to dealers ordering 20 or more tapes, while an order for 75 copies would result in a free cassette holding 48 tapes. A newly designed TARDIS merchandising unit would be provided for orders of 150 tapes.

Looking forward to TEVP’s first 1982 release in March, Martin said that a further 30-40 titles would be added, including eight major films, one of them Time Bandits.

**Sales Conferences**

**WEA catalogue incentive scheme**

WEA will be pushing its back catalogue during the Christmas run-up with two dealer incentive schemes, an ambitious sales manager Jeff Beard at the company’s sales conference.

The promotion is based on free prizes and runs from late September to November 27.

On the range of titles carrying a £2.44 to £3.04 trade price, dealers ordering between 100-299 units will receive five free albums for every hundred on their orders; between 300-499 they will get six free per hundred; between 500-749 eight free per hundred; and on orders of 1,000 and over dealers will receive 10 free albums per hundred plus an extra five percent discount on the total invoice.

WEA’s X-Tra Value range of £1.82 dealer price catalogues LPs which has sold a total of 450,000 units since inception earlier this year – will also be promoted by a range of free product offers.

Beard said 20 more titles had been added to the range bringing it up to 100 in all. Traders buying in 250 or more titles will receive a 10 percent extra discount, and the range will come in for heavy promotion during the offer period.

**45s packages from Blackfoot & Foreigner**

TWO SPECIAL single packages from hard rockers Blackfoot and Foreigner brought immediate promotion plans from Atlantic Records.

Blackfoot’s colour gatefold 45 will contain two studio cuts from their Marauder album ‘Dry County’ and ‘Too Hard To Handle’ plus a live version of ‘Train Train’ and Highway Song’. Foreigner’s ‘Juke Box Hero’ also comes in a colour gatefold cover released in a fortnight with the story of the song on the jacket.

On the album front, Chic have an LP planned for October, as well as Sister Sledge, while if a projected superstar soul package tour of the UK comes off scheduled, Elton John and the late, lamented Wilson Pickett, Percy Sledge, Ben E. King and others, there will be heavy catalogue promotion.

In October, new signing Kix release an album of the same name, and the following month T.S. Monk release an as-yet-unutilised dance album.

AC/DC have not yet named their record, but it is confidently expected for November 5. A Best of Dave Edmunds LP will be due around the same time.

Atlantic general manager Mary Hooten concluded her presentation with a bouquet by managing director Charles Webster (a&r department) and Noreen Allen (secretary), Malcolm Hill (product manager), Ashley Goodall (a&r department) and Vicky Pelmore (secretary). The identity of the camera-shy owner of the jeans in the foreground is a closely guarded secret.

**Warner Bros TV ads, to widen George Benson appeal**

PROBABLY WARNER Brothers biggest project of the last part of 1981 will be a TV advertised George Benson double album entitled The Collection due out on November 5.

It draws together Benson’s past recordings in an attempt to unify his across-the-board market from jazz to MOR disco.

WS backs this up with an as-yet-unutilised Rod Stewart album also due for November 5, Neil Young’s Reactor LP on October 3, Carly Simon’s Torch on October 2, a double live Lena Horne LP called The Lady And Her Music which collects hits from her entire career and albums from Prince (Controversy), Climax Blues Band (Lucky For Some) Emmylou Harris (Gin Marvin), while there is a Fleetwood Mac LP due in January.

Presenting the Warner Brothers product, general manager Ellie Smith announced a large-scale marketing and promotion effort for Randy Crawford’s forthcoming six-eight London session at Drury Lane Theatre in October when ‘Secret Combination’ will be released as a single. She previewed two cuts from Rod Stewart’s new LP scheduled for November 5.

Jump Street, scheduled for September 18 is Rose Royce’s new album, and on the back of expected interest in contemporary country, the label is hoping to spin off a hit for important new signing Rodney Crowell. Strong marketing back-up will be called for in his debut single ‘Stars On The Water’.

Sire’s new signing The Neceessaries have an album Big Sky out on October 2, and although there will not be a Talking Heads LP until the new year, Jerry Harrison from the band is planning a solo album for November.

**After entertaining the conference with a well-received set of hard-rocking new songs, F-Beat’s Carlene Carter is presented with a bouquet by managing director Charles Levison.**
Multi-talent Dolby signs with EMI

EMI's VIDEO dominated conference, which began with presentations from Thorn EMI Video Programmes and selections from EMIs other divisions. [RB September 7], acquired additional smallscreen emphasis during product presentations. The whole sequence was crisply presented as a series of video productions with the managers appearing on screen.

David Hughes, marketing manager of the rock division, disclosed that the multi-talented Thomas Dolby had been signed. Dolby is a singer, writer, and producer (the new Joan Armatrading LP) who also builds his own synthesizer. He plays keyboard with Lenny Lench and wrote her last single. His first effort for EMI is 'Europa And The Pirate Twins', with another single to be released before his LP debut in February.

Hughes also mentioned another new signing Bumble and the Bees, a five-strong act led by Michael Riley, former steel Pulse. They will be supporting Hazel O'Connor on her tour, a role that is also enjoyed by Duran Duran. He also mentioned that a Stranglers album was due in mid-November to coincide with a month-long UK tour.

John Kavanagh, EMI label manager, reported that new material was expected in the present financial year from Iron Maiden, a new Queen studio album, Kraftwerk, Wizemark and Morey Rafferty. He also played tracks by Hi-Tension and Kate Bush, who has an LP due in November, along with Sheena Easton, to tie in with a nationwide tour. A further awaited release is the sole debut of John Watts, former lead singer with Fischer Z, which although now defunct has sold 180,000 albums in Germany.

A hot comedy item will be a live recording of Dame Edna Everage's 'Last Night Of The Poms', due to be presented at the Albert Hall this week. The show is being recorded by London Weekend TV and EMI is preparing rush-release of the album by the end of the month. Martin Cox, manager of the Capitol, EMI America & Liberty labels, reported that the former Motown and WB stawlows Ashford and Simpson had signed for Capitol and that Diana Ross was working on her first album release.


Marketing director Peter Buchanan, who introduced the product presentation, wrapped it up by disclosing that further new albums are due at the end of March from Paul McCartney, Max Boyce, Kim Wilde, Scorpioners, Angiecicle, Jon Lord, another album from Sheena Easton to coincide with an American tour, and Pink Floyd.

SALES CONFERENCES

INTERNATIONAL - MID PRICE
Lee Simmonds presented an audiovisual display showing some of the 50 mid price (£2.99) albums that will be available by the end of 1981. Highlights were Perry Como's Greatest Hits 2, Fats Waller's African Ripples, Iggy Pop's Lust For Life, Frank Sinatra's The Standards, Eddie Fisher's Greatest Hits and Elvis Presley's Greatest Hits 4. There will also be an album of Vintage Blues from the RCA vaults.

BLACK MUSIC
Introducing the Black Music Section, Tony Lyley said, "Tours are now viable rather than just the dancefloor hit. It's more than 'club' music. Our objective is to make singles artists into album sellers.

November singles include 'In Love', 'Knock on Wood' and 'Shaft'. The double album Shaft by Isaac Hayes will be available as a single album, Best of Shaft.

JAZZ
RCA's Prestige and Milestone jazz labels have four albums out in November, including Charlie Mingus at Monterey.

MOTOWN
The Motown presentation began with a 15-minute history of Motown video, linked by Smokey Robinson. There was also a taped message from head of the label, Berry Gordy. In addition to catalogue releases (The Chiffons, Temptations, Marvin Gaye) manager Gordon Fruin told the conference of new October singles by the Temptations and November sees the release of a Best Of Diana Ross album.

LICENSED AND ASSOCIATED LABELS
Don Ellis's Ensign label has no Autumn releases, but launches into action next year with an album from Incognito and new signing Another Pretty Face, who will be charging name shortly. The Slow Children have a single, 'Spring In Fialta' out in early '82.

Scratch Records has a single, 'Stars' by Nicky Robson and produced by Gary Newby, out this month. An album by the Wing-Guitarist Denny Laine, Anyone Can Fly, is released in November.

The Cheapskate schedule, presented by Chas Chandler, centres around new albums by Clive Ponton and his September single 'Don't Say No'. Paul McNally's Why Fi label, launched last May, announced a single from Sparks, 'Funny Face' and one from the New 'Sound Of Music' - Take Two, 'Kamakaze'.

Original continues a comedy theme with albums from Alternative Cabaret featuring Griffin & Bally, Joan & Them, The Originals, Here's the Bee's Eye View. Logo releases Straight To The Heart by Straight 8 in October. It will be supported by fly posting in London and coverage in the rock press. November sees a campaign for Take It From The Boys by Marcia Hines.

US PRODUCT
October albums include Rick Springfield's Working Class Dog - Springfield's recently had a US number one, Dave Davies (Kinks) Glamour and the American Laura Branigan's It's Got To Be Love. The latter is £1.82. In November a Teen Dreams compilation is available, featuring Dion, The Chiffons and 4 Pennies among others.

The Elvis Presley EP Collection was presented by Presley lookalike (a heavily disguised Roger Seaton). It consists of 10 EPs, four of which, Real Elvis, Elvis vs. Al Jolson, Elvis vs. The Beatles and You and Elvis were previously unreleased in the UK.

GOLDEN GROOVES
A new batch of Golden Grooves singles are due out in October - the series has sold 100,000 units since June 1981. The releases include titles by Perry Como, the Chiffons, Diana Ross, Jim Reeves, Dion and The Chiffons.

UK PRODUCT
RCA has recently signed licensing deals with KR Records (pop/reggae) and Ice Records (fronted by Eddy Grant). Both will be releasing singles this Autumn. The company has also signed two acts, The O'Jays and Ice, and has signed directly to RCA. Minott has an album, Good Thing Going out in November and Beggar and Co. have a single, Mule Club Now.

The major October album is the Bow Wow Wow debut, curiously entitled See Jungle! See Jungle! Go Join Your Gang Yeah City All Over Go ApE Crazy. It will be supported by a series of ads in the rock press, plus radio ads and Bow Wow Wow rings.

Other October albums include Hawkwind's A￢E￢O￢U, to be backed with press ads, posters and a tour, Eurythmics in The Garden, backed by ads in the rock press, gigs in retail outlets and a tour; Kate Robbins' debut album, backed by TV ads, under the caption "Kate Robbins is On The Move!" posters and TV ads; and a re-launch of James Galway's album as The Pachelbel Canon, to include the theme from the filmOrdin', H. People. It will be supported by TV ads during October. November kicks off with the Stevie Gubbons Band Stans And Sinners album, backed with a tour. Heavy Metal group Budgie release their Nightflight album, along with a single, 'Keepin' A Rendezvous issued as a limited edition picture disc. The soundtrack to the successful play Anyone For Denis? is also scheduled for November release and will be supported by a campaign which includes ads in Private Eye, and the actors will be taking part in radio ads.

Frankie and The Pattersons introduced six of the major RCA singles for Autumn 1981: 'The March' by Random Hold, available in a picture bag, 'Is There A Reason By The Mood', European Man', 'Let's Get Togethers' album by Sparks, 'Never My Love' by Sugar Minott, 'Dynamo Beat' by Shock (who appeared live at the conference) and the RPO's follow up to their hit 'Hooked on Classics', The Can Can.'
**PolyGram to be ‘envy of the industry’**

RAMON LOPEZ, PolyGram Record Operations managing director provided the battle cry at its Bournemouth conference when he predicted that the group would be the envy of the industry next year.

“You have heard that the aim is for this group to become number one and this is imperative. We are on course in the first six months and all it will take to finish on target is a touch additional performance,” he added.

“We mustn’t underestimate the competition because the additional market share we want must come from them and they will not give it up easily,” warned Lopez.

He went on to praise the work of the three companies in developing new talent and stressed that the individual identities of the marketing and talent acquiring companies must remain.

“We must not allow PolyGram to blur the individual talent bases. I want to see Polydor and Phonogram vying for the number one label position with each other in the near future,” he added.

Lopez went on to talk of the profitability of the group, saying that although profits were being made there was a need to increase them so that greater investment could be made.

He promised no further upheavals but said that no increases in staff were envisaged. Any changes would, he said, be minor adjustments to keep pace with the market.

PolyGram is predicting a massive growth in the album market starting the last quarter of this year and continuing for several years.

Commercial director Clive Swan referred to the conference with a confidence-boosting list of indicators. The falling value of sterling, EEC price rises, the efficiency of UK companies, and the aftermath of dealer destocking promised an upturn in the economy as a whole.

He pointed out that UK companies had supplied only 80 percent of the £413 million estimated to have been spent on records last year. Currency changes alone, would, he predicted, bring that figure close to 100 percent and represent growth for the UK companies.

Swan introduced the conference logo, a growing figure 1 and his message was equally to be point. “We quite simply intend becoming the dominant and most profitable record group in the UK.”

“The excess of delivery problems that we have had are over. However, retailers deserve better than they have had from us, so urgent attention is being given to ensuring that they get it.

“What dealers want is a consistent, simple, reliable distribution service. We must be able to pick up a phone, get through and receive the product which they need when they need it. To this end we have appointed BASKO as consultants to look at ways of improving distribution. I would welcome suggestions from the trade,” said Swan.

He pointed out that each individual company had increased its share of the singles market and 21 percent of all Top 75 entries this year were PolyGram acts. Of all the new acts reaching the Top 75 nearly a quarter were with PolyGram labels.

Business planning manager Bill Judd, predicted that the young people attracted by the strong singles sales of the past five years could be widened over to albums in the coming year.

He said that growth in record sales had always been parallel with the activities of growing, independent record shops and chains, such has been seen in the past five years.

**Big Polydor acts ready Autumn LPs**

DARTS FORMED the central theme of the Polydor presentation with the company claiming a full circle of musical styles and the ability to hit the bullseye this Autumn.

With album product from virtually all the major artists, this Autumn Polydor intends to consolidate its position among the leading labels and although there are no Jam albums, there is a single in October and a Christmas EP to look forward to.

Polydor md Tony Morris, congratulated the salesforce on getting 24 albums in the charts this year but asked them for more emphasis on the development acts such as Kirsty MacColl, Havaana Let-Go, and Pete Godwin.

Polydor’s new acts include King crimson, the first material for seven years, Sad Cafe, Ian Dury, Tom Jones, Chris Rea, Crimson, the first material for seven years, Sad Cafe, Ian Dury, Tom Jones, Chris Rea, Warman and Dramatis, the Gary Nu

Emphasis on new acts pays for Phonogram

A PERIOD of heavy concentration on new acts had paid off for Phonogram, md Brian Shepherd reported. Of 12 acts signed no fewer than eight had hit, scoring 13 chart entries between them.

“We have successfully broken new artists now we must go on to develop album artists. The indications are that we will deliver in the next year,” said Shepherd.

Marketing manager Tony Powell cited Bill Nelson as another artist who had proved that Phonogram companies must commit itself to developing new talent. A new single ‘Living In My Lmousine’ taken from the Quiz Dreaming album is released this week.

Phonogram had signed ABC against intense competition and a first single is released in October while Shepherd in paying tribute to Chris Briggs & a team added the name of Junior Giscoune to those of whose things are expected.

Albums later in the Autumn include releases by Van Morrison, Lindsay Buckingham, Pamela Stephenson, Deejay Murray, Leftfield, Soft Cell and The Teardrop Explodes.

Rockers were represented by Sally Atkins who had the task of announcing the departure of Judie Tzuke but more the pleasant job of revealing the latest Elton John project. A video of The Fox will be available this Autumn complete with TV advertising and a major press campaign.

With hopes that it will revitalise interest in the album of the same name. She paid tribute to the salesmen who had made Fred Wedlock’s ‘Oldest Swinger’ a hit and played his new single ‘Jive’ which is in a similar vein. On the development front she said that great things were expected of Johnny Warman and Dramatis, the Gary Nu

**Develop stars to boost classical**

ONE YEAR after its inception PolyGram Classics, the Deutsche Grammophon and Philips amalgam, has established itself as a powerful force in the classical music world.

The group, reported general manager, Peter Russell. But he foresaw a difficult year ahead.

Russell estimated the classical market to be just 10 percent of the total market with PC taking about 40 percent. A position which he thinks must be improved.

“We must escape from the Radio 3 niche in the event of a Festival which is on a growing figure 1 and his message must be very healthy,” he said.

He did not forget the established stars such as Karajan, Placido Domingo, Sir Colin Davis, all of whom have product in the Autumn schedule. Russell also paid tribute to the late Karl Böhm, whose last recording, as digital Beethoven’s Ninth is this Autumn.

Anne-Marie Nichol, DG label manager, announced that Leonard Bernstein would be an exclusive artist and that the autumn line-up would include a new version of Damn The Torpedoes Side Story. Dealers would soon be given details of a competition which could earn them a trip to Berlin to meet Karajan in February.

Mike Sage, Philips label manager, announced the release of the first digital version of Wagner’s Ring in October. The box would include 16 albums and a book about the music and the production, which was filmed for possible video release.

A change in sales operations means that the PRO catalogue team now deals with all the group’s classical releases, including Decca, in fact the team is composed of 10 former Decca reps.

Decca general manager John Preston said that the label would maintain its focus on top quality and its policy of singing exclusive deals with world stars.

Michael Letchford and Andrew Dalton presented highlights from the Autumn line-up: The Grammy-nominated Chailly。“s Rossini Overture, a new Ashkenazy release, the first digital Philip Jones Brass Ensemble and opera from Tippett and Ponchielli and an all star Beggars Opera.
Decca pouring resources into breaking new acts

CATALOGUE EXPLOITATION remains the main money spinner for the Decca label but it is investing profits in building a small but successful roster of new acts.

"Last year we came to the conference as new boys but we are now fully integrated into the group. Decca UK is a small team, of 11 people, but we have established the priority of developing new talent while the catalogue remains the basis for profitability," said general manager John Preston.

To this end the World Of series is to be re-established in October and additions are being made monthly to the Elite, Recollections and Rock Echoes series. This will include albums by The Rolling Stones, Val Doonican, and Bing Crosby.

"Decca is pouring its resources into developing new acts, perhaps half a dozen artists. We are releasing records we believe can be hits and it cannot be a matter of indifference when they pass by," warned Preston.

Marketing manager Keith Bennett, concentrated on the wealth of catalogue when he introduced some of the titles to be included in the Decca Originals series of hits. He said that Decca intended to double its sales of catalogue singles this year.

Singles forthcoming are by such artists as Carole King, Tommy Steele, Dobie Gray, Tom Jones, Englebert Humperdinck, Arrival, Val Doonican, The Zombies, Kathy Kirby and The Rolling Stones.

Bennett reported that the 10-ins album has been successfully relaunched with Tommy Steele and Billy Fury and further releases were planned. These included Songs By Tom Lehrer (LFT 1311) and More Songs By Tom Lehrer (LFT 1323) with a dealer price of £2.03, and Ready Steady Go and 6.5 Special albums.

The new acts Decca intends to promote a large campaign around the release of the Kit Hain debut album with London bus posters and national newspaper advertisements.

Rob Ward, Decca label manager, talked of his confidence in TV21 and Funakpoitan, an act which had relaunched the London label and he promised singles and albums from both acts.

Gary Crowley of TV and radio fame, a former Decca postboy, then introduced Panorama who mimed to their latest single 'Aie A Mwana'. One of the trio Siobhan was also once with Decca.

Jazz is a major success for IMS

IN JUST two years IMS has grown into a company which claims to be the biggest importer in the UK and one of the most profitable areas of the PolyGram group.

With a turnover of more than £1 million and an annual seven times stock turn IMS has succeeded in exploiting the overseas repertoire available to PolyGram. Peter Gabriel and The Jam have brought them great success during the year.

Rock and pop provides IMS with most of its turnover with jazz taking 35 percent and classical five. "Jazz has long been the poor relation of the industry but IMS we treat it with small company enthusiasm and large company resources and this makes us the number one UK jazz supplier," said Barry Griffiths.

POLYGRAM VIDEO may not have the catalogue of blockbusters enjoyed by its competitors, said its head Derek Jones, but it did have the ability to acquire good product and market it expertly.

In addition to having a large selection of silent screen classics PV was doing well with documentaries and also had some potential big-sellers planned for the Autumn.

These are headed by the Who film Quadrophenia which Jones said was destined for a long stay in the Top five, and include Pink Floyd Live At Pompeii, James Last Live and films from the classic Korda collection.

Lopez: no further upheavals at PolyGram

Foreigner delivers less than audience expects

FOREIGNER London, Hammersmith Odeon

THE LATEST visit to England for a two-city tour by mammoth UK act Foreigner was perhaps a little subdued by heavy rock standards but was certainly an improvement on the last visit when the band just didn't have a profile here.

Success in America doesn't automatically mean success in Britain and Foreigner have had to wait until the revival of heavy rock here before being confident of commanding some kind of response.

It certainly wasn't headbanging stuff. This was an older audience with money to spend and if band members in attendance. Foreigner has described itself as a 'heavy melody' band and that is a pretty accurate description.

The band plays simple but tuneful rock but doesn't aspire to the pomp and visual show of Boston or ELO.

In a way, this was perhaps its problem. The music was ponderous and predictable and some kind of presentation, however chiched, would maybe have helped matters. Singer Lou Gramm, attired in dowdy rock threads, staggered around the stage in standard heavy fashion trying to create a show but otherwise the only visual interest is guitarist Mick Jones' purple jacket. One can imagine that the audience had come expecting more.

The sound just wasn't as crisp as the records reveal. 'Cold As Ice' sounded to be turning to slush although the group's new single 'Urgent', sounded impressive and perhaps showed that the band come together better on faster numbers.

So Foreigner consolidated its British audience while not exactly grabbing it by the ears.

DAVID REDSHAW

ANY TROUBLE London, The Venue

ANY TROUBLE returned to the stage after some time to turn in one of those magical, mercurial performances which exude Northern wit and vitality.

Clive Gregson spends his spare time singing in folk clubs and the influence on his voice can clearly be heard. It can rise from a controlled, word-spilling growl into a soaring tremolo, seemingly without effort, to ensure maximum effect.

Any Trouble appeared for the first time in London as a five-piece, keyboard player Nigel Gibbons joining three original members and new drummer Martin Hughes, for this tour at least. The added dimension is a further plus for the group.

With a set of songs consisting largely of tracks from Wheel In Motion but including old favourites the band kept a large audience ecstatic for an hour and half including encores when they were joined by the horn section of the Q-Tips - a combination which would work wonders on record.

PAUL CAMPBELL

THE CHI-LITES London, The Venue

NOT JUST a Chi-Lites but the group with original members Eugene Record, Marshall Thompson, Red and Squirrel singing in a harmony so close it is amazing they ever separated.

The crowd came to hear 'Have You Seen Her' and 'Oh Girl', songs which made the group the hottest black act of 1971, and they were not disappointed. Record is, of course, one of the most fluent and gifted sweet tenors around and his voice has lost none of its purity.

Even the recent material which has stubbornly refused to cross from the confines of the disco charts were greeted with applause from an audience largely interested in the hits. This was not a wake for past but a live performance in every sense.

PAUL CAMPBELL
**GROVE PRODUCTIONS**

**LONDON’S NO. 1 DISCO LABEL**

NOW AVAILABLE

TWO PRIME MOVERS FROM THE GROOVER

**DR. YORK**

**“SHAKE – N – SKATE”**

12” GP110 (T) No. 37

7” GP110 In Disco Chart

**LINDA TAYLOR**

(“YOU’RE) IN THE POCKET”

12” GP109 (T) No. 63

7” GP109 In Disco Chart

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**Disco Top 50**

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<thead>
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<th>No.</th>
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<th>Label/Record</th>
<th>Release</th>
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<td>SO THIS IS ROMANCE</td>
<td>Linx</td>
<td>Chrysalis CHS(12)2549</td>
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<td>IN AND OUT OF LOVE</td>
<td>IMAGINATION</td>
<td>R&amp;B BBS(L)102</td>
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<td>CENTRAL LINE</td>
<td>Mercury M6R(17)</td>
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<td>MODERN ROMANCE</td>
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<td>HUMAN LEAGUE (RED)</td>
<td>Virgin VS435(12)</td>
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<td>YOU’LL NEVER KNOW</td>
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<td>AS THE TIME GOES BY</td>
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<td>HANDS UP (GIVE ME YOUR HEART)</td>
<td>OTTAWAN</td>
<td>Carrere CAR183(T)</td>
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<td>RAINY NIGHT IN GEORGIA</td>
<td>RANDY CRAWFORD</td>
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<td>MULE (CHART NO. 2)</td>
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<td>BETCHA WOULDN’T HURT ME</td>
<td>QUINCY JONES WITH PATTI AUSTIN</td>
<td>A&amp;M AMS(18)157</td>
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<td>YOU’RE THE BEST</td>
<td>KENI BURKE</td>
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<td>Arista ARIST(12)242</td>
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<td>FEATURING FRANKIE BEVERLY</td>
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<td>YOU GOT THE FLOOR</td>
<td>ARTHUR ADAMS</td>
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<td>BACK TO THE ’60s TIGHT FIT</td>
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<td>CHERYL LYNN</td>
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<td>EVELYN KING</td>
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<td>SUMMER GROOVE</td>
<td>JONESES</td>
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<td>WHISPERS</td>
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<td>VICKI SUE ROBINSON</td>
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<td>RICHARD ‘DIMPLES’ FIELDS</td>
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Indie Top 50

1. ONE IN TEN (UB40) - DEP International 7 DEP 2
2. INCONVENIENCE AU PAIRS - Human HUM 8(T)
3. ALL-OUT ATTACK (EP) BLITZ - No Future OI 1
4. RELEASE THE BATS/BLAST OFF BIRTHDAY PARTY - 4AD AD 111
5. I DON'T WANT TO LIVE WITH MONKEYS HIGSONS - Romans In Britain HIG 2
6. NEW LIFE DEPECHE MODE - Mute 7(12) MUTE 014
7. PAPA'S GOT A BRAND NEW PIG BAG PIG BAG - YY 10
8. PUPPETS OF WAR (EP) CHRON GEN - Fresh FRESH 36
9. KITCHEN PERSON ASSOCIATES - Situation 2 SIT 7(T)
10. ANOTHER ONE BITES THE DUST GENERAL SAINT/CLINT EASTWOOD - Greensleeves OINK1/GRED 56
11. FOUR SORE POINTS (EP) ANTI-PASTI - Rondelet ROUND 2
12. ONE LAW FOR THEM 4-SKINS - Clockwork Fun CF 101
13. NEU SMELL (EP) FLUX OF PINK INDIANS - Crass 321984/2
14. MATTRESS OF WIRE AZTEC CAMERA - Postcard 81-8
15. DREAMING OF ME DEPECHE MODE - Mute MUTE 013
16. NAGASAKI NIGHTMARE CRASS - Crass 421984/5
17. LET THEM FREE (EP) ANTI-PASTI - Rondelet ROUND 5
18. LOVE WILL TEAR US APART JOY DIVISION - Factory FAC 23
19. REALITY ASYLUM CRASS - Crass 19454U
20. DOGS OF WAR EXPLOITED - Secret SHH 110
21. HOLIDAY IN CAMBODIA DEAD KENNEDYS - Cherry Red (12) CHERRY 13
22. ARMY LIFE EXPLOITED - Secret SHH 112
23. EXPLOITED BARMY ARMY EXPLOITED - Secret SHH 113
24. LOVE WILL TEAR US APART JOY DIVISION - Factory FAC 23
25. FEEDING OF THE 5,000 (SECOND SITTING) CRASS - Crass 621984
26. LEATHER, BRISTLES, STUDS & ACNE G.B.H. - Clay PLATE 3
27. YOU SCARE ME TO DEATH MARC BOLAN - Cherry Red CHERRY 29
28. SHE'S IN LOVE WITH A MONSTER MAN REVILLOS - Superville SV 1001
29. WHITE MICE/KRAY TWINS (LIVE) MODETTES - Clay CLAY 5
30. A TRIBUTE TO THE PUNKS OF 76 FRIENDLY HOPEFULS - Abstract ABS 004
31. TOO DRUNK DEAD KENNEDYS - Cherry Red CHERRY 24
32. TRANSMISSION JOY DIVISION - Factory FAC 13(12)
33. BELA LUGOSI'S DEAD BAUHAUS - Small Wonder WEENY 2
34. A TRIBUTE TO THE PUNKS OF 76 FRIENDLY HOPEFULS - Abstract ABS 004
35. TELL ME EASTER'S ON A FRIDAY (REMIX) ASSOCIATES - Situation 2 SIT 1
36. ENDS WITH THE SEA G. LEWIS & B.C. GILBERT - 4AD AD 116
37. BLOODY REVOLUTIONS/PERSONS UNKNOWN CRASS/POISON GIRLS - Crass 421984/5
38. APE MAN ERAZORHEAD - Test Pressing TP 4
39. REALITIES OF WAR (EP) DISCHARGE - Clay CLAY 1
ALBUM REVIEWS

Top 10

CLIFF RICHARD: Wired For Sound (EMI EMC 3377) Prod: Alan Tarney
Apart from the excellent single which kicks this album off the material is generally lacklustre and uninspired. Cliff Richard's continued use of Alan Tarney sounds to be less of a good idea these days. The American is letting a tedious, MOR rock feel into the music and the songs are not even very good to compensate. This album will certainly do very well on the back of the single but isn't time for Richard to have someone else give him some new ideas? This album sounds to have been designed for the American market where the artist is at last breaking.

WILLIE NELSON: Blue Skies (CBS 10025)
CBS have put together a compilation on their erstwhile country star which concentrates on the MOR side of his career. Nelson has written and recorded many winsome ballads and this is the direction of this album ' Stardust', 'Blue Eyes Crying In The Shadows' and 'Whiskey River' straying over into more Western-influenced territory. 20 tracks in all and great value for money, this being TV-tested regionally and it goes national a Top 60 placing could result.

SCOTT WALKER: Fire Escape
An unusual Gothic electronic piece. Scott Walker's vocal sound must be heard to be appreciated.

Joan Armatrading maintains her remarkably consistent quality of output with her seventh A&M album. Changing producers to the unknown for rockier work — has given her sound an added percussive drive, while her sense of melody and phrasing is still as original as ever. This time she adds a dash of reggae to the mix and joined by Sly and Robbie on 'I Can't Lie To Myself', or by Rico and Dick Cuthell from The Specials on 'Romancers' she sounds completely at home. Other stand-out tracks are 'I'm Lucky' and the combative novelty 'Eating The Bear'. Ballads are not Tangerine Dream: Exit (Virgin with CBS pushing hard this time to try and break the band a Top 60 placing to convince of its type and quality which is now available on the independent Zoo label through Pirna-. These 12 tracks are all written by TD and concentrate on the MOR side of the Rainbow kind of mould. The American is letting a tedious, MOR rock feel into the music and the songs are not even very good to compensate. This album will certainly do very well on the back of the single but isn't time for Richard to have someone else give him some new ideas? This album sounds to have been designed for the American market where the artist is at last breaking.

Best of the rest

VARIOUS: Perspectives And Disillusion
A collection of 17 numbers by different artists which Genesis fans would be proud to own. It includes the first release of 'After The Fox' by In A Glass House and 'Isolated In The Shadows' by Fire. Many, many others.

JOURNEY: Escape (CBS 85138) Prod: Ron Nevison
The American band's latest album from German electronic guru Robert Fripp's 'Remorse Of Conscience' provided a piece of the handclapping, soundalike action goes steadily downhill, to peter out completely on the side. This album has always been the more countrified territory. 20 tracks in all and great value for money, this being TV-tested regionally and it goes national a Top 60 placing could result.

CHRIS SPEDDING: Friday The 13th (Passport/Pacific PB6007) Prod: Chris Spedding/ Busta Jones
Recorded live in New York earlier this year this is Spedding the guitar hero dominating a trio including Talking Heads Bassist Busta Jones. But the driving sound best illustrated by his big hit 'Motorbikin', Absence of similar success has driven Spedding to New York and London has lost one its most enigmatic performers. In 'Guitar Jamshere' he gives examples of all the great styles, Berry, Hendrix, Clapton, Fritt etc with an ease which is stunning.

FRANK CHACKSFIELD ORCHESTRA- TRA & CHORUS: How Deep Is Your Love (Polydor 1010) Prod: Not listed
Soothing, albeit characterless, choral treatments of a broad range of MOR material which hardly extend Chacksfield's arranging gifts. Songs like 'Nobody Does It Better', 'How Deep Is Your Love', 'Blue Bayou' and 'Don't Give Up On Us Baby' get the well-scrubbed vocal treatment and suggest that the recording is not exactly of the most recent vintage.

ROCK "n' ROLL BUSINESS" September 14, 1981
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**A**
AHMAD JAMIL, THE BEST OF AHMAD JAMIL (GMD) | 3.34 | 3.34 R
AL CINN, HUNGRY ORION (Epic) | 3.31 | 3.31 R
AL GREEN, LOVE AND LUST (Columbia) | 3.27 | 3.27 R
**B**
ABBA, THE ART OF DANCE (A&M) | 3.31 | 3.31 R
ABBA, THE ART OF DANCE (A&M) | 3.31 | 3.31 R
**C**
AC/DC, THE AC/DC ALBUM (Atlantic) | 3.31 | 3.31 R
ADRIAN BRONER, PAIN AND THE PAIN (Capitol) | 3.31 | 3.31 R
**D**
DOLLY PARTON, 9 TO 5 (Epic) | 3.31 | 3.31 R
DOLLY PARTON, 9 TO 5 (Epic) | 3.31 | 3.31 R
**E**
ELOIS, I'M A BELIEVER (Capitol) | 3.31 | 3.31 R
EMMYLODGE, THE EMMYLODGE ALBUM (A&M) | 3.31 | 3.31 R
ENDO, ANYTHING YOU WANT TO HEAR (Epic) | 3.31 | 3.31 R
**F**
FLEISCHER, TELLER & COMPANY, TELLER'S MAGIC SHOW (Columbia) | 3.31 | 3.31 R
FLEISCHER, TELLER & COMPANY, TELLER'S MAGIC SHOW (Columbia) | 3.31 | 3.31 R
**G**
GARY, I'M NOT YOUR DOG, I'M YOUR FRIEND... (Capitol) | 3.31 | 3.31 R
GARY, I'M NOT YOUR DOG, I'M YOUR FRIEND... (Capitol) | 3.31 | 3.31 R
**H**
HARRY HILL, FRIGHTENED (RCA) | 3.31 | 3.31 R
HARRY HILL, FRIGHTENED (RCA) | 3.31 | 3.31 R
**I**
INCO, ENGLISH SOUL / GOLDBERG, CABARET BAND (EMI) | 3.31 | 3.31 R
INCO, ENGLISH SOUL / GOLDBERG, CABARET BAND (EMI) | 3.31 | 3.31 R
**J**
JAMES LAST, IT'S NOT ENOUGH TO BE NO 1 (Columbia) | 3.31 | 3.31 R
JAMES LAST, IT'S NOT ENOUGH TO BE NO 1 (Columbia) | 3.31 | 3.31 R
**K**
KAYA, SIXTEEN (A&M) | 3.31 | 3.31 R
KAYA, SIXTEEN (A&M) | 3.31 | 3.31 R
**L**
LEROY, I'M A BELIEVER (Capitol) | 3.31 | 3.31 R
LEROY, I'M A BELIEVER (Capitol) | 3.31 | 3.31 R
**M**
MAX BYGRAVES, MAXIMEI.'ORIES (Columbia); SONGS,*SC|C|O*|N|G||«L CAST | 3.31 | 3.31 R
MAX BYGRAVES, MAXIMEI.'ORIES (Columbia); SONGS,*SC|C|O*|N|G||«L CAST | 3.31 | 3.31 R
**N**
NEIL DIAMOND, BOSTON (Columbia) | 3.31 | 3.31 R
NEIL DIAMOND, BOSTON (Columbia) | 3.31 | 3.31 R
**O**
OASIS, THE STREETS OF LONDON (Capitol) | 3.31 | 3.31 R
OASIS, THE STREETS OF LONDON (Capitol) | 3.31 | 3.31 R
**P**
PAUL RUGG, B.D. DAYS (Parlophone) | 3.31 | 3.31 R
PAUL RUGG, B.D. DAYS (Parlophone) | 3.31 | 3.31 R
**Q**
QUANTUM LEauge (Red) | 3.31 | 3.31 R
QUANTUM LEauge (Red) | 3.31 | 3.31 R
**R**
Ralph Burns, BUBBLY UNDER (Capitol) | 3.31 | 3.31 R
Ralph Burns, BUBBLY UNDER (Capitol) | 3.31 | 3.31 R
**S**
SUGARSCAPE, TOGETHERNESS LEIeMra) | 3.31 | 3.31 R
SUGARSCAPE, TOGETHERNESS LEIeMra) | 3.31 | 3.31 R
**T**
TOMMY HILFIGER, THE OLLERAYS (EMI) | 3.31 | 3.31 R
TOMMY HILFIGER, THE OLLERAYS (EMI) | 3.31 | 3.31 R
**U**
ULTRA VOX, IN THE WILD SIDE (EMI) | 3.31 | 3.31 R
ULTRA VOX, IN THE WILD SIDE (EMI) | 3.31 | 3.31 R
**V**
VÉ BIRDS AND A MONK (Gala<») | 3.31 | 3.31 R
VÉ BIRDS AND A MONK (Gala<») | 3.31 | 3.31 R
**W**
WALL TO WALL, REUNION (Parlophone) | 3.31 | 3.31 R
WALL TO WALL, REUNION (Parlophone) | 3.31 | 3.31 R
**X**
XAVIER, DOT TO DOT (Columbia) | 3.31 | 3.31 R
XAVIER, DOT TO DOT (Columbia) | 3.31 | 3.31 R
**Y**
YOUNG, SHE'S LIKE THE SUN (RCA) | 3.31 | 3.31 R
YOUNG, SHE'S LIKE THE SUN (RCA) | 3.31 | 3.31 R

**Disco Epic**

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<td>14</td>
<td>MUST JAM</td>
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**Import Albums**

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<td>JUMPSTREET</td>
<td>ROYCE ROYCE</td>
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<td>RITA MARIS</td>
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<td>STRAIGHT AHEAD</td>
<td>CAPITOL</td>
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<td>A&amp;M</td>
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<td>METRONOM</td>
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<td>Arista</td>
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<td>Rene And Angel</td>
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<td>THREE UNICORN ORCHESTRA</td>
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<td>B.B. King</td>
<td>Blue Note</td>
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**Twelve Inchers**

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<td>3</td>
<td>IN AND OUT OF LOVE</td>
<td>IMAGINATION</td>
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<td>WALKING INTO SUNSHINE</td>
<td>R&amp;B</td>
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<td>HENDERSON KNOW</td>
<td>Hi-Glass</td>
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<td>6</td>
<td>BEETLE AND BEE</td>
<td>RCA</td>
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<td>7</td>
<td>HARD TIMES LOVE</td>
<td>Virgin</td>
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<td>8</td>
<td>R&amp;B LOVE</td>
<td>WEA</td>
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</table>
| 9 | THIS IS MY TIME | London Jazz Funk

**Futurist Dance**

**Disco Dealer**

LINX slide easily into the disco top slot this week, with much dance floor attention focussing on the 'Rio Mix' of 'So This Is Romance' which officially features as a B-side. Conversely, most dealers are finding that demand is exceeding current supply as the word circulates around the club circuit. Prospects for this one look good when it does become more widely available.

On the subject of promotional pre-releases, mention should be made of Savanna's 'I Can't Turn Away' R&B, which has actually climbed from 49 to 35 on the current chart solely on the strength of demand for the early pressing run distributed independently by R&B/Excaliber, prior to full release through PRT. On the strength of this initial reaction, Savanna looks like following R&B's first UK chartstorming black act Pendulum music. Sales are fairly low at the moment, but they most dealers are finding that demand is exceeding current supply as the word circulates around the club circuit. Prospects for this one look good when it does become more widely available.

**Record Business** September 14 1981
<table>
<thead>
<tr>
<th>Airplay Guide</th>
<th>THE TOP COMPUTERISED GUIDE TO RADIO ACTION IN THE UK</th>
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### Airplay Rating

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<td>CBS 5239</td>
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<td>81</td>
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<td>CBS 5242</td>
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<td>8 July</td>
<td>76</td>
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<tr>
<td>CBS 5257</td>
<td>8 July</td>
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### Key To Station Playlists

- **A.** Top 40
- **B.** Local
- **C.** National
- **D.** MG
- **E.** Special

### Record Business

<table>
<thead>
<tr>
<th>Record</th>
<th>Artist</th>
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<tr>
<td>RCA 114</td>
<td>Cliff Richard</td>
<td>Wired for Sound</td>
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<tr>
<td>RCA 117</td>
<td>Tony Curtis</td>
<td>Hands Up (Give Me Your Heart)</td>
</tr>
<tr>
<td>RCA 141</td>
<td>The Ventures</td>
<td>Let's Hang On Barry Manilow</td>
</tr>
<tr>
<td>RCA 144</td>
<td>The Ventures</td>
<td>Love All the Hurt Away Frankie and Benson</td>
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<tr>
<td>RCA 147</td>
<td>The Ventures</td>
<td>We're in This Love Together Al Jarreau</td>
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</table>

### Celebrity Playlists

- **A.** Tony Curtis
- **B.** Joe South
- **C.** Bruce Springsteen
- **D.** The Ventures
- **E.** The Righteous Brothers

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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.

NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE

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

ABBREVIATIONS
A - Album
C - Chart
S - Single
EP - Extended Play
LP - Long Play
MAX - Music Access
RM - Record Mirror
S - Soundtrack
TV - Telvision
UK - United Kingdom
USA - United States
W - Weekly

RECORD BUSINESS September 14 1981

PRETENDERS day after day

NEW SINGLE ARE 17

Distributed by WEa Records Ltd. A Warner Communications Co. Order from WEa Records Ltd. P.O. Box 59, Alperton Lane, Wembley, Middx. HA0 1JL Tel. 01-998 5929 or from your WEa salesman.
Depeche Mode have a new single, 'Just Can’t Get Enough' (MUTE 016) out this week on Mute Records. Distribution is through Rough Trade and Spartan.

Fresh Records are to release their first single by Wilko Johnson (in collaboration with Nighthawk Records). The song is 'Casting My Spell Over You' (FRESH 31) by Johnny Otis.

Shake To Date is the title of a New York compilation album, featuring the dB's and the Cosmopolitans, who release a single, 'How To Keep Your Husband Happy' this week. Album and single are on Albion Records.

Human Sexual Response have their second album, In a Roman Mood out on September 15 through the indie distributor:

The Act have their debut album, Too Late At 20 released by Hannibal Records this month.

Creole Records releases a first single from Kevin Kitchen, 'Crash Course in Survival' (CR 11), which is based on the joint themes of nuclear war and love. The song is set to a disco beat.

Pinnacle Records has announced exclusive UK distribution agreements with the following labels: Superville Records – first release is the Revillos single ‘Monster Man’ (SV 1001), S&G Records – a London based reggae label, Elite Records – first release from this jazz-funk label is a 5 track 12-inch single by Atmosphere (DAZZ 8), Do It Records – current single is ‘Can’t Wait Till The Summer Comes’ (DUN 15), Solid Gold Records – first release on this reggae label is ‘Wonderman Lover’ (SG 001) by Thelma Mae.

New York band the dB’s sign a worldwide longterm recording label to British indie label Albion Records. The band have just completed work on their second album Repercussions, scheduled for release in late September.

Bulk Cement Marketing believes in diversification. The company represents a major international engineering firm for their bulk handling machinery and trade in cement, timber and has recently got into ship leasing. Current plans include serious consideration of the jeans market, but BCMT’s latest project is an almost unprecedented step – the record business. Binny Records, a BCMT associate company, is a new indie label which at present features one artist, 19-year-old Karl Whitworth. First release is Whitworth’s ‘Names, Numbers and Places/Identity’ (BINJY 1), which he wrote and sung himself.

Produced by Nick Tauber, the single is the first of several planned by Whitworth on the new label. Binny hopes to have an album out in the Autumn – again featuring all his own material. Distribution for Binny Records is by Pinnacle. Enquiries on 01-481 1884. STEP FORWARD has released a retrospective album by The Fall featuring material recorded between 1977-79. Early Years (SFLP 6) includes ‘Fiery Jack’, ‘Rowche Rumble’, ‘Bingo Masters Breakout’ and is expected to retail at £3.99.

Indie Albums

<table>
<thead>
<tr>
<th>No.</th>
<th>PRESENT ARMS</th>
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<td>RED BECCA</td>
<td>Rough Trade ROUGH 27</td>
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<td>3</td>
<td>THE LAST CALL</td>
<td>Recorded ABOUT 3</td>
</tr>
<tr>
<td>4</td>
<td>PENGEN ENNY FLAT</td>
<td>Crass 521846/1</td>
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<tr>
<td>6</td>
<td>SIGNING OFF</td>
<td>Graduate GRAD LP 2</td>
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<td>8</td>
<td>UB40</td>
<td>Albion ALB 108</td>
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<td>7</td>
<td>PLAYING A DIFFERENT SEX</td>
<td>Human HUMAN 1</td>
</tr>
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<td>9</td>
<td>WISE AND FOOLISH</td>
<td>People Unite PU 101 ALB 1</td>
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<tr>
<td>10</td>
<td>ROKIE NOT DEAD</td>
<td>Exploited Secret SEC 1</td>
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<tr>
<td>11</td>
<td>CLOSER ON DIVISION</td>
<td>Secret FACT 1</td>
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<tr>
<td>12</td>
<td>T. REX IN CONCERT</td>
<td>Marc ABOLAN 1</td>
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<tr>
<td>13</td>
<td>STATIONS OF THE CRASS</td>
<td>Marc ABOLAN 1</td>
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<tr>
<td>14</td>
<td>DRAMA OF EXILE INO</td>
<td>Marc ABOLAN 1</td>
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<td>15</td>
<td>UNKNOWN PLEASURES</td>
<td>Factory FACT 10</td>
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<td>PRAYERS ON FIRE</td>
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<td>77 – EARLY YEARS – 79</td>
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<td>22</td>
<td>DISCOGRAPHY AND SYMBIOTIC WOMEN</td>
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<td>23</td>
<td>TOYAH TOYAH TOYAH!</td>
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<td>24</td>
<td>MESH AND LACE</td>
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<td>25</td>
<td>MODERN LOVERS</td>
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<td>Hbcd O’Connor</td>
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<td>FRESH FRUIT FOR VEGETABLE LOVE</td>
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### Albums/Tapes Top 60

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<td>Meet the Band</td>
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<td>30</td>
<td>The Beatles</td>
<td>Rubber Soul</td>
<td>POLYDOR POLYDOR</td>
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</tbody>
</table>

### Yes Folks! You too can be as successful as me.

With Promophone today, and tomorrow!
Marathon's first release

MARATHON RECORDS, formed by Brian O'Donoughue, strides into the indie market with a first release, 'Letter To Linda' (RUN 1) by a band called Pincers. Distribution is by Pinnacle, marketing and promotion by Promo People. All Marathon enquiries on 01-278 3481.

New label 5 Dias is launched with a single from Shea Ramah, written and produced by Simon Townshend. It is 'And More With You' (5D 001).

Based Ideas is the name of a new label formed to release the debut single by Ellery Bop from Liverpool. 'Hit The Moon' (BASE 1) is available through the indie network. The label intends to help other Liverpool acts, especially black musicians.

Double-Dancer Records, a new specialist label, will concentrate on all forms of modern dance music and product will be aimed at clubs, discos and disc jockeys. First release is a double A side 'Oh No Not Another Medley/You Gotta Get Up To Get Down' by Manchester band Bacchus. The label has been launched by Steve Foley, head of Smile Records, and Dave Christie.

PAX IS the name of a new indie label based in Sheffield. Putting the emphasis on value for money, only 12-inch maxi singles and albums will be released.

ALGY WARD concentrates on the spelling of his name as his band, Tank, sign to new indie label Kamaflage. Getting carried away behind him is Fast Eddie Clarke of Motorhead, who makes his debut as a producer on Tank's 3-track EP, 'Don't Walk Away'. Holding the historic pen is Kamaflage's Nick Raymonde; holding Eddie are Tank members Mark Brabbs and Pete Brabbs. A free patch will be given away with the first 5,000 copies of the disc, which is distributed by Pinnacle.

Consequently there will be a minimum of 20 minutes music on all PAX output.

The label is linked with a fanzine and concert promotions. The first 12-inch singles are '5 Miles To Midnight' by 1 Scream, the Doornmen and Mortuary In Wax (PAX 1), and 'There Is No Shame In Death' by The Danse Society (PAX 2). Both are available for around £1.75 (or £1.50 from Bonaparte and Rough Trade).

“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 can’t afford to be without it! RECORD BUSINESS cures those Monday morning blues.
### New Singles

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<th>Title</th>
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<td>EMI</td>
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### Distributor Guide

- **A**: Reggae Specialists
  - **1**: One-Stop

### New Singles

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<th>Title</th>
<th>Artist</th>
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### RECORD BUSINESS

- **A**: A Plan Of Simple Life
  - **1**: One-Stop

- **B**: A Plan Of Simple Life
  - **1**: One-Stop

- **C**: A Plan Of Simple Life
  - **1**: One-Stop

- **D**: A Plan Of Simple Life
  - **1**: One-Stop

- **E**: A Plan Of Simple Life
  - **1**: One-Stop

- **F**: A Plan Of Simple Life
  - **1**: One-Stop

- **G**: A Plan Of Simple Life
  - **1**: One-Stop

- **H**: A Plan Of Simple Life
  - **1**: One-Stop

- **I**: A Plan Of Simple Life
  - **1**: One-Stop

- **J**: A Plan Of Simple Life
  - **1**: One-Stop

- **K**: A Plan Of Simple Life
  - **1**: One-Stop

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NEW DOUBLE LIVE ALBUM
IT'SNAZ

NATIONWIDE TOUR
September
17th HULL City Hall
18th NEWCASTLE City Hall
19th EDINBURGH Odeon
20th GLASGOW Apollo
22nd BRADFORD St Georges Hall
23rd BIRMINGHAM Odeon
24th POOLE Arts Centre
25th NOTTINGHAM Rock City
26th LIVERPOOL Royal Court Theatre
28th CARDIFF Sophia Gardens
29th SHEFFIELD City Hall
30th WEST RUNTON Pavilion
October
1st DUNSTABLE Queensway Hall
2nd LONDON Hammersmith Odeon

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