Promo videos could be juke box earners

PROMOTIONAL VIDEOS could change from being expensive loss- leader record sales aids to becoming a revenue- earning sideline for the music industry if ambitious plans for video juke boxes come to fruition.

Having bench-tested the British-built juke boxes in 50 pubs and clubs around Britain, Captain Video chief Bruce Hyam is confident that there will be 4,000 video juke boxes operating in this country by the end of the year.

Returns of more than £1,000 per month are predicted in the UK alone when the scheme takes off, and Hyam is already negotiating in the potentially lucrative American and European markets. In sites tested so far, the machines have proved sturdy enough to stand up to the wear and tear of pubs, and have doubled juke box takings while improving bar receipts by 25 per cent.

The boxes are manufactured by leading UK coin-slot machine firm Ruffler & Drum, with marketing and distribution looked after by DJ Leisure.

For 30p customers can select a video clip with mono soundtrack from a selection of 47 titles. 50p entitles them to two selections. Before the end of 1982 Hyam hopes to be using four-hour tapes — giving bar receipts a 60-song selection which is comparable to conventional juke boxes.

Hyam is responsible for negotiating rights to video clips and editing together the current three-hour tape — updating it every month and changing two thirds of the titles every time. Audio juke box operators change five records every month and changing two thirds of the current three-hour tape — updating it every fortnight.

It took Hyam nearly five months to negotiate rights to the promotional material, but now all MU, MCPS, PPL and PRS dues have been settled under a standard bulk agreement. Record companies receive 30p per song per juke box under a standard contract — which will yield up to £1,200 per month on 4,000 juke boxes.

"The greatest potential exists in America and Europe, where the total number of machines could grow to 200,000," said Hyam. "We have worldwide rights to these machines, and the beauty of the scheme is that we do not ask the copyright holders for any money.

"We take the master tape and convert to one-inch format, and then duplicate at our own expense as many copies as we need, paying the copyright owner 30p per machine. Multiply that by perhaps 4,000 in the UK alone and promotional videos begin to have a commercial life of their own. When we go worldwide, these videos will become revenue earners for artists and record companies instead of being tools to sell records at our own expense as many copies as we need, paying the copyright owner 30p per machine. Multiply that by perhaps 4,000 in the UK alone and promotional videos begin to have a commercial life of their own. When we go worldwide, these videos will become revenue earners for artists and record companies instead of being tools to sell records which get shown on network TV may be -'

THE SHAPE of juke boxes to come. Record companies could be recouping the cost of promotional videos through returns from up to 4,000 video juke boxes in pubs and clubs before the end of the year.

Epic to rush out Bardo single

SMILES FOR Europe: Songwriter Simon Jeffries, Bardo members Stephen Fischer and Sally-Anne Trippett and new CBS md Paul Russell celebrate the victory of 'One Step Further'. The Song is rush-released on Friday by Epic (EPC A2265) in a picture bag. The song won last Wednesday's A Song For Europe selection contest and will be Britain's representative in April 24's Eurovision Song Contest. Two of the unsuccessful entries — 'No Matter How I Try' by Paul Curtis (RCA 215) and 'How Long' by The Weltons (Carrere CAR 233) — are also released this week.

On the same night Cheltenham skin- head band The Crack won the Second National Battle of the Bands competition, carrying off an RCA recording contract and £4,000 in cash. A single 'Don't You Ever Let Me Down' (RCA 214) is out on Friday.

EPI TO P.2.

INSIDE

Singles chart, 6-7; Album chart, 17; New Singles, 18; New Albums, 16; Airplay guide, 14-15; Retailing, 5; Independent Labels, 12-13.

March 29, 1981 VOLUME FIVE Number One 65p

ANTI-NOWHERE LEAGUE NEW SINGLE NOW NO. 1 INDIIE SINGE AND STEAMING UP THE NATIONAL CHARTS OUT NOW — I HATE PEOPLE LET’S BREAK THE LAW ON WXYZ RECORDS ABCD 2

ORDER FROM FAULTY PRODUCTS 01-727 0734 AND

SMILES FOR Europe: Songwriter Simon Jeffries, Bardo members Stephen Fischer and Sally-Anne Trippett and new CBS md Paul Russell celebrate the victory of 'One Step Further'. The Song is rush-released on Friday by Epic (EPC A2265) in a picture bag. The song won last Wednesday's A Song For Europe selection contest and will be Britain's representative in April 24's Eurovision Song Contest. Two of the unsuccessful entries — 'No Matter How I Try' by Paul Curtis (RCA 215) and 'How Long' by The Weltons (Carrere CAR 233) — are also released this week.

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EPI TO P.2.

EMI leads new round of price rises with 5%

PRICE INCREASES by three companies come into effect on April 1, the biggest being a five percent hike by EMI over its range of singles and album product.

Increases bring the cost of an EMI single within 2p of a £ to the dealer, when VAT is taken into consideration, and is certain to frustrate the efforts of discounters to avoid breaking the £1 barrier.

Dealer prices of full-price albums and tapes from EMI rise from £3.07 to £3.25 with deluxe product rising to £3.50. Classical LPs are increased from £3.47 to £3.55, but EMI is holding the price of digital recordings at the standard rate.

Dealer price for 7-inch singles is increased from 77p to 85p. Managing director, Cliff Busby said that album prices had been held at a modest level after two years of little movement, despite rising packaging and recording costs.

"However, we have been forced to take a different view regarding 7-inch singles. The continuing cost rise in the cost of picture bags, an increasing commercial necessity, forces us to increase the dealer price on singles," he said.

The other major increase is by Ariola/Arista which is increasing the dealer cost of 12-inch singles and selected best sellers. 12-inch singles are raised from £1.21 to £1.39.

Seven-inch singles, most full-priced albums, including 23 reverting from the mid-price range at the end of a 12-month trial, double albums and boxed sets remain the same but the exceptions are:

Sky 3 and 4 Forthcoming, Manilow Magic, Even Now, Barry, If I Should
**BPI to investigate recent 'cheapie singles' outbreak**

ANGRY VIDEO dealers are demanding solutions to what they see as the twin evils of piracy and pornography which are harming the retail trade.

The Record and Video Retailers Organisation brought together London dealers last week to discuss what problems they faced. The answer came in two hours of heated discussion in which video manufacturers and distributors were blamed for not doing enough to fight industry problems.

Dealers called for video outlets to be licensed and set up a sub-committee to meet with other sections of the industry to tackle a united front against piracy.

The meeting was attended by 15 dealers and two wholesalers, for whom Bert Hamilton of S. Gold & Son said: "The wholesalers are 100 percent against piracy and fully in favour of action. It is taking bread and butter from our mouths."

Secretary General Arthur Spencer-Bolland admitted that RAVRO had not done much to represent the video retailer since its formation 15 months ago but forecast that once they were made aware of the extra service offered by these shops was worth paying more money than the pirates charged. Dealers agreed that 'fidelity' videos' dealers argued that arbitrary actions by the police left them uncertain about what to stock. Christopher Foss suggested that the industry adopted a coding system, similar to the cinema, and could be protected in this way from prosecution.

The formation of a RAVRO sub-committee to tackle the problems unique to the video industry was proposed by Raymond Fox and carried unanimously. Another point raised was TV broadcasts of recently released video films, which dealers felt was unfair. Strongly represented was the commercial organisation Video Trade Organisation, which is already campaigning for retail licences and a code of practice for the dealers.

**PRT re-issues classical LPs**

**RAVRO urges action on twin video evils**

**The album is out on April 5 (ISTDA)**

**£300,000 spend set for Stiff Madness TV LP**

STIFF RECORDS is mounting its biggest-ever promotion campaign — including a £300,000 TV advertising barrage — around a 16-track Madness compilation called Complete Madness (HTTV 1) due for release on April 23.

The prime-time TV spend kicks off on April 19 with spots on Central, Granada and Tyne-Tees. The roll-out is then extended to ITV in Newcastle, Yorkshire, Greater Manchester, Merseyside, STV, London, Ulster, Grampian, Border, TVS, HTV and Anglia.

This will be backed by national prime-time radio slots, extensive music press advertising, 1,000 record store displays and nationwide fly-posting. Competitions and features are being run in both daily and music press, while a six-page "House Of Fun", which has never been released before is taken from the LP with an otherwise unavailable 'B' side.

Carrying all 11 Madness Top 20 hits to date, the album comes in a gatefold sleeve with a dealer price of £3.58. Cassettes of the album (HTHTV 1) are duplicated on high qualitychromodisc tape.

Complete Madness is also the title of a compilation video-cassette featuring all Madness's greatest hits plus some bonus items and specially-edited links between the songs, planned to retail at the special price of £19.50. Details of track listing and release date have yet to be finalised.

Island launches film company with Countryman double album

ISLAND HAS launched its own film company called Island Pictures and makes its first splash with the release of Countryman at the end of April.

The film which stars a real-life character called Countryman, will be accompanied by a double soundtrack album containing eight Bob Marley and the Wailers songs plus material by Kid Creole and the Coconuts, Toots and the Maytals, Assad and Steel Pulse.

The album is out on April 5 (ISTDA 1) and carries a dealer price of £4.15 on release. Advertising in NME, Time Out, Eve and Black Echoes plus store displays in the London area make up the initial promotional campaign, to be followed by a provincial push as the film makes its way through the country.

In addition to Countryman, Island Pictures has also produced Its Appellant Ca Un Accident, a French film directed by and starring Nathalie Delon to be premiered in late Summer. Its soundtrack features music by Island acts Marianne Faithfull, U2 and Steve Winwood.

The company is also heavily involved with TV productions with shows by Grace Jones, Black Uhuru, Kid Creole and the Coconuts and an hour-long History of Island all in production. Island also plans to launch a video label in the Summer, and is negotiating to buy a London cinema and open a French office.

Ray Cooper, sales manager of Island whose Alexei Sayle's 'Ull John Gotta New Motor' was one of the cheap singles mentioned last week commented: 'We made this offer via our telephone sales girls and sales team. We think we are reaching all those dealers who would want to stock the song. Besides, who would pay more than 60p for this fifth?'
MULLINGS

OUT IN rural Dunstable at Chiltern Radio there is, as mentioned in these columns before, a wacky Aussie breakfast DJ Paul Holmes. He recently called up the Smithsonian Institute in Washington asking to borrow the Wright Brothers Kite to prepare for some local fund-raising charity event, much to the bewilderment of the politely patient curator. Last week he appeared to have that with a person-to-person call to Colonel Jack Lousma on board the Columbia space shuttle, during which he suggested that the craft should on its return drop in at RAF Cardington, Beds., there to go on show to raise money for Holmes paperboy’s sister to participate in junior trampoline championships in America. It was so realtively done that it was quite disappointing when Holmes responded to a Müllings enquiry by admitting that it was all a hoax. ‘I couldn’t wait for April 1 because Columbia will have landed by then,” said Holmes, who is now working on something special for the Fools’ Day...

AWAITED WITH interest, first solo album from Abba’s Frida Lyngstad which has Phil Collins at the production helm... things are looking up for Adrian Gurvitz after many disappointments. Now guided by David Walker of Handle Management, Gurvitz not only has a biggie in ‘Classic’, which the mighty David Geffen is anxious to acquire for US release, but he also has composer and producer credits on ‘Fly The Flag’ on the official World Cup single recorded by the English squad... timing on Monsoon’s upward climb with ‘Ever So Lonely’ couldn’t be better with the current interest in all things Indian, but it was last year that this column tipped readers to the record’s potential when originally released through Steve Gore’s Indipop label. Gore is now looking for a deal for a new project of 14 curry-flavoured tracks, one of which is actually reggae influenced, discovered on a nationwide talent scouting expedition to check out the current crop of British-Indian bands... Van Morrison’s triumphant return to London, at which he proved that he is still very much a force to be reckoned with, was oversubscribed four times in postal applications. So how come he doesn’t sell more records? Incidentally one fortunate purchaser of tickets was Harvey Goldsmith, one time manager of the Belfast lad... for important discussions with ASCAP and BMI over royalty collections PRS is sending an extremely high powered delegation to New York comprising Richard Toeman, Roger Greenaway, Michael Freegard, Marshall Lees, Robert Abrahams and Genevieve Hamilton...

“We HAVE a very active adr policy at PRT even if it may not look like it,” commented Walter Woyda after last week’s reference to ‘limited horizons’. Recent activity has included the signing of Techno Twins, the Paris-based act Staff, and a ‘household name’ will be on the roster imminently. PRT has also signed the Philly World label and has re-signed its deals with Radioactive, Red Bus and Excelsior... the efficient Helena Blakemore has left Original Records press office and can be contacted on 748 0427... although Johnny Moore is no longer involved, the Drifters will have two former lead singers Ben E. King and Bill Fredericks in the line-up for a tour for Derek Block in May-June... there’s an ugly rumour abroad that Capital played Richard Digance’s ‘Herbert The Turbot’ recently - does this mean a change of fortune for 1982’s least appreciated single?... according to A&M press bumf, Bill Wyman is the first Rolling Stone to visit Japan - we wish him a happier trip than the one ‘enjoyed’ by Paul McCartney... resignation from Record Mirror of longtime editor Alf Martin who plans to quit journalism to run a smallholding...

THIS YEAR’S Castlebar Songfest on October 4-9, has increased prize money of £15,000-plus with a first prize of £5,000 - entries by June 19 to 10 St. Helen’s Road, Mullings, Dublin... a son Gareth to indie promo man Willie Morgan and wife Jacki... is a reshuffle of promotion departments pending? John Burton’s departure from RCA closely followed by Arthur Sherriff’s exit from Polydor, reportedly to become involved with the Bee Gees... Bobbie and Elie Dashi’s Continental Production Services celebrating the delivery of two million prestiges to clients since starting in business in June last year...

THE DEBUT ALBUM FROM A FLOCK OF SEAGULLS INCLUDES TELECOMMUNICATION AND THE CURRENT CHART SINGLE IRAN PRODUCED BY MIKE HOLLITT RECORDED AT BATTERSTUDIOS LOW DEALER PRICE £2.43 ON INITIAL ORDERS BACKED BY FULL ADVERTISING CAMPAIGN AND STORE PROMOTION NATIONAL TOUR NOW RUNNING

JIVE  ALBUM HOP 201  CASSETTE HOP C 201

FROM CBS TELEPHONE SALES 01-480 2115

ORDER FROM YOUR CBS SALES MAN OR
LOS ANGELES-based singer De Blanc signs with Avatar Records to herald a new apurt of a & R activity for the label. His first single 'Temptation' (AAB 125) is out as a 7-inch and 12-inch on April 8. Pictured above, left to right, are: Avatar md Jon Brewer, De Blanc and creative affairs director Mike Kremer.

Merchandising

National paper ads for BEF album project.

NATIONAL NEWSPAPER advertising is part of the Virgin Records campaign for the British Electric Foundation project Music Of Quality And Distinction (V2211) which features several guest vocalists.

A single 'Anyone Who Had A Heart' featuring Sandie Shaw has already been released and it is included in a limited edition, five-single collectors boxed set (VY 2219) which carries a dealer price of £4.

The campaign includes advertising in all the consumer weeklies and the tape magazine SFX. There will be in-store display material available and flyposting in five major cities. Co-operative deals are being arranged with major chain stores.

Featured vocalists are Tina Turner, Billy MacKenzie (Associates), Paul Jones (Blues Band), Paula Yates, Gary Glitter, Bernie Nolan, Glenn Gregory (Heaven 17), and Shaw.

SINGER GILBERT O'Sullivan is still awaiting the outcome of his three-week High Court action in which he claimed damages from former manager Gordon Mills, because judge Mr Justice Mars-Jones has reserved his judgement.

O'Sullivan has claimed that in his early days as a singer-songwriter he was persuaded to sign agreements with Mills' company MAM which deprived him of substantial sums in royalties and the copyright over his own compositions.

Raymond O'Sullivan and Gilbert O'Sullivan Limited are asking the court to set aside agreements made with the MAM Group and Mills, who now lives in Los Angeles. He is also asking the judge to set aside employment contracts with Ebrostril Lid of Chancery Lane, London and a recording contract with CBS Inc of New York.

The defendants deny all the claims and are counter-claiming for breach on contract.

THE MCPS has put out a warning to importers not to handle copies of Barry Manilow's Manilow LP manufactured in America by K-tei because British copyright holders have not granted the album an import licence. Anyone infringing copyright may be liable to an injunction, damages, delivery-up of all offending copies of the disc and costs.

Mari Wilson drops 'Imaginations' tag after 'passing-off' claim

MARI WILSON has dropped the name Imaginations for her backing group following a claim of passing off by the group Imagin fromation. Mari Wilson has spent five weeks in the singles chart with 'Beat The Beat' since it was picked by Decia from the Compact Organisation and in future it will be credited solely to her.

EVEREST THE Hard Way have a four-track EP released by Do It Records, through Virgin available in both seven and 12-inch formats. 'Tightropes' has the catalogue numbers DUN 17 (seven inch) and DUN 17 (12-inch).

ELVIS COSTELLO & The Attractions have a new single on F Beat Records on Friday (April 2). The 7-inch version has a previous release 'I'm Your Toy' with the Royal Philharmonic Orchestra, recorded at the Royal Albert Hall and two tracks on the 'B' side. The 12-inch version has three additional tracks.

CANDI STATON'S new single 'Suspicious Minds' (SHL 112) on Sugarhill is available as both a seven and 12-inch. It is distributed by PRT.

EVER AFTER the runaway success of TV and film music specialists Carl Davis and George Fenton in the recent political hot-bed known as the British Academy of Film and Television Arts Awards, their publisher - Terry Oates of Eaton Music - says he is amazed that neither writer has been nominated in the 'Best TV or Radio Theme' section of the forthcoming Bafta Awards.

Fenton won this year's BAFTA award for 'Best TV Composer' with themes like Bergera, Going Gently, The History Man, Newman and the BBC TV news jingle (last year he was runner-up to stable-mate Karl Davis). Meanwhile, Davis won this year's BAFTA award for 'Best Film Theme With The French Lieutenant's Woman which has been included in the nominations for the Novello Awards 'Best Film Theme or Song' category.

The British Academy of Songwriters, Composers and Authors (BASCA) says competition in the TV section was very fierce this year, with the three themes finally selected to fight it out being Flame Trees of Thika (Ken Howard/AIan Blaikleir) and The 'Year of the Tiger' with Geoffrey Burgon - both of which were defeated by Fenton in the BAFTA Awards - plus Ed Welch's Shillingbus.

On the TV jingles front, Essex-based Stage Coach Music has won the contest to produce a new station identity jingle for Grampian Television. It was written by Johnny Hawkesworth and Roger Limb.

Bocu Music and co-publisher Music-Deals Music have signed new Birmingham based Jealous Girl on a worldwide basis. The band, currently supporting 10CC on their UK tour, have been signed to Zich Records and their debut single, 'Three Days and Rick', has just been released.

Bocu, which is now looking to place the band internationally, is also excited at the prospect of Abba's Frida covering one of Jealous Girl's songs on her forthcoming Phil Collins-produced solo album.

Eddie Levy of Heathley Music has concluded a worldwide albums and singles deal with Magnet Records for Kissing the Pink - a new seven-piece band which boasts saxophones, violins, two females and four singers. Levy is currently seeking a producer for the band.

Also seeking a publishing deal - for his band The Dors - is music journalist/ songwriter/producer Marryn Sutton. After Sutton spent nearly two years developing The Dors, they were enthusiastically snapped up by Terry Slater of EMI Records and their debut single 'Helen In Your Headphones' is currently hovering at the edge of the charts.

After some 18 years in music publishing sphere, Ron McRee - gm of Bronze Music and md of his own RMO Music - has been elected to the Popular Publishers Committee of the MPA. "I have never really considered getting involved with the MPA before," says McCreight. "But with the problems faced by publishers these days, I thought I should offer to do my bit."
How Indies could help the trade—Tony Berry replies

I RESPECT Martin Anscombe's comments (Observation Post March 8) that independent releases are often not in stock at the time that the dealer requires them. At the same time I can cite instances when Pinnacle has handled numerous chart records so aggressively in the eyes of the wholesalers and retailers that we have given a better service than the majors.

Independent labels constantly make two main errors. A number have the habit of notifying the trade press pending releases before their own distributors. This, of course, creates problems, because any distributor needs a week to ensure that the record is entered onto the computer in readiness for the release date. The second problem is that some of our labels use pressing plants that have insufficient capacity and fail to be efficient when demand increases. It is for this reason that we offer our labels a first class production service using associated plants. We are much happier when in total control.

We managed to sell 30,000 copies of 'Rabbit' by Chas & Dave and only went out of stock for a mere couple of hours. This despite the fact that most pressing plants were busy with John Lennon material following his death. In the main, singles and albums handled by Pinnacle do not go out of stock.

We serve our labels and the dealers. But if labels insist on informing the trade press of releases before us and seek their own pressing arrangements then it is not the fault of Pinnacle, if orders cannot be fulfilled.

Tony Berry
Managing Director
Pinnacle Records

DEALER WANTS SERVICE

The queue tells its own story about the success of the Michael Schenker group. The band, made a personal appearance at the Virgin Megastore to sign copies of the album One Night At Budokan.

If you have any of the above please send details of condition (new or second-hand), price required, including post and packing and VAT, to "Record Business Wants Service", 2 Harvey Street, Watton, Thetford, Norfolk, IP25 6EP. You may also send your own wants list to the same address, SAE each want, please. The editor reserves all rights over publication, and responsibility for ensuring exchanges remains solely between dealers concerned.

Tony Berry
Managing Director
Pinnacle Records

RETAILING

The second list of dealer wants (RB 22 Feb) brought a better response than the first; the two singles and most of the LPs being offered. No dealer made offers for the cassettes! A special thanks to Virgin Records for the information and items they sent, and to the Music Shop, Maeseg, for their excellent fill.

We have heard of one customer who was absolutely thrilled to get the original Sammy Davis LP, in the first list, thanks to Reddingtons Rare Recordings of Birmingham.

Tony Berry
Managing Director
Pinnacle Records

LIST NO 3

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<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Catalogue No</th>
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<tr>
<td>Jimmy Jones</td>
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<td>U Me Im</td>
<td>Roy Harper</td>
<td>SHSM 2025</td>
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<td>Anything</td>
<td>Julie London</td>
<td>POLVM 13</td>
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<td>U Me Im</td>
<td>Max Miller</td>
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<td>Days In Europe</td>
<td>Skids</td>
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<td>Slade Smashes</td>
<td>Slade</td>
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<td>Good Bye</td>
<td>Mungo Jerry</td>
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MP35 6EP. You may also send your own wants list to the same address, SAE each want, please. The editor reserves all rights over publication, and responsibility for ensuring exchanges remains solely between dealers concerned.

Tony Berry
Managing Director
Pinnacle Records

RECORD BUSINESS March 29 1982
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<th>Rank</th>
<th>Title</th>
<th>Artist</th>
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<tr>
<td>1</td>
<td>Seven Tears</td>
<td>Blondie</td>
<td>EMI</td>
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<td>2</td>
<td>The Lion Sleeps Tonight</td>
<td>Gary Network</td>
<td>A&amp;M</td>
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<td>3</td>
<td>Your Love</td>
<td>Bay City Angels</td>
<td>WB</td>
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<td>4</td>
<td>Just An Illusion</td>
<td>The J. Geils Band</td>
<td>A&amp;M</td>
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<td>5</td>
<td>Mickey</td>
<td>The Bay City Greeks</td>
<td>Polydor</td>
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<td>Poison Arrow</td>
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<td>Layla</td>
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<td>A&amp;M</td>
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<td>Ghosts</td>
<td>The J. Geils Band</td>
<td>A&amp;M</td>
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<td>'Taint What You Do (It's the Way That You Do It)</td>
<td>Run-Down with Bananarama &amp; Chrysalis</td>
<td>CBS</td>
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<td>A&amp;M</td>
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<td>Have You Ever Been In Love</td>
<td>The J. Geils Band</td>
<td>A&amp;M</td>
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<td>Your Honour</td>
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<td>Run To The Hills</td>
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<td>Music For Chameleons</td>
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<td>Centerfold</td>
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<td>It Is A Dream</td>
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<td>See Those Eyes</td>
<td>The J. Geils Band</td>
<td>A&amp;M</td>
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<td>Cardiac Arrest</td>
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<td>A&amp;M</td>
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<td>Are You Lonesome Tonight? (The Laughing Version)</td>
<td>Elvis Presley</td>
<td>RCA</td>
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<td>A Bunch Of Thyme</td>
<td>The J. Geils Band</td>
<td>A&amp;M</td>
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<td>27</td>
<td>Run On Love</td>
<td>The J. Geils Band</td>
<td>A&amp;M</td>
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<td>Love Is Just A Four Letter Trick</td>
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<td>A&amp;M</td>
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<td>29</td>
<td>Please Join The Band</td>
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<td>Love Is Just A Four Letter Trick</td>
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<td>Don't Love Me Too Hard</td>
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*Record Business* March 1982
No rush at Regard, as Betteridge forges the links in a painstaking chain

"I think we shall be mainly involved with contemporary rock acts, taking rock in the widest sense of the world. I’m not too interested in signing London punk acts because they don’t travel."

British bands with a real chance of breaking through.

During Betteridge’s spell at CBS he saw UK acts like Shakin’ Stevens, the Nolans and Adam and the Ants develop overseas, albeit not in America. So he feels that he knows what has international appeal.

“I am very conscious of the kind of acts RCA needs for America, but they don’t come along every day. Somebody like Chris Rea, for instance, who writes great songs will sell in America and hopefully I can find somebody like that.”

The Regard staff of three. Betteridge (centre) with Greg Lynn and Simon Hicks (formerly product manager and a&r man respectively at CBS).
IRON MAIDEN: The Number Of The Beast (EMI EMC3400) Prod: Martin "Farm" Birch
One million-plus album buyers worldwide in 1981 can't be wrong. With their new vocalist Bruce Dickinson more than living up to his nickname 'the Air Raid Siren', Iron Maiden turbocharge their way through a ferocious collection of musical mayhem, where suggestions of black magic mingle with impassioned statements about freedom. Released has on the heels of the 'Run To The Hills' hit and a UK tour.

VISAGE: The Anvil (Polydor POLD5060) Prod: Visage/Midge Ure
The arch exponents of digital rock have delivered another impecably crafted album. There's a world-weary elegance about their songs which is bleakly enhanced by the chuckling synthesizer patterns and sighing girl back-up singers. But the style which Visage have so brilliantly developed remains basically lacking in warmth and this could well be the apex of their achievement before fashions change.

BARBARA MANDRELL: The Very Best Of (Ronco RTL 2069)
Like the Oak Ridge Boys LP, this one is debatable for chart argument. Barbara Mandrell has the kind of tough voice that handles material outside country and so this collection spills over into an almost soul feel at times. There are several recognisable tracks - such as 'Darling', 'Hey Good Looking' and 'Higher and Higher' and television exposure that this singer is getting may well help tilt the balance.

VARIOUS ARTISTS: Songs Of Love - Country Style (MCTV 7)
Focusing on well known country material by Don Williams, Crystal Gayle, Merle Haggard, Gene Cotton and Tanya Tucker/Glen Campbell, this album also introduces newer names such as Ed Bruce, Terri Gibbs and George Strait. TV advertising on Anglia starts this week, but although the album is a strong one in terms of a country sampler, it's doubtful whether it has the thrust to appeal nationally in chart terms. A good stock item though.

SHIRLEY BASSEY: Reflections (SHM 3092)
Four of the top albums from a Spring patch of Pickwick new releases. In each case the formula is the same: the spinning in of a few hits or at least songs associated with the artist, with other, quality ballads designed to attract the floating punter. The Whitman collection includes such old landmarks as 'Rose Marie' and 'Love Song Of The Waterfall', while the Roger Whittaker is a very strong one which includes 'The Last Farewell', 'New World In The Morning' and 'Mexican Whistle'.

It is easy to disregard records like this as being unmusical and corny, but their popularity is well proven (a Christmas budget best-seller was a Geoff Love banjo party album). This collection from one of the top ballroom bandleaders switches smoothly from Dixie styled tetraplets to dreamy ballads with accordion giving a Continental feel. The album is programmed in sequence for the strict-tempo dance fans.

THEY'LL BUY LAUGHING
THE LAUGHING STOCK OF THE BBC

Best of the rest

THE OAK RIDGE BOYS: The Very Best Of (Warwick WW5119)
Currently being tested on Anglia TV, this set, compiled in conjunction with MCA, shows just how far The Oak Ridge Boys have moved from their country roots. The country instruments are very much watered down on these tracks (which include the hit 'Elvira') but the gospel influence, which was associated with the group originally, now stands them in good stead as they deliver their material with verve and a masterful grasp of vocal harmony.

MURRISY MULLEN: Life On The Wire (Beggars Banquet BEGA 33)
Prod: Chris Palmer
Morrissey Mullen's inexorable climb into public consciousness will take a further positive step forward with the release of this album. Guitarist Jim Mullen and saxman Dick Morrissey have refined their brand of disco-funk to the point that it has all the goss and style of anything that comes out of America, but is uplifted by the considerable solo abilities of the co-leaders. Also further enhancing the album is an excellent singer Carol Kenyon of whom more will surely be heard.

VARIOUS ARTISTS: The Laughing Stock Of The BBC (BBC LAF1) Compilation: William Grierson
Release of this sampler signals the start of a major promotion, including national press advertising, of the BBC's rich catalogue of 30-plus comedy albums. At £1.99 it is a snip, featuring sketches from the likes of Pythons, Goons, Tony Hancock, Round The Horne, NTTNON and the Two Ronnies. There are some classic cuts here, and at such an attractive price it would be no surprise to see the album in the Top 60.

The Laughing Stock of the BBC' is a specially coupled sampler of some of the funniest moments we could find lurking in the hallowed vaults of the BBC. From the choice chuckles of the Goons and Tony Hancock to the manic mirth of Monty Python and the Two Ronnies, there are some classic cuts here, and at such an attractive price it would be no surprise to see the album in the Top 60.

Back on Rough Trade after a fruitless period, for both parties, on A&M, Spizz is back as Spizzenergi 2 and the latest single 'Work' showed a return to form. Spizz were one of the best punk bands starting without musical knowledge and surviving through a haze of naivety. It was the loss of innocence involved in their signing for a major company which lost their following but they can rebuild it among the new punk fans still looking for 'ordinary heroes'.
### Disco Top 50

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### Indie Top 50

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**Note:** The list includes both Disco and Indie music charts, with positions and artists listed for each.
**Disco Top 50**

1. **JUST AN ILLUSION**
2. **THE BEAT**
3. **TAKING MY HEART**
4. **THERE IS NO ONE**
5. **TELL ME TOMORROW**

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**Indie Top 50**

1. **I HATE YOU**
2. **YOU**
3. **SEE YOU**
4. **NEVER SURRENDER**
5. **SMASH UP**

---

**Order from Pinnacle + Rough Trade**
Folk 'n' blues in the Essex delta

PROJECTION RECORDS, distributors of over 100 labels, has been specialising in British and American folk, jazz and blues for five years. From his base in Leigh-on-Sea, Essex, label boss Dave Hatfield affirms that, although interest in this area has always been strong, it's often been difficult for the consumer to track down the actual product.

"We operate a mail order service as well and so when orders come in heavily from one area, we'll try and get a local shop interested in stocking the music," he says. "Of course, we realise money's tight for people now. We don't want retailers to end up with racks of stuff that isn't moving. If the shop had little knowledge of the music, then we'd select an initial sample for them. Every six months we compile a list of best sellers for that period."

Hatfield, a session musician, has always been interested in the folk/jazz scene, although he started the company with a mixture of sounds, a situation he describes as being "jack of all trades.

News

Original sleeves for Immediate LPs

THE NEMS Group is to launch a campaign on the Immediate catalogue, starting in early April which will make the whole catalogue available over the next six to nine months. All the LPs will be packed in their original sleeves and the singles will come out in the original European picture bags. Among the acts who recorded for the label were the Small Faces, Humble Pie, Eric Clapton and Rod Stewart.

First release, on April 9, is Ogden's Nutgone Flake by the Small Faces, plus three singles - 'Natural Born Boogie' by Humble Pie, 'Angel Of The Morning' by PP Arnold, and 'Little Misunderstood' by Rod Stewart. Catalogue numbers have yet to be decided because they will have to be co-ordinated with NEMS distributor Stage One's computer system. Retail price for the albums will be £2.99, with the initial exception of Ogden's Nutgone Flake due to the elaborate packaging.

THREE NEW independent labels release debut records this month. Moonlight Records has a single, 'Back To Zero' by London band The Sharpees out on March 29. Distribution is through Stage One.

The French Label, which claims to impart "A certain je ne sais quoi to l'homme dans la rue", has released a single, 'Double Vision' (TFL 001) by Moving Fingers. Despite the name, the label is based on Leicestershire and is also distributed by Stage One.

Replay Records' first single is 'Fantasy' (REPLAY 001) by Rye And The Quarterboys. Distribution is through Pinnacle.
**INDEPENDENT LABELS**

Projection boss Dave Hatfield master of none”, His staff of four produce a new-releases list once a month, operate a telephone sales service and run Projection’s own label, Waterfront Music. “Having your own label helps you keep in touch with the others’ problems,” says Hatfield. Current Waterfront successes are Martin Simpson’s Special Agent (WF 008) and Andrew Cronshaw’s The Great Dark Water (WF 009).

Irish music is much in demand lately and popular bands are The Chieftains, and popular bands are The Chieftains, Fureys managed to cross over, making Dedaanan and "Puritans" (AD 204), an EP by Happy Family, and ‘Fin’ (BAD 205), a single by In Camera who split up last year. 

New Releases

4 AD WILL be releasing three records simultaneously on March 29. They are ‘Tones On Tail’ (BAD 205), a 12-inch EP by Daniel Ash (of Bauhaus) and Glenn Campling: ‘Puritans’ (AD 204), and ‘It's Corruption’ by Undead Sin.

**Indie Albums**

1. **DR REBEL & MR JIVE**
   - Pig Ring Y 117

2. **HEX ENDUCTION HOUR**
   - Fat Kamara KAM 005

3. **SEVEN KINGS**
   - S5沙发 Fetch RM 058

4. **DRUNK ON THE POPE'S BLOOD/THE AGONY**
   - Lunch M4D JAD 202

5. **SPEAK AND SPELL**
   - Mop Marathon Mop STUMM 8

6. **FORTH DRAWN DOWN**
   - M4D JAD 202

7. **MAKERY**
   - FIU 2

8. **THE BEST OF THE DAMNED**
   - Damned Big Beat DAM 1

9. **LIVE IN SHEFFIELD**
   - Projection’s own label, Waterfront Music.

10. **IT'S CORRUPTION**
    - By Undead Sin

**GREENSLEEVE'S NEW RELEASES**

**YELLOWMAN** “Mister Yellowman” (GREL 35)

First released album by exciting new DJ

**WAYNE JARRETT** “Chip In” (GREL 28)

Long awaited release includes extended dub mix by Scientist.

**CLINT EASTWOOD & GENERAL SAINT**

“Two Bad DJ” (GREL 24)

**EEEK-A-MOUSE** “Wa-Do-Dem” (GREL 24)

Receiving extensive airplay

**NICODEMUS VS TOYAN**

“DJ Clash” (GREL 32)

Only four weeks left to vote for your winner

**CURRENT DISCO**

**RANKING DREAD** “Shut Me Mouth” (GRED 82)

**PAPA MITCHIGAN & GENERAL SMILEY** “Ghetto Man” (GRED 78)

**NONE** “Johnny Make You Bad Sir” (GRED 85)

**REGGAE REGULAR & CLINT EASTWOOD** “House Party” (GRED 83)

**WAILING SOULS** “Diamonds & Pearls” (GRED 81)

**GREENSLEEVE'S RECORDS**

44 Uxbridge Road, London W12

Tel: 01-749 3277

Distributors: Spartan, Jet Star, Rough Trade, Markus.

**NEW RELEASES 1982**

**“BERT WEEDON” & HIS DANCING GUITARS**

**THE LEGENDARY BERT WEEDON PLAYS IN HIS OWN FANTASTIC STYLE**

DS053  New Recording

**VICTOR SILVERSTEIN JUNIOR WITH THE WORLD FAMOUS VICTOR SILVERSTEIN ORCHESTRA**

“60 YEARS ON”

MUSIC FOR YOUR LISTENING & DANCING PLEASURE

DS052 New Recording

**“BANJO TIME” WITH BRYAN SMITH & THE BOYS**

FOOT TAPPING EVERGREEN MELODIES

DS054 New Recording

**ALL ALBUMS**

R.R.P. £3.99 each

Available from DANSANS RECORDS THEATRELAND LIMITED

14 Soho Street London W1 Telephone 01-437 2245

Distributors Lutgon, Taylors, Pinnacle, Gold, Wynd-Up
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<th>R</th>
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<th>K</th>
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## NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE

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<td>Wлись AWAY YOUR KISS NINE BELOW ZERO</td>
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<td>73</td>
<td>LOVING YOU CHRIS HAYES</td>
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<td>74</td>
<td>REAM 'EM AND WEEP MEAT LOAF</td>
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<td>75</td>
<td>WE DON'T MAKE LOVE ON SUNDAYS DENNIS WATERMAN</td>
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<td>76</td>
<td>TOWN CALLED MALICE JAM</td>
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<td>77</td>
<td>LOVE MAKES THE WORLD GO ROUND JETS</td>
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<td>78</td>
<td>FREEZE-FRAME J. GEILS BAND</td>
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<td>79</td>
<td>PUERTO RICO DECOUPLAGE</td>
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<td>80</td>
<td>TONIGHT I'M GONNA LOVE YOU ALL OVER FOUR TOPS</td>
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<td>81</td>
<td>A WHITE SPORT COAT (ROCK &amp; ROLL) RONNIE ANGEL</td>
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<td>82</td>
<td>SUSPICIOUS MIND CANDI STATTON</td>
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<td>83</td>
<td>TELL ME TOMORROW SMOKY ROBINSON</td>
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<td>HARDCORE HEART QUARTERFLASH</td>
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<td>98</td>
<td>BORN TO RUN EMMYLOU HARRIS</td>
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<tr>
<td>99</td>
<td>LAUGHTER TURNS TO TEARS BILLY BRENNER</td>
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<td>100</td>
<td>DEUTSCHER GIRLS ADAM &amp; THE ANTS</td>
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**Basic Key**
- A: Main Playlist/Chart
- B: Breakers/Climbers
- C: Extras
- *: Hit Picks
- #: Station Pick

**Key To Station Playlists**

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<td>250 - PLYMOUTH SOUND</td>
<td>B B List</td>
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<tr>
<td>100 - BBC SCOTLAND</td>
<td>C C List</td>
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<tr>
<td>300 - HEREWARD</td>
<td>D D List</td>
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The Airplay Guide features playlists which are in force in the current week (except for Radio Hallam which due to production deadlines is for last week). Playlists normally only affect daytime Monday-Friday shows.
**New Albums**

**Artist** | **Title** | **Label** | **Price**
--- | --- | --- | ---
**BILLY WALKER & BARBARA FAIRCHILD** | THE ANSWER GAME | **RCA International** | 0 INTS 5124
**BERT JANSCH** | HEARTBREAK | **Logo** | 0 LOGO 1035
**JOHN MANN** | THE CHRISTIE SOUND | **Grosvenor** | 0 GRS 1114
**JOE SAMPLE/DAVID T. WALKER** | SING STREET CAFE | **MCA Audiophile** | 0 CRP 16004
**JIMMY SMITH** | SO REAL | --
**GRANDPA JONES** | 20 OF THE BEST | **RCA International** | 0 INTS 5186
**FIXX** | SHUTTERED ROOM | **MCA** | 0 SX 1001
**ELVIS PRESLEY** | SUSPICIOUS MINDS | **Pickwick** | 0 CAM 1206
**CHER** | GREATEST HITS | **MCA** | 0 MCL 16741
**CAB CALLOWAY** | HI -DE -HI | **RCA International** | 0 INTS 5121
**BOBBY BLAND** | BEST OF BOBBY BLAND | **MCA** | 0 MCL 1673
**TIM WOOD** | GETTING YOUR OWN BACK | **Celtic** | 0 CM 0082
**SPYRO GYRA** | MORNING DANCE/CATCHING THE SUN | **MCA** | 0 IMCA 2100 (Cass Only)
**SENSATIONAL ALEX HARVEY BAND** | BEST OF THE SENSATIONAL ALEX HARVEY BAND | **RCA** | 0 RCALP 9003
**SCRATCH BAND** | SCRATCH BAND FEATURING DANNY DLOWE | **RS MCA** | 0 MCF 3136
**RAZZY BAILEY** | GEELIN’ RIGHT | **RCA International** | 0 INTS 5216
**PAT BOONE** | 16 CLASSIC TRACKS | **MCA** | 0 MCL 1676
**ORIGINAL SOUNDTRACK** | THE EDDIE DUCHIN STORY | **MCA** | 0 MCL 1666
**ORIGINAL SOUNDTRACK** | THE BOAT | **WEA** | 0 K58366
**ORIGINAL SOUNDTRACK** | PENNIES FROM HEAVEN | **Warner Bros** | 0 K66109
**ORIGINAL SOUNDTRACK** | PAINT YOUR WAGON | **MCA** | 0 MCL 1667
**ORIGINAL SOUNDTRACK** | COUNTRYMAN | **Island** | 0 ISTDA 1
**WISHBONE ASH** | PILGRIMAGE/ARGUS | **MCA** | 0 MCA 2106 (Cass Only)
**WISHBONE ASH** | BEST OF WISHBONE ASH | **MCA** | 0 MCF 3134
**WILSON PICKETT** | BEST OF WILSON PICKETT | **Atlantic** | 0 K50750 1.99
**VARIOUS** | 16 HOT BULLETS | **Pickwick** | 0 SHM 3109
**TOM PETTY** | DAMN THE TORPEDOES/HARD PROMISES | **MCA** | 0 MCA 2105 (Cass Only)
**TOM JONES** | IT'S NOT UNUSUAL | **Pickwick** | 0 CN 2053
**SWELL MAPS** | COLLISION TIME | **Rough Trade** | 0 ROUGH 41
**DUKE ELLINGTON & HIS ORCHESTRA** | V.I.P. Swing house | 0 SWH 28
**DOLLY PARTON** | DOLLY PARTON | **Pickwick** | 0 SHM 3109
**TOMMY VAPANOS** | SECOND CUP | **Coffee DeLite** | 0 CDL 1023
**WINDS ORCHESTRA** | DON'T TELL ME | **Central Line** | 0 Mercury

**Wishing Well prices are shown, the frills for albums, the second cassette**

**Total Releases: 89**

---

**New Releases**

**BILLY WALKER & BARBARA FAIRCHILD** | **THE ANSWER GAME** | **RCA International** | 0 INTS 5124
**BERT JANSCH** | **HEARTBREAK** | **Logo** | 0 LOGO 1035
**JOHN MANN** | **THE CHRISTIE SOUND** | **Grosvenor** | 0 GRS 1114
**JOE SAMPLE/DAVID T. WALKER** | **SING STREET CAFE** | **MCA Audiophile** | 0 CRP 16004
**JIMMY SMITH** | **SO REAL** | --
**GRANDPA JONES** | **20 OF THE BEST** | **RCA International** | 0 INTS 5186
**FIXX** | **SHUTTERED ROOM** | **MCA** | 0 SX 1001
**ELVIS PRESLEY** | **SUSPICIOUS MINDS** | **Pickwick** | 0 CAM 1206
**CHER** | **GREATEST HITS** | **MCA** | 0 MCL 16741
**CAB CALLOWAY** | **HI -DE -HI** | **RCA International** | 0 INTS 5121
**BOBBY BLAND** | **BEST OF BOBBY BLAND** | **MCA** | 0 MCL 1673
**TIM WOOD** | **GETTING YOUR OWN BACK** | **Celtic** | 0 CM 0082
**SPYRO GYRA** | **MORNING DANCE/CATCHING THE SUN** | **MCA** | 0 IMCA 2100 (Cass Only)
**SENSATIONAL ALEX HARVEY BAND** | **BEST OF THE SENSATIONAL ALEX HARVEY BAND** | **RCA** | 0 RCALP 9003
**SCRATCH BAND** | **SCRATCH BAND FEATURING DANNY DLOWE** | **RS MCA** | 0 MCF 3136
**RAZZY BAILEY** | **GEELIN’ RIGHT** | **RCA International** | 0 INTS 5216
**PAT BOONE** | **16 CLASSIC TRACKS** | **MCA** | 0 MCL 1676
**ORIGINAL SOUNDTRACK** | **THE EDDIE DUCHIN STORY** | **MCA** | 0 MCL 1666
**ORIGINAL SOUNDTRACK** | **PAINT YOUR WAGON** | **MCA** | 0 MCL 1667
**ORIGINAL SOUNDTRACK** | **COUNTRYMAN** | **Island** | 0 ISTDA 1
**WISHBONE ASH** | **PILGRIMAGE/ARGUS** | **MCA** | 0 MCA 2106 (Cass Only)
**WISHBONE ASH** | **BEST OF WISHBONE ASH** | **MCA** | 0 MCF 3134
**WILSON PICKETT** | **BEST OF WILSON PICKETT** | **Atlantic** | 0 K50750 1.99
**VARIOUS** | **16 HOT BULLETS** | **Pickwick** | 0 SHM 3109
**TOMMY VAPANOS** | **SECOND CUP** | **Coffee DeLite** | 0 CDL 1023
**WINDS ORCHESTRA** | **DON’T TELL ME** | **Central Line** | 0 Mercury

**Wishing Well prices are shown, the frills for albums, the second cassette**

**Total Releases: 89**

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**Disco**

**Twelve Inches**

1. **JUST AN ILLUSION** (Mick Jagger & David Bowie)**
2. **THERE WORKS THAT DAufEED** (On One)
3. **DON'T CRY** (Visage)
4. **WHERE ARE THEY NOW** (Erica Gale)
5. **YOUR HONOUR** (Fred Knight)
6. **WALK ON** (Tamla Motown)
7. **LET'S START IT ALL AGAIN** (Junior Barnes/London)

---

**Disco Albums**

**New Newsmakers**

**Best Sellers**

**It's Not Unusual**

---

**Reggae 12-inches**

1. **A ME GLORY**
2. **Sandra McFarlane**
3. **George Nooks**
4. **Owen Arthur**
5. **Diamonds & Pearls**
6. **Wailers** & **Peter Tosh**
7. **Jamaica**
8. **Promises of Comfort to a Fool**
9. **Draco's Back**
10. **Open Up the Door**

---

**Record Business**

**March 29, 1982**
## Albums/Tapes Top 60

<table>
<thead>
<tr>
<th>#</th>
<th>TITLE</th>
<th>ARTIST Label</th>
<th>Catalogue No</th>
<th>Price</th>
<th>DISTRIBUTOR</th>
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<tbody>
<tr>
<td>1</td>
<td>THE BEST OF THE FOUR TOPS</td>
<td>FOUR Tops,KTEL</td>
<td>1100 (KTEL)</td>
<td>3.99</td>
<td>POLYGRAM</td>
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<tr>
<td>2</td>
<td>DARE</td>
<td>HUMAN LEAGUE Virgil (TVC12192)</td>
<td>3.00</td>
<td>RCA</td>
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<td>3</td>
<td>BAT OUT OF HELL</td>
<td>MEAT LOAF Epic (EPC 40)</td>
<td>2.19</td>
<td>CBS</td>
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<tr>
<td>4</td>
<td>THIRD DEGREE</td>
<td>TIN MAN Liberty</td>
<td>3.50</td>
<td>EMI</td>
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<td>5</td>
<td>NEW WORLD</td>
<td>THEATER OF BURNING ROME (ZITO11)</td>
<td>3.02</td>
<td>CBS</td>
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<td>6</td>
<td>ACTION TRAX</td>
<td>LA DOLCE VITA (TCMS)</td>
<td>3.29</td>
<td>RTD</td>
<td></td>
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<tr>
<td>7</td>
<td>PEARLS</td>
<td>ELUXE BROOKS &amp; ANELI (S. M. A.)</td>
<td>3.50</td>
<td>KTEL</td>
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<td>8</td>
<td>ONE NIGHT AT BUDOKAN</td>
<td>ROSANNA SHINE (CHICAGO)</td>
<td>3.50</td>
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<td>9</td>
<td>DIAMOND</td>
<td>HALL AND OATES (RCA)</td>
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<td>RCA</td>
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<td>10</td>
<td>NON-STOP EROTIC CABARET</td>
<td>SOFT CELL</td>
<td>SIRE (TC)</td>
<td>3.29</td>
<td>POLYGRAM</td>
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<td>11</td>
<td>DR. HECKLE &amp; MR. JIVE</td>
<td>PADDY AND THE TRAVELLERS (TAKE 6)</td>
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<td>POLYGRAM</td>
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<td>TWENTY WITH A BULLET</td>
<td>ABBOTT AND COSTELLO (TC)</td>
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<td>BEGIN THE BEGUINE</td>
<td>JUDEO (CBS)</td>
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<td>15</td>
<td>ARCHITECTURE AND MORALITY</td>
<td>ORCHESTRA MANUEL'S IN THE LITIFILM (TAKE 6)</td>
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<td>POLYGRAM</td>
<td></td>
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<tr>
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<td>DREAMING</td>
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<td>POLYGRAM</td>
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<td>20</td>
<td>CONCERT IN CENTRAL PARK</td>
<td>SIMON AND GARFUNKEL (Geffen)</td>
<td>3.05</td>
<td>CBS</td>
<td></td>
</tr>
</tbody>
</table>

### Prices

- Platinum disc (300,000 sales)
- Gold disc (100,000 sales)
- Silver disc (60,000 sales)

## Record Business

**Anglia**

SONGS OF LOVE COUNTRY STYLE
Now 3 weeks Various MCA MCTVCI 7.32

P.S. I LOVE YOU
Now 1 week Various Warwick WW/4 5127

**Central**

BARRY - LIVE IN BRITAIN
20 April 3 weeks Barry Manilow Arista (ARTV14) 4.35

COWBOYS
Now 3 weeks Johnny Cash & Roy Rogers, Barry Manilow Arista (ARTV14) 4.35

P.S. I LOVE YOU
Now 1 week Various Warwick WW/4 5127

**Granada**

BARRY - LIVE IN BRITAIN
20 April 3 weeks Barry Manilow Arista (ARTV14) 4.35

JAMES BOND - GREATEST HITS
Now 3 weeks Various EMI (TCEM300) 3.57

**Htv**

THE WORLD OF
Now 3 weeks Frankie Laine Warner Bros (4CR12) 5.49

**Scotland**

THE VERY BEST OF
Now 2 weeks Barbara Mandrell Warner Bros (4CR12) 5.49

TVS
BEGIN THE BEGUINE
Now 1 week Julio Iglesias CBS (4095462)

TYNE TEEs
P.S. I LOVE YOU
Now 1 week Various Warwick WW/4 5127

YORKSHIRE

P.S. I LOVE YOU
Now 1 week Various Warwick WW/4 5127

---

**Record Business** March 29 1982
SHOWCASE

Classified Advertisement Rates

£4.00 per single column cm (minimum 4 cm). Box number charge £1.00.

Send Box No. replies c/o Record Business, 1st Floor, Hyde House, 13 Langley St, London WC2H 9JG.

Series discounts, Monthly 10%, Fortnightly 15%, Weekly 20%.

The deadline for bookings and copy is noon Tuesday one week prior to publication.

Advertisements may be submitted as flat artwork or typed copy and layout for typesetting.

Payment in full must accompany each advertisement.

For further information contact Jane Redman on 01-836 9311, Hyde House, 13 Langley Street, London WC2H 9JG.

Record Business cannot be held responsible for claims arising out of advertising on the classified pages.

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Moody Bikes deliver on 01-278 7814

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Do you want to increase your sales? Do you want to join a winner?

If the answer to these 2 questions is yes then maybe you would like to hold an Oldies Unlimited franchise. Every local 17 year old could be directed to your shop to buy records.

Attractive in-store display material is provided and a comprehensive back-up service for good measure. Let Oldies Unlimited help you fight the recession.

Please write to OLDIES UNLIMITED, TELFORD, SHROPSHIRE TF2 9NQ, or ring Telford (0952) 612244 or 617625 or 618264 and ask for Anthony or Jack Lewis for further details.

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POLY-CARRIERS

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Beauchase Road, Leicester

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IN HEAVY DUTY FILM

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Best service

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Dispatched by Courier – 24 hour service.

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West Road, London N17
Tel: 01-808 5301 or 807 0249

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Mister Tee Promotions
Dept. R.B., 66 Blackwell Street, Kidderminster

MERCHANDISING

POSTERS IN FULL COLOUR

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2) Bob Marley
3) Whitesnake
4) Kim Wilde
5) Genesis
6) Elvis
7) Blondie
8) John Lennon
9) Police
10) C. Eastwood

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PAK 2000 for Bags of Style

In Polythene from quantities as little as 1000 to Millions.

In cat out or rigid handle styles.

Market price: Stone Approach West Street.

Dunelm KY1 5GQ to“Sheila” Tel: 0205 346145

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RECORD BUSINESS PUBLICATIONS requires a

ADVERTISEMENT SALES EXECUTIVE

to work on Video and Record accounts.

The suitable applicant will have previous selling experience and some knowledge of the Record and Video industry.

Contact Jane Redman on 01-836 9311

P-A-K 2000

for Bags of Style

in Polythene from quantities as little as 1000 to Millions.

In cat out or rigid handle styles.

Market price: Stone Approach West Street.

Dunelm KY1 5GQ to“Sheila” Tel: 0205 346145

RECORD BUSINESS March 29 1982
The latest addition to the EMTV range deserves a special number—EMTV 007. It is "James Bond Greatest Hits" and it features Sheena Easton, Carly Simon, Paul McCartney and Wings, Lulu, Shirley Bassey, Nancy Sinatra, Tom Jones, Louis Armstrong and Matt Monro.

Twelve blockbusting films have led to a string of chart singles recorded by major artists, plus the works of the world’s leading screen composers, John Barry, Marvin Hamlisch, George Martin and Bill Conti. For the first time all these original tracks are available on one album.

All the artists who chose to be involved with the 12 Bond movies have achieved millions of record sales in their own right. They are now together on this classic "James Bond Greatest Hits".

It has been estimated that 50% of the population of the British Isles has seen a "James Bond Movie". Now they can own the album.

The TV campaign coincides with the ITV Network premiere of "The Spy Who Loved Me" which features Carly Simon's top ten single "Nobody Does It Better." (Saturday March 28th 7:15 - 9:30)

Phase 1 - 30 second, 20 second and 10 second commercials
Thames/LWT 19 March - 9 April,
Central 24 March - 9 April,
Granada 24 March - 9 April.
Phase 2 - National campaign planned for end of April.

The TV campaign will be supported by full in-store window displays based around a "James Bond" cut-out centrepiece plus full colour 30 x 20 posters and colour window streamers.

20 original tracks

Guaranteed to be a SMERSH hit!