RB survey reveals a minimal living for disc retailers

WITH THE Summer’s slack sales now well and truly on top of record retailers, the true face of business in 1982 is becoming clear.

Backing up the sad statistics of Norfolk dealer and RB correspondent, Martin Anscombe, (RB May 31) which showed that he had taken a severe cut in earnings over the past year, dealers have painted a black picture.

“The writing’s on the wall for the record retailer,” said Roger Gray of Grey’s Records, East Grinstead. “I am working on an overall margin of 20 percent and there really isn’t any profit in it anymore.”

He is a dealer with 11 years experience who can remember when price-cutting began. “It was in May 1974 when W.H. Smith chose to lose money on records,” he said.

Christopher Barrett, partner in the seven-strong East Anglian chain of Parrot Records, is equally gloomy about the prospects for the independent dealer.

“High Street and shopping precinct sale faces the foot from the overheads are now so high that it is impossible to make the profit per square foot from the sale of records. The problems facing record dealers are shared throughout retailing — the multiples are the only ones who can survive in the High Street.

This overall view is shared by Paul Thomas, partner in Arcade Records, Nottingham, who sees retailing in general suffering from the recession.

Commenting on the Anscombe article he said that it was good that someone was bringing attention to the plight of the dealer. “I just hope the industry listens”, he said.

He doesn’t, however, blame the record companies totally. “The problem is discounting and that is never going to change because shops are intent on fighting one another all the way,” he said.

Colin Shakespeare of Shakespeare Records, Hull, agrees: “Overheads and prices go up remorselessly but you can’t put up the price of records proportionately because you are always competing with the shop down the road.”

David Fox, sales director of the Northern chain Foxes admits to being lost for an answer. “We have experienced a considerable drop in margins and this year has seen a drop in sales levels. We must be the only trade which discounts what everybody wants, the big-selling new releases.”

Roger Gray adds a gloomy forecast that there will be a lot fewer independent record dealers at the end of this year than there were at the beginning.

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Anti-piracy decade cost BPI just £1.5m.

IN THE ten years since its formation, the BPI’s anti-piracy unit has cost the industry a total of £1.5 millions in running costs, equivalent to .04 percent of the value of retail sales over the decade.

Hoffman told the meeting that the UK was now reaping the rewards of its firm anti-piracy policies and reckoned that the problem was largely now under control, although two large rings still need to be eradicated. However he mentioned a new and ‘insidious’ form of illegal copying which was gaining ground in this country.

The meeting was that the Japanese government was considering legislation to prohibit the rental of their products. But the IFPI has urged the World Intellectual Prop- erty Organisation to hold a worldwide forum on the problem of private copying and the need for protective legislation.

Tommy J’s release is a revival of the Joe ‘Fiano’ Henderson song ‘Why Don’t They Understand’ (RG 101), produced by rock ‘n’ roll specialist Stuart Colman. He was also the man who recorded a Lawful Lester (RG 100) and later aprototype’s new album Troops Of Tomor-

REGARD RECORDS, the label formed by David Batterbee, former md of Island and CBS, hits the streets on June 25 with a single by highly- taud act Hayzi Fantayzee, to be followed by an early-July 45 from taud act Hayzi Fantayzee, to be followed by an early-July 45 from

The changeover takes effect im-

The meeting adopted new funding arrangements for the BPI which showed a post-tax surplus of £15,600 on its 1981 income of £43,336. In future annual pay-

The BPI was originally tipped off by a car disappearing, lawyers later told the court. Lambert of being responsible for distri-

McNay defeat in BPI election

TWO NEW members were elected to the BPI council at last week’s annual meeting by the firm’s first management signing. Pictured above with the band are Wyper (seated, centre) and OWL’s Gerry Efy (standing, second left).

Secret to Virgin

LEADING INDIE Secret Records has parted company from its distributor Stage One and has signed a pressing and distribution deal with Virgin Records for the UK, Australia and Japan.

Secret to CI will be fortnightly and for-

The meeting in Lisbon coincided with a statement from the Portuguese Minister of Culture, Francisco Pires, that the government companies would not be able to retain the revenue raised from the multi-national com-

Big launch for Regard label

REGARD RECORDS, the label formed by David Batterbee, former md of Island and CBS, hits the streets on June 25 with a single by highly- taud act Hayzi Fantayzee, to be followed by an early-July 45 from Tommy J.

Lambert was brought back before Mr Justice Peter Taylor in the High Court on Monday, 6 June, when he claimed he did comply with the Order to the best of his ability. The judge told him: “You pulled the wool over the eyes of the lawyers. You laughed in their faces,”

IN THE middle of a heatwave, the best place to sign a management contract is definitely up on the roof. That’s the way Paul Di’Anno felt when he signed his deal as leader of new band Lone Wolf with Olav Wyper’s OWL company last week – the firm’s first man-

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Masterbag' from The Cartel aims at consumers

INDIE DISTRIBUTORS Backs, Probe, Fast, Revolver, Red Rhino and Rough Trade - collective The Cartel have launched their own consumer magazine aimed at the Smash Hit/Flip+pop/Noise market.

The magazine is Masterbag - the trade term for stock control covers - which has been around for a few months as a free trade new release sheet.

Masterbag will be fortnightly and contain a comprehensive list of records released by the Cartel as well as editorial coverage, song lyrics and a free exclusive flexi-disc.

It is edited by Ian Cranna, who held a similar position on Smash Hits.

Masterbag will be available only through record shops. It is available through the named distributors at 38p, to retail at 50p. Initial print run is 9,000 and the first flexi-disc is from Pigbag - a previously unreleased track.
MULLINGS

CHANCES OF two of the newer names from the ranks of British pop scoring a double on the American Hot 100 singles and Disco charts looks to be strongly in prospect. When Paul McCartney finally moves on with 'Ebony And Ivory', Human League may well become the first of the new wave British acts to hit the summit with 'Don't You Want Me', thus joining the Thompson Twins whose 'In The Name Of Love' currently sits on top of the disco list, although not yet registering on the Billboard Hot 100. The Thompson's disc is not the only current US disc to score for Arista, which has Haircut 100's 'Love Plus One' and 'I Rare by A Flock Of Seagulls also in the top 20, while another British act Funkapolitan is just outside the 20 with 'Run Run Run' . . . could this be the pattern for a British blank tape levy, should the Government finally relent on the matter? In Sweden where a levy is due to be introduced from September 1, the record companies are already complaining that from the total of about £12 million expected to be raised, £4 million will be used to support 'local culture', with only about £800,000 reverting to the rights owners . . .

HELL HATH no fury like an angry publicist - no sooner had Keith Altham been replaced by Alan Edwards as the Rolling Stones pr, than the first of his 'inside the pop biz' pieces appeared in the Sunday People in which the name of Jagger was mentioned more than a few times . . . meanwhile Decca is working over the Stones' back catalogue yet again with plans to release an 8LP box-set along with David Dalton's biography to coincide with the London dates . . . at last week's annual meeting, Bill Hood and Derek Cumberland, the scours of the pirates, were presented with (surprise, surprise) gold discs to mark their efforts over the last ten years - but for reasons of national security, the publication of photographs of 'the careening' after taking the trouble to publish an election manifesto, surprising that Ian McNay didn't show at the meeting - and he didn't get elected either . . .

WE HEAR of a dramatic incident recently at the HMV Shop in Oxford Street, where former EMI Records md Gerry Oord was more than somewhat miffed after buying £40 worth of records to learn that he couldn't have a discount. Oord hot-footed it to Manchester Square to express his displeasure, presumably unaware that these days the shops are controlled directly through Thorn. It is understood, however, that soothing noises were made and telephone calls placed to the appropriate quarters . . . back from their trip to Venice on the inaugural journey of the Orient Express, Ian and Anne Miles report that it was a memorable experience, particularly since despite all the expensive refurbishment nothing had been done to update the pre-war facilities for, er, personal hygiene. However, the absence of modern cons was made more tolerable for the 178 junketeers who made full use of the unlimited free champagne and consumed a mere 750 bottles. A more recent traveller was Handle's David Walker who took his wife Kim on the luxury train for a 21st birthday present. His outing report is awaited . . . Arista vocal act Wavelength is learning that every cloud has a silver lining. With 'Hurry Home' they could be the first to score a hit out of the unpleasantness in the South Atlantic

A MAM (Mullings Award Of Merit) to George Wishart of Wynd Up Scotland who after an unbroken 14-year reign finally lost his Worst Golfer' title at the Granada sponsored Hurry Golf Gathering. He improved his last year's score by 30 strokes, leaving PolyGram rep Dave Barber to take the dubious honour. It is believed that some of the 72 competitors had actually taken the trouble to inform their superiors of their whereabouts beforehand . . . further news from the sporting world - Crime Of Passion, the two year-old owned by Chris Wright and Terry, finally has returned after Pat Bonnar's album, the Chrysalis alltime best-seller - romped home in its first two races . . . congrats to Manx Radio - 18 years old this month . . . after the excellent Bob Marley and Black Uhuru concerts, LWT late-night Sunday spot slipped somewhat with dated mid-70's Stones coverage and ancient Rod Stewart in shambolic from with the Faces. Could do better .
NEWS

Spartan deal for Agfa audio & video tapes

DISTRIBUTOR SPARTAN Records enters the video arena with the conclusion of a deal to sell to the record trade the Agfa ranges of blank audio and video cassettes. They will be the first non-music lines to be handled by indie-specialist Spartan. The video tapes come in both VHS and Beta formats, while the audio tape lines are Superchrome, Carat, Stereochrome, Superferro and Ferro-color.

Meanwhile Spartan is in the process of mailing out its 1982 record catalogue to all its accounts. Artists are listed alphabetically and the listing comes with a pocket on the inside back cover for new release sheets. Extra copies will be available from the Spartan representatives or the company's telephone sales desk.

EMI mid-price reduction

THE TRADE price of EMI's mid-price Concert Classics and HMV Greensleeves series has been reduced from £12.15 to £1.85. The reduction applies to mid-price product with XLP, SXL/P and ESD prefixes and takes effect from the first week of June.

The company has also decided to make a corresponding reduction in its double wallet SXWD and ESDW packs which have gone down from £4.05 to £2.55. EMI is to carry out a trade campaign to push the new price ranges.

Merchandising

June nostalgia month for RCA

JUNE IS nostalgia month for MCA with a promotion of 26 mid-price catalogue items featuring recordings from the 1940s and 50s. The company has been releasing nostalgic records for some months, most notably Dean na Durbin, and is now promoting them as a collection.

Point of sale material includes posters, window streamers and browser cards and is available through CBS with initial orders. Twenty one of the titles are currently available but five new ones have been added. They are: Billie Holiday '16 Classic Tracks (MCL 1688); Connie Boswell '20 Classic Tracks (1689); Leroy Anderson 'Conducted' (1690); Dick Powell '16 Classic Tracks (1691) and Hoagy Carmichael '16 Classic Tracks (1992).

The series also includes The Andrews Sisters, Louis Armstrong, Ella Fitzgerald and Rudy Garland.

All 26 titles are available on both albums and cassette at a dealer price of £1.82 each.

WEA RECORDS is following up the impact of Ry Cooder's recent sell-out UK dates with a major 'reminder' advertising campaign which has already utilised TV spots in the London area, said to have been the equivalent of a £75,000 national budget.

The company is placing the emphasis on the latest Cooper LP The Slide Area with widespread fly-posting in London, Birmingham and Manchester and is taking a half-page advertisement in the New Standard in London.

KING CRIMSON has a new album released on Friday (June 18). Entitled Beat it is largely inspired by the writings of Jack Kerouac. It is being supported by advertising on a co-operative basis in the national and consumer press and flyposting is also being carried out in major cities. Window displays are available, featuring posters, streamers and sleeves.

EMI records today (June 14) releases a four album boxed set of Military Music. A Military Band Spectacular will sell for the price of three albums. It features the bands of the Royal Airforce, Royal Marines, Artillery, Engineers, Household Division and Irish Guards.

THE NEW single from Anti Nowhere Club 'Tottenham Tottenham' (Polydor POSPX 452) is available in both seven and 12-inch formats. It features the vocals of UK Slab J. R. Late.

KILLING JOKE's new single 'Chop-Chop' (EG/Malicious Damage EGO 7) is being promoted by an extensive consumer press advertising campaign. It comes in a picture bag.

JAMES GRIFFIN, formerly of Bread, and Terry Sylvester, ex-Hollies, have teamed up and their debut single 'Please Come Into My Life' is released on Friday (June 18). An album Griffin & Sylvester is due in early July.

THIRD SINGLE from the J Geils Band album Freeze Frame is 'Angel In Blue' (EA 138) released to coincide with the band's dates with the Rolling Stones. It comes in a specially designed picture bag.

AVA CHERRY releases her debut single for Capitol this week, 'Love To Be Touched' (CL 243) from the forthcoming album Streetcar Named Desire. by the former backing singer who worked with Stevie Wonder and Desire by the newly formed Le Maitre Music, has an offshoot of Le Maitre and Com-

Bear-Disc tie up

BEAR DISC tie up

WEA RECORDS is co-operating with toy-makers Palitoy to promote a single called 'Monchhichi's Song' (K 18445), based around a small, cuddly, bear-like soft toy.

A French version of the song sold more than 300,000 copies earlier this year and with Palitoy taking extensive TV advertising for the animal over the Summer, WEA hopes to repeat that success with its English language recording, sung by Monchhichi's Children, to be released on June 25. The singers all belong to the Monchhichi Club - born to under-12's and there is a membership form on the back of the full colour single sleeve.

Previously known as Chic-a-Boo, a giant version of Monchhichi will be making personal appearances at record and toy stores to promote the 45.

Deals

TOP OPERATIC tenor Placido Domingo has signed a long-term world-wide contract to record popular crossover repertoire with CBS Records. WEA RECORDS is the only exclusive affiliation with a record label and follows the success of his Perhaps Love album last year and the title track, sung with John Denver which charted in the UK. He will continue to record classical material for the CBS Masterworks series too.

ROBERT KING, former lead singer with The Scars, has signed to Charisma and his debut single 'Paperhead' will be released on the Pre label on Friday (June 18).

FLASHFOCUS MUSIC, the publishing arm of the recently-launched Focus Records, has completed a UK sub-publishing deal with Virgin Music Publishing. This follows Focus's production and distribution arrangement with Virgin Records.

EXPERIENCE ARTISTIC managers Roy Williams and Hans Maloney have joined forces in a new firm called Williams Maloney Associates to be based at 18-19 Warwick Street, London W1 (Tel: 01-437 9992).

Williams manages The Blues Band as well as Any Trouble and runs Cool King Records and Cool King Music apart from being active as a consultant in the Heathrow Indoor Tennis Centre. Maloney looks after former Eddie and The Hot Red Barrie Masters and Steve Nicol plus Dave Greenslade, who is currently engaged in a major video production for Thorn-EMI. He is also working with England and Middlesex cricketer Mike Selboy on activities for his benefit year.

The new company's general manager is Gilly Tarrant, formerly Williams' assistant. Steve Grov will continue as professional manager of Cool King Music and Chris Runciman is the company's tour co-ordinator.

"Now we will be able to offer a much better service between us with better facilities at our disposal," said Williams: "We are now keen to broaden the areas we are under-12's and are already developing projects both in video and sport. It is clear that the boundaries between sport and entertainment are now very blurred."

FOOLS ARE Friendly (KA 100) by Kexust is the first single to be released by the newly-formed Le Maitre Music, an offshoot of Le Maitre and Company.
IRELAND'S NEW INDIE ALBUMS

1 1 WE ARE...THE LEAGUE
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3 30 SECONDS TO MARS
4 40 CENT
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6 60 SAY I LOVE YOU
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24 24 LUNA

Disco Dealer

SOME making of time in the top ten this week, as the big Motown contenders seem (temporarily?) to have run out of steam, and no less than six records each take a single step back this week. Yet another of 'Inside Out', this time from 10 to 2 with 'Inside Out'. The consistency of this group in the UK, both in the specialist and pop markets, is now far outweighing their level of success at home. Compared advantageously few entries new this week. Two of the three highest ones were predictable, though Dennis Brown, absent from the wider black market scene since his arrival in the UK (his pre-charts), has had a tremendous sales burst in the first week of his UK release to reach number 19. The ground had been paved, of course, by Brown's similarly-titled album on American A&M, which has been making a lot of noise as an import during the past month, and has obviously familiarised a few DJs with the track. 5 Love Don't Grow On Trees has been set up through Spartan Records releases the debut single from the band's album on June 18. It is 'Lovers Rock' (ABS 100) by Exposure and will be available in a picture bag limited edition. Distribution by Pinnacale.

New Releases

NEON RECORDS releases a single, 'Hey Girl Don't Bother Me' Look But Don't Touch' (APE 1) by Mighther Than Kong this week - distribution through Stage One... 4AD has two singles out at the moment. They are 'Los Ninos Del Parque' (TOT 1) next week, as the two big Motown releases, this week, as the two big Motown releases, this week.

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## RECORD BUSINESS

### BESTSELLERS

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tbody>
<tr>
<td>2</td>
<td>GOODY TWO SHOES</td>
<td>ADAM ANT</td>
<td>CBS</td>
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<td>3</td>
<td>HUSK OF FUN</td>
<td>MADNESS</td>
<td>BTF</td>
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<td>4</td>
<td>TORCH</td>
<td>SOFT CELL</td>
<td>POLYGRAM</td>
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<td>5</td>
<td>THE LOOK OF LOVE</td>
<td>ABC/NEIL GONZALEZ</td>
<td>103 CBS</td>
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<tr>
<td>6</td>
<td>HUNGRY LIKE THE WOLF (NIGHT VERSION)</td>
<td>DURAN DURAN</td>
<td>EMI</td>
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<tr>
<td>7</td>
<td>ONLY YOU</td>
<td>YAZOO</td>
<td>RCA</td>
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<td>8</td>
<td>MAMA USED TO SAY</td>
<td>JUNIOR MERCURY</td>
<td>96 POLYGRAM</td>
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## June 14, 1982
Together again – Simon & Garfunkel. Better than ever. Half a million said so after last year’s spectacular concert in New York’s Central Park. The live album proves it – all the way from Mrs Robinson to The Sound Of Silence.

On June 19th this year Simon & Garfunkel play London’s Wembley Stadium. To an estimated audience of over 70,000.

Around the beginning of July, especially for the countless thousands who couldn’t see S & G live in the U.K., there will be a national TV screening of their New York Concert, almost two hours of prime time television.

We’ll be keeping Simon & Garfunkel on everyone’s mind with a massive back catalogue push, featuring 6 of their greatest albums. National press ads are scheduled for both before and after the concert and the TV Special. Point of sale will keep the customers satisfied in-store.

Simon & Garfunkel Collection
CBS 10029 40/10029

The Concert Live In Central Park
Geffen 96008 40/96008

Greatest Hits
Bridge Over Troubled Waters
Wednesday Morning 3 a.m.
Bookends

Order from CBS Order Desk. Tel: 01-960 2155.
CBS Distribution Centre, Barlby Road, London W10
Together again – Simon & Garfunkel. Better than ever. Half a million said so after last year's spectacular concert in New York's Central Park. The live album proves it – all the way from Mrs Robinson to The Sound Of Silence.

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Simon & Garfunkel Collection
CBS 10029 40/10029
The Concert Live In Central Park
Geffen 96008 40/96008
Greatest Hits
CBS 69003 40/69003
Bridge Over Troubled Waters
CBS 63699 40/63699
Wednesday Morning 3 a.m.
CBS 63370 40/63370
Bookends

Order from CBS Order Desk. Tel: 01-960 2166
CBS Distribution Centre, Barlby Road, London W10
**NEW SINGLE OUT NOW**

**7TH BEG 78**

**12' CLUB MIX BEG 78T**

**ON Beggars Banquet**

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**Disco Top 50**

1. **Mama Used To Say (Andrew Dyer Mix)**
   - Jodi Kynaston
   - Jam
   - #1

2. **Act Like You Know**
   - Pit & Dan
   - WEA
   - #4

3. **In The Sky**
   - James
   - Rough Trade
   - #7

4. **Before I Let Go**
   - The Jungle Brothers
   - Capitol
   - #10

5. **Fell Down**
   - The Gap Band
   - Polydor
   - #12

6. **Standing On The Top**
   - Keith & J.A.K.
   - Motor Town
   - #13

7. **Circles**
   - Studio 24
   - A&M
   - #14

8. **Grace**
   - Badd B.K.A.
   - Epic
   - #15

9. **Easy In The Morning**
   - Girl Group
   - Mercury
   - #16

10. **Feelin' Lucky Lately**
    - No Doubt
    - Interscope
    - #17

11. **Keep On Working**
    - The Osmonds
    - Polydor
    - #18

12. **Can't Say Bye**
    - The Style Council
    - Polydor
    - #19

13. **C'mon And Get It**
    - The Specials
    - Rough Trade
    - #20

14. **Old Fashioned Love**
    - Shalamar
    - Polydor
    - #21

15. **It Should Have Been You**
    - Roy Hamilton
    - Atlantic
    - #22

16. **Love Has Found Its Way**
    - Al McCall
    - West End
    - #23

17. **Love Will Tear Us Apart**
    - Joy Division
    - Chrysalis
    - #24

18. **I'll Do My Best (For You Baby)**
    - Randy Crawford
    - ABC
    - #25

19. **Day Dreamin'**
    - The Gap Band
    - Polydor
    - #26

20. **Break Out**
    - The Specials
    - Rough Trade
    - #27

21. **My Heart**
    - The Tubes
    - RCA
    - #28

22. **German Music**
    - The B-52's
    - Sire
    - #29

23. **I Love The Night**
    - The Specials
    - Rough Trade
    - #30

24. **Toots And The Maytals**
    - Island
    - EMI
    - #31

25. **Don't Mean A Thing**
    - The Isley Brothers
    - Capitol
    - #32

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**Indie Top 50**

1. **Temptation**
   - The Chemical Brothers
   - Acid Tiger
   - #1

2. **I'm Only Kidding**
   - The Cure
   - Polydor
   - #2

3. **The Meaning Of Love**
   - The Undertones
   - Polydor
   - #3

4. **Brave New World**
   - Faith
   - Rough Trade
   - #4

5. **Love Is All Alright**
   - The Smiths
   - Rough Trade
   - #5

6. **El Salvador**
   - The B-52's
   - Rough Trade
   - #6

7. **Faithless**
   - Faith
   - Rough Trade
   - #7

8. **The Cut**
   - The Cut
   - Rough Trade
   - #8

9. **The Sweetest Girl**
    - The Cure
    - Polydor
    - #9

10. **I'm Just A Dog**
    - The Specials
    - Rough Trade
    - #10

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**Other Top 50**

11. **One To One**
    - Wham!
    - Rough Trade
    - #11

12. **Love Has Found Its Way**
    - Al McCall
    - West End
    - #12

13. **I'll Do My Best (For You Baby)**
    - Randy Crawford
    - ABC
    - #13

14. **I Love The Night**
    - The B-52's
    - Sire
    - #14

15. **I'm Just A Dog**
    - The Cut
    - Rough Trade
    - #15

16. **The Cut**
    - The Cut
    - Rough Trade
    - #16

17. **One To One**
    - Wham!
    - Rough Trade
    - #17

18. **Love Has Found Its Way**
    - Al McCall
    - West End
    - #18

19. **I'll Do My Best (For You Baby)**
    - Randy Crawford
    - ABC
    - #19

20. **I Love The Night**
    - The B-52's
    - Sire
    - #20

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**Other Top 50**

21. **One To One**
    - Wham!
    - Rough Trade
    - #11

22. **Love Has Found Its Way**
    - Al McCall
    - West End
    - #12

23. **I'll Do My Best (For You Baby)**
    - Randy Crawford
    - ABC
    - #13

24. **I Love The Night**
    - The B-52's
    - Sire
    - #14

25. **I'm Just A Dog**
    - The Cut
    - Rough Trade
    - #15

26. **The Cut**
    - The Cut
    - Rough Trade
    - #16

27. **One To One**
    - Wham!
    - Rough Trade
    - #17

28. **Love Has Found Its Way**
    - Al McCall
    - West End
    - #18

29. **I'll Do My Best (For You Baby)**
    - Randy Crawford
    - ABC
    - #19

30. **I Love The Night**
    - The B-52's
    - Sire
    - #20

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**Other Top 50**

31. **One To One**
    - Wham!
    - Rough Trade
    - #11

32. **Love Has Found Its Way**
    - Al McCall
    - West End
    - #12

33. **I'll Do My Best (For You Baby)**
    - Randy Crawford
    - ABC
    - #13

34. **I Love The Night**
    - The B-52's
    - Sire
    - #14

35. **I'm Just A Dog**
    - The Cut
    - Rough Trade
    - #15

36. **The Cut**
    - The Cut
    - Rough Trade
    - #16

37. **One To One**
    - Wham!
    - Rough Trade
    - #17

38. **Love Has Found Its Way**
    - Al McCall
    - West End
    - #18

39. **I'll Do My Best (For You Baby)**
    - Randy Crawford
    - ABC
    - #19

40. **I Love The Night**
    - The B-52's
    - Sire
    - #20

---

**Other Top 50**

41. **One To One**
    - Wham!
    - Rough Trade
    - #11

42. **Love Has Found Its Way**
    - Al McCall
    - West End
    - #12

43. **I'll Do My Best (For You Baby)**
    - Randy Crawford
    - ABC
    - #13

44. **I Love The Night**
    - The B-52's
    - Sire
    - #14

45. **I'm Just A Dog**
    - The Cut
    - Rough Trade
    - #15

46. **The Cut**
    - The Cut
    - Rough Trade
    - #16

47. **One To One**
    - Wham!
    - Rough Trade
    - #17

48. **Love Has Found Its Way**
    - Al McCall
    - West End
    - #18

49. **I'll Do My Best (For You Baby)**
    - Randy Crawford
    - ABC
    - #19

50. **I Love The Night**
    - The B-52's
    - Sire
    - #20

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**Compiled for Record Business by MRIB.**
FEATURE

Jimmy Kennedy – doyen & pioneer of British songwriting

These days, Jimmy Kennedy views the music scene from the distance of his home in Suffolk, which he acquired on his 79th birthday, but which he has only visited once, after his wife died. Other than writing songs, he has an interest in Applejack, the famous distillery in which he used to work, and in the music of the period before the war, which was the most successful writer ever to have come out of Tin Pan Alley. In company with two other legendary figures, Michael Carr and Will Grosz, Kennedy has been the most successful writer of international songs which became international with two other legendary songwriters, whose songs set the whole world singing in the years before rock ‘n’ roll.

But its massive acceptance brought no satisfaction to Kennedy and soured his relationship with Bert Feldman. Kennedy recalls that instead of enthusing over the song’s popularity, Feldman was more concerned with the large slice of royalties which he would have to pay to America.

“That means,” he told Kennedy, “there won’t be any money in it for you.” And it was not until 1945, after Feldman’s death that Johnny Firman took over the song, which was the norm when a song was to be published in a career which put Britain on the map as a source of popular music. Many of the songs have returned to their popularity over the years and may be expected to continue to do so indefinitely.


It taught Kennedy a lesson in his future dealings with publishers, but he admits that he should have learned it some years earlier. He had written a song called ‘Hear The Ukuleles’ which Kennedy placed with a publisher and signed a contract without taking the precaution of reading the small print first. It was subsequently recorded by the popular entertainer, George Elliott, the Chocolate Coloured Coon, and only then did Kennedy discover that what he had signed was a contract to sell the song – for three guineas.

MUCH OF Kennedy’s work at Feldman’s was to provide English lyrics for European songs, particularly the tangoes then in vogue fashion. Songs like ‘Play To Me Gypsy’, ‘Is That My Caravan’, ‘My Song Goes Around The World’ and ‘Oh Donna Clara’ had his name on them, but the one which really confirmed his reputation in the music business and ultimately led to his departure from Feldman’s was the 1934 smash ‘Isle Of Capri’.

Kennedy had been asked to collaborate with a refugee film composer, whose songs were published in Germany. He demonstrated a number of melodies, none of which seemed suitable, so Kennedy ran through ‘Play To Me Gypsy’ as a guide to the sort of songs he was looking for. Grosz immediately played the opening bars of what was to become ‘Isle Of Capri’, a title inspired because Kennedy, who to this day has never visited the island, had read that Gracie Fields had bought a villa there.

Kennedy completed his lyrics to the song, but immediately clashed with Feldman over the line ‘ring on her finger’. “We can’t,” complained the righteous Feldman “have this sailor trying to make love to a married woman.” The BBC will never stand for it.” Grosz was in need of cash, so Kennedy offered to give up his share in the melody, but kept control of the lyrics. He sent Grosz a recording of the song, which turned out to be a reference to walnut trees. McKenzie, later to be proved wrong, said that as the owner of a Capri villa he knew there were no walnut trees on the island. Then a writer in The Star alleged that a reference to ‘tide in the morning’ was inaccurate because there were no tides in the Mediterranean. However, Kennedy checked the appropriate tables and discovered that there was in fact a rise and fall of a few inches in the Bay of Naples.

A recording by the Lew Stone Orchestra sparked public interest, but the problems were still not over. A publisher in Vienna claimed that the line cost him money, but Kennedy, who had relinquished his rights to the melody, was likely able to disclaim any responsibility in the matter,” Kennedy recalls.

The huge popularity of ‘Isle Of Capri’ did nothing to improve relations between Feldman and Kennedy and in 1934 he offered to join Peter Maurice at £75 a week, double his Feldman salary, plus royalties.

But as he had never visited Capri, Kennedy had not yet been to America when he wrote his first hit for Phillips, ‘Roll Along Covered Wagon’. And after the war when he wrote the best-selling ‘April In Portugal’, it was without ever going there.

However, another of his winners, ‘Red Sails In The Sunset’ was inspired by the beauty of a seascape seen one day when visiting his parents’ house on the coast of Ireland. But when it was released the sun go down over the hills of Donegal. Ireland also provided the spur for another of his biggest successes, the bouncy ‘Capri’, which, through his partnership with Michael Carr, and the first of nine of his songs to be recorded by Bing Crosby.

One of Kennedy’s best was ‘I’ll Be His Ignore’, a song which became an instant hit when it was played on the radio for the first time. It was subsequently recorded by the popular entertainer, George Elliott, the Chocolate Coloured Coon, and only then did Kennedy discover that what he had signed was a contract to sell the song – for three guineas.

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There was one more song of note, 'Harbour Lights' — suggested by the name of a pub which Kennedy spotted while he was writing home to his mother, 'I'm sending you the Siegfried Line to hang your washing on.'

"Kennedy reckons 'South Of The Border' has been recorded over 300 times"
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<td>NOT GETTING OVER YOU, PARIS</td>
<td>B</td>
<td>A</td>
<td>220 - PLYMOUTH</td>
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<td>MUSIC AND LIGHT IMAGINATION</td>
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<td>B</td>
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<td>A</td>
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<td>A</td>
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<td>MURPHY'S LAW, CHÉRI</td>
<td>A</td>
<td>B</td>
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<td>SO MANY SIDES OF YOUR BOBBY WOMACK</td>
<td>A</td>
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<td>YOU SHOULD HEAR, MELISSA MANCHESTER</td>
<td>A</td>
<td>B</td>
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<td>SWING SWING SWING WALL STREET CRASH</td>
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<td>I LOVE YOU LENNY ZAKATÈK</td>
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<td>I'M YOUR MAN, BLUE ZOO</td>
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<td>A LITTLE PEACE, NICOLE</td>
<td>A</td>
<td>B</td>
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<td>94</td>
<td>I SEEK THAT EMOTION, JOSÉ FELICIANO</td>
<td>A</td>
<td>B</td>
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<td>95</td>
<td>FIREWORKS, SIOUXIE &amp; THE BANSHEES</td>
<td>A</td>
<td>B</td>
<td>220 - PLYMOUTH</td>
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<td>IT'S GONNA TAKE A MIRACLE, DENICE WILLIAMS</td>
<td>A</td>
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<td>A</td>
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<td>PINKY BLUE ALtered IMAGES</td>
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<td>B</td>
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<td>A</td>
<td>B</td>
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<td>JUMP FOR JOY PASSIONS</td>
<td>A</td>
<td>B</td>
<td>220 - PLYMOUTH</td>
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<td>102</td>
<td>WORK IT OUT, SHALAMAR</td>
<td>A</td>
<td>B</td>
<td>220 - PLYMOUTH</td>
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<td>I'M YOUR MAN BLUZ ROO</td>
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<td>B</td>
<td>220 - PLYMOUTH</td>
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<td>WE HAVE A DREAM SCOTTISH WORLD CUP SQUAD</td>
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**Basic Key**
- A = Main Playlist/Chart
- B = Breakers/Climbers
- C = Extras
- ★ = Hit Picks
- ☆ = Station Pick

**Key To Station Playlists**
- 210 - THAMES VALLEY
  - A List
  - B List
  - C List
  - Hi Pops

**New Additions To Playlists Are Shown In Bold Type**
- The Radioactive symbol (R) is awarded for a gain of at least 3% in the playbyplay rating - equivalent to one major or two of three minor (II, III) station playlists.

**Each Playlist Is Weighted According To Approximate Frequency Of Play And Audience Reach As Indicated By Available Published Research.**
ALBUM REVIEWS

Top 20

TOYAH: The Changeling (Safari VOOR 9) Prod: Steve Lillywhite
The fifth album from Toyah shows few signs of improvement on her previous effort, *Anthem*. Bearing in mind her following, though, it's unlikely that this will affect sales too adversely. This latest creation is packaged in the usual Aaryn Faerye manner, but the end result is rather disappointing. The tracks follow the same pattern as before: 'mystical' (nonsensical) lyrical imagery set to a futuristic beat. Toyah's popularity appeared to be on the wane recently with the relative failure of her latest single, 'Brave New World' (included here), but her fans are remarkably loyal and this album should generate strong sales.

Top 60

BLACK UHURU: Chill Out (Island ILPS 9701) Prod: Sly Dunbar/Robbie Shakespeare
Following hard on the heels of the very disappointing live set - evidently aimed at the European market and only released in the UK to minimise the impact of competition - comes this Patrick Lambu-uh's real follow-up to *Red* and, a much more substantial package it is too. Timed to coincide with the band's support spots with the Stones it features some new singles, 'Heroes In FM' and 'Black Uhuru', Sheila Hylton, Gregory Isaacs, Carlene Davis, Mighty Diamonds, and Third World. That reggae, apart from the obvious exception of Bob Marley's live album, has been most successful as studio music, is self evident, and while most of the performances here are committed and sound as if they were well-received at the time, the excitement of the occasion does not really transmit to vinyl with its rather loose and patchy sound. The star-studded sessions should draw some attention, however.

ODYSSEY: Happy Together (RCALP 6036) Prod: Jimmy Douglas
A different approach from the trio which has established itself as one of the most successful black American outfits in the UK market. The music on this album is tighter, sparser and funkier and while it first inspires a sense of foreboding eventually it is seen to work. The single 'Inside Out' deserves to be a big hit and another success is the complete reworking of 'The Turtles Happy Together'. 'Together' features Chico's Rodgers and Edwards but is a less successful track.

WILLIE NELSON: Always On My Mind (CBS 85685) Prod: Chips Moman
Nelson continues to mix country with pop and MOR on this album - but his distinctive, lonesome tones impart a degree of blues to the simplest tune, so it is really no surprise to see 'Let It Be', 'Bridge Over Troubled Water' and 'The Party's Over' cropped up alongside more country-oriented sounds like 'Always On My Mind' and 'Do Right Woman Do Right Man'. Nelson has widened his appeal by mixing his songs in this way and the album could do better than usual for him this time on account of his current live appearances in this country. The only real dud on the LP is 'A Whiter Shade Of Pale' which is never going to be thought of as anything but a Procul Harum original.

POSITIVE NOISE: Change Of Heart (Statik LPB)
Second album from Positive Noise sees them progressing confidently. Retaining the cutting edge of previous work PN has added a commercial mix of rhythm and melody which should stand them in good stead for both the UK and US markets. The material has never been stronger and tracks like the 'Shine Eye Girl' and 'Betrayal' are perfect for the bubbly electronic singles market created by Depeche Mode and A Flock Of Seagulls. The funky 'Feel The Fear' is an outstanding number and together album makes an impressive listen.

RICK JAMES: Throwin' Down (Motown STML 12167) Prod: Rick James
It is no secret that Motown's prime mover this year is to break Rick James and they might have already achieved a chart place for him - the Temptations record. In America James is recognised as a megastar, with some of his sales and arrangements all respected. In this country he is strong in the discos and, as yet, nowhere else. The material on this album is very strong and with the single 'Dance With Me' showing signs of taking off this could be the one to crack the market - although that task would be made a lot easier by personal appearances by James. Featured musicians include Grace Slick, Narada Michael Walden, Roy Ayers, Teena Marie and The Temptations.

VARIOUS: First Edition (Editions EG Polydor) EGED 15)/THE EDITIONS EG CATALOGUE
The sampler album has been much missed in recent times and this is one to savour. First Edition contains 15 songs from Editions Editions EG series and other EG product. As would be expected the line-up is led by Brian Eno, Richard Mazda and other EG product. As would be expected the line-up is led by Brian Eno, reviews Tom Robinson now lives in Germany where he took time off a language course to record this album, on his own label. It is an album of two sides - the latter being almost back to his successful standard. The first side is a great disappointment because the material is not as strong as what's on the 'RICK JAMES: Throwin' Down' side. Particularly disappointing is 'Now Martin's Gone' considering the power of the original Martin song. The second side does make up in some way but there is nothing here for anyone other than the Robinson fanatic.

HEART: Private Audition (Epic EPC 87592) Prod: Connie & Howie
Probably less highly regarded than they deserved when they first broke out of Canada with *Dreamboat Annie*, Heart return after a long absence to tour the UK and release their first album in some little time. Stilled by Ann and Nancy Wilson, the group rocks harder than previously and puts at least as much effort into writing material as recording it. There is a wide contrast between the heavy rockers like 'City's Burning' and smoother, more thoughtful material like 'This Man Is Mine'. Rock groups led by women are no longer a novelty, but the Wilson sisters provide a strong focal point and sales should be steady while the band is in Europe promoting the LP.

Tom Robinson: North By North-west (Polydor Statik ROBBO 1) Prod: Richard Mazda
Once the great white hope of British rock Tom Robinson now lives in Germany where he took time off a language course to record this album, on his own label. It is an album of two sides - the latter being almost back to his successful standard. The first side is a great disappointment because the material is not as strong as what's on the 'RICK JAMES: Throwin' Down' side. Particularly disappointing is 'Now Martin's Gone' considering the power of the original Martin song. The second side does make up in some way but there is nothing here for anyone other than the Robinson fanatic.

TOM ROBINSON: North By North-west (Polydor Statik ROBBO 1) Prod: Richard Mazda

JOHNNY COPELAND: Copeled Special (Demon Fiend 3) Prod: Dan Boyle
From Rounder Records in the US, this was voted Blues Album of the Year last year, and one suspects that much of its appeal stemmed from the very live and spacy way it is presented. Copeland is a young - than - most blues singer and guitarist from Texas and he attacks his music with a verve that has more to do with those durable, touring R&B shows than with the rather staid idea of blues as it now seems to be accepted. In other words, there's nothing at all that smacks of the museum about this - it's mostly upbeat and it cooks all the way through. Available through the one-stops.

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