

MUSIC WEEK

Europe's Leading Music Businesspaper

A Billboard Group publication

September 21st, 1974

45p

Autumn discounts from two majors

CBS increases its bulk discounts by 2½ per cent

Polydor's scheme involves 250 LPs

CBS DEALER incentives for the Autumn sales campaign will be in terms of increased discounts for bulk orders, sales director Jack Flory told the CBS salesforce at their Eastbourne conference.

He said: "This year there will be no mystery prizes for the best dealer. We decided that the most important incentive that we could offer to the retailer would be money." He felt that this would encourage greater co-operation between the salesforce and retailers at a local level.

Bulk order discounts for the Autumn campaign, which runs from the beginning of October to the end of November, are to be increased by two-and-one-half per cent.

Discount for orders of 1,000 will be 12½ per cent, and 7½ per cent for orders of 500 — increased from five per cent. In addition, the smaller retailer, perhaps not able to

compete with such large orders will be helped with free records — on for an order of 25, three for an order of 50 and five for an order of 75.

Flory told the salesforce that there would be changes in the structure of the force but that nobody would be asked to leave the company. He said: "This is a top management decision and we will advise you what we are going to do as soon as we know ourselves."

However, he said that following on from the addition to staff in the

regional offices there would be a further expansion and lines of communication would have to be improved. The Scottish office would shortly be opened completing the five CBS regional offices.

Flory told the salesmen that this year their own incentives would also be in terms of money. There would be ten awards for the salesmen who exceeded their targets by the greatest margin. The top salesman would receive £350, the second £250, the third £150 and the remaining six £100 each. There would also be a cash prize of £350 for the top manager and £200 for the second manager.

POLYDOR HAS introduced a major discount scheme for dealers that involves 250 titles and will run till the end of this year. Announcing the company's Autumn Collection at last week's sales conference, general sales manager Mike Hitcher detailed a sliding scale of discounts,

ranging from 5 per cent for 75 units ordered from Polydor salesmen, to 15 per cent for 500 units, and designed to encourage dealers to stock in depth during the peak sales period up to Christmas.

Among the titles included in the

TO PAGE 4

BRTDC—Sanyo joint promotion

THE BRITISH Recorded Tape Development Committee is linking up with a major Japanese hardware manufacturer to mount a £20,000 promotion campaign this autumn for the cassette and cartridge systems.

It is the first time the BRTDC has become involved in a joint campaign with an equipment firm — in this instance, Sanyo — although one of the main aims of the committee when it was formed four years ago was to link-up with hardware companies for a series of promotions to emphasise the

TO PAGE 4

Stewart LP gets push

PHONOGRAM HAS lined up a major promotion campaign for the release of Rod Stewart's long-delayed album, Smiler, and new single on September 27. As predicted in last week's Music Week, the four-month legal wrangle between Phonogram and Warner Brothers as to which company had the rights to Stewart's album, has been settled.

Phonogram label manager Tony Powell told Music Week: "The new album is being given top priority. We received clearance late on Friday night for the release of Smiler and although we expect it to be a big seller — we hope that it will

TO PAGE 4

BPI moves against the soul pirates

by ADAM WHITE

THE BRITISH Phonographic Industry is cracking down on the soul pirates, whose illegal duplication and sale of rare (and sometimes not so rare) American soul singles is an enduring source of worry for UK record companies.

The organisation has several court cases in hand against such pirates and intends to press hard its pursuit of those involved in this particular aspect of illegal record production.

Soul piracy is at its most widespread in the Midlands and North of England, where the flourishing discotheque culture has spawned a large market for the kind of black music to which UK record companies have no easy access (much of the product originates from small, obscure U.S. outfits, and is made by equally unknown artists). In cases where they do have access, through licensing deals, they frequently under-bid the disc's chances in the British marketplace.

This state of affairs is ideal for the pirate. A disc jockey will obtain a copy of a U.S. soul rarity, create a powerful demand for it among his audience (the disc will often be played three or four times a night, six nights a week), and then sell it, at a vastly inflated price, for someone to make pirate recordings made in the United States, will then be offered to dealers for retail sale.

TO PAGE 4

CONTENTS

The picture looks bright for Holland 8
Publications news 20

RETAILING
How to use hand-outs 12
Counter intelligence 14
Instore displays pt. IV 16
Selling by the Seaside 18

CLASSICSCENE
Classical news 46
Haskin — a conductor with a foot in two camps 46
Prix Mondial du Disque report 47
Reviews 48

THE BLACK EXPLOSION
A 20 page report on the state of black music 23-42

MARKETPLACE
Two pages of classified ads 54/62

CHARTS
Top Albums 59
Top 50 61

Ringo Starr forms own label

RINGO STARR has entered into an agreement with Polydor for the launch of his own label, Ringo Records. Although no announcement has yet been made of signings to the label, product is expected to be available by the end of this year or early 1975.

Polydor A&R manager Wayne Bickerton said this week that the deal was worldwide, excluding the States and Canada. "Talks are going on at the moment about whether to launch the label in the latter part of this year, or wait until January, but really it all depends on Ringo Starr," he commented.

Bickerton added that the new label would pursue an artistic policy along the same lines as Starr's own recording career, with commercial product being released, although there are no immediate plans for Starr to record for the label himself.



SURROUNDED BY Contour's newly-launched range of cassettes and cartridges (left to right): J. B. Lidera (Phonogram Int. Holland); Tom Parkinson (Contour managing director); Joop Buisink (Vice President, Phonogram Int., Holland); Gordon Smyth (Symphonia managing director, Ireland); Claus Peterman (regional manager, Polydor Int., Hamburg); Tony Morris (managing director, Phonogram UK).

ADVERTISEMENT

POLYDOR SALES CONFERENCE

Informality the key at Polydor talks

by NICK ROBERTSHAW
WITH THE Ononads dominating the top of the singles' chart, sales returns showing the best day's trading of the year, and the sun shining at North Berwick on the Scottish coast, all the portents were favourable for Polydor's annual sales conference, held on September 9-10 in the Marine Hotel.

Managing director John Train set a keynote of informality in his opening address by stressing that the conference was designed for participation, the exchange of ideas among people involved in all aspects of the company's work. Not only would the salesmen get to know the management, but Head Office would have the opportunity to learn about the sales force.

Train went on to discuss the problems of 1974, the increase in raw material costs, the supposed vinyl shortage, the absence of Top of the Pops and its effect, the price war, and the generally depressed state of the economy. On the positive side, he pointed to the rise in turnover achieved in 1974, the success of Phonodisc's move to its

new headquarters in Chadwell Heath, and the need to adopt the American marketing pattern, concentrating on selling singles and then moving into fast-selling LPs. In conclusion he commented that the record industry is almost unique in benefiting equally from economic boom and depression, predicting an upward market swing to Christmas and a soft market at the beginning of 1975.

The conference itself maintained the theme of informality with a series of short presentations delivered in turn to small groups, in marked and successful contrast to the lecture room atmosphere that can prevail in such conferences. In the four A&R presentations dealing with pop, mor, jazz and rock material respectively, participants were entertained with demonstrations of forthcoming product and given the chance to discuss tactics with the heads of the various repertoire departments. Under a very recent restructuring arrangement, Terry Condon is responsible for all progressive and jazz repertoire and George McManus

for pop and mor material. Among the highlights of these A&R sessions were Walter Wagner's eccentric self-sell for the Capricorn label, for which he is responsible. In a plenary session he coined the phrase "Kick, no, the Alman Brothers", to stress the sales should not rely on the label's most famous group, but on other artists of the "Southern Explosion", such as Wet Willie, Elvin Bishop and Fallen Rock. A 99p Capricorn sampler is to appear in November as part of a low-key campaign, designed to establish the label on its own musical merits.

Barclay James Harvest, Zebra, Return To Forever, and the new bands Life, Stevie Wright and Tonto and the Exploding Head Band all received special attention focused on forthcoming albums, and in the max field, where McManus confessed Polydor had been "conspicuously weak in the past," albums were previewed from Spike Milligan, who has been signed to a one-LP deal, the Hillsideers and the Dubliners. An album is to be called from MGM's film compilation "That's

Entertainment," and ITV's follow up of the enormously successful Strauss series, on the life of Edward VII, will be the source of a double album to be released early next year with a major promotion campaign.

Other sessions included a discussion by John Train on communication, which turned out to be rather too broad a subject to be handled usefully within the 45 minute allotted, a splendidly humorous sound-on-side film describing the growth and functioning of the Phonodisc distribution operation, and an equally amusing performance by Peter Russell and the classical department, punctuated by ingenious comedy theatre, which received a standing ovation from its entranced audience.

Possibly most profitable from the salesman's point of view were the discussions on promotion and marketing. Polydor's regional promotional force was recently increased to seven, and policy is to concentrate more on regional promotions geared to local activity and commercial radio stations. On the marketing side, general manager Ian Walker confessed the difficulty of assessing the effectiveness of any specific campaign, and one rep offered the information that the two areas most heavily covered in a recent TV promotion had shown the

lowest sales figures. Feedback in these two sessions was remarkably extensive and frank, and all parties must have benefited.

Main news of the conference was disclosed on the last day, when A&R divisional manager Wayne Bickerton revealed that Polydor has acquired rights to a new label to be set up by Ringo Starr and that Slide have completed their first feature film Flame, which appears on the evidence of a few minutes viewing to be several cuts above the usual pop film standard, and which will be preceded on release by an album scheduled for November. Billy Connolly has been signed to Polydor for a world-wide long-term deal, as has Uri Geller, who is to have an album for simultaneous spoon-benders released as soon as possible and to make a film backed by the RSO.

Commenting generally on Polydor's performance, Bickerton stressed that the UK company is not only a record company but a repertoire centre for an international company. A&R investment, he said, could never be recouped in the UK alone. John Train concluded the conference by saying that in 1970 Polydor was an upstart little company, eighth in the turnover table. In 1973 it was second, and in the future it could only go up.

Two great new Singles to watch out for!



John Peel
Best in me'
PIR 2662

N.F.O.A.
'Family Affair'
PIR 2219



ALL TARTANED up and ready to go at the Polydor Sales Conference are (l to r): Sharon Diamond, Mike Hitches (sales manager), Eddie Webster (operations manager), Delia Hubbard (regional promotion administration), Peter Edmunds (financial director), Wayne Bickerton (creative manager), Ian Walker (general marketing manager), Bernadette Kilmarin, Gordon Collins (commercial manager) and Carole Kablau.

YESTERDAYS

10 YEARS AGO

(September 17, 1964)

FIRST MOODY Blues singles, *Love Your Money* released....Flying Squad investigating theft of £3,000 worth of albums from van belonging to Jeffrey Collins of Records and Accessories of Finchley....Delyse planning dealer drive to celebrate 10th anniversary....Guy Stevens of Island predicts Sue will become Blackwell flux to US because new sales manager....following successful plans in Edinburgh Decca gets similar dealer meeting in Manchester....Roy Castle signed to Polydor....John Carter forms Ivy League with Ken Lewis and Perry Ford....George Brown retires as head buyer of Selecta after 30 years and is replaced by Cliff Frazer.

5 YEARS AGO

(September 20, 1969)

PICKWICK RELEASES first batch of 33 RCA Camden albums on new budget label....Although Decca's turnover up by £15 million to £48.5 million, consumer side's contribution to pretax profits down by 10 per cent to 50 per cent....Ralph Mace joins Phillips as international co-ordinator....Northern Songs board opposes Beatles' intention to seek an audit....Phillips withdraws Jane Birkin's 'E T'aine single worldwide....Advance orders for 80,000 copies for Beatles' Abbey Road LP....Ron Kay planning refusal issue of MGM into British market....following conference of agreement with CBS, Andrew Oldham's immediate label planning to rely on independent US distributors.

Re-launched and new titles from Precision in autumn

THE RE-LAUNCH on tape in the UK of the newly-acquired Stax, Buddah and Walt Disney catalogues, the launch of a new series of tape-only releases and details of several new autumn marketing campaigns were unveiled by Precision at the conference last week.

The Stax, Buddah and Disney catalogues, which came into the Pye/Precision fold earlier this year, are to be re-launched on cassette and cartridge with hefty releases later this month from all three labels.

The Stax issue will be spearheaded by eight Isaac Hayes tapes, including *Salt*, while the initial release from Buddah and its associated Kama Sutra label will comprise 20 items. Among the 20 tapes will be material from Gladys Knight & The Pips, Melanie, Curtis Mayfield, Oshisa and Sha Na Na.

The Disney re-launch will comprise 11 titles including material from such Disney classics as *Mary*

Poppins, *Sleeping Beauty*, *Snow White* and *The Seven Dwarfs*, *Pinnacles*, *Jungle Book* and *Winnie The Pooh*.

The tapes will all be mid-price items and will be specifically marketed. The releases from all three labels will be backed up with extensive trade and consumer advertising.

The new tape-only series is being launched, again later this month, with an Elton John compilation titled *Lady Samantha* (ZDZL 301). Besides the title track, the tape also includes such earlier John recordings as *Rock And Roll Madonna*, *Skyline* *Johnson*, *Grey Seal* and *Honey Roll*.

The issue will be extensively promoted with advertising in the national trade and consumer music press, sub-colour posters and other point-of-sale material.

Precision's catalogues of black music, including the new Stax and Buddah material, classical product, easy-listening material, *Golden Hour* product plus its range of accessories will each be the subject of a special marketing campaign during the autumn. Special sales brochures have been produced for such campaigns.

The black music promotion will cover a wide selection of soul, reggae, blues and jazz tapes from the Precision catalogue and will include advertising in specialist media.

The classical campaign will also be backed up with advertising as will the easy-listening promotion, for which space has been booked in

the national press. A range of in-store display material will complete the easy-listening push.

The accessories campaign will cover Precision's entire range of cassette and cartridge head cleaners, blank tapes, carry cassettes.

Meanwhile, Precision has taken over and re-launched *Music On Tapes*, the monthly controlled-circulation cassette and cartridge newspaper published by Angela Euse Newpapers up until the beginning of this year.

Under the control of Precision, the newspaper will now be published quarterly and although it will obviously only be used to publicise Precision product, it will be distributed to tape buyers through dealers as if it was a normal publication.

An initial stock of 1,000 copies of *Music On Tapes* is being given to every Pye and Precision mp for passing on to their accounts. The newspaper carries a cover price of 3p but dealers are being urged to give the magazine away free.

In a letter to both the Precision and Pye sales forces, Precision marketing manager Richard Jakubowski told reps: "Because of the inherent difficulties we have in promoting the widest tape catalogue available because of the sheer volume of releases, this is an ideal way for both your dealers and the customers to catch up on the range of product available."



REX OLDFIELD, general manager of Embassy and Special projects executive two ladies, his executive assistant Linda Doberty (?) and Guy Wood secretary to CBS artist relations manager, with two Wombles into dinner on Cabaret night at the CBS conference.

Fenton soon on Contour

OCTOBER RELEASE of an album by Shane Fenton, called *Good Rockin' Tonight*, is a main selling point in the Contour Records autumn campaign. Managing director Tom Parkinson told sales conference delegates that they'd need no reminding that Fenton is now better known as Alvin Stardust.

The album is made up of standard rock numbers including *Johnny B.Goode*, *C'mon Everybody*, *One Night and Honky Tonk Woman* — all recorded within "the last two years."

Parkinson stressed that Contour was striving for hits, whether from old products or through new concepts. Amongst artists contracted for original product and in the autumn sales build-up: pianist Nick Nicholas, with the third volume of his *Honky Tonk Piano Party*; organist Danny Hodgson on the LP *Sentimental Journey*; and big-eyed tenor El Dean on a tenor songs set *On With The Motley*.

And other autumn albums come from the Bee Gees (*Geeta Geeta*), *Message To You*; *Sweet Soul Experience* (Supreme Sounds); and *Perez Prado*.

Also announced was an autumn LP bonus offer to dealers. Parkinson said Contour offer four free LP's

with an order of 150; 10 with 300; 22 with 600; and 40 free with an order of 1,000. But if delivery was arranged before October 31, the bonus would be doubled, building up to 80 free LP's with 1000 ordered.

Parkinson said that since the launch in 1971, Contour had really made its way in the major LP market, with fantastic sales growth. "We hope we have really complemented the parent companies, Polydor and Phonogram, and the publishing company Chappell. Certainly our misses are greatly outweighed by our successes, and we do not put out records just for the sake of having releases."

In three years, sales have trebled. The company now has an approximate 14 per cent share of the budget record market. Now it has entered the tape market in a year when Contour believed more pre-recorded tapes would be sold than ever before.

An aid for dealers: a seven-digit numbering system for cassettes and cartridges, with the last three numbers relating to LP numbers. First tape release batch consists of 30 cassettes and 15 cartridges (see separate story P.27).

TOM DOOLEY

PERSISTENT INDUSTRY rumours suggest two majors will appoint new managing directors within next six months.....after eight months in the UK John McCready, general manager of Phonogram's creative division resigned on Friday morning and left the company in the afternoon — "Monday".....painful bruising sustained by Chas Chandler's to remain in London.....elaborately disguised film producer supervising filming of *Toots and Maytals* at Scott's Club reception was Paul McCartney working on upcoming tv series. AT LAST WEEK'S BMI meeting, impressive presentation on sleuthing capability by anonymous investigator Leo — especially in spotting counterfeit cartridges.....asked how Col. Parker was persuaded to agree to Arcaze's Elvis Presley package, director Michael Love commented, "Monday".....painful bruising sustained by Chas Chandler's assistant John Steele after standing in for Slide drummer Don Powell in *Flame movie* mob scene.....today (Wednesday), Pye press officer Brian Gibson marries former Decca pressag Sue Horwood.....after their marriage on Saturday Cube m.d. Olay Wyper and CTA's Carolyn Shorts honeymooning in Corsica.

WITH GEORGE Harrison, Paul McCartney and Ringo Starr now all involved in independent production projects, whether Apple.....elaborate Polydor promotion package for Zebra included jigsaw and cigarettes but, surprise, surprise, no T-shirt.....for a further three years George Gerry has re-signed with WB in this country.....Prose acting as p.r. consultants to Bell.....only Island went abroad — to Switzerland — for a sales conference this year, but WEA holding end of month get-together in Jersey.

NEWS AWAITED from EMI of UK appointment for Leslie Hill, homebound former m.d. of the New Zealand company.....splendid takeoff of Abbey Road sleeve on new Polydor-released album *Southern Road* by New York City.....Stew Rowlands and Paul Robinson planning UK soul label.....Rock Bottom, an all-girl group with middle-aged slag image, being promoted by RCA.

TOM McDOOLEY AT POLYDOR SALES CONFERENCE: John Frin spinning pronounced him following unsuccessful attempt on Polydor square title.....Dick Leahy however kept up his winning ways in less strenuous nooker contest.....conference participants were piped off train and met by Polydor dignitaries in full Highland dress.....bird-sanctuary island one mile offshore from North Berwick hotel carried Polydor name in 30-foot high letters.....Roy Tempest's highly acclaimed BBC presentation included soundtrack of Winston Churchill, but not entirely popular with all overseas visitors.

MUSICAL CHAIRS

RICHARD ROBSON, deputy editor of *Music Week*, is joining *Black Records* as promotion manager. Robson has been with *Music Week* for five years. Taking over his position as deputy to editor Brian Maffran is Bryan Whitman, who will continue to supervise all production aspects. Rex Anderson is appointed news editor and his previous responsibilities will be shared between Nick Robertshaw (Talent) and Adam White (Staffs), a new recruit to MW's editorial team and former editor of *Music Trades International*. Following Robertshaw's switch to Talent, Chris White is appointed *Tape & Audio* editor.

JEFF HANLON has been appointed to the board of directors of Rock Artists Management, joining Mike Leander and Roy Brown. Hanlon, who started in the music business as manager of Herman's Hermits, has been with the company in charge of Agency and Promotions since September last year.

MUSIC DEALS

APRIL MUSIC UK has concluded an exclusive long term deal with song writers Albert Hammond and Mike Hazewood. It was negotiated primarily in the US by Walter Yankovitch, president of Columbia Records International and chairman of APRIL. All songs written by the duo after July this year will come under APRIL's control in the UK. Their hits to date however will remain with Roudor Music for life of copyright.

SPOTLIGHT PUBLICATIONS is planning filmway records to be inserted in the first three issues of *Record & Popnow Mirror* — a new weekly tabloid comprising *Record Mirror* and *Popnow Mirror* magazines. The filmways will feature The Rubettes, David Bowie and Neil Sedaka. There will also be extensive press and radio advertising to launch the new paper which will be edited by Sue Byron.

marketed by **phonogram**



CHARTED
FIRST WEEK AT 49
New Album — The Stylistics
LET'S PUT IT ALL TOGETHER

Liberty 4969 013
Cassette 7138 158
Cartridge 7139 204



NEWS

Disneyland visit offered in Pye/Disney competition

WALT DISNEY Productions have linked with Pye Records to promote a £20,000 competition called "You Can Fly". It runs from early October to December 31 and is open to all children under the age of 10.

The competition, which involves colouring in a dot-linked drawing and answering some questions about Disney characters and product, carries a first of a trip for a family of four to Disneyland in Los Angeles,

plus runner-up prizes of recording and camera equipment.

All Disney product, records or cassettes or cartridges, will be stickered with "You Can Fly" promotion material. The dealer, on a sale, removes the sticker and puts in on an entry form - incentive for the dealer is through a similar prize for a family of four if the eventual winner enters from his store.

Fred Marks, marketing manager of

Walt Disney, said the competition would reward an extensive consumer market. He said the promotion is a record advertising, plus 30-second spots on ITV, and substantial point-to-sale promotional material. He said he has a very warm idea for a competition and blends in with the image of Disney product. "It's unusual for the market and interest. End product should be some very happy people!"

BRTDC-Sanyo joint promotion campaign

FROM PAGE 1

advantages of the two tape systems over record.

However, in that four years, repeated efforts by the BRTDC to interest equipment manufacturers in promotions have consistently met with a lukewarm reception. The committee is in fact viewing the campaign with Sanyo a pilot campaign and rather than the direct benefit which could be derived from the promotion, the committee is more concerned about ensuring it is a success in the eyes of other hardware firms.

Commented BRTDC chairman Walter Woyda: "We feel a bit fed up that it's the committee that has had

to take the plunge but we are still all convinced that the hardware and software sides of the industry must get together. If this campaign works, we hope to get a better reaction from other equipment firms."

In fact, the campaign has not even had the full support of the BRTDC - only seven of the 11 companies represented on the committee are participating in the project.

Decca, for instance, has refused to become involved because it will conflict with the company's own interests in the hardware field. Arrowtave has also dropped out.

The campaign will comprise full and half-page advertisements in the national press backed-up with a selection of point-of-sale material which is being distributed to record, tape and equipment dealers.

Although the promotion will stress the advantages of cassettes and cartridges, the range of repertoire now available on tape and the high quality hardware that is now available, it will also spotlight individual tapes from the seven participating software companies' respective catalogues, and, of course, Sanyo's extensive range of hardware.

BPI sou pirates move

FROM PAGE 1

Prices of the singles vary, but 85p per record is a commonly quoted figure.

These retail outlets should provide the BPI with a starting point for its investigations. However, some of the dealers who are handling the product claim not to know that it is pirated, or that it appears as ostensibly legitimate - with label name and colours, catalogue numbers and full artist/composer credits. With so many obscure U.S. labels in existence, they say, it is impossible to know whether the records are pirates or merely U.S. imports.

This is what sets soul piracy apart from some of the other varieties of illegal record production. Retailers, and even consumers, will frequently be aware of the labels which appear artistically such as Elton John, Yes, the Rolling Stones (all of whom have had albums pirated) etc. are signed. As a result, it is much easier to spot illegal material of this kind. But where the artists and their legitimate labels are comparatively obscure as is the case with so much soul product, it is more difficult to trace piracy. The BPI is aware of this, and urges retailers who are offered such material to contact the organization to establish the product's veracity. A general rule seems to be that the less label information contained on the singles, the more likely they are to be pirated.

Individual record companies are

Bush Wembley success

BRITAIN'S MOST extravagant concert at Wembley on Saturday - it is rumored to have cost £250,000 to be staged - was reported to have been very successful from the point of view of promoter Mel Bush when he finished adding up the figures on Monday.

Bush, however refused to reveal the actual cost of the promotion or the profit made. Nevertheless, it was obvious to an observer that there was far more than the official 72,000 people in the stadium which has a seating capacity of 100,000 without the use of the ground itself. Bush was prepared to reveal that

hiring the stadium, building the stage, buying on extra electricity and emergency lighting and hiring to stewards cost £65,000. The stage and PA cost £8,000, security another £8,000 and lighting £3,500. This figure includes hundreds of extra details like the provision of 160 extra toilets which which Bush admitted were even then not sufficient.

Reports have been made that there were in fact 100,000 in the stadium and that Bush needed to sell 70,000 tickets, at £3.50 a time, to break even. This does not count additional revenue from hamburger stands and stalls and from the four record companies involved - Warner Brothers, EM International, Atlantic and Elektra Asylum, which paid £500 each for the privilege of putting up posters and opening small record stalls.

Bush said that both the stadium staff and the GLC were pleased with the way the concert had been run and that he planned to do it again as soon as he could find the right acts. He added: "Quite a few things were learned that would enable us to do it even better next time."

Oldham deal

ANDREW OLDHAM, former manager and producer of the Rolling Stones and owner of Immediate Records has concluded a deal with Anchor Records' managing director Ian Raffin whereby Anchor will have sole UK rights to the first product from Oldham's new Believe Productions company.

First release under the deal is a September 27 release - a single Va-Va-Va-Voom, by 18-year-old U.S. singer-composer Brett Smiley. Oldham said he first met Smiley in Detroit three years ago and was impressed with his talent.

The single is to get big promotion, and Smiley appears on the Russell Harty chat show Friday (September 20). Oldham is currently building the talent roster of his new company, but is already working on an album by Humble Pie for release through A&M.

Raffin said he welcomed the link with Oldham "who has always been an innovator and has enormous energy."

doing what they can to undermine the Northern pirates' business, complementing the vigilance of the BPI. Pye's Disco Demand series of singles has rendered some of the more unknown black music legitimate now, and their success may encourage others to expand in this area. Contempo International is doing likewise, while the UK licencens of more commercial American soul product - such as Tama Motown - are re-examining and resending their own back catalogue material so that this, too, does not achieve the rarity value that is so important to the soul pirate-illegal activities.

Stewart LP

FROM PAGE 1

get a gold disc before release - we are confident that we can meet the September 27 deadline."

Powell said that promotion for the album and new single, a double A-side comprising Farewell, written by Stewart and Mike Quilterman, and a Sam Cook melody, Bring It On Home To Me - You Send Me, will include billboard advertising, radio adverts.

Phonogram managing director Tony Morris commented, "It was decided by all parties concerned, that the album should be released in the best interests of the artist. However, the contractual dispute still has to be decided and should come before the court in November."

PSSsst!
Ring 01-437
8090

For a directory get the message - colour makes the difference. Send for a list of all Music Week

Chappell

NOW REPRESENTING

Subiddu Music

CONGRATULATE

Car Douglas

ON THE SMASH SINGLE SUCCESS

BUCKING FU FIGHTING



chappell

Polydor scheme

FROM PAGE 1

Collection are recordings by all major Polydor artists, including the Osmonds, Slade, Bee Gees, Cream, Focus, Hendrix, and the Who, together with non material from James Last, Bert Kaempfer, and others, and selection from the classical Deutsche Grammophon catalogue. In addition, product from the BBC catalogue, will be discounted, and the existing Sound Sellers' discount will be maintained, and will contribute to other discounts on the remainder of the Autumn Collection product.

Hitcher added that a full-colour brochure for the benefit of dealers and consumers had been prepared, listing the titles available under the scheme. Remarkably that Polydor sales during 1974 had come from a far wider spread of product than in previous years, Hitcher said: "We intend that we have an excellent range of product to offer dealers, and we are prepared to back them up with full display material based around full album collection, to allow them to do as much business as possible over the coming months. Also the discounts will give dealers the flexibility to adjust their trading conditions over that period in the light of whatever happens in the High Street."



Bring the magic of

inter-vision

to your discotheques

Treat your patrons to 36 of the most topical and exciting discs every month - with associated visual aids that Fascinate them with spectacular programmes featuring the great names of the disc music world.

Ask us where you can see Inter-vision in action and for full details of the newest and most compelling development in disco entertainment.

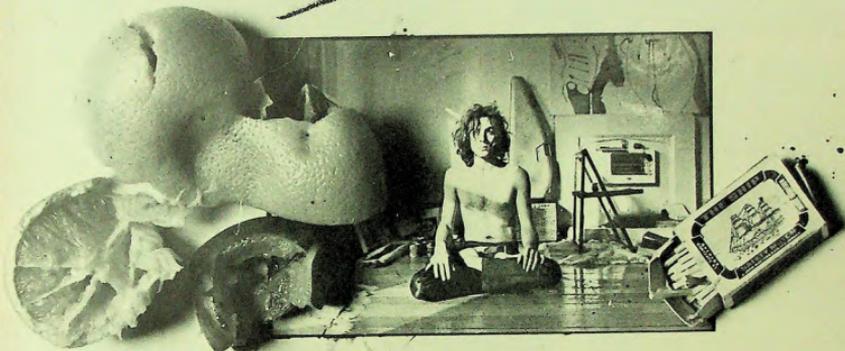
Inter-vision Limited

153/155 Regent Street, London W1R 7DF Tel: 01-437 4887

HARVEST RECORDS PRESENT

The Madcap Laughs AND Barrett
TOGETHER IN A SPECIAL DOUBLE ALBUM PACKAGE

Syd Barrett



Produced by David Gilmour, Roger Waters,
Richard Wright and Malcolm Jones.

Featuring - Syd Barrett - Vocals and Guitars
David Gilmour - Bass
Richard Wright - Keyboards
Jenny Shirley - Drums (courtesy of A&M Records Inc.)

'Syd Barrett' is the complete collection of recorded solo works by the founder member of Pink Floyd, often described, with some justification, as one of the greatest song-writers of our time.

Available on HARVEST SHDW 404 at the special price of £3.25



CBS SALES CONFERENCE

Taking care of business is aim of CBS convention

by REX ANDERSON

THERE WERE no great product surprises at the CBS convention in the Grand Hotel, Eastbourne. The presentations were dedicated to what managing director, Dick Asher, described as "taking care of business."

With the company's expansion plans now well under way, the atmosphere was one of consolidation. A number of salesmen were heard to comment that their targets for the next year had been set too low.

Commenting on CBS recent success, Asher admitted: "Your management has not come up with brilliant, earth-shaking new ideas; no one of us can sincerely take credit for singlehandedly accomplishing great feats. As much as anything else our success has been the result of all of us taking care of business."

Allen Davis, sales and marketing director, had already commented on the growth campaign to "catch up with our own achievements." He said: "We've made small adjustments so far. We now have area display personnel, area telephone sales girls and field promotion men in all areas, including our new office in Scotland."

"There is a lot more to do, and in the coming months we'll be reorganizing sales territories, streamlining our call cycles, improving our communications with reps and accounts, introducing advertising schemes for the dealer

which will be the responsibility of area managers and reps and most significantly, involving every sales rep in a more comprehensive incentive plan by product line."

He said that on the marketing side a new artists development department had been introduced, the product management and press departments had been expanded and the promotion set-up had been realigned.

Managing Director of the CBS UK manufacturing division, Maurice Oberstein, outlined to the salesforce the expansion plans in terms of bricks and mortar that accounted for the bulk of the £8 million investment in the UK by CBS Inc. in America.

He said: "As a company we must concentrate our efforts in promotion and sales and we know that holds true also in operations. We must be the lowest cost operation with the highest efficiency in serving the dealer and customer for if you can supply more effectively on a lower cost base than anyone else you maximise your repertoire success."

He drew attention to the speed with which CBS had been able to market the Abba single, Waterloo, once it was known they had won the Eurovision song contest. He also mentioned that during the late lamented three-day week CBS had its biggest sales quarter in its history.

He said it was hoped that CBS

would move its head office to the new buildings in Soho Square by early January — just five minutes from the CBS studios which he said had been in use for over 200 hours in the past week.

The presentation of pop product held no surprises except in the remarkably slick way it was carried out using the highly elaborate production system. New signings included Mr Big, a Cockney rock band, Sailor who had appeared on BBC 2's In Concert on the night before the conference began, Janis Ian who was discovered by Leonard Bernstein and TV star Mick Robertson.

Throughout the conference proper there was no mention of quadraphonic product and very little mention of tape. Dick Asher said afterwards that he saw no point in placing further emphasis on four channel at this stage and felt similarly about video until the hardware market had established a demand for software.

Back on the product front previews were given of new albums by Dr Hook, Johnny Nash, Blood Sweat and Tears, Santana, Leonard Cohen, Argent and of course David Essex. The presentations were made by the recorded voices of Paul Burnett, David Hamilton, and Pete Drummond.

Other new signings included Merlin, Stary Eyed and Laughing, Booker T. and Michael Crawford.

Classical expansion

CLASSICAL MUSIC repertoire is expanding, CBS classical manager David Rossiter told the conference. He said that there were a number of recent changes including new music to be injected into the classical repertoire, like Scott Joplin and Mahler.

Said Rossiter: "The last 15 years have seen an incredible growth in the market for Mahler. In 1960 there were 16 recordings available of Mahler symphonies. Now there are 72."

Another way in which the market had been expanded was in new marketing concepts like the Greatest Hits series. He announced four — Harmony, Greatest Hits Christmas: Opera's Greatest Hits, Mussorgsky's Greatest Hits, Vivaldi's Greatest Hits and The Greatest Hits From The Films.

There were also barrier-breaking artists, like John Williams who plays both electric and classical guitar, or

Michael Tilson Thomas who conducts the London Symphony Orchestra on the Mahavishnu album, Apocalypse. Barriers had also been broken by the wider use of classical, both in pop contexts and in TV and film scores. He added: "If people can hear music they are more likely to buy music."

He announced a CBS box set campaign consisting of five sets, each containing three records and retailing at £4.99. The first is a Tchaikovsky ballet box containing The Nutcracker, Sleeping Beauty and Swan Lake. There is a set of the waltzes, preludes and polkas by Chopin. Mozart's six final symphonies will comprise another box. The remaining box sets are the complete Brahms concertos and the five Beethoven piano concertos.

In the mid-price £100 series, Rossiter introduced an album of Rimsky-Korsakoff, William Walton's violin and viola concertos, Mozart's Eine Kleine Nachtmusik, the Hallelujah Chorus from Handel's Messiah.

At full-price he mentioned the Leonard Bernstein conducting Mahler's Symphony No. 2 with the London Symphony Orchestra and also Mahler's Song of the Earth. Bernstein has also recorded Beethoven's Pastoral Symphony and Shostakovich's Symphony No. 1.

Coming up in the Future Retrospect series were Handel and Ravel from Pierre Boulez, Philippe Entresser has produced a box set of all the piano music of Ravel for the 100th anniversary of Ravel's birth, there were three new recordings of works by Mozart and John Williams, with Daniel Barenboim and the English Chamber Orchestra had recorded a brand new version of the Rodrigue Guitar Concerto.

Embassy plans

ANNOUNCING The entry of Embassy into the cassette market, Rex Oldfield, manager of Embassy and special projects, told the conference that following increased demand for Embassy on cassette there would be 20 key releases in mid-November.

The Embassy cassettes would be Dolbied and would sell at £1.69. They would all be tape versions of albums already available on Embassy and would number among them product by Barbara Streisand, Tony Bennett, Fleetwood Mac, Glenn Miller, New Christie Minstrels, Johnny Cash, Ray Conniff, Peter Nero, Johnny Mathis and others.

STOP PRESS



STOP PRESS

LISTEN TO THE MUSIC

HEAVY WEIGHT NATIONAL CAMPAIGN NOW RUNNING

KEEP STOCKING KEEP SELLING

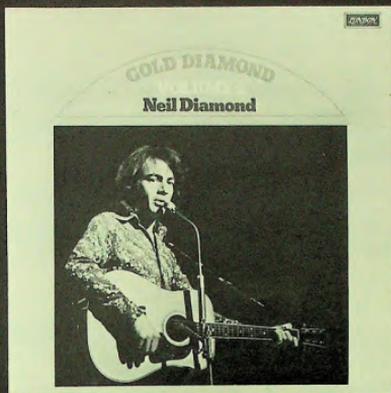
20 SMASH HITS
ORIGINAL STARS ORIGINAL HITS

**ORDER NOW
PHONE NOW**

Tel: 01-328 1911 01-328 3355/7

Also available on cassette and & cartridge
ARCADE, EUROPE'S LEADING TV. & RADIO PROMOTION CO.

Sounds Great - At £1.08*



Neil Diamond

GOLD DIAMOND, Vol. 2

Another 12 of the great recordings of Neil Diamond taken from his vintage '60s period. And don't forget Volume 1.

ZGM 134 (Vol. 2) ZGM 132 (Vol. 1) London
Both on cassette and cartridge



LOUIS ARMSTRONG'S GREAT HITS

- recorded 'live'
9 of his most famous numbers recorded at concert performances.

BRBS 5001 Brunswick
Also on cassette and cartridge



ROY ACUFF

Back In The Country
More from one of the greats of Country music.

ZGE 135 London

THE WORLD OF EASY LISTENING

Volumes 3 & 4 of this best-selling tape series, now also available on disc



VOL. 3

SPA 291
KCSF 291 - Cassette
ECSP 291 - Cartridge



VOL. 4

SPA 292
KCSF 292 - Cassette
ECSP 292 - Cartridge

*£1.08 per record, r.r.p. UK only Cassettes and Cartridges £1.82 each

... and this week's singles

VINEYARD
Charlmaine
DM 420 Deram

HARMONY VILLAGE
As Time Goes By
F 1352 Decca

JOE CUDDY
Daddy Let's Play
R 11094 Rex

FRAN O'TOOLE
Clap Your Hands, Stomp
Your Feet
MD 1170 Emerald

CAMELEON
Run Mary Run
DM 419 Deram

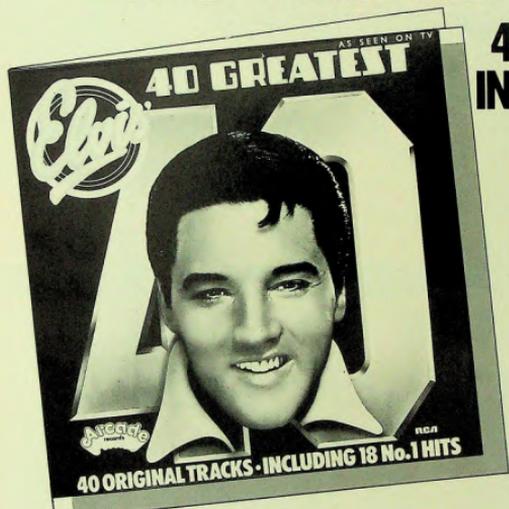
DECCA GROUP RECORDS & TAPES

The Decca Record Company Limited, Decca House, Abingdon, London SE1 7SW

**1974'S
BIGGEST
XMAS ALBUM**

ARCADE RECORDS PROUDLY PRESENT

ELVIS PRESLEY'S 40 GREATEST



**40 ORIGINAL TRACKS
INCLUDING 18 No.1 HITS**

HEARTBREAK HOTEL
BLUE SUEDE SHOES
HOUND DOG
LOVE ME TENDER
TEDDY BEAR
ALL SHOOK UP
KING CREOLE
JAILHOUSE ROCK
I GOT STUNG
ONE NIGHT

I NEED YOUR LOVE TONIGHT
IT'S NOW OR NEVER
ARE YOU LONESOME TONIGHT
ROCK-A HULA BABY
WOODEN HEART
CAN'T HELP FALLING-
IN LOVE WITH YOU
GOOD LUCK CHARM
RETURN TO SENDER
YOU'RE THE DEVIL IN DISGUISE
CRYING IN THE CHAPEL
GUITAR MAN
IN THE GHETTO
HIS LATEST FLAME
SUSPICIOUS MINDS

AND MANY, MANY, MORE!

**DOUBLE ALBUM
ALSO ON CASSETTE & CARTRIDGE**

**MASSIVE NATIONAL TV
AND RADIO CAMPAIGN**

**WILL MAKE THIS THE
BIGGEST SELLING XMAS ALBUM!**

ORDER NOW!



01-328 3355/7 • 328 1911

TALENT

Rockin' Berries take a breather after "Nursery Rhymes" copyright saga

THE ROCKIN' Berries are breathing a little more easily now that their new Satril single, Rock-A-Bye Nursery Rhymes is on the market and waiting to see whether their clever impersonations of five recognizable pop acts will restore them to the charts over a decade after their hit heyday.

That the record made its September 6 release date is a tribute to the combined speed and efforts of producer Henry Hadaway and Pye after a series of setbacks over obtaining copyright clearance to put new lyrics to the take-offs of the original hits.

As originally planned, the Berries wanted to use the words of My Little Black Hen to Roxy Music's Street Life, Humpty Dumpty to the

Rubettes Sugar Baby Love, Little Miss Muffet to Cockney Rebel's Judy Teen and Little Jack Horner to Gary Glitter's Always Yours, liking them all together with a theme song in the style of Cliff Richard.

Producer Hadaway was given immediate approval from ATV Music (Supr Baby Love) and Trigram/RAK (Judy Teen) and, after a good word from Mike Leander, from Leeds Music (Always Yours), but EG Music (Street Life), declined to approve an impersonation of Bryan Ferry.

In the studio, the Berries used original melodies for the rhymes, but used four bars six times repeated of Always Yours and a few bars of Judy Teen. Then, after the

record was in the promotion pipeline, Leeds Music had second thoughts and withdrew permission for the use of the Always Yours melody. So back went the Berries to the studio, using a new melody for the Gary Glitter impersonation, delivered tapes to Pye on August 28, just in time to make the original September 6 release date.

The final item in this saga of copyrights concerns the Rock-A-Bye Nursery Rhyme song itself. Originally signed to FADA, it eventually reverted to the Berries after the breakdown of negotiation with other publishers on the division of copyrights. The Berries formed an administration purposes with Hadaway's Satril Music.



TERRY WEBSTER lead vocalist and impersonator of the Rockin' Berries.

TALENT REVIEWS

TANGERINE DREAM manager, Andrew Graham-Stewart, has issued a statement pointing out that the group's album, Atom (Polydor 2383 297) was in fact recorded by the band in 1972 and in no way reflects the direction in which the group is moving. Said Stewart: "We were not consulted either by Polydor or the German company that released it in 1973 and the group is totally opposed to its issue." He said he had asked the company not to release the album. However, Polydor assured Music Week that it was still on the schedule for this month.

FACES DRUMMER, Kenny Jones, has recorded his first solo record, Ready Or Not to be released on GM on October 4. The single features Jones' voice for the first time. It was produced by his brother-in-law Gary Osborne of Virgins and Osborne. Also on the single are Jimmy McCulloch of Wings, Peter Woods of Quiver and Mark Griffiths.

GENESIS ARE to undertake their first British tour for over a year at the end of October. During the tour

the band will make its first appearance at the Empire Pool, Wembley. Genesis have devised a new stage show for the tour. A new album has been recorded for possible release at the time of the tour.

MCA HAS signed artist Telly Savalas, currently starring in the BBC 1 series, Kojak, as a recording artist. His first single, Rubber Bands and Bits of String (MCA 156) is now available.

IRELAND

New Irish concept album "Love and the Country"

EMI HAS issued an album by Tommy Drennan and the Top League, one of Ireland's best-known bands.

"There are two points, in particular, which should be emphasised in connection with this new release," says EMI marketing manager, Derry O'Brien.

"One is the fact that the material it contains is completely original, all the songs having been written by Dennis Allen, a member of the band. The other noteworthy point about Love and the Country, as the selection is titled, is that it is a concept album in the true sense of the word."

Dennis Allen used to be with the Limerick rock group, Bojangle. He has been a member of the Top

League for 18 months and wrote their Number One hits, Love and the Country and Beautiful Peace.

Tommy Drennan was with the Country and the Monarchs before starting his own band, the Top League. Says Derry O'Brien: "The album concept had been germinating in Tommy's mind for quite some time. Finally, Dennis and himself got together and planned it from start to finish, working on the idea that the album should be constructed around their hit record and title track, Love and the Country."

It was felt that the final selection should comprise a series of both love songs and country songs and Dennis was requested to write the additional material required

within this framework.

"The songs were then finally agreed upon and rehearsals began in earnest, with a view to getting into the studio at the earliest opportunity. Bryan Meehan, who is the band's musical director, arranged all the songs included and Bill Somerville-Large was asked to produce the studio sessions.

"After a week's recording the tapes were finished and the resulting album is a credit to the band. The standard of material, musicianship and production ranks with the finest ever achieved from a home-based musical combination."

Love and the Country (EMI LEAF 7003) was recorded at Eamonn Andrews Studios, Dublin.



TOMMY DRENNAN LEADER OF THE TOP LEAGUE BAND.



Ireland's latest independent label

THE LATEST independent label on the Irish music scene is Globe Records, which has been started by Sean Clancy, who has a cubaret agency. The first two singles are When The Cross (Noel Ginnity), GLO. 101, and This Is Ireland (David Beggs), GLO. 102.

David Beggs is an impressionist and his voice is heard frequently in an advertisement for Peter's People, during which he imitates John Wayne.

The photo shows Beggs recording Wayne during the actor's recent visit to Dublin.

OSCAR



Well Known Lady crw Feel Alright
his new single Buk Bu 3001 (from a forthcoming album)
released on the new Buk label
on September 20th 1974

DISTRIBUTED THROUGH SELECTA



RETAILING

Menzie's browser success

by ROBIN WALKER

SCOTTISH-BASED "browseabout store" operators, John Menzie keeps on growing at a time when other chains are tending to contract; three new openings took place in mid-August adding to the 10 new superstore openings this year to date and bringing the Menziez total to 250 shops units throughout the UK. Scottish mid-August openings were an 18,000 square feet premises at 20 Buchanan Street, Glasgow, biggest yet in the Menziez chain, a new 2,900 square feet unit at Barnton, Edinburgh, replacing a small bookstall, and a 5,500 square feet store at High Street, Dunfermline. Fife, replacing an older smaller unit.

This year to date Menziez have opened big new stores at Nottingham, Leeds, Bathgate, Preston, East Kilbride, Bath, Hamilton and Letchworth all with substantial record and music departments.

Intention of the company, as indicated in their five year programme, is to operate nationwide by the end of 1978.

Merchandise included in the new "browseabout" pattern is given as "virtually anything you can read, write on, listen to or play" and listening has become a very big part of the Menziez pattern; in the newer stores increased space is being given to records, cassettes, cartridges, players and ancillary lines all provided on self-selection lines within departments which have

TO PAGE 14

COUNTER INTELLIGENCE

AFTER A somewhat damp holiday in the wilds of Scotland, I returned, hopefully refreshed, for a further assault on the elusive first million. It is two months since my last contribution to Music Week, but in my absence little seems to have happened in the record business, and nothing has changed. The same minor irritations are still with us, although the major cloud which hangs over our business earlier in the summer does at least seem to be dispersing.

Now that Boots has led the way in returning to normal trading, it seems reasonable to suppose that fellow discounters will follow suit before very long. Whether they will feel their campaign to have been successful, I do not know, but certainly it has not damaged the independent retailer as badly as many first prophesied. Indeed, the overall effect has probably been beneficial, as it has made many of us think harder about our businesses as we realised we cannot rely solely on the fast-selling chart product. A greater diversification into accessories and a wider catalogue range must bring benefit to the independent dealer, in the face of competition which cannot, or will not, look beyond the obviously fast-selling range.

I enjoyed reading Dave Allwood's comments last month in his article on the "Plight of the Retailer", and I must endorse his comments regarding the general lack of concern shown by the manufacturers over the everyday problems which infuriate us all. Management availability is a

problem we all face, but I find that the initial difficulty is discovering the exactly who to contact in a particular company. I feel it would not be asking too much for manufacturers to include occasionally in their mailings a list of names and positions — and perhaps even extension numbers — so that we know who to contact in any particular situation. There would then be no necessity to waste several people's time tracking down the person responsible, apart from the savings to the dealer's telephone bill.

One point which surprised me in Dave Allwood's article was the importance he, like many other dealers, places on Monday orders. There seems to be a general desire to phone orders on a Monday to replace the weekend's sales, switchboards to become clogged up. Allwood claims that "unless a dealer can place an order on a Monday he has little or no chance of being able to place a second order that week," but in my experience this just is not true. We seldom place an order on Mondays, phoning our major order of the week on Tuesday afternoon, after we have received the new Top 50 placings (via Music Week's Chart Priority Service). Otherwise the ordering of singles for the week becomes guesswork. A second order is usually placed with the major companies on Thursday, and as often as not, this is received for the weekend, even if it is sometimes Saturday morning. The only adjustment one has to make is to ensure sufficient stock is ordered to last over the weekend until the arrival of the following week's order, and the great advantage is that it is very easy to get through to order departments on Tuesday afternoons. I only hope everyone else doesn't follow suit now, or I shall have to move back to Mondays!

The Mike Davison column
Ali Baba Records,
Liverpool

Telephone charges being what they are, we very seldom use the telephone to query short or wrong deliveries, as these are much more cheaply and efficiently notified in writing. We use a pre-printed form which can then be sent to the companies once a week, leaving a copy for our own reference. This also helps when the time comes to return wrongly-delivered goods, as there is a comprehensive check on what is to be returned to any particular company.

I do feel that many dealers must make heavy weather of returning faulty records, judging from the amount of moaning that one hears about what a mammoth task it is. I find the operation of returning unwanted stock no problem at all. Faulty product is a part of the business, and if approached efficiently from initial receipt of stock to despatch back to manufacturer, it can be easily disposed of.

The so-called problem of sending back stock to the manufacturers is one argument used by those who would like to see the complete abolition of the five per cent returns

allowance. The subject has been well aired before that I can propose to enter into a full-scale debate on the pros and cons, but suffice it to say that I value the leeway given me in stocking and untried product by those few companies still operating this scheme. I was pleased to read a few weeks ago that John O'Malley of Selecta is still fully convinced of the usefulness to both manufacturer and dealer.

I have complained before of the standard of packing, particularly by CBS/SWEA and several others, but received recently have been better as ever. Even allowing for the pressure on packing departments and the need to despatch orders quickly, there is no excuse for throwing albums and singles together, seemingly at random, into a large carton. The only reason is albums with bent covers and scratched singles. A little more care, please, at Willem Road!

Some months ago, I've started stamping delivery notes, certifying that the contents of each order had been checked and found correct, but someone cannot be performing the task too efficiently, because the number of wrong deliveries from that company since the system started has not in any way decreased. Wrongly packed orders are to be expected in an industry which by necessity operates at speed, but when a checking system is instituted, it should be expected to have some positive effect.

The amazing power of TV has been demonstrated once again in the revival of the virtually dead and buried Osmonds, and it makes me wonder how much longer it will be before we get another pop music show on TV besides Top Of The Pops. Granada's networked 45 show is a step in the right direction. Considering the place that pop music has in our culture, it has been almost totally neglected by TV.

Dave Edmunds is back with "Lead a shot of Rhythm & Blues"

ROCD

His latest single





You need it regularly...

is back



Great New Album
MAX BYGRAVES
'You make me
feel like singing a song' (Vol.7)
NSPL 18436



Including such numbers as:-
WELCOME HOME, TIE A YELLOW RIBBON,
PAPER ROSES AND MANY, MANY MORE

Available now on



Also available on Precision Tapes Cassettes & Cartridges

RETAILING

Menzie's
browser
success

by ROBIN WALKER

SCOTCH-BASED "browsabout store" operators, John Menzie's keeps on growing at a time when other chains are tending to contract; three new openings took place in mid-August adding to the 10 new superstore openings this year to date and bringing the Menzie's total to 250 shops units throughout the UK.

Scottish mid-August openings were an 18,000 square feet premises at 20 Buchanan Street, Glasgow, biggest yet in the Menzie's chain, a new 2,900 square feet unit at Burnton, Edinburgh, replacing a small bookstall, and a 5,500 square feet store at High Street, Dunfermline, Tife, replacing an older smaller unit.

This year to date Menzie's have opened big new stores at Nottingham, Leeds, Bathgate, Preston, East Kilbride, Bath, Hamilton and Letchworth all with substantial record and music departments.

Intention of the company, as indicated in their five year programme, is to operate nationwide by the end of 1978.

Merchandise included in the new "browsabout" pattern is given as "virtually anything you can read, write on, listen to or play" and listening has become a very big part of the Menzie's pattern; in the newer stores increased space is being given to records, cassettes, cartridges, players and ancillary lines all provided on self-selection lines within departments which have

TO PAGE 14

COUNTER
INTELLIGENCE

AFTER A somewhat damp holiday in the wilds of Scotland, I returned, hopefully refreshed, for a further assault on the elusive first million. It is two months since my last contribution to Music Week, but in my absence little seems to have happened in the record business, and nothing has changed. The same minor irritations are still with us, although the major cloud which hung over our business earlier in the summer does at least seem to be dispersing.

Now that Boots has led the way in returning to normal trading, it seems reasonable to suppose that fellow discounters will follow suit before very long. Whether they will feel their campaign to have been successful, I do not know, but certainly it has not damaged the independent retailer as badly as many first prophesied. Indeed, the overall effect has probably been beneficial, as it has made many of us think harder about our businesses as we realised we cannot rely solely on the fast-selling chart product. A greater diversification into accessories and a wider catalogue range must bring benefit to the independent dealer, in the face of competition which cannot, or will not, look beyond the obviously fast-selling range.

I enjoyed reading Dave Allwood's comments last month in his article on the 'Right of the Retailer', and I must endorse his comments regarding the general lack of concern shown by the manufacturers over the everyday problems which infuriate us all. Management availability is a

problem we all face, the initial difficulty exactly who to contact of a particular company, I do not see asking too many manufacturers occasionally in their of names and post perhaps even attending any particular situation would then be no record several people's time the person responsible the savings to the Dea bill.

One point which Dave Allwood's art importance he, like dealers, places on Monday orders

There seems to be a general desire to phone orders on a Monday to replace the weekend's sales, inevitably causing the companies' switchboards to become clogged up. Allwood claims that "unless a dealer can place an order on a Monday he has little or no chance of being able to place a second order that week," but in my experience this just is not true. We seldom place an order on Mondays, phoning our major order of the week on Tuesday afternoon, after we have received the new Top 50 placings (via Music Week's Chart Priority Service). Otherwise the

becomes guestwork. A second order is usually placed with the major companies on Thursday, and as often as not, this is received for the weekend, even if it is sometimes Saturday morning. The only adjustment one has to make is ensure sufficient stock is ordered to last over the weekend until the arrival of the following week's order, and the great advantage is that it is very easy to get through to order departments on Tuesday afternoons. I only hope everyone else doesn't follow suit now, or I shall have to move back to Mondays!

...ness, or if it
do need MUSIC WEEK
regularly.
So fill in the subscription
form NOW.
It's for your own good.



Telephone charges being what they are, we very seldom use the telephone to query short or wrong deliveries, as these are efficiently notified in cheaply and efficiently notified in writing. We use a pre-printed form which can then be sent to the companies once a week, leaving a copy for our own reference. This copy also helps when the time comes to return wrongly-delivered goods, as there is a comprehensive check on them if it is to be returned to any particular company.

I do feel that many dealers must make heavy weather of returning faulty records, judging from the amount of moaning that one hears about what a mammoth task it is to find the operation of returning unwanted stock no problem at all. Faulty product is a part of the business, and if approached efficiently from initial receipt of stock to despatch back to manufacturer, it can be easily disposed of.

The so-called problem of sending back stock to the manufacturers is one argument used by those who would like to see the complete abolition of the five per cent returns

together cartoon. The only return is albums with bent covers and scratched singles. A little more care, please, at William Road!

Some months ago, I've started stamping delivery notes, certifying that the contents of each order had been checked and found correct, but someone cannot be performing the task too efficiently, because the number of wrong deliveries from that company since the system started has not in any way decreased. Wrongly packed orders are to be expected in an industry which by necessity operates at speed, but when a checking system is instituted, it should be expected to have some positive effect.

The amazing power of TV has been demonstrated once again in the revival of the virtually dead and buried Osmonds, and it makes me wonder how much longer it will be before we get another pop music show on TV besides Top Of The Pops. Granada's networked 45 show is a step in the right direction. Considering the place that popular music has in our culture, it has been almost totally neglected by TV.



**Dave Edmunds
is back with
"Need a shot of
Rhythm & Blues"
his latest single**

ROC 4



Manufactured and distributed by

RCA

MAX

is back

Great New Album

MAX BYGRAVES

'You make me
feel like singing a song' (Vol.7)

NSPL 18436



Including such numbers as:-
WELCOME HOME, TIE A YELLOW RIBBON,
PAPER ROSES AND MANY, MANY MORE

Available now on



Also available on Precision Tapes Cassettes & Cartridges

Follow-up to their European Smash Hit
SWEET WAS MY ROSE

Velvet Glove

With Their New Single

The Last Day Of Summer

FRESH AIR 6121 113



marketed by
phonogram

JR.

LOU REED

Your mother
wouldn't like it...

The new album
from Lou Reed
"Sally Can't Dance"

APL1-0611

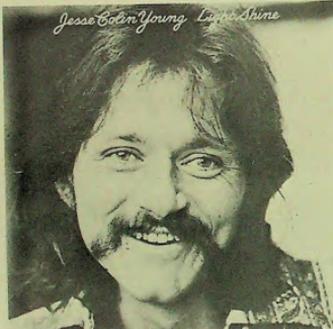


SALLY CANT DANCE

RCA

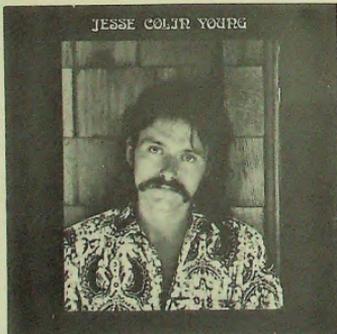
AFTER HIS WEMBLEY MUSIC CONCERT APPEARANCE

JESSE COLTRANE COLLING YOUNG



Jesse Coltrane Young, Lights Shine

Latest album 'Lights Shine' K 56037



JESSE COLTRANE YOUNG

and 'Song for Juli' K 46262

ORDER FROM CBS/WEA ORDER DESK TEL. 01-960-3277 OR ASK YOUR WEA REPRESENTATIVE

WARNER BROS.

RETAILING

In-store

The Technique of Display
Part Four — Instore by
PETER HOUSE
of Peter Displays

LAST MONTH, I set the scene for the perfect setting for in-store displays. Remember, find the best areas, not too high and not too low, make simple panels that can lift off and re-dress and ensure that each is well lit by some kind of directional lighting. Put all these points into practice and you will be half way to achieving very attractive displays.

Now to the actual technique of in-store displaywork. Again the first and most important point is simplicity. Do not let displays merge into one great conglomeration of material, creeping like ivy all over the walls. Select each in-store site and dress it individually, choosing one artist or one subject to feature.

Although the object is to sell a record, one must try to do more in an in-store display than merely display the sleeves. The object is to focus attention and create the kind of interest in an artist that results in a sale.

In addition to the sleeves, a more personal feeling to a display, a poster often says more than the sleeve and the use of lettering is sometimes in order to make a particular point, e.g. "Appearing at 7:30 in the Town Hall Saturday Night 7.30 pm" or "Local Group Wins Gold Disc" etc. Most record companies have additional display material available on some subject or another and it should not prove at all difficult to acquire it for use in your own displays.

So get together sleeves, a photograph, some copy and any other material available, take down your in-store display panel and lay it on the floor. Put the material on the panel and experiment with different groupings. Do not try to make the groups symmetrical, but try to keep them balanced. That is to say, use the central part of the area, with a clear space of panel showing all round, roughly equal in area on all sides.

One of the main drawbacks in composing in-store displays is the lack of depth available in which to dress. The majority of material is strictly two dimensional and tends therefore to lead to a very flat, uninteresting display. This can be relieved in two ways. The easiest is to select certain components which are felt to be the most important and fix them to small blocks of expanded polystyrene which in turn can be fixed to the panel by use of double sided adhesive foam mounts.

An alternative to polystyrene can be small cardboard cartons, cigarette packets, etc. Two inches can make a big difference to an otherwise flat display. The other way to achieve depth is by use of a prop, either purely decorative or directly relevant to the subject. I recall the very effective use of a 12in diameter pale blue tissue paper flower with a Nana Mouskouri in-store display, which, while not necessarily relevant, was very decorative, compatible with the main subject matter and because it broke the flatness of the display, attracted a lot of attention. Some other examples of good three dimensional, purely decorative props are balloons, loops of ribbon, pieces of coloured

card held off the background on blocks etc.

In the case of directly relevant props, the larger, heavier types are ruled out due to the practical objections of bulk and weight. However, there is a host of possibilities that fall within a lighter and more practical group. I have seen an old cloth cap in a Gilbert O'Sullivan display. The most appropriate sheet music fixed with the pages curved and open, reproduction reviews and coils of rope in Country and Western displays. A guitar can with care, be looped onto panels where there is, say, a Manitas de Platina or a pair of maracas onto Latin American Display. If it is relevant and of practical weight and dimensions, then it is worth incorporating for the sake of its flatness-breaking and attention-drawing properties.

In my last article I mentioned the importance of lighting each panel individually. This is particularly valuable if the lights are, as suggested, of the interchangeable track type. To give special emphasis to a particular display use (1) a brighter lamp or (2) use a coloured lamp or colour filter or (3) use an effects projector to project interesting coloured patterns. Rotaflex Concord have a very good range which includes effects projectors.

Some bold lettering is vital in in-store displays. At the very least the artist's name should be shown and probably a few well chosen words in addition. For the remainder of the in-store display, lettering is the great trap, the giveaway of an amateur job, if it is carried out poorly. A good using poster from the record company or some nice polystyrene lettering from the same source is often available and is usually the best way to get your message across. Failing this a good method is to have a small stock of coloured cards and a range of self-adhesive vinyl letters from which complete and neat captions can be produced.

Simple, striking, well-composed and imaginative in-store displays will draw attention and promote sales. Give careful attention to how you allocate the space. If classic records represent only 20 per cent of your sales, should you devote only 20 per cent of your in-store display space to classic? If you feel that the classical potential is far realised then it may be worth 50 per cent of your display space. Should you use the display space to help shift large stocks purchased on good terms? It is often good policy to throw the weight of your display facilities into an existing campaign which is the subject of a lot of promotional expenditure on the part of the record company, so forging that last vital link in the promotional chain. In-store display can help with seasonal promotions, sales, educational material, soundtracks of films and shows showing locally... the list goes on and on. Suffice to say in-store display space is very valuable to you... don't waste it!

THE FUNNIES RECORDED BY

KEVIN KEENE

"THE HARRY LIME THEME"

EMI 2201

EMI Records Limited 20, Manchester Square, London W1A 1ES

MORE BIG SELLERS for AUTUMN



SAMANTHA JONES
"Sing It Again Sam" SXZ 8567

This is her first album on the Columbia label and sure to please her many fans. The distinctive sound of Samantha Jones, an internationally acclaimed artist, is sure to tempt her many more ardent followers.



FRANK POURCEL
"Flash Back To 1930" OU 2051 (Only £1.47)

Flashback to the 1930s with some of these great tunes by Crestwit, Berlin, Rogers and Hart - yes, another great album by one of the season's choicest acts on record.



THE 1974 EDINBURGH MILITARY TATTOO
TATTOO SZLP 2140

Once again the sounds of the Tattoo are captured on record for your enjoyment. This event, which took place in August, consists of five military bands, five of pipes and drums and many other contingents of military personnel.



REGINALD KILBEY
"Intermezzo" TWOX 1025

Reginald Kilbey, for the first time with the Concert Orchestra plays a selection of television and film themes. Also included on this album, the masterful works of Debussy, Beethoven and Tchaikovsky.



THE GOOFUS FIVE
"The Goofus Five - 1925-26" PMC 7183

A further addition to the Parlophone Jazz Classics series featuring Adrian Rollins, Red Nichols etc. With the present 'Crazy Style' boom in jazz, this record should sell to nostalgic buyers as well as jazz buffs.



THE DUBLINERS
"Whiskey On A Sunday"
OU 2045 (Only £1.47)

Always a popular group with lots of traditional material on this album arranged and played in the remarkable style of the Dubliners.

ALBUMS

Roger Whittaker 'Everytime Is Going To Be The Last Time.'

DB 9039

Mike Sammes Singers 'Operator Hullo, Hullo'

(Vocal version of Scott Joplin's 'The Entertainer') DB 9038

Samantha Jones 'I Believed It All'

(From her latest album "Sing It Again Sam") DB 9037

SINGLES

EMI

EMI Records Limited, 20, Manchester Square, London W1A 1ES. Sales and Distribution Centre, 1-3 Uxbridge Road, Hayes, Middlesex. Tel: (01) 759 4532/6411 9 848 9811

RETAILING Tony Clifford — success by Hearsay

by JOHN SIVVER

TONY CLIFFORD, proprietor of Hearsay Records in Hemel Hempstead, has virtually created a disco atmosphere inside his small shop. Lights flash in time to the music encouraging people to dance on the carpeted floor space. Around the walls, racks of records and tapes are all appropriately sectioned, and from a quick glance you soon realize that this is what would once have been called a 'head' shop. All the progressive rock albums are here, each group and solo artist carefully catalogued. Run by an ex-hippie music freak? No way. Clifford is a young and obviously successful business man, about to open his second shop, this time though, a gift shop.

"I got into selling records simply because it was, and still is, an attractive business proposition," says Clifford. "I began about eight years ago by selling records from various market stalls in London, getting the records from business friends on a sale-and-return business basis. From the profits I made I started purchasing my own stock and took a stall in Hemel Hempstead's market, Thursdays and Fridays. I also travelled to other markets, Oxford, Bicester and Bishop Stortford on other days."

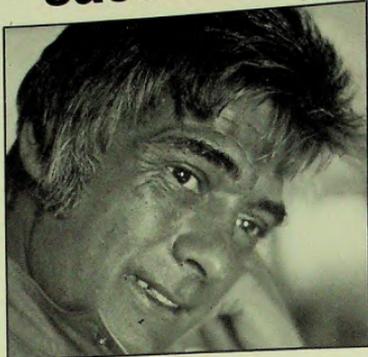
"Without much capital, taking a stall on a market is a good way to start in business. Without the overheads of a shop, I managed to sell my records that little bit cheaper and by offering a wide selection of records not immediately available in the town shops I quickly built up a large regular trade with people coming from all over the surrounding area. Stalls now

suffer from cut-price shops but five years ago this wasn't so. While I was still in the markets a friend agreed to let me take the back of his menwear shop in Golders Green and set up a small record department. It didn't do well. We had no window space, no advertising and his customers weren't particularly interested in buying albums."

"So two years ago I opened this small shop in Hemel, adjoining the market square, but not without difficulties. The Commission For New Towns which owns the property, was at first against another record shop in Hemel, but after my solicitor had pointed out to them that one such shop had only recently closed, they agreed. I think the point is that they really wanted an already established shop proprietor."

The fact that Clifford's shop is barely 30 yards from where his stall used to be obviously helped him initially. But there are five other record shops in Hemel, four of them chain stores, all competing with him.

"I manage to survive, and survive well," said Clifford, "mainly by carrying a comprehensive stock, getting the new releases fast and making it my business to know all about the music trade. For instance, we often get people in here saying they've been everywhere else and this is their last chance of success in getting a particular record. Invariably we have it or at least know what they're talking about. You find they become regulars following such an experience. We also go in for special offers to compete with the other shops and



Tony Clifford

six months ago began a voucher scheme where we supply every customer with a blank card that gets stamped each time they purchase a full price LP. When the card's full (50 stamps) they can choose any album for free up to a value of £2.50. The scheme's already been very successful with several people obtaining their free record. I've found buying albums is really a cult in the Hemel area with people spending a large proportion of their income on records, both singles and LPs. They're also well informed on the music scene. I don't sell or

exchange EMI Record tokens any more because not being a chain store customers seemed to think we didn't sell them. But on the other hand they were still exchanging tokens with us and so creating an imbalance."

Hearsay carries a large stock of soul records claiming a sizeable turnover especially with local discos. "Most of the reputable DJs around here have accounts with us, respecting our knowledge in this field."

Clifford also noted the expanding

singles market especially with all the flashback records currently so popular, and the increasing demand for car tapes. His other speciality is with imports.

"They advertise your shop well, bringing people in and getting them talking about vinyl and other developments in music. We just do import albums at such a reasonable price I can drop the price should they be released in this country and still not lose money. I certainly think it's worth dealing in imports."

"Besides soul our other main speciality is in rock 'n' roll. We sell a lot of rock 'n' roll albums, some of them quite obscure."

Does Clifford suffer from 'dead stock' by carrying such specialist records. "It's isn't a problem. I've still kept the stall in Hemel market for selling records that don't or won't sell in the shop. It's also useful for selling records bought in job lots. Although I've largely kept my previous stall customers, a shop also attracts a new clientele that would never buy from a stall. I suppose they think there's something dubious or inferior about stall stock."

Leaving a large floor space clear and using headphones for personal listening means there's plenty of room in the shop for the customers. As the lights flash and music booms out, people can often be seen dancing in Hearsay while deciding on their choice of purchase.

"I think we've created a happy, friendly atmosphere in the shop," claimed Tony. "I like to see people dancing and enjoying themselves when they visit us. And the cash till keeps a-ringing."

"Best musical entertainment in town"—DAILY MAIL
 "Delightful" delicious d'lovely"—DAILY TELEGRAPH
 "A gay exuberant review"—GUARDIAN



THE MERMAID THEATRE'S
CITY OF LONDON
FESTIVAL PRODUCTION OF

COLE

AN ENTERTAINMENT BASED ON THE
WORDS AND MUSIC OF COLE PORTER

Recorded live at the
Mermaid Theatre

RCR



The two record box set is beautifully presented with a fully illustrated twelve page booklet containing notes by Bernard Miles, Benny Green and Alan Strachan.

LRL2 5054

RETAILING

Seaside selling

from TONY JASPER

TIN MILLS is from Land's End is Penzance, a town of 20,000 people with another 30,000 potential shoppers from the surrounding area.

The town is terminus for the British Rail Western Region's main line from Paddington and also through trains from the North and Midlands. BFA operates a heliport with the highest utilization of potential capacity in any of its services, 84 per cent of seating taken for its Scilly Isles run. The mail-passenger ship, The Scillonian also runs to the Islands from Penzance.

Thus Penzance has a considerable number of people there for short stay, particularly during the summer season when its several beaches and calm sea attracts the tourists. Many use the town as a base for exploring the nearby countryside and beaches.

Many of its young people leave the area, either for further education or specific employment and although some remain, in consumer terms it means less people within the 20-30 spending bracket. However, the summer sees large numbers of foreign students attending a local summer school which operates most of the holiday season.

The town has one main dance hall for promoting top groups, several clubs which occasionally present a modest name artist, a disco, a folk-club plus at odd times, a concert in the Town Hall.

Five record centres exist, outside of general shop outlets for low-priced labels and racking. The first reached on foot from the railway station is H. Marshall James, then comes Boots, almost next door is Woodworths (both have been either re-built or re-designed recently). The West Penwith Music Shop is next and finally, some 20 yards away, the largest for stock, Whites, where the music department is but one

facet of a highly thriving local concern one which contains among other things, a large hardback and paperback book section and general magazines and newspapers.

Five record centres would seem too many for the town's size, yet if so, then this is not apparent from the general comments obtained from shop owners, outside of Woodworth and Boots.

Obviously each would wish to present a brave face but certainly H. M. James and The West Penwith Music shop have existed as sole music shops for many years and have maintained in an area where people tend to know most people, a large degree of personal shopping, one which passes from generation.

Normally summertime in a seaside resort offers possibilities of increased trade, but perhaps this year, the three non-major multiple shops have been more affected by the recent price-cutting war.

Whereas Whites and The West Penwith shop refused to price-cut, H. M. James took the fight right to the doorstep of Boots with a brave cut-for-cut pricing policy.

The owner, Marshall James explained, "What else could I do? Whites is part of a department store, albeit a local one. Here, I run a music shop, even to the extent of still selling sheet music."

"I don't have many side-lines. Boots aim to get people into the store, hoping they will then buy other merchandise."

James said as soon as he heard what Boots was doing, he hit back. "To me what they have been doing would not be tolerated in some businesses."

He wondered whether they were interested in basic record service and

stated his sole intent was to please the customer and consequently carry a large and far-reaching stock.

He described his own business as one of the few remaining orthodox music centres. He handles sheet music, the profit is minimal but unlike the big shops, he doesn't therefore discard. He will provide so long as people demand.

Since he matched Boots in cut-pricing, his own sales didn't drop but James obviously suffered loss of otherwise expected profit. He would not say how long he would have followed a policy of cut-for-cut but again stated, it was a question of necessity and not letting the giant multiple get away with its action.

Peter Noall of Whites thought common price-cutting in the town would achieve very little for obviously Boots in particular has its policies dictated on a national level. He made no discounts but did find that whereas once he ordered in 25 or more of his artists, the new departure was that involving as low a figure as four.

He did find over a longer period that he sold a considerable number of those multiple listed "cut-price" albums but generally found them down on Top 50 material, what did surprise him was a still rising sale volume with buying concentrating on standard rock and pop albums, particularly the continual sale for Beatles discs.

Mrs Pooley, owner of the West Penwith Shop and the smallest record centre, could not afford competing in the price-cutting game, even if desired but she found that though records discounted elsewhere dropped in sale volume, the only customers lost were floating buyers.

"My regulars stayed with me, I think they find the individual service, I give, very reassuring," she said.

Her shop, to less extent than the others, does not rely on pop, for through the years the music store has become known for its large selection of classical music.

As far as summer and the extra shoppers, all owners found it hard to see why people should buy records when on holiday, though several said visitors had been amused at the general stock selection carried. Those from cities said their shops were largely carriers of the Top 50.

Certainly, there was obvious reason for a general high sale in all shops of Strazek material, particularly when the weather meant the family being crowded in the car, and of course fresh-bought material is utilised on the long car journeys made by some visitors to their country homes.

Whites found the foreign students' centre making a considerable difference to their trade. Peter Noall remarked that many of them spend around £30 or £40 a time. They say British records are cheaper than Scandinavia and when here, often buy time honoured material from long-lasting groups like the Moodies or Led Zeppelin.

Whites stocks a wide variety of all kinds of music but if they specialise in anything, then it would seem to be that of progressive music and interestingly enough, traditional folk music. Hence they find good service from Island, so too Topic records.

H. M. James find best dealing with Decca and EMI and not surprisingly, Mrs Pooley with a large classical buying clientele, agreed.

Yet each apparently found many companies totally disinterested in a seaside town, in spite of a large

influx of visitors, major record groups and advertising possibilities.

Peter Noall said companies rarely bothered with display or promotional material. They sometimes came once, he said, somewhat wistfully, but did not reappear. Reps called from time to time but brought little material. He seemed perplexed by their inactivity.

In terms of record order delivery H. M. James did see some problems but generally had good service, partly owing to the main railway line. Mrs Pooley agreed with this but sometimes found Courier Express lacking and companies slow in sending records by British Rail. She had no complaint against the railway, as soon as stock arrived, she was telephoned.

Her main company complaint was directed against issuing out-of-date catalogues and suffering from EMI's temporary deletion of various material, particularly affecting the classical side.

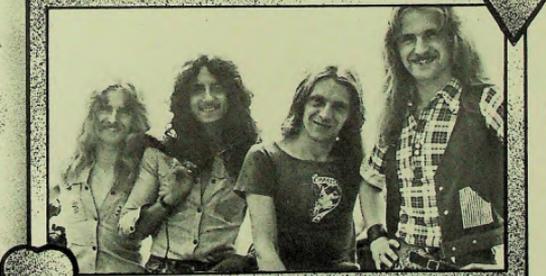
Peter Noall of Whites seemed slightly dubious about direct methods of improving summer sales and whether there was much available, outside of the potential buyers already reached like foreign students. Mrs Pooley said she advertised special releases in the Western Morning News and displayed her card in various hotels. Outside of summer, she has close contact with local schools.

None would dispute the value of summer, a time which can see trade approach at times somewhere near the Christmas sale, though out of season, sales can become rather low.

None could see anything positive for them in cut-pricing policies but each maintained the record shop is viable provided the personal element is present and the shop can make the customer aware of this extra concern, a willingness to search catalogues, hunt through stock and advise on certain kinds of music.

BLACK BOOTS

NEW HOT SINGLE

B/W
TOBAGO
ROSERELEASE
DATE
SEPT 27

Produced by Noel Walker

YOU NEED LOVE
DJS 326

D.J.M. (Distributors) Ltd., James House, 71/75 New Oxford St., London W.C.1A 1DP Tel. 01-836 4864 Distributed by Pye Records (Sales) Ltd.

PUBLISHING

Legal battle pending over "Y Viva Espana" copyright

SUB-PUBLISHING RIGHTS in the UK for Y Viva Espana, one of the most successful songs of the year, are in dispute. It is alleged that certain points in the original contract with Sonet publishing were not fulfilled.

The original copyright of the song, a Belgian original by Leo Caerts, with lyrics by Leo Rozenstraten, is with Basart in Belgium.

Sonet managing director Rod Buckle, talking about the allegations, said as far as he was concerned Sonet had acted totally correctly over the matter. Basart

general manager Alain Lelievre said there had been "difficulties in communication". The dispute has existed since February this year, after the song had been turned down by a number of UK publishers.

Yet Y Viva Espana has a remarkable international history. It was first recorded by Samantha in Belgium, and was a big hit there—26 weeks in the charts, and sales of 130,000. It was a chart success in Sweden, where it was published by Sweden Music.

In Germany, published by Melodie Der Welt, it was a big hit

for Dutch girl Imca Marina—there was 56 cover versions in Germany, including one by James Last, and total sales there were in excess of 1,500,000.

And in Spain, where it is published by Duca, a division of Discophon, Samantha (his title with Spanish lyrics) had a big success, as was another version by Manolo Escobar of Belter Records—it has become a kind of "national anthem" there.

Sales in the UK, via the Sonet version by Sylvia, total well over 200,000. But the royalties are in a state of suspension until the legal situation is sorted out.



Sylvia Vrethammer

Original writers policy says M. Clare

FIND ORIGINAL writers, rather than just buy up existing catalogues—the aim of Mike Clare, general manager of Larry Page's Page Full Of Hits publishing company. He is convinced that the policy is more businesslike, and a much more satisfying way of operating for the publisher.

But Clare is also putting a lot of effort into breaking big in the UK artists contracted to the Page Penny Farthing record label... "particularly Daniel Boone and the James Boys, who are fantastically successful round the rest of the world."

He added: "Daniel Boone was a world-wide seller on Beautiful Sunday, and with Daddy Don't You

Walk So Fast. It's ridiculous that he's not bigger in Britain. He's worked in many different countries, and filled halls and really is a strong on-stage performer. Remembering that Beautiful Sunday sold three million round the world, we're convinced that his new one, Sunshine City will really give him the UK acceptance we want."

Now Daniel's wife, the very photogenic Lelly Boone, is signed as writer to Page Full Of Hits—she wrote Mr. Sunshine for Jimmy Young, but now comes out on record with her own song Our Special Song.

Clare, with United Artists for five years as professional manager before joining the Page organisation, said

that the James Boys, too, presented a challenge. Voted number one group in Sweden, and with big hits Germany and Switzerland, they had yet to make a decisive breakthrough in the UK.

"Their next single, Up Until Now, is out November 25, and is a Page Full Of Hits copyright, a Charles Blackwell composition. We're putting a lot into breaking the boys here."

Sub-publishing deals have recently been concluded with Arston (Italy), Impact (South Africa) and Belver (Germany). And the Hammersmith Gorillas, who have a "violent" stage act, have signed to Penny Farthing

and Page Full Of Hits. Lead singer Jesse Hector has been quoted as saying: "What we wanna see is all the kids having a good old fight. Our music is aimed at getting the steam out of the kids."

The debut album by Paul da Vinci, once with the Rabettes and with his own solo hit Your Baby Ain't Your Baby Anymore, which he cowrote with Eddie Seago (who also wrote the English lyrics for Y Viva Espana), has been delayed until

his follow-up single has a chance to make the charts. But it will be called Da Vinci Masters.

Clare added that Allan Stewart, singing impressionist introduced in dilegates at the Pye sales conference this year, was also signed to a writing contract with Page Full Of Hits. Said Clare: "It's been a busy first year for me, but I'm determined to gain UK acceptance for our artists who seem to hit it big every where but in their home country."

THE TEENAGE WORLD. DISC IS ONE OF ITS BIGGEST INFLUENCES.

It's a world of fast-changing trends—trends that teenagers are quick to follow. Trends that Disc sets. So if you want to sell to this big-spending market, Disc is the paper to use. Consider these facts and you'll see why:

- Disc's ABC figure Jan-June 1974 is 93,039... and we have a big pass-on readership too.
- Disc's cost per thousand is a mere £4.53 (based on full colour page rate).
- Disc's packed with colour—advertising and editorial.
- Disc's reproduction standards are second to none.

Remember, autumn is a busy time and demand for advertisement space will be heavy. So ring Advertisement manager John Jones, now, He'll be happy to help you use our influence.



Phone 01-353 5011
161-166 Fleet Street,
London EC4P 4AA

Published by IPC Specialist & Professional Press Ltd.
A member of IPC Business Press Ltd.

David Essex

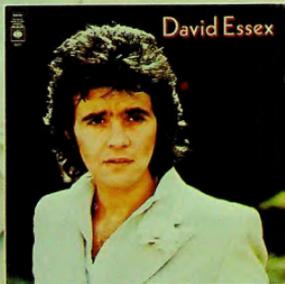
The follow up to his highly successful Gold debut album 'Rock On'

- New Album – released 20th September.
- Extensive promotion includes the Russell Harty, Petula Clark, and Twiggy TV Shows.
- National TV advertising backed with extensive music press appearances and full colour point of sale.
- The album features the title track of his new film "Stardust."

•• Watch out for David's new single and major UK tour!

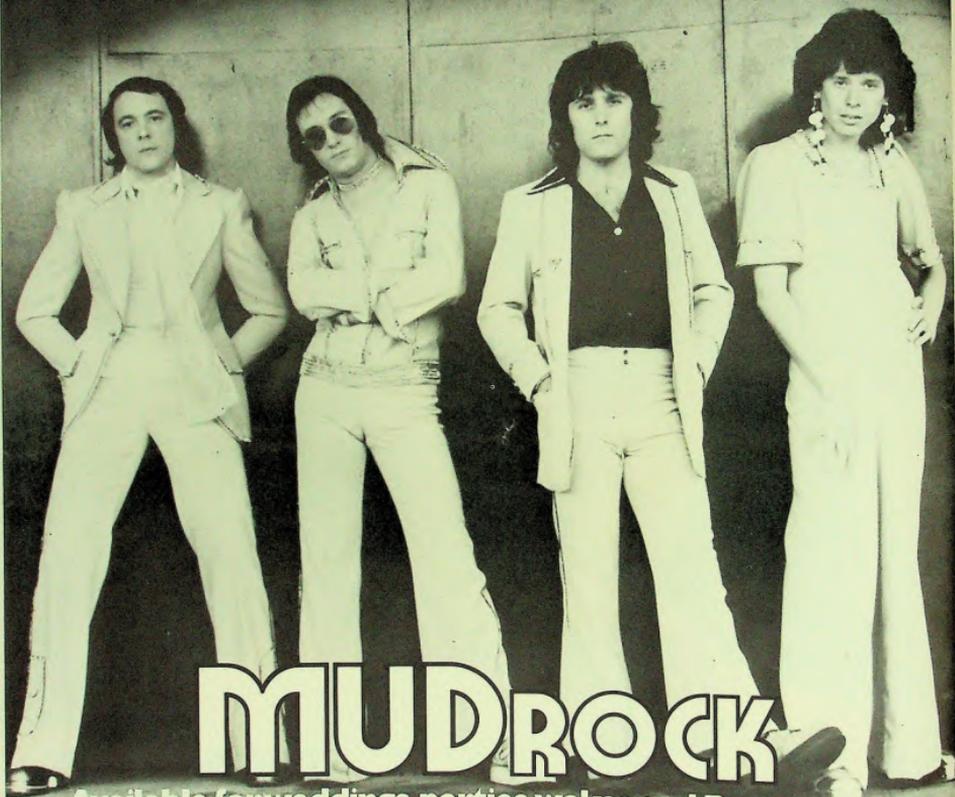


JWM
JEFF WAYNE MUSIC



Anyone for a...

MUDLARK



Available for weddings, parties, wakes and Barmitzvahs

"MUD ROCK"—the long-awaited first album by Mud, featuring the hit single 'Rocket', a medley of their other great hits 'Dyna-Mite'/'The Cat Crept In'/'Tiger Feet' and a selection of such standards as 'Running Bear', 'The Hippy Hippy Shake', 'Shake Rattle and Roll'/'See You Later Alligator' and 'Blue Moon'. **"MUD ROCK"—the party record of the year.**

Album SRAK 508 Cassette TC-SRAK 508 Cartridge BX-SRAK 508

On Tour

9 October: Leeds, Town Hall
 10 October: Manchester, Palace
 11 October: Liverpool, Empire
 12 October: Edinburgh, Odeon
 14 October: Dundee, Caird
 15 October: Glasgow, Apollo

16 October: Preston, Guild Hall
 17 October: Birmingham, Hippodrome
 18 October: Oxford, New Theatre
 20 October: Lewisham, Odeon
 21 October: Hanley, Victoria Hall
 22 October: Bristol, Colston Hall

23 October: Cardiff, Capitol
 25 October: Bournemouth, Winter Gardens
 26 October: Chatham, Central Hall
 27 October: Norwich, Theatre Royal
 28 October: Sheffield, City Hall
 2 November: London, Rainbow

RAK

EMI Records Limited, 20, Manchester Square, London W1A 1ES. Sales and Distribution Centre, 1-3 Uxbridge Road, Hayes, Middlesex. Tel: (01) 759 4532/5611 to 648 9811

EMI

THE BLACK EXPLOSION



A MUSIC WEEK
SPECIAL REPORT

Phenomenal Philly!

The Intruders/Harold Melvin and the Bluenotes/MFSB/O'Jays
Billy Paul/Peoples Choice/Bunny Sigler
Spiritual Concept/The Three Degrees/Trammps
Robert Upchurch and many more



Three Degrees - 3rd month U.K. tour.
6 TV appearances
When Will I See You Again - No. 1

15 Top 50 Hit Singles
since last year

4 Top 30 hits in one week

Out soon Phillybusters
Volume II

Forthcoming Philly Tour

New albums from Billy Paul,
O'Jays, Harold Melvin, Three
Degrees, Intruders, MFSB, etc etc.

Three Degrees chart album



BLACK MUSIC

**THE No.1
BLACK MUSIC
MAGAZINE**

*Ring Advertisement Manager
John Hassinger NOW on
01-353 5011 for details*

HANG ON IN THERE

JOHNNY BRISTOL

Ex-Motown producer and writer (Supremes, Marvin Gaye, Stevie Wonder, Jr. Walker etc.) delivers his stunning debut album. Includes his current smash as title track! "Hang On In There Baby." MGM 2315 303



JAMES BROWN

More super heavy funk from James Brown, including his American smash "My Thang." "Its Hell" Polydor 2659 036

JIMMY RUFFIN

First album for Polydor including the disco classic "Tell Me What You Want" Polydor 2383 240

NEW YORK



Produced, arranged and conducted by Thom Bell, this is the latest album from the group who hit recently with "I'm Doing Fine Now." Includes new single "Happiness Is!" "Soulful Road." Chelsea 2306 001

CITY JOE SIMON

New album including "The Best Time of My Life" and "Carry Me." "Mood, Heart & Soul." Polydor 2391 132

WILLIAM DE

Debut album featuring his hit single as the title track: "Be Thankful For What You've Got." Chelsea 2306 002

VAUGHN NEW FROM POLYDOR!!



MARKETED BY POLYDOR LIMITED

BLACK EXPLOSION

Black music's growth in Britain

IN THE beginning, it was really just a battle between Decca and EMI for the R&B stakes. Decca always came out winning, though, because it had Atlantic, Chess, United Artists and virtually every major American company in its corner. However, during the mid-60s, the success of the soul music with Atlantic moving to Polydor and putting it on the map, and Chess moving to Pye and doing the same for that company.

Today, though, it's a different story altogether because Black music is a strong entity within the record industry and, therefore, every major company has to be involved. This expansion is intended to survey the situation it stands today, emphasising the basic importance that soul music is playing in generating sales for British record companies.

Right now in Britain, the pacesetters appear to be Pye, which is making major strides to become the home of soul in this country. It's not long ago that Pye lost all of its American licences and its significance in soul sales dropped to virtually zero. Now the office block just around the corner from London's Marble Arch houses Stax, Buddah, 20th Century, Scepter-Wand, Roulette, and Pye also pioneered the Disco Demand series which specialises in bringing popular but unavailable disco items back into circulation and which has successfully cut down on the business that the pirates used to revel in. Already — and the series is barely six months since its inception — pop success has been gained by two of eight releases with the Cavaliers and Jerry Williams making the Star Breakers in Music Week's Top 50 Singles chart. The company's success with Barry White and the Love Unlimited project has been phenomenal because Barry White really wasn't an obvious success for this country. However, with perseverance and shrewd investment, White has developed into one of the strongest and most consistent UK sellers. Now, with the launching of the 20th Century label, there is every indication that he will prosper even more in the future.

The company's acquisition of Stax and Buddah has really given Pye a bunch of Black superstars, providing the recording services of Curtis Mayfield, the Staple Singers, Gladys Knight & the Pips, Isaac Hayes, the Impressions, Johnnie Taylor and a wealth of older product that Pye will undoubtedly sift through.

And the success and courage of Precision Tapes, part of the family, deserves special merit. Too, Precision is planning a whole pack of releases that are either especially compiled for tape release or that won't be released as albums.

And one should not overlook that Pye have the country's top selling Black record of the moment in Carl Douglas's Kung Fu Fighting.

However, while Pye is full of future promise, two companies have already proven that Black music can be tremendously successful. CBS is probably more successful in the singles market than Tama Motown but the latter is by far the most successful company when it comes to the more lucrative album division.

Motown's success has been carried out of two definite factions. Firstly, there is the status marker of their string of superstars, the leaders being Stevie Wonder, Diana Ross and Marvin Gaye. On the other hand, there is a constant flow of re-releases, many of which attain white chart status. Recent proof of this statement lies in Jimmy Ruffin's 'My Becomes Of The Broken Hearted', R. Dean Taylor's 'Ghost In My House' and the Supremes' 'Baby Love'. While Motown tends then to succeed from its past efforts, CBS with its Philadelphia International label is concentrating on today. The company's Three Degrees have probably replaced Motown's Supremes as the leading girl group while groups like the O'Jays, Intruders and Blue Notes are pressing Motown's stalwarts such as Temptations and the departed Four Tops.

But CBS isn't only Philly because it also represents via the Epic label the evergreen group, the Isley Brothers, and of course, Sly Stone and the Family. And the latest acquisition is the Invisibles label, the brainchild of the Isley Brothers and Eddie Bragan. This brings the Chairman of the Board into the CBS family. And, noting Motown's success with oldies, CBS has even been able recently to pluck a couple of oldies until recently when it set up a special division in the States to put the company into the very lucrative R&B field. With acts such as Wilson Pickett and New Birth producing the two aforementioned groups, RCA's future certainly looks bright.

Perhaps the only genuine British soul company is Contempo Records. They are the only British-owned company to actually record their music in London and though success took its time coming, the company is now firmly entrenched in the highly competitive discotheque field. Preferring to concentrate on funk at a time when it wasn't fashionable in this country (though it was in the States), the company has developed a chart act in Ultrafunk who share the stage with Freddie 'Mr. Superbad' Mack on the current Kung Fu Man hit. The company also boasts (and records in London) its roster: Doris Duke, J. J. Barnes, Oscar Toney Jr. as well as representing a host of American independents — Jewel/Paula, Althaia are two of the more important. The tremendous increase in the importance of discos on a worldwide basis has rewarded Contempo to the point where it currently has four records in the Top 20 Soul Singles in this country, with Oliver Sain's 'Bus Stop' being perhaps the No. 1 disco record in the country. And the company also boasts Britain's only oldies label in Contempo-Rare which has proven a highly successful project.

Decca's involvement in Black music doesn't consistently reflect the success in America of London. They have in Al Green and the Chi-Lites, two of the most successful and consistent Black acts in the world, yet neither acts seems able to stay in the limelight in this country.

carried Johnny Bristol into the higher echelons, and, though it took time to acknowledge Kool & The Gang, the group's consistent chart placing has been maintained. The Polydor group also includes the Spring and Event labels, thus bringing with it two of the most consistent sellers of records in the U.S. — Joe Simon and Millie Jackson. And, the recently gained Chelsea label, brought New York City and William Devaughn into the family. Perhaps Polydor's trump card will lay in Mandrill, one of America's heavyweights and in the same bag as the Ohio Players, Earth Wind & Fire and War.

Despite having access to one of the truly great R&B catalogues, Atlantic has had difficulty in getting real acceptance for some artists in this country. Roberta Flack, the Spinners and Aretha Franklin are the better sellers but the potential of superstars such as Big Mace, Betty Wright and Margie Joseph has yet to be fulfilled. However, one cannot deny the company's success in the heavy rock market which may well be where immediate priorities lie.

To illustrate how 'easy' (relatively) it is to break Soul music in this country, RCA recently embarked on a

President has recently climbed back into the public eye with two consecutive chart records from the Miami-based T.K. Productions. George McCrae's Rock Your Baby has perhaps been the best-selling R&B record in Britain this year. The company has on its President and Jay Boy labels some of the most valuable back-catalogue oldies.

United Artists possesses two of America's soul giants in Bobby Womack and War but is still waiting for a breakthrough in the British market.

On the contrary, MCA is only just becoming involved in Soul but their willingness to learn and their efforts have already been rewarded with a mini-hit for Dobie Gray and his U.S. million selling Dirty Away. With Martha Reeves being with the company, MCA seems set to continue the soul expansion. It's really only recently that Warner Bros. has moved strongly into the Black market even though the soul that is available isn't perhaps of the most commercial nature. Dionne Warwick must have been disappointing in sales, but WM must have high hopes for the team of Ashford-Simpson, highly successful ex-Motown writers and producers. In its efforts to



The Godfather — and founder of Funk in Britain — James Brown.

nationwide Black music campaign. It achieved immediate success with chart records from the Hues Corporation and the Main Ingredient. While American rivals, CBS, has run away with the Soul stakes, RCA has stayed rather in the background until recently when it set up a special division in the States to put the company into the very lucrative R&B field. With acts such as Wilson Pickett and New Birth producing the two aforementioned groups, RCA's future certainly looks bright.

Perhaps the only genuine British soul company is Contempo Records. They are the only British-owned company to actually record their music in London and though success took its time coming, the company is now firmly entrenched in the highly competitive discotheque field. Preferring to concentrate on funk at a time when it wasn't fashionable in this country (though it was in the States), the company has developed a chart act in Ultrafunk who share the stage with Freddie 'Mr. Superbad' Mack on the current Kung Fu Man hit. The company also boasts (and records in London) its roster: Doris Duke, J. J. Barnes, Oscar Toney Jr. as well as representing a host of American independents — Jewel/Paula, Althaia are two of the more important. The tremendous increase in the importance of discos on a worldwide basis has rewarded Contempo to the point where it currently has four records in the Top 20 Soul Singles in this country, with Oliver Sain's 'Bus Stop' being perhaps the No. 1 disco record in the country. And the company also boasts Britain's only oldies label in Contempo-Rare which has proven a highly successful project.

Decca's involvement in Black music doesn't consistently reflect the success in America of London. They have in Al Green and the Chi-Lites, two of the most successful and consistent Black acts in the world, yet neither acts seems able to stay in the limelight in this country.

enter the soul stakes, Warner recently introduced the Kwanzaa label to their country.

Though not really claiming to be soul oriented, Bell Records has enjoyed a great deal of success with Black product. The Drifters consistently enjoy hit status and both the DeLonzes — the forerunners of today's Philly Sound — and girl-trio, First Choices, have both chalked up hits for the company.

One of the most exciting entries of late has been that of ABC Records. Formerly going under the banner of Probe Records the company has finally been able to use the American name of ABC and of the first dozen or so releases, two-thirds have been by Black artists. Special note should be taken of Rufus, a group who recently attained the number one spot in the States with Tell Me Something Good, while the label also boasts the Four Tops, Freda Payne and Lamont Dozier. ABC also can justifiably claim to be the most successful Blues company right now and this is all down to successes from Bobby Bland and B. B. King.

AKM really doesn't claim to be in the soul field. However, it does have acts on the label who consistently sell in the soul field — namely Quincy Jones, Billy Preston and the Persuasions.

The People and Action labels represent the other side of the soul world. Representing lesser known acts, the two labels nevertheless consistently chalk up goodly sales and enjoyed a big record last year with Don Downing's Lonesy Days, Lonesy Nights.

To sum up — the most hopeful sign that soul will continue to prosper is in the investment that the big companies have made into Black music. 1974 is already the best year that Black Music has known and it looks fairly certain that 1975 will be even better.

BLACK EXPLOSION

Whatever happened to reggae?

IT'S a few years now since the reggae boom, when reggae was one of the most popular types of music about and when there were at least five Jamaican tunes in the Top Fifty, and already it looks as though the music is destined for fame again.

However, this time it will not be skinheads who will bring the music to the top, but the very same people who hated skinheads and their music the authentic middle-class hippie. Exactly the same people as those who said that Jamaican music was "boring", all the same, "incomprehensible" and what's more "only for dancing to" are now making sure that they're the first on their block to get into reggae. It's fast becoming the thing to do if you're really trendy. A walk through King's Road's Antiquarium will show you just how trendy it's becoming — one stall is selling reggae "because the no-one else is" and the reggae albums rub shoulders with the New York Dolls LPs in Let It Rock. Mick Jagger said the other day on radio that he'd go into reggae in 1971 — didn't hear him say much about it then did we? Who is going to be the next rock star to say "I always liked it really?"

Thus it is clear that there has been a definite increase in white interest in Jamaican music, and that is what is needed to get reggae back into the National Charts. Even if reggae is going to be a musical fashion (which admittedly it was with 59.9% of skinheads) for a short time at least it will sell — and sell well.

The question is then, who will be the leaders in the reggae field? Which artists, and which companies will prove to be the most commercial?

placed record (apart from the earlier Number One 'Israelites') — anyone remember Wet Dream.

There are two smaller independent labels that immediately spring to mind — Cactus and Ethnic.

Cactus is a label run by the Crooke company, which releases both heavy and commercial reggae. It's a fairly large company but heavy and commercial reggae isn't being released so very (by reggae standards) and lately has been releasing some very good material. With chart veteran Bruce Ruffin on the books as well, perhaps Cactus can expect some chart placings in the near future.

Ethnic also releases a mixture of material — some of it very hard skank. Ethnic is now releasing all or most of Lee Perry's 'Upsetter' productions in the UK although his Trojan commercial material is as commercial as anything that Trojan has put out like the Sidney Rogers album *Miracle Workers*, which is proving to be popular both sides of the ethnic-pop reggae line.

This company has a couple of problems though. For a start, it's a small company and would have to expand quickly if its first Larry Lawrence, head of the company says, "The first question they ask is what have you done chart-wise, and if you haven't had anything in the charts they don't want to know." However, this is a company that could pull something out of the bag — with Lee Perry's material being used there could be some real reggae in the charts. Perry was the producer with the 'Upsetters' Return of Django, The Vampire, Clint Eastwood and Dry Acid which all got into the Top Fifty in



Johnny Nash

An obvious answer to these questions would be 'The Walters, on Island' — which, although not really wrong, is not completely right.

Island has a good head start on the other companies because of its handling of their top Jamaican act, The Walters. Two highly successful albums have been released and promoted to the point where everybody at least knows who the Walters are, even if they've never heard them. Island releases a new Walters LP in September which is bound to do well in the LP Charts, and Island could claim to be the top company on chart positions.

Trojan claims to have about 75% of the reggae market sewn up and releases a fair amount of ethnic material as well as having commercial artists like the Pioneers, Nicky Thomas, and Winston Royles. Trojan looks set to try to repeat the success of 1970 when it completely dominated the charts, even beating the now-defunct Parlophone record of having the highest

of the late 60's.

There are of course other companies such as Maged (not Alvin Stardust's label), Count Shelly, Lord Koo's, Tropical, and to name a few, and although some of the records on these labels will doubtless be bought by many of the new-wave reggae fans, it is doubtful whether enough of them will be bought to enable them to reach the charts.

Late '74 and (I should think) all of 1975 look like being a time when reggae will grow again. Once more it will be time to like reggae, and sell everyone who you liked it before anyone else did. The only trouble is, if will again be discarded, same as it was in '72.

On a slightly happier note, they do say that if you wait long enough anything will come back into fashion again, I hope that applies to Jamaican reggae.

CHRIS LANE

Soul Gold 100

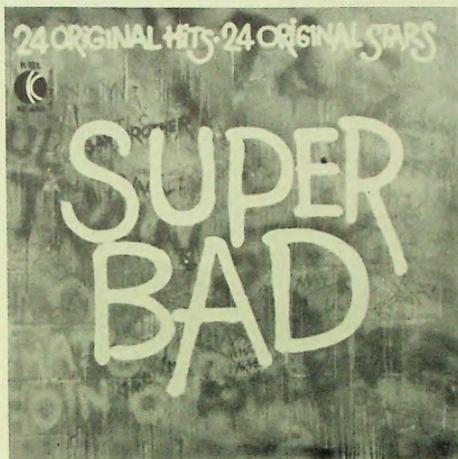
- AFRICAN MUSIC MACHINE: Black Water Gold, Contempo-Raries 9002
- AFRIQUE: Soul Makossa, Fye International 25616
- BARRAKAYS: Soul Singer, Atlantic 10082
- J. J. BASS & REAL: Hummingbird, Tama Motown 870
- J. J. BASS & REAL: Rescue Me, Chess 6145 009
- BOYELLA A. BASS: Here I Go Again, Atlantic 10210
- ARCHIE BELL & THE DRELLS: Here I Go Again, Atlantic 10210
- WILLIAM BELL: Tribute To A King, Atlantic 10244
- WILLIAM BELL & JUDY CLAY: Private Name, Star 2011
- BROOK BENTON: Rock Night In Georgia, Atlantic 10118
- BLOODSTONE: Natural High, Decca 13382
- BOOKER T. & THE M.G.'s: Green Onions, Atlantic 10109
- BOOKER T. & THE M.G.'s: Mojo 2093 026
- JAMES BROWN: Get Up, I Feel Like Being A Sex Machine, Mercury 2001 071
- JAMES BROWN: Hey America, Mercury 6052 119
- JERRY BUTLER: Moody Woman, Mercury 6052 119
- JERRY CLARKE: Landed/The Entertainer, Chess 6145 030
- ARTHUR CONLEY: Sweet Soul Music, Atlantic 10108
- ARTHUR CONLEY: Funky Street, Atlantic 10115
- ARTHUR CONLEY: A Little Misunderstanding, Tama Motown 686
- CONTOURS: Just A Little Misunderstanding, Tama Motown 686
- JIMMY CONWELL: Cigarette Ashes, Contempo-Raries 9001
- CRUSADERS: Put It Where You Want It, Island 6143
- DETROIT EMERALDS: Feel The Need In Me, Westwood 6146 020
- MANN DIBANGO: Soul Makossa, London 10423
- DORIS DUKE: To The Other Woman/Feet Start Walking, Contempo-Raries 9007
- DONNIE ELBERT: Little Piece of Leather, London 10370
- BETTY EVERTT: Getting Mightly Crowded, President 215
- ROBERTA FLACK: Killing Me Softly With His Song, SONY Polydor 2001 071
- FLAMINGOS: Boogaloo Party, Philips 1786
- ARETHA FRANKLIN: I Say A Little Prayer, Atlantic 10386
- ERMA FRANKLIN: Piece of My Heart, Jay Boy 41
- FRIENDS OF DISTINCTION: Grazing In The Grass, RCA 2050
- REX GARVIN: Sock It To 'Em, J. B. Atlantic 10105
- MARVIN GAYE: I Heard It Through The Grapevine, Tama Motown 686
- MARVIN GAYE & KIM WESTON: It Takes Two, Tama Motown 590
- MARVIN GAYE & TAMMI TERRELL: You're All I Need To Get By/Two Can Have A Party, Tama Motown 668
- DOBEH GRAY: The In Crowd, London 10268
- AL GREEN: Tired of Being Alone, London 10337
- AL GREEN: Let's Stay Together, London 10348
- ISAAC HAYES: Thens From Shaft, SONY 2010
- BOBBY HEBB: Love Low Love, Philips 6051 023
- INCREDIBLES: There's Nothing Else To Say, Contempo-Raries 9008
- INDEPENDENTS: Leaving Me, Fye International 25612
- ISLEY BROTHERS: Tell Me, It's Just A Rumour, Bay Tama Motown 877
- J.B.'s: Gimme Some More, Mojo 2093 007
- MILLIE JACKSON: My Man A Sweet Man, Mojo 2093 022
- JIMMY JAMES: A Man Like Me, Stateside 2209
- JAMMY & THE TECHNIQUES: Apples, Peaches & Pumpkin Pie, Mercury 6052 302
- JOHNNY JOHNSON: Honey Bee, Stateside 2207
- BEN E. KING: Stand By Me, Atlantic 10110
- GLADYS KNIGHT & THE PIPS: Help Me Make It Through The Night, Tama Motown 830
- GLADYS KNIGHT & THE PIPS: Take Me In Your Arms And Love Me, Tama Motown 864
- MAJOR LANCE: The Right Track/Ain't No Soul, Contempo-Raries 9015
- KETTY LESTER: Love Letters, Contempo-Raries 9003
- RAMSEY LEWIS: Was In The Water, Chess 6145 004
- JUJY LOVEJOE: In Orbit, Chess 6145 010
- LUNAR FUNK: My Penguin, Bell 1225
- PAUL MAURAT: Black Is Black, Philips 6009 316
- CURTIS MAYFIELD: Move On Up, Baddah 410
- MEL & TIM: Backfired In Motion, Concord 004
- WFSB: TSOOP, Philadelphia International 2289
- GARNETT MIKIMS: Cry Baby, Universal Artists REM EP 403
- MEL MITCHELL: That Dying Beat, London 10074
- MOMENTS: Low On A Two Way Street, London 10378
- AARON N'VILLE: Tell It Like It Is, Contempo-Raries 9009
- OJAYS: Love Train, Philadelphia Int 2213
- OJAYS: Low Train, Philadelphia Int 2213
- ORIGINALS: Baby I'm For Real, Tama Motown 822
- ROBERT PARKER: Barfootin'/I Caught You In A Lie, Contempo-Raries 9010
- BILLY PAUL: Me And Mrs Jones, Philadelphia Int 2214
- WILSON PICKETT: In The Midnight Hour, Atlantic 10389
- PLATTERS: With This Ring/Washed Ashore, Fye International 25612
- BILLY PRESTON: Billy's Rag, President 263
- OTIS REDDING: Stirn On The Dock Of The Bay, Atlantic 10390
- OTIS REDDING & CARLA THOMAS: Tramp, Atlantic 10204
- DELLA REE: Here I Am, Fye Int'l, Atlantic 10105
- MARSHA REI-VIS: If I Feel Good Do It, Avedo 6150 011
- INGER, Left Hand, Tama Motown 899
- SMOKEY ROBINSON & THE MIRACLES: Tracks Of My Tears, Tama Motown 696
- SAM & DAVE: Hold On I'm Comin', Atlantic 10391
- PERCY SLEDGE: Me, Fie! It Man, Tama Motown 828
- PERCY SLEDGE: When A Man Loves A Woman, Atlantic 10394
- SILV & THE FAMILY STONE: Thank You, Epic 4782

**LOOK! Its been in the charts
14 weeks.**

Look at the Stars

Look at the Hits

JOE SIMON
ISLEY BROTHERS
ROBERT KNIGHT
O JAYS
BARRY WHITE
MARVIN GAYE
ARETHA
FRANKLIN
FOUR TOPS &
THE SUPREMES



STEP BY STEP
THAT LADY
LOVE ON A
MOUNTAIN TOP
BACK STABBERS
SUPERWOMAN
MOCKING BIRD
MOVE ON UP
IF YOU WANT
ME TO STAY

MANY THANKS TO

CBS, Philadelphia Int., Polydor, Pye Int., Blue Thumb/Island, People
Alaska, Chelsea, Buddah, Tamla Motown, A & M.

**Whose co operation made this great LP
possible.**

**STOCKS STILL
AVAILABLE**

**CASSETTE & 8 TRACK
AVAILABLE**

The worlds largest
TV promotion company

K•TEL

K•Tel House
620 WESTERN AVE
LON W3. Phone 992-8000 (30 lines).

**THE ORIGINAL
THE BEST**

**First in England
More releases, more No 1 hits**



phonogram

... Is Skin Tight R & B



THE OHIO PLAYERS "SKIN TIGHT"



The Monster Disco Single
From The U.S. Top 20



From The Album 6338 497.

Also Tops
In R & B
With These
Singles

LA, LA, LA AT THE END

Little Anthony & The Imperials

AVCO 6105 031

LOVE IS THE ANSWER

Van McCoy

AVCO 6105 030

I'LL BE HOLDING ON

Al Downing

6146 032

ONCE MORE WITH FEELING

The Whispers

6146 031

Released Sept 27

IT'S BETTER TO HAVE (AND DON'T NEED)

Don Covay

MERCURY 6052 634

TOM THE PEEPER

Act One

MERCURY 6008 005

marketed by
phonogram



BLACK EXPLOSION

The long playing success of soul albums

ONE OF the main reasons behind the growing importance of soul music to the industry in general is the tremendous increase in the sale of soul albums. A couple of years ago, soul albums — even by major artists — sold only in hundreds. In complete contrast, seven of the current Top 50 albums in Music Week are by black American acts. And black superstars such as Stevie Wonder, Barry White or Diana Ross are automatic chart entrants today whereas two years ago, they would have struggled to gain sales.



Marvin Gaye — one of the biggest black album sellers

Why is this? The basic reason is simply that soul albums are far better today than they ever were in the past. And record companies are aware that the market for black records has grown enormously it's a far safer market to sell into.

In America, the influence of black albums on the pop chart is greater than it is here in Britain. The successful merger of soul and rock has also played an important part in helping black talent to hit the album charts and though groups such as War, Mandrill, Earth Wind & Fire, Tower of Power or the Ohio Players have yet to attain success in this country, it is really only a matter of time now.

Most recently, jazz slanted albums have enjoyed a healthy upsurge in the states, too, and that is a trend that is also certain to be repeated over here.

The companies involved are Blue Note (via Donald Byrd and Bobbi Humphrey), CBS (Herbie Hancock), A&M (Quincy Jones) and Kudu/CTI (Grover Washington and Bob James) plus a handful of other companies which are only just starting to get their feet wet in an ever increasing market.

The success of the black cinema has also given way to black soundtracks and although it seems to be dying slightly at present, the black soundtrack has played a great part in the emergence of black music as an album seller. The most successful have been Shafi, Superfly, Cleopatra Jones, The Mack, Foxy Brown, Together Brothers and Claudine.

Tape comes up trumps

RECENT PRECISION label acquisitions give the impression the company is determined to corner the market for black music on tape. With the People and Contempo label signings, artists added to Precision repertoire included Jimmy McGriff, Chick Corea and Junior Parker. This month came the first releases on the newly acquired Buddah and Stax labels, and a flood of new names and product.

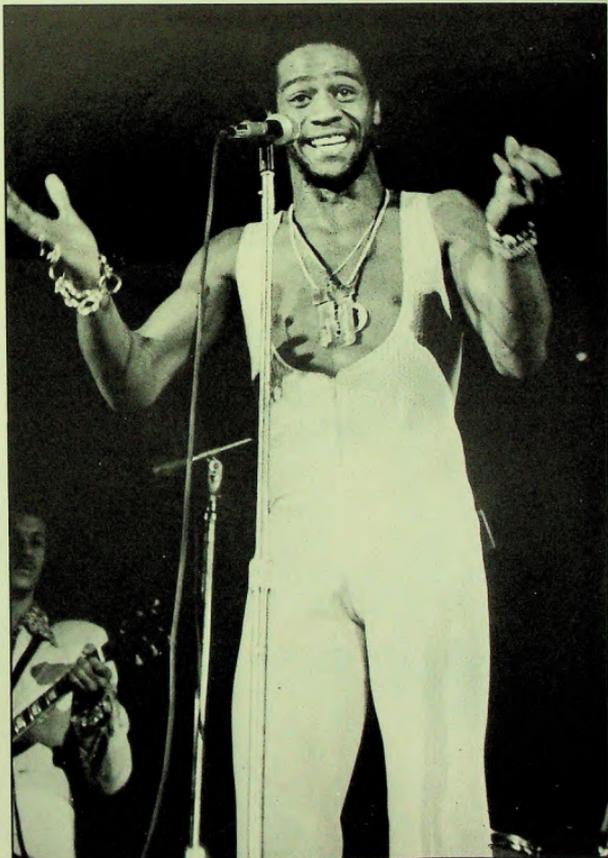
Among the re-issued Stax material is a long chain of tapes from Isaac Hayes, eight in all, and in the first release are artists like the Staple Singers, Eddie Floyd, and the Soul Children, with the prolific Hayes represented again by Tough Guys and Truck Turner. Highspot of the release, though, is the two-part Wattstax issue, a compilation featuring all the top Stax stars. In the re-issue of accumulated Buddah material appear Gladys Knight and the Pips, Curtis Mayfield and Osibisa, with Isis and the Impressions among the newly-issued artists.

In addition, of course, Precision has a daunting list of labels carrying predominantly black repertoire. Prime example is Trojan, the reggae labels set up by Chris Blackwell and Lee Gopthal in the Sixties. The well-known Tighston Up series encapsulates the best of Trojan, which boasts a genuinely comprehensive list of the top artists in this currently fashionable form of West Indian music, developed over the last 10 years through ska, bluebeat and rock steady without benefit of commercial exposure through the normal channels. Today a wide variety of mainstream musicians in every field

are prepared to acknowledge the influence of Desmond Dekker, the Maytals, Bob Marley, Bryon Lee and even Millie Small, who started the whole thing off as a commercial proposition in Britain with My Boy Lollipop.

Other Precision labels with heavy black content are Ember and Mainstream with jazz and blues greats like Armstrong, Ellington, Lightnin' Hopkins and Sonny Terry plus a miscellany that includes Sonet, Kula, Dragon and Bell. But the company does not have things all to itself, as tape marketing managers for the other major companies are quick to point out. At Decca, Gary Mann noted the success of established black artists on the London label, Al Green, Bloodstone, Miriam Makeba, Manu Dibango, and possibly best known at the moment, Ann Peebles. Grand Old Man Ray Charles also appears with two recordings on the label.

EMI, of course, has an enormous amount of black material, tape division general manager Barry Green having successfully followed a policy of issuing as much as possible in both cassette and cartridge. Dominating the black catalogue is Tamla Motown, and tape aficionados who may unaccountably have remained unacquainted with the label can find a perfect introduction in The Motown Story, two doubleplay tapes complete with presentation box, featuring work by all the major artists from Stevie Wonder to the Supremes. Also of great interest to soul followers will be the Motown Anthology series, which provide excellent retrospectives of the work of such influential artists as Marvin Gaye and Gladys Knight.



Al Green — always a strong seller on tape.



album releases

ISAAC HAYES - Tough Guys STXH 5001
ISAAC HAYES - Truck Turner (Double Album) STXD 4001
JOHNNIE TAYLOR - Super Taylor STXH 5002
THE STAPLE SINGERS - City In The Sky STX 1001
EDDIE FLOYD - Soul Street STX 1002
SOUL CHILDREN - Friction STX 1005
THE IMPRESSIONS - Finally Got Myself Together BDLP 4003
CURTIS MAYFIELD - Sweet Exorcist BDLP 5001
BARRY WHITE - Stone Gon' NSPL 28186
BARRY WHITE, LOVE UNLIMITED & THE LOVE UNLIMITED ORCHESTRA - Together Brothers NSPL 28203
LOVE UNLIMITED - Under The Influence Of Love NSPL 28179
BARRY WHITE, Featuring THE LOVE UNLIMITED ORCHESTRA - Rhapsody In White NSPL 28191

think soul, think pye

Available from  group

Also available on Precision Tapes Cassettes & Cartridges

BLACK EXPLOSION

Soul on the radio

THE IMMORTAL cry of all soul fans has always been lack of airplay but as soul music has been integrated within the overall handling of pop over the past year or two, the cry has been less and less justified. As well as the listing included in this section of shows devoted entirely to soul and black music.

Rosko's Saturday show is one that springs to mind and his weekly Radio One show is probably responsible for selling more black records than any other show. Rosko includes not only a high proportion of soul music but he also selects the records that the public wants to hear.

Tony Blackburn includes a fair spread as far as pop-soul is concerned and his personal taste has obvious leanings towards the best of the Philly and Motown releases whilst he completely overlooks the ever-growing funk market - a market that Rosko incidentally leans towards. Stuart Henry's Saturday show, too, includes a higher than average amount of soul music.

Radio One: The Dave Simmons Show. Saturday 5.00pm to 6.30 pm.

BBC Radio Merseyside: Keep On Truckin (DJ Brian Smart) Monday 10.00 pm to 11.00 pm

BBC Radio Medway: Soul Stream Wednesday 7.30pm to 8.30pm

BBC Radio London: Reggae Time (DJ Steve Barnard) Sunday 1.00 pm to 2.00 pm

Piccadilly Radio (Manchester): Soul Train (DJ Andy Peebles) Sunday 7.00 pm to 10.30 pm

BRMB Birmingham: The Soul Show (DJ Adrian Juste). Saturday 7.00 pm to 9.00 pm.

Radio Clyde (Glasgow): Brian Ford Show. Monday & Wednesday 8.30 pm to 10.30 pm

Capital Radio (London): Soul Spectrum (DJ Greg Edwards) Saturday 8.00 pm to 10.00 pm

Several other local radio stations reported that they were planning to include a soul show in their new schedules. The general reaction to each and every show is very positive. Listening figures are good and increasing in every instance but some shows are having a slightly better influence on the public.

The three that tend to stand out immediately are the two London shows by Greg Edwards (Capital Radio) and Steve Barnard (Radio London), and Andy Peebles (Piccadilly Radio) in Manchester.



Greg Edwards

FUNKY JAZZ ON BLUE NOTE

From Transatlantic



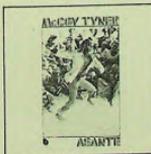
DONALD BYRD
Street Lady
BN-LA 140-F



LOU DONALDSON
"Sassy Soul Strut"
BN-LA 135-F



LEE MORGAN
Memorial Album
BN-LA 124-G



MCCOY TYNER
Asante
BN-LA 123-G



BOBBI HUMPHREY
Blacks and Blues
BN-LA 142-G



ALPHONZE MOUZON
"Funky Snakefoot"
BN-LA 122-G



Recommended Retail Price £2.40 (inc. V.A.T.)

ORDER NOW FROM YOUR TRANSATLANTIC REP OR PHONE SALES ORDERS: 01-965-8352

Blue Note from the Transatlantic Group



SOUL SELLERS

SOUL IS BIG BUSINESS. CONTEMPO IS THE HOME OF SOUL!

No. 5 ON THE SOUL CHART
AND NOW BREAKING POP . . .

KUNG FU MAN

ULTRAFUNK featuring **FREDDIE MACK**
CONTEMPO CS 2023

No. 9 ON THE SOUL CHART
THE No. 1 DISCO SOUND . . .

BUS STOP

OLIVER SAIN
CONTEMPO CS 2026

No. 15 ON THE SOUL CHART
THE SOUL CLASSIC . . .

THE DANCE MASTER

WILLIE HENDERSON
CONTEMPO-RIARIES CS 9005

THE EXCITERS

"BLOWING UP MY MIND"

CONTEMPO CS 2033

ARMADA ORCHESTRA

IT'S THE SAME OLD SONG"

CONTEMPO CS 2024

AFRICAN MUSIC MACHINE

"MR. BROWN"

CONTEMPO CS 2025

THE INCREDIBLES

"THERE'S NOTHING ELSE TO SAY"

CONTEMPO-RIARIES CS 9008

CON-FUNK-SHUN

"CLIQUE"

CONTEMPO CS 2027

STORMY MONDAY

"BOOGIE CHILDREN"

CONTEMPO CS 2028

THE ESCORTS

"DISRESPECT CAN WRECK"

CONTEMPO CS 2029

GENTLEMEN & THEIR LADIES

"PARTY BUMP"

CONTEMPO CS 2030

BARBARA JEAN ENGLISH

"BREAKING UP A HAPPY HOME"

CONTEMPO CS 2031

FONTELLA BASS

"IT'S HARD TO GET BACK IN"

CONTEMPO CS 2032



DISTRIBUTED BY PYE RECORDS (SALES) LIMITED

ANY SOUL FAN WILL TELL YOU THAT THE ORIGINAL IS ALWAYS BEST. BLUES & SOUL IS THE ORIGINAL!



Blues & Soul was the first magazine to give exclusive coverage of the Soul scene. Today, it is acknowledged on both sides of the Atlantic as the foremost authority on Soul music and the leading magazine in its field. Blues & Soul readers are the discriminating record buyers who put the happening Soul sounds on the map. B&S gets results - from the heart of the Soul market.

Beware of imitations - there is no substitute for the original. For advertising and retail* enquiries, ring 01-636 2283.

* Retail discounts to recognised record dealers



A CONTEMPO PUBLICATION

Published fortnightly. 25p.



BLACK EXPLOSION

The impact of discos on soul hits

AS EVERY record company now knows, the disco is the main place to break a soul hit into the pop charts. Virtually every one of the fourteen soul records in a recent Music Week Top 50 began its commercial life as a disco record and records such as Machine Gun, Rock The Boat, Rock Your Bobby and Kung Fu Fighting had little BBC airplay until they appeared on the charts.

However, the disco promotion business is a very precarious and complicated one. Firstly, geographical areas play a great part in determining the success of a certain record in the discos. For example, Machine Gun is almost exclusively a southern record and is the perfect example of what is known as disco funk. It is, incidentally, the first funk record to really break the pop chart barrier although acts such as Kool & the Gang, James Brown, the African Music Machine, the Parback Band and Rufus Thomas consistently sell vast quantities of

records largely thanks to disco play.

There is a friendly rivalry between discos in the north and south. The north still, in the main, plays older records — mainly from the golden era of 1966 to 1969 and several pop hits have started their life through the northern discos.

Chart toppers such as the Tams' Hey Girl Don't Bother Me, Tami Lynn's I'm Gonna Run Away From You are two examples of golden oldies reaching the chart.

Recent examples include R. Dean Taylor's There's A Ghost In My House and the two Pye Disco Demand mini-hits, Jerry Williams' If You Ask Me and the Casualties' Dance Dance.

However, the sales of these northern oriented records is gradually diminishing as funk starts to exert an influence in the north and midlands. Most companies agree that disco records make a profit. Dealers tend to stock disco records

because they nearly all have a built in trade — local DJs — and the likelihood of a disco record staying on the shelf is far lower than for a normal pop record.

Most disco DJs play a game of one-upmanship and it is where imparts come into their own. The basic rule is that the DJ's race for the new releases before their nearest rivals and whereas record companies once frowned on the importers, they now realise that they are getting their promotion done for free. The current success of the Commodores, George McCrae, the Blues Corporation and the Stylistics proves this.

It's also interesting to note that in America, where most major cities have eight or more local radio stations, the discos are playing an increasingly important part in the breaking of records and some companies have installed special disco departments to co-ordinate with their customary ways of promoting product.

Names to watch in '75



The Independents (Pye International) — Three guys and a girl from Chicago and they have notched up an unbroken run of more than eight consecutive hits in the States. Musically, they fall into the Chicago bag and, like the Chelites, they may take their time breaking through here.

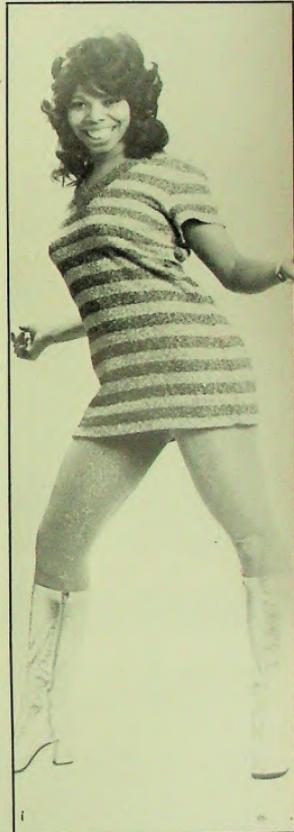
Current album: Chuck, Helen, Eric & Maurice. Pye International NSPI 28188.



Johnny Bristol (MGM) — Currently topping R&B charts in both Britain and America is Johnny Bristol with Hang On In There Baby. He has a glorious past as a record producer and songwriter and was responsible for many Motown classics by such names as the Spinners, Jr. Walker and Gladys Knight & The Pips. Johnny is also the writer of the current Omnidisc No. 1, Love Me For A Reason. Current LP: Hang On In There Baby. MGM 2315-303.



Margie Joseph (Atlantic) — After a fairly successful career with Stax, New Orleans' last, Margie Joseph switched to Atlantic last year and is currently having her greatest success to date with her version of Paul McCartney's My Love. Margie built a name for herself on last summer's All Green European tour. Current LP: Sweet Surrender. Atlantic 40543. Current 45: My Love. Atlantic 10460.



Millie Jackson (Polydor) — Millie almost achieved her British breakthrough a couple of years back with the pop-slanted 'y Man A Sweet Man but she has since completed a string of hit soul singles and albums in the States, culminating with the million-selling Hairs So Good. Current 45: How Do You Feel The Morning After. Polydor 2066-466.

STEVIE WONDER JIMMY RUFFIN MARVIN GAYE SYREETA



**Fulfillingness'
First Finale**
STMA 8019



Syreeta
STML 11268



**Marvin Gaye
Live**
STMA 8018



**Jimmy Ruffin's
Greatest Hits**
STML 11259

Look out for these great new albums-

JACKSON FIVE DANCING MACHINE
STML 11275

THE COMMODORES-MACHINE GUN
STML 11273

CHARTBUSTERS VOLUME 9
STML 11270



EMI Records Limited, 20, Manchester Square, London W1A 1ES. Sales and Distribution Centre, 1-3 Unbridge Road, Hayes, Middlesex. Tel: (01) 759 4532/5611 6 849 9811



BLACK EXPLOSION

Names to watch in '75



Carl Douglas (Pye) — Douglas chopped up the charts with Kung Fu Fighting.



George McCrae (Jayboy) — The Jayboy had its biggest success to date with McCrae's Rock Your Baby.



Eddie Kendricks (Tama Motown) — Though Eddie Kendricks broke through here a few months back with Keep On Truckin', this really is only the tip of an iceberg that could eventually see the youthful looking Mr. Kendricks installed as the next King Of Soul. The former lead singer with the Temptations has already achieved three million sellers in a row in the States.
Current LP: Boogie Down. Tama Motown STM1. 11266.



Rafus (ABC) — Highly rated multi racial group with ultra-talented songstress, Chaka Khan, at the fore. After a run of steadily increasing successful singles, they recently topped the American charts with Stevie Wonder's Tell Me Something Good.
Current 45: Tell Me Something Good. ABC #106.



Ohio Players (Mercury) — Seven piece self-contained band made history recently when their Skin Tight album topped the American and charts for the second separate time. Another act that really requires visual performance but their Skin Tight single is already a disco smash.
Current Album: Skin Tight. Mercury 6338-497. Current Single: Skin Tight. Mercury 6167-012.

War (United Artists) — The first and most successful of the Funk-Rock bands and yet they still remain without a hit in this country. Their concert appearances here earlier this year didn't result in the sales expected but if UA get behind this group, they could develop into one of the best selling acts on their books. Current album: War 'Live'. United Artists Double UAD 60067/8.



Roberta Flack on Atlantic
Ray Charles on Atlantic
John Coltrane on Atlantic
The Drifters on Atlantic
John Lee Hooker on Atlantic
Eddie Harris on Atlantic
Charles Mingus on Atlantic
Rahsaan Roland Kirk on Atlantic
Margie Joseph on Atlantic
The Detroit Spinners on Atlantic
Blue Magic on Atlantic
Otis Redding on Atlantic
Yusef Lateef on Atlantic
Ornette Coleman on Atlantic
Donny Hathaway on Atlantic
Aretha Franklin on Atlantic

Some of the great jazz, blues and soul artists from



BLACK EXPLOSION

Keeping in touch pays off

John Abbey's Contempo Records

A TRAVEL agency was partially responsible for the birth of Contempo International Ltd., which can now boast an annual turnover in excess of £1m.

An unlikely beginning perhaps, but if managing director John E. Abbey had not been employed as a courier for a travel agency and been able to travel through the United States on an air excursion ticket, then the possibility of the company being formed by him would have been doubtful.

Abbey's excursions through the States brought him into direct contact with soul music which he had always loved, but never had the opportunity of seeing from really close quarters — and he was so enthralled with what he saw and heard that he did several interviews with black artists with the possibility in mind of selling them to English magazines on his return home.

Unfortunately his articles were met with apathy by one certain magazine and, disappointed by this attitude, Abbey decided to produce his own magazine, *Home With The Blues*. "I did just 300 copies of the magazine, which was originally meant as a one-off, using my articles and also several photographs I had taken in the States," he explained. "Amazingly all 300 copies were sold without any sort of promotion, and I realised the potentiality of such a magazine. Editions two and three followed and a year later the magazine was selling about 12,000 copies and appearing on magazine stalls throughout the country — even though it still wasn't making any money. We were just managing to break even." The magazine, *Blues and Soul*, now a bi-weekly, is only a small part of Contempo International.

The record division at Contempo was started by Abbey about four years ago, although at that time the company was working a deal with Polydor. For two years Contempo operated the Mojo label and the major two successes of that period were Tammi Lynn's *I'm Gonna Run Away From You* and Isaac Hayes' *Shaft*, both of which sold in excess of a quarter of a million. Abbey claims that it was the first label devoted to making soul music commercially accepted.

"We tried to attempt the impossible and make the black music genre profitable," he admitted, "and to a great extent we were successful in certain fields. A lot of people are involved in black music from the purist's point of view, but you just can't run a business like that. We have always tried to make Contempo viable."

After the agreement with Polydor ran out, Contempo made a similar arrangement with Atlantic and was responsible for several record successes, but by that time Abbey was beginning to realise that Contempo could start producing its own records. In January 1973 the Contempo label started, Decca being responsible for the licensing and distribution.

The first 12 months were frustrating, Abbey says. At the time the agreement with Decca was made Contempo had a close liaison with several of Decca's staff but within weeks most of them had moved on and been replaced by people not entirely sympathetic to Contempo's policies. A new deal was done with Pye for licensing and distribution and, as Abbey admits, "We were soon selling more records than we had ever thought ourselves capable of, thanks in no small measure to the Pye salesmen."

Now Contempo can boast a wide roster of acts and represents Jewel Records in Atlanta Records in the UK, as well as handling Opal Productions. "We aim our records basically at the disco, because that usually is where you can "break" a r&b record. It's no good aiming at the BBC, because they're so restrictive in what they play."

Contempo's offices in Hanway Street, just off Tottenham Court Road, have now spilled over into two buildings. The company runs one of the largest mail-order divisions in the country and soul records and also serves most of the discotheques. There is also a record shop which attracts black music addicts from a wide radius. In addition, Contempo also has offices in New York and Los Angeles, and has representation in the North of England.

Abbey is confident of the great future for black music and believes that there is a potentially wide audience for it in England. This year the record label has been launched in the States and some of the releases have started breaking out in local charts. The magazine *Blues and Soul*, which Abbey personally edits, has also started appearing in several American cities and circulation figures are growing.

Another thriving aspect of Contempo International is its agency, which has brought over many great American r&b stars to appear in UK concerts and tours. Barry White, Wilson Pickett and Al Green have all crossed the Atlantic under Contempo's auspices and the company has also represented Limmie and the Family Cookin', J. J. Barnes and R. Dean Taylor, the only non-black act they have handled.

Supporting soul south of the Thames

NO ONE is perhaps more confident of the future of black music than Dave Hastings — and he is one of the men who should know since his record shop in Bedford Hill, Balham, imports more than six thousand r&b singles a week. When Hastings went into partnership five years ago and took over the running of the Record Corner, the shop at that time was specialising mainly in reggae music, the bulk of which was imported from the USA. "Black music was more of a minority taste then but by the years have seen a gradual change-over and now black music is the dominant selling product."

Hastings believes that record companies could do more to spread the popularity of black music and feels that they don't push their soul product enough. Another brickwall black music had to surmount in the early 60s was the BBC. "Radio more than anything else had hindered the popularity of black music, and the BBC really could give it a fair deal. At the moment you have to be bobbing under the 50, before there's any chance of airplay," he claims.

The position is being rectified to a certain extent by the emergence of commercial radio stations throughout the country, who are showing more interest in black music. But until now, Hastings says, discotheques have been primarily responsible for the success of soul product.

Hastings' confidence in the growing popularity of black

music stems from the great success his record shop has enjoyed since he took over the management. Every week he imports six to seven thousand soul singles and about 400 albums from the States. In addition to the over-the-counter service, he has two men running a mail-order service and also two vans on the road, supplying other record shops with soul.

"Black music used to be very much a singles market but it is moving into the albums field," Hastings admits. "You can thank people like Isaac Hayes, Herbie Hancock and the Staple Singers. Even so, it is possible to categorise the different tastes in black music. The young kids like commercial soul, such as the Jackson 5, while the heavy freaks are into the more complex music with jazz influences."

Hastings' mail-order has a weekly turnover of more than £1,000. He stocks up to about a hundred shops in the country with soul records, as well as several European ones. In the actual shop he plugs soul records continually with a sound system and finds that even this method can sell perhaps 12 records in one go.

Record Corner does actually sell general pop products, but Hastings has found that the demand is minimal. Paper Labels' recent hit sold only a handful of copies in his shop whereas George McCrae's *Rock Me Baby* sold 2,000. The only pop product he has found to sell anywhere near strongly is that of Average White Band.

40 years of black tape.

A Music Week report Tape Retailer, October 12.

For advertising details contact

Nevil Skrimshire
01-437 8090

Soul Gold 100

FROM PAGE 28
STARFINGER: Respect Yourself. Stax 2009
STYLISTICS: Betcha By Golly Wow!. Aavo 6105 011
FELICE TAYLOR: I'm Under The Influence Of Love. President 133
FELICE TAYLOR: I Feel Love Comin' On. President 155
WILLIE TEE: Thank You John/Walking Up A One Way Street. Mojo 2092 025
JAMO THOMAS: I Spy For The F.B.I. Mojo 2092 013
RUFUS THOMAS: Do The Funky Chicken. Stax 2012
FOUR TOPS: Reach Out I'll Be There. Tamla Motown 579
IRE & TINA TURNER: River Deep, Mountain High. AAM 7039
ULTRAFUNK: Living For The City/Who Is He And What Is He To You. Contempo 201
EARL VAN DYKE: Six By Six/All For You. Tamla Motown 637
VELVELETTES: These Things Will Keep Me Loving You. Tamla Motown 780
VELVELETTES: Noodle In A Haystack. Tamla Motown 806
JR. WALKER & THE ALL STARS: Come See About Me. Tamla Motown 637
JR. WALKER & THE ALL STARS: Road Runner/Shotgun. Tamla Motown 691
MARY WELLS: My Guy. Tamla Motown 820
STEVE WONDER: For Once In My Life. Tamla Motown 679
STEVE WONDER: My Cherish Amour. Tamla Motown 690
BETTY WRIGHT: Clean Up Woman. Atlantic 10335
 Every effort has been made to check that every one of these records is still readily available from the various distributors. At the time of compilation, every one is in stock and on catalogue.

An alphabetical guide to 100 of the most popular soul singles available.

Soul Chart

- 1 HANG ON IN THERE BABY: Johnny Bristol MCM 2066.443 (4)
- 2 WANG OF CLUBS/DU I AGAIN: K.C. & The Sunshine Band Jay Boy 88 (4)
- 3 IT'S BETTER TO HAVE: Don Covay Mercury 6052.634 (5)
- 4 GANTT GET ENOUGH OF YOUR LOVE: Barry White Pye International 25661 (3)
- 5 KUNG FU MAN: Ultra Funk featuring Freddie Mack Contempo 2023 (4)
- 6 BUST UP: Oliver Sam Contempo 2026 (4)
- 7 MACHINE GUN: The Commodores Tamla Motown 902 (5)
- 8 LIVE IT UP: The Isley Brothers Epic 2578 (3)
- 9 WHEN WILL I SEE YOU AGAIN: Three Degrees Philadelphia Int. 2155 (6)
- 10 YOU MAKE ME FEEL BRAND NEW: The Stylistics Avo 6108.208 (2)
- 11 TELL ME SOMETHING GOOD: Rufus ABC 4008 (3)
- 12 WHAT BECAME OF THE BROKEN HEARTED: Jimmy Ruffin Tamla Motown 911 (5)
- 13 BAPTIST LOVE: Diana Ross & The Supremes Tamla Motown 915 (3)
- 14 FEEL LIKE MAKING LOVE: Roberta Flack Atlantic 10467 (6)
- 15 CITY IN THE SKY: The Staple Singers Stax 2001 (2)
- 16 DANCE MASTER: Willie Henderson Contempo-Raries 9005 (7)
- 17 ROCK YOUR BABY: George McCrae Jay Boy 85 (7)
- 18 KUNG FU MAN: Ultra Funk featuring Freddie Mack Contempo 2023 (4)
- 19 ROCK THE BOAT: Huey Copeland RCA 0232 (6)
- 20 EVERYBODY PARTY ALL NIGHT LONG: Chairmen of the Bomb Infractus 2023 (3)
- 21 TOM THE PEPPER: Act One Mercury 6008.005 (11)
- 22 THEN CANE YOU: Dionne Warwick & The Spinners Atlantic 10495 (1)

- 23 MY THANG/TH THE PAYBACK: James Brown Polydor 2066.485 (5)
- 24 SIDESHOW: Blue Magic Atlantic 10494 (2)
- 25 YOU LITTLE TRUSTMAKER: The Tymes RCA 2456 (1)
- 26 SOUND YOUR FUNKY HORN: K.C. & The Sunshine Band Jay Boy 83 (10)
- 27 MIDNIGHT TRAIN TO GEORGIA: Cissy Houston Janis 6146.027 (2)
- 28 HOLLYWOOD SWINGING: Kool & The Gang Polygon 2001.530 (4)
- 29 PARTY BUMP: Getmen & Their Ladies Contempo 2030 (1)
- 30 IT'S THE SAME OLD SONG: The Armada Orchestra Contempo 2024 (3)
- 31 DANCE DANCE DANCE: The Casualties Pye Disco Demand 103 (5)
- 32 OUT ON THE STREETS AGAIN: Etta James Chess 6145.033 (2)
- 33 FUNY PARTY: Clarence Reid Atlantic 10456 (6)
- 34 PAINT YOURSELF IN THE CORNER: Classic Soulivans Krasna 19501 (2)
- 35 BREAKIN' DOWN THE WALLS OF HEARTACHE: Johnny Johnson & The Bandwagon Epic 2597 (3)
- 36 FUNKY MUSIC SHO' NUFF TURNS ME ON: Yvonne Fair Tamla Motown 913 (1)
- 37 CLIQUE (The Funky Bunch) Contempo 2027 (2)
- 38 NOW THAT WE FOUND LOVE: The O'Jays Philadelphia Int. 2577 (2)
- 39 DO IT BABY: The Masters-Tamla Motown 914 (2)
- 40 GOOD THINGS DON'T LAST FOREVER: Ecstasy, Passion & Pain Pye International 25660 (2)

Compiled on returns from 27 special shops.
 Courtesy Blues & Soul International Music Review.

TROJAN NEWS

UNDENIABLE PROOF THAT REGGAE MOVES ON. LAST WEEK'S AD IN MUSIC WEEK REFERRED TO 'WHAT'S HAPPENING TO REGGAE?'

THIS IS WHAT'S HAPPENING TO REGGAE!

1) Last week's chart position as supplied by BMRB showed;

KEN BOOTHE	"Everything I Own"	TR 7920	70
BOB & MARCIA	"Young Gifted And Black"	TR 7925	80
THE CIMARONS	"Over The Rainbow"	TR 7919	102
JUDGE DREAD	"Big Nine"	BI 626	127
JOHN HOLT	"Help Me Make It Through The Night"	TR 7909	127
THE PIONEERS	"Jamaica Jerk Off"	TR 7931	176

This week's chart positions are;

KEN BOOTHE	"Everything I Own"	TR 7920	58
		star breaker	
BOB & MARCIA	"Young Gifted And Black"	TR 7925	72
		longer list	
AL BROWN	"Here I Am Baby, Come And Take Me"	TR 7915	92
JUDGE DREAD	"Big Nine"	BI 626	100
THE MAROONS	"Rock Your Baby"	HJ 6683	124
DERRICK HARRIOTT	"Some Guys Have All The Luck"	HJ 6675	144
INNER CIRCLES	"You Make Me Feel Brand New"	TR 7933	174
WINSTON GROOVY	"Please Don't Make Me Cry"	HJ 6680	188

Which proves beyond doubt that the Trojan Sound is all that is best in reggae music and that there is obviously a big market for dealers outside of specialist shops.

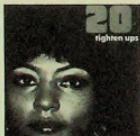
2) Other Trojan Records continue to show big sales.

BOB MARLEY & THE WAILERS	"MR BROWN"	TR 7926	
GREYHOUND	"I AM WHAT I AM"	TR 7927	
NICKY THOMAS	"ONLY A CHILD"	TR 7929	
TOOTS & THE MAYTALS	"TIME TOUGH"	DRA 1024	
JOHN HOLT	"HELP ME MAKE IT THROUGH THE NIGHT"	TR 7909	
THE PIONEERS	"JAMAICA JERK OFF"	TR 7931	

And must soon be showing in the charts.



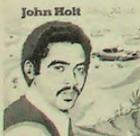
LETS GET IT ON TRLS 83



20 TIGHTEN UPS TRLS 90



IN THE DARK DRLS 5004



DUSTY ROADS TRLS 85



1000 VOLTS OF HOLT TRLS 75



IN TIME TRLS 87

THE TROJAN SOUND

3) The Trojan Sound has previously found chart success and has numbered 38 records in the charts over the past four years. At no time has the quality decreased or the popularity of reggae music, in fact we believe there is an even stronger demand for reggae music than ever before. It is within the interests of every dealer to benefit from this demand which will ultimately show in the charts and present a more realistic picture of what the public are actually buying. It is also a fact that other Trojan singles have been in the chart breakers, but not received sufficient airplay to reach the top 50.

4) Every day the Sound of Trojan music is appealing to a broader cross section of the public and people by their support of such reggae artistes as Toots and the Maytals (at Hyde Park concert. Rainbow) Ken Boothe, John Holt, Nicky Thomas, The Cimarons and The Pioneers, show that these artistes will soon be charting in a big way.

5) We already have the first breakthrough this week with John Holt "A Thousand Volts Of Holt" TRLS 75 jumping into the full price album chart at No. 74.

ALBUMS SUCH AS:-

"IN THE DARK"	DRLS 5004
"DUSTY ROADS"	TRLs 85
"ONE THOUSAND VOLTS OF HOLT"	TRLs 75
"IN TIME"	TRLs 87
"20 TIGHTEN UPS"	TRLs 90
"LETS GET IT ON"	TRLs 83

Are representative of ethnic and popular reggae music in this country and are selling extremely well.

We hope the success of John Holt's Album will be quickly followed by the others.

6) The Trojan Sound has proved itself to be as influential and as popular as Tamlia or Philly and like these other sounds has developed its own particular brand of music.

THE TROJAN SOUND IS EVERYTHING THAT IS BEST IN REGGAE.



Marketed by B & C Records Ltd, 37 Soho Square, W.1.
Available from EMI (Hayes) & B & C Sales, 12 Nassden Lane, N.W.10 & Lugtons

Tamla Motown



Berry Gordy — founder of Motown.

WITHOUT A shadow of doubt, Tamla Motown has been the most successful soul label in this country. And the special "sound" that the company perfected in its initial years in Detroit will probably go down in history as being the best selling "sound" of all time.

Founded over twelve years ago by its current president, Berry Gordy Jr., the company has grown from row of converted houses in Detroit's suburbs to a lavish office block on Los Angeles' swish Sunset Boulevard. However, that move to L.A. also resulted in the company's musical policy broadening. That old computerised sound is no longer being churned out and in its place is an artistic direction that is still second to none. Motown is now an album company and although they still welcome hit singles, they direct their main efforts towards the album market.

This is constantly reflected by the fact that Tamla Motown will often hold down the top three or four places in the UK soul albums chart.

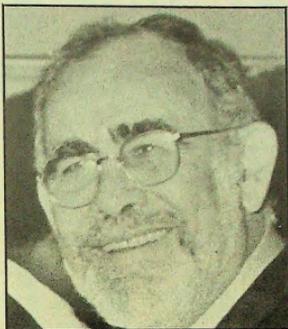
Today, the leading lights at Motown are Stevie Wonder, Diana Ross, Marvin Gaye and Eddie Kendricks. But, the company also possesses a vast roster of artists who are continually selling records — names such as the Commodores, Smokey Robinson, the Temptations, Willie Hutch and the Undisputed Truth.

Furthermore, through some shrewd reissues, Tamla Motown is constantly represented in the UK charts with revived 45's, such as Jimmy Ruffin's What Becomes Of The Broken Hearted, R. Dean Taylor's There's A Ghost In My House and Diana Ross & the Supremes' Baby Love.



Diana Ross — a Motown superstar.

The big three Atlantic



Jerry Wexler — Atlantic's creative source.

ATLANTIC RECORDS is the oldest established soul company still operating on a high level and the shrewdness of the company's executive staff is the main reason why it is still successfully operating in a business that constantly changes.

Whereas most leading companies have specialised in a specific sound, Atlantic is really an all-round soul company and still even retains roots in the blues that brought them to the fore more than twenty years ago. The company's leading soul asset is undoubtedly Aretha Franklin, who has consistently sold records over a long period. A year or so back there was some speculation that Aretha might be leaving the company that had carried her to the very top and at that time, she seemed to fall away artistically, too. An album that she recorded herself with Quincy Jones was — by her standards — mediocre but as soon as the contractual problems were ironed out, she rejoined her long-serving producer, Jerry Wexler, and immediately burst through with a string of million sellers and a chart-topping album, Let Me In Your Life.

However, over the past two years, Aretha has been pushed to the very brink to retain her role as the company's steadiest seller of records. Roberta Flack and the Spinners are the two acts that have been doing the pushing and, if anything, Roberta is now a bigger seller of records pro rata although her output of releases is nowhere near as constant as Aretha's.

Atlantic edged into the hugely successful Philly Sound when they signed the Spinners — formerly one of the backbone groups at Motown — and took them to Philly to record with music master, Thom Bell. It resulted in a chart-topping album and a run of six million selling singles, two of which achieved chart status over here, too. The company's interest in Philly has been continued via Blue Magic, who are tipped to become one of the supergroups in the States; and Jackie Moore has moved from her southern sound into the Philly sound.

Atlantic's back-up of artists includes Donny Hathaway, Maggie Joseph and newly-signed, Ace Spectrum. And its back catalogue ensures that Atlantic will always be one of the major companies in the soul stakes.



Aretha Franklin.

BLACK EXPLOSION

Philadelphia International



Kenny Gamble and Leon Huff.

THE NEWEST addition to the winner's circle of soul companies is Philadelphia International, which now seems to enjoy the same kind of dominance in the singles chart that was once afforded to Motown.

The company recently enjoyed its very first pop chart topper when the Three Degrees' When Will I See You Again climbed to the peak only four weeks ago. However, things haven't always been so rosy in Britain for the Gamble-Huff team. Their climb to power coincided exactly with their placing of Philadelphia International at CBS and since that day more than two years ago, more than 30 million units have been sold of Philly Int. music. Prior to that move, Kenny Gamble and Leon Huff had tried their luck with the Gamble label, for whom the Intruders still record; the Neptune label for whom the O'Jays and Three Degrees initially recorded. Billy Paul was another of the Gamble label credits but he really didn't sell any serious quantities of records either on Gamble or Neptune. Harold Melvin & The Blue Notes were a world class "live" act but they had never been captured on record in ten years of trying.

The big break came via the O'Jays' multi-million selling Back Stabbers and it's really been success every step of the way since. The Gold singles have included Billy Paul's Me An Mrs. Jones, Harold Melvin & The Blue Notes' If You Don't Know Me By Now and The Love I Lost, MFSB's TSOP, and the O'Jays' Love Train and For The Love of Money.

Today, though, Philly Int. is headed into the more difficult field of album sales and they have already enjoyed success via concept albums on the O'Jays (Ship Ahoy) and Billy Paul (War Of The Gods). Here in Britain, the superb album by the Three Degrees has been the company's best selling LP to date.

And now with the influx of other Philadelphia companies coming under the main Philadelphia International banner, the label's success seems assured. From the Golden Fleece label come Transams, from Gamble come the Intruders and from Thom Bell's new Thunder label comes perhaps the most exciting new act of all, Derek & Cyndi, whose first release is almost a guaranteed smash.

And, in talking about Philadelphia, one should not overlook the fact that the Stylistics, Spinners and Whispers all climbed to fame via sessions at Sigma Sound Studio in the city.



The Three Degrees.

BLACK IS BOUNTIFUL ON PRECISION TAPES

WHETHER IT'S SOUL OR REGGAE ...

Featuring such great artists as
ISAAC HAYES
CURTIS MAYFIELD
BARRY WHITE
STAPLES SINGERS
THREE DEGREES
IMPRESSIONS
DRIFTERS
LOVE UNLIMITED AND
LOVE UNLIMITED ORCHESTRA
GLADYS KNIGHT & THE PIPS
and many others



PLUS THESE 3 GREAT 25 TRACK TAPE ONLY COMPILATIONS
THE WHOLE FUNKY WORLD IS A GHETTO ZC/YBCLP 301
LISTEN TO THE PEOPLE ZC/YBPLE 101
BLACK GOLD ZC/YBMSL 501



Including many great names such as
PIONEERS

TOOTS & THE MAYTALS
BYRON LEE & THE DRAGONAIRES
DESMOND DEKKER
DAVE & ANSEL COLLINS
DANDY LIVINGSTONE
BOB MARLEY AND THE WAILERS
UPSETTERS
NICKY THOMAS and many others.

Also a great series of compilation
tapes from Trojan and Dragon—
Tighten Up Vols 1-8, 20 Dragon Hits
and 20 Explosive Reggae Hits.



A huge catalogue of artists including

COUNT BASIE
LOUIS ARMSTRONG
DUKE ELLINGTON
ERROLL GARNER
DIZZY GILLESPIE
AIRTO
ART FARMER
FREDDIE HUBBARD
CHARLES KYNARD
HUBERT LAWS
BUDDY RICH
HANK CRAWFORD
GEORGE BENSON
GROOVE HOLMES

STANLEY TURRENTINE and many others.



A wide range of top artists featuring
SARAH VAUGHAN • LIGHTNIN' HOPKINS
BIG JOE WILLIAMS • JUNIOR PARKER
SONNY TERRY & BROWNIE MCGHEE
MEMPHIS SLIM
BLIND SONNY TERRY
BUKKA WHITE • BLUE MITCHELL
MIGHTY JOE YOUNG
RAY CHARLES
JUKE BOY BONNER and a host of others.

JAZZ

...OR BLUES



there's plenty of it at its best on Precision Tapes

For full up to date Black Music catalogue write to: Precision Tapes Ltd., NW 9/74 ATV House 17 Great Cumberland Place, London W1A 1AG.

ALBUM REVIEWS

POPULAR

GEORGE FAME

George Fame. — Island ILPS 9293. Production: Glyn Johns. — Glyn Johns has done an excellent job on both producing and engineering this album on which Fame shows really good form. He uses every form from country through funk to jazz and does it all well. Survival, the single, is pure showbiz. This is arguably the best album Fame has released to date and it should be recognized as such. There are enough Fame fans out there and sufficient recognition for the man's talent within the entertainment industry to put this in the charts.

ALICE COOPER

Alice Cooper's Greatest Hits. — Warner Brothers K56043. Production: Bob Ezrin, Jack Richardson and Jack Douglas. — The perfect album for everyone who thought they might like Alice Cooper but could not be bothered to buy the albums. If the band ever succeeded in producing any good tracks these are they, packaged in a beautiful piece of artwork that looks as though it should be gatefold but isn't. Best tracks are Schools Out, Electic, Hello Hoorary and Muscle of Love.

GREENSLADE

Spyglass Guest. — Warner Brothers K56055. Production: Greenslade and Jeremy Enpot. — After a little time spent trying this looks, or rather sounds, like the one for Dave Greenslade and his band. The album has impressed several DJs who have been giving it air time and the band and the record company are putting their backs into promotion. Greenslade and Dave Lawson, who independently have written most of the tracks have apparently achieved personal musical milestones. In the past they may have been accused of self-indulgence but now their writing is more and even, dare one say it, commercial. Spirit Of The Dance, Joie De Vivre, Rainbow are among the best tracks as well as, surprisingly, Slam Secraw a debut piece of writing by bass player Tony Reeves.

PETERS AND LEE

Rainbow. Philips 6308 208. Producer: John Franz. A collection of evocative standards all very competently handled by family favourites Peters & Lee. Included in line-up are Don MacLean's Vincent, The Everly Brothers, So Sad and Jerry Lucas' Season In The Sun. All bear the easily recognizable stamp of the duo and it all adds up to a chart entry for them.

ROBERT PALMER

Sneakin' Sally Through The Alley. Island ILPS 9294. Production: Steve Smith. — As Island has invested a fortune in this artist and this, his first album since Vinegar Joe's split up, it is hardly surprising that it is superb. Production, needless to say, is glossy and Palmer has fitted himself into a funky sort of bag with a bunch of unnamed musicians who provide the sort of backing that suggests they have all had solo albums of their own. Best tracks are the title track and the final track Through It All There's You.

TRAPEZE

Hot Wire. — Warner Brothers K56064. Production: Neil Slaven and Trapeze. — A remarkable album from a band that has never received particularly glowing reviews for concert performances. This is admittedly a certain derivative quality to much of their music, particularly the rockers which tend to sound like Free. But then there are tracks with such strong hooks and solid rhythms and genuine middle-American drive. Even the derivative tracks have computation.

CHART CERTAINTY

Sales potential within

respective market

*** Good

** Fair

* Poor

The final track in particular is a masterpiece. Feel It Inside is a lengthy track with vocal and instrumental breaks and the guest appearance of a female vocalist who sounds remarkably like P. P. Arnold.

HARPERS BIZARRE

The Best Of Harpers Bizarre. — Warner Brothers K56044. — Four tracks from each of the albums. They are really very well chosen tracks making this the definitive Harpers album. Little needs to be said except that it is bound to sell well despite the two tracks that are stereo enhanced mono. One of these is the 59th Street Bridge Song and it really doesn't matter a bit. Other great tracks are The Biggest Night Of Her Life, Simon Smith and the Amazing Dancing Bear, Chattanooga Choo Choo and the perfect Bizarre arrangement of Anything Goes.

JOHNNY BRISTOL

Hang On In There Baby. MGM Super 2315 303. Producer: Johnny Bristol. With a Motown production-songwriting track record of considerable lustre behind him, it was inevitable that when Bristol finally got around to recording himself that something special would result. The magnificent title track — a potential chart-topper — has paved the way, and the album should consolidate his position as an important new arrival in the soul market. There's nothing on the LP market as stunning as the single, but quality is maintained throughout and the mood of sophisticated soul somewhat akin to Barry White stylings is just right for today's growing market for black music.

JESS RODEN

Jess Roden. — Island ILPS 9286. Production: Alan Toussaint and Chris Blackwell. — With a production team like that it had to be a good album and it is. Basically it is a white soul. Roden has written all the songs and executes them in a strong, if mature, bluesy voice. The first track, Reason To Change, is definitely the strongest and the remainder of the album does not really live up to it. Nevertheless there is promise. Most of the tracks are too smooth and pillow-sounding, unless that was the original aim. If it were Jess Roden's voice is not black enough to carry it off.

JERRY LEE LEWIS

Rocking And Free. Sun 6467 029. The 22 selections recorded between 1956-1960 (and sound it too) are of one of the greatest talents from previously unmissed material from the annals of rockers. In fine form, Lewis does tickle a mean vibrato and sings some fine rock and roll, drawing on his country and R&B background. He always puts tremendous vitality into his songs and this comes across potently on these selections. Should appeal to the Jerry Lee Lewis fans and should also generate some nostalgia sales.

WALLY

Wally. Atlantic K 50051. Producers: Bob Harris and Rick Wakeman. With Rick Wakeman producing, one might expect a series of long and complicated songs from recently signed Atlantic act Wally, but that's not the case. Most of the numbers are neat little pop songs as exemplified by Sunday Walking Lady, which starts slowly and builds up to a crescendo culminating in a bouso solo from the fiddle player. An interesting band which could well build itself a steable following.

LABI SIFFRE



First single on EMI

DREAMER

EMI 2204

EMI Records Limited, 20, Marshfield Square, London W1A 1ES.
Sole and Distribution Centre, 3, Upper Stan Hill, Hayes, Middlesex, Tel. (01) 739 8521/2511 6448 911

DRACULA'S DAUGHTER

New Single Coming Soon

6006 413



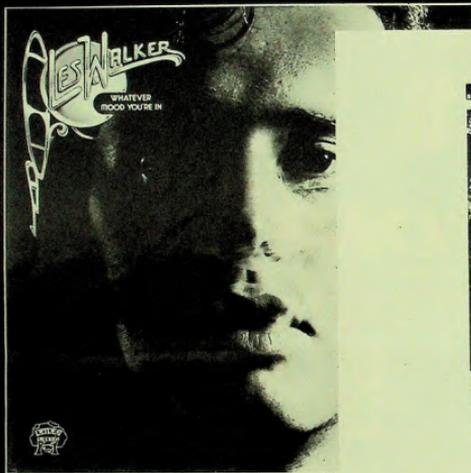
marked by
phonomogram

FOLLOW-UP TO
THEIR TOP 30 HIT
CENTRAL PARK ARREST

RETREAT

take two steps forward

Retreat Records first two album releases



LES WALKER

Whatever Mood Your In RTL 6001

First solo album from the former lead singer of Warm Dust. Featuring a host of top session musicians. The set includes superb versions of 'Behind Closed Doors' and Allen Toussaint's 'Freedom for the Stallion,' Another Derek Lawrence/Big Jim Sullivan production.

BIG JIM SULLIVAN

Big Jim's Back RTA4001

'Big Jim's Back'—with a vengeance! The world's most celebrated session guitarist at last comes up with his first solo album, produced by Derek Lawrence. The man who has played on countless hit records now sings and plays his own material alongside some of his favourite sessionmen.



EMI Records Limited
20 Manchester Square London W1A 1ES



MUSIC WEEK



Surveying the complete classical music market

Boehm signs life deal with Deutsche Grammophon

Some Decca 'Bargain' go to double-sees

LARGE RECORDING schedule is ahead for 60-year-old conductor Karl Boehm, who has just signed a lifetime exclusive recording contract with Deutsche Grammophon for which he has already made many recordings. Boehm has already made four Mozart Opera DGG recordings

— The Magic Flute, Don Giovanni and The Marriage of Figaro already released, and The Seraglio which will come out this autumn. Now he is to record productions of Idomeneo and La Clemenza di Tito. DGG has also experimentally recorded live Boehm-conducted

performance of Mozart's Così Fan Tutti at this year's Salzburg Festival, with singers Gundula Janowitz, Brigitte Fassbaender, Reri Grist, Peter Schreier, Hermann Prey and Rolando Panerai. Boehm is to complete his series of Mozart concertos for wind instruments, and plans for him also include piano concerto performances with soloists Sviatoslav Richter and Maurizio Pollini.

Before the end of the year Boehm will also fulfil one of his long-held wishes, to re-record his earlier mono version of Beethoven's

Missa Solemnis, still available on Heliodor label in Germany and Austria. New stereo version will star British soprano Margaret Price, with mezzo Christa Ludwig, tenor Wieslaw Ochman and bass Martti Talvela. With the Vienna Philharmonic, Boehm is also to make DGG recordings of lighter works, Saint-Saens' The Carnival of the Animals and Prokofiev's Peter and the Wolf. In 1975 and 1976 he will record Brahms music with the Vienna Philharmonic, including the four symphonies, the Haydn Variations and the Tragic and Academic Festival overtures.

Panamanian composer wins 1974 Koussevitzky Award

PART OF Montreal Festival celebrations in Switzerland, this month was presentation of the 1974 Koussevitzky International Recording Award, coinciding with the 100th anniversary of the birth of conductor Sergei Koussevitzky. This year's award went to Panamanian composer Roque Cordero for his Concerto for Violin and Orchestra, originally commissioned in 1961 by the Koussevitzky Foundation, and recorded by CBS with the Detroit

Symphony Orchestra and soloist Sanford Allen. Jury that made the award from 20 submitted works included British conductor Edward Downes, and the award was presented to Cordero at Montreal by Mme. Kiri Koussevitzky, the conductor's widow. It carries a cash prize of 1,000 dollars plus international distribution of the recording to radio stations, educational centres and libraries.

CBS Masterworks director Paul

Myers said in London this week that the recording, widely issued in America, would probably be included in the fourth volume of CBS's series of Black Composers due for issue here later.

Jury also recommended for "special citation" two works by British composer John McCabe, Notturmi ed Alba and his Symphony No. 2, recorded for EMI by the Birmingham Orchestra conducted by Louis Fremaux (ASD 2904).

Karajan's new Verdi Otello

HEADING THE list of EMI classical releases for October comes the second major recording of Verdi's second-to-last opera, Otello, in five years. Out in 1969 was the Barbrolli-conducted issue (SLS 940), still in the catalogue and likely to remain there. New recording is under Karajan, who also has a Decca version of the opera (SET 209-1) still available from the London label. Stars of the coming EMI version are Jon Vickers as Otello, Mirella Freni as Desdemona and British baritone Peter Glossop as Iago, with the Berlin Philharmonic Orchestra and the Deutsche Opera chorus. Release ties with the London world premiere in the Festival Hall on October 25 of the colour-film of the opera, with Karajan and the same cast as the recording. Karjan will come to London for the occasion.

Two of this year's musical releases are marked by the release. That of composer Arnold Schonberg will be commemorated by issue of a 10-year-old live performance of his early work, Die Gesellen, by the Danish State Radio Symphony Orchestra under

Hungarian conductor Janos Ferencik, with soloists Martina Arroyo, Janet Baker, the late tenor Julius Patzak and British tenor Alexander Young, staged in association with the European Broadcasting Union and made available to EMI by the Danish Radio. The recording comes on a two-LP set, SLS 894, retailing at £3.85. Second centenary issue honours British composer Gustav Holst, with the first recording of his Royal Symphony by the London Philharmonic Orchestra and choir under Sir Adrian Boult, with soloist soprano Felicity Palmer (SAN 354).

Supported by a sales campaign of posters and other merchandising is a new recording by the Bournemouth Symphony Orchestra under conductor Pavo Berglund of Shostakovich's Symphony No. 7, the "Leningrad Symphony" written to commemorate the 1941 siege of Leningrad in which Shostakovich himself served in the defence forces performing it on two LPs and will be issued with booklet at £4.75.

Young cellist Jacqueline Du Pré has a reissue titled Favourite Cello

Concertos, bringing together some of her outstanding recordings transferred and reissued by producer Savi Raj Grubb on a three-LP set (SLS 895) at £4.95. Included are the Danish Concerto (Chicago Symphony Orchestra conducted by Daniel Barenboim), the Schumann with the New Philharmonia, Barbrolli conducting the great Elgar with the London Symphony Orchestra, and the Haydn D Major with the same orchestra, and Barenboim conducting the English Chamber Orchestra in Haydn's in C.

An unusual world-premiere recording from EMI is a different version of the popular Concerto de Aranjuez by Spanish composer Rodrigo, usually heard with a guitar soloist. Rodrigo himself made a version with a harp soloist, and his name is now recorded for the first time by Spanish harpist Nicolas Zabaleta, with Rafael Fruhbeck de Burgos conducting the Spanish National Orchestra on ASD 3034. Fill-up is a Harp Concerto in G by 19th-century British born-composer and harpist Ellis Parish-Alvars, famous in his day as a composer and executive.

STARTING NEXT month, change in issue plans for some Decca releases in the Bargain Box series. Partly to conserve supplies of scarce board used in boxes, from now on the two-LP releases will be in double-fold sleeves and not in boxes. First in this style will be the two-LP anniversary issue of Bruckner's Symphony No. 4, with veteran conductor Karl Boehm conducting the Vienna Philharmonic Orchestra. Most recordings of the work are on a single LP, but following the success of the previous release of Beethoven's Symphony No. 9 on two discs, obviating change-overs in the middle of a movement, the same practice has been used for this Bruckner, putting each movement uncut on one side, with a total running time of 67 minutes (68B 171-3). The two LPs will retail at a special price of £2.90.

On SXL 6680 pianist Alicia de Larocha plays the two piano concertos of Maurice Ravel, the G Major, and the "Left Hand" specially written for pianist Paul Wittgenstein who lost an arm in World War I. Fill-up on this side of the disc carries Faure's Fantaisie for piano and orchestra, Making his Decca debut as soloist in October is Covent Garden's French-Canadian born bass Joseph Rouleau in a recording of arias from French operas, including Verdi's Don Carlos and The Sicilian Vespers (both originally written for French librettos), Gounod's Faust, Massenet's Herodiade, Meyerbeer's Les Huguenots, Ambroise Thomas's Le Caïd, and other French works. Covent Garden conductor John Matheson also makes his recording debut directing the Royal Opera House orchestra (SXL 6637).

In reissues, there comes from Decca a multi-volume set of the previous issue of Kodaly's comedy

opera Hary Janos originally on SET 399-404 with connecting narration by actor Peter Ustinov. Now the music only, with no narration, is released on a single LP, SXL 6631. Earlier songs originally issued as fill-ups to releases of the composer's Symphonies Nos. 5 and 6, and sung by mezzo Yvonne Minton, are now out on a single disc, with Sir Georg Solti conducting the Chicago Symphony Orchestra (SXL 6679). Also a further release from an earlier release is Brahms's Symphony No. 1, conducted by Leopold Stokowski and played by the London Symphony Orchestra. This is on Phase 4 PFS 4305, taken from the previous Phase 4 live recording of the Stokowski 60th anniversary-concert (OPFS 3-4).

Argo releases in October will include a recording made partly in Britain and partly in Australia. This is a three-LP set containing the 46 organ chorales based on German hymns by Johann Sebastian Bach titled the Orgelbüchlein (Little Organ Book). As well as the Bach hymn-based chorales, the recording contains the original hymns. St. Albans Cathedral organist Peter Hartford went to Australia to play the chorales on two special organs with mechanical action built there by Ronald Sharp, at Knox Grammar School in Walsbyona and in Wollongong Town Hall. The original hymns were recorded at St. Albans by the St. Albans Singers, tapes being matched here by producer Roger Parker. The issue will be in a box with an explanatory booklet (ZRG 476-8). Other October Argos releases are early 18th-century music for recorder and flageolet titled The Amorous Flute with David Munrow as soloist with his boys (ZRG 746) and recordings of Rachmaninov's songs by tenor Robert Tear accompanied by Philip Ledger (ZRG 730).

EMI (UK) - Meodiya deal not affected

SWITCH OF Russian-made Meodiya issues in America from EMI's Capitol group to Columbia does not affect current EMI-Meodiya agreement covering Britain. "We shall continue to issue selected Meodiya recordings here," said International Classical Division promotion manager Douglas Kinnear this week, "and in America Capitol can still issue the recordings it has

already contracted for. Angel is to put out this month the Meodiya first stereo recording of Musorgsky's opera Khovranchina, which we hope to issue in Britain later. Our recently-signed agreement with the Russian State-owned publishing organisation Melodiya records is not affected by the American developments."

CLASSICSCENE

Conductor with his feet in two camps

by EVAN SENIOR
 CONDUCTOR WITH feet apart spanning the North Sea is one of the best-known figures in world recording. Bernard Haitink at 45 is not only chief conductor of Amsterdam's famous Concertgebouw Orchestra, but also holds the same position in London as chief conductor and artistic director of the London Philharmonic Orchestra. And exclusively on Phonogram's Philips label, he records with both orchestras. But his native Dutch label nearly lost him in the beginning to EMI.

"It was very close," Haitink told Music Week, "when EMI's then chief producer Peter Andry, now general manager of the company's International Classical Division, came to my home in 1957 to discuss making recordings. I did not have the international status at the time. I was then principal conductor of the Netherlands Radio Philharmonic, and did not have either the known Concertgebouw or the LPO. But Phonogram, thinking that a Dutch company ought to have a Dutch conductor, intervened before anything else was settled, and I joined in 1959 and have remained exclusively with them ever since."

Since the death in 1959 of Concertgebouw conductor, Eduard van Beinum, who had also been an LPO conductor, there had been a gap in direction of Holland's greatest orchestra, filled at the time of Haitink's emergence by Eugen Jochum and guest conductors. In 1961 Haitink was appointed co-conductor with Jochum, and three years later was given sole charge, and began to make

recordings on Philips. "My first was Dvořák's Symphony No. 7, and I followed this with two Bartók works that had previously been scheduled for recording under Van Beinum, Bartók's Concerto for Orchestra and the Dance Suite" (6680 036).

Almost every recording Haitink had made with the Concertgebouw was — and still is — in the great Amsterdam concert hall, the Concertgebouw, from which the orchestra takes its name. "But I had made one important session in Paris, with the Lamoureux Orchestra and David Oistrakh as soloist, in 1964, of Stravinsky's Violin Concerto (6585 003).

In almost all his recordings since then Haitink had worked with one producer, the late Jaap Van Ginneken. Together the two men collaborated on many major recording projects including the complete recordings of the symphonies of Mahler and Bruckner, which did much to rocket Bernard Haitink to international fame.

"He was a great man and a great musician," recalls Haitink, "as well as one of the finest recording producers I have ever worked with. We operated as a team, which made for a continuity of thought on the music we dealt with. If we changed in any way as we went along, we changed together. What happened was an evolution, not a revolution."

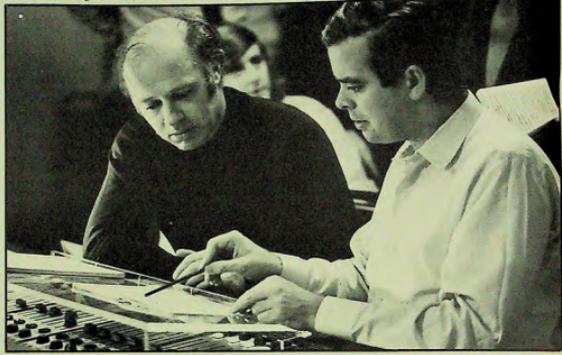
When Van Ginneken died in 1972 Haitink felt the loss keenly. "The association between artist and producer is something I value very much," he says. "There is, of course, the ever-present danger that two people working so closely

together might perhaps drift into set ways and habits, but this need not happen if you are both alert to that danger, and both interested in the solving of musical problems. You begin to know each other's minds. But, particularly in a series of one-composer recordings such as the Mahler and Bruckner symphonies that Van Ginneken and I did together, what is most important is an identity of thought throughout all the recording sessions, so that

you don't lose continuity".

Though Haitink has made some Vittorio Negri, most since the death of Van Ginneken have been with Volker Straus, a frequent visitor to the London nowadays for Haitink's Philharmonic Orchestra. "This has preserved the continuity," says Haitink. "Volker Straus has come from Van Ginneken's stable, he has developed enormously, and I think

Here, to make ends meet, orchestras have to spend day after day rehearsing, performing, making records. They are working themselves to death. No other section in British economic life would accept such conditions. It seems to me that the authorities take advantage of the fighting spirit of musicians who love their work and their own orchestras. The Concertgebouw has an exclusive contract with Phonogram and plays



BERNARD HAITINK (left), checking a playback at the control panel with his regular producer Volker Straus.

that now he is one of the best recording producers in the world."

It was in 1967 that the London Philharmonic invited Haitink to become its principal conductor. And because of his existing contract with Phonogram, the company became interested in regular recordings with it as a second string for its rising conductor's bow. In that year Haitink made his first Philips label recording with the LPO, of the Dvořák Cello Concerto with Maurice Gendron as soloist (SAL 3675), and since then Haitink has become a regular visitor to Britain, not only for his public concerts with his London orchestra but for many recording sessions with the LPO.

How does he see differences between the two orchestras and their conditions of working and recording?

"Until I came to London I was very spoiled, both in preparation of public concerts and in recording. In Amsterdam we rehearse, play our public concerts, and record in the same place, the Concertgebouw Hall. I'd not experienced anything else, and musicians in Holland are lucky to be able to rehearse every day in the Concertgebouw in what are reasonable good conditions. But here in London — when I see how London orchestral players have to do their rehearsals in all kinds of different halls and rehearsal rooms, I am horrified. Of course, it will be different when the new Henry Wood Rehearsal Hall in Southwark is completed and ready for use. This could be a great step forward, because rehearsal conditions here are really terrible. I admire London musicians enormously for what they are doing under these impossible circumstances. They really are wonderful people."

Haitink stressed that working conditions in Holland and England are completely different from musicians in Amsterdam. The Concertgebouw gets 88 per cent of its budget in State subsidy," he said. "and orchestral players get six weeks' paid holiday every year,

perhaps 30 or 40 sessions a year for recording, whereas a London orchestra has to make anything up to 300 sessions a year in order to survive. If the London orchestras lost their recording work it could be a disaster. The balance is very dangerous. Having five major orchestras in a city such as London makes for a very exciting musical and recording scene, but I wish there were more balance in it. I know that the London orchestras get support from State and municipal funds, but there is not enough of it. In no civilized country in the world is there such a comparative lack of support."

Haitink finds the differences between "his" two orchestras fascinating. "The Concertgebouw has the reputation of being a world orchestra. Perhaps the LPO is still growing towards that. But its teamwork is so very good, and that is an advantage when it comes to recording, particularly when, as happens with every recording session, you have to go back and re-play some passages to make corrections. The British players are able, in expression and dynamics, after what is wanted has been explained to them at the start. I wouldn't say that my Amsterdam players are 'prima donna's', but when I make a recording of a certain movement, and then after four hours need to go back and make a re-take of a section of it, I find that their whole way of playing is changed. One of the reasons why I enjoy recording with the London Philharmonic is that they are so enormously consistent all the way through the sessions."

Conductors who make many records have different ways of viewing the finished product. Some are devoted listeners to records, their own and that of other artists. Some refuse to listen at all. Haitink takes a stand halfway between the two extremes.

THE OPERATIC EVENT OF THE YEAR

Karajan conducts Otello

AVAILABLE ON RECORD AND TAPE

JON VICKERS as OTELLO
 MIRELLA FRENÍ as DESDEMONA PETER GLOSSOP as IAGO

Chorus of the Deutsche Oper, Berlin
 Berlin Philharmonic Orchestra

HMV 3 LP record set (SLS 975) or 2 cassette tape set (TC-SLS 975)
 in a presentation box with booklet — each £7.95 r.p.

EMI Records Limited, 20, Manchester Square, London W1A 1LE.
 Sales and Distribution Centre, 1-3, Uxbridge Road, Hayes, Middlesex. Tel: (01) 759 4532/5611 or 848 8811

Awards at Wontreux

CLASSICSCENE

WITH ITS lake-lapped 700-year-old walls softly floodlit in moonlight pale blue, the ancient castle of Chillon on the edge of Lake Geneva which used to command the trade route from Central Europe through the passes of the Alps has turned down to the water's edge, saw a very unusual gathering at the start of September. In its medieval hall gathered in wealth and distinction and recording personalities for the climax of the most respected of Europe's gramophone and cassette award ceremonies.

The musical festival of Montreux-Vevy is not, as musical fevers go, anything of a threat to grand gatherings such as those of Edinburgh, Salzburg or Bayreuth. But it has one undeniable jewel in its crown, the Prix Mondial du Disque, founded seven years ago and almost unique in its insistence on complete independence from any outside influence from the record manufacturing or distributing industries. Nominations for its prizes come from international committees of acknowledged experts in both music and recording, critics in many countries who hear almost everything issued, and who make their recommendations on invitation from the festival.

For months past, an initial group of critics in 12 countries had been sending in their lists of 1973 issues of classical recordings that they considered worthy of inclusion in the final voting. Then, from Britain came from BBC music executive Robert Layton, a regular contributor to The Gramophone, his recommendations from Germany, Belgium, Spain, France, America, Italy, Switzerland, Japan, Yugoslavia, Holland and Sweden.

This prescreening committee chose a total of 25 titles to be submitted to the final jury, 15 box sets and 10 single LPs. The box sets were Decca's *Albeniz* Iberia played by Alicia de Larrocha (5XL 6594), Haydn Symphonies Nos. 1-19 (HDMN 1-6), Prokofiev's Romeo and Juliet ballet conducted by Lorin Maazel (5XL 6620-2), Puccini's opera *Turandot* starring Joan Sutherland (SET 5613) and Schumann's Scenes from Faust conducted by Benjamin Britten (SET 567-8). EMI issues were the

complete Rossini opera William Tell (SLK 970) and two recordings not released in Britain, Mozart's *The Magic Flute* conducted by Wolfgang Sawallisch and a set of the complete chamber music of Phogorom's *The Diminution of Faust* conducted by Colin Davis (6703 042), Deutsche Grammophon's Weber opera Der Freischutz conducted by Carlos Kleiber (2720 021) and the Britner opera *Palestrina* (2711 013), RCA's Verdi opera *The Sicilian Vespers* (ARLA-0370), EMI's Rachmaninov Vespers (ASD 2973) and a Spanish Hispanovox release of Victoria's *Officium de Santa Senata*, not available here.

Single LPs were RCA's Luciano Berio *Recital* for Cely (SER 5665), and the Messiaen *Visions of the Angels* (ARL1-0363), from CBS the Boulez *Le Marteau Sans Maitre* (73213), Copland's conducting of his own *Appalachian Spring* (78872) and Murray Perahia's performance of Schumann's *Davidbinder Dances* and the *Fantasiestücke* (73202). The list also included Phogorom's Schubert Sonata No. 14 and the Moments Musicaux (6500 418), DG's Schumann Sonata No. 1 and the Fantaisie by Maurizio Pollini (2530 379) and the Archiv issue of Ockeghem's *Missae Pro Defunctis* (2533 145), the Nonesuch recording of American composer George Rochberg's

Quartet No. 3 (H1283) and Sviatoslav Richter's recording of Schubert's *B Flat Sonata for Arlo*, not issued in Britain.

The final jury deliberated for days over this list in closed voting sessions that first narrowed the 25 down to nine—Decca's Haydn Symphonies, the Britner *Palestrina* (DG), Decca's Tarandot and *Scenes from Faust*, the DGG *Freischutz*, CBS's *Le Marteau Sans Maitre*, Brendel's Schubert for Phogorom, the Arlo/Richter Schubert and the Archiv *Ockeghem*. Finally, as reported last week, they chose as the three seventh Prix Mondial winners the DGG *Freischutz* produced by Dr. Ellen Hickmann, the Decca Scenes from Faust produced by Christopher Raeburn and the CBS *Le Marteau Sans Maitre* produced by Paul Myers.

Making the final decisions were critics Ulrich Schaefer from Germany, Edward Greenfield from Britain, Leonard Marcus and Irving Lowens of America, Georges Chierey of France who acted as jury chairman, Dominique Cholet of Switzerland and Jose-Luis Perez de Artea of Spain.

Culmination of the long deliberations came when a distinguished gathering of critics, musicians taking part in the month-long festival and Swiss

officials of Montreux and Vevy gathered in the great hall of the castle for the official presentations, together with the diplomats of honour that this year to three recipients. First was 80-year-old conductor Karl Boehm for his services to recorded music, Boehm has just signed a new 'for life' recording contract with DG's and in 1976, after 40 years' absence, is due to return to Covent Garden in London to conduct Strauss's opera *Salome*. He last conducted, directing Dr Roenkavaler and Tristan and Isolde, in the 1936 Dresden Opera season.

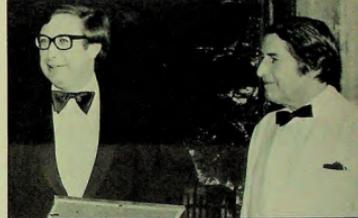
The other two diplomats of honour went to engineers, to

Benjamin Bauer of the CBS Laboratories who developed the SQ quadrasonic system and to Japanese JVC director Tohyia Inoue, head of the team that was responsible for the CD-4 discrete quad system.

Handling the whole complex operation of choices, presentations and the social side of the glittering Chillon Castle Ceremony was the festival's secretary-general, Nicole Hirsch-Klopfenstein, whose husband, conductor Rene Klopfenstein, is artistic director of what is a relatively small but active and artistically worthwhile month of co-ordinated musical activities in this calm little city.



DEUTSCH GRAMMOPHON'S Swiss marketing manager Werner Guetinger (left) takes the prize-plaque for *Der Freischutz* from Belgian critic Karl Brech.



LONDON JURYMEN Edward Greenfield, of the Guardian and The Gramophone (left), presents Decca's award for Scenes from Faust to Decca's Swiss classical promotion manager Fred Wilner.

FROM PAGE 46

"Records can be a marvelous help to a conductor, but they can also be a tremendous danger," he thinks. "If you are going to conduct a work, either in the concert-hall or for a recording, you must be careful. There is always the temptation to imitate the approach of the conductor on the record. If you do to do that you are lost, firstly because it's impossible to imitate completely, and secondly because you just don't learn how to do it before you can conduct any work satisfactorily. You must dig deeply into the score, and that takes a long time. There are occasions, of course, when it is interesting to hear a different view of this score, or to find out how another man has coped with the problems that you have come up against. When you have no recorded version of something you're about to conduct you have to stand on your own feet. I would say to any aspiring conductor 'Be careful. Don't listen to too many records. There's a danger that you might spoil yourself.'"

But Haitink made good use of recorded music on cassettes. "I'm really an active cassette listener, more for practical reasons because I move about so much and can't take discs with me easily. I use a small portable player that at home I can link up with my hi-fi reproducing system. Reproduction is not yet, I think, at the same high level as it is with discs, but it could well develop. The Dolby system has

"COMPATIBLE" FRIENDLY rivals, both with Diplomas of Honour. CBS's Benjamin Bauer of SQ quad system (left) and Japanese engineer Tohyia Inoue.

made it a lot better and reduced extraneous noise, but as I hear it, you have to pay for that in other ways because it does tend to iron out some of the dynamic variation. Overall, one of the dangers of the record is that often it tends to aim for too much brilliance of sound and there are times when I feel that they are over-doing things."

Not is Haitink completely happy with many other developments of the recording industry, at least in his present form. "I'm not a technical man, like other conductors such as Van Karajan. I know, of course, that most recordings nowadays are made in quadraphonic form even if not all issued in that way at present. I've heard some quadrasonic performances and I'm not too impressed so far. Perhaps I should listen to more. Its success could depend on the type of music it is used for, but I wonder whether it will really be as great a step forward as was that from mono to stereo. It could, perhaps, be something of a nuisance to have four loudspeakers in a small living-room. There are, certainly, works for which it would be extremely suitable, music designed by its composers to be heard from a number of different positions at once, like Berlioz's *Grande Messe* and de Mors's *Mozart's Divertimento for Four Orchestras*, the choral music of Monteverdi and Gabrieli, and the normal repertoire I'm just don't know."

"And I have similar artistic doubts about such things as the

video tape or cassette that gives a moving picture as well as the sound. I enjoy listening and watching time and time again to a performance of a Beethoven or a Mahler symphony, seeing every time, the same picture of the conductor, the same movements and gestures, the same opening and closing of eyes, the same expressions. No, I would not like that. When I listen to recordings, each one of which remains the same however many times it is played, I don't listen to the same recording of a particular work all the time. Sometimes I have very much enjoyed Beethoven's *Archduke Trio*, one of the most marvellous things ever written. But at my home I have five or six different recordings of it. To do anything else makes for musical 'inbreeding'. You should only listen to records if you go to a lot of live concerts."

Haitink has come to his present standing as a symphonic conductor by a path different from that taken by the majority of outstanding performers of the opera house. "A conductor is not a complete musician if he does not conduct opera. I have already done a little, particularly at Glyndebourne. I feel that I have missed the early opera-house experience that built the careers of men like Bohm and Karajan and Kleiber. But I want to conduct both for the opera house and for the theatre and see how it works.



CBS CLASSICAL promotion officer in Switzerland, Marie-Therese Stoffer, takes the prize for Boulez's *Le Marteau Sans Maitre* from US jurymen Irving Lowens of the Washington Star and president of the US Music Critics Association.



CONDUCTOR KARL Boehm receives his Diploma of Honour and a silver trophy from secretary Nicole Hirsch-Klopfenstein and artistic director Rene Klopfenstein, with background soloist violinist Henryk Szeryng.

REVIEWS

PERFORMANCE

Joplin ballet on disc

BRITISH TOUR of London Festival Ballet over the next three months with its new ballet *The Judgial Son* danced to orchestral version of Scott Joplin jazz works, including many melodies made popular in the film *The Sting*, should give strong support for sales of new October release from CBS of the complete score. The Joplin piano rags have been orchestrated by Festival Ballet's musical director, Grant Hossack, who conducts the Festival Ballet Orchestra in the recording (73363) produced by Paul Myers.

CBS October releases will also include the first recording made in Britain last year by the popular Mormon Tabernacle Choir, produced by CBS executive producer Tom Frost in Kingsway Hall in London during the choir's 1973 tour of Britain. Titled *Great Messiah Choruses*, naturally including the popular *Hallelujah Chorus*, on 61582 with the Royal Philharmonic Orchestra, the disc should have good sales in the run-up to Christmas.

On a two-LP set (78249) comes a recording made in Ely Cathedral on TV televised last Easter by Leonard Bernstein and the London Symphony Orchestra of Mahler's *Symphony No. 2*, the "Resurrection" *Symphony*. Soloists are soprano Sheila Armstrong and mezzo Janet Baker. Bernstein conducts in October releases three more issues, Mahler's *The Song Of The Earth* with the Israel Philharmonic and soloists Rene Kollo and Christa Ludwig (76103), Shostakovich's *Symphonies 1 and 9*

with the New York Philharmonic (73059), and a coupling of Beethoven's *Symphony No. 6*, the *Pastoral*, with the Choral Fantasy that has soloist pianist Rudolf Sockan and the Westminster Choir with the New York Philharmonic (73356).

Music for Quad

MUSIC THAT might have been specially written with quadraphonic recording in mind comes from EMI in October with release of two discs, in one non-compatible quad and one in stereo, titled *Venetian Festival Music*. Issue also marks the final recording made by David Wilcocks as conductor of King's College Choir in Cambridge following his new appointment as director of the Royal College of Music in London. November will see the first recording by his successor, Philip Ledger, as King's College director of music.

New recording features three important motets written by Gabrieli for performance in St. Mark's Cathedral in Venice, where performance was given by singers stationed in a number of positions in the church. Singers of the four choirs used are from the Cambridge University Music Society, King's College Choir and the Bach Choir, with the Wilbraham Brass Soloists. Careful placing of the groups for quad by producer Christopher Bishop has achieved a use of the quadraphonic recording for maximum effect, which is why the quadraphonic version (Q4 3755) will not be properly compatible for stereo or mono use, and a separate version mixed for stereo (CS2 3755) will be issued. Other music on both discs is by composers Scheidt and Schutz.

Too much is too much

WHEN CRITIC and musicologist Andrew Porter discovered in the Paris Opera library a few years ago a great deal of extra material from Verdi's opera *Don Carlos*, opera-lovers were rightly excited, and equally delighted when the BBC broadcast the complete version at that time. But to put the whole thing on the stage in the interests of misguided accuracy, as the new English National Opera has done at the Coliseum, shows that Verdi knew better than anybody else in making the cuts — at least as regards 90 per cent of them. The result feels almost interminable. Colin Graham's otherwise good production largely failed to make the thing hang together, not much helped by quite a few bad performances from singers, notably the tenor singing and inadequate acting from Joseph Gabrieli in the title role, one of the most embarrassing performances experienced since the days of third-rate touring opera companies. Best results of all came through the fine singing and restrained acting of CHIFFREDI Grant as King Philip and the exciting portrayal of Princess Eboli from Katherine Pring, plus the splendid playing of the orchestra under Charles Mackerras. Benjamin Luxon did wonders with the role of Posa, but most of the rest were nowhere near as good as in the 1951 cut-down version at Hington which had the enormous benefit of Joan Hammond as Elizabeth and the rising star Amy Shuard as Eboli.

EVAN SENIOR

Solti's Boheme from RCA

COMING MONTH sees simultaneous release in Britain, on

the Continent and in America of RCA's long-awaited complete recording of *La Boheme*, first to be conducted directly for RCA by Decca-contracted Sir Georg Solti, and with a star cast including Montserrat Caballé, Plácido Domingo who sang Rodolfo in last year's new Covent Garden production, Sherrill Milnes, Judith Blegen, Ruggiero Raimondi and Vincozo Sandrono. This will be the first major release in RCA's new "international" release policy and made in London last summer, produced by Richard Mohr.

A second and lesser known Puccini opera reissue from RCA ties in with the coming first professional London performance for many years of the short work, *La Rondine* (The Swallow). The English Opera Group will include the opera in its October season at Sadler's Wells Theatre (October 15), and the reissued recording on DWS 2055 stars soprano Anna Moffo.

A second October tie-in is release, in the centenary year of American composer Charles Ives, of his *Symphony No. 4*, to be played in London's Festival Hall on October 1 by the London Philharmonic Orchestra conducted by Jose Serebrier. Orchestra and conductor have recorded it for RCA on ARL1-0589. Special offer of three LPs for the price of two comes with release of the three great Tchaikovsky ballets — *Swan Lake*, *The Nutcracker* and *The Sleeping Beauty* — by the Philadelphia Orchestra under Eugene Ormandy (LRL3-7519). October issues will also include the third volume of RCA's complete Rachmaninov reissues on AVM3-0294 and two more Vladimir Horowitz recordings (VH-009-10).

Sampler for dealers and reps

SAMPLER DISC for dealers and sales representatives for demonstration is to be continued next month by EMI for all October releases. Begun for Concert Classics in late August for September releases, the new scheme devised by EMI Records classical promotion manager John Patrick has proved of sufficient value to warrant its retention and expansion. Sampler for the October releases has been prepared by Peter Alward and will be available, not for sale, to all classical dealers. October sales campaign will also include distribution of special Karajan posters to boost release of his new Verdi opera, *Otello*, and his other EMI recordings, and a boost for box sets based on the 20 best-selling EMI boxes through sampler discs for dealer demonstration, posters, special divider cards and, in November, mail-shot reminders to classical department record stores.

RCA Chiefs' London meeting

LONDON MEETING for RCA's International Classical Repertoire committee at the Inn on the Park next week brings to Britain company president Ken Glancy and a & vice-president Thomas Shepard to join U.K. classical staff headed by Ralph Mace and classical representatives from RCA companies in Germany, France, Italy, Spain and Japan. Group will plan recording repertoire and sales campaigns for the coming year.

Solti conducts THE CHICAGO SYMPHONY ORCHESTRA

A new record of popular Classics to mark their Festival Hall appearance on September 23rd.

5 FAVOURITE OVERTURES

Wagner: Die Meistersinger—Prelude
Berlioz: Les Francs Juges
Rossini: The Barber of Seville
Beethoven: Egmont
Beethoven: Leonora No. 3

521LP 0294, 1635CP 0294-Cassette
Available until 31st October at the special price of £1.99

Some other great Decca recordings by Solti and The Chicago Symphony Orchestra

BEETHOVEN: *Symphony No. 9* 'Choral'

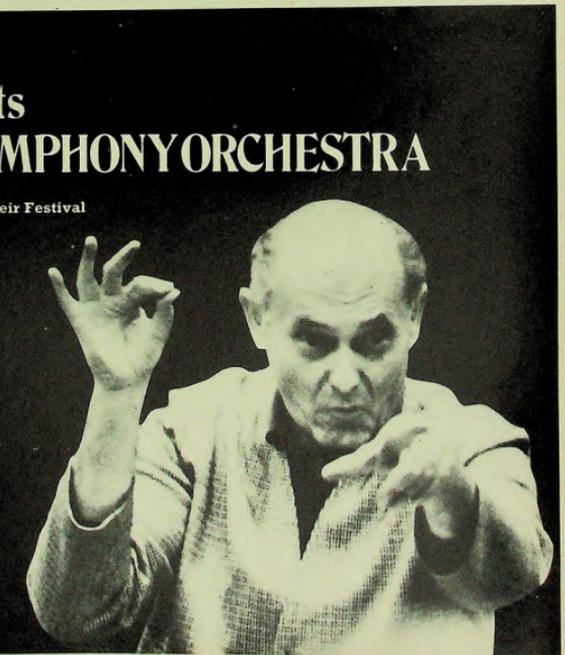
461 1635
BERLIOZ: *Symphony Fantastique*
SXL 0571

MAHLER: *Symphony No. 5*
SET 471-2 KCET2 7001-Cassette
Symphony No. 6
SET 469-70

Symphony No. 8
SET 534-5 KCET2 7006-Cassette

DECCA RECORDS & TAPES

The Decca Record Company Limited, Dental House, Abingdon, Oxon OX1 3BE



PYE SALES CONFERENCE



Walter Woyda (Managing Director) addressing International Delegates

The New Boys At Pye

PYE RECORDS GROUP have now drawn in some of the world's major recording names. Labels like Stax, Buddah, Vanguard-Pinoy have joined the already successful team of American and British labels that have helped set the pace in the British record market.

Russ Regan's 20th Century label has already scored hits with Barry White, Love Unlimited in the British charts and now to add to the Pye roster have been signed Phil Everly - who joins Pye on a world-wide basis - Tommy Steele whose autobiographical album

"My Life My Song" promises to be a best-seller for years to come and Vic Danone who joined Pye soon after his London season at the London Palladium. Pye also have under contract Brotherhood of Man, who have a current chart hit in Holland with "Lady".

During the Pye International Sales Conference representatives from 20 countries attended thus endorsing the international hits that the Pye Group have enjoyed in the U.S., Holland, Germany, Japan, and of course, the U.K.

20th Century Comes To Pye

PYE RECORD GROUP announced on Tuesday that 20th Century Records will gain their own identity in October and with the release of new albums by Barry White, Love Unlimited and 11th House the label established by President Russ Regan looks set to become a lasting force in the U.K. charts.

Barry White, Love Unlimited and twenty-pop idol Tony de Franco have set the pace for 20th Century's progress in the U.K. charts. With new artists like Larry Weiss, Harriet Schock and 11th Hour, produced on record by Bob Crewe 20th Century Records has plenty going for it under

its new own label identity which comes almost two years after the initial signing between Russ Regan and Louis Benjamin, Chairman of the Pye Group.

Mr Benjamin whose association with Russ Regan made two million-selling discs with The Foundations "Build me up buttercup" and "Smile a little smile for me" by Flying Machine, said - "My association with Russ Regan, whether with past hits in the States or with Pye's current success with 20th century product in the U.K. has been nothing but remarkable. Everything that Russ and I have ever done just seems to happen."

The Professional

The climax of a great conference was provided by that great International artist Tommy Steele, who has returned to the recording scene, after an absence of 14 years, exclusively on the Pye label with an autobiographical album entitled "MY LIFE MY SONG", which covers the whole of Tommy's background. Each album includes a 4 colour 16 page booklet and each album track has an accompanying full-colour painting by Tommy himself.

The album is to be backed by the most intensive promotional campaign. The first time ever recording has attained the honour of a Foyles Literary Luncheon, which will be attended by Sir J. Benjamin and other famous personalities. Simultaneous with the release will be an exhibition of Tommy's paintings at a Bond Street gallery and the exhibition will subsequently be on tour around the country. A Special Omnibus Programme has been recorded. Simultaneous with this release will be an incredible amount of press and T.V. coverage will take place to ensure this to be the most successful recording ever.

Following this Tommy will star in the Palladium production of Hans Christian Anderson for which advance bookings have already broken the Palladium all time record. The original Cast Album will be recorded, and release is scheduled for the opening in December. If the reception for these two records is anything like the applause of the Sales Conference at the culmination, then dealers are in for the biggest selling albums of all time.



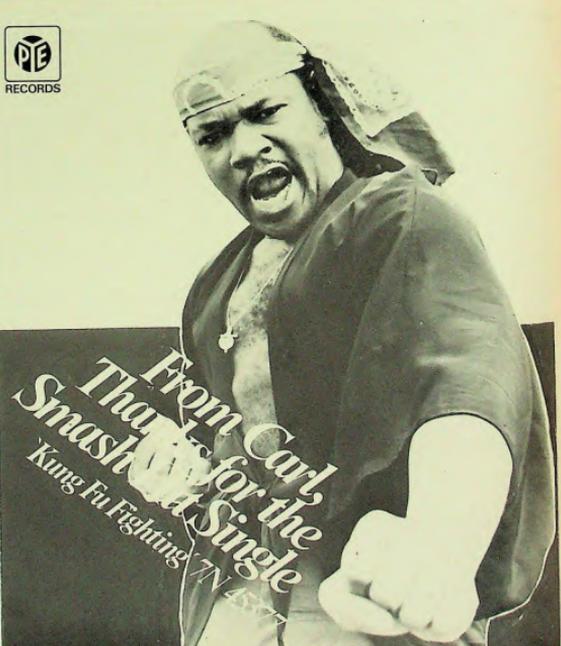
RECORDS



Russ Regan addresses conference thanking Pye and looking forward to 20th Century's own label

New Horizons Promise A Bright Future

PYE HAS BECOME a truly international company with the setting up, in Holland of a joint-venture headed by Han Kellerman and in America with Peter Siegel who heads the Pye subsidiary. Siegel's brief in America will be to issue Pye product in close liaison with and, in addition, to also seek out new talent for signing world-wide by Pye and to deal with licensed produce. Kellerman has already got his Dutch operation off to a fine start with the chart hit of Brotherhood of Man "Lady".



Pye Records and Precision Tapes are proud of their conference and have taken this space to inform all dealers and Music Industry of their plans for the coming year

PYE SALES CONFERENCE



Des O'Connor with Mr & Mrs Peter Siegal



The Second Generation



Jimmy Jones



Ken Appery top area manager



Tommy Steele



Roger Easterby



Presentation to Russ Regan



A special presentation to Max



The Dram Majorettes from the 20th Century Presentation



Prelude

The Second Generation



Tony Hatch & Jackie Trent



Carl Douglas



PYE SALES CONFERENCE

Ember Presentation Had Everything

THE THEME WAS 'Ember Has Everything' and this theme is being carried through all its Autumn displays, advertising, leaflets etc. The full range of current Pop, Jazz, Folk and Golden Voices of the Century is extended by two new outstanding selling areas. The Paramount Ember label from the States is launched with releases from Susan Maughan, Mother Trucker and the

magnificent Denny Doherty, a leading member of the Mamas and Papas. Paramount Ember a most exciting label to watch, with some great signings to be released in the next few months. One of Ember's Great Voices of the Century is Maria Callas, her latest release is 'La Gioconda' which should follow well the magnificent 'Traviata' released last year.

ALSO THE LAUNCH of the new EL-49 classical series headed by the great Russian pianist Richter, David Oistrakh, Rostropovich, Gendron and other great names and top orchestras. All this goes to prove that the message for the coming season is 'EMBER HAS EVERYTHING'.

Pye In A Fantasy World

PYE RECORDS recently acquired the Disneyland & Buena Vista labels. A magnificent autumn campaign has been mounted entitled 'You Can Fly'. All Disney records & tapes have been stickered with a special label which is the passport to the competition offer to children 12 years of age or under. The first great prize is a holiday for four at Disneyland in California. 2nd prize is a complete Rank Home Audio stereo system.

The 3rd prize a GAF 8 mm Home Movie Kit including camera & projector & loads of other prizes, i.e. Bendi toys, Hamamex Cassette Recorder etc. The dealer who sells the record which wins the competition also has a holiday for four in Disneyland.

To help dealers, hundreds of thousands of entry forms are available, window stickers and browser cards saying 'Your Trip To Disneyland Starts Here'. Extensive national advertising includes top T.V. fully networked 30" ads, T.V. Times in full-colour, Look In, Donald & Micky, T.V. Comic etc. etc. In all a high powered promotion to strike at the very heart of the market.



Private preview for Jack Boyce?

Autumn Leaves Bring A Breath Of Spring To Dealers

PYE'S 'AUTUMN TONES' campaign covering a wide range of easy listening music has, as its spearhead, over 250,000 catalogues which are being circulated to all record and tape dealers.

Dealers will also be given a 6% discount from a period which commences on 30th September.

'Autumn Tones' campaign on record and tape includes such artists as Ma: Byraves, Des O'Connor, Cyril Stapleton, Acker Bilk, Debbie Reynolds, Judith Durham and Dorothy Squires. The entire campaign covers some one hundred and twenty items by the most popular music makers in the easy listening field.



Lou Solomon Precision top salesman for 1974.

Exciting Classic News

THE FIRST RELEASES from Pye's new signing of the German 'Primiton' and the Italian 'Pall' labels provide excellent baroque music and magnificent organ records from Fernando Germani.

The 'EnSavo' label supplies Or 'La Serra Perdona' by Pergolesi and new records from Carlo Bergozzi and Teresa Bergozzi, whilst local recordings provide classics from two young British artists Michael Lewin and Susan Lees in music for Voice And Guitar and also music from Winchester Cathedral featuring an out-

standing boy soprano Timothy Wilson - Hear my Prayer - Oh for the wings of a Dove - Jesu Joy of Man's Desiring, Toccata and Fugue in D Minor and many more great favourites.

Pye have also a new and exciting programme of recordings lined-up to tie in with the Cunard Concerts - a season of monthly concerts in memory of a great patron of music. Artists will include: Rita Streich, Shura Cherkovsky, Nina Milkina, Jean Pascal Tortillier and Conductors Charles Macerzas and Wynny Merriss.



Pye Records and Precision Tapes are proud of their conference and have taken this space to inform all dealers and Music Industry of their plans for the coming year



Louis Benjamin and Nick Hampton with the Japanese delegates.

Jazz Arrives In UK

PYE HAVE ANNOUNCED the release of a new concept in jazz music, The Vogue Jazz Doubles which really are Two LPs of the price of one being two separate LPs not a double album. Each record has a completely different sleeve with a different sleeve note and each one written by one of the country's finest jazz critics, Charles Fox. Charles' notes are a jazz freaks dream - supplying every detail they crave to know - almost to when they

changed their socks.

The first release has something for all jazz tastes. Included in the initial release are Django Reinhardt, one of the world's greatest jazz guitarists and even non-jazz fans will be interested in this great collect-a, which includes the original partnership of Django and Stephane Grappelli.

Another great set is the 'LIVE' recording of Gerry Mulligan at the Paris Sessions, and includes his most popular titles such as 'Barnes Tune,'

Walkin' Shoes and Bark for Bark's sake.

From the contemporary jazz scene comes the collection of jazz Poll Awards has put great demands upon his maintenance. This new series will undoubtedly create new horizons with such artists as Willie the Lion Smith, Django Reinhardt, Count Basie, Gerry Mulligan, John Surman, Louis Armstrong and of course Duke Ellington.

Subscription rates - air mail	£15.00	1. record wholesalers
U.K.	£17.00	2. Artists, managers
Europe	£24.00	3. Audio Hi-Fi retail specialist
Middle East, N. Africa	£29.00	4. Music publishers, song writers
U.S.A., South America, Canada	£29.00	5. Music publishing and T.V.
Africa, India, Pakistan	£29.00	6. Broadcasters and publicists
Australia, Far East	£33.00	7. Libraries and official organisations
		8. Halls, hotels, discos, studios
		9. Miscellaneous
		10. Miscellaneous

Please send me Music Week every week for one year.

Name BLOCK CAPITALS PLEASE _____
 Address _____

 Company _____
 Signature _____
 Previously subscribed to Music Week
 I enclose cheque P.O. value
 I enclose payment in the true importance of the record industry in the U.K.

Lady Samantha And Elton John



Elton John receiving 3 Gold simultaneous tape awards for selling 100,000 copies of Don't Smile Me I'm Only The Piano Player and the double album Goodbye Yellow & Beautiful with sales totaling over 1/2 million tapes from Walter Woyda

ELTON JOHN'S "Lady Samantha" provides the title track for a special tape only compilation from Precision. Includes on the tape are "Rock and roll madonna" "Bad side of the moon" "skyline judgement" and "Friends". This is available both in cassettes and cartridge. Precision are also launching a series of "Relax" cassettes by the famous. Remarks whose hypnotic techniques have been demonstrated on television. The first three include tapes on how to slim, how to give up smoking and how to gain confidence. Precision now also release product from the Stax, Buddah and Vanguard catalogues.

Precision Have It In The Bag

PRECISION ACCESSORIES and low-price product come together in an exciting dealer offer that provides free carrying cases for cassettes and cartridges. From the extensive catalogue of 300 items in this special offer, which takes in the month of September any order, for any twenty low price cassettes brings a carrying case for personal use or for sale. So the dealer can sell and pocket £2.85.

With every order for fifteen Precision low-price cartridges the carrying case means that the dealer can sell and pocket £2.05. Precision low-price product which includes such artists as Miki and Griff, Alexander Brothers, Bill Haley, Michael Aspel's "Smalltalk" series, Pye Charabusters, Mike Bait of "Wombles" (name) Orchestra and a superb series of classical recordings sell for only £1.49p.

PYE SALES CONFERENCE



Pye And Precision Come Together In-Store

PYE RECORDS and Precision Tapes launch a new innovation with their "Combination Packs" which give one long playing record and one cassette for the all-in price of £3.99p. The initial range of ten items includes tape and record packs by Max Bygraves, Lena Martell, Johnny Mercer and the Harry Roche Constellation, Sounds Orchestra, Acker Bilk, Kenny Ball, Ray Davies, The Ragtimeers and Prelude. Sounds Orchestra's album is a new item set for release on record on October 25 as is Acker Bilk's. Many of the compilation items include tapes from the new series introduced by Precision Tapes under the title "Motoring Melodies". Sounds Orchestra, Acker Bilk, Ray Davies and Kenny Ball all have "Motoring Melody" tapes with their record product and Prelude have as their tape item "Fill your car with rock" which features various artists.

WIN a TWA Jetsave Holiday

for 4 to the Wonderful World of Disneyland California in the Disney You Can Fly! Competition*

from Peter Pan

Judged by THE YOUNG GENERATION

And theres **Stacks more Prizes**

Pick up an entry form with your next Disney Record or Tape

© Walt Disney Productions 1974

* TILL DECEMBER 31st

Pye Records and Precision Tapes are proud of their conference and have taken this space to inform all dealers and Music Industry of their plans for the coming year

PYE SALES CONFERENCE

Ember Presentation Had Everything

THE THEME WAS 'Ember Has Everything' and this theme is being carried through all this Autumn's displays, advertising, leaflets etc. The full range of current Pop, Jazz, Folk and Golden Voices of The Century is extended by two new outstanding selling artists. The Paramount Ember label from the States is launched with releases from Susan Maughan, Mother Tucker and the

magnificent Denry Doherty, a leading member of the Mammas and Papas. Paramount Ember a most exciting label to watch, with some great signings to be released in the next few months. One of Ember's Great Voices of The Century is Maria Callas, her latest release is 'La Gioconda' which should follow well the magnificent 'Traviata' released last year.

ALSO THE LABEL has £1.49 classical sets great Russian pianist Oistrick, Rostropovich and other great orchestras. All this goes to prove the case for the Ember label. 'EMBER HAS EVERYTHING'



Pye In A Fantasy World

PYE RECORDS recently acquired the Disneyland & Buena Vista labels. A magnificent autumn campaign has been mounted entitled 'You Can Fly'. All Disney records & tapes have been stickered with a special label which is the passport to the competition offer to children 12 years of age or under. The first great prize is a holiday for four at Disneyland in California. 2nd prize is a complete Rank Home Audio stereo System.

The 3rd prize a GAF 8 mm Home Movie Kit including camera & projector & loads of other prizes, i.e. Bendi toys, Hanimec Cassette Recorder etc. etc. The dealer who sells the record which wins the competition also has a holiday for four in Disneyland. To help dealers, hundreds of thousands of entry forms are available, window stickers and browser cards saying 'Your Trip To Disneyland Starts Here!'. Extensive national advertising includes top T.V. fully coloured 30" ads., T.V. Times in full-colour, Look In, Donald & Micky, T.V. Comic etc. etc. In all a high powered promotion to strike at the very heart of the market.

MAIL THIS CARD TODAY WITH YOUR REMITTANCE TO:

MUSIC WEEK
(Subscriptions)
25 Crown St,
Kettering,
Northants,
NN16 8QU

FOR OFFICE USE ONLY

Date

UK

EUROPE

USA

OTHER

classification

Of Spring To Dealers

PYE'S 'AUTUMN TONES' campaign covering a wide range of easy listening music has, as its spearhead, over 250,000 catalogues which are being circulated to all record and tape dealers.

Dealers will also be given a 6% discount from a period which commences on 30th September.

'Autumn Tones' campaign on record and tape includes such artists as Mac Brynars, Des O'Connor, Cyril Stapleton, Acker Bilk, Debbie Reynolds, Judith Durham and Dorothy Squires. The entire campaign covers some one hundred and twenty items by the most popular music makers in the easy listening field.



Lou Solomon Precision top salesman for 1974.

Exciting Classic News

THE FIRST RELEASES from Pye's new signing of the German 'Primiton' and the Italian 'Pall' labels provide excellent baroque music and magnificent organ records from Ferrando Germani. The 'EnSajo' label supplies Or 'La Serva Perdonata' by Pergolesi and new records from Carlo Bergonzi and Teresa Bergonzi, whilst local recordings provide classics from two young British artists Michael Lewin and Susan Lees in music for Voice And Guitar and also music from Winchester Cathedral featuring an out-

standing boy soprano Timothy Wilson - 'Hear my Prayer - Oh for the wings of a Dove - Jesu Joy of Man's Desiring, Toccata and Fugue in D Minor and many more great favourites.

Pye have also a new and exciting programme of recordings lined-up to tie in with the Camara Concerts - a season of monthly concerts in memory of a great patron of music. Artists will include: Rita Streich, Shura Cherkassky, Nina Milkina, Jean Pascal Tortelier and Conductors Chriles Maceraras and Wynnt Morris.



Louis Benjamin and Nick Hampton with the Japanese delegates.

MUSICAL CHAIRS



Pye Records and Precision Tapes are proud of their conference and have taken this space to inform all dealers and Music Industry of their plans for the coming year

JD Arrives In UK

PYE HAVE ANNOUNCED the release of a new concept in Jazz music, The Vogue Jazz Doubles which really are Two L.P.s for the price of one being two separate L.P.s not a double album. Each record has a completely different sleeve with a different sleeve note and each one written by one of this country's finest jazz critics, Charles Fox. Charles' notes are a jazz freaks dream - supplying every detail they crave to know - almost to when they

changed their socks.

The first release has something for all jazz tastes. Included in the initial release are Django Reinhardt, one of the world's greatest jazz guitarists and an even non-jazz fans will be interested in this great collection, which includes the original partnership of Django and Stephane Grappelli.

Another great set is the 'LIVE' recording of Gerry Mulligan at the Paris Sessions, and includes his most popular titles such as 'Barney Tune,

Walkin' Shoes and Bark for Bark's

dale. From the contemporary jazz scene comes the baritone star John Surman who's collection of jazz Poll Awards has put great demands upon his mantlepiece. This new series will undoubtedly create new horizons with such artists as Willie the Lion Smith, Django Reinhardt, Count Basie, Gerry Mulligan, John Surman, Louis Armstrong and of course Duke Ellington.

PYE SALES CONFERENCE

Pye Wind Up At The Dorchester

GEORGE BRIDGEMAN, in his speech to the International representatives gathered at the Dorchester for a dinner made reference to the tremendous success contributed to the economy of the country by the recording industry.

"The British record industry broke a

£100 million U.K. sales barrier last year for the first time. This was only third to the U.S.A. and Japan but we are catching up on Japan. We would like to have one day, figures on overseas earnings so that we can really tell the Government the true importance of the record industry in the U.K."

Lady Samantha And Elton John



Elton John receiving 3 Gold Disc awards for selling 100,000 copies of 'Don't Shoot Me I'm Only the Piano Player' and the double of 'Goodbye Yellow Brick Road' with sales totaling over 1/2 million tapes from Walter Woods

ELTON JOHN'S "Lady Samantha" provides the title track for a special tape only compilation from Precision. Includes on the tape are "Rock and roll madonna", "Bad side of the moon", "skylark pigeon" and "Friends". This is available both in cassettes and cartridge.

Precision are also launching a series of "Relax" cassettes by the famous Romark whose hypnotic techniques have been demonstrated on television. The first three include tapes on how to slim, how to give up smoking and how to gain confidence. Precision now also release product from the Stax, Buddha and Vanguard catalogues.



Precision Have It In The Bag

PRECISION ACCESSORIES and low-price product come together in an exciting dealer offer that provides free carrying cases for cassettes and cartridges.

From the extensive catalogue of 300 items in this special offer, which takes in the month of September any order for any twenty low price cassettes brings a carrying case for personal use or for sale. So the dealer can sell and pocket £2.85.

With every order for fifteen Precision low-price cartridges the carrying case means that the dealer can sell and pocket £2.05.

Precision low-price product which includes such artists as Miki and Griff, Alexander Brothers, Bill Haley, Michael Aspel's 'Smalltalk' series, Pye Chartbusters, Mike Batt to 'Wombles' (Jamae) Orchestra and a superb series of classical recordings sell for only £1.49p.

Pye And Precision Come Together In-Store

PYE RECORDS and Precision Tapes launch a new innovation with their 'Combination Packs' which give one long playing record and one cassette for the all-in price of £3.99p. The initial range of ten items includes tape and record packs by Max Bygraves, Lena Marlett, Johnny Mercer and the Harry Robb Constellation, Sounds Orchestral, Acker Bilk, Kenny Ball, Ray Davies, The Ragtime and Pretide. Sounds Orchestral's album is a new item set for release on record on October 25 as is Acker Bilk's. Many of the compilation items include tapes from the new series introduced by Precision Tapes under the title 'Motoring Melodies'. Sounds Orchestral, Acker Bilk, Ray Davies and Kenny Ball all have 'Motoring Melody' tapes with their record product and Pretide have as their tape item 'Fill your car with rock' which features various artists.

WIN a TWA Jetsave Holiday for 4 to the Wonderful World of Disneyland California in the Disney You Can Fly! Competition*

Judged by THE YOUNG GENERATION

And theres **Stacks more Prizes**

Pick up an entry form with your next **Disney Record or Tape**

from Peter Pan

C. Walt Disney Productions 1974

TILL DECEMBER 31st

Pyre Records and Precision Tapes are proud of their conference and have taken this space to inform all dealers and Music Industry of their plans for the coming year

MARKET PLACE

MW

DISCS



SP&S Records are the leading suppliers of ex-catalogue records, cassettes and eight track tapes in the UK. SP&S handle all the leading manufacturers labels covering the full spectrum of music from classical to progressive pop. SP&S Records vast experience ensures expert packing and the fastest freighting of consignments to any destination in the world.

SP&S RECORDS LIMITED

Heggs House, Ullin St., London E14 6PN. Telephone 01-987 3812.

Glampour House, 47 Bengal Street, Manchester, Lancs. M4 6AF. Telephone 061 236 4086.

11 Burton St., Melton Mowbray, Leicestershire. Telephone: 0664-5018.

Export Division: Glampour House, 47 Bengal Street, Manchester, Lancs. M4 6AF. Telephone 061 236 4086

Please note change of Manchester Branch

MIDLAND RECORD Co.

Reduce your costs and increase your profits with a simple request for lists (now available).
ENGLISH CURRENT, DELETED & IMPORTED LPs - ALL NEW MINT CONDITION

HEAD OFFICE
Lincoln House
Main Street,
SHENSTONE,
N.L. Lichfield
Staffs W314 ONF
Tel: Shenstone 480391

LONDON OFFICE
1 Westmorland Terrace,
LONDON,
SW1 V4G
Tel: 834 1416

TO

ALL RECORD

RETAILERS
JOHN TALLIAVINI
'MY YIDDISHE
MOMMA'
as heard on
CAPITOL RADIO

PETER PAN RECORDS,
253 Junction Road, London N19
Tel: 01-272 1697 - 01 900 2238

SIMONS RECORDS

Simons Records are now open for trade enquiries. All labels very generous discounts, plus several special offers. Distribution to whole country. Please phone 01-594-8962, or write to WHOLESALE DEPT., 16 Ripple, Rd., Barkins, Essex

U.S. OLDIE 45s

You BUY for 7p (or less)
You SELL for 25p (or more)
LOOK AT THESE TITLES - Cream Showdown Archie Bell & The Dells Cream Funky Street Arthur Conley Forever My Love Jimmy Ruffin The Storm Jim Reeves
LOTS MORE
PRICES: £2.00 per 100 assorted or £7.50 per 100 your choice but no more than 5 of a title per 100 ordered. £60.00 per 1,000 (same conditions)
Write for lists or ring: WAX RECORD CENTRE LTD. (Dept. SFN), 125 High Street, Guildford, Surrey (G 32062). Over 100 carriage free.

CARLISLE UNITED OFFICIAL

song "Looking Good" Record number Kes 001. Kewick Label. Order now! 28, Effort Road, London. N.5. Tel: 01-226 4062.

£50,000 cash

available for purchasing bulk stocks of excess, deleted or bankrupt records/tapes. Our representatives will call to view, and make a firm immediate CASH OFFER. YOU KNOW IT MAKES SENSE. convert your unwanted stocks into CASH now.

Phone:- 01-965-6873/4

Mon-Fri, 9.30 am - 5.30 pm.

or write to:-

Sales Director, Harris & Goldring Ltd. 1a, Wendover Road, Harlesden, London, N.W.10.



S.E.I.F.E.C.T.A.D.I.S.C.

The UK's leading supplier of SOUL & OLDIES singles

SELECTADISC

102-1170 Canal Street

Nottingham

Tel: Notion 100203 80693

Send for lists to:-

EQUIPMENT

CLEAR P.V.C. RECORD COVERS

(note P.V.C. not Polythene)
Made from 500 gauge seamless tubing giving maximum strength. Buy direct from the manufacturer at nearest prices, with by return delivery. Samples, prices and discounts on application.

PLASTIC SALES (Leicester) LIMITED, 10/12 Dartford Road, Leicester, LE2 7PQ. Tel: 0533 839691.

ROTARY RECORD CUTTER

Drinks all types of records with ease. Money back guarantee if not completely satisfied. £10 INCLUSIVE C.W.O. Mr. L. Bicknell, 19 Dune View Road, Braunton, North Devon. Tel. 0273/812 793.

NEW TRANSPARENT RECORD SINGLE SIZE COVERS

LP size 100 (min) £2.10 100 (min) £4.20 200 (min) £4.80 200 (min) £9.60 500 (min) £9.00 500 (min) £18.00
Reductions for larger quantities. These prices are delivered free to you. Mr. J. MacLEAN, (Dept. MW), The Lays House, Whitson Road, Newton Longville, Milton Keynes MK17 0EG

POLYTHENE RECORD CARRIER BAGS

Printed with your name etc. in 1,000 lots upwards. Prices and samples from:- Airborne Packaging, Beatrice Road, Fosse Road North, Leicester, Tel. 2591.

RECORD ADAPTORS: 85p per

gross - 7" paper record covers 70p per 100 (min 300) 7" white cardboard (Recovers £2.30 per 100. (£18 per 1,000). VAT/PAp included. (Discount large quantities). c.w.o.c.o.d. - Kennedy's "The Globe", 6 Church Lane, Outwood, nr. Wakefield, Yorks. Tel: Leeds 35604 or 0924 822650.
WHITE SINGLE RECORD Sleeves 4/15 per 1000 + VAT (quantity discounts). CWO to MRD, 371 Hoe Street, E17. Free delivery London area. Ring 01 520 7121.

RECORD CENTRE ADAPTORS:

£5.40 per 1,000 VAT/PAp included. CWO. B. & R. Newton, 18 Whiteoaks Drive, Bishopwood, Brentwood, Stafford. Telephone: Whiston Aston 840691.

M. YOUNG & Co.

Protecta-Disc Record Cover, Southgate Ave., Industrial Estate, Middlesbrough, Suffolk. Tel: Middlesbrough 712553.

manufacturers of

MASTER BAGS and CARDBOARD RECORD COVERS

BROWSER DIVIDERS DISPLAY TITLES for CLASSIFICATION, ARTISTS, COMPOSERS, etc.

Bags and Carriers printed at best factory prices. Enquire for samples, Hunt-Leigh (Showcard and Display) Co., 119, Atterbury Gdns, SW11 1Jq. 01-223 3315.

AMAZING OFFER

* Prices include 8% VAT
100 assorted singles £3.93
100 Soul singles £4.42
100 G.W. singles £5.83
100 assorted LPs £34.27
All American deletions UK postage free. All orders to be pre-paid or sent C.O.D. Why not write to us for our fantastic list of amazingly low priced singles and albums. Don't delay - write today.
GLOBAL RECORD SALES, Canada House, Broomfield, 3 Chestnut Row, Manchester M1 2EN. Tel: 061-236 5368/9369

S. GOLD & SONS

WHOLESALE

To all Record and Tape retailers - we can supply anywhere in Great Britain at strict trade terms, plus small handling charge. For further details: Ring 01-950 2908.

EX-JUKE BOX SINGLES. First

class records straight from the juke boxes 21s.60 per 100, VAT/PAp included. CWO. B. & R. Newton, 18 Whiteoaks Drive, Bishopwood, Brentwood, Stafford. Telephone: Whiston Aston 840691.

DISCS CONTINUED ON PAGE 58

AGENCY

CATHY BURNS EMPLOYMENT

We specialise in female jobs in the Music Business. Please contact us if you need a job or if you have any staff problems temporary or permanent. Telephone: 01-937 8807

SHOPS

"£30,000 p.a. records, tapes etc. ... Fine Main Rd position on NW/KENT-LONDON Borders. Excellent profits. Secure Lease of 13 years @ £1,400 p.a. rental. Price: £12,000 + s.v.v." phone 01 903 5683. Mr. Farthing

RECORD SHOP N.W. London area for sale. Turnover approx. £45,000 p.a. 6 Year lease £17,000 plus s.v.v. Box TT 943.

NORTH LONDON Record Shop established 20 years. Shop lease for sale or Management agreement - due to ill health. Box TT947.

RECORD BUSINESS for sale - West Country. Turnover £40,000. Long lease. Price £20,000 S.A.V. Box TT 950.

TAPES

CASSETTE DUPLICATION! SIMON STABLE PROMOTIONS (Kettering) 0536 761017.

WHAT'S IN A NAME
FRESHMEAT ARE NOW



AND THEIR NEW SINGLE

'HEADIT'

IS OUT NOW K16468

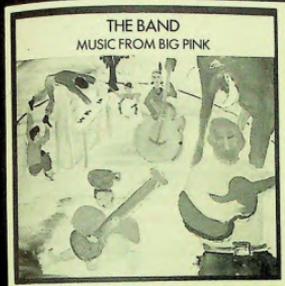


ORDER FROM

CBS/WEA ORDER DESK TEL. 01-959 3277

OR ASK YOUR WEA REPRESENTATIVE

THE BAND



THE BAND
MUSIC FROM BIG PINK

ST 2955



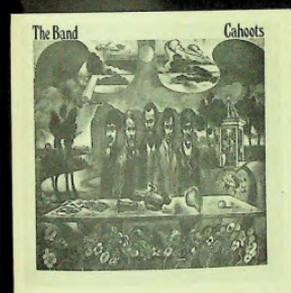
THE BAND

* EST 132



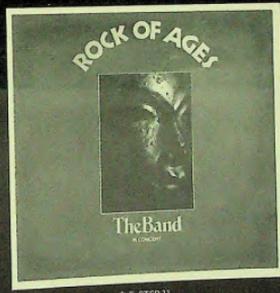
Stage Fright
THE BAND

* EA-SW 425



The Band Cahoots

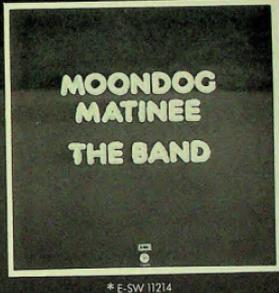
* EA-ST 651



ROCK OF AGES

The Band
A CONCERT

* E-STSP 11



MOONDOG
MATINEE
THE BAND

* E-SW 11214

GREAT SOUNDS
AS HEARD AT THEIR APPEARANCE
AT WEMBLEY STADIUM
LAST WEEK!

* Available on Cassette and Cartridge



EMI Records Limited, 20, Manchester Square, London W1A 1ES. Sales and Distribution Centre, 1-3 Uxbridge Road, Hayes, Middlesex. Tel. (01) 759 4532/5611 6-848 9811

RELEASES

MUSIC WEEK SEPT. 21

INDEX

BALLARD, Russ.....	F
BATES, Billy.....	M
BAZ.....	P
BLUE MINK.....	A
BROOK, John.....	I
BULLDOG.....	B
CATAPULT.....	L
COLLINS, LYN.....	R
DEAN, Tracy.....	M
DEREK & CINDY.....	Y
EDMONDS, Dave.....	N
EL CHILES.....	L
EMPEROR VAL.....	G
FASCINATIONS.....	M
HARMONY VILLAGE.....	A
KING, Wendy.....	J
LAWRENCE, Vicki.....	O
LAWRIE, Billy.....	N

LISTINGS

A

ANOTHER WITHOUT YOU DAY, Wendy's 4th. BLUE MINK, EMI 2214
AS TIME GOES BY, It's For You, HARMONY VILLAGE, Decca F 13552.

B

BROWN EYED HANDSOME MAN, Bad Bad Girl, BULLDOG, Buddah BDS 404.

MUSIC WEEK SEPT. 21

N

NEED A SHOT OF RHYTHM AND BLUES, Let It Be Me, DAVE EDMONDS, Rockfield RCA 4
NOW MY WORLD IS YOURS, Ways of A Woman, BILLY LAWRIE, RCA LP80 5039.

O

OLD HOME MOVIES, The Light On The Back Porch, VICKI LAWRENCE, EMI 504.
ONE MORE TIME, Clouds In My Sunshine, REDBONE, Epic EPC 2664.
OUTSIDE POINT OF VIEW, Hold Me Down, BARRY REYNOLDS, RAK 183.

P R

PARTY DOWN, Party Down Part 2, LITTLE BEAVER, President PT 432.
PORTRAIT B Side, BAZ, Dawn DNS 1084.
ROCK ME AGAIN, Wide Awake In A Dream, LYN COLLINS, Polydor 2066 490.

S

SURROUNDED BY A RAY OF SUNSHINE, Dance The Night Away, THE PLAYTHINGS, Pye 7N 4539S.

LITTLE BEAVER.....	P
MFS.....	F
NEWTON-JOHN, Olivia.....	I
OSCAR.....	W
O'TOOLE, Fran.....	C
PARAMOUR, Norrie & The Midland Radio Orchestra.....	F
PARSONS-SMITH, James.....	L
PEEBLES, Ann.....	M
PILOT.....	M
PLAYTHINGS.....	S
PROBY P.J.....	O
REDBONE.....	T
REYNOLDS, Barry.....	O
ROUGH RIDERS.....	H
RUGENSTEIN.....	I
STARRY EYE & LAUGHING.....	M
UNDISPUTED TRUTH.....	L
URUBAMBA.....	A
VINEYARD.....	M
WHITE, Danny.....	C
WILDE, Marty.....	T

C

CLAP YOUR HANDS STOMP YOUR FEET, Drift Away, FRAN O'TOOLE, Emerald MD 1175.
CRACKED UP OVER YOU, Taking Inventory, DANNY WHITE, MCA 155.

E

EL ECO, Heart Of The Inca King, URUBAMBA, CBS 2604.

F

FAMILY AFFAIR, Lay In Low, MFSB, Philadelphia PIR 2219.

MUSIC WEEK SEPT. 21

T

THE CHAMP, The Champ Part 1, P.J. PROBY, Seven Sun SSU 13.

W

WELL KNOWN LADY, Feel Alright, OSCAR, BUK BU 3001.

Y

YOU BRING OUT THE BEST IN ME, I'll Do For You The Impossible, DEREK & CINDY, Philadelphia PIR 2622.

TOTAL ISSUED

Singles issued by Major Manufacturers for Week Ending September 20th 1974.

	This Week	This Month	This Year
EMI	8	(81) 62	529 (625)
Decca	6	(8) 48	(49) 575 (578)
Pye	4	(7) 39	(35) 226 (222)
Polydor	4	(5) 32	(31) 341 (341)
CBS	6	(4) 43	(33) 327 (317)
Phonogram	-	(3) 20	(26) 272 (268)
RCA	2	(4) 31	(27) 264 (263)
WEA	-	(4) 34	(31) 280 (277)
Others	8	(6) 100	(102) 1021 (1023)
Total	38	(49) 417	(393) 3844 (3925)

FLY AWAY, Danger Zone Part 2, RUSS BALLARD, Epic EPC 2670
FORSYTHE SAGA, Onedin Line, NORRIE PARAMOUR & THE MIDLAND RADIO ORCHESTRA, BBC RES 023.

G

GREEDY GREEDY, Hold Him Bobby, EMPEROR VAL, Ashanti ACK 538.

H

HOT CALIFORNIA BEACH, Do You See Me, ROUGH RIDERS, Rare Earth RES 118.

I

IF YOU CHANGE WITH THE SEASON, To Be Free, JULIAN BROOK, Polydor 2058 515.
I LOVE YOU, She's A Mover, MARTY WILDE, Magnet MAG C 15.
I LOVE YOU, I HONESTLY LOVE YOU, Home Ain't Home Anymore, OLIVIA NEWTON-JOHN, EMI 2216.
I'M A FOOL FOR YOU, Mama I Got A Brand New Thing, THE UNDISPUTED TRUTH, Tamla Motown TMG 919.
I SAW HER STANDING THERE, Love Is Gone, RUGENSTEIN, GMS 029.

J

JOPLIN RAG, Oh Mister, WENDY KING, Pye 7N 4539T.

L

LA LA LA (ATV Music), Striking A Go-Go (ATV Music), EL CHILES, Bradley's BRAD 7417 (Roland Kluger)
LET YOUR HAIR HANG DOWN (ATV Music) Performers Prayer: MATTY TO ME, JAMES BRADLEY, Bradley's BRAD 7416 (Leap Eggermont)
LONELY IS THE SINGER, You Matter To Me, JAMES PARSONS-SMITH, Polydor 2068 517.

M

MAGIC, Just Let Me Be, PILOT, EMI 2217.
MAMA'S BOY (ATV/Cukoo), Stay With Me (ATV/Cukoo), FASCINATIONS, Bradley's BRAD 7415.
MYRA KEEPI ME HANGIN' ON, Run Run Run, ANN PEBBLES, London HLU 10486.
MONEY IS NO FRIEND OF MINE, See Your Face, STARRY EYED AND LAUGHING, CBS 2686.
MOONSHINER, Boy On The Ball, TRACY DEAN, Decca FR 13497.
MR. HAND ME DOWN, Money Makes The World, BILLY BATES, Spunk SRL 114.
MYRA, Charlemagne, VINEYARD, Deram DM 420.

Cut Here

RELEASES

NEEDLE TIME

RADIO ONE HIT PICKS

NOEL EDMUNDS: You Little Trust Maker - Tymes (RCA 2456).
TONY BLACKBURN: Life Is A Rock (But The Radio Rolled Me) - Remson (RCA PI 10055).
JOHNNY WALKER: Samba Pa Ti - Santana (CBS 2561).
DAVID HAMILTON: I Survive - Adam Faith (Warner Brothers K 16437).
PICK OF THE PAST: For Your Love - Yardbirds (Columbia DB 7499).

BMRB HIT PICKS

GEORGE FERGUSON: I Need It Just As Bad As You - Laurie Lee (Infectus 2634).
Mama Come Out - Medicine Head (WVA WWS 013).
JOHN HEDGES: Charade - Bee Gees (RSO 2090 136).
City In The Sky - Staple Singers (Stax 2001).
ED DOOLAN: Soeing You This Way - Mimi Riperton (Epic EPC 2640).
RON VALK: Heard It - Hobo (Warner Brothers K 16468).
People Say - Meters (Reptile K 14367).

BBC TWO - DISC OF THE DAY

Monday - Stepping Out - I'm Gonna Boogie Tonight - Tony Orlando & Dawn (Bell 1375).
Tuesday - I'm Stoned In Love With You - Johnny Mathis (CBS 2633).
Wednesday - You Make Me Feel Like Singing A Song - Max Bygraves (Pye NSPL 18436 from LP).
Thursday - Danny Teach Me To Dance - Vicki Leandros (Phillips 6000 416).
Friday - Wonderful Copenhagen - Tommy Steele (Pye 7N 45393).

RADIO LUXEMBOURG HOT SHOTS

DAVE CHRISTIAN: Reggae Tune - Andy Fairweather Low (A&M AMS 7128).
KID JENSEN: Traffic Jam - Sailor (Epic EPC 2562).
PETER POWELL: Leave It - Mike McGear (Warner Brothers K 16464).
TONY PRINCE: Under My Wheels - Alice Cooper (Warner Brothers K 16127).
BOB STEWART: Invisible Man - Phil Everly (Pye 7N 45398).
MARK WESLEY: Free Spirit - Hudson Ford (A&M AMS 7130).

CAPITOL CLIMBERS

You Little Trust Maker - Tymes (RCA 2456).
Stepping Out - I'm Gonna Boogie Tonight - Tony Orlando & Dawn (Bell 1375).
Only A Souvenir - PCO (RCA 2449).
Yamamaki - The Yamamaki UK 72.
Song And Dance Man - Gallagher & Lyle (A&M AMS 7134).
Take Me With You - Bugatti & Musker (Epic EPC 2673).

DARK HORSE RECORDS



DARK HORSE
begins its new association with A&M Records
with the release of two albums:
SPLINTER "THE PLACE I LOVE"
and
"SHANKAR FAMILY & FRIENDS"
both produced by George Harrison. &
Marketed by A&M Records.

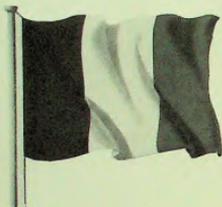


AMLH 22001

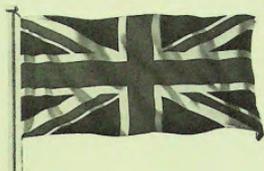


AMLH 22002

Here's to the next 3 years!



**RCA Records
is delighted
to be associated
now and in the future
with Barclay Records**



80524

**Kongas
Afro Rock**

80529

The Wild Magnolias

DPS 2029

**This is
Raymond
Lefevre**
RAYMOND
LEFEVRE

**MEMPHIS SUM PLAYS
CLASSICAL AMERICAN MUSIC
THE BLUES**

80523

**Juliette
Greco**
de vous attend

920407

**A l'opéra
Charles**

JACQUES BRÉL

80470

90003



Manufactured and distributed by

RCA

These album charts are categorised by genre, with a listing of 120 records compiled by BMRB on returns from conventional record outlets. Charts cover week ending September 7th.

FULL PRICE
(£1.88 upwards)

MUSIC WEEK TOP ALBUMS

Week	Last week on chart	TITLE	ARTIST	PRODUCER	LABEL & NO.
1	1	HERGEST RIDGE	Mike Oldfield	M.Oldfield/T.Newman	Virgin V 2013
2	2	TUBULAR BELLS	Mike Oldfield	Oldfield/Newman/Heworth	Virgin V 2001
3	3	BAND ON THE RUN	P. McCartney/Wings	P. McCartney	Apple PAS 10007
4	4	ANOTHER TIME, ANOTHER PLACE	Bryan Ferry	B. Ferry/J. Porter	Island ILPS 9284
5	5	THE SINGLES 1969-73	Carpenters	J. Daugherty/R&K Carpenter	ASB AMLH 63601
6	9	BACK HOME AGAIN	John Denver	Milton Okun	RCA Victor APLI 0548
7	6	461 OCEAN BOULEVARD	Eric Clapton	Tom Dowd	RSO 2478 118
8	8	THE PSYCHOMODO	Cockney Rebel	S. Harley/A. Parsons	EMI EMC 3033
9	7	OUR BEST TO YOU	The Osmonds		MGW 2315 300
10	10	THE DARK SIDE OF THE MOON	Pink Floyd		Harvest SHVL 804
11	25	CARIBOU	Elton John	Gus Dudgeon	DJM DJLPH 439
12	16	THE THREE DEGREES	The Three Degrees		Philadelphia 65858
13	18	HEY!	The Glitter Band	Mike Lander	Beil BELLS 241
14	11	SIMON & GARFUNKEL'S GREATEST HITS	Simon & Garfunkel	Simon & Garfunkel	CBS 69003
15	24	JOURNEY TO THE CENTRE OF THE EARTH	Rick Wakeman	Rick Wakeman	A&M AMLH 63621
16	46	A TAPESTRY OF DREAMS	Charles Aznavour	C. Aznavour/Del Newman	Barclay 90 90003
17	27	SHEET MUSIC	10CC	10CC	UKAL 1007
18	12	HIS 12 GREATEST HITS	Neil Diamond		MCA MCF 2550
19	26	INNERVISIONS	Stevie Wonder	S. Wonder	Tamla Motown STMA 8011
20	19	GOODBYE YELLOW BRICK ROAD	Elton John	Gus Dudgeon	DJM DJLPL 1001
21	-	RAINBOW	Peters & Lee	John Franz	Philips 6308 208
22	13	AND I LOVE YOU SO	Perry Como	Chet Atkins	RCA Victor SF 8360
23	17	BY YOUR SIDE	Peters & Lee	Johnny Franz	Philips 6308 192
24	23	ROCK YOUR BABY	George McCrae	T.K. Productions	Jayboy JSL 3
25	14	FULFILLINGNESS' FIRST FINALE	Stevie Wonder	S. Wonder	Tamla Motown STMA 8019
26	21	DIANA AND MARVIN	Diana Ross/Marvin Gaye	Berry Gordy	Tamla Motown STMA 8015
27	15	KIMONO MY HOUSE	Sparks	Muff Winwood	Island ILPS 9272
28	-	SANTANA'S GREATEST HITS	Santana		CBS 69081
29	20	LADIES AND GENTLEMEN	Emerson, Lake & Palmer	Greg Lake	Manicore K 63500
30	28	SOLO CONCERT	Billy Connolly	Nat Joseph	Transatlantic TRA 279
31	37	BAD CO.	Bad Company	Bad Company	Island ILPS 9279
32	36	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel	S&G/Hale	CBS 63699
33	-	SO FAR	Crosby, Still Nash & Young		Atlantic K 50023
34	22	THE BEST OF JOHN DENVER	John Denver	Milton Okun	RCA Victor APLI 0374
35	29	THESE FOOLISH THINGS	Brian Ferry	B. Ferry/J. Porter	Island ILPS 9249
36	44	SPYGlass GUEST	Greenslade	Greenslade/J. Ensor	Warner Bros. K 56055
37	33	THE BEATLES 1967-70	Beatles	George Martin	Apple PCSF 718
38	48	THE BEATLES 1962-66	Beatles	George Martin	Apple PCSF 717
39	32	THE BEST OF BREAD	Bread		Elektra K 42115
40	43	STONE GON	Barry White	Barry White	Pye NSPL 28186
41	-	LIVE AT DRURY LANE	Monty Python		Charisma CLASS 4
42	36	THE STING	Soundtrack	Marvin Hamlisch	MCA MCF 2537
43	-	HALL OF THE MOUNTAIN GRILL	Hawkwind	Hawkwind/D. Bennett/R. Baker	United Artists UAG 29672
44	34	DIAMOND DOGS	Bowie	Bowie/Visconti	RCA Victor APLI 0576
45	-	ABRAXAS	Santana		CBS 64087
46	-	HUNKY DORY	David Bowie	Ken Scott	RCA Victor SF 8244
47	-	LET'S PUT IT ALL TOGETHER	Stylists	Tom Bell	Avco 6466 013
48	39	MEDDLE	Pink Floyd	Pink Floyd	Harvest SHVL 795
49	31	REMEMBER YOU'RE A WOMBLE	Wombles	Mike Batt	CBS 80191
50	-	THE RISE AND FALL OF ZIGGY STARDUST	David Bowie	D. Bowie/K. Scott	RCA Victor SF 8287

- NEW ENTRY
- MILLION SALES
- OVER £150,000 SALES
- OVER £75,000 SALES
- RE-ENTRY

OUTSIDERS

HOLIDAY, America, Warner Brothers K 5645
SILVERBIRD, Leo Sayer, Chrysalis CH 1050
REMEMBER ME This Way, Gary Glitter, Bell BELLS 237
SGT. PEPPER'S LONELY HEARTS CLUB BAND, Beatles, Parlophone PCS/PMG 7037
TALKING BOOK, Stevie Wonder, Tamla Motown STMA 8007
WE CAN MAKE IT, Peters & Lee, Philips 6308 165
AFTER THE GOLDRUSH, Neil Young, Reprise K 44088

ARTISTS A-Z
(Full price)

AZNAVOUR, Charles	18
BAD COMPANY	1
BEATLES	4, 37, 36
BOWIE, David	44, 46, 50
BREAD	39
CARPENTERS	5
CLAPTON, Eric	7
COCKNEY REBEL	8
COMO, Perry	22
CONNOLLY, Billy	30
CROSBY STILLS NASH & YOUNG	33
DENVER, John	20
DIAMOND, Neil	18
EMERSON LAKE & PALMER	29
FERRY, Brian	4, 26
GLITTER BAND	13
GREENSLADE	36
HAWKIND	43
JOHN, Elton	11, 20
MCCARTNEY, Paul/Wings	3
MCCRAE, George	24
MONTY PYTHON	41
OLDFIELD, Mike	1, 2
OSMONDS	9
PETERS & LEE	21, 23
PINK FLOYD	10, 48
ROSS, Diana/Marvin Gaye	26
SANTANA	28, 45
SIMON & GARFUNKEL	14, 32
SPARKS	27
STYLISTS	47
THREE DEGREES	12
10CC	17
THE STING - Soundtrack	42
WAKEMAN, Rick	15
WHITE, Barry	38
WOMBLES	49
WONDER, Stevie	19, 25

MID PRICE & TV ALBUMS
(94p-£1.87)

- 1 BLACK EXPLOSION, Various, Ronco BRP 3008.
- 2 SCOTT JOPLIN PIANO RAGS, Johnny Riklin, Nonstop H 71248.
- 3 RELICS, Pink Floyd, Starline SRS 5071.
- 4 LIMITED EDITION, Can, United Artists USP 193.
- 5 JOHN WILLIAMS' GREATEST HITS - English Chamber Orchestra/Sir C. Graves, Harmony 30051.
- 6 ON STAGE, Neil Sedaka, RCA International INTS 1486.
- 7 SUPER BAD, KOTI NE 459.
- 8 OH CAROL, Neil Sedaka, RCA International INTS 1131.

A new single from a really beautiful artist

ANN PEEBLES

(You Keep Me) Hangin' On HLU 10468

Available during October:
 34c 3003
 5th, Whitworth Civic
 Barboursville, Birmingham
 6th, Harry's Store, 100 Strand
 4, 4th, Station
 7th, Top of the World, Stafford
 8th, 100 Club, Oxford St
 9th, Playboy Club, Park Lane



The first 'live'
BOWIE
single
"KNOCK ON WOOD"

FROM HIS FORTHCOMING ALBUM

RCA 2466



MARKET PLACE

POSITIONS

MANAGER/ESS

(Warrington, Lancs)

For our modern town centre record department. Applicants must have full Record Retailing experience. Remuneration in the form of an excellent basic salary and sales bonus. Good fringe benefits and working conditions.

Apply in writing stating age, experience and any relevant information to: Mr. HEATON, Sales Manager, Relay Vision Ltd, 67-69 Abbey Street, Accrington, Lancs. or telephone: 0534 27511.

RECORDING ENGINEER

Required for expanding DJ Studio in St. John's Wood.

Age 22-28, a "good ear for sound" and experience with equipment and the UK Broadcast casting field essential. Salary negotiable.

Ring TONY NEWMAN, Studio Manager, Roger Squires DJ Studios.

01-722 8111.

BUYER-RECORDS

Beatties

the expanding Group of retail Department Stores wishing to appoint a BUYER OF RECORDS to join their Group Buying team based at Wolverhampton.

Applicants should have proven success as a Buyer and the experience required to buy Records, Cassettes and Cartridges for five or more Department Stores.

* Aged between 25 - 45 years

* Salary not less than £3,500

Write or telephone for application form and job specification to Mrs. B. Marshall, James Beattie Ltd., Victoria Street, Wolverhampton, WV1 3QP. Telephone: Wolverhampton 22311.

DISCS



GLOBAL RECORD SALES

Canada House (Basement), 3 Chepstow Street, Manchester, M1 5EN, Tel. 061-236-5368/5.

X 11 Johnny Cash/L. Lewis Sunday Down South
X 17 Jerry Lee Lewis Ole Time Country Music
X 18 Jerry Lee Lewis Original Golden Hits Vol. 2
X 21 James C. Riley Cowbird Girl
X 27 Hank Snow The Last Ride
X 28 Wyn Stewart Baby It's Yours
X 34 Various Artists - Nashville Package of Original Country & Westerns Hits
C. Jones, R. Druskey, D. Dudley, Statler Bros., Tom T. Hall etc.
X 35 Faron Young Leavin' & Sayin Goodbye
X 52 Beatles Introducing
X 65 Jimi Hendrix Rainbow Bridge
X 66 Arlo Guthrie Alice's Restaurant
X 69 James Gang Live In Concert
X 70 James Gang Straight Shooter
X 71 James Gang Thirds
X 73 D. B. King Indiana Mississippi
X 74 B. B. King One World
X 88 Emitt Rhodes Emitt Rhodes
X 89 Steppen Wolf At Your Birthday Party
X 94 Steppen Wolf For Ladies Only
X 95 Steppen Wolf Monster
X 96 Steppen Wolf Rest In Peace
X 97 Steppen Wolf Seven
X 100 Who Sell Out
X 106 Gene Chandler Gene Chandler's Situation
X 107 Tom Clay What The World Needs Now
X 109 Kiki Dee Great Expectations

X 112 Four Tops Changing Times
X 113 Four Tops Yesterday's Dreams
X 116 Marvin Gaye Marvin Gaye & His Girls
X 117 Marvin Gaye Marvin Gaye M.F.G.
X 118 Marvin Gaye/T. Terrell Easy
X 119 Marvin Gaye/T. Terrell You're All There
X 125 Chuck Jackson Go To Be Alone
X 128 Michael Jackson Got To Be Real
X 127 Jackson 5 Got Back To Indiana
X 128 Jackson 5 Maybe Tomorrow
X 135 Shorty Long Prize Of Shorty Long
X 142 Originals Naturally Together
X 144 Originals Portrait Of The Originals
X 151 S. Robinson & The Miracles Season For Miracles
X 154 Diana Ross Ain't No Mountain High Enough
X 155 Diana Ross Surrender
X 156 Diana Ross Everything In Everything
X 157 Diana Ross/Supremes Let The Sunshine In
X 160 Diana Ross/Supremes Temptations Together
X 161 Diana Ross/Supremes Temptations
X 162 Diana Ross/Supremes Temptations
X 163 Diana Ross/Supremes/ Bill Cosby Cream Of The Crop
X 164 Diana Ross/Supremes My Whole World Ended

X 168 Ruffin Bros. I Am My Brother's Keeper
X 170 Edwin Starr Involved
X 172 Edwin Starr War And Peace
X 174 Gordon Staples Strong Out
X 176 Supremes Right On
X 177 Supremes Touch
X 178 Supremes Play Joy
X 180 Supremes/Four Tops Dynamic
X 181 Supremes/Four Tops Magnificent 7
X 182 Supremes/Four Tops Return Of The Magnificent 7
X 185 R. Dean Taylor I Think Therefore I Am
X 186 Temptations Temptations Show
X 187 Temptations Sky's The Limit
X 188 Undisputed Truth Undisputed Truth
X 190 J. Walker Home Cookin'
X 191 J. Walker A Gassus
X 193 Evelyn Rednow (Stevie Wonder) Alpha
X 200 Mary Balafante Belafonte
X 208 Daniel Boone Beautiful Sunday
X 216 Mama's & Papa's If You Can Believe Your Eyes
X 220 Tommy Roe Greatest Hit
X 226 Frank Sinatra's Newsies Of You
X 229 The Ventures Swamp Rock
X 232 Various Artists - Treasury Great Original Hits
X 233 Steppen Wolf, Mumford's & Papa's, Barry McGuire & Richard Harris
X 234 Various Artists - 20 Power Hits (K-Tel)
X 235 Ray Brooks, Melanie, Brian Hyland
X 236 Various Artists - 26 Non-Stop Sing Along
Del Ward & Charlie Young Honky Tonk (K-Tel)

"Why pay more for your U.S. import LPs?"

Global has well over 200 different selections of Country & Western, Blues, Jazz, and Soul at *only 80p each* (£1.05 for doubles)

The above are only a few of the superb selection available. Hurry! This offer is open till the 30th September 1974 only. Use this handy order form for your orders now! Don't delay order today

All orders to be pre-paid, or we will send C.O.D. (This does not apply to approved credit accounts)

Orders received after the 30th September will not be honoured. Minimum order £25.00

That's not all would you believe that we are giving away holidays (for 1 only) to any customer who spends over £300.00?

Christmas is coming Stock up now before the offer ends, and have a holiday into the bargain. If you spend £600.00 or £1,000.00 then your holiday resort choice is wider.

For our complete holiday list and our additional lists write to:-

GLOBAL RECORD SALES, Canada House, Basement, 3 Chepstow Street, Manchester M1 5EN. Tel: 061-236 5368/5369

All callers are made very welcome we're known for it.

WAX RECORD CENTRE

ARE YOU AN EXPERIENCED SALES ASSISTANT?

Looking for the opportunity to manage your own shop in the South?

Good wages, excellent bonus structure, paid weekly.

Write to:

Mr. R. ASHWORTH, Personnel Department, Wax Records, 125 High Street, Guildford, Surrey.



Royal Leamington Spa MANAGER

A managerial position is shortly to become vacant in our RECORD

DEPARTMENT. This department is situated in a large turnover area of this fast developing store. Modern retailing experience with some buying knowledge essential.

Apply: D. BRYDEN, Assistant General Manager, Telephone: Leamington Spa 2110.

Business For Sale

THE SHOPKEEPERS' AGENCY LTD

TEL 061-832 7392 (8 lines) to 9 p.m.

WELL ESTABLISHED RECORD/HIFI EQUIPMENT, excellent trading position WILMSLOW AREA. WEEKLY TAKINGS £760 excellent staff. Some main agencies, well equipped modern premises, book up. Rent £16.50 per week exclusive. Business £7,850 stock at valuation (£20,000 + £430 stock at valuation) also to be purchased together or separately.

A Record Business monopoly position WILMSLOW. Weekly takings £425. Scope, well equipped stock up. Premises. Rent £20 per week exclusive. Business £5,250 stock at valuation. (Deposit £2,200 stock at valuation). 47 PETER STREET, MANCHESTER 2

Do you have a SECRET AMBITION to break into the dazzling world of RECORDS - TV ADVERTISING - PR or seven FILMS? LET US INTO YOUR SECRET!

Good as on the look-out for we are

PA SECRETARIES
TYPISTS/RECEPTIONISTS
ETC

for really exciting Permanent and Temporary assignments! COME AND SHARE YOUR SECRET!!

PATHFINDERS,

32 Maddox Street,

London W1T. Tel: 629 3132

Jobs Wanted

34 Y.O. Male Executive with 10 years experience in radio and tv presentation and production. Records, Production and Promotion. Good knowledge of International Licensing and Publishing. Available for immediate challenge. Box TT 949

SERVICES

MUSIC MASTER

An all-industry record catalogue (published Sept 74), Listing summary details of over 20,000 popular LP's. Full list details & easy payment terms clip this to your letterhead and send to:- R.P.C., 10 Kingsland High Street, E8 2JL.

SPECIAL HOLIDAY OFFER LIST'S HIGHLIGHTS -

ALL STEREO LPs 80p EACH (£1.05 for DOUBLES) 8% VAT -

TRANSPORT CHARGES FREE (U.K. only)

X 168 Ruffin Bros. I Am My Brother's Keeper
X 170 Edwin Starr Involved
X 172 Edwin Starr War And Peace
X 174 Gordon Staples Strong Out
X 176 Supremes Right On
X 177 Supremes Touch
X 178 Supremes Play Joy
X 180 Supremes/Four Tops Dynamic
X 181 Supremes/Four Tops Magnificent 7
X 182 Supremes/Four Tops Return Of The Magnificent 7
X 185 R. Dean Taylor I Think Therefore I Am
X 186 Temptations Temptations Show
X 187 Temptations Sky's The Limit
X 188 Undisputed Truth Undisputed Truth
X 190 J. Walker Home Cookin'
X 191 J. Walker A Gassus
X 193 Evelyn Rednow (Stevie Wonder) Alpha
X 200 Mary Balafante Belafonte
X 208 Daniel Boone Beautiful Sunday
X 216 Mama's & Papa's If You Can Believe Your Eyes
X 220 Tommy Roe Greatest Hit
X 226 Frank Sinatra's Newsies Of You
X 229 The Ventures Swamp Rock
X 232 Various Artists - Treasury Great Original Hits
X 233 Steppen Wolf, Mumford's & Papa's, Barry McGuire & Richard Harris
X 234 Various Artists - 20 Power Hits (K-Tel)
X 235 Ray Brooks, Melanie, Brian Hyland
X 236 Various Artists - 26 Non-Stop Sing Along
Del Ward & Charlie Young Honky Tonk (K-Tel)

VOL. 40 OUT NOW

Easily the World's biggest selling regularly
released album

TOP OF THE POPS

SHM 876
STEREO

LOVE ME FOR A REASON
I'M LEAVING IT ALL
UP TO YOU
WHEN WILL I SEE YOU AGAIN
KUNG FU FIGHTING
Y VIVA ESPANA
ANNIE'S SONG
HANG ON IN THERE BABY
QUEEN OF CLUBS
RAINBOW
YOU YOU YOU
CAN'T GET ENOUGH OF
YOUR LOVE BABE
SMOKE GETS IN YOUR EYES



ONLY
89p

Also available on 8 Track-Cartridge H8225 & Cassette HSC 825

SWEET SENSATION

their latest single is

Sad Sweet Dreamer

out now on 7N45385

MUSIC WEEK

TOP 50

1	2	KUNG FU FIGHTING CARL DOUGLAS	PYE 7N 45377	NEW
2	1	LOVE ME FOR A REASON OSMONDS	MGM 2006 458	
3	5	ANNIE'S SONG JOHN DENVER	RCA APBO 0295	
4	6	HANG ON IN THERE BABY JOHNNY BRISTOL	MGM 2006 443	
5	3	I'M LEAVING IT ALL UP TO YOU DONNY & MARIE OSMOND	MGM 2006 446	
6	4	Y VIVA ESPANA SYLVIA	SONET SON 2027	
7	9	YOU YOU YOU ALVIN STARDUST	MAGNET MAG 13	
8	17	CAN'T GET ENOUGH OF YOUR LOVE BAE BARRY WHITE	PYE 7N 25661	
9	15	QUEEN OF CLUBS K.C. AND THE SUNSHINE BAND	JAYBOY BOY 88	
10	10	NA NA NA COZZY POWELL	RAK 180	
11	16	THE BLACK-EYED BOYS PAPER LACE	BUS STOP BUS 1019	
12	8	WHAT BECOMES OF THE BROKEN HEARTED JIMMY RUFFIN	TAMLA MOTOWN TMG 911	
13	12	HONEY HONEY SWEET DREAMS	BRADLEY'S BRAD 7408	
14	14	BABY LOVE DIANA ROSS & THE SUPREMES	TAMLA MOTOWN TMG 915	
15	7	WHEN WILL I SEE YOU AGAIN THREE DEGREES	PHILADELPHIA PIR 2155	
16	18	ROCK 'N' ROLL LADY SHOW-O-DY-WADDY	BELL BELL 1374	
17	13	YOU MAKE ME FEEL BRAND NEW STYLISTICS	AVCO 6105 028	
18	20	HELLO SUMMERTIME BOBBY GOLDSBORO	UNITED ARTISTS UP 35705	
19	21	RAINBOW PETERS & LEE	PHILIPS 6006 406	
20	11	MR SOFT COCKNEY REBEL	EMI 2191	
21	22	SMOKE GETS IN YOUR EYES BRYAN FERRY	ISLAND WIP 6205	
22	24	ROCK ME GENTLY ANDY KIM	CAPITOL CL 15787	
23	48	LONG TALL GLASSES LEO SAYER	CHRYSALIS CHS 2052	
24	23	ANOTHER SATURDAY NIGHT CAT STEVENS	ISLAND WIP 6206	
25	34	THE BITCH IS BACK ELTON JOHN	DJM DJS 322	
26	29	MACHINE GUN COMMODORES	TAMLA MOTOWN TMG 902	
27	30	I GOT THE MUSIC IN ME KID DEE BAND	ROCKET PIG 12	
28	32	PINBALL BRIAN PROTHEROE	CHRYSALIS CHS 2043	
29	33	IT'S BETTER TO HAVE DON COVAY	MERCURY 6052 634	
30	35	SILLY LOVE 10CC	UK 77	
31	19	SUMMER LOVE SENSATION BAY CITY ROLLERS	BELL BELL 1369	

SEPT. 21

COMPUTER chart
played by the BBC
and compiled for
Music Week/Record
And Radio Mirror, 7
Carnaby Street,
London, by British
Market Research
Bureau.

FORECAST

- 1/2 MILLION SALES
- MILLION SALES
- £ SALES INCREASING

STAR BREAKER



KEN BOOTHE

Everything I Own

TR 7920



Manufactured by B & C, 17, Upper St. John's Square, W.1
Available from EMI (UK) Sales, 6 & 8, C. Lane, 12, Roper Lane, W.10, 10, 10, London

32	26	ROCK YOUR BABY GEORGE MCCRAE	JAYBOY BOY 85
33	42	GEE BABY PETER SHELLEY	MAGNET MAG 12
34	44	SAD SWEET DREAMER SWEET SENSATION	PYE 7N 45385
35	25	ROCK THE BOAT HUES CORPORATION	RCA APBO 0232
36	37	WINDOW SHOPPING R. DEAN TAYLOR	POLYDOR 2058 502
37	39	FEEL LIKE MAKING LOVE ROBERTA FLACK	ATLANTIC K 10467
38	28	I SHOT THE SHERRIF ERIC CLAPTON	RSO 2090 132
39	36	SOMETHING 'BOUT YOU BABY I LIKE TOM JONES	DECCA F 10550
40	27	ROCKET MUD	RAK 178
41	31	JUST FOR YOU GLITTER BAND	BELL BELL 1368
42	41	SHE CHARLES AZNAVOUR	BARCLAY BAR 26
43	40	BORN WITH A SMILE ON MY FACE STEPHANIE DE SYKES & RAIN	BRADLEY'S BRAD 7409
44	-	REGGAE TUNE ANDY FAIRWEATHER LOW	A&M AMS 7129
45	47	UP IN A PUFF OF SMOKE POLLY BROWN	GTO GT 2
46	-	GOTTA SEE JANE R. DEAN TAYLOR	TAMLA MOTOWN TMG 918
47	-	LIFE IS A ROCK (BUT THE RADIO ROLLED ME) - REUNION	RCA PB 10066
48	-	EVERYTHING I OWN - KEN BOOTHE	TROJAN TR 7920
49	-	SPINNIN' & SPINNIN' - SYREETA	TAMLA MOTOWN TMG 912
50	-	YOU LITTLE TRUST MAKER - TYMES	RCA 2456

ADVERTISEMENT

SAILOR 'TRAFFIC JAM'

Their Hit Single on Epic 2562

