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# MUSIC WEEK

Europe's Leading Music Business Paper · A Morgan-Grampian Publication · 70p

## MUSIC WEEK INVESTIGATION UNCOVERS THE CANADIAN CONNECTION

# Imports a growing threat to UK manufacturers

THE GROWING threat to UK record manufacturers of parallel imports has been brought right to their doorsteps with the setting-up of a European end of the "Canadian connection" — a pipeline for current product at rock bottom prices benefiting from the soft Canadian dollar.

The Montreal-based Cash One-Stop company has established UK sales staff and last week invited British one-stop, wholesale and retail operators to the Piccadilly Hotel in Manchester where current and future US product was offered at prices substantially below UK manufacturers' dealer prices.

Some record company executives here are anxious to play down the importance of the imports problem, but WEA financial director, Ed Byrnes, told *MW*: "Canada as a source of imports is the biggest danger the UK record industry faces in the immediate future."

And both Jet and CBS have taken immediate action to combat the Canadian connection. Jet instructed its Canadian company to delay the release of the new ELO album — offered by Cash One-Stop, according to one source, at £1.96 to UK dealers — in order to give European companies a chance to get stocks into shops. And CBS in Canada has upped the price of the new Abba album by one Canadian dollar to make it a less worthwhile export proposition.

The problem stems from the Canadian dollar being some 30 cents cheaper than the US dollar, plus a Canadian government subsidy which hands back nine per cent sales tax to exporters. This is aggravated by the Canadian record market being depressed and quantities of overstocks being available. Viewed against the high price of UK discs — now third to Switzerland and Austria as the highest in Europe — and even accounting for the cost of air freighting, Canadian records become highly attractive.

And American catalogue imports continue to pour into this country as a result of returns flooding back from dealers there and being sold to UK sources at — to quote one British export manager — "really silly prices". This year's NARM convention was, apparently, a prime unofficial market place for cut-offs.

Some UK one-stoppers are refusing to deal in the trans-Atlantic bargain business. Wynd Up managing director, Colin Reilly, for instance, told *MW*: "We are aware of this product being available but we are not touching it. We prefer to try to build a lasting relationship with the British industry."

Another one-stopper, who preferred not to be named, said: "The English market is over-priced. We are being forced to look elsewhere where prices are cheaper than the home market."

● In America the problem of cheap Canadian imports flooding over the border has been a danger for some time, writes *Ira Mayer from New York*. At NARM sales reps openly solicited business on

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## WEA's tape Startracks

WEA ENTERS the cassette-only market with the release this month of five compilation cassettes under the collective title Startracks. The five fall into the categories of disco, soul, country, all-girl and original. Each compilation contains 20 original full-length tracks. Artists featured include Boney M, Chic, Manhattan Transfer, The Doobie Brothers, Rose Royce, Linda Ronstadt and Candi Staton. The playing time of each cassette varies between 60 and 80 minutes. Retail price is £4.39.

## STOP PRESS

BBC TV is to revive the Sixties' pop show *Juke Box Jury*, hosted by Noel Edmonds, produced by Roger Ordish, for transmission on BBC 1 early Saturday evenings starting on June 16.

## BPI voting explained

The BPI has written an explanatory letter to all member companies following enquiries in the wake of last week's *Music Week* report on the special resolution to increase the management council membership and amend the voting procedure.

The letter stresses that the two extra seats on the council will be filled only by members coming from B, C or D category companies and not the majors and that each individual member has one vote, irrespective of the grade of the company by which he is employed. It also repeats the fact that since the time of the BPI's incorporation in 1973 there has never been an issue for discussion at council meetings which has had to be decided by a formal vote.

The letter reminds members that 80 per cent of the total expenditure is funded by the subscriptions of A members only, which recently rose from £7,500 to £25,000 each while C and D membership fees remain at £500 and £100 each respectively.

The BPI communication expresses the hope that all members will attend personally at the extraordinary general meeting next week to listen to the discussion on the proposed amendments to the statutes before casting their votes.

## Chart action

NO CHANGE at the top with **Blondie, Roxy Music** and **M** occupying the top three slots. **The Shadows** move up to No. 9 and **Donna Summer** to No. 11. **Sister Sledge** jumps 41 places to No. 33. The nine new entries are headed by **Anita Ward** (19), **Quantum Jump** (41) and **Eddy Grant** (48).

# Showaddywaddy's special deal

FIVE YEARS after the first hit on the label, Showaddywaddy has re-signed to Arista for the world, but has asked for and been given an unusual deal. The aim, Arista UK MD Charles Levison told *MW*, is to make the big step from superstar status in the band's home territory to "ensuring that they attain the same status everywhere."

Although Arista is licensed to EMI in most territories, Showaddywaddy is to be placed with different licensees in individual territories and Newton Wills, of Pinnacle, has been appointed by the band as their international co-ordinator — based for the present at Arista's offices.

Levison commented: "Showaddywaddy has been the number one act on Arista UK for a long time, but as part of the Arista roster worldwide — because of the volume

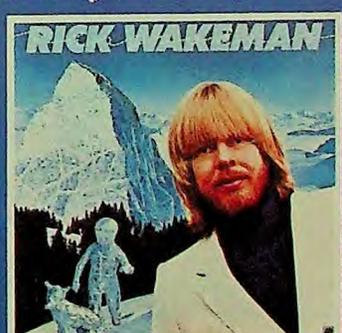
of product coming out of the US — there was a danger that they would be lost. The new deal is not in any way a criticism of EMI, but a recognition of the band's status."

Negotiations with potential European licensees are almost complete, and in some territories the company chosen is likely to be EMI.

Bill Gibbeson, Showaddywaddy's manager, said that the band had, until now concentrated on working in Britain. Although they had toured abroad, there had been no effort to cover territories evenly or promote the act through touring. There are now plans for more foreign touring, including Scandinavia in July, Austria and Germany in September, Poland in November and Japan in December, with a UK tour included in October.

# RICK WAKEMAN

*Rhapsodies*



Album AMLX 68508  
Cassette CXM 68508

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Produced by Tony Visconti

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## LETTERS

## Dealers turn to strike?

ONCE AGAIN manufacturers are up to their usual tricks by apparently supplying the National Union of Students with records at an extra 10% discount (*MW* May 19). This means that students are able to enjoy a discount of £1.20 off a £4.79 LP.

It is well known that students are not in the top 10 income bracket, but their education and livelihood are provided by the taxpayer. When they have finished their education most of them will take up appointments at a greater salary than those taxpayers who paid for their education, so I can see no justification for special treatment for them.

I am sure that all retailers are sick and tired of being sat upon by manufacturers and if retailers were able to go on a buying strike I am quite sure that the manufacturers would not get away with what they do.

A buying strike could be organised by the GRRC with the payment of strike pay. It all depends on how many members would wish it.

One way would be for retailers to pay into a special strike fund via the GRRC. The amount being related to the retailer's turnover. The accumulated funds could be invested in the same way that trade union funds are invested.

When the need for strike action becomes apparent

such as the selling of product to non retailers such as the NUS, the GRRC, upon receiving requests from say 20 members, would send out action forms to all members and when the forms were signed and returned the strike action could start.

When action is to be taken against one manufacturer the process is simple — no product is purchased from that manufacturer. Retailers would still have all products of the other manufacturers to sell.

When action is necessary against all manufacturers it need only be taken against one manufacturer at a time so no manufacturer would know when it is his turn next.

Retailers would not suffer a large fall in turnover because they would at all times be selling product from all but one of his suppliers at all times. J. Rowley, Rowley's Electrical, Broadway Parade, Hayes, Middlesex.

• The Editor replies: the idea of dealers taking strike action against manufacturers is certainly a novel one and would no doubt be welcomed by less militant dealers who could supply customers whose local shop is on strike! Also, it would probably be regarded as illegal collusion under the Restrictive Practices Act.



VOYAGER, WHO are currently in the chart with their first single, *Halfway Hotel* (Mountain VOY 001) recently visited the Phonodisc factory to deliver roses to all the staff. The band's first album, *Halfway Hotel* (Mountain TOPS 124) is released in June, backed by a series of live dates. Left to right: Mike McGowan (Phonodisc singles production co-ordinator), Paul French of Voyager, Glynis Holton (team leader, Phonodisc), Paul Hirsh and John Marter (both of Phonodisc) and Paul Walden, the band's manager.

## Majors — Wake up it's your move!

I WORK within what's left of the record industry, but I write as a lover of recorded music and as one who recognises the need for independent dealers who can give the public the specialist service required. This specialist service is threatened increasingly by home taping and taping from libraries, by the indiscriminate discounting of the multiples, but most of all by the attitude of the record companies.

I refer to your front page disclosure (*MW* May 19) that some record companies are now giving 10% discount, or extra discount, to the Students Union. It's unbelievable!

Several dealers I know objected recently to (a) being called "apathetic" (b) being called "dishonest" and (c) the continuing "couldn't care less" attitude of the majors. They turned to the one-stops and found service — (delivery in many cases well inside 24 hours) and they found that the one stops even cared about providing and continuing this service. What happens? The manufacturers withdraw their assistance to one stops which indirectly threatens the independent dealer again. Instead they channel this discount to the Students Union!

I ask the record companies to show that they do care. Let's hear what they propose to do about (a) home taping and pirating and the consequent loss of royalties (b) the increasing amount of faulty product, (c) indiscriminate discounting and the adverse effect this has on back catalogue sales. Surely a mark-up structure of 25% on new product for six months and 50% afterwards make sense? Or is their prime concern the fast buck? Dave Barber, Cramlington, Northumberland.

## LETTERS

Music Week welcomes letters on all subjects relating to the music industry. Write to: The Editor, Music Week, 40 Long Acre, London WC2

## The state of play at WEA

ARTICLES in recent issues of the music trade papers have suggested that most major record companies are supplying discounted records to the National Union of Students.

I would simply like to make it clear that WEA is not, in fact, supplying Great Stuff Records with records at discounted prices. We are, of course, happily supplying them as we would supply any other account, but we have agreed to no special terms. David Clipsham, Director of sales/marketing, WEA, Broadwick Street, London W1.

## International Legion

A NEW pop company has been set up by Steven Bentinck. It is called Legion Music, and forms part of an international group of companies which includes Legion Management, Legion Films and Legion Publishing.

A management deal has been signed with Lee Fardon and The Legionaires, previously with Arista. Fardon is starting a British tour which will include London dates. Other management deals include American artist Steve Flanagan, Steel Survivor; Ginger, Fatso and Paul Ives. All the artists are currently working on material and the company itself is putting together tapes, videos and press kits, so that all the acts can be presented as complete packages to record companies and booking agencies.

Involved in the new venture are Mickey Keen, managing director of Legion Music, Lou McGrady artists liaison, and Sandra Goode — previously with RCA — who handles press and promotion. In addition, Legion Publishing has brought in Bob Britten to take care of administration, and work with the writers already signed, and to act as general consultant. It is hoped that new songwriting talent will be attracted to the company. Legion Music is based at 186 Sloane Street, SW1 (235-2117/8/9).

## New Scope for disco

SCOPE IS the new disco music label set up by Lightning Records, to concentrate on in-demand disco singles. WEA is distributing, and first releases this week are Love Disco Style by the Erotic Drum Band, and Silly Games by Janet Kay. Both singles are available in 12-inch and seven-inch, and have been in heavy demand on import.

Scope will concentrate on licensing product from small record companies, and will be monitoring import sales through the Lightning warehouse, as well as checking on reaction in discos. The Erotic Drum Band single (on Prism Records in the US) is already breaking in UK clubs and the Janet Kay release (originally on Arawak) has been well received in reggae circles.

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# Electric plugs new signings

ELECTRIC Records has ambitious plans for two new signings. Foodband, who have signed a long term deal with the label, will have their first single released in three formats: a 12" single in picture sleeve (LWOT 32) with three tracks, Take Me Back To Mona, She's A Liar and Running Through The Alley; a 15,000 limited edition 7" picture disc (WOTPX 32) missing out She's A Liar; a standard 7" disc (WOT 32). Release date is June 9 and an advertising campaign in the trade and consumer music press kicks off with a double-page colour spread in *Music Week*. Counter displays and stock boxes will be available to dealers.

Rock band Writz have also signed long-term to Electric and to Essex Music for publishing. Their first single, Night Nurse, is to be released on June 23 as a 12" picture disc. Currently touring Holland, the band returns to the UK for a long tour starting at London's Rock Garden on June 7. Electric is planning a massive promotional campaign for the band under the banner of Writz Blitz. Producers of the single are Lol Creme and Kevin Godley of 10cc/Gizmo fame.

# RIM and Pinnacle pact

REDIFFUSION INTERNATIONAL Music and Pinnacle Records have agreed a two-year sales and distribution deal, effective from June 1, covering RIM's own classical labels Aurora, Heritage, Legend and Royale, the Classical Pops series, the recently launched MOR label called RIM, and the new pop label Fusion.

RIM's long-established catalogue of the marketed Supraphon label, currently available through other channels, will be distributed by Pinnacle from September 1, while all new releases on the label, together with RIM's other marketed label Tuatha, are involved in the initial agreement.

To consolidate the new association, meetings are to be held in the south and Midlands, where RIM's executives will present the Pinnacle sales force with a selection of the back catalogue, Classical Pops, and 11 new classical releases, comprising eight on Supraphon, two on Aurora and a rare spoken word recording of the late Scottish poet Hugh MacDiarmid on Tuatha.

Sales incentives being offered by RIM for the Pinnacle area managers and sales force include two tickets for the West End revival of The King And I and hotel accommodation for the best sales on the Virginia McKenna RIM album, and a portable colour TV plus a "breakaway weekend for two" for the area manager achieving best sales on RIM's back catalogue.

## MUSIC DEALS

**VIRGIN RECORDS** has signed Local Operator to a long-term worldwide recording and publishing deal. The band is currently arranging a gig in the Rock Against The Atom to which the Minister for Energy will be invited. The band will also be appearing as special guests on The Records' June tour.

**AURA RECORDS** has signed Canadian electronic music composer John Mills-Cockell, former leader of rock band Syriax. An album, Neon Accelerando is released on June 8. A marketing campaign includes radio ads, in-store displays, fly posting and rock press ads.

**ZORRO**, an Anglia rock band, has signed to the independent Bridgehouse Records label. A three-track EP, 'Arrods Don't Sell 'Em is set for June 8 release.

## MUSICAL CHAIRS

Wise has joined the London office as secretary/p.a. to the department. She has previously worked with Anchor Music and EMI Music.

**KEN BRUCE** has been appointed head of promotion at EMI LRD. He previously held a similar position at RCA and more recently has been running his own artist management and promotion company. . . . **Tony Hopkins**, formerly assistant editor of *Hi Fi Answers* has been appointed editor of *Beat Instrumental*, taking up his new position on June 4. **Nick Elliot**, formerly with Haymarket Publishing has joined *Beat* as advertising manager and **Joe Wenborne** has been appointed space sales executive.

**NICK SANDS** has left Creole where he was promotion manager. Formerly with CBS and United Artists, he can be contacted on 01-361 0652. . . . **Peter Meneer** from joint managing director of RSGB to head of audience research for BBC Radio. Meneer was



**STRAIGHT EIGHT** currently supporting on the No Dice UK tour, has signed a worldwide deal with WEA, which is rush releasing *Spread It Around*, a debut single co-produced by Peter Townshend. After the No Dice tour the band, which has for some time been building a club following, will start working on an album.

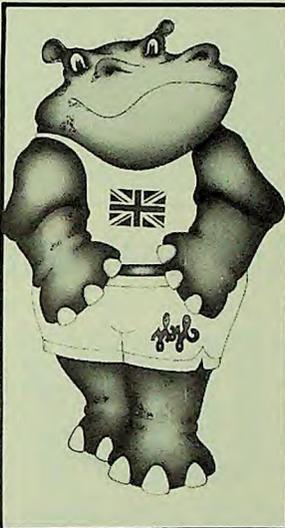
**RITZ**, A black three-piece disco band, has signed to Epic via a licensing deal with Park Lane Records, the company that also handles another recent Epic signing, Aviary. First single from Ritz is to be an up-date of the Little Eva hit, Locomotion, set for June 15 release.

**GEM RECORDS** has signed the U.K. Subs, a London-based punk band. Their first single, Stranglehold is released June 8, with the first 20,000 copies pressed on red vinyl.

**EMI HAS** signed a long term contract for the UK only with South African band Clout. Previously an all female unit, Clout now boasts two male members — Sandie Robbie and Bones Brettell. A single, Save Me, is released in 12" and 7" forms this week.

THE EDGE has signed an exclusive recording contract with Hurricane Records for the UK and Europe. A single, American Express is released June 1 in a picture bag. The band is currently touring with The Skids.

# Page 3 pet signs up



**GEORGE MARTIN'S** Air label has signed the G.B.'s, a group of cartoon animal characters devised as a fund raiser for British sport. A single, We Are The G.B.'s (CHS 2342) is released on June 1 in full colour sleeve. The G.B.'s, led by Harvey Hippo (left, looking lovely) have been developed by BASIS — British Action for Solidarity in Sport — a new organisation created to provide finance for British sport. Air will be donating a royalty from the single to BASIS who will also collect a percentage from all sales of G.B. merchandise. Promotional plans include cartoon films, books, clothes, drinking mugs, tracksuits, and personal appearances at major sporting events.

formerly with BMRB and was instrumental in setting up BMRB's chart system. . . . **ANNIE MILLIGAN** from EMI regional promotion in Manchester to Judy Totton Publicity as assistant to Totton. . . . **David Marlow** to Virgin Records as press officer, joining **Linda Gamble**, both reporting to press director **Al Clark**. Marlow previously worked at *Zig Zag* where he was responsible for the much acclaimed Small Labels Catalogue. . . . the **Caroline Roadshow** has moved offices to 79 Buckingham Palace Road, W.1. New telephone numbers: 828-0276, 828-1467.

## Decca Records

IN LAST week's *Music Week* it was incorrectly stated that **Roger Bull** is replacing **Peter Goodchild** as Decca's director of marketing. In fact Decca has yet to announce a replacement for Goodchild, and Bull replaces **Phil Dexter** as pop marketing manager.

## MUSIC WEEK

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# Expansion at MCA and Infinity

THE FIELD promotions department of MCA and Infinity has been expanded "to provide a more concentrated service to radio and television stations throughout the country."

**Martin Satterthwaite** has been promoted to manager artist development and field promotions. In addition to being responsible for all field promotion, including displays, he will now also be in charge of all aspects of artist development, particularly regarding negotiations with promoters and agents for tours.

**Steve McCoughley**, formerly area promotions manager for the North of Scotland is now to be responsible for promotion in the South of England, excluding London. **Austin Powell**, previously promotion manager at Beacon Radio, becomes area promotions manager for the Midlands and North-West. **Stewart Gray** joins the company as area promotions for the North East and Scotland, moving from a similar position with Magnet Records. **Sharon**

NEW SINGLE **BABYLON'S BURNING** c/w SOCIETY

ON TOUR WITH THE DAMNED WATCH OUT FOR DATES

VS 271

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# Independents unveil marketing plans for upcoming product

MARKETING PLANS and new releases were revealed by record companies attending the Record Sales conference in Tenerife. The informal presentations by K-tel, Logo, Bronze and Charisma, and the comments of the sales and marketing executives present, lent support to RS co-director Richard Jakubowski's expressed hope that the promotion company's first 18 months' work had brought it credibility.

It was also clear that the role which RS originally saw for itself — that of working specifically on releases which were already selling well and needed only a short period of heavy promotion to dealers, radio stations (and lately discos) to move them chartwards — is expanding.

Bronze general manager, Robert Lemon, said that the label's first picture disc will be Don't Kill It Carol, by Manfred Mann, off the Angel Station LP. A limited edition of 20,000 is released on June 8. A strong secondary selling point is likely to be that the B side is a seven-minute version of Blinded By The Light. Follow-up to No Class for Motorhead will be Overkill. When released on June 15 it will appear in an unlimited edition of special picture sleeves.

Mike Watts, Charisma marketing manager, talked generally of new releases, including a single off ex-Genesis member Steve Hackett's Spectral Mornings album. The 45 is a re-mixed version of Every Day. Charisma has not, Watts pointed out, concerned itself very much with singles in the past, but the label's attitude is changing and it is aiming for consistent singles success in future. The opening salvo in that offensive includes a three-track 45 by Hawklorids, to be pressed initially in 12-inch grey vinyl, and the first

By Terri Anderson

vocal cut for well over 20 years from veteran guitarist Link Wray, whose version of It's All Over Now Baby Blue is released in blue vinyl with a picture sleeve. New Charisma signing Darling — led by singer Alice Spring — is expected by the label to "make it in the middle market". A single, Do Ya Wanna, is released next week, with an LP following almost immediately. Darling has now been confirmed as support on the Manfred Mann tour.

Another company which is also aiming to alter its business profile to some extent is K-tel. Marketing manager Alan Jones pointed to the change from the label's original position of being purely a repackaging and marketing company to creating its own repertoire. The process which began last year with the first Classic Rock album continued with the second LP in that series, which has been promoted so far without TV advertising, but which will be tested in the Trident area from June 11 and going national later. A third Classic Rock LP is in the pipeline.

K-tel is also moving towards more involvement in the singles



PICTURED AFTER a windblown trip up the side of Tenerife's volcanic peak are Robert Lemon, of Bronze, Alan Jones, of K-tel, Denis Knowles, Arista marketing director, Mike Watts of Charisma, Alan Wade, co-director of Record Sales and his wife Linda, Tony Adams of K-tel and Keith Peacock, of Logo.

market. The new Ruby Winters album Songbird which also sees K-tel in a talent developing role, is being tested in the ATV area, and a single from it has been released by Creole. Promotion includes a radio tour by the artist and dealer merchandising. Another single spin-off is to be Pete Townshend's guest appearance as vocalist on the Classic Rock version of Pinball Wizard. This is likely to go out through WEA.

Keith Peacock, A&R and Marketing manager of Logo, said that RS is being used to build selling

acts, the first major project being the Tourists, who supported Roxy Music on the UK tour. The album is currently being sold in by Logo's distributors RCA, and promotion for what Logo hopes will be a solid, long-term addition to the roster, includes a double single (limited edition of 10,000) of Blind Among the Flowers and three other cuts, in a gatefold sleeve. Logo's first picture disc is a limited edition of Duncan Browne's Wild Places, for which there will be a special picture disc browser box for reps to give to dealers.

## Ertegun elected

PALMA: WEA International president, Nesuhi Ertegun, was elected president of the International Federation of Phonogram and Videogram Producers (IFPI) at the organisation's first general meeting since its formation as a Swiss association.

John Hall, the present IFPI anti-piracy director, was appointed director general designate following the announcement by the current incumbent, Stephen Stewart, that he intended resigning later in the year to take up other pursuits.

The purpose of changing the status of the old IFPI federation into a formally registered association in Zurich, with its secretariat in London and regional offices in Hong Kong and the Mediterranean, was to stress the "truly international character of the organisation and to strengthen its legal standing by establishing its fulcrum in a neutral country." In this way the IFPI achieves "corporate status, freedom of movement and security for its funds".

## FROM PAGE ONE

benefit of Canadian exporters. US retailers can save anything from 25c to a dollar per LP which provides a significant boost to profit margins when business is sharply down.

But retailers run the risk of incurring resentment from the US distributors plus the tendency of Canadian companies to insist on cash advance payment. To date no American retailer has reported any sanctions from American manufacturers, but as the flow of product from Canada increases, as it has over the last year, that seems a strong possibility.

## Radar signs US deal with Polydor

RADAR RECORDS has signed a deal with Polydor providing distribution for selected product in the US and Canada. This agreement completes the worldwide distribution picture for Radar with outlets already through WEA in other territories.

First product to benefit from the pact are the debut albums from ex-Motors guitarist Bram Tchaikovsky, shipping this week, and The Yachts, scheduled for July. Not covered by the deal are Elvis Costello and Nick Lowe who are signed to CBS for the US. Product will appear on a Polydor label with a Radar identification.

Explaining the Polydor link, Martin Davis says: "Polydor are hot at the moment since Freddy Haayen went there and there seems to be a gap in the company's catalogue that we can fill.

"You are not really in the record business unless

you're in the American market and so we wanted an outlet there. It will certainly enhance the company's credibility and when signing acts in the future we will be able to offer the possibility of US distribution."

Radar A&R director Andrew Lauder sees this as an exciting time to become involved in the US market.

"It's like the sixties beat boom again," he says, "so that the Americans are actually interested again in what's going on here. Promoter Bill Graham has written to us asking who is available for booking. I think the exposure for new UK talent that this deal will give will help not only us but also the Stiffs and Virgins in the UK."

The deal will be administered for Radar by sales and marketing manager, Tim Read, as well as Davis and Lauder.

## Regional promo companies set up

TWO COMPANIES specialising in regional promotion have been set up and are offering their services to record companies. Independent promotion man Allan James is expanding his four year old Rime Enterprises company by opening a new northern regional office in Manchester operational this month and an additional promotion executive covering Southern England out of London.

Former Sheffield Polytechnic social secretary, Erica Hughes, (21) is setting up Rime's Manchester office. Other staff are yet to be appointed.

"This means Rime can maintain a far greater degree of personal contact with regional radio and TV contacts," says James. "And of course I will still visit the regions myself when necessary."

First client for Rime's new service is Rocket Records which has

contracted for Rime to handle its promotion in the north. James, whose clients include acts represented by Anarkata and Brian Laine among others, claims to have been associated with over 70 hit singles and 40 albums since setting up Rime.

● TWO OTHER promotion men have left their respective record companies to set up a new independent company, to fill what they see as quite big gaps in the business's regional promotion coverage.

Their company is Magnum Associates Promotion and it is currently being run two-handedly by its directors — Roger Upright, former EMI promotion and single sales manager, and Mike Tobin, former RCA Midlands promotion man.

EMI, from which Upright was made redundant, has been

Magnum's first big customer. The Gonzalez tour required outside help on the regional promotion side and Tobin and Upright were able to offer a package which included attending all dates in a combined PR/artists relations capacity.

Tobin told MW: "We are not trying to offer too much at once. There will be comparisons between Magnum and Record Sales, but while their promotion is aimed primarily at the dealer ours approaches regional record promotion from the radio and press end."

Magnum is now seeking a permanent office base in Birmingham, and expects to recruit more staff in the autumn, but for the moment Tobin and Upright can be contacted at their home telephone numbers (092681 4642 and 0582 608111 respectively).

## News in brief

COSTS OF £3,221.64p must be paid by PRS general manager Michael Freegard to composer Trevor Lyttleton in final settlement of the libel action brought by Freegard against Lyttleton in July 1976, which he later dropped before the trial.

The action resulted from a statement made by Lyttleton and published in *Music Week*, that Freegard had "improperly, dishonestly and secretly" discharged his duties at PRS.

Freegard discontinued the action the day before the suit was due for trial and agreed to pay Lyttleton's costs. Lyttleton last week declared himself well satisfied with the amount awarded, although he estimates his personal expenses fighting the action, and his continuing campaign to have the PRS investigated, to be in the region of £30,000.

"I will continue my fight for a formal investigation of the PRS," said Lyttleton. "I have every confidence that the new Government will respond to lobbying on the matter."

EMI LRD is to back the release of Creedence Clearwater Revival's 20 Greatest Hits (Fantasy FT 558) with TV advertising initially in the Trident and Granada regions, rolling to other areas later. Release date is June 8, with the TV ads starting the day before. There will be further backing from 250 window displays, 2000 full-colour posters for in-store use and advertising in the trade and consumer music press. Tracks on the album include Bad Moon Rising, Proud Mary and Up Around The Bend.

FURTHERING K-tel's collaboration with independent record companies, their first joint venture with Electric/Cube Records will be an album by guitarist John Williams. Titled Bridges, the album is rush-released this Friday on the Lotus label. Catalogue number is WH5015 and retail price £4.49. A national TV campaign will start in mid-June. Bridges includes the track Cavatina, original movie theme from *The Deer Hunter*.

RCA HAS upped its prices by an average of ten per cent from this week.

Bringing its price levels into line with the other majors the company has set standard albums at £4.99 (from £4.49) and singles at 99p (from 85p), the largest percentage increase at more than 16 per cent. 12 inch singles at £1.49 is one of the six among the nineteen price categories to remain the same.

Other increases are £1.99 albums to £2.25, £2.50 to £2.75, £3.50 to £3.75 and £4.25 to £4.75 and an RCA spokesman says: "The increases have been worked out so that they are spread throughout the price ranges. They have been economically necessary for the company to maintain growth."

THE NEW Arista Zones album, Under Influence (SPART 1095) is released on June 1 in four different sleeves — each sleeve depicting a different interpretation of zones — parking, time, erogenous and o-zones. A single, Looking To The Future (ARIST 265) is released a week earlier. The group has also recorded a new song, New Life, for the film *That Summer* and Arista is releasing the soundtrack.

Zones are also being featured in the BBC TV series *Persuaders* which deals with the marketing and advertising of new products.

In-store displays for the new LP will include 12" cubes featuring all four of the different Under Influence sleeves. Full page ads will be taken in the rock press.



# ONE DATE YOU'LL NEVER FORGET

June 8th.

The day that Fantasy Records released the collection of Creedence Clearwater Revival's 20 Greatest Hits.

You took her out for a drive. (What was her name?). The radio was playing all her favourite Creedence tracks. 'Proud Mary,' 'Down on The Corner,' 'Bad Moon Rising' and the rest.

Then you took her home. You turned on the box and there was the Creedence commercial with the bloke and the bird in the car.

Incredible coincidence. Couldn't go wrong, could you? (What was her name, anyway?).

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Album FT 558 Cassette TC FT 558

**FANTASY** 20 GREATEST HITS. CREDENCE CLEARWATER REVIVAL **EMI**

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# TIP SHEET

## AZ goes wooing British talent

CLAUDE MONNET, international manager for France's AZ Records, is looking for British album-oriented product to licence.

AZ Records is a leading disco label in France and is linked with the commercial radio station, Europe 1. Two months ago, Pascal Farouli, ex-CBS MD in France, took over the company from Paul de Senneville: "A restructuring has taken place which includes an expansion of our international artist roster," says Monnet, who incidentally paid a flying visit to London last week.

"People in France always 'look to America for talent'. I feel though that Britain has some very talented artists for the French market," he explains. "As AZ Records is number one in disco, we have a very full catalogue. So I am working on getting long-term pop album product."

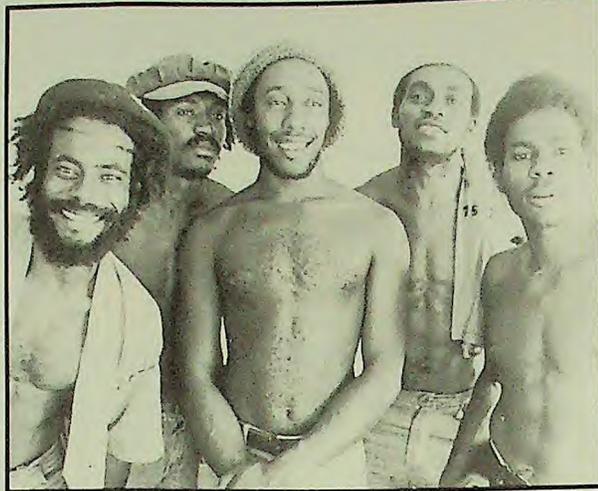
And recently signed from the UK is Bob Weston, ex-Fleetwood Mac; Ken Burgess who is recording in a country rock style and producing

for the label, and the reggae-based group Cimarrons.

"I'm also interested in new artists and welcome all demos. We found Terry Scott and are producing him for France, but will assist in placing the master in Britain," Monnet adds.

AZ releases a number of Pinnacle Records' artists including Peggy Scott, whose disco single, You've Got It All, they feel could be a Number 1 in France. The company also handles Hansa's artists (except for Boney M and Eruption), which include Tommy Lee Palmer, the Valverde Brothers, Chris Denning and The Love Affair.

"We want the people who come to us to feel comfortable and know we will go all out to work each product we pick up," adds Monnet who is off to New York next



THE CIMARRONS: one recent signing

month to sniff out potential artists. Contact: Claude Monnet, AZ

Records, 32 Rue Francois, Paris 75008. Tel: 2567676.



JUDI CONNELLI, pictured above, Australian television, theatre and recording personality, is appearing in Britain for the first time at Aphrodite's Club in London from May 21 to June 3. And

while here, she is looking for songs to record and an interested UK record company.

Connell's personal manager, Neil Anthony says: "We're looking for contemporary, gutsy songs only ladies can sing. Judi has an enormous range and identifies with emotional American ladies. She's dynamic on stage, a modern-day Garland would be an apt way of describing her."

Connell's career has included several one-woman shows, an hour-long 'special' for ABC radio, a regular role in a successful TV series The Young Doctors, a lead in Australia's production of Applause, nominations from Australia's entertainment industry for the Mo Award in 1977 and 1978 for best female performer, recording for RCA (Sydney) and a recent six-month worldwide tour.

Any interested A&R man who would like to catch Judi on the last few days of her Aphrodite's Club appearances should contact Neil Anthony at 14/40 Redcliffe Square, London SW10. 01 370 1448.

## In brief...

ANYONE SEEKING Portuguese distribution for their record repertoire should bear in mind a new organisation called appropriately Nova formed in Lisbon three months ago. It offers swift, efficient service, according to its London representative and international A&R man Rui Castro, and is also on the look-out for second options from labels not happy with their present arrangements in Portugal. Castro also hosts a weekly new wave, soul and reggae disc programme for Portugal's Radio Renascenca. Contact Rui Castro, 40 Gunter Grove, London, SW 10. Tel: 01-352 2886.

ENCOURAGING WORDS from US company executive John Kalodner, Atlantic Records West Coast A&R, who reports: "I'm more interested than ever in British groups. Next year at this time they will really be a factor in America. After all our major groups release their new albums this summer, it will be Britain's turn. I'm going to try and keep up-to-date here. A few new deals are in the air".

John will be back in the UK this summer, but until then can be contacted at: Atlantic Recording Corp., 9229 Sunset Blvd., Los Angeles, California 90069. (213) 278 9230.



Tipsheet is edited by SUE FRANCIS Contact her on 01 439 9756

## A deal with D'Amour

D'AMOUR is a new four-member vocal group which is making a good initial impact on club and cabaret audiences in the South of England and is seeking recording, publishing, agency and management.

The four bring years of experience to the new act. Pam Warner has been a session singer on several hit records and, with husband Chic, a songwriter for various groups including The Wurzels. Joy Barrie has sung with groups such as Brass Roots here and on the Continent. Both ladies sing lead and play percussion. Gary Andrews who plays all percussion instruments has sung and played in many pro bands — a recent one being Trax — while Chic Warner, ex-member of the Interstate Road Show and the Foundations, plays guitar, tenor, alto, flute and piano.

Going into songwriting, Chic met Pam and teamed up professionally and matrimonially.

And as writers for the Wurzels he says: "The material we write for D'Amour is very different and leans more to today's commercial market."

"We feature three of our own songs in our act and have many good ones already demoed. I cannot really say who we look or sound like as we think we are very original. We are completely self-supporting as we have our own equipment and our own light show. We also use all our own backing tracks on stage."

Upcoming D'Amour gigs include: Monday, May 28, Warden Bay Hotel, Leysdown Isle of Sheppey; Friday, June 15, RAF Manston, Ramsgate. For further information contact Chic Warner, 14 Jack Cook House, Whiting Avenue, Barking, Essex. (01) 591 4055.

## Singer ready to be snapped up

AMERICAN SINGER/songwriter Peter Diaz is in Britain to record his own songs. Having had some success in Europe as a songwriter with covers by Cliff Richard, Child and Cornelia, he has recently signed to Coventry-based Whitestone Management. "Peter now wants to fulfil his potential as an artist in his own right and we are looking for a recording and a new publishing deal," says Whitestone.

Peter, 27, plays guitar and was born close enough to the American West Coast to have developed an early interest in inventive rock music. He has lived and worked in Holland, Belgium and Germany and composed there in what he terms Eurovision style.

His music does not have any strong influences but to toughen up his style, he says, he came to England and lived in London's East End. "While I was there, I soaked up the atmosphere, which helped my work and gave me more grit. I wanted to get away from the commercialism which my writing was dropping into. Now I feel more confident to perform my own songs. Other people's versions are, of course, different to the way that I feel the songs." Contact Bob Mober, Peter's manager, at Whitestone Management, Hillman House, 28 Corporation Street, Coventry, West Midlands. (0203) 20265/20111.

## Carrere's UK campaign

IN THE last 10 months, Carrere Records, the independent French label in the UK, has chalked up hits with Clout and Dollar and is currently in the charts with that bizarre little ditty, Nice Legs, Shame About Her Face, with the Monks and Who Were You With In The Moonlight with Dollar. The label now hopes to extend into America, with negotiations taking place through its own Claude Carrere in Paris and is expanding its artist roster in the UK.

When Claude Carrere appointed Freddy Cannon to set up his UK operations, it was assumed that the label would be aiming to repeat its disco reputation which is so good in France. Incidentally it is the company the boasts such artists as Boney M and Amii Stewart.

"Not so," explains managing director Cannon. "We got away from disco as everyone else was jumping on that bandwagon. We want to sign English acts and make them long-term projects to be broken worldwide. We are open to a variety of artists and we believe the product that comes out of England can also be very successful in the US."

Cannon is aiming now for 10 acts, five of which have already been signed. One of their newest signings, with tracks already in the can, is the re-formed Mud which now includes a belting young lady called Margo.



FREDDY CANNON

Also on the label is Sheila and a new rock band Saxon. Peter Hinton is A&R manager and Oliver Smallman is director of promotions and artist relations.

Carrere has recently ended a distribution deal with EMI and signed with WEA for the UK. It has its own distribution company in France and elsewhere negotiates territory by territory. Claude Carrere can be contacted at Carrere Records, 27 Rue de Surène, Paris 75008. Tel: 261 5137, and Freddy Cannon at Carrere Records (UK), Meadows House, 22 Queen Street, Mayfair, London W1. 01 493 7406/7/8.

Due to technical problems, we are unable to release the Knack album, 'Get The Knack', in time for their forthcoming tour. However, a limited number of white label pressings in black and white sleeves will be made available on June 1st at a special recommended retail price of £2.99.



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## RETAILING

# Training manual planned by MTA

PLANS FOR a music trade retail training manual, aimed at increasing efficiency and product knowledge among music dealer staff, were revealed by MTA training officer Ann Foster at the Music Industry conference in Torquay last week.

She told delegates that the Distributive Industry Training Board is helping the MTA to finance an instruction package which will take the association's efforts in the area of staff training a big step further.

This project will follow on from the decision to make training courses more easily accessible to dealers outside London by taking them "on tour".

"We decided to do the travelling courses because the London-based two-day events were not really attracting the people that they were aimed at — mainly because of the cost factor. Dealers did not really want to spend so much on sending young staff to London," Ann Foster told the conference.

Equally, she added, it was difficult for owners and managers to leave their businesses for two full days.

So the one-day training package has been put together with a view to attracting attendance from regional catchment areas. These could then be followed up with similar one-day events with different programmes at about six months later.

The help and support which the MTA training scheme has had from manufacturers, suppliers, and dealers had, she added, made it obvious that the two sides of the

Edited  
by  
TERRI ANDERSON

trade really want to contact each other and co-operate more. The MTA sees itself as the necessary middleman, coping with the organisation.

The MTA is also planning training courses aimed specifically at the management end of the trade — dealing with management skills, finance (including financial planning after the first Conservative budget), shop security, staff interviewing and product knowledge.

The training manual when it is produced will cover, under a number of topic headings, all the information which senior staff should be able to pass on to trainees, but which they often — for lack of time or inclination — do not pass on.

The result, the MTA hopes, will do much to overcome the sense of boredom which often causes trainee staff to move on, because ignorance of how to do the job and enjoy doing it in a knowledgeable fashion is preventing them from getting properly involved in their work.

## Book reviews . . . Status Quo . . .

BELIEVE IT or not, nobody has previously written the 'authorised' biography of Status Quo despite the band's longevity and fanatical fan following. *Record Mirror* staffer John Shearlaw has now rectified that omission and has come up with a highly readable, entertaining and informative history of Quo's eventual rise to superstardom.

It catalogues the ups and downs of a career stretching back to the days of *The Spectres* — a previous incarnation of the band — and seasons at *Butlin's* in the early sixties. Perhaps surprising to some, there have been downs, such as the musical lull of several years in the

late sixties as they tried to break away from the pop image they were tagged with after chart success with *Pictures Of Matchstick Men*.

Quips road manager, and unofficial fifth member of Quo, Bob Young: "We were down to one pair of jeans each."

And describing the change of the Status Quo sound to the hard rocking boogie which is now their trademark, drummer John Coghlan explains simply: "We grew our hair long, got scruffy and played colleges and pubs. And managed to get a following."

There have been plenty of happy moments as well and these are

recorded in both words and a multitude of revealing pictures, the result of what must have been a mammoth research job, in the 152 pages.

The most appealing aspect of the book is that the author has not sought to provide the customary pop star whitewash job. Quite the opposite, he for the most part brings out the natural character of each of the Quo members and their back-up management company, Quarry.

Status Quo fans will gain a valuable insight into their favourite rock 'n' roll band but perhaps may be put off by the price. Certainly a good one to stock, though, with the band currently touring and a new record from Phonogram imminent. *Status Quo: The Authorised Biography* by John Shearlaw. Published by Sidgwick and Jackson at £8.95 (hardback), £5.50 (paperback).

RICK WAKEMAN, in his paperback biography sub-titled *The Caped Crusader*, comes across as a person to avoid if you do not want soggy salad poured over your head or to end up unconscious after a drinking bout involving lethal cocktails.

These are just two of the instances of excess, concerning promoter Harvey Goldsmith and broadcaster Bob Harris respectively, recounted by Dan Wooding in this paperback version of a book which first appeared two years ago.

Beneath the hairy anecdotes is hard information — the facts, figures and pictures which would interest any fan of the virtuoso keyboard player. *Rick Wakeman — The Caped Crusader* by Dan Wooding. Published in paperback by Panther at 95p.



*THE TUBES* were in Newcastle recently to open the new *Virgin Records Superstore* in the Eldon Square, which is the second largest record shop in Britain. Pictured left to right standing are Andy Worrall, store manager, *Tubes* Roger Steen, *Fee Waybill*, *Re Styles*, *Prairie Prince* and *Mingo Lewis*, and *Pete Stone*, *Virgin* marketing director. In front are left, *Mike Cotton* and right, *Roger Ferdinand*, *A&M* regional promotion manager.

# Ruby Winters

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## INTERNATIONAL

Jerusalem notes

## Elton in Israel

From BENNY DUDKEVITCH  
JERUSALEM: The main attraction in the celebrations of the 31st Independence Day in Israel was the arrival of Elton John, who performed two concerts in Tel-Aviv and three here in Jerusalem.

And John donated his fees for the dates to the Israel Variety Club for the benefit of an Israeli children's home. Teddy Kollek, mayor of Jerusalem, met John to thank him for coming and the donation of his fees.

In an interview with me broadcast by the Israeli Broadcasting Authority, John enthused about the audience reception for his concerts.

"It was incredible," he said. "I was in a state of limbo before the opening night, and didn't know what to expect from an Israeli audience. I can honestly say that I have never heard any audience at any concert I've ever given sing along with me so much. The audience participation was something absolutely incredible."

John's two managers, John Reid and Harvey Goldsmith, who accompanied him, saw his success as a new breakthrough into the future for bringing international artists to perform in Israel.

EUROVISION SONG Contest winner, Hallelujah, is the most popular Hebrew song of all time — at least according to the 12,000 mostly teenage fans of Reshet Gimel, Israel Radio's most popular music service who mailed in their list of favourites for Independence Day.

The service asked listeners to send in a scaled list of their 10 most favourite Hebrew tunes from all periods of Israel's music history. Total of 4,000 different titles were named, and 200 of them were dug



ISRAEL VARIETY Club chief Professor S. Teveth (right) receives a cheque for \$80,000 from Elton John, representing the proceeds of John's recent series of concerts in Israel. At the back is percussionist Ray Cooper.

out of the radio archives for broadcasting during 14 hours on Independence Day.

AN INTERNATIONAL children's song festival will be held in Israel in April 1980 with children from many countries participating. The festival is being organised within the framework of International Year of the Child, and has generated interest from a number of countries in Europe and America.

So far, eight have announced their participation in the event, and a

further 10 have expressed interest. The organisers of the festival have approached both UNICEF and Variety seeking sponsorship. They believe that the success of the recent Eurovision Song Contest in Jerusalem will boost the number of participants.

JEFF WAYNE's musical extravaganza, War Of The Worlds, has taken Israel by storm, reaching gold record status within 90 days of its release — an unprecedented achievement for a 2-LP set.

In order to overcome the language barrier, CBS Israel included a special brochure with all the lyrics in Hebrew. In addition, a radio special of the entire album was broadcast on Israeli radio using local actors.

## AMERICAN COMMENTARY

From IRA MAYER  
in New York

## A definite drift towards disco

Further trade press analysis finally zeroed in on what's been going on.

WABC has indeed been experimenting with the amount of disco cuts in its mix, at one point to the exclusion of anything else. Officially the station has maintained and continues to insist that it simply "plays the hits". The hits right now, it continues, happen to be predominantly disco.

But tuning in to the station clearly reveals that significant shifts in emphasis have been taking place from one week to the next. For example, for a brief period, the station took to segueing songs into sets, a practice that as of this writing has been abandoned. Also the proportion of ballads and other non-disco songs has risen slightly with a concurrent increase in the number of familiar R & B oldies as compared with a month ago.

Even as the station continues to fine-tune its format, ABC Radio vice president, Rick Sklar (who programmed WABC for 12 years), took the occasion of the Blair Radio Seminar in Boston to lash out against the Arbitron methodology. Of particular interest are Sklar's complaints over the ways the rating company uses to survey Black and Hispanic audiences — the precise segments of WABC's audience that seemingly cost the station the rating points it lost to WKTU and long-time Black station WBLS.

In another radio sector, the Federal Communications Commission appears to be ready to de-regulate radio stations in both large and small markets. Initially, the FCC was reportedly prepared to de-regulate stations in large markets based on research that showed stations to be bettering the official guidelines in such areas as public service obligations, programme percentages and commercial time restrictions among others. Evidence appears to indicate that, even in smaller markets, the open marketplace serves as a more efficient and effective regulator than does the FCC.

MIKE CURB, California's Lieutenant-Governor, and long-time record producer, has unveiled a third fully operational label, Mike Curb Records Inc.

It will be distributed by MCA, and so far lists David Cassidy, Lobo and Alien on its roster. Curb's other labels are Warner/Curb (for which Shaun Cassidy records) and the recently formed Elektra/Curb. Details of the MCA association scotched rumours that this latest venture would be gospel-oriented.

SOME CALL it a takeover, others call it a merger, but the net result is that Rolling Stone founder Jann Wenner is taking over the recently resurrected (and ailing) Look magazine.

Look owner Daniel Filipacchi retains 51 per cent of its equity, but Wenner has already done extensive house cleaning and will combine many of the administrative functions of the two magazines under one roof. He will also change Look to a monthly, and re-focus it towards a 25-40 year old audience.

VETERAN COUNTRY producer Huey P. Meaux has launched Starlite Records via a CBS distribution pact. Meaux will continue to headquarter at his own Houston Sugar Hill studio, where he will produce Freddy Fender, Tommy McClain and Warren Storm for the new label.

Another new label is Cachet Records founded by Canada's Global Communications and with offices established in Los Angeles, New York and Nashville. The Cachet president is Ed La Buick, and product will be primarily pop and country with Nana Mouskouri, Ronnie Prophet and Ernest Tubbs already signed. The first year budget, according to La Buick, is between three and four million dollars.

JACKSON BROWNE, Graham Nash and John Hall held a press conference to announce two "No Nukes In Our Garden" benefit concerts set for Madison Square Garden on September 19 and 20.

The three musicians have formed Musicians United For Safe Energy (MUSE) which will disburse the funds raised among various anti-

nuclear energy groups. Scheduled to appear at the concerts are the three principals, Bonnie Raitt, James Taylor and the Doobie Brothers, with other participants likely to be added. Tickets are scaled at an unusually high \$15.50 (about £7.75) and \$18.50 (£9.25), but were selling briskly following the broadcast of the press conference.

AS INDUSTRY executives and trade editorials try to shore up some optimism for the current sales slump, quarterly statements from MCA and Arista continue to show revenues falling quite in keeping with the recently reported downward projection offered by EMI for its record division.

MCA reported a 28 per cent sales climb and a net loss of \$608,000 (about £304,000) attributed to start-up costs for Infinity and expansion of the distribution network to accommodate Infinity and ABC. Arista blamed its 14.5 per cent dip in revenues to "delays in the release of a number of albums from established artists".

MICKEY THOMAS, formerly with Elvin Bishop's band, is now singing lead with the Jefferson Starship. The group made a surprise appearance in San Francisco's Golden Gate Park, and Grace Slick was seen lurking about "not looking tip-top", but Paul Kantner still harbours hopes of her participation in the upcoming album if not on tour.

BOB DYLAN is working with producers Jerry Wexler and Barry Beckett in Muscle Shoals, and using Dire Straits' lead guitarist Mark Knopfler and drummer Pick Withers for the sessions. Wexler and Beckett also produced the Straits' upcoming LP.

## Japanese showcase

From ELISE KRENTZEL

TOKYO: Flautist James Galway recently completed his second successful tour of Japan — a series of 12 concerts for which he was accompanied by the Japan and Osaka Philharmonic Orchestras.

A nine-strong BBC TV film crew were present on the tour to film the second in a series of six one-hour BBC TV specials featuring Galway exploring the music of six different countries. Galway will be seen visiting a Japanese flute factory as well as live concert footage and other coverage of his Japanese activities.

He has recorded an album of 12 Japanese melodies which he has arranged for the flute, including three for the Japanese traditional instrument, the koto, and flute. RCA Japan is planning worldwide simultaneous release of the LP this autumn.

Galway's manager, Michael Emmerson, gave some details of the BBC films being produced in conjunction with the Munich company Rheiner Moritz Productions: "Each show is costing well over a quarter of a million dollars," he disclosed, "so naturally we are going to reach as many people as we can through all the media such as film, TV, video and concerts. We are negotiating with Nippon Hoso Kyokai (NHK) for future release of his Japanese film which will also be screened in other countries of the world."

"Jimmy's success with Annie's Song last year suggests that the future of classicism might just be in crossover."

RCA Japan's classical promotion man, Mr. Takahashi, sees great merit in Galway's Japanese album which he expects to boost soft sales figures in classical music. Galway has been heading the classical charts here, with over 25,000 sales on the eight LPs of his so far released. A classical album selling 2,000 copies is considered excellent here.

Galway's Japanese album will

Edited by  
NIGEL HUNTER

receive a promotional boost from RCA including posters, T-shirts, biographies and photos of the recording sessions, which lasted six hours and involved 17 musicians including a harpist. The recording was done at the Victor studios in Minato-ku, Aoyama, Tokyo, on April 28.

WARNER/PIONEER, the Warner Bros. label in Japan, has recently taken a lead in the current market of combating imports by releasing a series of live in Japan recordings to overcome imported competition of WB artist product. Those artists involved include Stuff, Larry Carlton and the Brothers Johnson, who all average 50,000-plus sales on their releases.

"The albums recorded in Japan will be released first here two months ahead of anywhere else," explained WB head of promotion, Yumi Maeda. "This will eliminate import competition because fans of these artists will go to the domestic bins rather than buying the latest imported release."

VILLAGE PEOPLE's hit, YMCA, was recently covered in Japan by Pacific Music Publishers artist Hideki Saijo under the new title of Young Man. The version has sold over a million copies and figured in every radio, trade and network chart in the country. A disco dance has also been created around it which is sweeping every disco and club in Japan.

## The CISAC with the EBU agreement

DUE TO erroneous information received from Paris (not from our own correspondent), a joint declaration of principles between CISAC and the European Broadcasting Union was misrepresented in a report on Page 10 of the May 12 edition of Music Week.

The declaration is to be taken into account between national performing right societies and the broadcasting organisations in their territories when drawing up licensing agreements relating to satellite transmissions.

There are two actual declarations, one relating to broadcasts by the experimental "direct reception" satellite being planned by the European Space Agency (H-SAT), and the other to the broadcasting of copyright works by means of point to point satellites (whose signals cannot be received directly by individual receiving sets but have to be distributed through a ground station by conventional broadcasting means).

The report also confused the identities of the signatories to the agreement. Jean Autin is president of the EBU, and Jean-Loup Tournier is chairman of the European Committee of CISAC.

We are indebted to Performing Right Society general manager Michael Freegard for this clarification.

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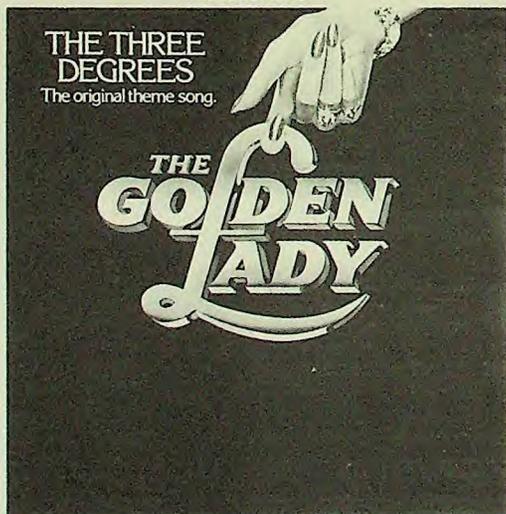
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## PUBLISHING Hush expansion includes studio

THE HUSH group of companies run by Jonathan Rowlands will shortly be moving to another address in London S.W.1., where it has acquired a whole building to accommodate its offices and a 24-track studio.

Rowlands began in the acting side of the business after leaving school in 1956 and in 1962 moved into artist management with Jeff Beck among his acts. He signed Rod Stewart two years later and managed him for five years. He also launched a PR company in 1964 with Tom Jones as its first client and he also represented Engelbert, Nancy Wilson, and Nina Simone.

In 1968 Rowlands went to the States, became vice-president of Sundown Records in Los Angeles and co-wrote a No. 1 hit titled Take A Letter, Maria. He returned to England in 1972 to form Hush Music in partnership with Shel Talmy and Hugh Murphy, whom he bought out in 1976.

Rowlands has been building a roster of record producers whom he manages, including Barry Beckett of Muscle Shoals fame (Phoebe Snow, Dire Straits, etc.); Steve Elson (Guys 'n' Dolls, Carl Douglas, etc.) whose recent assignment has been a disco version of the Hallelujah Chorus; Neil Harrison (Steve Harley and Cockney Rebel, Gonzalez, etc.) at

Edited by  
NIGEL HUNTER

present recording with Marianne Chase, and is also connected with musician-producer Dave Charles of Rockfield Studios.

The involvement with record production is a necessary facet of the Hush operation in Rowlands' opinion in order to activate the songs in the group's catalogues as well as obtaining new copyrights through the connection with the producers and the artists and writers with whom they are working.

Among pending Hush projects are True Grit, a song tribute to John Wayne written by Kenny Pickett and Eddie Phillips, Superman by the Billstickers band and music for Captain Beaky, a children's TV series in which CBS in America is interested.



JONATHAN ROWLANDS with new Hush singing protegee Marianne Chase. Photo Robert Rosen.

## Xaviera joins the disco bandwagon

ATV MUSIC songwriter-musical director John Hawkins has signed Xaviera Holland, author of The Happy Hooker, to an independent record agreement, and she will make a disco-orientated album and single.

The deal was set during Hawkins' recent visit to Australia and he is currently negotiating with a major label for release of the product, including three songs written by Colin James, Honey Brown and Hawkins.

Following meetings with Chris Gilbey, of ATV Music, Australia, Hawkins will produce a follow-up to the current Australian charter On The Inside by Lynn Hamilton. He has already cut with her a Barry Mann-Cynthia Weil-Paul Anka song As Long As We Believe and Steve Stone's I Oughta Know By Now. Hawkins also placed three of his own songs for her forthcoming RCA album.

He opens a 17-week summer season as MD to Cilla Black in Bournemouth on June 9, but will record Xaviera Holland in London as well as fulfilling Southern TV commitments. Hawkins goes to Australia again in October to cut an album for Australian and US radio stations and to conduct a Sydney Opera House concert for Radio 2CH.

## Beanstalk deal signed

INTERWORLD MUSIC has reached a worldwide long-term agreement to represent Beanstalk Music, whose principal writers are Ray Roberts and Mel Taggart with songs recorded by Sweet Sensation, Pearls, and Tony Jackson among others.

One of the first major projects for Beanstalk is Mary Stavin, a former Miss World. Roberts and Taggart have written, produced and arranged her first single, and are now working on her debut album to be released by Ariola.

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	Artist	Title	Highest Position	
Singles	Three Degrees	<i>The Runner</i>	10	● silver
	Three Degrees	<i>Giving up, Giving In</i>	12	● silver
	Three Degrees	<i>Woman in Love</i>	3	● gold
	Sarah Brightman & Hot Gossip	<i>I Lost My Heart To A Starship Trooper</i>	6	● gold
	Sarah Brightman	<i>Love Crusader</i>	51	
	Child	<i>Only You</i>	33	
	Child	<i>When You Walk In the Room</i>	38	
	Child	<i>It's Only Make Believe</i>	10	● silver
	John Paul Young	<i>Love Is In The Air</i>	5	● silver
	Chanson	<i>Don't Hold Back</i>	33	
	Sugar Cane	<i>Montego Bay</i>	54	
	Coco	<i>Bad Old Days</i>	13	
	Space Art	<i>Onyx</i>	52	
	Albums	SKY	SKY	40
Three Degrees		<i>New Dimensions</i>	34	● silver

Thank you to all our hardworking friends.



# DISCOS

## The Beeb's new man

THE APPOINTMENT of Al Matthews as Radio 1 presenter is one of the best pieces of news I've heard this week. Al takes over the Saturday night 10pm-midnight slot this weekend (June 2) when he hosts 'Discovatin'. His appointment is the result of Chris Jones taking over from Mike Read, and he in turn stands in for Noel Edmonds who is taking a summer break.

Black New Yorker Matthews hit the highspots a couple of years ago with his big hit Fool — a huge disco smash — but his full-time role at the BBC is not so much a tribute to his singing or even his excellent microphone voice work, but to his incredible sense of humour.

I first met him soon after he arrived in the UK from Europe and started singing folk clubs with his buddy Major Wiley. Since then Al Matthews, singer, songwriter, actor and comedian has given me more highs than just about anyone else in the business.

The fact that he is man who thoroughly enjoys living is certain to come across on his disco show.

Edited by  
**JERRY GILBERT**  
M Week Discos



**THE OUTRAGEOUS** Sylvester (above), will tour Britain in June and July, bringing an end to speculation whether or not he would be playing concerts in the UK. Dates are Swindon, Brunel Rooms (June 22), London, Hammersmith Odeon (23), Blackpool, Tiffany's (24), Newcastle, Maddisons (25), Middlesborough, Maddisons (26), Edinburgh, Usher Hall (27), Norwich, Cromwells (29), Watford, Bailey's (30), Birmingham, Barbarella's (July 1), Leicester, Baileys (2) and Brighton, Sherry's (3).

To coincide with the tour, Fantasy releases a new single, Stars, on June 8, and 12" version has the flipside of the disco hit Body Strong (whilst the pink vinyl 7" has a Flipside of Never Too Late). Sylvester's new album, Mighty Real, is scheduled for early June release, and will be backed by TV advertising.

## In brief. . .

**TATA VEGA** won a lot of hearts during her recent all-too-short promotion tour. The inexhaustible Les Spaine and Keith Bourton at Motown made sure that Tata "worked that body" most of the time she was here (in the best possible way of course) and the diminutive lady kept smiling right through it all. The culmination was a press party in Curzon Street, and this week: a chart entry . . . Most interesting new entry this week, however, is Get Another Love from Chantal Curtis on Key. A brand new import, it has been snapped up immediately by hip DJs and there has been much activity among record companies trying to find out more about key and its licensing arrangements (other than the fact that it's New York based). In the meantime companies have cooled on the Direct current single from TEC on learning the asking price although negotiations are still taking place between Nick and various companies for the rights to the Jessie Towers' release . . . Toss up as to who was the worse pupil, Terri Anderson or Jerry Gilbert, when the Arthur Murray Dance School launched the Street Hustle last week with dance/floor lessons for the press and illuminated disco shoes to boot (pardon the pun) . . . Today (Wednesday) and tomorrow, Tony Holden's Music Circus provides the disco for the International Year Of The Child's Hyde Park Rally. They will be doing four one hour spots between 9.30pm and 6.30pm and various record company personnel will be on hand.

# DISCO TOP 30

- 1 (3) AIN'T NO STOPPIN' US NOW, McFadden & Whitehead (Phil. Int. (PIR13-7265))
- 2 (1) SHAKE YOUR BODY (DOWN TO THE GROUND), Jackson (Epic EPC 7181)
- 3 (10) BOOGIE WONDERLAND EWF/Emotions (CBS 12-7-7292)
- 4 (4) DANCER/DANCE TO DANCE, Gino Soccio (Warner Bros LV 23)
- 5 (16) RING MY BELL (TK TKR 13-7543)
- 6 (7) KNOCK ON WOOD, Amii Stewart (Atlantic/Hansa K11214)
- 7 (8) POP MUSIC M (MCA 413)
- 8 (2) HE'S THE GREATEST DANCER, Sister Sledge (Atlantic K11257)
- 9 (6) (EVERYBODY) GET DANCIN' Bombers (Flamingo FM1)
- 10 (13) PICK ME UP, I'LL DANCE, Melba Moore (Epic EPC 12-7234)
- 11 (15) ONE WAY TICKET, Eruption (Atlantic/Hansa K11266)
- 12 (—) H.A.P.P.Y. RADIO, Edwin Starr x RCA TC 2408)
- 13 (5) HAVEN'T STOPPED DANCIN' YET, Gonzalez (Sidewalk SID 102)
- 14 (19) SATURDAY NIGHT, T Connection (TK TKR 12-7536)
- 15 (21) HOT STUFF, Donna Summer (Casablanca CANL 151)
- 16 (25) REUNITED, Peaches & Herb (Polydor POSP 43)
- 17 (17) RIDE THE GROOVE, Players Association (Vanguard VSL 5012)
- 18 (—) SPACE BASS, Slick (Fantasy 12XFTC 176)
- 19 (—) HOORAY HOORAY IT'S A HOLI HOLIDAY, Boney M (Atlantic/Hansa K11279)
- 20 (18) LOVE BALLAD, George Benson (Warner Bros K17333)
- 21 (14) DISCO NIGHTS (ROCK FREAK), GQ (Arista ARIST 245)
- 22 (9) TURN THE MUSIC UP, Players Association (Vanguard VSL 5012)
- 23 (—) GET IT UP FOR LOVE/I JUST KEEP THINKING ABOUT YOU BABY, Tata Vega (Motown 12TMG 1140)
- 24 (12) CUBA, Gibson Brothers (Island 12XWIP 6483)
- 25 (24) BRIDGE OVER TROUBLED WATER, Linda Clifford (RSO/Curtom RSOX 30)
- 26 (—) SWINGIN', Light of the World (Ensign ENY 2212)
- 27 (—) MAKE YOUR MOVE, Joe Thomas (TK)\*
- 28 (11) TELL EVERYBODY, Herbie Hancock (CBS 12-7229)
- 29 (—) GET ANOTHER LOVE, Chantal Curtis (Key)
- 30 (—) SUNDAY GIRL, Blondie (Chrysalis CHS 2320)

\*Denotes import

## Light fantastic

A ONE-day exhibition dubbed Disco Light & Sound '79 takes place this Sunday (June 3) at the Strathallan Hotel, Hagley Road, Edgbaston, Birmingham, from 12 noon until 5pm. The exhibition is being jointly organised by Disco Electronics and Norman H. Field's Discoscene, and companies so far exhibiting are Cloud, SIS, Pluto, EBA, Guerrini, Electro-Acoustics, Icelectrics and Pluto, while Lyon Forge, Meteor Lighting and Minns Distributors are all expected to attend. There will also be a record company section and Theo Loyla (Polydor) is one man who is certain to be there.

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## TALENT

## Nomis-taking the Napier-Bell touch

"TO BE a good manager, you have to have legal knowledge, patience and an understanding of psychology," says Simon Napier-Bell, ex-manager of legendary Sixties group The Yardbirds and now looking after the fortunes of Ariola-Hansa band Japan, who were recently — rather appropriately — voted second top international rock band in a Japanese pop poll.

In March of this year, Napier-Bell went into joint partnership with Peter and Trudi Meisel, of Hansa, and the managing directors of his publishing and management companies, Danny Morgan and Richard Chadwick, to form Nomis (London) Ltd., a new company "dedicated to finding, recording, promoting and publishing new rock acts."

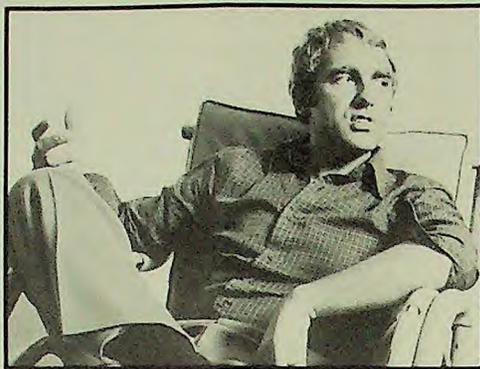
The aim of the new company is to release product independently on different labels throughout the world, although in Britain and the German-speaking territories it will be through Hansa's record outlets. First signing is Burnt Out Stars, a four-piece group from Wolverhampton.

Says Napier-Bell: "Our primary aim is to find those groups with something original and different to offer and which have good, though not necessarily experienced, management. It is my view that the best managers are not always the most experienced and we are looking first for drive and enthusiasm, since we can add the necessary experience."

Napier-Bell's career has been long and varied. He has been involved in the production of television documentaries and commercials, co-wrote with ex-Ready-Steady-Go lady Vicky Wickham the English lyrics for You Don't Have To Say You Love Me, which has earned him a small fortune, looked after The Yardbirds' management for 18 months until the band split up, and also for a time looked after John's Children which included in its illustrious line-up, the late Marc Bolan.

Napier-Bell now lives in France and controls the Nomis group through its parent company, Nomis Productions, based in Hong Kong. Other companies in the group include Nomis Music Productions Inc. in New York, which among other activities manages Japan, and Nomis (Japan) in Tokyo, a joint venture with Shinko Music.

One of Napier-Bell's first management ventures was back in



SIMON NAPIER-BELL: has set up a new company to promote new rock acts.

the mid-Sixties when he looked after the duo Diana Ferez and Nickie Scott who had a minor hit with Me And You.

He recalls: "People were shocked even then that a black woman and a white man could actually work together as an act. I recall that we had quite a lot of opposition from various quarters."

He continues: "At that time there were only a handful of managers who could really be reckoned with, names like Brian Epstein, Andrew Oldham, Robert Wace and Mike Jeffries. To be a good manager you had, and still have to have, legal knowledge, patience and an understanding of psychology. You also have to be tactful and tell the group where they are going wrong. If a management is strong, then I think it is reflected in the act's success."

After managing John's Children, Napier-Bell decided to turn his back on management.

"I didn't enjoy that aspect of the business and despite the success with You Don't Have To Say You Love Me, I most

certainly wasn't a songwriter. I had always said that I would retire when I was 30 and that is what I did... or to be precise, I retire when I was 30 and that is what I did... or to be precise, I became a tax exile and went to live in Spain. It was while I was there that I began to plan what I wanted to do in the future.

What Napier-Bell did in fact do was become involved in an international group of companies.

"I went into joint partnerships with people, for instance with Richard Chadwick in London — I became involved with publishing. Two-and-a-half-years ago Danny Morgan turned up in my office with a band called Japan and that is how I became involved in their career."

Japan have been together as a group for several years — the members were all at school together. After signing a deal with Hansa Productions and subsequently Ariola/Hansa, the band released their first album, Adolescent Sex, produced by Ray Singer. Their most recent single, Life In Tokyo, has been produced by the well-known disco king, Giorgio Moroder.

In the UK, Japan have received a barrage of criticism from the press, both national and musical, which few other bands have had to suffer. Allegations of 'hype' have been banded freely and the group have musically been much maligned — much to the amazement and disappointment of Napier-Bell.

"I am surprised at the hostile reception they have received," he candidly admits. The first time that they walked into my office I just knew that David Sylvian, who writes most of the group's material, had to be a star. I touted them around all the record companies and was amazed that no one wanted to sign them. Yet as soon as Trudi and Peter Meisel saw them, they immediately said, 'Those guys are stars!'"

"I just can't understand the antipathy shown towards Japan because it has only happened in this country. In Japan the band were recently voted second only to Queen in a nationwide pop poll, and they have broken in several European territories. There has also been a lot of critical interest in the US with various 'in-depth' reviews of the band's music."

"I know a lot of people don't like the band or their image, but a lot of what they say just adds up to total abuse... Some of the comments that are made are so confusing. However, it doesn't worry me too much because it is all down to the music in the end."

## Kenny dates

THE SHORT series of UK concerts featuring singer-songwriter Gerard Kenny scheduled for the middle of June will now take place much much later this year as part of his first major tour. The London date of his tour, however, scheduled for the Venue today (6), will go on.

EDITED BY  
CHRIS WHITE

REAL THING undertake a short tour this month. Dates include the Hammersmith Odeon on June 19 and the band will also be visiting Brighton, Liverpool, Manchester, Birmingham, Newcastle, Sheffield and Cardiff. Real Thing are currently recording in France with Jean Phillippe Iliesco for a single which will co-incide with the dates.

ALLAN LOVE, star of the West End musical Tommy, which has just finished its run, visits the US for a two week coast-to-coast television and radio show, promoting his new single, Can't Get Over Losing You. He then goes to Japan for a week of further TV shows before returning to Britain for a four-week promotion tour.

## Second debut for Tata with Motown

LOVE IS lovelier the second time around the old song goes, and for Motown singer Tata Vega she is hoping the same criterion is applicable in her case as she launches her career second time around with the company.

Comparisons have been made between Ms Vega and such fellow female vocalists as Aretha Franklin and Chaka Khan — accolades she receives with unfeigned modesty, but which please her nonetheless. She has just released her third album for Motown, Try My Love (STML 12103), and a single, Get It Up For Love, both of which are picking up extensive disco and radio air-play.

Tata Vega originally signed up with Motown in 1971 when she was vocalist with a band called Earthquake and, after being spotted by Berry Gordy in the well-known pop venue, Troubadour. An album followed but little else.

Ms Vega explains: "I felt as though people didn't really care about me or my career, and I began to get a very distorted picture of what was happening.

## Batt set for new solo LP

THE NUMBER one chart status of Art Garfunkel's Bright Eyes is the crowning success for what has been a very eventful 12 months for producer and songwriter Mike Batt. The ex-Womble who turned his back on the furry creatures from Wimbledon Common some two years ago and switched to rabbits has more than consolidated his reputation as one of the UK's top creative musical talents.

Currently working on his next solo album for Epic, the follow-up to Schizophrenia and based on the tarot card suite, Batt has had various successes. He produced David Essex's big comeback single, Oh What A Circus, Elkie Brooks' Lilac Wine, a re-working of an old Eartha Kitt hit and, of course, Bright Eyes. In addition he wrote the soundtrack music for the film Caravans, starring Anthony Quinn.

The new album will again feature the London Symphony Orchestra and there will be guest vocal appearances by Roger Chapman and Colin Blunstone, while Ray Cooper, fresh from his recent tour with Elton John, is in the distinguished musicians line-up. The LP is Batt's first "in his own right" album for two years. The last one was not a notable success and Batt is philosophical about its demise.



"Of course I was disappointed that it didn't do better, but it was nobody's fault. In fact on a worldwide basis the album did very well indeed — it more than acquitted itself internationally. Certainly the lack of success in the UK was no reflection on CBS's promotion. You can't force the public to buy a record."

Batt is already working closely on the forthcoming marketing of the new album. As with Schizophrenia, promotion is likely to utilise video films, which will be shown at media and dealer receptions around the country.

Following a recent article in Music

Week's *Tipsheet*, Batt was inundated with songs for Linda Lewis with whom he plans to make an album. For her debut Ariola single, he has chosen an Evita song, I'd Be Surprisingly Good For You, and given it a pop arrangement. Rumour has it that Elaine Paige who plays Evita in the West End had wanted to do the song as a single herself but was beaten to the punch.

"When I saw the actual show, the song didn't strike me at the time as being one of the stand-outs but when the publisher sent me the sheet music and I played it on the piano, I realised just how strong it actually was. I sat down with Linda and her husband Jim Cregan and we ruminated it for her — it involved her using a vocal register that she had never been called upon to use before."

Apart from his activities with other pop performers, Batt has become increasingly involved in the film industry and hopes to continue writing soundtrack music. He finds the mode of writing exacting but stimulating.

"You have to give the film director what he wants, not what you think he should like. It is important to write film music so that emotions come through."

Fortunately the people involved are no longer with Motown now and the situation is very different."

One important guiding factor in Ms Vega's second recording career has been her manager and mentor, Winston Monseque, who has looked after her now for almost four years. He has produced her three Motown albums, Full Speed Ahead, Totally Tata and Try My Love.

"The most important thing is that he is first and foremost a friend and my business manager second. I trust him completely."

She has recently been in Britain to undertake promotion for the single and album and also to attend a reception thrown in her honour by Motown. The company sees her as a natural successor to such 'earlier' Motown names as Diana Ross and Gladys Knight.

"Another reason for this UK visit has been to listen to British songwriters and their work. We are starting work on a new album shortly and I would like, if possible, to include some English material," she adds.

## Mackintosh's new venture

A FORMER assistant producer with Norman Newell, Robert Mackintosh has started his own music production company, Roma Music Enterprises, embracing recording, publishing and management, based at 40 Gunterstone Road, W14 (602 0619).

Originally a member of Unit 4+2, which had a number one hit with Concrete And Clay, Mackintosh has been involved in recording, touring and writing during the last 14 years. He worked with producer Newell for nearly three years and has also written songs which have been recorded by Peters And Lee, and R. and J. Stone.

In addition, with the help of Ian Bevan of the Harold Fielding Organisation, Mackintosh obtained the rights to Billy Bunter which the BBC has commissioned as a TV series.

Mackintosh's partner in the Roma venture is Christopher Collins who previously had his own investment consultancy.

Mackintosh told *Music Week*: "We are not looking for any particular styles of talent — what is important is that we believe in it and know that we can sell it. Roma will cover the whole spectrum of music."



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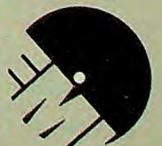


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# CLASSICAL

## RCA's Bream campaign

JUST TWO months after the extensive publicity given to the release of Bream/Williams' Live album, which sold 20,000 copies even before its release date, RCA is launching another massive marketing campaign, this time for Julian Bream alone.

Solo guitarist, lutenist and accompanist, Bream's popularity remains undimmed, despite the flood of fine young guitarists on to the market over the past few years.

And this is proven by Bream's record sales. During June, RCA is to present Bream with a platinum disc, for overall sales of his records in the UK alone have now passed the half-million mark.

The award comes on top of the gold disc Bream has earned in collaboration with John Williams for the immensely successful album *Together*, in addition to a silver disc for *Together Again*.

June is actually a busy month for Bream who, between June 15 and 30, tours East Anglia with the Bream Consort, featuring the extrovert American-born lutenist James Tyler, playing early music of all kinds. And it is to mark this, and the various disc awards, that RCA is mounting the campaign though curiously there are no new records leading the general promotion of the 27 catalogue items.

Instead, RCA is re-issuing two records: *The Classic Guitar and The Dances of Dowland*, and bringing the best of two voice and lute albums together on one Gold Seal disc, *Sweet, Stay Awhile*.

*The Classic Guitar (RL/RK 42761 £4.75)* dates from 1969, and features music by Giuliani, Sor, Diabelli, and Mozart, the latter a Bream arrangement of two movements from a *Divertimento* originally written for basset horns.

*Dances of Dowland (RK/RL*

42760 £4.75) was first released in 1968, but has been chosen to emphasise the fact that in addition to his solo guitar work, Bream is still a leading lutenist. The record contains 16 pieces, Pavans, Galliards and Almains, including the beautiful *Lachrimae Antiquae*, which contains the tune of one of the most popular of Elizabethan songs, *Flow My Tears*.

Finally, Bream's personality as an accompanist, especially with the tenor Peter Pears, is demonstrated by *Sweet, Stay Awhile (GL/GK £2.99)*, a recital taken from two records which includes works by Dowland and other Elizabethan composers, and also by Benjamin Britten — his *Songs to the Guitar and the Second Lute Song of the Earl of Essex*, from Britten's opera *Gloriana*.

The campaign is headed by advertising in *Gramophone*, (Bream is also the front-cover artist) *Records and Recording* (Bream is interviewed), *Classical Music* and *Fugue*.

RCA is also providing 2,000 artist posters in 4 colour, 25,000 4-page 2 colour leaflets covering the Bream catalogue, 800 browser cards, and installing 200 displays. And there will also be sliding scale discounts over the whole Bream product.

June also sees the third batch of records released by RCA under the mid-price Gold Seal label which did so well in the 1978 MTA awards.

The gold covers will follow the same design as before although now

Edited by  
NICOLAS SOAMES

RCA is using a different process which enables the covers to be laminated which will avoid the earlier issue's susceptibility to thumb marking.

There are nine new Gold Seal records, one of which is a completely new recording — *Sinfonias Nos 6 to 11* by Alessandro Scarlatti performed by the Scottish baroque group *Cantilena* directed by Adrian Shepherd (GL/GK 25197), which, like all Gold Seal product, retails at £2.99.

Apart from the Pears/Bream album, the others include Mendelssohn's *Symphony No 4/Prokofiev's Symphony No 1* performed by Previn and the LSO (GL/GK 12703); Prokofiev's *Romeo and Juliet Ballet Music*, played by Leinsdorf and the Boston Symphony Orchestra (GL/GK 42699); Mahler's *Symphony No 1*, again with Leinsdorf and the BSO (GL/GK 12941).

Two of Mozart's most popular concertos, Nos 20 and 21 (Elvira Madigan) performed by Geza Anda and the VSO are re-issued (GL/GK 25189), but there is also the more unusual coupling of Milhaud's *La Creation du Monde* and *Suite Provencale* with Poulenc's *Organ Concerto*, with Charles Munch conducting the Boston Symphony Orchestra, with Berj Zamkochian, organ (GL/GK 12445).

## Cassettes set to equal record sales

THE NUMBER of cassettes sold by bargain-price Classics For Pleasure will shortly equal the sales of discs, according to MFP managing director Richard Baldwin.

Speaking at the lunch marking the 50th recording and two millionth record sale in the W.D. and H.O. Wills/Lambert and Butler/LPO series, Baldwin said that at present, two records were being sold for every one cassette. But he added that, "in the very near future" he anticipated announcing that a one to one ratio had been reached.

The lunch, held at London's Cafe Royal, was attended by many of the English conductors who have played leading roles in the 50 new recordings made by CFP and the LPO — John Pritchard, Arthur Davison, Walter Susskind and Norman del Mar to name but a few.

The Wills/LPO CFP series began in 1970 with the recording of Mahler's *Symphony No 1* conducted by the much-neglected Jascha Horenstein, and though it rapidly

moved into more popular areas — the recording of Tchaikovsky pops, including the 1812 conducted by Mackerras has sold more than 250,000 — more unusual repertoire has also been covered.

These included, as Baldwin pointed out, Bartok's *Concerto for Orchestra*, and works by Britten and Tippett.

And he emphasised that the Lambert and Butler series, in which the tobacco company paid for the recordings and received a small royalty, would continue.

Looking right across the CFP catalogue, Baldwin remarked that there were now just under 140 titles, and while they represented just 1.3 per cent of the titles in the *Gramophone* Catalogue, they claimed, in the last count, nearly 13 per cent of total UK classical sales.

## Piano pops on EMI

THREE OF Beethoven's most popular works for piano, the *Moonlight*, the *Pathétique*, and the *Funeral March Opus 26*, are brought together on one disc produced by EMI and played by the German pianist Christoph Eschenbach.

The release (ASD 3695, also on cassette) marks the fact that Eschenbach, a protégé of Karajan, is now an exclusive EMI artist.

EMI is also issuing the recital of Spanish music by Albeniz, Falla, Granados and Turina played by the fiery Brazilian-born pianist Cristina Ortiz, (ASD 3716).

Ortiz, who was the first woman ever to win the Van Cliburn Piano Competition, is, incidentally married to agent Jasper Parrott, and is expected to take a break from performing later this year in anticipation of the birth of their first child.

# BROADCASTING

## News in brief

THE LINE-UP for this year's Bedrock Festival, organised by BBC Radio Newcastle's Bedrock programme has been finalised and the venue will be the Newcastle Guildhall from Thursday June 21 to Sunday June 24. Bands taking part include White Heat, Oasis, Junco Partners and Neon.

THE ROD Stewart concert recorded at Belle Vue, Manchester, at Christmas during his UK tour gets its first network showing on BBC-1 this week. The concert has already been shown in Scotland and Northern Ireland but this time is split into two hour long shows. The first was shown on Bank Holiday Monday and the second is screened at 11pm this Saturday.

RADIO BRIGHTON'S *Good Morning* programme has a new signature tune which was actually written by station engineer Rowland Myers. When Myers had heard that the programme's presenter David Arscott was looking for a replacement tune to suit the new style of the two hour show, he set about composing a theme. A talented musician, he performed it on a synthesiser and recorded it in Radio Brighton's studios. Rowland also presents his own local programme about film music.

RADIO LUXEMBOURG has appointed Paul Le Druillenc as financial controller. He joins from accountants Peat, Marwick, Mitchell and Co.

## Cheers is the cry that greets Gertcha's success

TELEVISION CONTINUES to play a very important part in the promotion of records but sometimes it happens in an unusual form.

Gertcha, a new entry in the chart last week for Chas and Dave, started life as the soundtrack for the recent *Courage* beer commercials and following public reaction to the ads, EMI decided to rush release the disc.

If it becomes a big seller, it will be following the success trail of hits like *Jeans On* — originally written as a Brutus jeans commercial by David Dundas who saw his modified

version reach number three in the chart — and *I'd Like To Teach The World To Sing*, a theme penned by Roger Cook and Roger Greenaway

for a Coca-Cola ad.

The Gertcha single was written by Chas Hodges and Dave Peacock over four years ago, but it was not until early last year that an executive from London advertising agency Boase, Massimi, Pollitt and Univas heard the duo perform the number during a gig at an Islington pub. The agency asked Chas and Dave to record a jingle version of the song with adapted lyrics as part of the latest *Courage* beer campaign running in the South of England.

Chas and Dave's musical style — tagged 'Rockney' — first became widely appreciated last year when their *Strummin'* single made the chart and the two are currently recording a third album for release later this year but expect also further ventures into the lucrative area of jingle writing.

## Fluff's back on the air

ALAN FREEMAN gets back on the air as Nicky Horne's holiday relief on Capital in August and he says: "I'm delighted to be back even for a limited period playing the kind of music I enjoy."

## BBC Radio Leeds playlist ploy

BBC RADIO Leeds is to phase in a playlist during June and emphasising that flexibility will be a feature of the new system senior producer Chris Warbis explains: "The aim is partly to get around the problem that BBC Local Radio producers and presenters face in monitoring new releases as well as making full use of the resources of the past."

Warbis is responsible for co-ordinating the music policy of the station and will compile the playlist.

He states that the aim is also to develop an effective musical identity for the main sequence programmes and for the station as a whole, with an emphasis on playlisting album tracks which otherwise might be overlooked.

He adds: "The list will be

Edited by  
DAVID DALTON

advisory, underpinning the work of individual programmers who will be guaranteed a list of more than a hundred suitable tracks to which they can add freely."

The musical scope will be wide according to station manager Ray Beatty who adds:

"Our music should be just as representative as our speech items of the whole community, although the fact that we're a news oriented station will ensure that a high proportion of our music will be current."

## Hallam aid for jazz festival

RADIO HALLAM is helping to sponsor a four day jazz festival which is expected to feature almost 100 musicians at Sheffield's 1,000 seat Crucible Theatre from June 6 to 9. Co-sponsors are Rothmans and the Jazz Centre Society.

Top American musicians lined up for the event include Art Blakey and the Jazz Messengers, the Gary Burton Quartet and pianist Ralph Sutton. The British contingent takes in the Ronnie Scott Quartet, the Humphrey Lyttleton Band, Georgie Fame and the Blue Flames, the Alex Welsh Band and the Stan Tracey Big Band.

It is hoped that in addition to the stage performances, live music will also be heard on the forecourt outside the theatre.

## Al Matthews on Radio One

AL MATTHEWS is the latest recruit to Radio One's DJ team. He moves into the Saturday evening *Discovatin'* slot from June 2 in a reshuffle caused by Noel Edmonds leaving his Sunday show for a three month break. Matthews, a Vietnam veteran and American citizen, gained broadcasting experience with the British Forces network and four years ago had a UK chart success with his single *Fool*.

# MUSIC WEEK

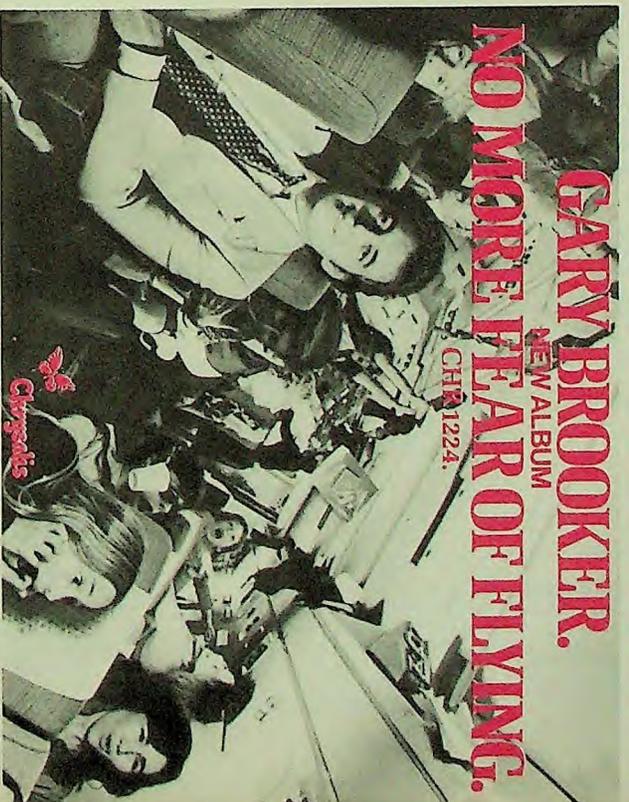
# ALBUMS CHART

# TOP 75

## ALBUMS

WEEK ENDING MAY 26 1979

1	1	VOULEZ VOUS	Abba	Epic EPC 86086
2	NEW	DO IT YOURSELF	Ian Dury	Siff SEEZ 14
3	4	LAST THE WHOLE NIGHT LONG	James Last	Polydor PTD 001
4	6	AT BUDDOKAN	Bob Dylan	CBS 96004
5	3	THE VERY BEST OF LEO SAYER	Leo Sayer	Chrysalis CDL 1222
6	9	PARALLEL LINES	Blondie	Chrysalis CDL 1192
7	8	THE BILLIE JO SPEARS SINGLES ALBUM	Billie Jo Spears	United Artists UAK 30231
8	2	FATE FOR BREAKFAST	Art Garfunkel	CBS 86082
9	12	MANIFESTO	Roxy Music	Polydor POLH 001
10	5	BREAKFAST IN AMERICA	Supertamp	A&M AMILK 63708
11	7	BLACK ROSE - A ROSE LEGEND	Thin Lizzy	Vertigo 9102 032
12	11	DIRE STRAITS	Dire Straits	Vertigo 9102 021
13	10	SPIRITS HAVING FLOWN	Bee Gees	RSO RSBG 001
14	16	OUTLANDOS D'AMOUR	Police	A&M AMILH 68502
15	14	GO WEST	Village People	Mercury 9109 621
16	19	THE UNDERTONES	The Undertones	Sire SRK 6071
17	NEW	THIS IS IT	Various	CBS 10014
35	NEW	NIGHT OWL	Gerry Rafferty	United Artists UAK 30238
36	38	LOVEDRIVE	Scorpions	Harvest SHSP 4097
37	25	THE GREAT ROCK AND ROLL SWINDLE	Sex Pistols	Virgin VD 2510
38	21	HI ENERGY	Various	K-Tel NE 1044
39	29	LIVIN' INSIDE YOUR LOVE	George Benson	Warner Brothers K 66085
40	NEW	REACH FOR IT	Sky	Ariola ARLH 5022
41	28	WINGS GREATEST	Wings	Parlophone PCTC 256
42	68	RAINBOW DOME MUSIC	Steve Hillage	Virgin VR 1
43	33	THE KICK INSIDE	Kate Bush	EMI EMC 3223
44	30	FEEL NO FRET	Average White Band	RCA XL 13063
45	63	THE BEST OF EARTH WIND & FIRE VOL. 1	Earth Wind & Fire	CBS 83284
46	41	WAVE	Patti Smith	Arista SPART 1086
47	34	COUNTRY PORTRAITS	Various	Warwick WW 50507
48	73	LIVE AND DANGEROUS	Thin Lizzy	Vertigo 6641 807
49	-	NEVER MIND THE BOLLOCKS, HERE'S THE SEX PISTOLS	Sex Pistols	Virgin V 2086
50	-	EDUINOXE	Jean Michel Jarre	Polydor POLD 5007
51	43	THE FANTASTIC SOUND OF KLAUS WUNDERLICH	Klaus Wunderlich	Lotus WH 5013
52	-	PLASTIC LETTERS	Blondie	Chrysalis CHR 1166
53	46	52ND STREET	Billy Joel	CBS 83181
54	NEW	AS IT HAPPENS	Dr. Feelgood	United Artists UAK 30239
55	-	20 GOLDEN GREATS	Neil Diamond	MCA EMTV 14
56	NEW	THE IMAGINARY BOYS	Cure	Fiction FIX 1
57	NEW	REMOTE CONTROL	The Tubes	A&M AMILH 64751
58	47	RUMOURS	Fleetwood Mac	Warner Brothers K 56344

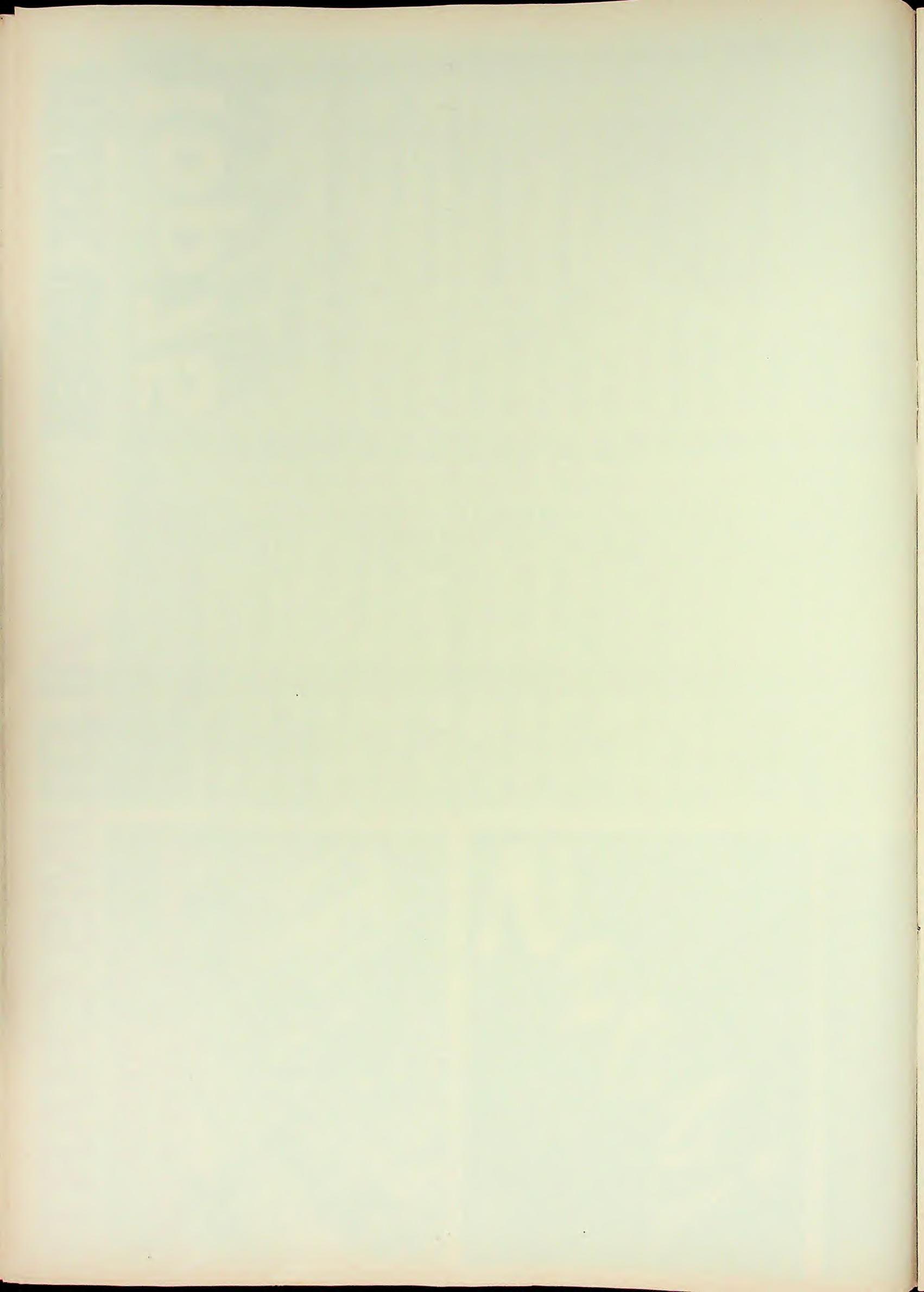


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SANDY McLELLAND AND THE BACKLINE

The debut album including



# DEALER GUIDE TO AIRPLAY ACTION

## Radio 1

### RADIO ONE FEATURED FORTY

ACCIDENTS WILL HAPPEN — Elvis Costello & The Attractions (Radar ADA 35)  
 AIN'T NO STOPPIN' US NOW — McFadden & Whitehead (Philadelphia PIR 7365)  
 ARE YOU READY FOR LOVE — Elton John (Rocket XPRES 13)  
 BOOGIE WONDERLAND — Earth Wind & Fire (CBS 7292)  
 BOYS KEEP SWINGING — David Bowie (RCA BOW 2)  
 BRIDGE OVER TROUBLED WATER — Linda Clifford (RSO 30)  
 CRACKIN' UP — Nick Lowe (Radar ADA 34)  
 DANCE AWAY — Roxy Music (Polydor POSP 44)  
 DOES YOUR MOTHER KNOW — Abba (Epic EPC 7316)  
 EMOTIONAL TRAFFIC — The Rumour (Stiff BUY 45)  
 FREDERICK — Patti Smith (Arista ARIST 264)  
 GET DANCIN' — Bombers (Flamingo FM1)  
 HALFWAY HOTEL — Voyager (Mountain VOY 1)  
 HAPPY RADIO — Edwin Star (RCA TC 2408)  
 HOORAY HOORAY IT'S A HOLI HOLIDAY — Boney M (Atlantic/Hansa K 11279)  
 HOT STUFF — Donna Summer (Casablanca CAN 151)  
 I FOUGHT THE LAW — The Clash (CBS 7324)  
 I WANT YOU TO WANT ME — Cheap Trick (Epic EPC 7258)  
 LOCAL GIRLS — Graham Parker & The Rumour  
 LOVE IS THE ANSWER — England Dan & John Ford Coley (Atlantic K 11296)  
 MINDLESS BOOGIE — Hot Chocolate (RAK 292)  
 NIGHT OWL — Gerry Rafferty (United Artists UP 36512)  
 ONE RULE FOR YOU — After The Fire (CBS 7025)  
 ONE WAY TICKET — Eruption (Atlantic K 11266)  
 PARISIENNE WALKWAYS — Gary Moore (MCA 419)  
 POP MUZIK — M (MCA 413)  
 PRIME TIME — Tubes (A&M AMS 7423)  
 REUNITED — Peaches & Herb (Polydor POSP 43)  
 RING MY BELL — Anita Ward (TK TKR 7543)  
 ROXANNE — The Police (A&M AMS 7438)  
 SAY WHEN — Lene Lovich (Stiff BUY 56)  
 SHE BELIEVES IN ME — Kenny Rogers (United Artists UP 36533)  
 SHINE A LITTLE LOVE — Electric Light Orchestra (Jet 144)  
 SUNDAY GIRL — Blondie (Chrysalis CHS 2320)  
 TAKE ME TO YOUR LEADER — Sinceros (Epic EPC 7367)  
 THE NUMBER ONE SONG IN HEAVEN — Sparks (Virgin VS 244)  
 UP THE JUNCTION — Squeeze (A&M AMS 7444)  
 WE ARE FAMILY — Sister Sledge (Atlantic K 11293)  
 WHO WERE YOU WITH IN THE MOONLIGHT — Dollar (Carrere CAR 110)  
 YOU AND ME — Liner (Atlantic K 11285)

### RECORDS OF THE WEEK

Dave Lee Travis: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
 Simon Bates: GERTCHA — Chas & Dave (EMI 2947)  
 Paul Burnett: MARY ROSE — National Youth Jazz Orchestra  
 Tony Blackburn: UP THE JUNCTION — Squeeze (A&M AMS 7444)  
 Kid Jensen: TAKE ME TO YOUR LEADER — Sinceros (Epic EPC 7367)

## Radio 2

### RADIO 2 — ALBUM OF THE WEEK

THE BILLIE JO SPEARS SINGLES ALBUM — Billy Jo Spears (United Artists UAK 30231)  
 David Hamilton: BROKEN BLOSSOM — Bette Middler (Atlantic K 50432)

## Beacon Radio

WOLVERHAMPTON/  
BLACK COUNTRY

### BEACON RADIO — ADD ONS

WE ARE FAMILY — Sister Sledge (Atlantic K 11293)  
 LOVE IS THE ANSWER — England Dan & John Ford Coley (Big Tree K 11296)  
 HALFWAY HOTEL — Voyager (Mountain VOY 001)  
 GIRLS TALK — Dave Edmunds (Swan Song SSK 19418)  
 HAPPY RADIO — Edwin Starr (RCA TC 2408)  
 TURN ON THE RADIO — The Rollers (Arista ARIST 259)  
 RING MY BELL — Anita Ward (TK TKR 7543)

## TOP ADD ONS

- 1 THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408) R1, CR, PR, C, RC, D, T, H, F, S, TV, RT, O, V, Md, Bb, SC.
- 2 RING MY BELL — Anita Ward (TK TKR 7543) PR, C, RC, D, M, T, H, B, S, TV, RT, O, V, Id, Bb.
- 3 LOVE IS THE ANSWER — England Dan & John Ford Coley (Big Tree K 11296) C, BR, RC, D, M, T, H, F, B, S, TV, U, Sc.
- 4 THE GOLDEN LADY — Three Degrees (Ariola ARO 170) RC, F, S, RT, O, V, Sc.
- 5 LIGHT MY FIRE/137 DISCO HEAVEN — Amii Stewart (Atlantic K 11278) C, H, F, S, RT, V.
- 5 = WE ARE FAMILY — Sister Sledge (Atlantic K 11293) BR, D, M, B, Md, U.
- 5 = OH DEAR — John Miles (Decca FR 13840) D, TV, V, Md, Bb, U.

Station abbreviations: R1 Radio One; B Beacon; BR BRMB; Bb BBC Blackburn; CR Capital; C Clyde; RC City; D Downtown; F Forth; H Hallam; Hm BBC Humberside; L BBC London; RL Luxembourg; M Metro; Md BBC Medway; Mr BBC Merseyside; O Orwell; P Pennine; PR Piccadilly; PS Plymouth Sound; S Swansea Sound; T Tees; RT Trent; TV Thames Valley; U BBC Ulster; V Victory, SC Scotland; MX Manx.

## BRMB

BIRMINGHAM

### ADD ONS

HAPPY RADIO — Edwin Star (RCA TC 2408)  
 PARADISE SKIES — Max Webster (Capitol CL 16079)  
 PICK ME UP I'LL DANCE — Melba Moore (Epic EPC 7234)  
 YOU'RE THE GREATEST LOVER — Jonathan King  
 LOVE IS THE ANSWER — England Dan & John Ford Coley (Big Tree K 11296)  
 VIVA CALIFORNIA — Patrick Juvet (Casablanca CAN 150)  
 NOTHING TO LOSE — UK (Polydor POSP 55)  
 ONE RULE FOR YOU — After The Fire (CBS 7025)  
 LIVING IN THE FRONT LINE — Eddie Grant (Ensign ENY 26)

## Capital Radio

LONDON

### CLIMBERS

THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
 YOU'RE THE ONLY ONE I EVER NEEDED — Nona Hendrix (Arista ARIST 253)  
 WE DROVE THEM ALL MAD — Jenny Haan (EMI 2949)  
 CHUCKY'S IN LOVE — Ricky Lee Jones (Warner Brothers K 17390)  
 IF I HAD YOU — Korgis (Rialto TREB 103)

## Radio City

LIVERPOOL

### HIT PICKS

Phil Easton: NOTHING TO LOSE — UK (Polydor POSP 55)  
 Johnny Jason: THE GOLDEN LADY — Three Degrees (Ariola ARO 170)  
 Dave Eastwood: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
 Norman Thomas: RUN FOR YOUR LIFE — Runner (Acrobat BAT 2)  
 Billy Butler: DON'T LET GO — Jerry Lee Lewis (Elektra K 12351)  
 Dave Lincoln: LOVE IS THE ANSWER — England Dan and John Ford Coley (Big Tree K 11296)

### ADD ONS

CRACKIN' UP — Nick Lowe (Radar ADA 34)  
 BAD CASE OF LOVING YOU — Robert Palmer (Island WIP 6481)  
 PRIME TIME — Tubes (A&M AMS 7423)  
 MINDLESS BOOGIE — Hot Chocolate (RAK 292)  
 EMOTIONAL TRAFFIC — Rumour (Stiff BUY 45)  
 RING MY BELL — Anita Ward (TK TKR 7543)  
 TALK TO ME — Third World (Island WIP 6496)  
 I'D BE SURPRISINGLY GOOD FOR YOU — Linda Lewis (Ariola ARO 166)  
 DANCE WITH YOU — Carrie Lewis (Solar SB 1482)

## Radio Clyde

GLASGOW

### HIT PICKS

Dave Marshall: IF I HAD YOU — Korgis (Rialto TREB 103)  
 Richard Park: WORKSHY — Fabulous Poodles (Pye 7N 46188)  
 Dougie Donnelly: GERTCHA — Chas & Dave (EMI 2947)  
 Jeff Cooper: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
 Bill Smith: LIGHT MY FIRE — Amii Stewart (Atlantic K 11278)  
 Tim Stevens: MIAMI — John Cougar (Riva 20)  
 Dave Jamieson: SMILE THAT SMILE — Neil Bashan (Ariola ARO 160)

### CURRENT CHOICE

RING MY BELL — Anita Ward (TK TKR 7543)

### ADD ONS

LOVE IS THE ANSWER — England Dan & John Ford Coley (Big Tree K 11296)  
 DANCING IS DANGEROUS — Noel  
 I WANT YOU TO WANT ME — Cheap Trick (Epic EPC 7258)

## Downtown Radio

BELFAST

### HIT PICKS

John Paul: IF I HAD YOU — Korgis (Rialto TREB 103)  
 Trevor Campbell: LET'S LOVE DANCE TONIGHT — GARY'S GANG (CBS 7328)  
 Candy Devine: FLOWERS ARE RED — Harry Chapin (Elektra K 12361)  
 Michael Henderson: GERTCHA — Chas & Dave (EMI 2947)  
 Eddie West: OH DEAR — John Miles (Decca F 13840)  
 Lynda Jayne: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)

### ADD ONS

YOU AND ME — Liner (Atlantic K 11285)  
 MAYBE — Thom Pace (RSO 34)  
 THE WORKER — Fischer Z (United Artists UP 36509)  
 LOVE IS THE ANSWER — England Dan and John Ford Coley (Big Tree K 11296)  
 RING MY BELL — Anita Ward (TK TKR 7543)  
 TAKE ME TO YOUR LEADER — The Sinceros (Epic EPC 7367)  
 WE ARE FAMILY — Sister Sledge (Atlantic K 11293)  
 GIVE THE CHILDREN BACK THEIR CHILDHOOD — Gloria Hunniford (Release RL 96)

## Radio Forth

EDINBURGH

### HIT PICKS

Mike Scott: LIGHT MY FIRE/137 DISCO HEAVEN — Amii Stewart (Atlantic K 11278)  
 Steve Hamilton: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
 Bill Torrence: NOW — Airwaves (Mercury 6007 214)  
 Brian Ford: LOVE IS THE ANSWER — England Dan & John Ford Coley (Big Tree K 11296)  
 Jay Crawford: HEARTS OF FIRE — Phil Cordell (Virgin VS 246)  
 Station Hit: THE GOLDEN LADY — Three Degrees (Ariola ARO 170)  
 Midnight Flyer: LOVE YOU LOVE YOU — Yachts (Radar ADA 36)

### ADD ONS

A WALK IN THE DARK — Nick Straker Band (Pinnacle PIN 1)  
 I JUST KEEP THINKING ABOUT YOU BABY — Tata Vega (Motown TMG 1140)  
 DANCIN' FOOL — Frank Zappa (CBS 7261)  
 MARRIED MEN — Bonnie Tyler (RCA PB 5164)  
 HALFWAY HOTEL — Voyager (Mountain VOY 001)  
 ALISON — Linda Ronstadt (Asylum K 13149)  
 MASQUERADE — Skids (Virgin VS 262)  
 AIN'T NO STOPPIN' US NOW — McFadden & Whitehead (Philadelphia PIR 7365)

# MUSIC WEEK



**Brotherhood of Man**

**WHOLE LOTTA LOVE**

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**KAI OLSSON**

**EVERY INCH A LADY**

NEW SINGLE CHS2329

Chrysalis

ORIGINAL SOUNDTRACK MUSIC  
FROM THE **HV** SERIAL  
**KIDNAPPED**

# SINGLES CHART

# TOP 75

SINGLES

WEEK ENDING JUNE 2 1979

1	SUNDAY GIRL Blondie	Chrysalis CHS 2320
2	DANCE AWAY Roxy Music	Polydor POSP 44
3	POP MUZIK M	MCA 413
4	REUNITED Peaches & Herb	Polydor POSP 43
5	BOOGIE WONDERLAND Earth Wind & Fire/Emotions	CBS 7292
6	DOES YOUR MOTHER KNOW Abba	Epic EPC 7316
7	BOYS KEEP SWINGIN' David Bowie	RCA BOW 2
8	BRIGHT EYES Art Garfunkel	CBS 6947
9	THEME FROM DEER HUNTER Shadows	EMI 2939
10	PARISIENNE WALKWAYS Gary Moore	MCA 419
11	HOT STUFF Donna Summer	Casablanca CAN 151
12	ROXANNE The Police	A&M AMS 7348
13	ONE WAY TICKET Eruption	Atlantic/Hansa K 11266
14	KNOCK ON WOOD Anni Stewart	Atlantic/Hansa K 11214
15	AIN'T NO STOPPIN' US NOW McFadden & Whitehead	Philadelphia PIR 7365
16	SHINE A LITTLE LOVE Electric Light Orchestra	Jet 144
17	HOORAY HOORAY IT'S A HOLI HOLIDAY Boney M	Atlantic/Hansa K 11279

35	17	THE LOGICAL SONG Supertramp	A&M AMS 7427
36	34	ACCIDENTS WILL HAPPEN Elvis Costello	Radar ADA 35
37	55	NIGHT OWL Gerry Rafferty	United Artists UP 36512
38	53	CAVATINA (Original Soundtrack from Deer Hunter) John Williams	Cube BUG 80
39	47	IS THERE ANYBODY THERE/ANOTHER PIECE OF MEAT Scorpions	Harvest HAR 5185
40	31	GOODNIGHT TONIGHT Wings	Parlophone P6023
41	NEW	THE LONE RANGER Quantum Jump	Electric WOT 33
42	67	GERTCHA Chas & Dave	EMI 2947
43	26	SOME GIRLS Racey	RAK 291
44	37	GET DANCIN' Bombers	Magnet Flamingo FM 1
45	45	SATURDAY NIGHT T Connection	TK TKR 7536
46	22	LOVE YOU INSIDE OUT Bee Gees	RSO 31
47	62	HALF WAY HOTEL Voyager	Mountain VOY 001
48	NEW	LIVING ON THE FRONT LINE Eddy Grant	Ensign ENY 26
49	41	MAYBE Thom Pace	RSO 34
50	NEW	UP THE JUNCTION Squeeze	A&M AMS 7444
51	42	ARE YOU READY FOR LOVE Elton John	Rocket XPRES 13
52	54	MINDLESS BOOGIE Hot Chocolate	RAK 292
53	44	YOU AND ME Liner	Atlantic K 11285
54	70	PICK ME UP I'LL DANCE Melba Moore	Epic EPC 7234
55	39	I DON'T WANNA LOSE YOU Kandidata	RAK 289
56	58	THE WORKER Fischer-2	United Artists UP 36509
57	NEW	LET'S LOVEDANCE TONIGHT Gary's Gang	CBS 7328
58	38	SHAKE YOUR BODY (DOWN TO THE GROUND) Jackzone	Epic EPC 7181

# WHOLESALING

## A MUSIC WEEK GUIDE FOR RETAILERS



IF YOU ARE  
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Glasgow. G5.

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(041 429) 7477.

in NORTHERN

IRELAND at

120 Coach Road,

Templepatrick,

Ballyclare,

Co. Antrim.

BT39 OHB.

Tel Sales:

(084 94) 32693.

in EIRE at

106B Dublin Industrial

Estate,

Finglas, Dublin 11.

Tel Sales:

Dublin 309922.

## WHOLESALING

### The wind out of wholesaling sails?

WHEN THE first *Music Week* Wholesaling Guide for retailers was published in May last year, the general mood was one of buoyancy and expectancy with more wholesaling and one stop outlets opening almost weekly and the possibility of discounts from record companies a real prospect.

That prospect has since vanished with EMI swiftly abandoning its experimental discounts for the four members of BOOST — the British Organisation of One Stops (Lightning, Terry Blood, Clyde Factors and Wynd Up) — and WEA dropping a similar scheme in April after a year's trial.

The seeming finality of these decisions has changed the mood of the wholesale trade such that hopes for the future are not as bright as they were. Several of the newer companies who started with a flourish have experienced problems and more established wholesalers, hoping to expand the one stop side of their operations, have had to give up such ambitious plans. Many have begun to look abroad for alternatives in the form of cut outs, deletions and parallel imports.

Wholesalers continue to play an important part in the distribution of records, though, particularly in providing outlets for independent labels and reaching unconventional retail outlets not covered by the record companies.

The following pages provide an up-to-date reference guide to wholesalers and one stops operating in the UK.

Compiled by DAVID DALTON  
Production by DANNY VAN EMDEN



JAVULIN SHOWROOM

## Your A-Z guide

### TERRY BLOOD

Unit 4,  
Federation Road, Burslem, Stoke-  
on-Trent. Tel: 0782 814211.

Area covered: The complete UK.

Size of Operation: 75 people  
employed. Premises cover 20,000 sq  
ft.

Imports: Singles.

Product stocked: All labels from all  
companies, including TV product.

Minimum order requirements: £35.

Terms: Dealer price.

Ordering and delivery: Orders taken  
up to 7.00pm each evening, Monday  
to Saturday and delivered the  
following day anywhere in the UK  
either by our own distribution or  
through a national carrier.

Dealer contact: Terry Blood;  
Graham Vernon, general manager;  
Jimmy Hanks, national accounts  
manager; Brian Wykes, national  
sales manager.

### BONAPARTE

101 George Street, Croydon, Surrey.  
Tel: 01-681 1490/3062.

Area covered: Whole of UK.

Size of operation: 5 staff.

Imports: European and American.

Product stocked: All major labels.

Minimum order requirements:

None.

Terms: Dealer prices on most  
product.

Ordering and delivery: Order by  
phone. Despatch within 48 hours,  
via Red Star, courier or post.

Dealer contact: Steve or Guy  
Melhuish, directors.

One stop facilities: Monday to  
Saturday, 9am to 7pm.

### CADILLAC MUSIC

180 Shaftesbury  
Avenue, London WC2H 8SJ. Tel:  
01-836 3646.

Area covered: Whole of UK, but  
specialises in London.

Size of operation: One-man  
operation located in basement under  
Collets Record shop.

Imports: (Holland) Bvhaast, Oldie  
Blues, Agram, Munich, ICP,  
Timeless; (Germany) Ego, ENJA,  
Moers Music, FMP, Circle,  
Potorch; (France) Palm, Un Deux,  
Trois, Promophone, Pragmaphone,  
Vendemaire, SFP, Owl, Open,  
L'Oiseau Musicien; (Italy) Horo,  
Jazz, Galore, Red, Vedette, Zodiac,  
Albatross, Cicala, Joker, Ictus,  
PDU; (Sweden) Amigo, Route 66,  
Yet; (Denmark) Steeplechase,  
Storyville; (Australia) Larrikin,  
Axis, Electra, EMI, Lyric,  
Kenatone, Cherry Pie, Jazznote;  
(US and Canada) Many including  
India Navigation, Philly Jazz,  
Beehive, Adelphi, Pumpkin,  
Khama, Jazz Archives, Jazz Guild,  
PM.

Product stocked: Many independent  
labels, also own Cadillac label.  
Current catalogue lists about 150  
labels — Large SAE for list.

Minimum order requirements: Ten  
units.

Terms: On application.

Ordering and delivery: Orders by  
phone or post. Personal deliveries in  
London's West End, otherwise by  
post and various carriers.

Dealer contact: John Jack,  
proprietor.

One stop facilities: Can only attend  
to callers by prior appointment.

## JAVELIN — MUSIC —

- ★ Chart Albums and Cassettes
- ★ Chart Singles and Golden Oldies
- ★ TV advertised and new releases
- ★ Special offers always available
- ★ Imports
- ★ Customers' special orders staff
- ★ Van sales service
- ★ Red star facilities
- ★ Personal attention
- ★ Late night opening Thursday and Friday  
and also on Sunday afternoon.

JAVELIN — MUSIC —

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TEL. 061 — 653 6364.



# **RELAY RECORDS**

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## **YOUR WHOLESALE**

# **CLYDE FACTORS (ELECTRICAL) LTD**

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## **SCOTLAND'S**

Longest established, largest and  
most experienced

RECORD AND TAPE DISTRIBUTOR

*IF YOU WANT IT,  
WE'VE GOT IT!!!*

Main Exch. 041 221 9844  
Order Desk 041 226 5111

# WHOLESALE

## CHARMDALE

182 Acton Lane, Harlesden, London, NW10. Tel: 01-961 3133/2866.

**Area covered:** Whole of UK.

**Size of operation:** 45 staff. Size of Warehouse, 20,000 sq ft.

**Imports:** New releases and back catalogue from US, Canada and Europe.

**Product stocked:** As well as imported product, also extensive stock carried of deletions, overstocks and special offers on top catalogue. Exclusive distributed labels, Rockburgh, Archway and Charmdale.

**Minimum order requirements:** Ten units.

**Terms:** Normal monthly terms to approved accounts. Special discounts for quantity purchases and cash payments.

**Ordering and delivery:** Orders despatched same day. National distribution and many destinations in 24 hours via Courier Express. No delivery charges on orders over 25 units.

**Dealer contact:** Brian Smith, sales director; Ruth Smith, sales supervisor.

**One stop facilities:** Opening hours are Monday to Friday, 9.30am to 6pm.

## FLYOVER

15 Queen Caroline Street, London, W6. Tel: 01-748 1595.

**Area covered:** Whole of UK, US, Europe.

**Size of operation:** 6 staff. Moving to larger premises in October '79.

**Imports:** Expensive Japanese pressings, often of product otherwise unavailable in UK. Also mainly specialist new releases and back catalogue from US. Importing from Europe, mainly France, Germany and Italy.

**Product stocked:** In addition to imports also range of UK independent labels.

**Minimum order requirements:** £25.

**Terms:** On application.

**Ordering and delivery:** Mail, phone and telex orders. Central London van, also via courier. 24 hour delivery guaranteed.

**Dealer contact:** Louis Raynor, proprietor; Paul Callaghan, general manager.

**One stop facilities:** Premises are centrally located and customers may call in to either collect or choose stock. Open Monday to Saturday, 9.30am to 6.30pm, though often later.

by Securicor.

**Dealer contacts:** Michael J. Woolfson, director; Norman C. Woolfson, director and export manager; Douglas K. Johnston, general manager for record division.

**One stop facilities:** At the above address, car parking available.

## DOWNING

45/47 London Road, Liverpool 3. Tel: 051-207 7218/9.

**Area covered:** Whole of Merseyside and the Wirral. Also accounts in North Wales, Northern Ireland, Isle of Man and Blackpool. About 120 accounts.

**Size of operation:** Five staff. Premises 1,500 sq ft.

**Imports:** Product from the majors' imported labels.

**Product stocked:** All major labels plus several independents. Also own pressing of local artists in local studio, plus range of accessories. Now stocking more cut outs and has own label.

**Minimum order requirements:** At least £500 from new shop but none for regular accounts.

**Terms:** Generally slightly above dealer price.

**Ordering and delivery:** Mostly phone orders. Local deliveries by own vehicle. Also Red Star.

**Dealer contact:** Ronald Downing, proprietor.

**One stop facilities:** Most local customers call in to collect orders and can browse through the racks. Premises open Monday to Thursday, 9am to 5pm; Friday, 9am to 9pm. Free car parking for 200 cars adjacent to premises.

## CLYDE FACTORS

79 Washington Street, Glasgow, G3 8BD. Tel: 041-221 9844.

**Area covered:** Scotland and North of England as far south as Manchester.

**Imports:** A selection available.

**Products stocked:** Pop and MOR product from all major record companies and most independents stocked in depth. Additionally, a comprehensive range of Scottish material available. A selected range of classical titles also stocked. Sole Scottish distributor for Pickwick budget records and tapes.

**Minimum order requirement:** Contact for details.

**Terms:** Cash and credit terms available.

**Ordering and delivery:** Telephone sales desk on 041-226 5111/4. Post to above address or cash and carry. Own sales force available to call monthly with new releases and special offer information. Delivery

## FRESH

98 Soho Market, Newport Place, London, WC2H 7LA. Tel: 01-286 3261/262 6027.

Evenings/weekends: 01-286 3261.

**Area covered:** UK.

**Size of operation:** Premises 1,000 sq ft. Four staff.

**Imports:** Few at the moment, but hoping to expand this side of the business, especially parallel imports.

**Minimum order requirements:** None, though delivery charge made on orders under £100.

**Terms:** On request.

**Ordering and delivery:** By telephone or post to above address. Delivery by Courier Express, post or Red Star.

**Dealer contact:** Alex Howe.

**One stop facilities:** None at present, though orders may be collected by arrangement. One stop facilities will be available at new premises.

## S. GOLD AND SONS

777/779 High Road, Leytonstone, London E11 4QS. Tel: 01-558 2121/2 (24 hour answering service: 01-556 2429).

**Area covered:** Whole of UK plus overseas. Special service to Northern Ireland.

**Size of operation:** 11 staff and increasing. Premises 2,500sq ft with further 1,500sq ft available for expansion.

**Imports:** Various cut outs and selected stock items.

**Product stocked:** Top 75 albums, singles and tapes plus all TV product. Also golden oldies and many back catalogue LPs. Accessories include blank cassettes, PVC covers, card covers, record and cassette cases, mirror badges and mirrors.

**Minimum order requirements:** Minimum handling charge of £1 on orders below £34.

**Terms:** Albums and tapes trade price on all orders above £150; below this figure a three per cent charge is made. Singles at trade price plus three per cent handling charge.

**Ordering and delivery:** Most by tele sales. Deliveries by Courier Express in 24 hours. Special air freight service to Northern Ireland on Mondays and Thursdays for orders received by 11am for delivery on Tuesdays and Fridays. 48 hour turn round on most orders to Belgium, Holland, West Germany and Eire. Air freight service to most other territories.

CONTINUED ON PAGE 6

## H HARVEY BUAT

*Trade Distributors of*  
**BLANK CASSETTES & TAPES**  
including

**BASF, TDK, MEMOREX, FUJI, MAXELL, PHILIPS**  
also introducing

**BLANK CASSETTES by MILES GREGORY**  
in the following 12 lengths:  
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Supplies to recording studios, language schools and education establishments of PRECISION LENGTH BLANK CASSETTES wound to order. Please telephone for prices.

**Also BLANK VIDEO CASSETTES**  
Delivery throughout the U.K. charged at cost.

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Limited Editions  
Back Catalogue  
TV Product

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New Wave/indie labels  
American Cutouts  
Special Price Imports  
British Overstocks  
Carrying Cases

*For everything please ring*

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distribution

33/37 Jeffrey Street, EDINBURGH 031 557 0029 (3 lines) — Telex. 727507 Scotia G

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First Floor, 45 King Street  
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we specialise in 'Easy Listening' Imports  
**TELEPHONE PETER BOOSEY**  
Stanford-le-Hope 70238

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RECORD WHOLESALERS

Send for your RUMOURS list of special offers now — the most exciting thing since sliced bread.

Here are just a few of our special offer LPs.  
Bob Dylan — Live at Budokan (Double LP £4.39).  
Cleo Lane — Cleo (Arcade £1.15).

Elvis Presley — Legendary Performance Vol. 3  
Picture Album (now deleted £3.99).  
Jack Jones — All to Yourself (Hits 59p each in 25s 49p each).

**Hurry phone**  
**TREVOR OR CAROL ROMFORD (70) 24038/9**  
3 Lockwood Walk, Romford, Essex.

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Blues  
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ARE THE LARGEST INDEPENDENT RECORD/  
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WHAT SURPRISES YOU ABOUT THIS COPY OF A TYPICAL  
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**SALES INVOICE**

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**Wynd-Up Records Ltd**  
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PRESTWICH  
MANCHESTER

WHOLESALE DISTRIBUTORS  
VAT REG. No. 150 8296 64 TELEPHONE 061 798 9252

ALL CLAIMS AND QUERIES MUST BE NOTIFIED IN WRITING IN THREE DAYS

DEL. ADDRESS: A. N. OTHER PERSON, 24, CHARLESIDE ROAD, STANTON ON SEA, SOUTHAMPTON

INV. ADDRESS: A. N. OTHER PERSON, 24, CHARLESIDE ROAD, STANTON ON SEA, SOUTHAMPTON

ACCOUNT No. 7000 DATE 13/05/79 INVOICE No. 29620

QUANTITY	BUY NO.	CATALOGUE No.	CODE	DEALER PRICE	RETAIL PRICE	VAT RATE	TOTAL (INV.)	TOTAL (CRM.)
1	03118	ROCKY1		2 390	3 500	8 00		
1	00135	LL2019		2 430	4 400	8 00	2 39	
1	00273	ENTVID		3 060	4 350	8 00	2 43	
1	00211	TRAVI1		2 690	4 350	8 00	9 18	
5	00509	9109621		3 030	4 350	8 00	2 69	
2	00799	EMIP2927		0 650	0 990	8 00	3 03	
30	00811	HE1044		3 120	4 490	8 00	3 03	
10	01301	HE1034		2 770	4 490	8 00	3 25	
20	01302	2001870		0 590	0 990	8 00	6 24	
20	01305	CBS7316		0 610	0 990	8 00	5 34	
20	01318	K11279		0 610	0 990	8 00	17 70	
20	01320	R6023		0 525	0 990	8 00	18 20	
15	01325	MCR413		0 525	0 990	8 00	13 20	
5	01337	BOW2		0 610	0 990	8 00	18 20	
5	01357	RSD30		0 590	0 990	8 00	18 20	
5	11014	WH02		0 590	0 990	8 00	13 13	
5	11027	WH6009		3 120	4 490	8 00	12 20	
5	03009	TCMCM3223		2 981	4 490	8 00	8 95	
5	03009	PLH1		0 000	0 990	8 00	2 99	
5	01259	BATS		0 000	0 990	8 00	6 24	
5	01253	AR15T264		0 000	0 990	8 00	2 98	
5	00021	YS241		0 000	0 990	8 00	0 00	
5	03022	12BR074		0 000	0 990	8 00	0 00	
5	03164	VSL5012		0 000	1 490	8 00	0 00	
5		TASP6008		0 000	1 250	8 00	0 00	
89	TOTAL			226 64	6 300	8.00	0 00	

TOTAL R R P 226 64

TOTAL GOODS	143 05
VAT	11 44
INVOICE TOTAL	154 49

NEW ISSUE \* OUT OF STOCK \* ON EXTENSION \* WHOLESALE NUMBER \* NOT STOCKED \*  
00 % VAT ON 143 05 FROM EXTENSION  
50 % VAT ON 0 00 11 44 D-DELETED  
00 % VAT ON 0 00 0 00  
TOTAL 143 05 11 44

DEL. ADDRESS: A. N. OTHER PERSON, 24, CHARLESIDE ROAD, STANTON ON SEA, SOUTHAMPTON

INV. ADDRESS: A. N. OTHER PERSON, 24, CHARLESIDE ROAD, STANTON ON SEA, SOUTHAMPTON

### YES IT TELLS YOU ALL YOU WANT TO KNOW

- 1 YOU SEE YOU ARE CHARGED ACTUAL DEALER PRICE AS PER MANUFACTURERS PRICE LIST.  
NO 2 1/2% SURCHARGE  
NO 30% DISCOUNT  
NO CARRIAGE CHARGES
- 2 YOU SEE THE RECOMMENDED RETAIL PRICE.
- 3 YOU SEE WE CAN EXTEND ALL YOUR REQUIREMENTS.
- 4 SEEING IS BELIEVING TRY OUR 24 HOUR DELIVERY SERVICE THROUGHOUT THE UNITED KINGDOM.
- 5 CONTACT

**WYND UP RECORDS LTD**  
GREENGATE LANE, PRESTWICH, MANCHESTER.  
ENQUIRIES — TEL: 061-798-0533

# WHOLESALE

FROM PAGE 4

**Dealer contact:** (new accounts) Vic Burgess, credit control manager; (general enquiries) Tony Gold, director.

**One stop facilities:** Opening hours are Monday to Friday, 9am to 6pm; Saturday, 8.30am to 1pm. Accessories at advantageous prices for cash and carry customers. Car parking at rear of premises.

## GOLD-SPINNERS

Glampor House, 47 Bengal Street, Manchester M4 6AF. Tel: 061-2288 1488.

**Area covered:** Whole of U.K.  
**Size of operation:** Premises 5,000 sq ft, 36 staff. Undergone major re-organisation in last six months, centralising operation in Manchester.

**Imports:** Few at the moment.  
**Product stocked:** All major labels, plus budget product.  
**Minimum order requirements:** A proportionate charge is made on orders less than £35.

**Terms:** A little above dealer price for stock delivered.

**Ordering and delivery:** 14 vans operating a full merchandising service. Also improved tele sales service incorporating next day delivery by Securicor. Tele sales: 061-228 1825/6/7.

**Dealer contact:** Eddie Leahy.  
**One stop facilities:** Customers welcome to call.

## GRAY & BUTT

45 King Street, Stanford-Le-Hope, Essex, SS17 0HJ. Tel: (03756) 3041/2 & 78813.

**Area covered:** The UK, also exports.  
**Size of operation:** 12 staff. Large office/warehouse.

**Imports:** None.  
**Product stocked:** All major UK record companies' product stocked. Top 75 LP's, tapes and singles plus

large range of back catalogue items.  
**Minimum order requirements:** £50 minimum order except for extensions and new release despatches. Special orders for non chart items no problem.

**Terms:** Prices on request. Also marketing own record browser racks/counters/storage racks. Details on request.

**Dealer contact:** Peter Butt, director.  
**One stop facilities:** None, although orders may be collected by customers.

## HARVEY BUAT

84 Church Street, London, NW8. Tel: 01-723 1011/01-724 3711.

**Area covered:** Whole of the UK and abroad.

**Size of operation:** 9 staff within the UK. Warehousing and storage of 5,000 sq. ft.

**Imports:** Quality blank cassettes from Europe, reel to reel, bulk tape and C Zeros.

**Products stocked:** Tape specialist with a wide range of blank cassettes, video cassettes and reel to reel tapes from leading manufacturers including Basf, Fujii, Maxell, Miles Gregory of London, Memorex, TDK and also popular records and recorded cassettes as well as special offers from deletion lists. The fully packaged Miles Gregory service range of blank cassettes are of particular interest in their lengths of between C7 and C47.

**Minimum order requirements:** None.  
**Terms:** Price lists available on request. Cash on delivery are the normal terms but limited credit facilities are available to approved accounts.

**Ordering and delivery:** Mail or phone orders. Delivery is charged at cost.

**Dealer contact:** Alan Taub.  
**One stop facilities:** Customers either phone with order for collection or despatch by carrier, while a few call personally with their order which is made up on the spot.

## JAVELIN

Bentley Avenue, Middleton, Manchester. Tel: 061-653 6364.

**Area covered:** UK  
**Size of operation:** 30 staff. Premises 20,000 sq ft.

**Imports:** Very few at moment, except occasional very strong seller. Company intends to look at this area more closely in the future.

**Product stocked:** Best sellers from the major manufacturers; Top 75 singles, plus golden oldies.

**Minimum order requirements:** None.  
**Terms:** On application.

**Ordering and delivery:** Six lines for phone orders. Two vans aiming for 24 hour delivery. 30 vehicles at disposal of juke box operation often used to make record drops.

**Dealer contact:** Peter Robinson, sales manager.

**One stop facilities:** Opening hours are Monday to Wednesday, 9am to 5.30pm; Thursday and Friday, 9am to 8pm; Sunday, 2pm to 4pm. No credit for cash and carry. Range of accessories available to personal callers as are monthly special offers.

## LIGHTNING

839/841 Harrow Road, London, NW10 5NH. Tel: 01-969 5255/7155.

**Area covered:** Whole of UK and Northern Ireland. Worldwide export.

**Size of operation:** 80 staff. Size of warehouse 13,000 sq. ft. plus similar amount of office space on first floor.

**Imports:** A speciality is reggae directly from Jamaica. 12 inch discos, cutouts and LP's from US. 1,000,000 golden oldies in stock. Over 5,000 titles.

**Product stocked:** All labels from all companies boasted plus exclusive lines such as reggae and disco imports, golden oldies and rockabilly singles. Also picture discs, coloured vinyl imports, a large new wave list and an extensive range of accessories, mirrors, buckles and

## JAZZ SERVICES

### UNLIMITED

66 West Street, Sowerby Bridge, HX6 3AP, Yorkshire. Tel: 0422 33750.  
**Area covered:** Whole of UK. Primary export areas Japan, USA, West Germany and Scandinavia.

**Size of operation:** 5 staff. Premises 7,500 sq ft.  
**Imports:** Specialist catalogue including Concord, Joyce and Muskadine from US. Dawn Club, Enja & Circle from Germany, Dragon from Sweden, Jazzcraft from Denmark, Timeless from Holland, Sackville from Canada.

**Product Stocked:** About 200 labels including nearly all British independents in jazz, folk & blues fields. Specialists in theatre organ and ethnic musics.

**Minimum order requirements:** None.  
**Terms:** Dealer price. Lists on request.

**Ordering & delivery:** Tele sales, post and reps. Special arrangements possible. Same day despatch. Night phones 0422 33615 & 32703. Day phone 0422 33750.

**Dealer contact:** John Pilgrim or Phil Harvey.  
**One stop facilities:** Trade counter open 9am to 7pm. Ample car parking at rear of premises.

## LUGTON & CO

PO Box 182, Cross Lane, London, N8 7SB. Tel: 01-348 9122/9129. (Answer phone: 01-348 9129).

**Area covered:** UK, also exports worldwide, though few to US.

**Size of operation:** 130 staff. Moved to present 1½ acre premises from cramped Tottenham Court Road building four years ago.

**Imports:** Melodiya (Russian) through Collet's, Caedmon (American) through Teakfields; Supraphon (Czech) and Desmar through Rediffusion; plus others.

**Product stocked:** Large budget range with Pickwick catalogue most prominent. Also K-Tel and Ronco

TO PAGE 7

belts, badges, paper/cardboard 7 inch and 12 inch sleeves, bags etc.

**Minimum order requirements:** None.

**Terms:** All LPs and tapes at full dealer discount. A 2½% handling charge on orders under £200 at dealer price.

**Ordering and delivery:** Special telephone order desk on 01-969 8344 (4 lines). Soon to go over to new computer system for tele-sales. 24 hour delivery service by Courier Express or Red Star.

**Dealer contact:** Martin Wickham, UK sales manager.

**One stop facilities:** Premises are prominent on Harrow Road. Streets at the back free for parking. Opening hours are Monday to Friday 9am to 6pm, Saturday 10am to 4pm. Sunday 10am to 2pm.

## Phonograph Records

Wholesale

12" AMERICAN IMPORTS 12"

Contact us for all your USA Imports. 12 inches and singles and albums.

24 Hour Nationwide Delivery Available.

All top UK product also available from stock.

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London SE25

TEL: 01 656 4070

ORDER DESK: 01-656 7921

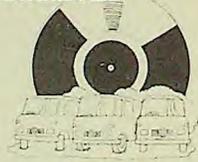
## CHARMDALE. WE'RE THE BIGGEST ON RECORD.



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- \* National Distribution for Independent Labels
- \* Professional Export Service Available.

CHARMDALE



Record Distributors Ltd.

For further details, contact Charmdale Record Distributors  
182 Acton Lane, London NW10 4HL. Tel: 961 3133 and 961 2866.  
Telex: HETREL G 9813067

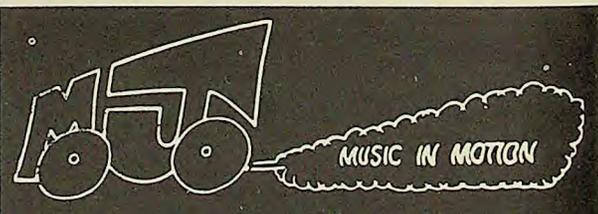
## Midland Record Company



LONDON OFFICE: 115 Gunnersbury Lane, London W3 8HQ.  
Telephone 01 993 2134-5.

FOR THE WORLD MARKET: Sounds Express, 115 Gunnersbury Lane, London W3 8HQ. Telephone 01 993 2248. Telex 934885 Soundex G.

WHOLESALE OF DELETIONS, OVERSTOCKS, IMPORTS & LIQUIDATED STOCK.  
(If you have any stock you wish to clear, why not contact us immediately?)



THE COMPLETE WHOLESALE SERVICE FOR REGGAE!  
VAN CALLS, ONE-STOP, MAILORDER, AND EXPORT.  
ALL CURRENT MAJOR PRODUCT AVAILABLE.

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01-961 3353.

OR

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WEST BROMWICH,  
WEST MIDLANDS

021-525 3144

REGGAE SELLS!

PLEASE KEEP ON YOUR FILE VOL 2 No. 6

# OLDIES

## JUNE 1979

C WEEK, JUNE 2, 1979

### SALING

sation, chart singles, albums k catalogue are also stocked. am order requirements:

Dealer price, plus two per order less than £200 per week. g and delivery: Order desk ne number: 01-656 7921. taken before 3pm despatched lowing morning. Own van service for London and ast.

contact: Janet Smith, Terry or Alex Sardiha, directors. p facilities: Opening hours nday to Friday, 9am to 6pm, y, 9.30am to 5pm.

### C-A-TAPE 290

ool Road, Preston, ire. (0772) 718328.

vered: UK. : Quadraphonic cartridges suppliers to Rolls Royce in abroad.

t stocked: All major labels, TV promotion companies, er on LP as well as tape). am order requirements:

Mainly dealer price, with ming surcharge on "special"

g and delivery: Telephone accepted and calls also made lar basis. Delivery by own ourier. Despatch of stock immediate. Special effort to obtain specific ments. Special racking for multiples and other nonal music outlets, using cated numbering system, tock controlled by office. stock, ordering, invoicing, nrol of customer stocks required, shortly to be iterised, tailor-made nme currently being finalised ific requirements, and due to ational by July.

contact: Arlene Bloomberg, r; Mike Noblett, general sales r.

op facilities: Dealers welcome premises and select stock if d.

### Z Guide

inued on page 8

### THE SWING HOUSE COLLECTION

First Heard Records mainly Big Bands. Swing House Records mainly Swing Groups The world say they are best and they are available at LUGTON'S

Count Basie And His Orchestra 1946. . . . .	FH22
Benny Goodman - 'Swonderful Swing' . . . . .	FH23
Tommy Dorsey and Company . . . . .	FH24
Harry James - Musicmaking . . . . .	FH25
Gene Krupa - Gene's Band. . . . .	FH26
Buddy Rich - Rich Riot . . . . .	FH27
Charlie Spivak And His Orchestra - One Way Passage . . . . .	FH28
Louis Armstrong And His All Stars 1949 . . . . .	SWH2
Benny Goodman - Oh! Mister Goodman . . . . .	SWH3
Duke Ellington - The Elegant Mister Ellington. . . . .	SWH4
Major Glenn Miller - Keep On Flying. . . . .	SWS5
Charlie Barnet - Dance Date. . . . .	SWH6
Benny Goodman - Roll 'em. . . . .	SWH7
Louis Jordan - Collates. . . . .	SWH9

### SUMMER RELEASES

R & B and Boogie Woogie - Various Artists. . . . .	SWH8
Woody Herman - Rhapsody in Wood. . . . .	FH29
Erskine Hawkins - Tuxedo Junction . . . . .	FH30
Les Brown And His Orchestra . . . . .	FH31

FIRST HEARD (FH) . . . . .	R.R.P. £3.99 inc. VAT
SWING HOUSE (SWH). . . . .	R.R.P. £3.99 inc. VAT
SWING WORLD (SWS) . . . . .	R.R.P. £4.25 inc. VAT

Marketed by Submarine Records, 63 Whitehall Park, London, N19 3TW. England.

### NEW RELEASES

<b>K-TEL</b>	NE 1045	(£4.49)	'SONGBIRD' RUBY WINTERS
<b>RONCO</b>	RTD 2038	(£5.99)	THE WORLD IF FULL OF MARRIED MEN (SOUNDTRACK)
<b>PICKWICK</b>	SHM951	(HSC 326)	ROCK REVOLUTION VOLUME 2. Various Artists inc. Elton John.
	SHM 957	(HSC 332)	ROCK SUPERSTARS. T.Rex. Joe Cocker, The Move, Procol Harum etc.,
	SHM 981	(HSC 361)	BARON KNIGHTS - KNIGHTS OF LAUGHTER
	SHM 982	(HSC 362)	THE BEE GEES - THE EARLY DAYS VOLUME 3.
	SHM 992	(HSC 370)	THE MAGIC OF LASSIE. Original Soundtrack, Debbie & Pat Boone.
	SHM 993	(HSC 371)	THE BEST OF THE NOLAN SISTERS VOLUME 1.
	SHM 994	(HSC 372)	THE NOLAN SISTERS VOLUME 2.
<b>TEMA</b>	TE 1001	(£3.50)	TONY EVANS & HIS ORCH. 'DANCE IN THE OLD FASHION WAY'.
<b>DANSAN</b>	DS 008	(£3.00)	RAY McVAY & HIS ORCH. PLAY THE HIT PARADE
<b>ROLLER COASTER</b>	RSRLP 1001	(£4.75)	THE MANY SIDES OF EDDIE COCHRAN
<b>UNICORN</b>	UNS 209	(£3.24)	RAFF 5th SYMP. L.P.O.
	UNS 263		JEAN BARRAQUE SONATE POUR PIANO
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The Mekons Where were you? (FAST 7) 55p  
Menace G.L.C. (SMALL 5) 55p  
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Passage New Love Songs EP 55p  
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The Raincoats Fairytale (RT 013) 55p  
The Record Players 60 7 Inches EP (WRECK2) 65p  
Rudi Big Time (Good Vibrations GOT 1) 55p

£1.25  
"EARCOM" Compilation (FAST 9) £1.55  
Fatal Microbes meet Poison Girls (WEENEY 3) £1.25  
Members Offshore Banking + 2 trax (VI) 90p  
The Tubes Truth Justice etc. 12 EP 99p  
ALBUMS ALBUMS ALBUMS  
Alternative TV both albums each £2.59  
David Bowie Stage 2LP (RLO2913) Special Offer £3.99  
Eno & Cluster After the Rain (SKY 021) £2.90  
The Fall Live at the Witch Trials (SFLP 1) £2.59  
The Lurkers Fulham Football (BEGA 2) £2.70  
Slaughter & The Dogs Live (RABID HAT 23) £1.99  
Stiff Little Fingers Inflammable (ROUGH 1) £2.59  
Throbbing Gristle 2nd Annual Report (FR2001) £2.85  
Tubeway Army 1st LP (BLUE VINYL) (BEGA 4) £2.70  
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See page 41 for further details

Separate discounts for collection and ordering more than 100 records.

- A further list of another 1500 plus titles generally in stock, with some titles priced as low as 20p.
- A duplicate of the one above, not priced and without reference to our address to show to your valued clients.
- Both lists are free on receiving your phone call or stamped addressed envelope.

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Telephone: TELFORD (0952)  
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# WHOLESALE

FROM PAGE 4

Dealer contact: (new accounts) Vic Burgess, credit control manager; (general enquiries) Tony Gold, director.

One stop facilities: Opening hours are Monday to Friday, 9am to 6pm; Saturday, 8.30am to 1pm. Accessories at advantageous prices for cash and carry customers. Car parking at rear of premises.

## GOLD-SPINNERS

Glampor House, 47 Bengal Street, Manchester M4 6AF. Tel: 061-2288 1488.

Area covered: Whole of U.K.  
Size of operation: Premises 5,000 sq ft, 36 staff. Undergone major re-organisation in last six months, centralising operation in Manchester.

Imports: Few at the moment.  
Product stocked: All major labels, plus budget product.

Minimum order requirements: A proportionate charge is made on orders less than £35.

Terms: A little above dealer price for stock delivered.

Ordering and delivery: 14 vans operating a full merchandising service. Also improved tele sales service incorporating next day delivery by Securicor. Tele sales: 061-228 1825/6/7.

Dealer contact: Eddie Leahy.

One stop facilities: Customers welcome to call.

## GRAY & BUTT

45 King Street, Stanford-Le-Hope, Essex, SS17 0HJ. Tel: (03756) 3041/2 & 78813.

Area covered: The UK, also exports.  
Size of operation: 12 staff. Large office/warehouse.

Imports: None.  
Product stocked: All major UK record companies' product stocked. Top 75 LP's, tapes and singles plus

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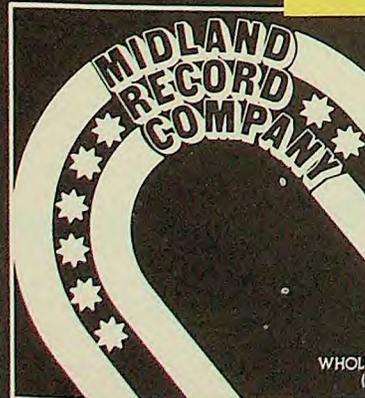
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- AR728 Revived 45s Vol. 2.
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- AR723 All Night Hustle
- \*AR722 Saturday Night Fever
- \*AR721 Tribute to Boney M
- \*AR720 Grease
- \*AR719 Tribute to Bob Dylan
- \*AR718 Salute to Rod Stewart
- AR717 Disco 78
- AR716 Luchano (Popular Ballads)
- AR715 Ballads of the 60's
- AR714 Tijuana
- \*AR713 Tribute to Elvis Vol. 2.
- AR712 Echoes from the Past
- \*AR711 Sounds Like Andy Williams
- AR710 Soul Classics
- AR709 British Country Stars Vol. 1.
- \*AR708 Sounds Like Stevie Wonder
- AR707 Girls Girls Girls Vol. 2.
- AR706 Ballads of the 70's Vol. 2.
- \*AR705 Tribute to Glen Campbell
- AR704 Starlight Strings
- AR703 Superstars of the 70s
- AR702 Smash Hits of the 70s
- AR701 Heartbreakers Vol. 2.
- AR700 Disco Hits of the 70s
- \*AR699 Tribute to Cliff Richard
- AR698 Flashback to 1967
- AR697 Super Groups of the 70s
- AR696 Big Band Sounds at the Movies
- AR695 Rocking Greats
- AR694 Hammond Highlights

- AR693 Guitar Spectacular
- AR692 Rocking 60s Vol. 1.
- AR691 Supergirls Vol. 1.
- AR690 Songs That Sold a Million
- \*AR689 Tribute to Simon & Garfunkel
- \*AR688 Tribute to the Hollies
- AR687 Heartbreakers Vol. 1.
- \*AR686 Tribute to Elvis Vol. 1.
- \*AR685 Eurovision (UK Entries)
- \*AR684 John Paul George Ringo
- \*AR683 Disco Inferno
- \*AR682 Tribute to the Bee Gees
- AR681 Instrumental Greats
- AR680 Country Scene Vol. 1.
- AR679 Big Band Sound - Eric Winstone
- AR678 The Kings of Swing
- \*AR677 Englebert Humperdink Story
- AR676 Stay Later - Eric Winstone
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- AR671 Supersonic Sounds
- \*AR670 Jesus Christ Superstar
- \*AR669 Tribute to the Rolling Stones
- \*AR668 Tribute to the Beach Boys
- AR667 Go In Country, Ray Dexter
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- AR663 Pete Williams and the Westerns
- AR662 Greatest Disco Hits of the 70's
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- AR660 Greatest Hit Ballads of the 70's
- \*AR659 Tops of Top of the Pop's
- AR658 Hawaiian Memories
- AR657 Accordion Spectacular
- AR656 Natchez Trace (Country Sounds)
- \*AR655 The Shadows - Greats
- AR654 Country Greats
- AR653 Nursery Rhymes
- AR652 Golden Songs of Broadway
- AR651 Solid Gold Steinway
- \*AR650 Salute to Glen Miller
- AR649 Favourite Classics
- AR648 Sousa Marches
- AR647 Nutcracker Suite
- AR646 Strauss Waltzes
- AR645 Great Moments from the Operas
- AR644 Concert Favourites
- AR643 Rock 'n' Roll
- \*AR642 Themes from Star Wars & Space
- AR641 Country Scene
- \*AR640 Hits of Eurovision Song Contest
- \*AR639 The Beatles Golden Years
- AR638 The Latin Sound
- \*AR637 Songs of Buddy Holly

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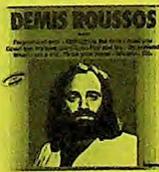
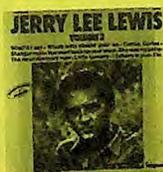
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| 6886 168  | ALAN STIVELL            | Maro Ma Mestrez; Marig Ar Pollanton; &c.   |
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| 6886 194  | NANA MOUSKOURI VOL. 3.  | Adieu Angelina; Ou Le Vent T'Emmene; &c.   |
| 6886 360  | LOS PARAGUAYOS          | Besame Mucho; Vaya Condios; &c.  |
| 6886 401  | THE PLATTERS VOL. 1.    | Summertime; Rock Arount The Clock; &c.   |
| 6886 402  | JERRY LEE LEWIS VOL. 1. | Roll Over Beethoven; Hit The Road Jack; &c.  |
| 6886 403  | CHUCK BERRY             | Sweet Little Sixteen; Carol; &c.   |
| 6886 404  | LOUIS ARMSTRONG         | When The Saints Go Marching In; Mame; &c.  |
| 6886 405  | THE PLATTERS VOL. 2.    | Only You; Red Sails In The Sunset; &c.   |
| 6886 406  | FATS DOMINO             | Blueberry Hill; Ain't That A Shame; &c.  |
| 6886 407  | CHUCK BERRY VOL. 2.     | Johnny Be Good; Rock & Roll Music; &c.   |
| 6886 408  | JERRY LEE LEWIS VOL. 2. | Whole Lotta Shakin'; When A Man Loves A Woman;   |
| 6886 550  | HELMUT ZACHARIAS        | Passion Flower; Come Prima; &c.  |
| 6886 551  | THE WHO                 | I Can See For Miles; Boris The Spider; &c.   |
| 6886 552  | ELLA FITZGERALD         | Don't Get Around Much Anymore; Blue Moon;  |
| 6886 553  | THE BEE GEES            | Ticket To Ride; In The Morning; &c.  |
| 6886 554  | JOE COCKER              | Delta Lady; Something; &c.   |
| 6886 555  | PROCUL HARUM            | Whiter Shade of Pale; Salty Dog; &c.   |
| 6886 607  | LES BOUZOUKIS           | Pai Pai; Mia Nikta Olokiri; &c.  |
| 6886 650  | AHPRODITE'S CHILD       | It's Five O'Clock; Good Times So Fine; &c.   |
| 6886 802  | PAUL ANKA               | Hello Dolly; Diana; Lonely Boy; &c.  |
| 6886 804  | DUKE ELLINGTON          | Mood Indigo; Take The A Train; &c.   |
| 6886 805  | HARRY BELAFONTE         | Hava Nageela; Jamaica Farewell; &c.  |
| 6886 808  | DJANGO REINHARDT        | Sophisticated Lady; St. Louis Blues; &c.   |
| 6886 810  | GLENN MILLER            | In The Mood; Tuxedo Junction; &c.  |
| *6995 401 | JERRY LEE LEWIS         | Lonely Weekends; Games People Play; Roll Over Beethoven; Whole Lotta Shakin' &c.       |
| *6995 402 | CHUCK BERRY             | Johnny B. Goode; Sweet Little Sixteen; Fillmore Blues; Sweet Little Rock'n Roller; &c. |
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 The Monochrome Set Alphaville (RT005) 55p  
 Nicky & The Dots So Stuck (SMALL 12) 55p  
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 The Tubas Truth Justice etc. 12 EP 99p  
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 Eno & Cluster After the Rain (SKY 021) £2.90  
 The Fall Live at the Witch Trials (SFLP 1) £2.59  
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 Throbbing Gristle 2nd Annual Report (FR2001) £2.65  
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- Separate discounts for collection and ordering more than 1000 records.
- A further list of another 1500 plus titles generally in stock, with some titles priced as low as 20p.
- A duplicate of the one above, not priced and without reference to our address to show to your valued clients.
- Both lists are free on receiving your phone call or stamped addressed envelope.

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C WEEK, JUNE 2, 1979

## SALING

sation, chart singles, albums k catalogue are also stocked. im order requirements:

Dealer price, plus two per order less than £200 per week. g and delivery: Order desk ne number: 01-656 7921. taken before 3pm despatched lowing morning. Own van service for London and ast.

contact: Janet Smith, Terry or Alex Sardiha, directors. p facilities: Opening hours day to Friday, 9am to 6pm, y, 9.30am to 5pm.

## C-A-TAPE

ool Road, Preston, ire. (0772) 718328.

ered: UK. : Quadraphonic cartridges suppliers to Rolls Royce in abroad.

l stocked: All major labels, TV promotion companies, er on L.P as well as tape). im order requirements:

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g and delivery: Telephone accepted and calls also made ilar basis. Delivery by own ourier. Despatch of stock immediate. Special effort to obtain specific ments. Special racking for multiples and other non-nal music outlets, using cated numbering system, tock controlled by office. stock, ordering, invoicing, nrol of customer stocks required, shortly to be iterised, tailor-made nme currently being finalised ific requirements, and due to ational by July.

contact: Arlene Bloomberg, ; Mike Noblett, general sales r.

p facilities: Dealers welcome premises and select stock if d.

Z Guide  
inued on page 8

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THAT'S THE WONDER  
OF FLYOVER  
(With apologies to Woolies)

# WHOLE

FROM PAGE 4

Dealer contact: (new account Burgess, credit control and general enquiries) Tony director.

One stop facilities: Open Monday to Friday, 9am to Saturday, 8.30am to Accessories at advantageous for cash and carry customers parking at rear of premises.

## GOLD-SPINNE

Glampor House, 47 Street, Manchester M4 6A 061-2288 1488.

Area covered: Whole of U Size of operation: Premise sq ft, 36 staff. Undergone re-organisation in last months, centralising operations Manchester.

Imports: Few at the moment Product stocked: All labels, plus budget production Minimum order requirement proportionate charge is made on orders less than £35.

Terms: A little above dealer for stock delivered. Ordering and delivery: 1 operating a full merchandise service. Also improved to service incorporating next delivery by Securicor. Tel 061-228 1825/6/7.

Dealer contact: Eddie Leal One stop facilities: Customers welcome to call.

## GRAY & BUTT

45 King Stanford-Le-Hope, Essex. 0HJ. Tel: (03756) 3041/2 & 7

Area covered: The UK, also Size of operation: 12 staff office/warehouse.

Imports: None. Product stocked: All major record companies' product Top 75 LP's, tapes and singles

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# WHOLESALE

FROM PAGE 6

TV product, President, Charly and Unicorn among other labels.

**Minimum order requirements:** None, though small carriage, handling and packing charge on orders under £10 trade value.

**Terms:** Price list on request.

**Ordering and delivery:** Tele sales, reps and postal orders. 12 company vans with daily delivery in London area, also Courier Express.

**Dealer contact:** Walter Collins, director.

**One stop facilities:** Trade counter open while warehouse open. Ample car parking space.

## MIDLAND RECORD COMPANY

Chase Road, Brownhills, West Midlands. (bulk warehouse and head office) Tel: 05433 3083/78222/78223. London office at 115 Gunnersbury Lane, Acton, W3. Tel: 01-993 2134/5.

**Area covered:** (Midlands office) Midlands, Wales, the North and Scotland. (London office) London, the South and South West.

**Imports:** Just agreed import of complete country catalogues from Gusto Deluxe, Power Pack, Federal, King, Hollywood and Starday labels. Also US deletions and overstocks plus some continental product.

**Product stocked:** Does not deal in chart material but handles UK deletions and overstocks. List on application.

**Minimum order requirements:** £25.

**Terms:** COD; Account customers — 30 days.

**Ordering and delivery:** Orders by telephone or post to London or Midlands offices. Delivery by rail, courier or post. Three own delivery vans on road.

**Dealer contact:** (Midlands) John Skidmore, sales director; (London) Peter Riley, director.

**One stop facilities:** Cash and carry available Monday to Friday, 9.30am to 5.30pm.

## OLDIES UNLIMITED

6/12 Stafford Street, St. Georges, Telford, Shropshire, TF2 9NQ. Tel: (0952) 612244/617625/618264.

**Area covered:** Whole of UK plus exports to Western Europe, North America and Australia.

**Size of operation:** Premises 5,000 sq ft.

**Imports:** Singles.

**Product stocked:** Wide range or oldies and recent ex-chart singles from 20p. Free new list every month. Currently featured are a wide range of picture cover singles, mainly imported from Continent.

**Minimum order requirements:** 100 singles.

**Terms:** Cash with order or cash on delivery.

**Ordering and delivery:** Mail or phone orders. Delivery by post, Roadline (less than £50 worth) and Securicor (more than £50 worth); by independent courier to Europe.

**Dealer contact:** Anthony Lewis, partner, or Leah Rocke, assistant.

**One stop facilities:** Callers welcome Monday to Friday, 9am to 5pm, Saturday, 9am to 1pm.

## ONE STOP DISTRIBUTION

11/15 William Road, London, NW1 3ES. Tel: 01-388 0137.

**Area covered:** Mainly London and Southern England.

**Size of operation:** 15 staff approximately. One Stop has the former CBS building on a long lease with access to 3 sales floors, though only one used at the moment.

**Imports:** Prices by negotiation and all singles at 57p.

**Product stocked:** Chart LPs, singles and tapes. Comprehensive major label back catalogue, including classics and tapes. Golden oldie service, budget lines, deletions, overstocks, special offers and all TV product. Also offers a special order service for all items not held in stock. Also exclusive distribution of Top Ranking (Jamaica) and Mood (Germany). General distribution of Sky and Plant Life labels and currently ships disco 12 inch and picture discs from the US.

**Comprehensive stock of blank tapes, carrying cases, accessories, mirrors, badges and T-Shirts. Also own record label with product from Burning Spear, Joe Higgs and Keeling Beckford already released.**

**Minimum order requirements:** None.

**Terms:** Strictly dealer price on all domestic product with no extra charges.

**Ordering and delivery:** Telephone sales operation and low cost 24 hour country wide delivery service from Courier Express, plus for Central London operates own van delivery service.

**Dealer contacts:** Ray Laws, Barry Jones, Malcolm Dorman and Jackie Rushworth.

**One stop facilities:** General cash and carry facilities with credit account facilities by arrangement. Opening hours are Monday to Wednesday, 9am to 7.30pm, Thursday to Friday, 9am to 8.30, closed Saturday, Sunday, 10am to 4pm.

**PACIFIC** 51/3 Islip Street, London, NW5. Tel: 01-267 2917/9151.

**Area covered:** Whole of UK. Exports worldwide.

**Size of operation:** Staff — 10 London, 40 New Jersey, 10 Los

Angeles. Large warehouses in all three cities.

**Imports:** From US — Visa, PVC, Import Antilles, Mango, Rocky Horror Picture Show, Ralph, All Ears plus all independent US labels. CBS Sony (Japan).

**Product stocked:** Large variety of US, Japanese and continental LP's and 45s plus UK independents.

**Minimum order requirements:** None, but customer pays carriage.

**Terms:** Price list on request.

**Ordering and delivery:** Tele sales and telex and postal orders. Delivery in London — Courier Express and Red Star.

**Dealer contact:** Rick French, import sales manager.

**One stop facilities:** Trade welcome. Ample parking space. Opening hours are 9.30 am to 6pm, Monday to Friday.

## PEARSONS

29 Rawson Place, Bradford, West Yorkshire, BD1 3QL. Tel: 0274 27845.

**Area covered:** Whole of Yorkshire.

**Size of operation:** 26 warehouse staff. 41 staff in all. Premises 8,000 sq ft.

**Imports:** None.

**Product stocked:** All major labels plus TV product and selection of deletions and overstocks.

**Minimum order requirements:** None.

**Terms:** On application.

**Ordering and delivery:** Mail and phone orders. Own vans, otherwise independent carriers. Local orders delivered daily.

**Dealer contact:** Roy Jones, director; David Pickard, trade.

**One stop facilities:** Customers encouraged to browse in warehouse. Opening hours are Monday to Saturday, 8.30am to 5.30pm.

## PHONO-GRAPH RECORDS

150 Portland Road, South Norwood, London SE25. Tel: 01-656 4070.

**Area covered:** UK.

**Size of operation:** Currently extending operation into shop premises next door. Seven and a half staff plus three directors.

**Imports:** American disco product, especially 12 inch singles, plus special orders.

**Product stocked:** As well as import

specialisation, chart singles, albums and back catalogue are also stocked.

**Minimum order requirements:** None.

**Terms:** Dealer price, plus two per cent if order less than £200 per week.

**Ordering and delivery:** Order desk telephone number: 01-656 7921. Orders taken before 3pm despatched the following morning. Own van delivery service for London and South East.

**Dealer contact:** Janet Smith, Terry Gregory or Alex Sardiha, directors.

**One stop facilities:** Opening hours are Monday to Friday, 9am to 6pm, Saturday, 9.30am to 5pm.

## PIC-A-TAPE

290 Blackpool Road, Preston, Lancashire. (0772) 718328.

**Area covered:** UK.

**Imports:** Quadraphonic cartridges — sole suppliers to Rolls Royce in UK and abroad.

**Product stocked:** All major labels, plus all TV promotion companies, (the latter on LP as well as tape).

**Minimum order requirements:** None.

**Terms:** Mainly dealer price, with forthcoming surcharge on "special" orders.

**Ordering and delivery:** Telephone orders accepted and calls also made on regular basis. Delivery by own van, or courier. Despatch of stock items immediate. Special effort made to obtain specific requirements.

Special racking system for multiples and other non-traditional music outlets, using sophisticated numbering system, with stock controlled by office.

Entire stock, ordering, invoicing, and control of customer stocks where required, shortly to be computerised, tailor-made programme currently being finalised to specific requirements, and due to be operational by July.

**Dealer contact:** Arlene Bloomberg, director; Mike Noblett, general sales manager.

**One stop facilities:** Dealers welcome to visit premises and select stock if required.

## A to Z Guide continued on page 8

## MOSS MUSIC

6 Allhalland Street, Bideford, Devon. Tel: Bideford 5994.

**Area covered:** Covers an area west of a line between Bristol and Weymouth.

**Size of operation:** Premises 3,500 sq ft. 15 staff.

**Imports:** Parallel imports, cut outs and deletions, plus picture discs.

**Product stocked:** Top 500 albums, Top 200 singles.

**Minimum order requirements:** None.

**Terms:** Dealer price plus three per cent.

**Ordering and delivery:** Phone orders taken before 1pm will be despatched the next day, or after 1pm will be delivered the day after next.

**Dealer contact:** Eric Moss, managing director; Christine Moss, accounts.

**One stop facilities:** Opening hours are Monday to Saturday, 9am to 6pm, but with the distances involved in the West Country it is perhaps best to telephone first to check that stock wanted is available.

## FRESH RECORDS — SPECIALIST INDEPENDENT LABEL DISTRIBUTORS

ALL SINGLES ARE IN PICTURE SLEEVES!

Alternative TV all 5 singles each 55p

Bears Insane (Good Vibrations GV1) 1) 55p

B-52's Rock Lobster (import) 99p

Blast Furnace Blue Wave EP (Hot 1) 65p

Blast Furnace South of the River (Hot 2) 55p

Blonde Sunday Girl IN FRENCH (import) 85p

Cabaret Voltaire Headkick EP (RT003) 55p

Cash Pussies 99% is Shit (Label TLR010) 55p

Chelsea all three singles each 55p

Cortinas Defiant Pose (SF6) 55p

Wayne County Stuck on You EP (L002) 65p

Wayne County Thunder (L005) 55p

The Cure Killing an Arab (SMALL 11) 55p

The Damned Love Song (CHIS 112) 59p

The Doll Don't Tango (BEGA) 55p

Eater all 4 singles each 55p

Echo & The Bunnymen Pictures (CAGE004) 55p

Electric Eels Agitated (RT008) 55p

The Fall Both singles each 55p

Fashion Both singles each 55p

Family Fodder Playing Golf (with my flesh crawling)

The Scars Adult/ery (FAST 8) 55p

The Shapes Batman EP 65p

Slaughter & Dogs Cranked Up (Rabid TOSH101) 55p

Spherical Objects 70's Romance (Object OM 04) 55p

Spizz Oil 6000 Crazy (RTSO-1) 55p

Spizz Oil Cold City: 4 EP (RTSO-2) 65p

Stiff Little Fingers. Three singles each 55p

Subway Sect Ambition (RT 007) 55p

Swill Maps Dresden Style (RT 012) 55p

Television Personalities Bill Grundy EP 55p

The Tours Language School (TI) 55p

Tronics Favourite Girls (TI 001) 55p

Tubeway Army Too Bad, Park both singles each 55p

2.3 All Time Low (FAST 2) 55p

The Undertones Teenage Kicks EP (G.V. GOT4) 65p

Victim Strange Thing (G.V. GOT 2) 55p

The Wall New Way (SMALL 13) 55p

X-Dreamysts Right Way Home (G.V. GOT 5) 55p

TWELVE INCH 45'S TWELVE 45'S

The Grass Feeding the 5000 EP (WEENY 2) £1.25

"EARCOM" Compilation (FAST 9) £1.55

Fatal Microbes meet Poison Girls (WEENY 3) £1.25

Members Offshore Banking + 2 (Ira) (V) 90p

Gang of Four Damaged Goods (FAST5) 55p

Hardware Speed Unit EP (NARC 001) 65p

Human League Being Boiled (EAST4) 55p

Iggy & Stogees Sick of You EP 55p

Brian James Ain't that a Shame 55p

Klark Kent Too Kool to Kalypto 55p

Kloneox: Both singles each 55p

The Mekons Where were you? (FAST 7) 55p

Menace G.L.C. (SMALL 5) 55p

Metal Urbain Paris Maquis (RT 001) 55p

Steve Miro Up & About (Object OM 03) 55p

The Models Freeze (SF3) 55p

The Molators Disco Love (SMALL 14) 55p

The Monochrome Set Alphaville (RT005) 55p

Nicky & The Dots So Stuck (SMALL 12) 55p

The Normal T.V.O.D. (MUTE 001) 55p

Outcasts Teenage Rebel (Good Vibes GOT33) 55p

The Pack Brave New Soldiers (SS PAK1) 55p

Passage New Love Songs EP 55p

Protex Don't ring me up (RT/GOT1) 55p

The Raincoats Fairytale (RT 013) 55p

The Record Players 60-7 Inches EP (WRECK2) 65p

Rudi Big Time (Good Vibrations GOT 1) 55p

## 8 Reasons To Buy From

### OLDIES UNLIMITED

1. The finest selection of oldies around. At any time we have over 1/2 a million records in stock.
2. Over 1000 titles changing from list to list at prices from 20p per pick. New lists every month.
3. No carriage charge on reasonably sized orders (over 200 records) and prompt despatch by Securicor.
4. A wide range of Picture Cover records from only 40p.
5. Separate discounts for collection and ordering more than 1000 records.
6. A further list of another 1500 plus titles generally in stock, with some titles priced as low as 20p.
7. A duplicate of the one above, not priced and without reference to our address to show to your valued clients.
8. Both lists are free on receiving your phone call or stamped addressed envelope.

From OLDIES UNLIMITED,  
6/12, Stafford Street, St. Georges,  
Telford, Shropshire. TF2 9NQ.

Telephone: TELFORD (0952)  
612244/627625/618264.

## VANDISC SALES LTD

3 Dale End,  
Birmingham 4

Telephone: 021-236 9201  
Telex: 337072

Whilst other people are raising their prices we are lowering ours on all U.S. cut-outs. Major artists Genesis, Dury, Sabbath, ELO etc.

Also distributors of all New Wave labels Rough Trade, Small Wonder, Faulty, Fast etc.

Send for our list.

## FLYOVER RECORDS

15 QUEEN  
CAROLINE STREET,  
HAMMERSMITH BROADWAY  
LONDON W.6.  
TELEX: 8951917 G  
TEL: 01-748-1595.

Geishas

Datsons

Kimonos

Bonsai.

WE CAN'T SUPPLY!

Larry Carlton — Live in Japan.

Wishbone Ash — Live in Japan.

Stuff — Live Stuff.

Stylistics — Live in Japan.

Herbie Hancock — Direct-Step.

WE CAN SUPPLY.

Phone, write for your catalogue

NOW

THAT'S THE WONDER

OF FLYOVER

(With apologies to Woolies)

# WHOLESALE

## RELAY RECORDS LTD

Elthorn House, 9 Cherington Road, London, W.7. Tel: 01-579 6125/4249. (Sales: 01-579 9921/3197).

**Area covered:** UK.  
**Size of operation:** 30 staff. Size of premises 3,500 sq ft.  
**Imports:** 12 inch singles, European and US albums.  
**Product stocked:** Main lines — TV advertised albums, blank cassettes, video. Also stocked top 75 singles, LP's and cassettes, punk rock and accessories.

**Minimum order requirements:** Free delivery over £25, smaller orders include £1 surcharge.

**Terms:** Dealer price on all TV albums. Above dealer price on all Top 75. No handling charges on any goods supplied.

**Ordering and delivery:** Regular phone out service, plus phone in order desk. Next day delivery anywhere in country. 24 hours answer phone on 01-579 9921.

**Dealer contact:** Ken Hillier, Bob Hale.

**One stop facilities:** Trade counter open Monday to Friday, 8am to 5.30pm. Easy access, free parking.

## ROBINSON'S RECORDS

26 Blackfriars Street, Manchester, M3 5BP. Tel: 061-832 2701.

**Area covered:** Whole of UK, also exports worldwide.

**Size of operation:** 20 staff. Main store 7,000 sq ft.

**Imports:** Wide range of US deletions including many small labels. Any current US records available to order. Large selection of golden oldie singles.

**Product stocked:** All main UK

budget and current material plus UK deletions. TV advertised product not available. Complete range of certain independent labels stocked, including Rough Trade, The Label, Inferno, Fast, Northern Soul and New Wave singles available.

**Minimum order requirements:** None to established dealers.

**Terms:** Cash and carry, prices listed. No credit facilities.

**Ordering and delivery:** Mail order, telephone or telex. Delivery by carriers or post. Exports by air or sea freight.

**Dealer contact:** Richard Cooper, international sales manager; Les Whitley, despatch manager.

**One stop facilities:** Trade counter and self-selection showroom open from 10am to 5pm, Monday to Friday. Saturday, 10am to mid-day.

**SCOTIA** 33-37 Jeffrey Street, Edinburgh EH1 1DW. Tel: 031-557 0029.

**Area covered:** Whole of Scotland plus a few customers in the North of England.

**Size of operation:** Premises on two floors plus a basement for storage amounting to 4,000 sq ft. 25 staff.

**Imports:** US cut outs and deletions plus selected imports of current product.

**Product stocked:** Large stocks of current albums, Top 75 singles, cassettes and TV advertised product. Also independent product in rock, folk and new wave.

**Minimum order requirements:** None.

**Terms:** Dealer price on current product with special offers on catalogue material.

**Ordering and delivery:** Mostly telex sales, also postal orders. Four delivery vehicles, also by Courier Express and bus which is seen as a cheap and flexible service suitable for Scotland.

**Dealer contact:** Derrick Wrenn,

sales director.

**One stop facilities:** Opening hours are Monday to Saturday, 9am to 6pm. Centrally located near Princes Street. Parking usually available on meters. Catalogues, posters and coffee available to personal callers who can browse through the racks.

## RUMOURS

3 Lockwood Walk, Romford, Essex. Tel: Romford 24038.

**Area covered:** UK.

**Size of operation:** Premises 1,200 sq ft. Staff 5 people plus a couple of part timers.

**Imports:** From Europe, including cut outs.

**Product stocked:** Can supply regular UK product but main business is special offers, overstocks and cut outs.

**Minimum order requirements:** None, but carriage charged on orders less than £100.

**Terms:** List on application.

**Ordering and delivery:** Maximum 48-hour service offered by Securicor.

**Dealer contact:** Trevor Beaman.

**One stop facilities:** Facilities for personal callers limited at the moment but opening hours are Monday to Saturday, 9.30am to 6pm.

## SELECTA

125/127 Lee High Road, Lewisham, London, SE13 5NX. Tel: 852 9171. 125/127 Lee High Road, Lewisham, London, SE13 5NX. Tel: 852 9171. Manchester office: P.O. Box 4, Morton Street, Failsworth, Manchester, M35 0BL. Tel: 061-681 4071.

**Area covered:** UK

**Size of operation:** 210 people. 4½ acre site at Lewisham where the sales and credit control offices are located. A subsidiary depot is operated from Manchester.

**Imports:** Whole catalogues imported

directly such as Teldec/Telefunken (Germany), Black and White Jazz series from RCA (France).

**Product stocked:** The Decca Group catalogue plus some independent labels. Heavy investment in classical recordings of every type.

**Minimum order requirements:** Small surcharge for orders under £15.

**Terms:** Vary

**Ordering and delivery:** Telephone

orders, Lewisham Office: 01-852 9191. Manchester office: 061-682 9222. Delivery usually 24 hours.

**Dealer contact:** John Roberts, general manager; (Recorded product) Ralph Smedley, sales manager, Andrew Scott, distributed labels manager; (Accessories) Eric Packham, sales co-ordinator, Derry Barsby, sales manager.  
**One stop facilities:** None.

# symphola

RECORDS LIMITED

47-49 FOUNTAIN STREET  
BELFAST BT1 5EB

ORDERING: 0232-29723 (3 lines)

MANAGEMENT: 0232-23306

CONTACT: BERT McCORMICK

QUERIES: 0232-43734

Labels Distributed: EMI, Polydor, United Artists, Island, WEA, Phonogram, Pye, Precision, Private Stock, Word, Pilgrim, Lismour, EMI Imports, EMI (Ireland Ltd.), Criminal, Magnet, RCA, DJM, GTO, A&M, CBS, Arista, Bell, Chrysalis.

Normal Trading Terms plus extra discounts in Cash and Carry.

Maximum 24 hours delivery service.

Northern Ireland's Leading Distributor  
"Service is our Motto"



# ★ STILL THE BEST!

Britain's leading Cash & Carry  
One-Stop service —  
EVERYTHING AT TRADE PRICES!



All the latest Chart Singles/Albums + The Best New Releases  
+ Widest range of 12 inch Disco Imports + In-demand Import Albums  
+ Reggae + New Wave + Accessories

PLUS THE BIGGEST STOCK OF GOLDEN OLDIES IN THE WORLD!

Regular mailing to all our customers  
+ 24-hour delivery service.



LIGHTNING RECORDS LIMITED — Britain's Leading One-Stop Operation

841 Harrow Road London NW10 5NH Orders: 01-969 8344 Tel: 01-969 5255/7155  
Telex: 927813 LARREC

## SOLOMON AND PERES

120 Coach Road, Templepatrick, Ballyclare, Co. Antrim BT39 0HB, Northern Ireland. Tel: Templepatrick (084 94) 32711. Also at 106b Dublin Industrial Estate, Finglas, Dublin 11. Tel: Dublin 309922/309209. Also at 7 Kilbirnie Place, Tradeston Industrial Estate, Glasgow G5 8QR. Tel: 041-429 5155.

**Area covered:** Whole of Ireland and Scotland.

**Size of operation:** (Belfast) Warehouse 15,000 sq ft, 70 staff; (Dublin) warehouse 12,000 sq ft, 25 staff; (Glasgow) warehouse 9,000, 20 staff.

**Imports:** None.

**Product stocked:** (Belfast) Main labels plus licensed and distributed lines of Arcade, A&M, Arista, Chrysalis, Creole, CBS, Decca, DJM, Emerald, Warwick, Pye/Precision, Phonogram, RCA, Virgin, WEA, Mint, K-Tel, Ronco, Rip-Off, MCA; (Dublin) WEA, Stiff, Logo, Decca, RCA, Chiswick, Charly, Emerald, Mint, Claddagh, Hawk, Misty, Release, Tara, Top Spin, Crashed, Plasmas, Dolphin, Oats, Triskel, Arcade, Warwick, K-Tel, Rhapsody; (Glasgow) A&M, Arcade, Arista, Chrysalis, Creole, CBS, DJM, Warwick, Pye, Phonogram, Virgin, WEA, K-Tel, Ronco, plus all major Scottish and Irish labels including Emerald, Rip-off and Mint.

**Minimum order requirements:** None.

**Terms:** Dealer price. Discounts for monthly account and cash.

**Ordering and delivery:** (Belfast) Tele sales: Templepatrick (084 94) 32693.

Three reps, including one van sales. Delivery by van or courier; (Dublin) Tele sales: Dublin 309209, four reps. Delivery by van or courier; (Glasgow) Tele sales: (041 429) 7477. Four reps, including three van sales. Delivery by van sales, local van or courier.

**Dealer contact:** (Belfast) Les Paterson, general manager; (Dublin) Mervyn McKewon, general manager; (Glasgow) Eddie Webster, general manager.

**One stop facilities:** Northern Ireland premises just off the M2, 12 miles from Belfast. Eire premises 5 miles from Dublin. Parking facilities available at all three sites and callers welcome.

## SP&S

Hega House, Ullin Street, London E14 6PN, Tel: 01-987 3812. Also at Glampor House, 47 Bengal Street, Manchester M4 6AF. Tel: 061-228 6655.

**Area covered:** Whole of the UK. Also exports worldwide.

**Size of operation:** 70 staff. Racked warehouses and showrooms 30,000 sq ft.

**Imports:** Deletions.

**Product stocked:** Two million albums and cassettes covering all musical categories. Also major label deletions and overstocks.

**Minimum order requirements:** None.

**Terms:** On application.

**Ordering and delivery:** Tele sales, plus fully racked sales vans and reps. Independent carriers also used. In store merchandising offered on a national or local basis.

**Dealer contact:** Peter Harris, managing director, for national and racking operation enquiries. John or Charles Harris for independent dealer enquiries.

**One stop facilities:** Both main showrooms and warehouses open to cash and carry customers Monday to Friday, 9am to 5.30pm.

## STAGE ONE

Parshire House, 2 Kings Road, Haslemere Surrey, GU27 2QA. Tel: Haslemere 53953 (5 lines).

**Area covered:** Entire UK, Europe, Scandinavia and America.

**Size of operation:** 28 staff. New warehouse premises 16,000 sq ft.

**Imports:** One of the largest importers of American, European and Japanese product in the UK. The deletion and overstock side of the business has expanded rapidly over the last year and the Japanese and South African import section is also a new and very successful addition.

**Product stocked:** Complete range of 12 inch singles and American and European current LPs. Up to half-million deletions, cut-outs, cassettes and eight-tracks in stock. Plus many British and European overstocks.

**Terms:** 30 day account available subject to trade references.

**Ordering and delivery:** 10 telephone sales staff. Securicor 24 hour delivery; van sales fleet operation in Greater London.

**Minimum order:** 5 LPs.

**Dealer contact:** Chris Meckiffe, Terry Shand or Ron Crabtree.

**One stop import facilities:** Dealers welcome 9am to 5.30pm, Monday to Friday.

## SYMPHOLA RECORDS LTD

47-49 Fountain Street, Belfast BT1 5EB, Northern Ireland. Tel: (Belfast) 23306. Depot also at 7 Upper Pembroke Street, Dublin 2, Eire. Tel: (Dublin) 600681.

**Area covered:** Whole of Northern Ireland, plus a racking operation which covers Northern Ireland and Eire.

**Size of operation:** 35 staff. Belfast premises 4,000 sq ft. Dublin premises 2,000 sq ft.

**Imports:** EMI International, full range.

**Product stocked:** EMI, Polydor, Phonogram, WEA, Pye, United Artists, Private Stock, Stiff, Word, Pilgrim, CBS, GTO, DJ, A&M, RCA, Arista, Chrysalis, plus other smaller labels.

**Minimum order requirements:** None.

**Terms:** Dealer price. Extra discount for cash and carry.

**Ordering and delivery:** Three NI reps, one in Eire. Tele sales for selling and accepting customers' orders — Tel: (Belfast) 29723 (three lines). Own van delivery for greater Belfast area, otherwise 24 hour service by independent carriers.

**Dealer contact:** Northern Ireland — Bert McCormick, executive. Eire — Gerry Donnelly, general manager.

**One stop facilities:** Symphola (Belfast) is situated inside the security area and parking is no problem, provided arrangements are made with security forces. Warehouse open Monday to Friday 8.30am to 5pm. Customers are encouraged to visit warehouse to browse through racks and take advantage of extra discount.

## H. R. TAYLOR

139 Bromsgrove Street, Birmingham, B5 6RG. Tel: 021-622 2377.

**Area covered:** Whole of England, though van sales representatives operate from Scottish border in north, to Luton, Oxford, Bath in the south.

**Size of operation:** 30 staff. Warehouse size 9-10,000 sq ft.

**Imports:** Few.

**Product stocked:** 170 labels, including strong representation of Pickwick and TV companies. Sound Stories label owned by Taylors.

**Minimum order requirements:** 10 items.

**Terms:** Dealer price.

**Ordering and delivery:** Mainly through reps. Seven company vans, backed up by Securicor.

**Dealer contact:** Colin Grant, general manager.

**One stop facilities:** Trade counter. Car parking is on meters in the street, but these are usually vacant.

## VANDISC SALES

3 Dale End, Birmingham 4. Tel: 021-236 5493/9201.

**Area covered:** London, Midlands and North of England.

**Size of operation:** 24 staff. Warehouse 5,000 sq ft.

**Imports:** US cut outs, also reggae from Jamaica.

**Product stocked:** Apart from heavy investment in imports, has some local product and own labels Black Wax, Locks and Mango. Also many New Wave labels including Rough Trade, Fast, Faulty Product and Small Wonder.

**Minimum order requirements:** None.

**Terms:** On application.

**Ordering and delivery:** Mail and phone orders. Orders despatched same day and mailed to areas not covered by own three vans.

**Dealer contact:** Brian Harris, director, and Peter Elliott, marketing manager.

**One stop facilities:** Premises open Monday to Saturday, 9.30am to 6pm, and are centrally located with a pay car park 20 yards away.

FOR NEWS  
WITH DEALERS  
IN MIND READ

MUSIC WEEK  
EVERY WEEK



## WARRENS

16/18 Hollen Street, London, W.1. Tel: 734 6822.

**Area covered:** The whole of UK, specialising in London area.

**Size of operation:** 10 staff. Working area 2,500 sq ft.

**Imports:** Large range of American cut-outs and deletions available from Warrens or through Simon Records, who also deal in current album product on European pressings below trade price.

**Product stocked:** Top 75 albums, cassettes and singles plus top selling back catalogue. All TV advertised albums and cassettes, wide range of

12 inch singles and large selection of blank tapes.

**Minimum order requirements:** None.

**Term:** Strict dealer price.

**Ordering and delivery:** Telephone or postal orders. Same day London delivery service for orders placed before 11am.

**Dealer contacts:** Dulcie, Tina and Julie.

**One stop facilities:** Opening hours Monday to Thursday 9am to 7pm, Saturday 8.30am to 1.30pm. Telephone call outs many times a week. Monthly special offers, including current overstocks at discounted prices, etc.

## WYND-UP

Greengate Lane, Prestwich, Manchester. Tel: 061-798 0533 (Switchboard, customer services).

**Area covered:** England, Scotland and Wales.

**Size of operation:** Staff of 55. Warehouse space of 15,000 sq ft.

**Imports:** From U.S.A., Canada, Australia, Europe, South Africa and Japan which includes 12" disco singles and picture discs.

**Product stocked:** Stocks all manufacturers' complete repertoire from classical box sets to singles and all TV product. Carries 45,000 different stock items plus over 4,000 golden oldies for which a catalogue has been produced. Also can offer juke box operators a complete

service — title strips dinked records, oldies and programming. Range of accessories include record cases, blank cassettes (12 brands) alban mirrors, styli, recorders, harmonicas, guitar straps, record cabinets, PVC covers, Music Master catalogue, browser dividers, Bib, Metrosound, Cecil Watts products.

**Minimum order requirements:** None.

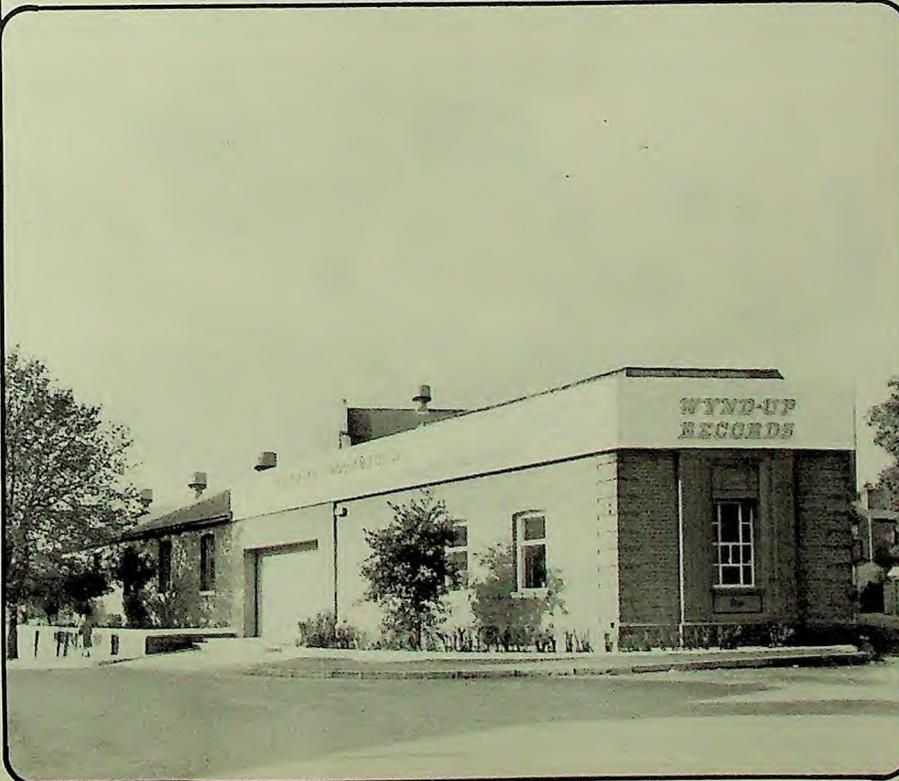
**Terms:** Are exactly the same as the record companies, dealer price, payment terms 30 days payable with 7 days of receipt of monthly statement.

**Ordering and delivery:** 10 telephone sales girls taking orders Monday to Friday 8.30am to 6.00pm on 061-792 9252 (10 lines). All documentation is completely computerised and

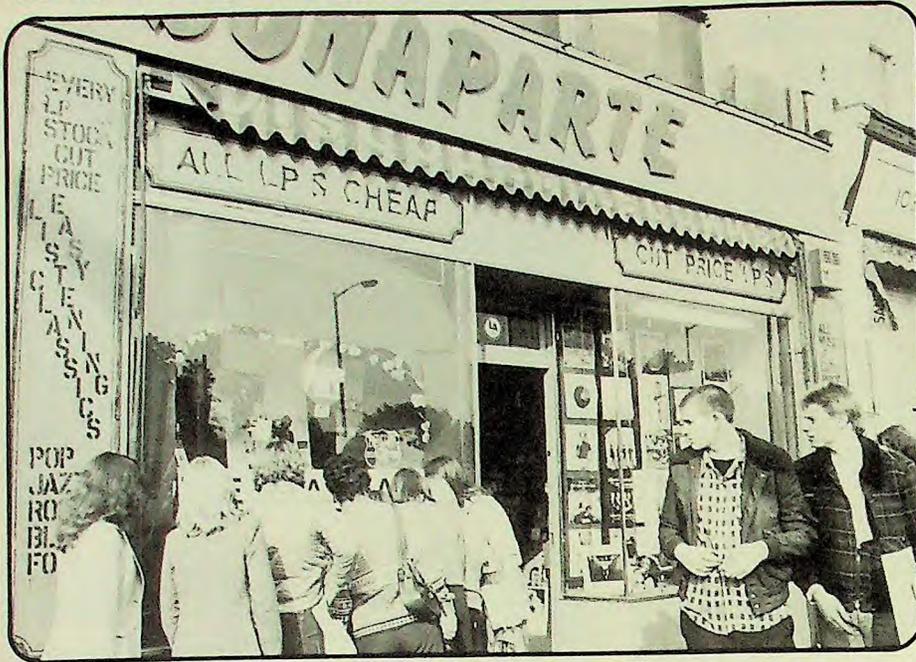
informs the dealer of out of stocks, extensions, dealer price and retail price. Can offer to all record dealers in England, Scotland and Wales a next day 24 hour delivery service via Securicor on all orders received by 3.45pm Monday to Friday. No carriage charges.

**Dealer contact:** Colin Reilly, managing director; Leslie O'Meara, sales director; John Champion, national sales manager; Alisdair Ogilvie, accounts.

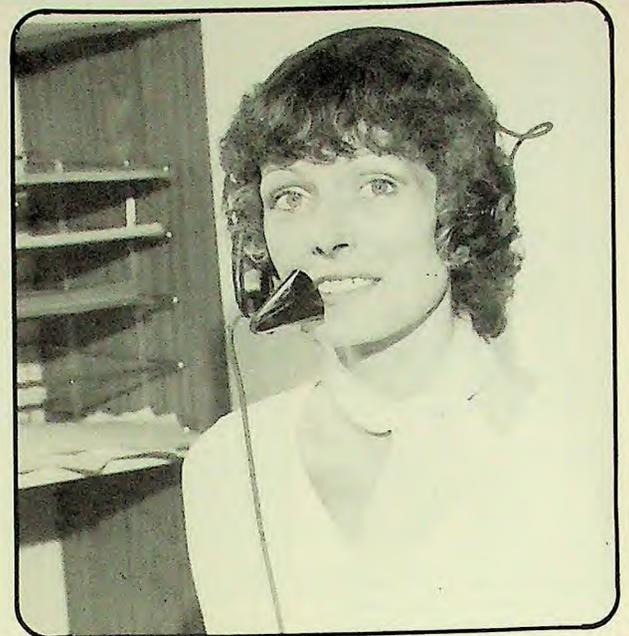
**One stop facilities:** A large trade counter and carpeted showroom is open from 8am to 5pm, Monday to Thursday; 8am to 6pm Friday and 8am to 1pm, Saturday. Car parking facilities. Situated 600 yds from Junction 17 on the M62.



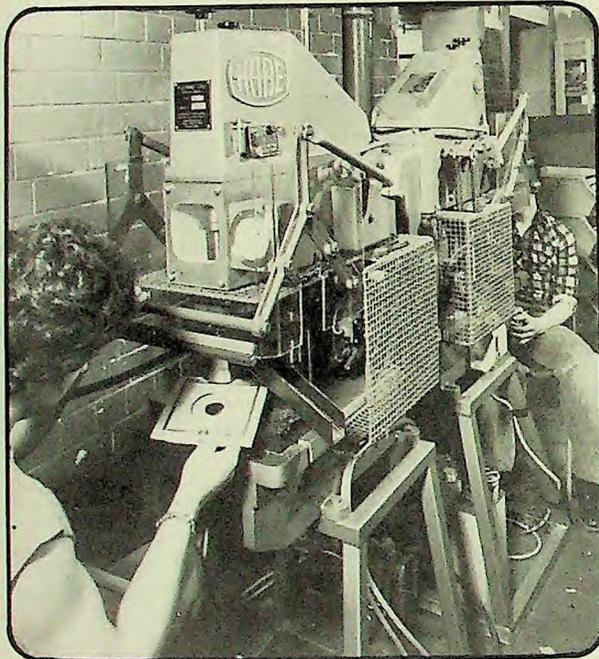
# WHOLESALING



THE RETAIL shop fronting Bonaparte's wholesale operation.



ELLEN SEWELL, Lightning's telephone sales supervisor, working one of the computerised sales terminals.



RECORD DINKING is one of the additional services provided at WyndUp and pictured here are the machines in action.



IN LIGHTNING'S showroom, looking at some of the latest product is Mick Tarrent (left), Armadillo Records, Bournemouth, Vaughan Bendell (centre), showroom manager, and Martin Wickham, sales manager.

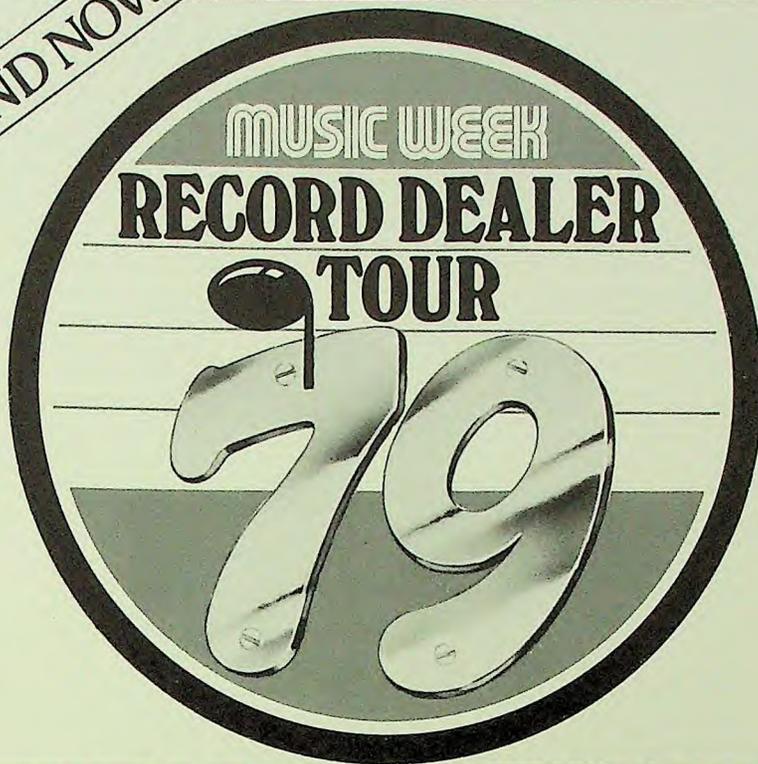


THE CASH and carry sales counter at One Stop Distribution.



SOME OF the hardware and accessories stocked by Lugtons in addition to their range of records and tapes.

**BOOK YOUR STAND NOW!**



**Monday 24 September BRISTOL Holiday Inn**

**Wednesday 26 September BRIGHTON Metropole Conference Centre**

**Wednesday 3 October NEWCASTLE Centre Hotel**

**Thursday 4 October GLASGOW Albany Hotel**

**Monday 8 October LEEDS Queens Hotel**

**Wednesday 10 October MANCHESTER The Forum**

**Thursday 11 October LIVERPOOL Adelphi Hotel**

**Monday 15 October BIRMINGHAM Albany Hotel**

**Wed/Thurs 17/18 October LONDON Kensington Town Hall**

Music Week's second national exhibition tour bringing together record companies and record dealers throughout the country starts Monday 24th September.

Its purpose, to provide a market place at which record dealers may meet, discuss and order new and existing products from record companies. For representatives of record companies to meet record dealers, to display current material, show off sales promotions, new launches, to distribute sales material and discuss orders.

**Please book your stand NOW!** Contact Brian Batchelor (Publicity/Promotions Director) or Avril Barrow (Promotions Manager)

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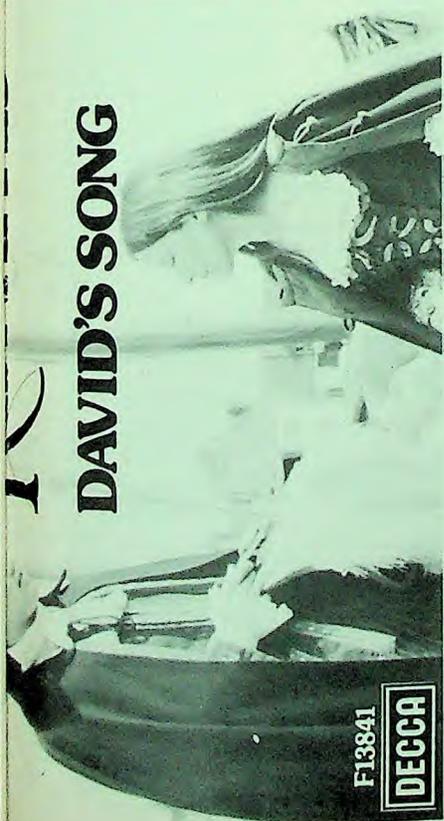
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Singer

18

18

# DAVID'S SONG

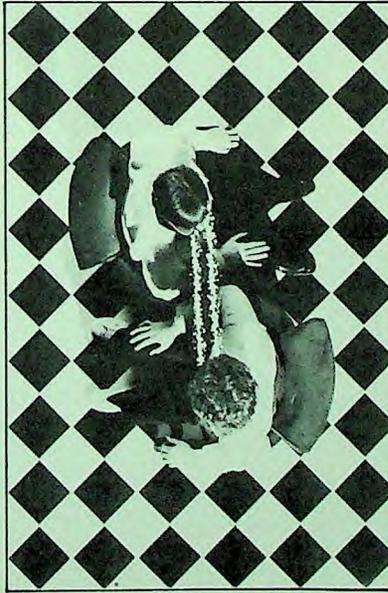


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Virgin VS 244	TK TKR 7543	Sire SIR 4015	Virgin VS 262	Chiswick CHIS 112	Carrere CAR 104	RCA TC 2408	Beggars Banquet BEG 18	Virgin VS 245	A&M AMS 7431	RSO 30	Epic EPC 7258	Carrere CAR 110	Stiff BUY 46	CBS 7324	Atlantic K 11283	A&M AMS 7423
HAZZLE HAZZLE Heatwave	EVENING STAR Judas Priest	PARADISE SKIES Max Webster	GET IT UP FOR LOVE/I JUST KEEP THINKING Tata Vega	HAVEN'T STOPPED DANCING YET Gonzalez	I'M AN UPSTART Angelic Upstarts	I'D BE SURPRISINGLY GOOD FOR YOU Linda Lewis	ALISON Linda Ronstadt	LIFE BEGINS AT THE HOP XTC	NEW SHE BELIEVES IN ME Kenny Rodgers	HALLELUJAH MK & Honey	AS LONG AS THE PRICE IS RIGHT Dr. Feelgood	COOL FOR CATS Squeeze	NEW FREDERICK Parti Smith Group	RUNAWAY Ekie Brooks	NEW EASY COME EASY GO Sutherland Brothers	RIDE THE GROOVE Players Association
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SHEFFIELD

### HIT PICKS

Keith Skues: THE GOLDEN LADY — Three Degrees (Ariola ARO 170)  
Roger Moffat: TURTLES PROGRESS — Kenny Ball and His Jazzmen (Breeze BR 501)  
Johnny Moran: TALK TO ME — Third World (Island WIP 6496)  
Colin Slade: WORKSHY — Fabulous Poodles (Pye 7N 46188)  
Ray Stewart: LIGHT MY FIRE/137 DISCO HEAVEN — Amii Stewart (Atlantic K 11278)  
Bill Crozier: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
Martin Kelner: LOVE IS THE ANSWER — England Dan and John Ford Coley (Big Tree K 11296)  
Maggie Mash: RING MY BELL — Anita Ward (TK TKR 7543)

### ADD ONS

THE DAY MY BABY GAVE ME A BIG SURPRISE — Devo (Virgin VS 265)

## Metro Radio

NEWCASTLE

### ADD ONS

IF I HAD YOU — Korgis (Rialto TREB 103)  
RING MY BELL — Anita Ward (TK TKR 7543)  
LOVE IS THE ANSWER — England Dan and John Ford Coley (Big Tree K 11296)  
WE ARE FAMILY — Sister Sledge (Atlantic K 11293)  
DANGER SIGN — Blue (Rocket XPRES 16)  
TWO UP TWO DOWN — Paul Nicholas (RSO 29)  
GET DANCING — Bombers (Flamingo FM1)  
MAYBE — Thom Pace (RSO 34)  
YOU AND ME — Liner (Atlantic K11285)

## Radio Orwell

IPSWICH

### HIT PICKS

Andy Archer: TAKE ME TO YOUR LEADER — The Sinceros (Epic EPC 7367)  
Keith Rogers: RING MY BELL — Anita Ward (TK TKR 7543)  
Greg Bance: GOLD — John Stewart (RSO 35)  
Bernard Mulhern: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
Tony Valence: LIVING ON THE FRONT LINE — Eddie Grant (Ensign ENY 26)  
Tony Gillham: THE GOLDEN LADY — Three Degrees (Ariola ARO 170)  
Nigel Rennie: NADINE — Waylon Jennings (RCA PB 9367)  
Patrick Eade: DANCE THE NIGHT AWAY — Van Halen (Warner Brothers 17371)

## Piccadilly Radio

MANCHESTER

### ADD ONS

RING MY BELL — Anita Ward (TK TKR 7543)  
THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
IF I HAD YOU — Korgis (Rialto TREB 103)  
FLOWERS ARE RED — Harry Chapin (Elektra 19418)  
THE GIRL IS BACK IN TOWN — Dana (GTO GT 251)  
GET USED TO IT — Roger Voudouris (Warner Brothers K 17348)

## Swansea Sound

SWANSEA

### HIT PICKS

Dave Bowen: FEAR OF FLYING — Charlie Dore (Island WIP 6476)  
Stuart Freeman: LOVE IS THE ANSWER — England Dan and John Ford Coley, (Big Tree K 11296)  
John Sacks: RING MY BELL — Anita Ward (TK TKR 7543)  
Steve Dewitt: LIGHT MY FIRE — Amii Stewart (Atlantic K 11278)  
Sarah Williams: THE GOLDEN LADY — Three Degrees (Ariola ARO 170)  
John Hawkins/Bob McCord: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)

## Radio Tees

TEESSIDE

### ADD ONS

YOU'RE MY NUMBER ONE — Patti Boulaye (Polydor POSP 49)  
JUST WHEN I NEEDED YOU MOST — Steve Allan (Arista ARIST 277)  
PARADISE SKIES — Max Webster (Capitol CL 16079)  
LET'S LOVE DANCE TONIGHT — Gary's Gang (CBS 7328)  
RING MY BELL — Anita Ward (TK TKR 7543)  
DANCE WITH YOU — Carrie Lucas (Solar SB 1482)  
TWO UP TWO DOWN — Paul Nicholas (RSO 29)  
A WALK IN THE PARK — Nick Straker Band (Pinnacle PIN 1)  
LOVE IS THE ANSWER — England Dan & John Ford Coley (Big Tree K 11296)  
THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)

## Radio 210

THAMES VALLEY

### ADD ONS

MAYBE — Thom Pace (RSO 34)  
THE WORKER — Fischer Z (United Artists UP 36509)  
TURN ON THE RADIO — The Rollers (Arista Arist 259)  
THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
WHEN YOU WAKE UP TOMORROW — Candi Staton (Warner Brothers K 17378)  
LOVE IS THE ANSWER — England Dan And John Ford Coley (Big Tree K 11296)  
TWO UP TWO DOWN — Paul Nicholas (RSO 29)  
RING MY BELL — Anita Ward (TK TKR 7543)  
DO IT TO ME — Smokie (RAK)  
CRY TILL MY EYES RUN DRY — Brooks (Polydor POSP 58)  
I'LL WAKE YOU UP WHEN I GET HOME — Charlie Rich (Elektra/Asylum K 12348)  
OH DEAR — John Miles (Decca F 13840)  
THE GIRLS IS BACK — Dana (GTO GT 251)  
GOOD ADVICE — Andy Bown  
BABY LAY DOWN — Ruby Winters (Creole CR 171)  
KINGS PARADE — Cambridge Buskers (Polydor 2041 986)

## Radio Trent

NOTTINGHAM

### ADD ONS

WRECKED — Tourists (Logo GO (D) 350)  
CRACKIN' UP — Nick Lowe (Radar ADA 34)  
SHE BELIEVES IN ME — Kenny Rogers (United Artists UP 36533)  
THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
BLUE SKIES — Charlie Fawn (Atlantic K 17385)  
THE GOLDEN LADY — Three Degrees (Ariola ARO 170)  
YOU'RE THE ONLY ONE THAT I EVER NEEDED — Nona Hendryx (Arista 253)  
IS THERE ANYBODY THERE — Scorpions (Harvest HAR 5785)  
RING MY BELL — Anita Ward (TK TKR 7543)  
LIGHT MY FIRE — Amii Stewart (Atlantic K 11278)

## Radio Victory

PORTSMOUTH

### ADD ONS

THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
THE WORKER — Fischer-Z (United Artists UP 36509)  
EVERY DAY — Steve Jaccett (Charisma CB 334)  
OH DEAR — John Miles (Decca FR 13840)  
TEENARAMA — Records (Virgin VS 250)  
WHEN YOU WAKE UP TOMORROW — Candi Statton (Warner Brothers K 17370)  
LIGHT MY FIRE/137 DISCO HEAVEN — Amii Stewart (Atlantic K 11278)  
THE GOLDEN LADY — Three Degrees (Ariola ARO 170)  
RING MY BELL — Anita Ward (TK TKR 7543)

## BBC Blackburn

### HIT PICKS

Jude Bunker: OH DEAR — John Miles (Decca FR 13840)  
Nigel Dyson: WALKING ON MUSIC — Peter Jacques Band (Ariola)  
Kath Dutton: THE LONE RANGER — Quantum Jump (Electric WOT 33)  
Phil Scott: I'D BE SURPRISINGLY GOOD FOR YOU — Linda Lewis (Arista ARIST 243)  
Trevor Hall: WHEN YOU WAKE UP TOMORROW — Candi Staton (Warner Brothers K 17370)  
Gerald Jackson: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
Pat Gibson: TURTLES PROGRESS — Kenny Ball & His Jazz Men (Breeze BR 501)  
Rob Bonnet: RING MY BELL — Anita Ward (TK TKR 7543)

## BBC Medway

### PRESENTER PICKS

Brian Faulkner: MAYBE — Thom Pace (RSO 34)  
Don Durbridge: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
John Thurston: CRY TILL MY EYES RUN DRY — Brooks (Polydor POSP 58)  
Mike Brill: OH DEAR — John Miles (Decca FR 13840)  
Dave Brown: WE ARE FAMILY — Sister Sledge (Atlantic K 11293)  
Ian Pearson: AFTER THE LOVING — Engelbert (Columbia DB 9064)  
Tony Valence: RING MY BELL — Anita Ward (TK TKR 7543)

### ADD ONS

CAVATINA — John Williams (Cube BUG 80)  
WHO WERE YOU WITH IN THE MOONLIGHT — Dollar (Carrere CAR 110)

## BBC Ulster

### ADD ONS

WE ARE FAMILY — Sister Sledge (Atlantic K 11293)  
OH DEAR — John Miles (Decca FR 13840)  
LOVE IS THE ANSWER — England Dan & John Ford Coley (Big Tree K 11296)  
BABY LIE DOWN — Ruby Winters (Creole CR 171)  
CANNONBALL — Sky (Ariola ARO 159)  
DON'T LET GO — Jerry Lee Lewis (Elektra K 12351)

## BBC Scotland

### HIT PICKS

Tom Ferrie: LOVE IS THE ANSWER — England Dan & John Ford Coley (Big Tree K 11296)  
Rhythm & News: CANNONBALL — Sky (Ariola ARO 159)  
Nightbeat: THE GOLDEN LADY — The Three Degrees (Ariola ARO 170)  
Andy Cameron: ONE EYED BOOGIE BOY — Freddie 'Fingers' Lee (Pye 7N 1045)  
Single of the Week: THE AMERICAN POPULAR SONG — Neil Diamond (CBS 7408)  
AIN'T NO STOPPIN' US NOW — McFadden & Whitehead (Philadelphia PIR 7365)  
WHO WERE YOU WITH IN THE MOONLIGHT — Dollar (Carrere CAR 110)  
PRIME TIME — Tubes (A&M AMS 7423)  
HAPPY RADIO — Edwin Starr (RCA TC 2408)  
GET DANCIN' — Bombers (Flamingo FM 1)

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10	Various	Harvest EMTV 17	39	Rod Stewart	Riva RVL P 8
19	BARBRA STREISAND'S GREATEST HITS VOL. 2 Barbra Streisand	CBS 10012	60	NEW VALUES Iggy Pop	Arista SPART 1092
20	COUNTRY LIFE Various	EMI EMTV 16	61	LIFE IN A DAY Simple Minds	Zoom ZULP 1
21	NEW KNUCKLE SANDWICH Various	EMI International EMTV 18	62	THE MAGIC IS YOU Shirley Bassey	United Artists UATV 30230
22	SPECTRAL MORNINGS Steve Hackett	Charisma CDS 4017	63	SOUEZING OUT SPARKS Graham Parker & The Rumour	Vertigo 9102 030
23	WE ARE FAMILY Sister Sledge	Atlantic K 50587	64	SECOND HAND DAYLIGHT Magazine	Virgin V 2121
24	GEST CHIC Chic	Atlantic K 50565	65	THE ALBUM Abba	Epic EPC 86052
25	COLLECTION OF THEIR 20 GREATEST HITS Three Degrees	Epic EPC 10013	66	OVERKILL Motorhead	Bronze BRON 515
26	LION HEART Kate Bush	EMI EMA 787	67	JAMES GALWAY PLAYS SONGS FOR ANNIE James Galway	Red Seal RL 25163
27	NEW RHAPSODIES Rick Wakeman	A&M AMLX 68508	68	DESTINY Jacksons	Epic EPC 83200
28	MANILOW MAGIC Barry Manilow	Arista ARTV 2	69	THE INCREDIBLE SHRINKING DICKIES Dickies	A&M AMLE 64742
29	BOOGIE BUS Various	Polystar 9198 174	70	NEW BAD GIRLS Donna Summer	Casablanca CALD 5007
30	OUT OF THE BLUE Electric Light Orchestra	Jet JETDP 400	71	YOU'RE NEVER ALONE WITH A SCHITZOPHRENIC Ian Hunter	Chrysalis CHR 1214
31	WAR OF THE WORLDS Jeff Wayne's Musical Version	CBS 96000/WOW 100	72	INFLAMMABLE MATERIAL Stiff Little Fingers	Rough Trade ROUGH 1
32	NEW BOOTS AND PANTIES Ian Dury and The Blockheads	Stiff SEEZ 4	73	NEW AZURE D'OR Renaissance	Warner Brothers K 56633
33	ARMED FORCES Evis Costello and The Attractions	Radar RAD 14	74	DISCO INFERNO Various	K-Tel NE 1043
34	BAT OUT OF HELL Meat Loaf	Epic/Cleveland International EPC 82419	75	YOU DON'T BRING ME FLOWERS Neil Diamond	CBS 86077



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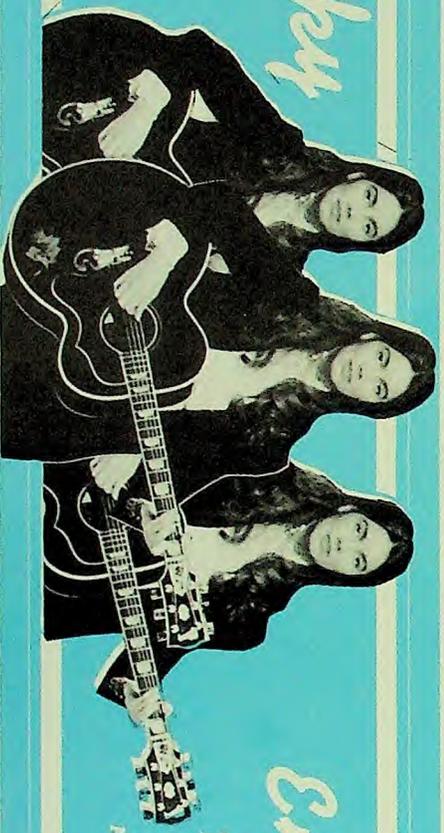
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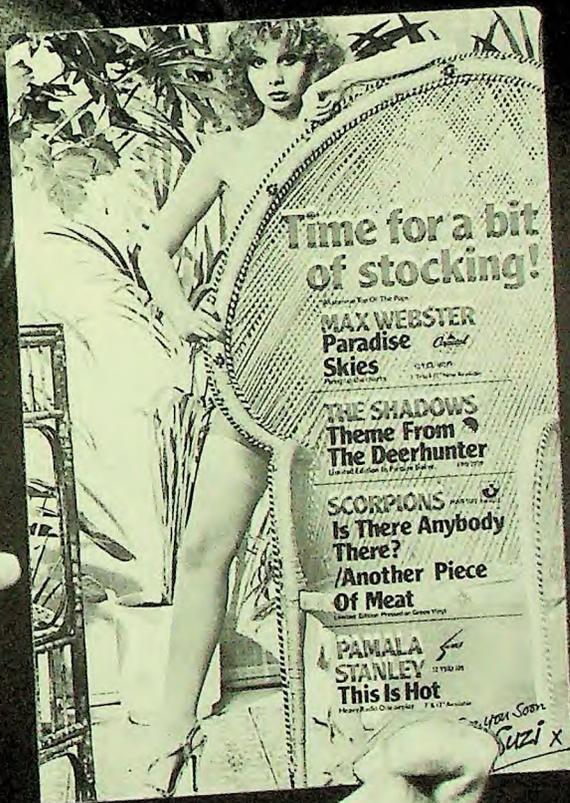
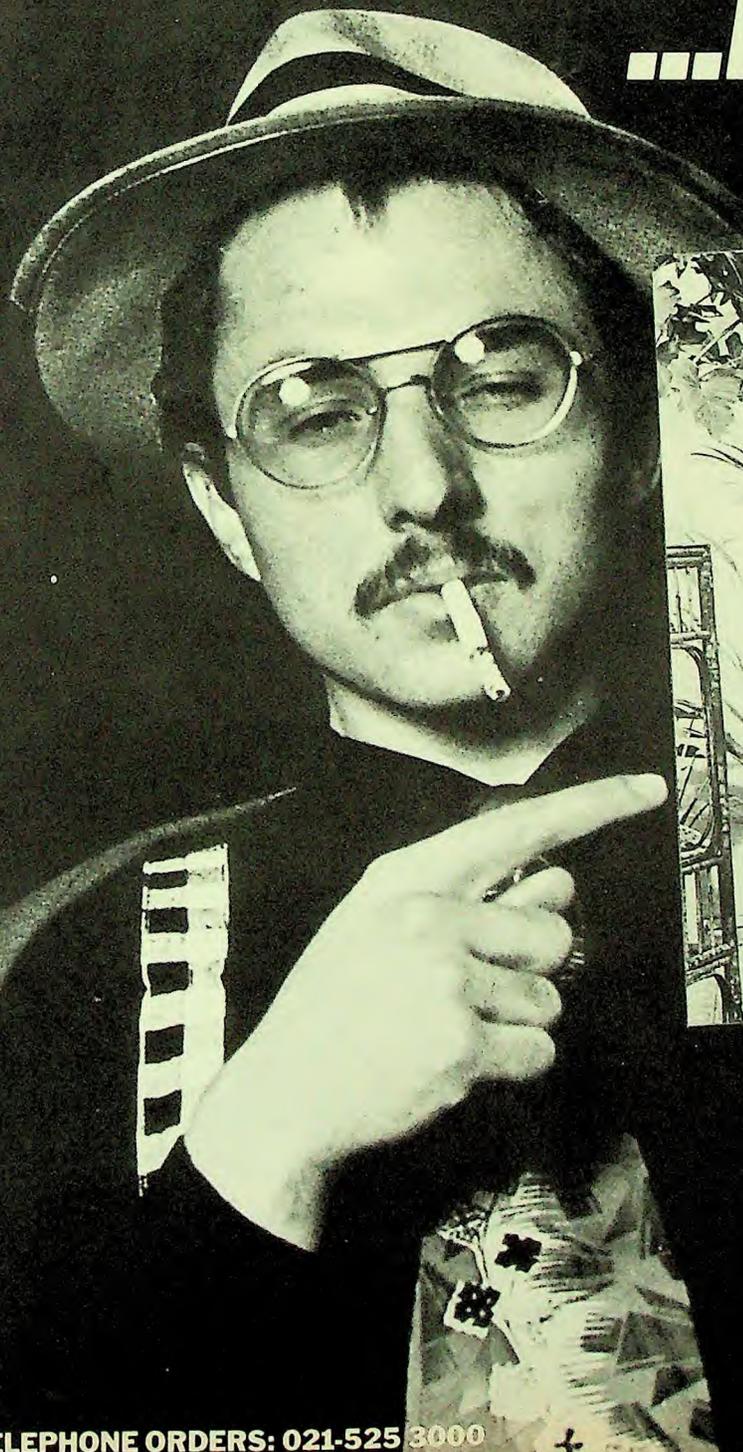


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## ALBUM REVIEWS

## Dury does it again

**IAN DURY AND THE BLOCKHEADS**  
Do It Yourself. Stiff SEEZ 14.  
Producers: Artists. Difficult to emulate the chart performance of Dury's last album, *New Boots And Panties*, which has been a strong seller for more than a year, but could well do so. Even more commercial and accessible, with the musical Blockheads getting in on the act more prominently in a variety of styles, though the essential crazy Cockney character of Dury is still to the fore. Lots of possible single cuts with *Don't Ask Me, Sink My Boats and Mischief* standing out.



## Chart certainties

**VARIOUS ARTISTS**  
*That Summer!* Arista SPART 1088.  
Soundtrack from the upcoming Columbia film of the same name. 16 tracks featuring anyone who has been anyone in the last eighteen months. Ian Dury, Mink DeVille, Elvis Costello, Only Ones, Wreckless Eric, Patti Smith, Boomtown Rats, Ramones, Nick Lowe, Richard Hell, Zones, Eddie and The Hot Rods and The Undertones. Difficult to see how this can fail. First pressings in yellow vinyl.

**DR FEELGOOD**  
*As It Happens.* United Artists UAK 30239. Recorded live at the Pavilion Hemel Hempstead and Rayleigh Essex. The Feelgood's brand of R&B always sounds that little bit better live. This selection of good-time sounds includes *She's A Wind-Up, Milk and Alcohol* (two recent hit singles) and *As Long As The Price is Right*. An added bonus for the punters is a free limited edition EP which goes through encores of the old classics *Riot in Cell Block No 9* and *Great Balls of Fire*. Should sell well, and whet the fans' appetite for the next studio album.

## Reggae from Trojan

**JOHN HOLT** Let It Go On. Trojan TRLS 163.\*\*\*  
**THE REVOLUTIONAIRES**  
Outlaw Dub. Trojan TRLS 169.\*\*\*  
**TRINITY.** Rock In The Ghetto. Trojan TRLS 170.\*\*\*  
May saw the release of three strong albums from Trojan. John Holt is back with his first self-produced album since *Roots Of Holt* (TRLS 147) in 1977. Holt's voice is infectious, particularly when giving his own particular demi-reggae touch to classic ballads such as *Island In The Sun* and *Can I Change My Mind*. (Holt is one of Jamaica's leading singers with 15 No.1 hits to his name. In 1974 he scored a big UK

hit with his version of Kristofferson's *Help Me Make It Through The Night*.) The *Revolutionaires* LP, written and produced by the talented Linval Thompson, is a fine follow-up to the successful *Negrea Love Dub* (TRLS 153), a big reggae hit last year. Musicians include Sly Dunbar, Robbie Shakespeare, Ansel Collins and Rancho Maclean — leading Jamaican session players all. Thompson is also producer of the new *Trinity* LP, an entertaining talkover album that includes the current single, *Follow My Heart*.

**GEOFF LOVE**  
20 Explosive TV Themes. EMI Newte NTS 168. Producer: Norman Newell. A better adjective than 'explosive' should have been possible (*Danger UXB* isn't even included), but otherwise this is a highly commercial round-up of some of the best small-screen themes of recent years. Among them are *Hollywood* by Carl Davis for the series due in the autumn, *Lillie, Dick Barton, Match Of The Day, The Muppet Theme, the rollicking Country Center* which introduced *A Horseman Riding By, Poldark and All Creatures Great And Small*. Love treats them all with his usual orchestral verve and polish, and this is the ideal answer to all your customers asking if you have the music they heard in such-and-such a programme.

**HINGE & BRACKET**  
*In Concert.* EMI One-Up OU 2227. Producer: Norman Newell. The legendary Dr. Evadne Hinge and Dame Hilda Bracket return with their third album for EMI, recorded live at Abbey Road, and it will be another consistent seller for the duo. The humour is maybe at times specialised, but it is easy to forget that Hinge and Bracket are in fact two men and not the two elderly spinsters that they portray. Frequent TV guest spots and live appearances throughout the country ensure interest in this item.

**THE UNDERTONES**  
*The Undertones.* Sire SRK 6071. Producer: Roger Bechiran. Plenty of catchy rhythms in the beaty pop style which has superseded *New Wave*. This young Irish band are currently on their second tour of 1979 and this could well chart.

**BILL HALEY & HIS COMETS**  
*Rock The Joint! Rollercoaster Roll 2002.* A ten-inch album originally made for the Philadelphia Essex label in 1952 and 1953. Rollercoaster is mounting its biggest campaign to date on the album and the single, *Rock The Joint/Fractured* (RRC 2004) taken from it. Distribution is via independents such as Lugtons, Taylors, Swift and Lightning. The LP is in original mono.

**THE REGULARS**  
*Victim.* CBS 83541. Debut album from the reggae band formerly calling themselves *The Reggae Regulars*. Includes the hit single *Where Is Jah* plus a free three-track 12" single. Should cross over with ease.

**EVELYN 'CHAMPAGNE' KING**  
*Music Box.* RCA PL 3033. Producer: Warren R. Scatz. Another of the leading ladies of disco, Ms King features her huge American hit *Music Box* as the title track here, along with *Steppin' Out, Parts One and Two, Let's Start All Over Again* and *It's OK*. With the artist's large fan following this side of the Atlantic as well, there is every reason to believe that this could be a big seller here too.

**CHERRY VANILLA**  
*Venus D'Vinyl.* RCA PL25217. Cherry Vanilla is slowly cultivating a fan following, although there are parts of this album which don't sound unlike *Blondie* — which can't exactly be to its advantage. However, the musical content is strong and Ms Vanilla is backed by an impressive array of musicians. Tracks include *Amanda (Paradise), The Young Boys, Tear Myself Away* and *Moonlight*.

**AMII STEWART**  
*Atlantic Hansa K 50593.* Producer: Barry Leng. The hit single *Knock On Wood* (included on this LP) says most of what needs to be said about the lady's style and vocal talents, although she has a lower, softer and more cooing voice for numbers at the ballad end of the (still far too narrow) disco spectrum.

**VARIOUS ARTISTS**  
*From The Vaults. Motown STMR 9001.* First release in Motown's new mid-price series features previously unreleased material from the likes of Marvin Gaye, The Temptations, Diana Ross & The Supremes, Mary Wells and others. Tracks recorded between 1962 and 1966. Nostalgia-gear campaign must help.

**BRYN HAWORTH**  
*Keep The Ball Rolling.* A&M AMLH 68507. Producers: Jon Astley and Doug Bennet. Haworth looks and sounds like everybody's picture of the boy next door. Backed by such able musicians as Chris Stainton, Pete Wingfield and Cliff Richard (yes, Cliff) the overall sound is still rather wishy washy. The best track is the folksy, thoughtful *Party Girl*; the rock numbers don't have enough guts but it would be interesting to see how Haworth would handle some funkier stuff.

**ALBERT LEE**  
*Hiding.* A&M Records. AMLH 64750. Producer: Brian Ahern. This debut solo album from ex-Head, Hands and Feet guitarist/pianist flows very smoothly in a relaxed country vein giving Lee ample opportunity to showcase his by no means slight talents. Crisp production and support vocals from such names as Don Everly and Emmylou Harris make this album an attractive sales prospect in its field.

**IAN RAINES**  
*With Just A Piano And A Song.* Chopper Records CHOP E2. Producers: Chris Arnold and Geoff Morrow. Raines is a cross between Dean Friedman and Barry Manilow vocally — the difference is that unlike those two artists he relies on the songs of Arnold and Morrow rather than contributing his own. However, this is an album which could pick up a lot of Radio Two airplay and Raines' singing style shows enough originality to attract some attention.

**GINO SOCCIO**  
*Outline.* Warner Bros K56620. Producer: Mix Machine. Fairly nondescript disco from Gino Soccio, whose single *Dancer, To Dance*, is nevertheless doing very well in the disco charts. It sounds dull, but at the moment the saying seems to be, if it's disco, it sells.

**MAZE**  
*Inspiration.* Capitol SW 11912. Producer: Frankie Beverly. Beverly, who seems to be the main driving force behind Maze, was weaned on the sound of Gamble and Huff and Philly, and it shows on this his third album with Maze. Smooth, classy soul with disco undertones, will need a lot to move it, though.

**MONGO SANTAMARIA**  
*Red Hot.* CBS 83340. Producer: Jay Chattaway. Jazz/disco fusion with a Afro-Cuban feed from Santamaria. With a bit of a push this album could well take off. Two points though; La Lupe chucking on some of the tracks sounds like Speedy Gonzalez on *Methedrine* and the unimaginative artwork won't do much to attract browsers.

**T. REX**  
*Solid Gold.* EMI Records. NUT 5. Producers: Marc Bolan and Tony Visconti. Compilation album of most of T. Rex's hit singles between 1972 and 1977. Another chance to catch such Bolan classics as *Telegram Sam, Solid Gold Easy Action, 20th Century Boy, The Groover* and various other period pop pieces. Should expect slow sales mainly to a clearly defined fan following.

**ARK ROYAL SHIP'S COMPANY**  
*The Last Farewell.* BBC Records REH 357. Producer: Mike Harding. A hearty sing-song from the Ark Royal lads accompanied by the aircraft carrier's Royal Marines band and including the inevitable *Sailing, Yellow Submarine, Wombing Song* and *Green Green Grass Of Home* as well as a more type-cast nautical item such as *All The Nice Girls Love A Sailor*. Producer Harding is brevity itself in his sleeve note, and doesn't actually remind potential purchasers that Ark Royal went to the scrap-heap and the lads were paid off and deployed elsewhere in the Navy. Bearing that end-of-an-era fact in mind, this could be a nostalgic seller in areas with Naval connections.

**ANNE SHELTON**  
*The Anne Shelton Collection.* EMI Encore ONCM 521. Compiler: David Lale. A re-issue from EMI featuring 20 early Fifties recordings by Anne Shelton, still a popular artist today and one of the hits of last year's *Royal Variety Show*. The best-known songs here are *Arrivederci Darlin, If I Give My Heart To You, Cross Over The Bridge* and *Answer Me*, and while the remaining material is maybe not too familiar to the public, Miss Shelton's own personal following will ensure steady sales for the album.

**THE KING'S SINGERS**  
*Sing 15 Popular German Folk Songs.* EMI Columbia SCX 6609. A surprising release in that it comes via EMI's m-o-r division and not the classical division, although the material is probably closer in style to the latter. The King's Singers continue to win new fans all the time and this album of German folk favourites will find its audience — although not necessarily the cross-over market that their other m-o-r albums have reached. Probably an LP for die-hard followers of the Singers only.

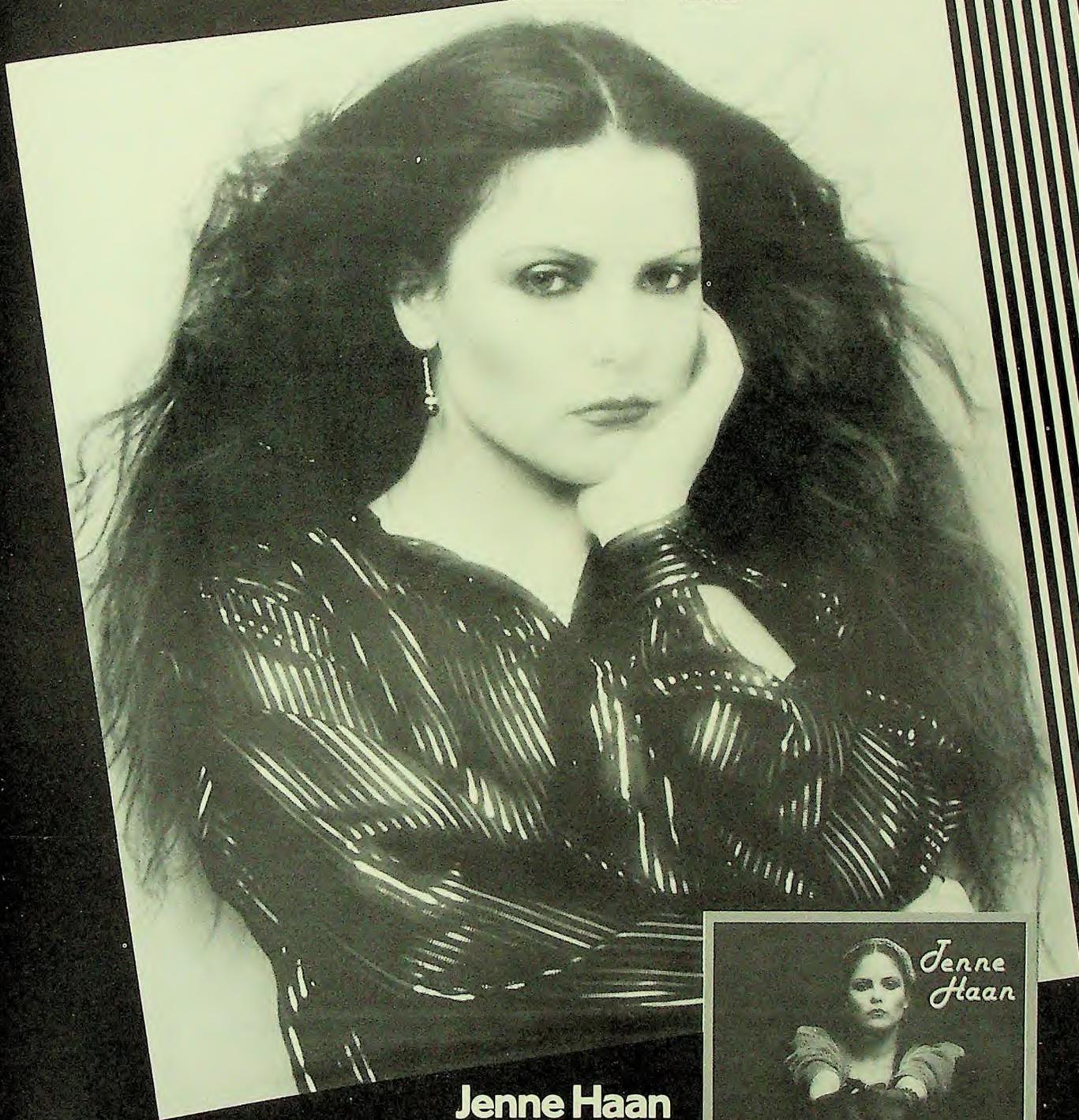
**VARIOUS ARTISTS**  
*The Songs That Lennon And McCartney Gave Away.* EMI NUT 18. Producers: Various. A Colin Miles compilation of Lennon and McCartney songs written for other people and performed by the original artists. Most of them come from the prolific years 1963/64 and you realise why the brilliant songwriting pair were perhaps so eager to palm the songs off on someone else. There are still some gems though, like *Cilla Black's Step Inside Love, The Fourmost's Hello Little Girl, Peter and Gordon's World Without Love* and *Billy J. Kramer and the Dakotas' I'll Keep You Satisfied* to make this a sought after item by collectors and a steady seller. A clever compilation which was a copyright nightmare and features authoritative sleeve notes by Tony Barrow.

## New horizons from Songbird



**RUBY WINTERS**  
*Songbird.* K-tel NE 1045. TV-merchandising company K-tel moves further into the legitimate record market with this album, recorded in cooperation with Ms Winter's usual label, Creole. The singer is already well-known to UK record buyers via her two big hit records, *I Will and Come To Me*, both included here, and the remaining 16 tracks underline the fact that she is a fine singer with a good ear for a commercial tune. TV campaign for this involves a £250,000 budget and K-tel is backing it up with plenty of point-of-sale material and in-store displays. Sales reaction should be good, consolidating Ms Winter's reputation as one of the best singers to come out of the US during the last couple of years.

# JENNE HAAN



**Jenne Haan**  
delivers her first solo single  
**We Drove em All Mad**  
c/w **Forgotten Dreams**

The song from BASF TV Tape Commercial.



**EMI 2949**

Available in Limited Edition Picture Sleeve



# JUNE ALBUM RELEASES

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<b>1 AFFINITY</b> KEY FOR TWO Hampton Hawes/Martial Solal	AFF31
<b>2 A&amp;M</b> RUN FOR YOUR LIFE Tarney Spencer Band	AMHL 64757
YELLOW MAGIC ORCHESTRA Yellow Magic Orchestra	AMHL 68506
WHERE I SHOULD BE Peter Frampton	AMHL 63710
AN EVENING OF MAGIC Chuck Mangione	AMLN 66701
DOUBLE OR NOTHING Lani Hall	AMHL 64760
STRAIGHT TO THE POINT Atlantic Starr	AMHL 64764
THE WARRIORS The Warriors	AMHL 64761
SOME THINGS NEVER CHANGE David Kubinec	AMHL 68501
LAZY RACER Lazy Racer	AMHL 64768
NILS Nils Lofgren	AMHL 64756
LOST IN AUSTIN Marc Benno	AMHL 64767
<b>3 ARIOLA</b> SKY Sky	ARHL 5022
<b>4 ARISTA</b> STORIES OF ADVENTURE Lee Fardon	ARTY 164
SHOTS THROUGH THE HEART Jennifer Warnes	SPART 1097
DIONNE Dionne Warwick	SPART 1096
BLOOD DONOR Blood Donor	SPART 1089
<b>5 ATLANTIC (WEA)</b> IN THE PUREST FORM Mass Production	K 50601
HERE COMES THAT SOUND AGAIN Love Deluxe	K 50685
STAIRWAY TO LOVE The Wonderband	K 50573
<b>6 AURA</b> NEON ACCELERANDO John Mills-Cockell	AUL 705
<b>7 BESERKLEY (POLYDOR)</b> BACK TO THE DRAWING BOARD The Rubinoos	BSERK 18
POWER LINES Greg Kihn	BSERK 20
<b>8 CAPITOL (EMI)</b> THE CLASSIC DINO Dean Martin	CAPS 1029 (TC-CAPS 1029)
THE WIND IN THE WILLOWS The Wind In The Willows	CAPS 1030 (TC-CAPS 1030)
REFLECTIONS Gene Watson	E-EST 11805 (TC-E-ST 11805)
MY LADY Freddie Hart	E-ST 11911 (TC-E-ST 11911)

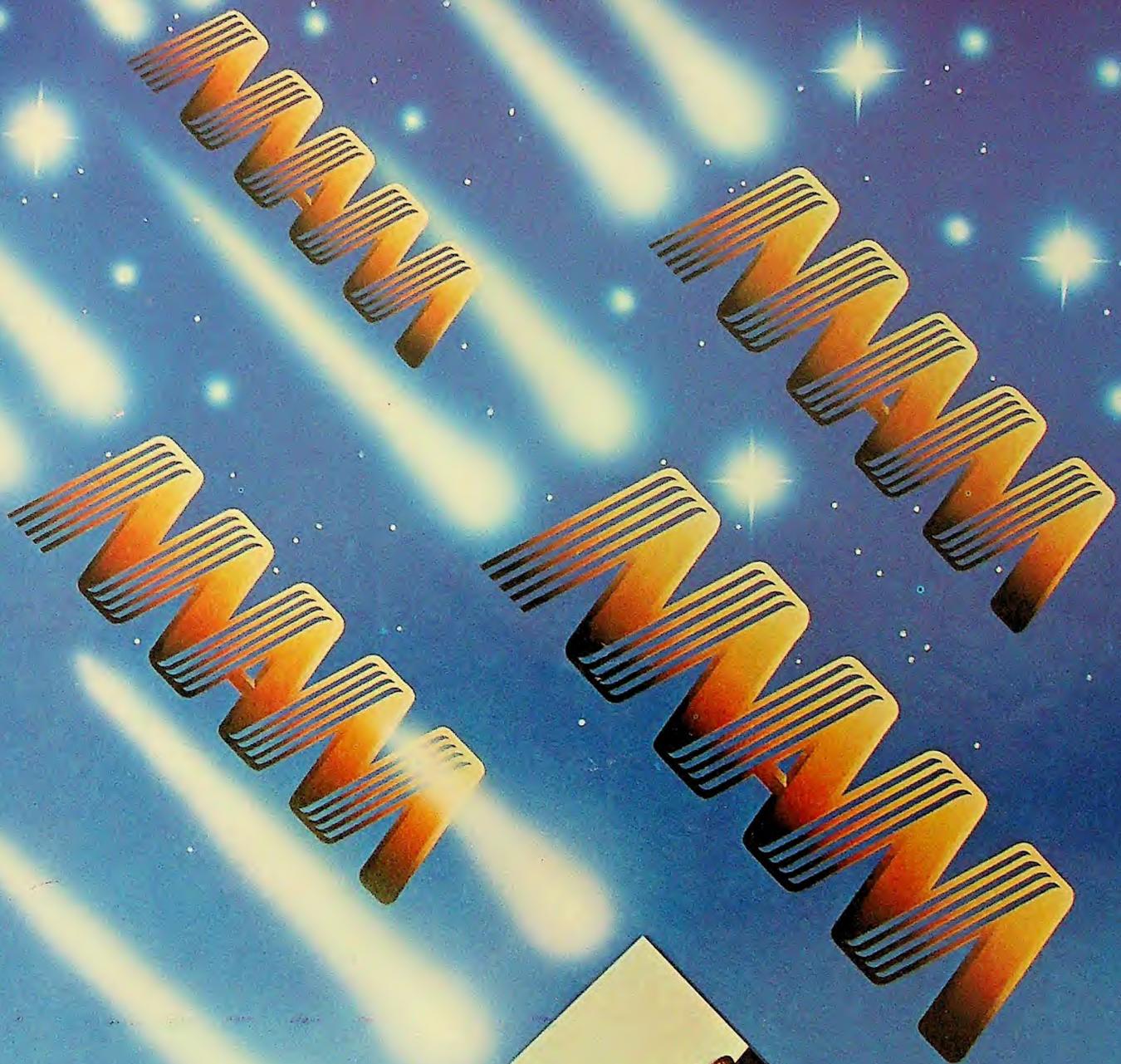
COME SOFTLY Barooga Bandit	E-ST 11924 (TC-E-ST 11924)
DANCE FOREVER Cheryl Ladd	E-ST 11927 (TC-E-ST 11927)
MINNIE Minnie Ripperton	R-ST 11936 (TC-E-ST 11936)
<b>9 CBS</b> I AM Earth Wind & Fire	86084
THE UNKNOWN SESSION Duke Ellington	82819
FLAG James Taylor	86091
LOVE TALK Manhattans	83342
RAMSEY Ramsey Lewis	83584
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WHEN LOVE COMES CALLING Deniece Williams	83202
LENOX AVENUE BREAKDOWN Arthur Blythe	83350
<b>10 CHARLY</b> REDHOT 'N' ROCKABILLY Crazy Cavan 'N' The Rhythm Rockers	CR 30174
THERE'S GOOD ROCKIN' TONITE Link Wray & The Raymen	CR 30171
THE EDDIE COCHRAN LEGEND Eddie Cochran	CR 30168
<b>11 COLUMBIA (EMI)</b> THE VERY BEST OF FIVEPENNY PIECE Fivepenny Piece	SCX 6612 (TC-SCX 6612)
<b>12 CTI (POLYDOR)</b> SPACE George Benson	CTMC 7085
<b>13 DECCA</b> DANCIN' ON THE CEILING The Beck Family	SH-E 8534
PACO PENA LIVE IN LONDON Paco Pena	MOR 524 (KMORC 524)
MELODIES FOR YOU VOL. 3 Various	MOR 519 (KMORC 519)
BEYOND THE VOLGA Tziganka	MOR-R 521 (KMORC-R 521)
THE ENCHANTED ISLE: MELODIES FOR MILLENIUM Claire Clennel	GES 1202
BRITISH MILITARY BANDS ON PARADE Various	D 141D4 (K 141K44)
<b>14 DISCREET (WEA)</b> ORCHESTRAL FAVOURITES Frank Zappa	K 59212
<b>15 DJM</b> WHAT THE HELL IS THIS? Johnny 'Guitar' Watson	DJF 20557 (DJH 40557)
<b>16 ELEKTRA/ASYLUM (WEA)</b> FEEL THE NIGHT Lee Ritenour	K 52141
LOVE YA Stella Parton	K 52136
PARADISE Grover Washington	K 52130
<b>17 EMI</b> NEW LOVE	

Metro	EMC 3295 (TC-EMC 3295)
WOLF & LEOPARDS Dennis Brown	EMC 3300 (TC-EMC 3300)
MANUEL MOVIE HITS Manuel	NTS 172 (TC-NTS 172)
COME CLOSER TO ME Charles Barlow & His Orchestra	NTS 174 (TC-NTS 174)
WITH A VOICE OF SINGING Dunvant Male Choir	NTS 175
SOLID GOLD T. REX T. Rex	NUT 5 (TC-NUTS)
THE BEST OF JOHN BARRY SEVEN & ORCHESTRA John Barry Seven & Orchestra	NUTM 21 (TC-NUTM 21)
<b>18 ENCORE (EMI)</b> DOUBLE SCOTCH Various	ONCR 522 (TC-ONCR 522)
I AM A CIDER DRINKER The Wurzels	ONCR 523 (TC-ONCR 523)
THE SECOND COLLECTION Joyce Grenfell	ONCR 524 (TC-ONCR 524)
<b>19 ENSIGN (PHONOGRAM)</b> FLASH & THE PAN Flash & The Pan	ENVY 6
<b>20 FANTASY (EMI)</b> MIGHTY REAL Sylvester	FTA 3009 (TC-FTA 3009)
20 GREATEST HITS Creedence Clearwater	FT 558 (TC-FT 558)
<b>21 GTO</b> HOT PROPERTY Heatwave	GLP 039 (GTMC 039)
BEST OF THE DOOLEYS The Dooleys	GTTV 038 (GTTC 038)
<b>22 HAMMER</b> THE MANY SIDES OF MIKE 'STAND' DOUGLAS Mike 'Stand' Douglas	HMR 9001
GOLDEN GREATS Fats Domino	HMR 9002
20 GOLDEN GREATS Chuck Berry	HMR 9003
<b>23 H&amp;L (PHONOGRAM)</b> BLACK SATIN Stylistics	9198 230
<b>24 ISLAND (EMI)</b> SECRETS Robert Palmer	ILPS 9544 (TC-ILPS 9544)
TRIBUTE TO THE MARTYRS Steel Pulse	ILPS 9568 (TC-ILPS 9568)
THE STORY'S BEEN TOLD Third World	ILPS 9569 (TC-ILPS 9569)
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<b>26 LAMB &amp; LION (WORD)</b> FIRST CLASS The Boones	LL 2018 (LLC 2018)
<b>27 LASER (WEA)</b> CAN Can	LASL 2
<b>28 MERCURY (PHONOGRAM)</b> NEXT STOP Airwaves	9109 625
LIKE AN EAGLE Dennis Parker	9109 622

<b>29 MIRACLE</b> PATSY Patsy Gallant	MLP 3004
<b>30 MOTOWN (EMI)</b> IT TAKES TWO Various	STMR 9002 (TC-STMR 9002)
APOLLO Apollo	STML 12108 (TC-STML 12108)
WILD AND PEACEFUL Teena Marie	STML 12109 (TC-STML 12109)
SHOULDA GONE DANCIN' High Inergy	STML 12111 (TC-STML 12111)
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<b>33 PARLOPHONE (EMI)</b> THE BEATLES CONCERTO Rostal & Schaefer/Ron Goodwin	PAS 10014 (TC-PAS 10014)
BACK TO THE EGG Wings	PCTC 257 (TC-PCTC 257)
<b>34 PHILIPS (PHONOGRAM)</b> MY WORLD OF MUSIC Sydney Devine	6641 930
ON THE TOUCH LINE Mike Harding	9109 230
<b>35 PICKWICK</b> ROCK REVOLUTION VOL. 2 Various	SHM 951 (HSC 326)
ROCK SUPERSTARS Various	SHM 957 (HSC 332)
KNIGHTS OF LAUGHTER Barron Knights	SHM 981 (HSC 361)
THE EARLY DAYS VOL. 3 The Bee Gees	SHM 982 (HSC 362)
THE MAGIC OF LASSIE Various	SHM 992 (HSC 370)
THE BEST OF THE NOLAN SISTERS VOL. 1 The Nolan Sisters	SHM 993 (HSC 371)
NOLAN SISTERS VOL. 2 The Nolan Sisters	SHM 994 (HSC 372)
<b>36 POLYDOR</b> CLASSICS UP TO DATE, VOL. 5 James Last	2371 910 (3150 910)
2 HOT! Peaches & Herb	3177 378
CUT ABOVE THE REST Sweet	POLD 5022 (POLDC 5022)
<b>37 PRESTIGE (RCA)</b> FIRST SESSIONS '49-'50 Various	PR 24081
ON A MISTY NIGHT John Coltrane	PR 24084
FIREVOLVES Eric Dolphy	PR 24085
POWER Dexter Gordon	PR 24087
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GOD BLESS THE RED CRAYOLA AND ALL WHO SAIL IN IT Red Crayola	RAD 16
<b>39 RAK (EMI)</b> ALL THERE IS Exile	SRAKP 535
<b>40 RCA</b> THE '56 SESSIONS VOL. 2 Elvis Presley	PL 42102
BALLROOM STREET Melanie	XL 03073 (2)
PLACES I'VE DONE TIME Tom T. Hall	PL 13081
MADE IT THROUGH THE RAIN Gerard Kenny	PL 25218
NOTHING'S SACRED The Godz	XL 10372
TAKE IT TO THE MAX The Max Demian Band	PL 13273
JOURNEY TO THE LAND OF ENCHANTMENT Enchantment	FL 13269
MONUMENTS Jackie McLean	PL 13230
GREATEST HITS Faylon Jennings	PL 12378
WIND IN THE WILLOWS Hot Tuna	FL 13357
<b>41 ROLLERCOASTER</b> ROCKAPHILLY PHILADELPHIA ROCK 'N' ROLL Various	ROLL 2001
ROCK THE JOINT Bill Haley & His Comets	ROLL 2002
<b>42 ROLLING STONES (WEA)</b> TIME WAITS FOR NO ONE Rolling Stones	COC 59107 (C04 59107)
<b>43 RSO (POLYDOR)</b> TURN UP YOUR RADIO Rockets	RSS 7 (TRSS 7)
<b>44 SIRE (WEA)</b> IT'S ALIVE Ramones	SRK2 6074 (SRC2 6074)
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JUMPIN' IN THE NIGHT Flamin' Groovies	SRK 6067
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THE CELLDH ALBUM Dave Swarbrick	SNTF 764
PRETTIES Rubby Braff	SNTF 777
FANCY DANCE Joe Sample	SNTF 788
MONTREUX BOOGIE Jukka Tolonen Band	SNTF 789
SLEEPING ON THE JOB Fats Domino	SNTF 793

TO BE CONTINUED NEXT WEEK



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DISCO CIRCUS, Ite Missa Est, MARTIN CIRCUS. Pye INT. 7P 5001 (A)  
 DOCTOR JACKYLL AND MR. FUNK, On The Slick Side, JACKY McLEAN. RCA PB 1575 (R)  
 DOWNHILL, American Excess, THE EDGE. Hurricane FIRE 3 (W)  
 DUBIOUS PARENTAGE, Candidate, THREE PARTY SPLIT. B&C BCS 16 (S)

### G

GO WEST, Citizens Of The World, VILLAGE PEOPLE. Mercury 6007 221 (F)  
 GOLD, Coming Out Of Nowhere, JOHN STEWART. RSO 35 (F)

### I

I BELIEVE, It Isn't Me, STUDIO SWEETHEARTS. DJM DJS 10915 (C)

CAN'T FACE THE MUSIC, You Without Me/Boogie Woogie Boogie, AL MATTHEWS. Elektra WOT 34 (A)  
 WASN'T BORN YESTERDAY, New Blood, ALLAN CLARKE. Aura AUS 109 (A)  
 IN VAIN, Future Man, BURNT OUT STARS. Ariola-Hansa AHA 539 (A)

### K

KISS IN THE DARK, Walk Away Renee, PINK LADY. Elektra/Curb K 12354 (W)

### L

LADY LYNDA, Full Scale, BEACH BOYS. Caribou CRB 7427 (C)

LOVE POTION NUMBER 9, Any Way You Want It, DANDY. RCA PB 5154 (R)

### M

MAKE YOUR MOVE, Get On Back, JOE THOMAS. TK TKR 7544 (C)  
 MAYBE TONIGHT, Step Look/Seesaw, THE JOLT. Polydor 229 215 (F)

MIAMI, Do You Think It's Fair, JOHN COUGAR. Riva 20 (W)

MIDNIGHT EXPRESS, Midnight Express Instrumental, CHRIS BENNETT. Casablanca CAN 138 (A)

MIDNIGHT LOVER, Love At First Sight, VICTORIA MILES. Atlantic K 11258 (W)

MOULIN ROUGE, Getting Away With Murder, GREGG KIHN. Beserkley BZZ 27 (F)

MY PLACE, New Church, ADVERTS. RCA PB 5160 (R)

MUSIC MACHINE, Let Me Feel Your Heart Beat, MUSIC MACHINE. Pye 7N 46199 (A)

### N

NEVER GONNA SAY GOODBYE, Boogie With Me, POUSSEZ. Vanguard VS 5014 (A)

### R

ROCKING HORSE COWBOY, Love Is, DICK EMERY. Scotia SCO 17 (E)

### S

SEND ME UP TO MONA, Running Through The Alley, FOODBAND. Elektra WOT 32 (A)

SPOOKY, No Other Baby, SHAKIN' STEVENS. Epic EPC 7325 (C)

STAY, Reed Island, DAVID WINTER. Blue Ink INC 7 (P)  
 SUBSTITUTE, Ghetto Nation, RICHARD ACE. Blue Ink INC 6 (W)

### T

THE HEAT IS ON, Some Enchanted Evening, NOOSHA FOX. Chrysalis CHS 2337/122337 (F)

THEY DON'T KNOW, Turn My Motor On, KIRSTY MacCOLL. Stiff BUY 47 (E)

TURN THE LIGHTS OUT, Red Revenge, THE VENIGMAS. Graduate GRAD 2 (SP)

### W

WHAT WOULD I DO WITHOUT MY MUSIC, She's an Actress, GENE MASON. CBS 7385 (C)

### Y

YOUR PIECE OF THE ROCK, Your Piece of The Rock Part 2, DYNASTY. RCA FB 1539 (R)

## LISTINGS

ALTERNATIVE SUICIDE, Hotel Rooms, JOE PUBLIC. Heartbeat PULSE 4 (SP)

BLACK IS THE COLOUR, Funshine, WILBERT LONGMIRE. Tappan Zee TZ 1 (C)

BY YOUR SIDE, So Long, MAINLAND. Christie CYS 1050 (A)

CALEDONIA - JIGS MEDLEY, Old Scot Song Medley ALEXANDER BROTHERS. Pye 12P101 (A)

CALIFORNIA SUN, Shakin' It Down, K. K. BLACK. Aura AUS 105 (A)

CHAINS, Hot Butterfly, GREG DIAMOND. Polydor POSP 50 (F)

CHARLIE BROWN, Speedy Gonzalez, KRANKIES. Polydor 2059 128 (F)

CHUCKY'S IN LOVE, Saturday Afternoon In 1963, RICKIE LEE JONES. Warner Brothers K 17390 (W)

DAMBUSTERS MARCH, Skye Boat Song, THE ENID. Pye 7P 106 (A)

DEEPER THAN THE NIGHT, Please Don't Keep Me Waiting, OLIVIA NEWTON JOHN. EMI 2954 (E)

**Which music publication do dealers choose for the best all round coverage of the music industry?**

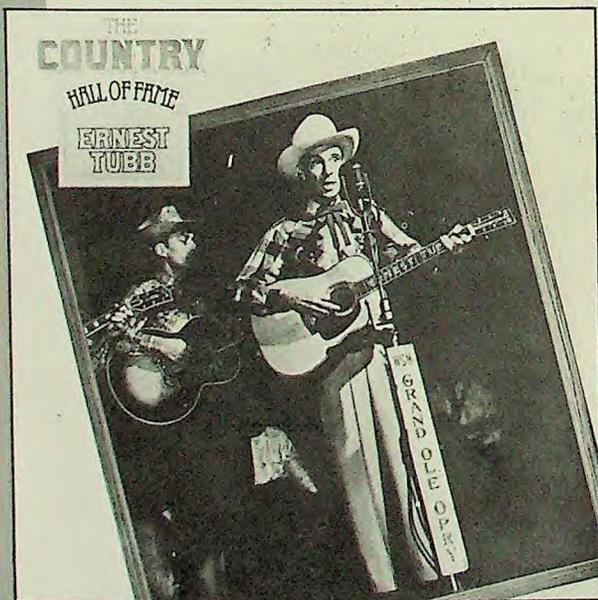
Music Week ..... 78%  
 Record Business ..... 7%  
 Radio and Record News ..... 3%  
 (Source: NOP Market Research)

## THE COUNTRY HALL OF FAME

### ERNEST TUBB

(Ernest Tubb) (CDLM 8078)

The 16 tracks on this album are taken from Ernest Tubb's 35 year association with MCA Records (formerly American Decca). Included are some of his greatest hits and the many qualities that have established him as an institution in Country & Western Music.



## THE COUNTRY HALL OF FAME

### PATSY CLINE



(Patsy Cline) (CDLM 8077)

Patsy Cline had sixteen songs on the American Billboard Charts and they are all on this album. Patsy was killed in a plane crash in 1963 and this album is a tribute to her undoubtable talent.

## THE COUNTRY HALL OF FAME

### PATSY CLINE

Available at mid-price



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*Virgin*

new single · the day my baby gave me a surprise · vs265

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6 insertions 10% 13 insertions 15%

PLEASE NOTE THAT ALL ADVERTISEMENTS ARE SOLD BY THE SINGLE COLUMN CENTIMETRE (MINIMUM CHARGE £6.00)

The per word rate is discontinued.

The copy deadline is Bookings Wednesdays; Artwork Thursday 5pm, one week prior to publication. Advertisements may be submitted as flat artwork or typed copy for typesetting.

Payment in full must accompany each advertisement.

For further information contact Dave Pinnington. Tel 01-836-1522. 40 Long Acre, Covent Garden, London WC2.

MUSIC WEEK cannot be held responsible for claims arising out of advertising on the classified pages.

## DISCS

### S. GOLD & SONS LTD. Can ANY other wholesaler even match this???

Top 1,000 LPs always in stock.  
Plus Top 200 Cassettes and Cartridges.

Top selling singles.  
Plus hundreds of oldies.  
Accessories including Blank Cassettes, Cassette and Cartridge cleaners. Polythene covers only £6.50 per 1,000.

24 hour service to Northern Ireland, Holland, Belgium, West Germany, France and Eire.

Excellent carrier service to U.K. and all other countries.

Our prices are the absolute lowest. Strict trade +3% handling charge.

Our Cash & Carry and distribution Warehouse is open at:

779 HIGH ROAD, LEYTONSTONE, LONDON E.11  
Telephone 01-556 2429

Ansaphone after 6 p.m. and weekends



Gray & Butt

RECORD & TAPE WHOLESALERS

offer you an efficient and speedy service with the personal touch

as many of our customers would agree!

\*TOP 100 LPs \*TOP 75 SINGLES

\*TV ADVERTISED LPs & TAPES

Distributors of K-Tel Records & Tapes

Full Catalogue Service Next Day Delivery available

NATIONWIDE SERVICE

Order Desk - 03756 3041/2 & 78813

43/45 King Street, Stanford-le-Hope, Essex.

## £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.

Convert your unwanted stocks into CASH now.

YOU KNOW IT MAKES SENSE

Phone:— 01-200-7383  
Mon-Fri., 9.30am-5.30 pm.

or write to:—

Sales Director, Harris and Goldring Ltd., Soundrax House, Rear of 239 Edgware Road, Collindale, London NW9 6LU.

## RECORD AND TAPE EXCHANGE LPS AND CASSETTES WANTED

All best selling LPs and Cassettes bought for up to £2 each cash or £2.50 exchange value. Less paid for others but positively none refused. Bring any quantity (or send them with SAE for cash) to: RECORD AND TAPE EXCHANGE, 38 NOTTING HILL GATE, LONDON W11.

Records and Tapes are also bought sold and exchanged at: 28 PEMBRIDGE ROAD, NOTTING HILL GATE W11, 90 GOLDHAWK ROAD, SHEPHERDS BUSH W12.

At all three shops there is a vast selection of used Records and Tapes — many below £1.20.

Rare deletions are bought sold and exchanged upstairs at 38 NOTTING HILL GATE W11.

ENQUIRIES 01 727 3539.

## COLLINS INTERNATIONAL

Record and Tape bargains for home and overseas

Record, Tape and Deletion bargains in quantity for home and overseas

All enquiries Greg or Annette:

1 Fern Court, Hendon Lane,

Finchley, London N3

Telephone: 01-349 1388

(Ansafone Service)

Warehouse:

1a Wendover Road,

Harlesden,

NW10

Tel: 01-965 2626

Telex: 266 393

## JUST IN FROM THE CONTINENT ALL IN PICTURE COVERS

ONLY 60p EACH (+VAT) Minimum order 50 pieces, (C.W.O.)

\* EAGLES — Hotel California • EVELYN

\* CHAMPAGNE KING — Shame • MOTORS — Forget About You •

ROLLING STONES — Fool To Cry • ROD STEWART — Sailing; Get

Back/The First Cut Is The Deepest • WILD CHERRY — Play That Funky

Music

OR SEND S.A.E. FOR LIST OF OVER 2,000 TITLES, SOME FROM AS

LOW AS 20p

OLDIES UNLIMITED, DEPARTMENT Y, 6/12 Stafford Street, St.

Georges, TELFORD, Shropshire TF2 9NQ

## BIG, BIG, RECORD BARGAINS

- \* Always 1000's of Bargains and Deletions
- \* Top 50 Singles and LP's kept in stock.
- \* Best Discounts given.
- \* Fast Efficient service.
- \* Open 6 full days a week.
- \* Cash and Carry or Delivery arranged.
- \* Export enquiries welcomed.
- \* Overstocks bought.
- \* We specialise in servicing Supermarkets and Departmental Stores
- \* Established for 20 years.
- \* Phone, Write or Call, Express Records, 29, Rawson Place, Bradford, Yorkshire, Telephone 0274 27845 Telex 517527.

£1,000,000 CASH BUDGET available for unwanted or deleted stereo LP's, 8-tracks and Cassettes. Highest prices paid. No quantity is too large or too small. Phone, telex, write or visit us for a generous cash offer. SCORPIO MUSIC, 2933 River Road, Croydon, PA 19020, U.S.A. Phone: 215-785 1541 or Telex 843366, Recstapes CRDN.

## PACIFIC RECORDS (IMPORTS)

BLONDIE ..... Sunday Girl single

B52's ..... Rock Lobster single

STORY OF GENESIS Double LP

IAN GILLAN ..... Live At Budakan LP

LORD OF THE RINGS Dbl Pic Disc

YANKEES ..... High and Inside LP

Call Rick French at 01-267 2917

For Complete Catalogue.

Pacific Records, 51 Islip Street, Kentish Town, London NW5.

## AGENCY

BIZI BEES

ENTERTAINMENT BUREAU

Licence No. M727

For all types of acts, groups, bands etc.

We are waiting to hear from you.

We have work available.

Tel: Nuneaton (0682) 68919

## EQUIPMENT

### CLEAR P.V.C. RECORD COVERS

Made from 500 gauge seamless tubing, giving maximum strength. Buy direct from the manufacturer at keenest prices, by return delivery. Samples, prices and discounts on application.

### CLEAR POLYTHENE RECORD COVERS IN HEAVY DUTY FILM

LP size: 1000, £32.50 including VAT and carriage.

Samples of all items available.

PLASTIC SALES (Leicester) LIMITED  
10/12 DARTFORD ROAD, LEICESTER, LE2 7PQ.  
Tel: 0533 833691

### CLEAR PVC RECORD COVERS

Manufactured by ourselves from Raw Material — to film — to covers in 500 gauge seamless PVC film, having nylon-like strength for 7" singles and 12" LP Records.

BUY BULK DIRECTLY  
& RECEIVE DELIVERIES BY RETURN  
Phone/write now for Samples/Prices

PANMER LTD Telephone 01.903.6068/9  
Fulton Road, Wembley, Middlesex.

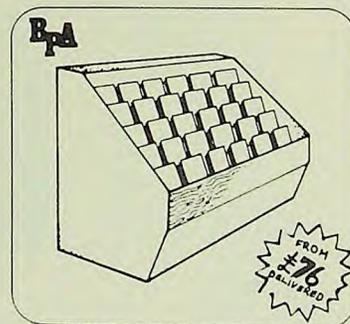
## RECORD AND CASSETTE BROWSERS, STORAGE RACKS ETC.

The major supplier to EMI for past 12 years. Also Boots, Harlequin etc.

Contact Mr H. Lederman on 01-739-8700.

149-151 Hackney Road, London E2

## SHOW OFF YOUR PICTURE BAGS!



### THE SINGLES BROWSER

From only £76 including delivery anywhere in the U.K. Thirty facings on show, with a maximum capacity of 600 singles. Three finishes available as standards. The complete range of browsers and storage units is available from

### BPA DESIGN ASSOCIATES,

27 Hanover Buildings, Southampton SO1 1JU.  
Write today for our comprehensive catalogue, or phone Southampton (0703) 37868.

## mainline record co.

209 UPPER TOOTING ROAD, LONDON SW 17

Tel: 01-654-2624

WEGI  
VEYO  
UWID  
ERMA  
RGINS

WE LET YOU BEAT THE MULTIPLES ON YOUR OWN TERMS. CALL FOR A CALL.  
Imports ..... Overstocks ..... and Deletions

## BROWSERS

Your total requirement for displaying and storing records and tapes can be satisfied by ringing BPA on

(0703) 37868

## TOP QUALITY

7" white carboard sleeves. Callers £18 per thousand. Delivered anywhere U.K. £22. per thousand including VAT.

Paul Marsh Ltd. (wholesale), Moss Side Market Center, Moss Side, Manchester. 061-2261000.

## MARKET PLACE

## POSITIONS

Does your Company appreciate your creative and administrative abilities?

Probably not, otherwise you wouldn't be reading this ad.

We are looking for a Label Manager who will care as much about our releases going out on time with all the necessary promotional back up as he, or she, will about creating interesting album compilations from our existing catalogue. The position carries an above average salary and a company car. Written applications from above average people to: Denis Knowles, Marketing Director, Arista Records, 49 Upper Brook St, London W1Y 2BT.

ARISTA

## SMASH HITS

Britain's fastest growing pop magazine is looking for an

## Advertisement Executive

Desirable qualifications are a successful record in selling coupled with an interest in the teenage/music market.

Conditions of service include an attractive salary, company car and five weeks holiday. Location London.

If you believe you could help convert this very successful publication into the leading medium for music advertising, backed by the full resources of a company publishing twenty magazines, with excellent career prospects, then write to me including a full Curriculum Vitae: David Arculus, Deputy Managing Director, EMAP National Publications Ltd., Bretton Court, Bretton, Peterborough, PE3 8DZ.

## A&amp;M RECORDS

Have the following vacancies in the Accounts Department of New Kings Road:

## BROUGHT LEDGER CONTROLLER

and  
SECRETARY

to

## CHIEF ACCOUNTANT

For details please phone  
IVAN COUCHMAN ON  
01-736-3311 EXT. 223



## BRONZE RECORDS

are looking for two energetic and qualified people for the posts of;

## INTERNATIONAL MANAGER

## INTERNATIONAL CO-ORDINATION

to work with small already established team in an expanding, international department.

Two jobs to dovetail in covering all liaison with artists on international sides; contact with approx. 45 foreign licensee's and in particular with the major territories; servicing licensee's with spare parts; co-ordinating promotional back up for foreign tour etc.

Music business experience helpful; some languages also a plus.

Good terms negotiable. Free BUPA. 10am start.

For further details and/or interview phone Ruth on

01-267-4499

## EQUIPMENT

## RECORD BROWSER RACKS

All finished in sparkling white laminate.

Your record shop will shine.

Counter units-Storage racks-Listening booths.

SINGLE & DOUBLE RACKS

All units interlock to make up a total shop display, can be fixed to any wall or can stand on a base leg unit available.

EASY TO ASSEMBLE RACKS

Arrives in pieces-assembled in minutes.

The advantage with our UNIT SYSTEM is that you do not have to pay out to re-furbish your shop in one go. Our units can be installed in sections . . . at prices you can afford!

Delivery in 7-10 days

10% off prices if whole shop to be fitted.

SINGLE UNITS HOLD

75-100 LP'S

price ex-works

£27.95 + VAT

DOUBLE UNIT HOLDS

150-200 LP'S

price ex-works

£37.50 + VAT

Gray & Butt Ltd, Stanford-Le-Hope (03756) 3041/2, 45 King Street, Stanford-Le-Hope, Essex SS17 0HJ.

She left me for the sun!  
So . . .

## YOUNG ASSISTANT

wanted by copyright manager in modern west end publishing company.

Call 01-493-2506

## RECORD COMPANY SECRETARIES

Are you on our books?

MEMO Emp Agy 734  
5774/5

## BADGES

## 200% MARK UP

Mirror Badges (up to 3 colours) from 10p. Send for free sample and title list. ALSO pop key fobs, prismatic badges, concert photos, fine art sketches etc. Send £2.00 for complete set of samples to: Dynamics (Dept. M1), 6c Brand Street, Hitchin, Herts. Tel: 0462-35198.

## SERVICES

Martin Studios  
01-550 4701

ARTWORK·DESIGN  
PHOTOGRAPHY  
& PRINTING

BROCHURE AVAILABLE  
Phone:  
01-550 4701

## SHRINK WRAPPING

Specialist record industry, fast, quality service. All requirements catered for. Phone Steve Sparks on 01-361-2913

(24 hour service)

## PVC ALBUM COVERS

Sizes 7", LP & Double-LP. Also 200 gauge Polythene LP Covers. For SERVICE, QUALITY & VALUE

Contact:

M & G Packaging Ltd., 53 Pavilion Drive, Leigh-on-Sea, Essex. Tel: 0702 712381.

DISPLAY TITLES  
BROWSER DIVIDERS  
for CLASSIFICATION OF  
ARTISTS, COMPOSERS, etc.  
Enquiries for samples

## HUNT-LEIGH

(Showcard & Display) Co., 119 Altenburg Gardens, London SW11. 1JQ. Tel: 01-223 3315

## RECONDITIONED BROWSERS AS NEW

4ft. L.P. browsers capacity. 400. Price each £35.

All in white.

4ft. Cassette browsers capacity 204.

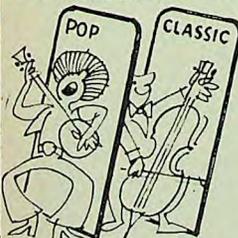
Price each £35.

All in white.

Delivery free U.K.

Telephone John on (02434) 2430.

## SEGREGATE!



With record dividers from "SIGNS FAMILIAR"

smooth, white, plastic record dividers with smart ultra legible headings (plus trade symbols in colour if required). Unbeatable prices. Fast service. Ring or write SIGNS FAMILIAR, Howdale, Downham Market, Norfolk PE38 9AL. Phone: (03663) 2511/4.

## PAs and SECRETARIES in the MUSIC BUSINESS

PERMANENT OR TEMPORARY

Nobody will look after you the way we do.

## PATHFINDERS

Personnel Services Ltd  
01-629-3132  
32 Maddox Street W1  
(1 minute from Oxford Circus tube)

WHEN REPLYING TO ADVERTISEMENTS PLEASE MENTION MUSIC WEEK

## Music Industry Executives

Now there's a better way to find your next career move. Just call the Music Division of S.F. Management Selection. It's directed by Colin Hadley - a senior executive in the record business for 25 years - and Sandy Sweeney

If you have record company or music publishing experience in any of these areas we should like to hear from you:

**DIRECTORS and SENIOR MANAGEMENT**  
**MARKETING and SALES ● A. & R.**  
**LABEL MANAGERS ● PROMOTION/PLUGGERS**  
**RADIO & TV EXPLOITATION ● PRESS OFFICERS**

Specific requirements include:

**HEAD OF PRESS & PROMOTION** for U.K. major. Very experienced operator in both fields required to control company's P.R. function. The successful applicant will need to demonstrate his/her ability to lead rather than direct the department. Central London.

around £10,000

**SENIOR PRODUCT MANAGER** for U.K. major to handle rock catalogue of prestigious artists. An affinity with the music is essential and so too is an ability to create imaginative commercial campaigns; the successful applicant must also be able to communicate and deal effectively with artist managements. Preferred age 25-30. Central London.

around £7,500 car.

**LABEL MANAGER** for British subsidiary of well-known American record company to exploit existing catalogue to the full. In addition to good product knowledge and an awareness of marketplace demands, the successful applicant also needs to be a good administrator. Preferred age 22-28. Central London.

around £7,500

**RETURNS MANAGER** to implement British company's returns policy and supervise small department which validates retailers' claims and tests alleged faulty products. Good administrator with knowledge of record & tape business who is capable of working under pressure at times. Preferred age 28-45.

About £6,000 (inc. bonus)

**PERSONNEL MANAGER** for organisation closely related to the music industry which employs some 150 staff. Successful applicant who will report to the M.D. will, in association with the company's executives, determine establishment levels and be responsible for recruitment, training and pensions etc. Location S.E. London

around £5,000.

**PROMOTION MANAGER** for leading British record company. Must have had some record promotion experience in the U.S.A. Preferred age 21-25. Central London.

about £5,000.

There is no charge to staff and we promise you a sympathetic reception where you can discuss your career development in complete confidence.

CALL US, TODAY

S.F. Management Selection Limited  
MUSIC DIVISION

TRIUMPH HOUSE, 189 REGENT STREET, LONDON W1R 7WD. Tel: 01-734 3136-9.

# MARKET PLACE

## POSITIONS

### TOP OF THE CHARTS RECORDS MANAGER

Make a name for yourself by joining the North West's and Midlands leading hi-fi group's Record Department. We're looking for a top of the charts Manager/ess for our new Sheffield store Record Department which is scheduled to open in August.

You'll have a proven track record of success at selling records in a store or department and will be able to help customers whether they're looking for Prokofiev or Abba.

You'll show initiative and enthusiasm and will be responsible for ordering your own stock. You'll work a five day week, enjoying commission on top of a good basic salary, plus the major benefits you can expect from working for a large and successful Group within the leisure industry.

Please write for an application form to:

**MISS J. S. McCULLAGH,**  
Personnel Manager,  
Hardman Radio Limited,  
26 Exchange Street East, Liverpool.  
L2 3PH.

### THE UNIVERSITY OF STRATHCLYDE STUDENTS' ASSOCIATION, GLASGOW

Applications for the position of full time

#### ENTERTAINMENTS OFFICER

The successful applicant will have a proven record in the provision of entertainment. He/She will also be familiar with disco equipment lighting and sound rigs.

The job demands hard work, initiative and the ability to work through a committee structure. We offer a first class salary and working conditions.

Applications in the first instance should be made in writing to the undersigned.

Mr. T. Brown, Union General Manager, University of Strathclyde, Students' Association, 90 John Street, Glasgow, G1 1JH.

## SECRETARY

The editor-in-chief of the Melody Maker and Musician only (a new weekly music paper being launched in September) is looking for a cool secretary. Excellent shorthand and typing is essential, plus a careful telephone style, organisational flair and an ability to mix with people at all levels.

Enthusiasm for music and the people who make it is advisable.

Please apply in writing to Ray Coleman, IPC Business Press, Surrey House, 1 Throwley Way, Sutton, Surrey SM1 4QQ.

**IPC BUSINESS PRESS LTD**

## COACH HIRE

### TRATHENS COACHES

16 sleeper coach for hire. 16 beds, 16 seats, tables, WC, coffee machine in a Volvo coach.

Other executive available for quotation, please ring

**YELVERTON (082285)  
3033 or 3035**

## RECORDING STUDIO



Tel 01-580 3744/Telex 298531/Radiophone 16847/29-30 Windmill St., London W.1

# Melody Maker

### ASSISTANT ADVERTISEMENT MANAGER

We are looking for a top flight sales person to fill this important position which has become vacant due to promotion.

The successful applicant will already have had at least three year's successful space selling experience, aged 23-29, be self motivated and must be able to demonstrate that their approach is professional.

It is desirable that he or she should have a sympathy with music or the music industry, and it is essential that he/she is able to function in a fast moving, highly competitive environment.

The position involves deputising for the advertisement manager and therefore numeracy and attention to detail are other essential qualities as the position demands a high standard of forward planning and forecasting.

A salary of up to £5,000 p.a. is envisaged for the right person. An attractive bonus scheme is in operation and other benefits associated with working for a large successful publishing company.

If you have a strong desire to sell space on the world's most authoritative weekly music paper, contact: Mrs Margaret Edwards, Recruitment Officer, Personnel Department, IPC Business Press Ltd, Surrey House, 1 Throwley Way, Sutton, Surrey. Tel: 01-643-8040.

**IPC BUSINESS PRESS**

## Assistant Manager Contracts Department

We're looking for a graduate lawyer with at least two years experience in a commercial environment to join us in the Contracts Department of EMI Records (UK).

The post is based at Seymour Mews, W.1., and covers research and advice for the company management, negotiating and drafting amendments to current contracts for overseas releases, and arranging their execution, checking and authorising summaries of contracts and liaising with other EMI departments.

Applicants will probably be aged 26-32, and should be enthusiastic, with the ability to think clearly and communicate easily with a wide variety of people. Experience in supervising staff would be an advantage.

Please send details of your experience and qualifications to:-

Barbara Rotterova,  
EMI RECORDS (UK),  
Seymour Mews House, Seymour Mews,  
London W1A 1ES. Tel: 01-486 4488 Ext. 484/485.



## MERCHANDISING

Button Badges are today's answer to Low Cost — High Impact advertising. Contact the Specialists:

**ANN SARGENT**  
Badges & Promotional Items  
Tel: 01-856 9609  
60 Falconwood Avenue,  
Welling, Kent

Attention shops! ... Punk/New Wave Group badges now available from stock

### SHOWSHIRTS

Custom printed T-shirts, Sweatshirts, Paper Jackets, Badges Car Stickers & Hats.

Competitive Prices  
Any quantity undertaken

659 FULHAM ROAD, LONDON SW6  
Telephone: 731-5056 or 731-4986

## DJ's

DJ's — We offer the type of surroundings and facilities a professional D.J. should expect, in an atmosphere that's extremely friendly. Our company is run by Radio Presenters. We offer full studio facilities for the making of Audition Tapes, Commercials, Jingles, Practice. Free Tuition, Help, Advice, and coffee are always available.

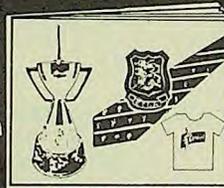
At last, a company that HELPS you. Ring and arrange FREE introductory session on 01-485 8087.

M.S.P. Ltd., London, NW5.

CLASSIFIED  
ADVERTISING  
PAYS

CONTACT  
01-836 1522

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TROPHIES  
T-SHIRTS AND  
SWEAT SHIRTS  
ALL CLUB INSIGNIA



Telephone Or Write  
For Your Edition  
Of The Alec Brook  
Catalogue  
Illustrated In  
Full Colour



ADB (London) Ltd (Dept. MW)  
31 Ebury Street, Victoria, London SW1W 0NZ  
Telephone 01-730 0394 (5 lines) Telex 21120

## PROPERTY

### LARGE SECLUDED COUNTRY RESIDENCE (Rectory)

Planning permission possible for MUSIC STUDIOS, Hotel, Country Club or Flats.

In very good condition. Situated in the Tamar Valley, River views. 6 acres of grounds and woodlands.

20 minutes from Plymouth airport for a direct rail link to the village. Approx 18 rooms plus cellars, kitchens and outbuildings. 89,000 ono. Please phone Yelverton (082285) 3035/2578 and speak to Dave.

It's only natural

If the music business is your business, you need to know all about it Tune in to Music Week Every Week. It's Britain's only music trade weekly. Only you keep in tune with the sounds, the news, the views and the charts. It'll bring music to your eyes. Music Week every week. Naturally!

**MUSIC WEEK**

# Noosha Fox

NEW SINGLE

## THE HEAT IS ON



LIMITED EDITION SINGLE  
IN PICTURE SLEEVE CHS 2337

Order through your TANDEM Representative  
or from PHONODISC Tel: 01-590 7766



**U.K.**

THEIR FIRST SINGLE

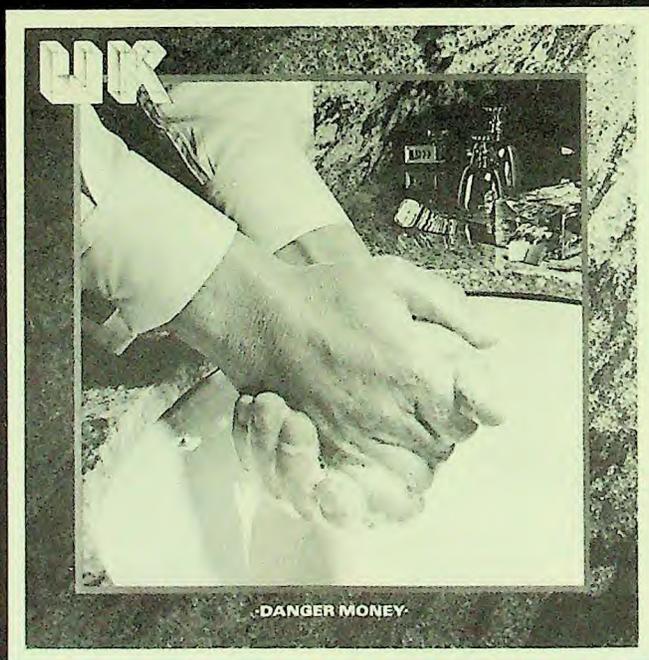
**"NOTHING  
TO LOSE"**

POSP55

B/W

**IN THE DEAD OF NIGHT**

THEIR CURRENT ALBUM



**-DANGER MONEY-**

ALBUM POLD 5019

CASSETTE POLDC 5019



Order from Polydor's own distribution company: Phonodisc Limited, Clyde Works, Grove Road, Romford, Essex, RM6 4QR. Telephone: 01-590 7766.

CHART FOR PERIOD MAY 14/19

# TOP 75 ALBUMS

NEW ENTRY  
 PLATINUM LP (300,000 units as of Jan '79)  
 GOLD LP (100,000 units as of Jan '79)  
 SILVER LP (60,000 units as of Jan '79)  
 RE-ENTRY

This Week	Last Week	Wks. on Chart	TITLE/Artist (producer)	Label number
1	1	3	<b>VOULEZ VOUS</b> Abba (B. Andersson/B. Ulvaeus)	Epic EPC 86086 (C)
2	2	8	<b>DO IT YOURSELF</b> Ian Dury	Stiff SEEZ 14 (E)
3	4	8	<b>LAST THE WHOLE NIGHT LONG</b> James Last (James Last)	Polydor PTD 001 (F)
4	6	2	<b>AT BUDOKAN</b> Bob Dylan (D. De Vito)	CBS 96004 (C)
5	3	4	<b>THE VERY BEST OF LEO SAYER</b> Leo Sayer	Chrysalis CDL 1222 (F)
6	9	36	<b>PARALLEL LINES</b> Blondie (Mike Chapman)	Chrysalis CDL 1192 (F)
7	8	3	<b>THE BILLIE JO SPEARS SINGLES ALBUM</b> Billie Jo Spears (L. Butler)	United Artists UAK 30231 (E)
8	2	7	<b>FATE FOR BREAKFAST</b> Art Garfunkel (Louie Shelton)	CBS 86082 (C)
9	12	11	<b>MANIFESTO</b> Roxy Music (Roxy Music)	Polydor POLH 001 (F)
10	5	10	<b>BREAKFAST IN AMERICA</b> Supertramp (Supertramp and Peter Henderson)	A&M AMLK 63708 (C)
11	7	5	<b>BLACK ROSE — A ROSE LEGEND</b> Thin Lizzy (Tony Visconti/Thin Lizzy)	Vertigo 9102 032 (F)
12	11	13	<b>DIRE STRAITS</b> Dire Straits (Muff Winwood)	Vertigo 9102 021 (F)
13	10	26	<b>SPIRITS HAVING FLOWN</b> Bee Gees (Bee Gees)	RSO RSBG 001 (F)
14	16	7	<b>OUTLANDOS D'AMOUR</b> Police (Police)	A&M AMLH 68502 (C)
15	14	4	<b>GO WEST</b> Village People (Jacques Morali/N. Belolo)	Mercury 9109 621 (F)
16	19	3	<b>THE UNDERTONES</b> The Undertones	Sire SRK 6071 (W)
17	17	1	<b>THIS IS IT</b> Various	CBS 10014 (C)
18	55	2	<b>A MONUMENT TO BRITISH ROCK</b> Various	Harvest EMTV 17 (E)
19	13	12	<b>BARBRA STREISAND'S GREATEST HITS VOL. 2</b> Barbra Streisand (Various)	CBS 10012 (C)
20	15	7	<b>COUNTRY LIFE</b> Various	EMI EMTV 16 (E)
21	15	7	<b>KNUCKLE SANDWICH</b> Various	EMI International EMTV 18 (E)
22	70	2	<b>SPECTRAL MORNINGS</b> Steve Hackett (S. Hackett/J. Acocck)	Charisma CDS 4017 (F)
23	18	4	<b>WE ARE FAMILY</b> Sister Sledge (Bernard Edwards/Nile Rodgers)	Atlantic K 50587 (W)
24	17	18	<b>C'EST CHIC</b> Chic (N. Rodgers/B. Edwards)	Atlantic K 50565 (W)
25	20	14	<b>COLLECTION OF THEIR 20 GREATEST HITS</b> Three Degrees	Epic EPC 10013 (C)
26	22	27	<b>LION HEART</b> Kate Bush (Andrew Powell)	EMI EMA 787 (E)
27	17	18	<b>RHAPSODIES</b> Rick Wakeman	A&M AMLX 68508 (C)
28	24	14	<b>MANILOW MAGIC</b> Barry Manilow (Ron Dante/Barry Manilow)	Arista ARTV 2 (F)
29	23	3	<b>BOOGIE BUS</b> Various	Polystar 9198 174 (F)
30	26	80	<b>OUT OF THE BLUE</b> Electric Light Orchestra (Jeff Lynne)	Jet JETDP 400 (C)
31	31	48	<b>WAR OF THE WORLDS</b> Jeff Wayne's Musical Version	CBS 96000/WOW 100 (C)
32	44	22	<b>NEW BOOTS AND PANTIES</b> Ian Dury and The Blockheads (P. Jenner/L. Latham/R. Walton)	Stiff SEEZ 4 (E)
33	33	1	<b>ARMED FORCES</b> Elvis Costello and The Attractions (Nick Lowe)	Radar RAD 14 (W)
34	27	22	<b>BAT OUT OF HELL</b> Meat Loaf (Todd Rundgren)	Epic/Cleveland International EPC 82419 (C)
35	35	1	<b>NIGHT OWL</b> Gerry Rafferty	United Artists UAK 30238 (E)
36	38	7	<b>LOVEDRIVE</b> Scorpions (Dieter Dierks)	Harvest SHSP 4097 (E)
37	25	13	<b>THE GREAT ROCK AND ROLL SWINDLE</b> Sex Pistols (Various)	Virgin VD 2510 (C)
38	21	5	<b>HI ENERGY</b> Various	K-Tel NE 1044 (K)

This Week	Last Week	Wks. on Chart	TITLE/Artist (producer)	Publisher	Label number
39	29	11	<b>LIVIN' INSIDE YOUR LOVE</b> George Benson (Tommy Lituma)	Warner Brothers K 66085 (W)	
40	40	1	<b>REACH FOR IT</b> Sky	Ariola ARLH 5022 (A)	
41	28	24	<b>WINGS GREATEST</b> Wings (Paul McCartney)	Parlophone PCTC 256 (E)	
42	68	5	<b>RAINBOW DOME MUSIC</b> Steve Hillage (Steve Hillage)	Virgin VR 1 (C)	
43	33	21	<b>THE KICK INSIDE</b> Kate Bush (Andrew Powell)	EMI EMC 3223 (E)	
44	30	13	<b>FEEL NO FRET</b> Average White Band	RCA XL 13063 (R)	
45	63	23	<b>THE BEST OF EARTH WIND &amp; FIRE VOL. 1</b> Earth Wind & Fire	CBS 83284 (C)	
46	41	3	<b>WAVE</b> Patti Smith (T. Rundgren)	Arista SPART 1086 (F)	
47	34	9	<b>COUNTRY PORTRAITS</b> Various	Warwick WW 5057 (M)	
48	73	21	<b>LIVE AND DANGEROUS</b> Thin Lizzy (Thin Lizzy/Tony Visconti)	Vertigo 6641 807 (F)	
49	1	1	<b>NEVER MIND THE BOLLOCKS, HERE'S THE SEX PISTOLS</b> Sex Pistols (Chris Thomas/Bill Price)	Virgin V 2086 (C)	
50	1	1	<b>EQUINOXE</b> Jean Michel Jarre (Jean Michel Jarre)	Polydor POLD 5007 (F)	
51	43	2	<b>THE FANTASTIC SOUND OF KLAUS WUNDERLICH</b> Klaus Wunderlich	Lotus WH 5013(K)	
52	1	1	<b>PLASTIC LETTERS</b> Blondie (Mike Chapman)	Chrysalis CHR 1166 (F)	
53	46	27	<b>52ND STREET</b> Billy Joel (Phil Ramone)	CBS 83181 (C)	
54	1	1	<b>AS IT HAPPENS</b> Dr Feelgood	United Artists UAK 30239 (E)	
55	1	1	<b>20 GOLDEN GREATS</b> Neil Diamond	MCA EMTV 14 (E)	
56	1	1	<b>THE IMAGINARY BOYS</b> Cure	Fiction FIX 1 (F)	
57	1	1	<b>REMOTE CONTROL</b> The Tubes	A&M AMLH 64751 (C)	
58	47	22	<b>RUMOURS</b> Fleetwood Mac (Fleetwood Mac/Caillat/Dashut)	Warner Brother K 56344 (W)	
59	50	35	<b>BLONDES HAVE MORE FUN</b> Rod Stewart (Tom Dowd)	Riva RVLP 8 (W)	
60	75	3	<b>NEW VALUES</b> Iggy Pop (J. Williamson)	Arista SPART 1092 (F)	
61	32	5	<b>LIFE IN A DAY</b> Simple Minds (John Leckie)	Zoom ZULP 1 (F)	
62	40	4	<b>THE MAGIC IS YOU</b> Shirley Bassey	United Artists UATV 30230 (E)	
63	1	1	<b>SQUEEZING OUT SPARKS</b> Graham Parker & The Rumour (Jack Nitzsche)	Vertigo 9102 030 (F)	
64	69	8	<b>SECOND HAND DAYLIGHT</b> Magazine	Virgin V 2121 (C)	
65	71	5	<b>THE ALBUM</b> Abba (B. Andersson/B. Ulvaeus)	Epic EPC 86052 (C)	
66	37	11	<b>OVERKILL</b> Motorhead (Jimmy Miller)	Bronze BRON 515 (E)	
67	48	2	<b>JAMES GALWAY PLAYS SONGS FOR ANNIE</b> James Galway (Ralph Mace)	Red Seal RL 25163 (R)	
68	42	5	<b>DESTINY</b> Jacksons	Epic EPC 83200 (C)	
69	57	3	<b>THE INCREDIBLE SHRINKING DICKIES</b> Dickies (J. Hewlett)	A&M AML 64742 (C)	
70	1	1	<b>BAD GIRLS</b> Donna Summer	Casablanca CALD 5007 (A)	
71	1	1	<b>YOU'RE NEVER ALONE WITH A SCHITZOPHRENIC</b> Ian Hunter (Ian Hunter/Mick Ronson)	Chrysalis CHR 1214 (F)	
72	1	1	<b>INFLAMMABLE MATERIAL</b> Stiff Little Fingers	Rough Trade ROUGH 1 (SP)	
73	1	1	<b>AZURE D'OR</b> Renaissance	Warner Brothers K 56633 (W)	
74	60	8	<b>DISCO INFERNO</b> Various	K-Tel NE 1043 (K)	
75	51	22	<b>YOU DON'T BRING ME FLOWERS</b> Neil Diamond (Bob Gaudio)	CBS 86077 (C)	

## ARTISTS

ABBA	1.65
AVERAGE WHITE BAND	44
BASSEY, Shirley	62
BEE GEES	13
BENSON, George	39
BLONDIE	6.52
BONEY M	42
BOOGIE BUS	29
BUSH, Kate	26.43
CHIC	24
COSTELLO, Elvis	33
COUNTRY LIFE	20
COUNTRY PORTRAITS	47
CURE	56
DIAMOND, Neil	56.75
DICKIES	69
DIRE STRAITS	12
DISCO INFERNO	74
DR. FEELGOOD	54
DURY, Ian	2.32
DYLAN, Bob	4
EARTH WIND & FIRE	45
ELECTRIC LIGHT ORCHESTRA	30
FLEETWOOD MAC	67
GALWAY, James	58
GARFUNKEL, Art	8
HACKETT, Steve	22
HI ENERGY	38
HUNTER, Ian	71
IGGY POP	60
JACKSONS	68
JARRE, Jean Michel	50
JOEL, Billy	53
LAST, James	3
KNUCKLE SANDWICH	21
MAGAZINE	64
MANILOW, Barry	28
MEAT LOAF	34
MONUMENT TO BRITISH ROCK	18
MOTORHEAD	66
PARKER, Graham & The Rumour	63
POLICE	14
RAFFERTY, Gerry	35
RENAISSANCE	73
ROXY MUSIC	9
SAYER, Leo	5
SCORPIONS	38
SEX PISTOLS	37.49
SIMPLE MINDS	61
SISTER SLEDGE	23
SMITH, Patti	46
SPEARS, Billie Jo	7
STEWART, Rod	59
STIFF LITTLE FINGERS	72
STREISAND, Barbra	19
SUMMER, Donna	10
SUPERTRAMP	70
THIN LIZZY	11.48
THIS IS IT	17
THREE DEGREES	25
TUBES	57
UNDERTONES	16
VILLAGE PEOPLE	15
WAKEMAN, Rick	27
WAYNE, Jeff	31
WINGS	41
WUNDERLICH, Klaus	51

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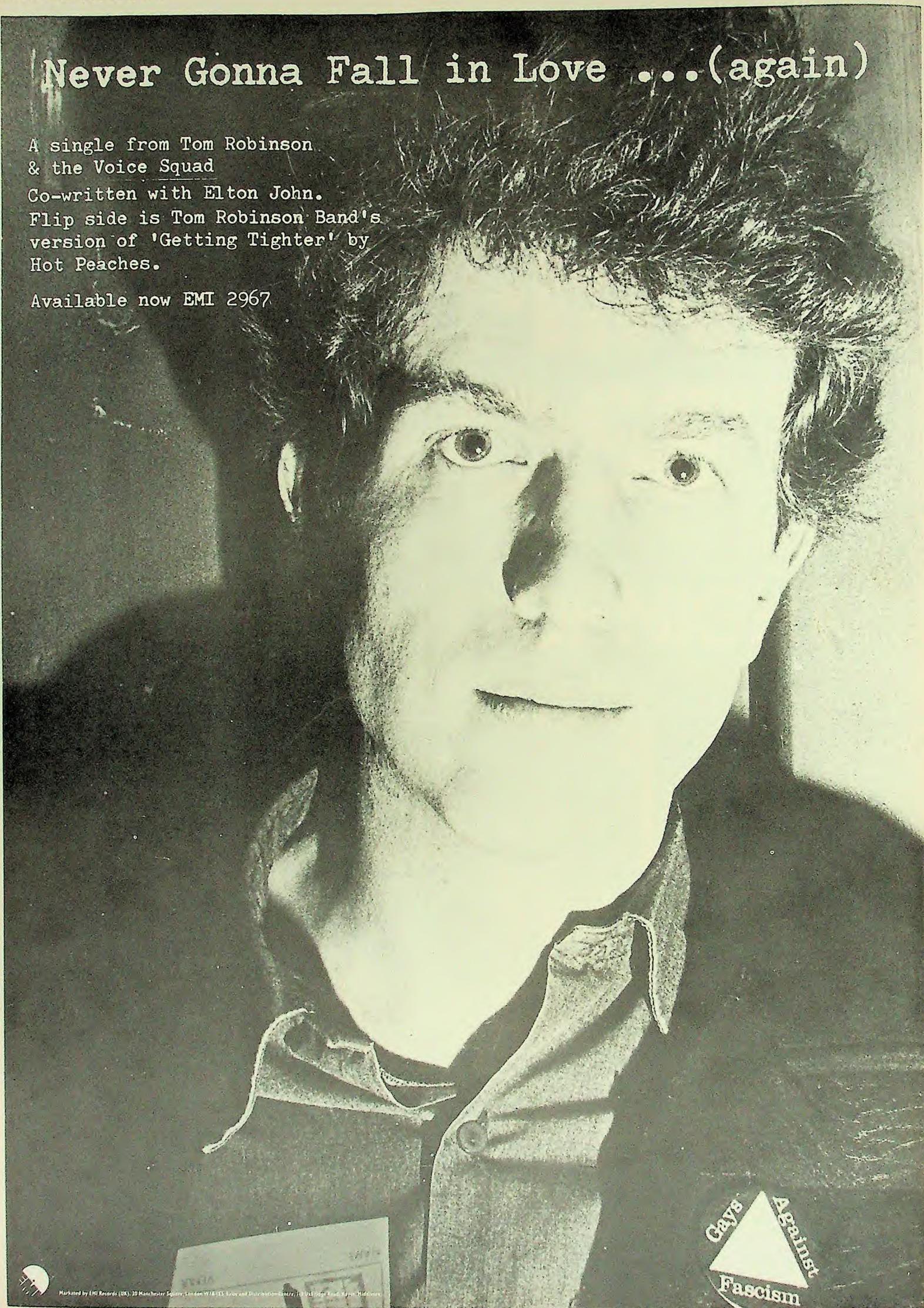
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# TOP 75 SINGLES

This Week	Last Week	Wks on Chart	TITLE/Artist (producer)	Publisher	Label number
£ 1	1	3	SUNDAY GIRL Blondie (Mike Chapman) EMI	EMI	Chrysalis CHS 2320 (F)
£ 2	2	6	DANCE AWAY Roxy Music (Roxy Music) E.G.	E.G.	Polydor POSP 44 (F)
3	3	9	POP MUZIK M (Midascar Prod.) Copyright Control	Copyright Control	MCA 413 (E)
4	5	7	REUNITED Peachers & Herb (Freddie Parrin) ATV	ATV	Polydor POSP 43 (F)
£ 5	8	4	BOOGIE WONDERLAND Earth Wind & Fire/Emotions (Maurice White/Al McKay) Rondor	Rondor	CBS 7292 (C)
6	4	5	DOES YOUR MOTHER KNOW Abba (B. Andersson/B. Ulvaeus) Bocu	Bocu	Epic EPC 7316 (C)
7	9	5	BOYS KEEP SWINGIN' David Bowie (David Bowie/Tony Visconti) Bawley Brothers/Fleur/EG	Bawley Brothers/Fleur/EG	RCA BOW 2 (R)
8	6	14	BRIGHT EYES Art Garfunkel (Mike Batt) April/Watership Prod.	April/Watership Prod.	CBS 6947 (C)
9	21	6	THEME FROM DEER HUNTER Shadows (Shadows) Robbins	Robbins	EMI 2939 (E)
10	12	7	PARISIENNE WALKWAYS Gary Moore (C. Taangrides/G. Moore) Mr. Sam/Heath Levy/Pint/Chappell	Mr. Sam/Heath Levy/Pint/Chappell	MCA 419 (E)
11	24	4	HOT STUFF Donna Summer (Giorgio Moroder) Heath Levy	Heath Levy	Casablanca CAN 151 (A)
12	13	7	ROXANNE The Police (Police) Virgin	Virgin	A&M AMS 7348 (C)
13	10	7	ONE WAY TICKET Eruption (Frank Farian/Rainer M. Ehhardt) Robert Mellin	Robert Mellin	Atlantic/Hansa K 11266 (W)
14	11	9	KNOCK ON WOOD Amii Stewart (Barry Leung) Warner Brothers	Warner Brothers	Atlantic/Hansa K 11214 (W)
15	25	3	AIN'T NO STOPPIN' US NOW McFadden & Whitehead (J. Faith) Carlin	Carlin	Philadelphia PIR 7365 (C)
16	14	3	SHINE A LITTLE LOVE Electric Light Orchestra (J. Lynne) Jet	Jet	Jet 144 (C)
17	7	6	HOORAY HOORAY IT'S A HOLI HOLIDAY Boney M (Frank Farian) Hansa/ATV	Hansa/ATV	Atlantic/Hansa K 11279 (W)
£ 18	18	6	THE NUMBER ONE SONG IN HEAVEN Sparks (Giorgio Moroder) Heath Levy/Island	Heath Levy/Island	Virgin VS 244 (C)
19	NEW		RING MY BELL Anita Ward (F. Knight) Island	Island	TK TKR 7543 (W)
£ 20	16	6	JIMMY JIMMY Undertones (Roger Bechirian) Warner Brothers	Warner Brothers	Sire SIR 4015 (W)
21	29	2	MASQUERADE Skids (Bill Nelson/J. Leckie) Virgin	Virgin	Virgin VS 262 (C)
22	20	5	LOVE SONG The Damned (E. S. Hollis) Rock	Rock	Chiswick CHIS 112 (E)
23	19	7	NICE LEGS SHAME ABOUT HER FACE Monks (Nickelodeon) Arnakata	Arnakata	Carrere CAR 104 (E)
24	36	2	H.A.P.P.Y. RADIO Edwin Starr (Edwin Starr) ATV	ATV	RCA TC 2408 (R)
25	48	3	ARE FRIENDS ELECTRIC Tubeway Army (Beggars Banquet/Andrew Heath) G. Muman	Beggars Banquet/Andrew Heath/G. Muman	Beggars Banquet BEG 18 (E)
26	27	7	GUILTY Mike Oldfield (Mike Oldfield) Virgin	Virgin	Virgin VS 245 (C)
27	15	7	BANANA SPLITS Dickles (John Hewlett) Interworld	Interworld	A&M AMS 7431 (C)
28	28	5	BRIDGE OVER TROUBLED WATER Linda Clifford (Gil Askey) Pattern	Pattern	RSO 30 (F)
29	30	5	I WANT YOU TO WANT ME Cheap Trick (-) Screen Gems/EMI	Screen Gems/EMI	Epic EPC 7258 (C)
£ 30	33	3	WHO WERE YOU WITH IN THE MOONLIGHT Dollar (C. Neall) Copyright Control	Copyright Control	Carrere CAR 110 (E)
31	32	4	SAY WHEN Lene Lovich (Stateless Prod.) Rondor/Oval	Rondor/Oval	Stiff BUY 46 (E)
32	23	3	IF I FOUGHT THE LAW Clash (Clash/Bill Price) Acuff Rose	Acuff Rose	CBS 7324 (C)
£ 33	74	2	WE ARE FAMILY Sister Sledge (N. Rodgers/B. Edwards) Warner Brothers	Warner Brothers	Atlantic K 11293 (W)
34	35	6	PRIME TIME Tubes (Todd Rundgren) Rondor	Rondor	A&M AMS 7423 (C)
35	17	10	THE LOGICAL SONG Supertamp (Supertamp/Peter Henderson) Rondor	Rondor	A&M AMS 7427 (C)
36	34	4	ACCIDENTS WILL HAPPEN Elvis Costello (Nick Lowe) Plangent Vision	Plangent Vision	Radar ADA 35 (W)
£ 37	55	2	NIGHT OWL Gerry Rafferty (H. Murphy/G. Rafferty) Island/Belfern	Island/Belfern	United Artists UP 36512 (E)
£ 38	53	3	CAVATINA (Original Soundtrack from Deer Hunter) John Williams (S. Myers) Robins/EMI	Robins/EMI	Cube BUG 80 (A)

This Week	Last Week	Wks on Chart	TITLE/Artist (producer)	Publisher	Label number
£ 39	47	2	IS THERE ANYBODY THERE/ANOTHER PIECE OF MEAT Scorpions (D. Dierks) Heath Levy	Heath Levy	Harvest HAR 5185 (E)
40	31	9	GOODNIGHT TONIGHT Wings (Paul McCartney) McCartney/ATV	McCartney/ATV	Parlophone R6023 (E)
41	NEW		THE LONE RANGER Quantum Jump (P. Hine) Chrysalis	Chrysalis	Electric WOT 33 (A)
£ 42	67	2	GERTCHA Chas & Dave (Chas & Dave) Big Jim/Merlini/Chappell	Big Jim/Merlini/Chappell	EMI 2947 (E)
43	26	10	SOME GIRLS Racey (M. Most) Chinnichap/RAK	Chinnichap/RAK	RAK 291 (E)
44	37	5	GET DANCIN' Bombers (G. Laglos/P. Deasario) Carlin	Carlin	Magnet Flamingo FM 1 (E)
45	45	5	SATURDAY NIGHT T Connection (Cory Wade) April	April	TK TKR 7536 (C)
46	22	8	LOVE YOU INSIDE OUT Bee Gees (Bee Gees/Richardson/Galuten) RSO/Chappell	Richardson/Galuten/RSO/Chappell	RSO 31 (F)
£ 47	62	2	HALFWAY HOTEL Loyager (G. Dudgeon) Eiger/Panache	Eiger/Panache	Mountain VOY 001 (F)
48	NEW		LIVING ON THE FRONT LINE Eddy Grant (E. Grant) Marco	Marco	Ensign ENY 26 (W)
49	41	3	MAYBE Thom Pace (D. Perry) Standard	Standard	RSO 34 (F)
50	NEW		UP THE JUNCTION Squeeze (Squeeze/John Wood) Rondor/Deptford Songs	Rondor/Deptford Songs	A&M AMS 7444 (C)
51	42	4	ARE YOU READY FOR LOVE Elton John (T. Bell/C. Franks/E. John) Mighty Three/Carlin	Mighty Three/Carlin	Rocket XPRES 13 (F)
52	54	3	MINDLESS BOOGIE Hot Chocolate (M. Most) Chocolate/RAK	Chocolate/RAK	RAK 292 (E)
53	44	2	YOU AND ME Liner (A. Mardin) Desert Songs/ATV	Desert Songs/ATV	Atlantic K 11285 (W)
£ 54	70	2	PICK ME UP I'LL DANCE Melba Moore (McFadden/Whitehead) Mighty Three/Carlin	Mighty Three/Carlin	Epic EPC 7234 (C)
55	39	12	I DON'T WANNA LOSE YOU Kandidate (M. Most) RAK/Stavel/Nickelodeon/Intersong	Stavel/Nickelodeon/Intersong	RAK 289 (E)
56	58	2	THE WORKER Fischer Z (M. Howlett) Rondor	Rondor	United Artists UP 36509 (E)
57	NEW		LET'S LOVEDANCE TONIGHT Gary's Gang (E. Matthew/G. Turnier) April	April	CBS 7328 (C)
58	38	11	SHAKE YOUR BODY (DOWN TO THE GROUND) Jacksons (Jacksons) Carlin	Carlin	Epic EPC 7181 (C)
£ 59	71	2	RAZZLE DAZZLE Heatwave (P. Ramone) Rondor/Tincaball	Rondor/Tincaball	GTO GT-248 (C)
60	59	4	EVENING STAR Judas Priest (J. Guthrie/Judas Priest) Arnakata	Judas Priest/Arnakata	CBS 7312 (C)
61	43	3	PARADISE SKIES Max Webster (J. De Nottback/M. Webster) Heath Levy	Heath Levy	Capitol CL 16079 (E)
£ 62	73	2	GET IT UP FOR LOVE/ JUST KEEP THINKING Tata Vega (W. Monseque/A. Fischer) Warner Brothers/Jobet	Warner Brothers/Jobet	Motown TMG 1140 (E)
63	40	10	HAVEN'T STOPPED DANCING YET Gonzalez (Gloria Jones/Richard Jones) Buckwheat	Richard Jones/Buckwheat	Sidewalk SID 102 (E)
64	52	7	I'M AN UPSTART Angelic Upstarts (Jimmy Pursey) Singatone	Pursey/Singatone	Warner Brothers K 17354 (W)
65	NEW		I'D BE SURPRISINGLY GOOD FOR YOU Linda Lewis (Mike Batt) Evita	Evita	Ariola ARO 166 (A)
66	69	2	ALISON Linda Ronstadt (Peter Asher) Street	Peter Asher/Street	Asylum K 13149 (W)
67	57	4	LIFE BEGINS AT THE HOP XTC (Steve Lillywhite) Virgin	Lillywhite/Virgin	Virgin VS 259 (C)
68	NEW		SHE BELIEVES IN ME Kenny Rodgers (Larry Butler) ATV	Butler/ATV	United Artists UP 36533 (E)
69	49	7	HALLELUJAH Milk & Honey (Shlomo Zack) Intersong	Shlomo Zack/Intersong	Polydor 2001 870 (F)
70	50	5	AS LONG AS THE PRICE IS RIGHT Dr. Feelgood (David Batchelor) Street	Batchelor/Street	United Artists UP 36506 (E)
71	56	11	COOL FOR CATS Squeeze (Squeeze/John Wood) Rondor/Deptford Songs	Rondor/Deptford Songs	A&M AMS 7426 (C)
72	NEW		FREDERICK Patti Smith Group (T. Rundgren) Logo	Rundgren/Logo	Arista ARIST 264 (F)
73	60	5	RUNAWAY Elkie Brooks (D. Green/E. Brooks) Rondor	Green/Brooks/Rondor	A&M AMS 7428 (C)
74	NEW		EASY COME EASY GO Sutherland Brothers (Glen Spreen) Heapdean/ATV	Spreen/Heapdean/ATV	CBS 7121 (C)
75	61	5	RIDE THE GROOVE Players Association (D. Weiss) Panache	Weiss/Panache	Vanguard VS 5012 (A)

Top 75 compiled for Music Week and BBC based upon 250 from a panel of 450 conventional record outlets by the British Market Research Bureau Ltd

A-Z (TOP WRITERS)

Accidents Will Happen (E. Costello)	36
Ain't No Stoppin' Us Now (Whitehead/McFadden/Cohen)	15
Alison (E. Costello)	66
Are You Ready For Love (T. Bell)	25
Are Friends Electric (Muman)	51
As Long As The Price Is Right (Larry Wallis)	70
Banana Splits (Richie Adams/Mark Barkan)	27
Boogie Wonderland (John Lind/Alisa Willis)	5
Boys Keep Swinging (David Bowie/Brian Eno)	7
Bridge Over Troubled Water (P. Simon)	28
Bright Eyes (Mike Batt)	8
Cavatina (S. Myers)	38
Cool For Cats (Tilbrook/Tifford)	71
Dance Away (Ferry)	2
Does Your Mother Know (B. Andersson/B. Ulvaeus)	6
Easy Come Easy Go (Ian Sutherland)	74
Evening Star (Tipton/Halford)	60
Frederick (P. Smith)	72
Gertcha (Hodges/Peacock)	42
Get Dancin' (M. Jones/N. Simon)	44
Get It Up For Love (N. Dohery)	62
Goodnight Tonight (P. McCartney)	40
Gully (Mike Oldfield)	26
Half Way Hotel (P. French)	47
Hallelujah (Shimrit Orr/Kobi Oshrat)	69
H.A.P.P.Y. RADIO (E. Starr)	24
Haven't Stopped Dancing Yet (Gloria Jones)	63
Hooray Hooray It's A Holi Holiday (Farian/Jay)	17
Hot Stuff (Bellotte/Mayer/Sorey)	11
I'd Be Surprisingly Good For You (Rice/Loyd Webber)	65
I Don't Wanna Lose You (D. Most/S. Glen/N. Burns)	55
I Fought The Law (Various)	32
I'm An Upstart (Thomas Mensforth/Raymond Cowie)	64
Is There Anybody There (Schanke/Meinel/Rarebell)	39
I Want You To Want Me (R. Nelson)	29
Jimmy Jimmy (John O'Neill)	20
Knock On Wood (Steve Cropper)	14
Let's Lovedance Tonight (E. Matthew/G. Turner)	57
Life Begins At The Hop (C. Mouldina)	67
Living On The Front Line (E. Grant)	48
Love Song (Scabies/Sensible/Vanian/Ward)	22
Love You Inside Out (Gibb Brothers)	46
Masquerade (Jobson/Adamson)	21
Maybe (T. Pace)	49
Nice Legs Shame About Her Face (John Ford)	23
Richard Hudson (J. Lynne)	37
Mindless Boogie (Brown)	52
One Way Ticket (Hunter Keller)	13
Up The Junction (Difford/Tilbrook)	50
Paradise Skies (Mitchell/Dubois)	61
Parisiennne Walkways (Phil Lynott/Gary Moore)	60
Pick Me Up I'll Dance (McFadden/White/Rose)	54
Pop Music (Robin Scott)	3
Prime Time (Tubes)	34
Razzle Dazzle (R. Temperton)	59
Reunited (Dino Fekaris/Freddie Parrin)	4
Ride The Groove (L. Dance/C. Hill)	75
Ring My Bell (F. Knight)	19
Roxanne (Sting)	12
Runaway (Gallagher/Lyle)	73
Saturday Night (T. Coakley)	45
Say When (J. O'Neill)	31
Shake Your Body (R. Jackson/M. Jackson)	58
She Believes In Me (S. Gibb)	68
Shine A Little Love (J. Lynne)	16
Some Girls (Chapman/Chinn)	43
Sunday Girl (C. Stein)	1
The Logical Song (R. Davies/R. Hodgson)	35
The Lone Ranger (Perry/Morais/Hine/Warner/Machver)	9
Theme From Deer Hunter (S. Myers)	41
The Number One Song In Heaven (Russell & Ron Mael)	18
The Worker (J. Watts)	56
We Are Family (Rodgers/Edwards)	33
Who Were You With In The Moonlight (Courtney)	30
You And Me (T. Farmer/D. Farmer/Golga)	53

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Daryl Hall & John Oates "Past Times Behind"  
Bing Crosby "A Crosby Classic"  
Tina Turner "Simply Deep"  
Duke Ellington "Festival Season"  
Johnny Cash "From Sea To Shining Sea"  
Johnny Mathis "Close To You"  
Judy Garland "A Star Is Born"  
The Temptations "A Song For You"  
Jerry Lee Lewis "Odd Man In"  
Diana Ross "Love Hangover"  
Demis Roussos "Souvenirs"

Jimmy James "I'll Go Where The Music Takes Me"  
Love Italian Style "Vol. 2"  
Jack Jones "All To Yourself"  
The Fatback Band "Night Fever"  
The Isley Brothers "Twist & Shout"  
Marvin Gaye "Trouble Man"  
Richie Family "Brazil"  
Ike & Tina Turner "Nabush City Limits"  
Shirley Bassey "This Is My Life"  
Paul Anka "Feelings"  
Funkadelic "Greatest Hits"  
Silver Convention "Greatest Hits"  
Maureen McGovern "Academy Award Album"  
Hollies "Greatest Hits"  
Tom T Hall "Faster Horses"  
Johnny Wakelin "Reggae Soul & Rock & Roll"  
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## ANNOUNCEMENT

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You are already using *Music Week* as an advertising medium for your company. Have you ever thought about using it for yourself?

*Music Week* Market Place has already proved that it can sell flats, motor cars and even houses. For example, a recently placed classified ad. from Joe Stanley of Mettle Records selling a 1971 Rolls Royce Corniche resulted in a massive response and an immediate sale.

As a result of this and other successful property/automobile ads we are creating a new section which will give you access to this valuable market at a highly competitive rate.

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Copy date for classified advertisements is 10 days in advance of issue date.  
For further information or bookings please contact me on the above number.

## COPY DEADLINE

*Music Week* would like to remind Market Place advertisers that the copy deadline for all classified advertisements is the Wednesday 10 days before issue publication date and that this deadline applies to advertisements that have already had their insertion confirmed.  
While it may well be possible to obtain advertising space on the deadline day itself this is not always the case and clients are advised to book as early as possible.

## Chris Rea: The Venue

ONE OF the brightest bets for international stardom must be Middlesbrough's local-boy-made-good, Chris Rea, who recently appeared at London's The Venue. Rea follows in the foot-steps of other top rock performers from the North East of England, including Alan Price, Eric Burdon and The Animals, Lindisfarne and John Miles, and there is no reason why he shouldn't be as big as any of them.

To date, Rea has had two albums released by Magnet, Whatever Happened to Benny Santini? and Delics, both produced by Gus Dudgeon. Those albums however, good as they are, do not give any idea of the raw strength that Rea can produce in his music on stage.

With his backing band which featured Norman Nosebait on drums, guitarist Dave Burton, bassist Mick Hutchinson and Graham Watson on keyboards, Rea was on stage for an hour during which he played some magical music.

Sadly, The Venue audience was rather subdued to the extent that Rea's disappointment in their underwhelming reaction was discernible across the floodlights — and an encore was unforthcoming. He even omitted to play his only real hit to date, Fool (If You Think It's Over).

Rea doubtless has a lot to learn about audiences yet, particularly one like The Venue's which is made up of many industry spectators — but musically he's doing fine. His first two albums have merely been the foundation stones — now for the real stuff.

CHRIS WHITE

## Roxy Music: Hammersmith Odeon

THREE YEARS on, Roxy Music returned to London's Hammersmith Odeon, in their new incarnation, and any doubts that a lot of that old magic may have disappeared in the intervening period were quickly dispelled.

Roxy Music remain one of the most enigmatic rock bands in the UK, fronted of course by Bryan Ferry's own peculiar brand of charisma which has more than a hint of menace. Indeed it is impossible to think of the band without him.

Musically, Roxy are probably

now at the zenith of their creativity. Their sound is extremely tight and the newer material, as indicated by the recent comeback album, Manifesto, is evidence that the band's voluntary lay-off, while they all pursued individual interests, has strengthened their songwriting abilities.

The performance included a well-balanced mixture of old and new — Ain't That So, Angel Eyes and Dance Away representing the newer material, Love Is The Drug and Mother Of Pearl were among the older titles.

As for the audience, they loved every minute of it, and Roxy can have been left with no doubts that their return to the studio and stage has been one of the most welcome this year.

CHRIS WHITE

## Rachel Sweet: Nashville

RACHEL SWEET may still be only sweet sixteen, but her voice and stage presentation indicate a musical maturity far beyond those tender years.

A widely-acclaimed disc debut for Stiff last year ensured a full house at the Nashville and the disappointed punters left outside missed a good show. Perhaps trying to look a little too womanly in heavy make up, Miss Sweet started at high pace, really hitting the back of the room with every crystal clear note.

Changing gear, she moved into a southern fried country ballad (actually Elvis Costello's Stranger In The House), sounding almost like a deep throated Dolly Parton. Continuing to show that she is capable of handling a wide range of styles Miss Sweet delivered a delightful bouncing B-A-B-Y, a well deserved chart success, and then slowed the pace down once more with Wildwood Saloon, followed by Who Does Lisa Like — both stand out tracks from her last album.

The backing band, Fingerprutz, signed to Virgin — adapted well but seemed happier when the pace quickened, particularly in the energetic Connection, the current Rachel Sweet single, and the final rocking encore C'mon Everybody.

Happily, the young American lady is bound to enhance her popularity and record sales with more performances of this calibre.

DAVID DALTON

## Cliff Richard: London Palladium

ONE OF the songs in Cliff Richard's recent week-long season at the London Palladium was called My Luck Won't Change, and it seems to be a safe bet that that sentiment is an accurate one for his future until he decides to pack it all in.

Richard is a pro to his fingertips, and takes irritations like late admittance to rehearsals and consequent blunders in the stage lighting in his stride with some impromptu wit which explains the situation without causing offence to anyone.

His programme was a mixture of his old hits, garnished at one point by some very creditable acoustic guitar, and newer material from his Green Light album and Monday Through Friday and The Rock That Doesn't Roll from his next LP.

All good stuff and lapped up by the serried ranks of the faithful and their sons and daughters too. The Peter Pan of pop lives and is looking and sounding as good as ever.

NIGEL HUNTER

## Dobie Gray: The Venue

A BIG man, with a big, melodious voice, Dobie Gray made his first visit to Britain last week, and gave all the fans close enough to London to make it to The Venue for one of the three nights the enormous pleasure of his company.

The only disappointments were that the long set could have been even longer, and that there was apparently not enough time for more songs from his first LP (the deletion of which is causing hair tearing among those who have played their original copy through and would like to replace it).

Despite a throat infection he used his rich vocal abilities to reinforce the impression that his records have already given to a few regiments (if not yet an army) of fans; the quality of the songs is as important to him as his performance.

Swinging straight into You Can Do It, he brought steadily increasing numbers of his audience to their feet, turning the gig into a dancing party to which all were invited.

He held his own in front of a line-up of two keyboards, two lead guitars, bass and drums — a nice, tight outfit, but allowed by the sound man to be dangerously close to overloud for a solo singer.

After Best Of My Love, yet more people got up to dance for an exuberant round of choruses in The Night They Drove Old Dixie Down. In gentle ballad vein he slowed down for Who's Lovin' You and Thank You For Tonight from his debut LP with Infinity, Midnight Diamond.

Those pleading with him for L.A. Lady did not get their way, but howls of recognition and delight greeted the opening bars of Drift Away, and I Can See Clearly Now. He encoored with The In Crowd, and left a glow behind him which needs only to be translated into album sales to make everybody very happy.

TERRI ANDERSON

## The Who: Cannes

ON THE third day of the Cannes Film Festival, hundreds of screen celebrities descended on the tiny town of Frejus, 40 kilometers from Cannes, to see The Who on stage.

As tight and professional as ever, the band went through their old classics. They kicked off with Substitute and Can't Explain, and the songs that Pete Townsend had written ten or 15 years ago for the London pub and club circuit were greeted with rapturous applause.

Initial nervousness was apparent. There were a few false starts and Daltry got into difficulties with his microphone lead, but as they worked their way through Boris The Spider, Sister Disco and Mother Must Change, they settled down to a superb performance — so much so that even Entwistle started to smile.

Pinball Wizard signalled the

start of the laser show, by which time the whole stadium was on its feet, and at the first few bars of magic Bus, the wooden planks which served as seats started to resonate alarmingly. Townsend pirouetted and leapt about and again Entwistle lost his cool and tapped his foot.

Then the last song, Won't Get Fooled Again. After a fast jam, Townsend threw his guitar in the air and joined Daltry at the front of the stage. The applause reached a crescendo as Kenny Jones took a bow. A brief encore of Summertime Blues and they left the stage.

Yes The Who have changed, but for the better. Jones has the talent to take over where Keith Moon left off. Throughout the concert they strived for perfection — and reached it.

Welcome back, The Who, because we've all missed you.

HILARY SENIOR

## Mike Chapman: The Venue

FLEXING HIS performing muscles for the first time in many months Chapman, at the first of the small clutch of gigs he has done while plans are finalised for a proper tour, really only qualified for the good-but-not-great award.

The mechanism which works the audience-contact trick needs to be kept well oiled and there were times when it showed itself to be predictably rather rusty. The tendency to let the concentration slip was mutual. Chapman and his two keyboards men Eddie Spence and Andy Richards often appeared self-absorbed to a point of excluding the audience from their minds, while the audience sometimes repaid the compliment in kind.

The individual and combined skills of Spence (one time member of Gordon Giltrap's band), Richards (ex-Strawbs and Hudson Ford), and Chapman the gov'nor guitarist with his head now in rock and his feet forever resting on folk, can be praised without fear of argument. What the whole thing needed and with musicians with pedigrees like those, what the act will almost certainly get if it stays together — was to become a unit rather than three soloists. And then to reach out and draw the audience in.

Much of the material came from the new Life on the Ceiling album — on which it can be heard without the excruciating shafts of feedback which punctured the air regularly at this first Venue gig.

Of a likeable bunch of songs, including Among the Trees, Nightdrive, The Prospector, Stranger and New York Ladies, the standouts, which probably showed most clearly where Chapman is in musical terms in the late Seventies, were Dogs Got More Sense, Rock 'n' Roll Jigger, How Can A Poor Man, and In The Valley.

Any critic's assessment of his commercial potential would probably draw from Chapman an earthily-expressed request to desist from jesting. He is a great guitarist and pretty good singer and knows it. But he, his music and his outlook on the business are a bit too idiosyncratic for making a near commercial package — and he looks like a man who likes it that way.

TERRI ANDERSON

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# DOOLEY'S DIARY

## Stars pose for posterity

THE LATEST edition of the Guinness Book of British Hit Singles, that exhaustive encyclopaedia of the 6,700 singles which have made the chart since November 1952 — painstakingly compiled by Jo and Tim Rice, and disc jockeys Paul Gambaccini and Mike Read — sports an intriguing cover photograph.

No less than 24 pop stars from the last three decades, the period covered by the book, gathered together to pose for a special picture which is guaranteed a place in history. Present day stars such as Kate Bush, Elton John, Tom Robinson, Billy Idol of Generation X and Bob Geldof of the Boomtown Rats rubbed shoulders with their latter day counterparts including Paul Jones, Mike D'Abo (both ex-Manfred Mann), Dave Dee, Carl Wayne (ex-Move) and Jonathan King.

Going even further back into the mists of pop history, Russ Conway, Cliff Richard, Hank Marvin, The Drifters, Vera Lynn, Johnnie Ray and David Whitfield represented the 1950s.

Amazingly, the total group represented 353 hits which stayed on the chart for 3,581 weeks (nearly 70 years). Of these, 191 were Top 10 hits and 40 were Number One.

A spokesman for the publishers, Grr Books (a division of Guinness) said: "All the artists were delighted to appear on the photograph. The compilers simply called their various contacts and with the promise of champagne and sandwiches, invited everyone to a get-together. It was a good opportunity for many of the artists to meet again their old rivals and mates, and gave the newer names a chance to chat with the older stars."

A PRESTIGE cabaret date at one of the West End's most notable show business haunts is planned for Kathy Kirby, a "golden girl" of the 1960s who has hit hard times of late.

A number of Kathy's show biz friends are determined to give her the break she deserves after several years in the doldrums, and if the plans go ahead, she will appear at the club in the next few weeks before an audience including many leading lights of the music business and show business.

### DATES FOR YOUR DIARY:

September 24 to October 18  
The Music Week Dealer Tour '79

### YESTERDAYS

#### FIVE YEARS AGO

THE GRRC seeks help from the Office of Fair Trading over price-cutting by Smiths and Boots chains . . . EMI is to set up a new record company in conjunction with ex-Bell Records president Larry Uttal . . . A & M acquires worldwide rights to George Harrison's Dark Horse label . . . Phonogram director Roland Rennie moves to Chappell Music . . . Clive Selwood appointed head of UK Records.

#### TEN YEARS AGO

DEALER RAYMOND Laren of the Pop Inn, London E18, wins EMI window competition . . . Michael Freeguard appointed general manager of the PRS . . . Larry Page launches Page Full Of Hits publishing company . . . Polydor and Island share UK release of new supergroup Blind Faith which brings together Eric Clapton, Ginger Baker and Steve Winwood . . . RCA launches new budget label, International.



THE DOREEN Appreciation Society, which began life a couple of years back at a Music Week Broadcasting Forum to honour a certain anonymous waitress, held its first charity supper at Bob Payton's Chicago Pizza Pie Factory and raised more than £1,000 for the Nuffield Hospital for Deaf Children. And especially for the occasion, Chrysalis' Richard Digance performed a new song *The Doreen Song*, dedicated to the afore-mentioned waitress accompanied by most of the founder members of the society, and innumerable knives and forks. Founder members of the DAS are Gillian Reynolds, Aidan Day, Andy Park, Alan Fitter, Michael McDonagh, Bob Payton, Mike Hutson, Delia Hubbard, Michael Peyton, Martin Wyatt, Dick Jordan, Martin Lewis, Avril Barrow, John Cokell and Peter Wagg. Picture shows Digance and friends performing *The Doreen Song*.

## A cracking good start

AN ENTERPRISING new record label based in Bristol, Fried Egg Records, made sure that their formation would be noticed by sending *Music Week* a copy of the first single with a fried egg attached to the cover.

After discovering, to our relief, that the egg was made of plastic, further investigation revealed that the label, formed by Chris David, Ken Wheeler and Andy Leighton, emanates from Sound Conception studios in Bristol and the first release is *I Can't Help It* c/w *Laughbeat* (EGG 001) by a group called Shoes For Industry. John Peel was apparently so impressed he has asked for six more copies.

An accompanying press release states: "Each month we will release Bristol's cream from the UK West Coast scene." And Ken Wheeler adds: "There seems to be a lot of talent coming out of this area at the moment."

The second single from the label scheduled for later this month is the latest offering from Rock'n'Roll/R&B band The Wild Beasts, but the record company eggsecutives are as yet undecided as to what the prefix should be. They are toying with BEAT 001, FRY 001, though it might end up as plain EGG 001.

Distribution for Fried Egg product is currently through one stops such as Bonaparte and Rough Trade or direct from the company at 85 Ashley Road, Montpellier, Bristol 6. Tel: (0272) 554721.

• Just to save orders becoming scrambled it should be made clear that Fried Egg Records has nothing

to do with the Egg label imported by Logo from Barclay in France, which does not use the EGG prefix.

## BBC booty

ALL THE nice girls love a sailor, according to the song, and certainly a lot of the public seem to love the sound of sailors singing. Otherwise last Wednesday's pleasant little lunchtime ceremony aboard the RNRV London HQ vessel HMS *Chrysanthemum* alongside the Victoria Embankment wouldn't have taken place.

A cheque for £1,500 and a specially inscribed album sleeve were presented to Vice Admiral Baird, chairman of the Royal Navy Fleet Amenities Fund, by BBC Records chief Alan Bilyard.

The money was the proceeds of the hit singles, *Sailing* and *The Last Farewell*, plus the documentary album *Sailor*. The singles featured the voices of the crew of the aircraft carrier *Ark Royal*, which is destined for the scrapheap as part of Britannia's current policy of ruling the waves only as far as the 12-mile limit.

Admiral Baird pointed out that the Amenities Fund provided comforts and a few modest extras for the lads at sea and also helped their dependents at home. So the £1,500 was more than welcome.

None of us landlubberly guests dared to say "Hello, sailor" to any of the burly RN types present (which included three former *Ark Royal* captains), and Alan Bilyard resisted Dooley's prior suggestion that he should hire a parrot to perch on a naval shoulder and squawk "Pieces of eight!" as the cheque was handed over.

JOHN WILLIAMS' Cavatina hit single must break all records as a "sleeper" as it was originally released on Cube BUG 80 back in 1971 and has never been deleted.

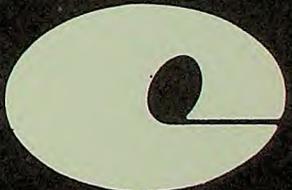
EXPECT IMMINENT announcement from Ariola of large-scale development of company in the UK . . . . . And what conclusions can be drawn from the number of Deutscher-spending visitors to Mitcham area recently? . . . . . Despite his long-running battle with the PRS, Trevor Lyttleton still finds time for songwriting and he has a song (co-written with Dick Vosburgh) called *I Love A Film Cliche* in the hit musical *A Day In Hollywood, A Night In The Ukraine*, and is assisting negotiations to take the show to Broadway . . . . . You think you've got problems? — We hear one record company in America had more records returned than sold in last quarter.

BILLED AS "the most expensive film ever made", The Space Movie with music by Mike Oldfield and the RPO was produced by Virgin chairman Richard Branson and MD Simon Draper and premiered at Cannes last week . . . . . To ensure no one had a scoop with the new ELO album, Jet delivered copies simultaneously to all radio stations at precisely 4.30 pm last Wednesday . . . . . Dana now being managed by Jo Lustig, and another of his clients, Barry Blue, in America producing Cheryl Lynn . . . . . Radio One DJ Paul Burnett presented with a silver gun by Electric Records for making *The Lone Ranger* his record of the week.

DECCA MARKETING director Peter Goodchild leaving the company to run an up-market grocery and wine business in Pusey, Wiltshire, and says he will be happy to supply wine to ex music biz colleagues but his terms are strictly cash — not albums . . . . . After recent successes with Bing Crosby, Connie Francis and Frankie Laine, expect producer Ken Barnes to breathe new life into Jack Jones' recording career, and he's also working on Peter Sellers' first LP in 15 years . . . . . A son Peter to Laurie Mansfield and wife Ann.

BOTTLES OF tomato ketchup and English mustard accompanied Elton John on his Russian tour, and he tied up one of the few telephone lines between Moscow and London with call to hear English football results . . . . . Two Arista people moving on: US label manager Jack Stewart Grayson and dealer liaison officer Annie Benson . . . . . Arthur Murray dance schools now teaching the street hustle complete with battery-powered light-up shoes at £69 per pair . . . . . LWT's South Bank Show had interesting item on Rough Trade specialist punk retail/wholesale/recording business . . . . . DJM welcoming back California-based British blues stalwart John Mayall with Venue party . . . . . and *Zigzag* magazine celebrating 10th birthday there this week . . . . . FOOTBALL: Our Price 10 Lightning 0.

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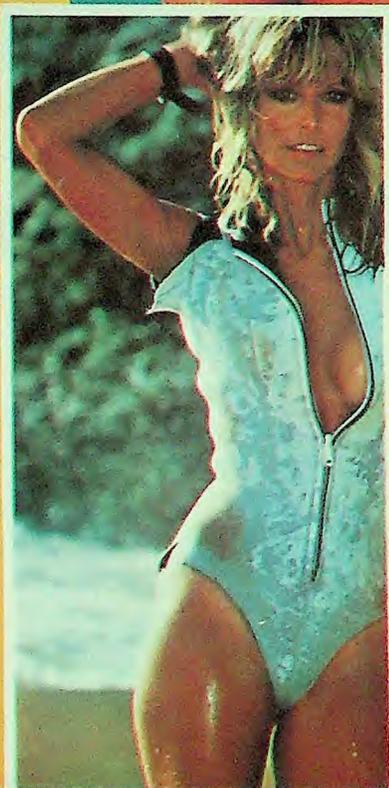
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