

RECORDS · TAPE · RETAILING · MARKETING · RADIO & TV · STUDIOS · PUBLISHING

MUSIC WEEK

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

NEW CHART SERVICE

A NEW *Music Week* dealer service beginning next week will enable readers whose copy is delayed in the post to hear the Top 75 chart placings on a telephone recording.

Late delivery of *Music Week* is almost always caused by Post Office delays. Except on very rare occasions, *Music Week* is printed on schedule every week and is collected by Post Office vans from our printers in South Wales every Tuesday afternoon. But we are aware that a small percentage of readers do not always receive their copies the next morning.

This can be particularly frustrating for dealers who rely on *Music Week's* industry chart for estimating orders.

We have therefore installed a multi-line Ansafone system which will dictate the latest chart positions to up to 40 callers every three minutes. Dealers whose *Music Week* does not arrive on a Wednesday morning can, from next week, dial 01-855 7711 to hear this service. All you need is a copy of the previous week's *Music Week* chart. The recorded-voice will read out the new positions and you simply write these alongside last week's numbers in 1 to 75 order.

We make no charge for this service which is unique to *Music Week* and we hope that you will not find it necessary to use it, but just in case, write down that special telephone number now and keep it by your telephone.

• The charts on Prestel — see Dooley's Diary.

Morris faces the music

THE SECOND national *Music Week* Dealer Tour rolls off around the country next Monday visiting nine major cities and bringing the record companies to the doorsteps of dealers throughout the country.

This year there are more exhibiting companies, improved facilities and, in some areas, special coach services to enable dealers in outlying districts to visit the venues.

And among senior record company personnel on the tour will be Polydor Records' managing director A. J. Morris on a personal meet-the-dealer pilgrimage specifically to talk about what he delicately describes as his company's "policies".

Undoubtedly most dealers will wish to tackle him on the sensitive subject of Polydor's decision to reduce dealer margin and Morris has specifically requested a simple stand with just a few chairs so that he can sit and engage in dialogue with visiting dealers.

Morris will also be accompanied by deputy managing director Tom Parkinson, who next year takes over the new Polydor/Phonogram joint sales and service division. Due to

previous commitments Morris will not be at the Brighton or Leeds venues.

Other companies will be using the Dealer Tour to promote new autumn product with video presentations and personal appearances by artists. There will be opportunities to place orders or discuss problems with more than a dozen record companies and wholesalers.

Dealer Tour dates: Bristol (September 24), Brighton (26), Newcastle (October 3), Glasgow (4), Leeds (8), Manchester (10), Liverpool (11), Birmingham (15) and London (17 and 18).

• See centre pages for special Dealer Tour supplement.



LIONEL BART (right) proudly holds his BMI award for over one million US broadcast performances of his song *As Long As He Needs Me* presented at the BMI awards luncheon last week. With him (from left) are publisher David Platz, BMI European consultant Bob Musel and BMI president Ed Cramer. See Publishing, Page 12.

K-tel's £3 million bonanza

by DAVID DALTON

UNABASHED BY the current TV blackout, K-tel unveiled grand plans at the company's sales presentation in Malta last weekend for a massive autumn TV assault with a total projected advertising spend of just under £3,000,000.

The company aims to match that huge outlay with projected sales of

more than 3,500,000 units and spearheading the campaign will be compilations featuring Elvis Presley and The Moody Blues.

But K-tel UK managing director Colin Ashby provided a gloomy forecast for a return to work by the TV technicians when he told *Music Week*: "I personally would not be surprised if they stayed out until the end of October. I understand that Thames could get back on air almost instantly in the event of a settlement, while the other companies would take about a week."

Ashby revealed that in the event of a continued blackout: "We are

preparing alternative strategy which includes press, radio and promotion. By pursuing those activities the new Don Williams album — *New Horizons* — has already shipped gold. Williams is about to tour the country and the LP will do well without TV.

"As soon as the stations are back on the air we will be hitting very hard. We're very lucky that we've bought very heavily right until Christmas. In the past we have tended to plan in the short term, but this time, because we did commit

TO PAGE 4

Decca exposed to bids

By our City Correspondent

DECCA, the records to radar electronics company, made a net loss in its last financial year of £5.26m., compared with pre-tax profits the previous year of £12.3m. At the halfway stage profits were down from £5.2m to £2.46m so the group lost £6.46m in the latter half of its year to March.

In January, with ten months of the year elapsed, Decca warned of "considerably lower" profits. But there was no suggestion of a loss and the pill was sugared with talk of big new defence orders. City

expectations were of profits of £7-10m for the year.

The 'A' ordinary shares trashed 30p to 245p on the loss announcement — but rebounded just as quickly on Decca chairman Sir Ted Lewis's admission that "a good bid for the television business or some form of co-operative venture might be considered". In City eyes the For Sale signs are clearly posted at Decca and there is speculation as to whom might actually bid for the company, which is

TO PAGE 4

Stop Press

JET RECORDS chief Don Arden says he is to sue reporter Roger Cook, Lynsey de Paul "and others" following the Radio 4 Roger Cook Reports programme broadcast on September 9 (*Music Week*, September 15).

Arden has retained the services of American attorney Marvin Michelson.

EMI—a relieved jilted bride?

by RODNEY BURBECK

YOU MAY not have actually heard whoops of delight and popping champagne corks over Manchester Square way last Thursday when news broke that the EMI/Paramount deal was off, but you can bet that none of EMI's music executives was shedding a tear.

It would have been a torced marriage anyway and English EMI, jilted at the altar by big, bold American Gulf and Western, just sighed in relief at her narrow escape from a relationship which probably would never have worked.

As the date for the wedding approached, EMI's music men grew increasingly nervous that the proposed 50-50 partnership would result in the Americans playing a dominant role. But the Americans backed off as the music industry as a whole continued its downturn and Lord Delfont stuck his heels in and refused to negotiate much below the original £70 million asking price.

The terse statements which ended the deal indicated

that Paramount still intends to get involved in the music business in some way, while Delfont dodged the flak by decamping to the South of France and said that sucks, yah-boo, he'd had other ways of raising the money up his sleeve all the time.

But it seems certain that Delfont is now looking at other bits of EMI with which to raise much-needed capital and the music division can breathe again. Meanwhile the music people have learnt a salutary lesson from their summer flirtation and have used the ogre of a take-over bid to wield swingeing economies in staffing, artists' roster and running costs.

With the benefit of this leaner framework and the determination to keep the EMI Music Union Jack flying around the world, we could see the company re-asserting itself in the record market next year. Or as one Manchester Square staffer put it last week: "Now that little drama is over we can get back to making bloody records."

THE NEWS IS OUT



Andisgarne
The News

THEIR LATEST ALBUM, THE NEWS, ALBUM 9109 626 CASSETTE 7231 439

SEE THEM ON TOUR



Ad back-up for RCA's Sad Cafe

RCA IS backing the new album from Sad Cafe — Facades — with full page ads in the trades and consumer press running for six weeks and the consumer ads will be taken in conjunction with Boots, W. H. Smith and Virgin retail outlets.

The first 20,000 pressings will be in blue vinyl. There will also be a series of radio commercials.

Also coming in for special treatment from the company is the Gem single from Jimmy Lindsay — Where Is Your Love — which will be pressed for a limited edition in the Rasta colours of red, yellow and green vinyl. Seven and 12 inch versions will each have full colour sleeves and the disc is backed by extensive advertising as well as disco promotion.

THE GREAT RRP DEBATE—
See Letters page 46



AFTER MORE than 20 years with Pye Records, Tom Grantham, head of special projects, has retired from the company — although his association will continue in an advisory capacity. Chairman Louis Benjamin and the directors of Pye presented him with a video machine at the conference dinner. Pictured left to right are: Derek Honey, joint md UK, Roy O'Dwyer (successor to Grantham), Walter Woyda (joint md, international), Benjamin and Trevor Eyles, sales and marketing director.

Investments paying off for A&M

WHAT HE termed as "A&M's artistic investment" of the past three years is now coming to fruition, according to new A&M UK managing director, Glenn Simmons, addressing the company's recent sales conference in Killarney, Eire.

He cited current chart placings for Squeeze, Police and the Dickies and he was speaking after the assembly had been informed that A&M's singles sales tally this year has already exceeded two million.

Newly appointed senior vice-president Derek Green declared that A&M was in the privileged position of being master of its own destiny and not at the mercy of the industry problems at large.

"Our success will be judged by taking a larger slice of the cake, which is market share, and the hits it takes to get that share."

Sales director, Bill Groves,

underlined Green's remarks, and traced the company's progress over the four years since it established its own sales force. A&M's current market share is almost three times the best previous year for both albums and singles, he added.

Marketing director, John Cokell, and A&R director, Mike Noble, introduced the autumn album releases carrying through until Christmas.

Among them are Live And Learn by Elkie Brooks (AMLH/CAM 68509), produced by Lieber and Stoller in Los Angeles and released this Friday (21) with a major marketing campaign in support, including trade, music and national press ads, window displays and a 24-date national tour.

There will be six releases on October 5. Joe Jackson's I'm The Man (AMLH/CAM 64794) will contain 10 new songs following the breakthrough of Is She Really Going Out With Him, and will be backed by radio and consumer ads, nationwide window displays, plus a projected tour when the band returns from its current US engagements.

Regatta De Blanc by Police (AMLH/CAM 64792), following up the single success and Message In A Bottle, will have a full-scale marketing campaign including whole page press ads, radio ads and window displays.

The rest of the October 5 release will be Cornerstone by Styx (AMLK/CKM 63711), Satisfied by Rita Coolidge (AMLH/CAM 64781), a debut album by singer-songwriter Brenda Russell (AMLJ 739) and a compilation album including Police, Squeeze and Joe Jackson with material not otherwise available. This is entitled Propaganda (No Wave 11) (AMLE 64786) with a special RRP of £3.18.



SAM MORTIMER (right) has joined Andrew Heath Music as a director of the company responsible for its administration and financial affairs. Mortimer and Heath (left) previously worked together 10 years ago at RSO when Mortimer was in charge of the group's administrative affairs and Heath was professional manager of the publishing companies.

Spoken word decision

ARGO RECORDS, one of the UK's leading spoken-word record companies, is switching to a policy of cassette-only releases this autumn. First releases under the new policy will be Stella Gibbons' Cold Comfort Farm read by Prunella Scales and three Shakespeare plays, produced for the educational market and designed as study aids.



JACK HUTTON, managing director of Music Week Ltd, Spotlight Publications Ltd. (Sounds, Record Mirror and Hi Fi For Pleasure), and M.S. Publishing Ltd. (Over 21), has been appointed to the main board of Morgan-Grampian Ltd, parent company of the magazines. . . . Graham Walker to get general manager of TTC Music, where he will be responsible for all music activities relating to films and TV. Walker was previously head of music at Granada TV . . . Bob Nolan who has spent six years with Phonogram, including one year as the international product manager in Baarn, has moved to Ensign Records where he has been appointed international manager.

Argo, the longest-established spoken-word company, has for years released product on both record and tape. However a spokesman said: "The market for such product has swung increasingly to cassette over the last few years, so in future our policy will be to release all such recordings on cassette, making disc releases only where it is commercially appropriate."

He continued: "Our competitors concentrate on a much narrower range of product than Argo — in particular they largely neglected the educational market. The pricing policy of our main competitor is a cause of concern which is well understood. However, it would be a mistake to compete on price for product which is not susceptible to mass-market selling."

"For this reason, although we have plans to approach the educational market in a competitive way early next year, we will continue to price educational recordings at similar prices to those now current."

'I Should Be Dancing'

is the new single from

The Emotions

...It's a mover!

Following their success with Earth Wind & Fire on Boogie Wonderland, this single is produced by Maurice White and features members of the band.

From the Emotions forthcoming album 'Come Into Our World'.



Single: I Should Be Dancing CBS 7869



NEWS

Grant to Epic for the USA

EDDY GRANT has signed to Epic Records in America and is pictured in New York with, (l to r) Tony Calder (Grant's business consultant), Don Dempsey (senior vice president and general manager, Epic), Grant, Vernon Slaughter (head of black music promotions, Epic), and Dick Wingate (Epic A & R manager). Grant's latest release *Walking On Sunshine* has just been shipped in the US and the album of the same name will follow in the UK, Europe and America on October 1.



Independent status important says Hansa's Meisel

WITH A total of 75 million singles and albums sold during the last 12 months, delegates attending a Hansa Productions conference in Bagshot, Surrey, last week were in more than optimistic mood. The occasion was to outline future activities and unveil product by such Hansa names as Amii Stewart, Sarah Brightman, Andy Lloyd and Precious Wilson.

Peter Meisel told the delegates, who came from Germany, the Benelux countries, France, Spain, Mexico and Australia, that it was important for Hansa to retain its status as an independent.

"We have, of course, two very good deals with WEA and Ariola

— they are important to us and have proved to be strong partners. However, Hansa is still open to do business with any other label, no matter how small," he said.

"We will continue to place out acts with those labels that we feel can do the best job."

Meisel continued: "In Europe, Hansa has built an image of producing a lot of black disco music and while that is good, we are also involved in other areas of music and constantly branching out into new directions.

"For instance, I am convinced that it is only a matter of time before Japan break big in the UK — it has been happening elsewhere in the world — and we have also signed another good band called Angletrax, who are going to be very big."

He added: "Make no mistake, there is a lot of musical talent in

Britain, probably more here than anywhere else. And a lot of it is right for the American market. We will be able to break British acts in the US during the coming years and in fact in all areas of music."

Trudy Meisel unveiled imminent product including the Boney M album, *Oceans Of Fantasy* and singles by Andy Lloyd, Viola Wills and Amii Stewart. Pointing out Hansa's success record with artists, she revealed that in the nine months since Amii Stewart first broke with *Knock On Wood*, the singer has sold 4.5 million copies of that record and 1.2 million of the follow-up, *Light My Fire*.

Stewart has also sold two million singles. She predicted that the third single, *Jealousy*, would also be an international hit.

Manilow EP

IN A promotional move to stimulate interest in the new Barry Manilow LP entitled *One Voice*, Arista is pressing 2,000 four-track EPs culled from the album specifically and exclusively for distribution to retailers. The Tandem sales force will start delivering the EP to dealers at the end of this week as a trailer and appetiser for the album (SPART 1106) which is scheduled for simultaneous release here and in the States on September 28.

Fusion label launched

REDIFFUSION RECORDS is launching its first pop label, Fusion, this Friday (21) with a single by singer-songwriter and ex-journalist Robert Rigby entitled *Let The Music Play* (FUS 001).

Rigby has written a rock opera based on the Nativity called *Rock Star* and an album of the work will be released for the Christmas market, plus a single cut entitled *Nativity Song*. Another Rigby album is planned for the New Year and he is forming a band for a UK tour.

Pinnacle is distributing Fusion, which joins the Rediffusion stable of Aurora, Heritage, Legend, Royale classical labels, the recently launched MOR label Rim and distributed labels Supraphon and Tuatha.

The RRP for Fusion singles is £1 and there will be three Fusion LP series. The 3000 line has an RRP of £3.25, the 5000 £3.75 and the 7000 £4.75.

News in brief...

CREOLE RECORDS and the retailing chain Debenhams join forces for a new single, *Just In Love*, by 22-year-old Sonia Jones. The disc, catalogue number CR 175 and available in a special bag, will be used for the promotion of Debenhams' *Just In* boutiques throughout the country. It will be available through all retailers as well as Debenhams' own record departments.

Creole joint-managing director Bruce White said: "The record will feature in the £30,000-worth of radio advertising that Debenhams is taking to promote the boutiques.

PINNACLE DISTRIBUTION is to handle the jazz catalogue of Mosaic Records, the MOR catalogue of Look Records of Huddersfield, and the jazz releases from Hobo Records.

ROCKBURGH RECORDS has concluded a deal with EMI Australia to license Australian rock band JoJo Zep and the Falcons for the UK, USA, Japan and certain European territories. Available here through Charmdale.

THE BAND Def Leppard has been signed to a recording deal by Phonogram via MSB Management.

THE ENTIRE back catalogue of Rory Gallagher, formerly with

Polydor, is re-released by Chrysalis this week following release of Gallagher's new album *Top Priority*. The six catalogue albums are: *Blue Print*, *Deuce*, *Irish Tour '74*, *Live In Europe*, *Rory Gallagher and Tattoo*.

THE KINKS' American-made album *Low Budget* — the first they have made outside the UK and their biggest ever hit album in the States — is now available here on Arista. A single, *Moving Pictures*, is available in a special bag.

REGGAE COMPANY Burning Sounds has signed Fungai Malianga to an exclusive three year recording deal and is now recording his first release for the label.

MAGNUM ASSOCIATE Promotions has been retained by Charisma Records to handle regional radio and dealer promotion for the Dazzlers' single *Feeling Free* and to look after the band's PR during its tour with XTC. MAP is also representing Inferno Records for regional promotion of Gloria Jones' *Tainted Love* and Short People's *Why'd You Put It To Me Baby*.

INDEPENDENT GREEN-SLEEVES label planning big promotion for debut album by Wolverhampton reggae band Capital Letters, titled *Headline*

News (GREL 7), released next week. There will be flyposter campaign in all major cities plus advertising in trade and consumer press, distribution of 10,000 badges and "extensive discotheque promotion".

TROJAN IS mounting an advertising campaign around the compilation double album *Rebel Music (TRLD 403)* plus a "massive mail shot" to dealers. The album has 29 tracks of reggae music from the years 1970 to 1976 including Peter Tosh, Big Youth, Dennis Brown and The Heptones.

WELSH SINGER Iris Williams has signed to EMI Records following "over 2,000 inquiries" after a broadcast on Kevin Morrison's *Saturday Morning Show* on BBC Radio 2 where she sang a version of *Cavatina* which will be rushed out as a single entitled *He Was Beautiful (Cavatina)*.

ADRIAN MUNSEY, who released the eccentric *The Lost Sheep* and *C'est Sheep* on Virgin with sheep choruses on both records, has formed his own label called My Records. The first release is his own song co-written by Donald Fraser *The World Is Moving On* sung by Daphne, and is released September 20, distributed by Pinnacle.

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Now concerts hit by slump

THE MUSIC industry problems are beginning to reverberate in the corridors of concert promoters, although Britain's leading pop and rock impresarios remain relatively confident for the future.

Among the casualties of rising costs and higher artist fees is Fred Bannister, promoter of the annual Knebworth open-air festival reported to have put his company, Tedoar, into voluntary liquidation.

The Bannister news echoes fears that the live entertainment industry, in line with the record business, is undergoing a recession. It is understood in the case of Bannister that he lost heavily at this year's Knebworth event which featured Led Zeppelin as the headlining act. But some promoters are optimistic for the future. One, Derek Block, commented: "Business is as buoyant now as ever it was. I'm confident for the future of live pop and rock concerts."

Another promoter, Andrew Miller, was more cautious. "There is no doubt that the recession is making itself felt and some bands and artists are finding it difficult to sell out. However, the Gallagher and Lyle tour which I am promoting was sold-out eight weeks in advance and Supertramp sold out their four Wembley dates within the week. The problem is VAT — I believe that most promoters are like myself and have not passed on the increase to

the punter. They are afraid to."

Ric Dixon, of Kennedy Street Enterprises in Manchester, said: "Costs are rising everywhere in the world, but I believe that British rock and pop fans are still getting a good bargain. Certainly ticket prices are highly competitive with what is charged on the Continent, but they have to remain realistic."

Mel Bush also reported the concert scene as being "healthy" and said that there was a lot of supply and demand, but he warned that the rising costs of tickets could deter people from seeing live entertainment. "It costs a lot of money to stage a pop show and some promoters are going to have to have a 100 per cent attendance in order to break-even. If they only get 85 per cent then they are going to lose a lot of money."

"I think that most concerts, however, are still value for money and promoters are endeavouring to keep costs down. For instance, I believe that there is something like a £3.50 top for the Boomtown Rats tour. Most people usually equate the price of a concert ticket with the cost of a full-price album, but in fact they are often cheaper now."

A spokeslady for Bannister said this week that she could not comment on the liquidation stories, although Bannister would make a statement shortly. In one story, Bannister was quoted as blaming rising costs and high fees being demanded by top groups.



FRONT PAGE of the BPI Review — a new quarterly magazine reflecting the work and views of the British Phonograph Industry.

WEA's autumn product

PRODUCT PREVIEWED at the recent WEA sales conference included six albums covering classical music, folk songs, ethnic music and medieval music on the Nonesuch label, introduced by marketing projects manager Ian Walker.

Due for November release, they are: Rivers Of Delight, American Folk Hymns from the Sacred Harp; The English Lute by Paul O'Dette; Sing We Noel by the Boston Camerata; Robert Schumann Duets by Gilbert Kalish and Leslie Gunn; Joseph Haydn Piano Music by Gilbert Kalish; The Devil's Trill and other 18th Century Virtuoso Sonatas for Violin by Sergiu Luca; and, in the Explorer series, Africa: Ancient Ceremonies, Dance Music and Songs of Ghana.

Walker also covered five October releases on Enigma, comprising

BPI improves research

THE BPI this week launches its quarterly magazine, *BPI Review*, for circulation among member companies and the media and reveals that the statistics sub-committee is seeking ways of improving its research information to include a breakdown of sales by music category, budget and full price albums and 12" and 7" singles.

"Other information which would give a far greater insight into the structure of the record business would include assessment of the number of deleted items which find their way back on to the market," says *BPI Review*.

"Returns are always a contentious issue and it is hoped that future surveys will throw light upon the number of genuine faults which are returned to major distributors."

The eight-page magazine also highlights the future of the video disc and tape, a complete list of platinum, gold and silver awards for the first half of 1979, the working of the IFPI and a tribute to retiring director general Geoff Bridge by his successor John Deacon.

Introducing the magazine BPI chairman L. G. Wood writes: "Communication plays an important role in any business. It helps to promote unity and understanding and therefore when an industry is faced with the sort of problems that ours is, I believe the role of communication becomes even more vital."

Beethoven Piano Sonatas played by John Lill; Apollo & Orpheo and Mendelssohn works by the St. John's Orchestra; Schubert's Octet by the Music Group of London, and Berlioz's Symphonie by the Philharmonia Orchestra.

● Sire general manager, Jonathan Clyde, revealed details of an extensive campaign in support of the Undertones, who begin a UK tour in Bristol on September 30 and conclude it at London's Rainbow Theatre on October 30.

On October 5 their first LP, Undertones, will be deleted to be replaced with a newly packaged album with the same title in a new full colour sleeve and including the previous material plus the "much requested addition" of the original versions of the group's first two singles, Teenage Kicks and Get Over You, and a substitution of the single version of Here Comes The Summer for the one on the original album.

The LP will sell at an RRP of £4 for the duration of the initial sell-in period.

● The Searchers have been signed for the world by Sire chief, Seymour Stein, and have recorded a self-named album at Rockfield Studios produced by Pat Moran.

● Talking Heads will tour in November and a new single, Life During Wartime from their current album Fear Of Music, will be released on October 7. Another LP by the Ramones, produced by Phil Spector, is due after Christmas, and the Pretenders — described by Clyde as "one of our most interesting and exciting new acts" — are currently recording their debut LP with Chris Thomas.

● Four "prestigious" UK original soundtrack compilations taken from Warner Bros movies will be released in November. They are Great Warner Brothers Dramas, Action Movies, Love Themes and

Spectaculars. The packaging will contain comprehensive sleeve notes and the LPs will carry a mid-price RRP of £3.70.

● The Beggars Banquet presentation given by Geoff Grimes included a film clip of Gary Numan performing Cars for promotional and in-store use. New BB product forthcoming is an album, Listen To The Silence, by the Doll, Frustration by the Car-pettes and a Merton Parkas LP, Face In The Crowd, scheduled for November.

● Elektra / Radar / State general manager, Stuart Hornall introduced First Offence, the debut LP on Radar by the Inmates produced by Vic Maile and due for release on October 5. Hornall also disclosed the long-term signing of 999 to Radar, and he played new tracks by Rokotto, Natural High, Patchwork and newcomer Paul Brooks on the State label.

Decca up for sale

FROM PAGE 1

currently capitalised at £50m.

EMI would at one time clearly be a front-runner. Racial now occupies pole position. It has the sort of glamorous share rating that would support a bid and Decca's radar would slot in nicely with its own defence interests. GEC has plenty of cash and interests in both capital goods and consumer electronics. Plessey could integrate marine radar, but pulled out of consumer goods many years ago, and Philips Lamps must be in the running.

"There is something very wrong with the management of the company," said a City observer pointing out that the three factors which Decca blamed for its shortfall — the strength of the pound, rising labour costs and higher interest charges — were common to all sectors of industry.

K-tel's album bonanza

FROM PAGE 1

ourselves back in June, we have plenty of airtime at the right time.

"In terms of budget forecast we are spot on. The reason for that is that we have sold less and advertised less — but that's not our game. The reason why people lease us material is that we're going to promote it on TV and so we want to advertise more and sell more."

The campaign for the Moody Blues album — Out Of This World NE 1051 — will, it is hoped, start in London, Southern, Anglia, Westward, HTV and Channel areas from October 15, reaching Granada, Trident, Stags, Border and ATV on October 29.

A national TV campaign for Love Songs (NE 1062) — the Elvis Presley compilation — begins on November 26 and the tracks include I Just Can't Help Believin', Love Me Tender, It's Now Or Never and Wooden Heart.

Compilations of various artists with the biggest backing from K-tel

are Together (NE 1053) and Christmas Teen (NE 1065) which will both be promoted on ATV, Trident, Granada, Stags and Border TV from November 12 and will reach the London, Southern, HTV, Anglia, Westward and Channel TV areas on November 19.

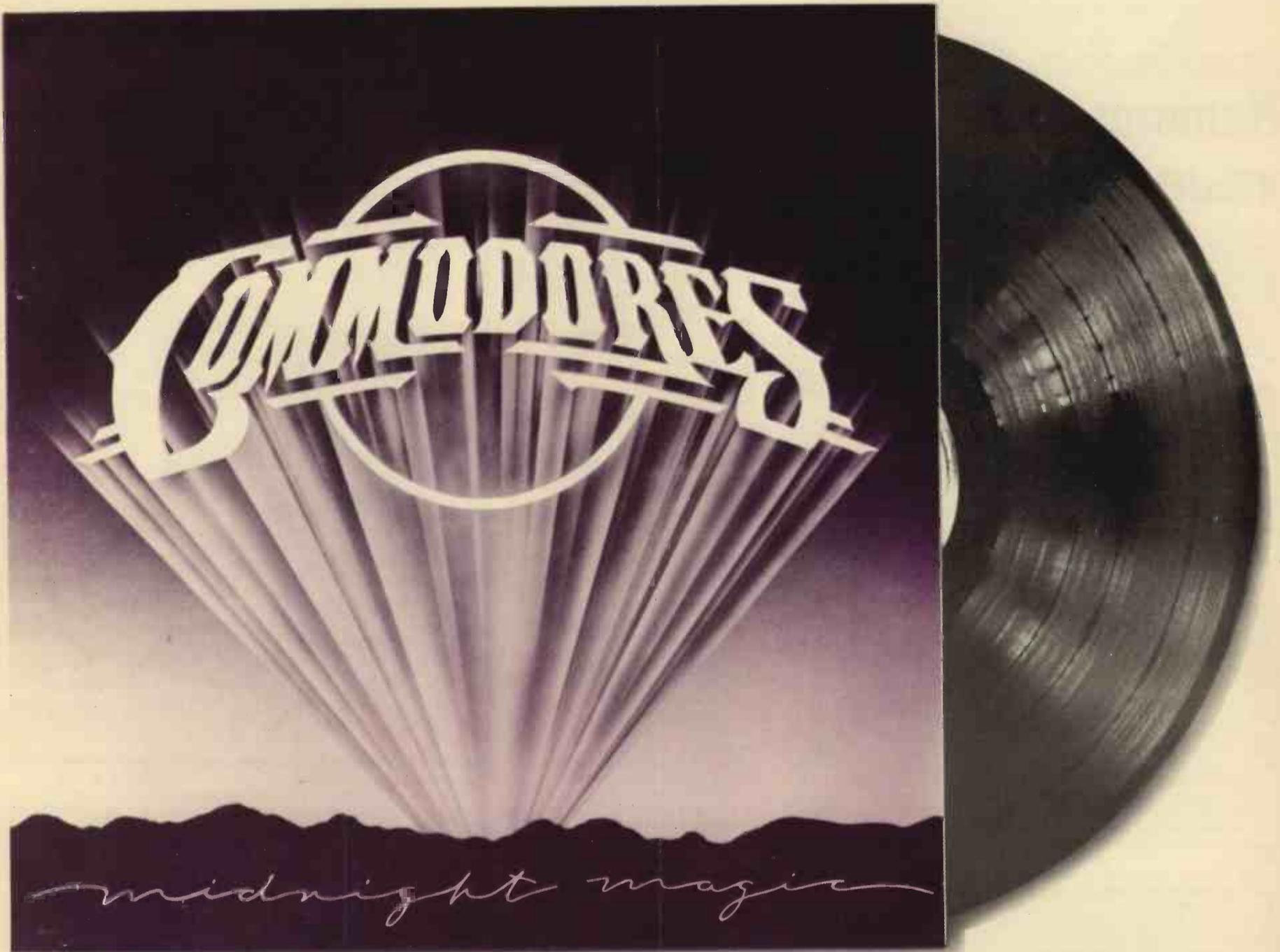
Together features artists such as Leo Sayer, Elton John, Three Degrees, Roberta Flack, Heatwave and Diana Ross, while the content of the Christmas Teen LP — which will include current material — is not yet fixed.

Other albums among the dozen hopefully destined for TV treatment are Love And Understanding (Various), Harry And (Harry Nilsson), Rhapsody In Black (London Symphony Orchestra), Mr Gilbert And Mr Sullivan Present (The Gilbert And Sullivan Festival Chorus And Orchestra), Encore (London Symphony Orchestra), New Horizons (Don Williams) and Seasons (Various).

You made the music. Now film it.

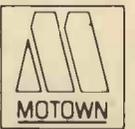
For all your promotional film enquiries, contact Paul Rutherford at EMI on 01 437 8651.

OUR MAGIC CIRCLE KEPT THEM SPELLBOUND IN THE STALLS.



During their recent British tour, the Commodores thrilled 30,000 fans with music from 'Midnight Magic,' their new album.

The result: a massive boost to sales, with 'Midnight Magic' making the Top 20 and a very positive chart entry by their current single, 'Sail On'. Album - STMA 8032 Single - TMG 1155



MIDNIGHT MAGIC. THE NEW ALBUM FROM THE COMMODORES.

RETAILING

DISRAELI IS quoted as saying: "We are, indeed, a nation of shopkeepers." He is now being proved wrong.

Small, independent record retailers in the company of thousands of radio dealers, grocers, delicatessens, butchers, fishmongers, greengrocers, drapers and the like, have their backs to the wall, are facing falling trade and even bankruptcy in the bitter fight along the country's High Streets. The family business is becoming as out of date as steel needles, 78rpm records and tin horn acoustic gramophones.

The old business rivalry between shops and dealers has now been joined by the big battalions of supermarkets, hypermarkets, cartels, discount houses and chain stores. No mercy is shown. Defeated shop owners will tell again and again of vicious price-cutting, the deliberate swamping of independents by chain stores, the bone-stripping discounts which

Hammer discs give value all-round

THE SINGLE that thinks it's an album is a good idea from a small label. It is one that Hammer Records, which was set up by Des Dolan in the late Spring and has been working up to an interesting parcel of autumn releases since then, hopes will benefit the public, the retailer and his company.

The idea for this series of EPs, each with six tracks, in colour sleeve, at RRP £1.65 released this month, came out of the record buyer's need for cheaper product, the dealer's need for decent margins and the record label's need for as much turnover as it can achieve, as quickly as possible.

As Dolan explains: "The EP idea came up because everyone wants value for money. I can't cut my label's RRP or dealer margins, but I can press these seven-inch discs for the same price as a single although it means paying more in royalties, of course."

Hammer is distributed by Pye, and Dolan took some of his inspiration from the Pye Flashback singles series, in that all his Big Six series are handsomely packaged in full-colour sleeves and each set comes with a counter display box. Hoping that the product pleases the economy-minded customer and having done what he can to produce the records cheaply enough to ensure a decent profit for Hammer, Dolan aims to take care of the dealers' pocket by offering an extra 10 per cent discount to those who buy complete sets. "You have to give the dealer something he feels he can move," Dolan believes.

The tracks that Dolan has spent much time and effort in seeking and

BITTERNESS AND regret are understandably the feelings uppermost in the mind of long-established independent retailer JAMES ASMAN. He has within the last few weeks been forced by rising costs, and margins slashed by obligatory discounting, to cut his growing loss at his shop in the City of London. He is closing it down and keeping only his West End premises. His viewpoint is that of a vast number of record retailers: despite the fact that the Government (regardless of political party) has several times in recent years given an adamant "No" to all pleas from the music trade for a return to pricing sanity via the reintroduction of RPM, he fervently believes that it is the trade's only hope. And that the trade must go on fighting for it.

The way for survival

crowd the advertisement pages of newspapers and magazines alike, often dropping the selling price to below wholesale levels.

Famous chains of chemists, booksellers and stationers have been known to use the latest issues of records as enticement bargains, seducing new customers into their stores to buy their ordinary range of goods. One famous store, Marks

and Spencers, has succeeded in making a deal with almost all manufacturers to use back catalogue material for its own "St Michael" label, exclusive to its branches only.

Jack Stevenson, director of the Federation of Medium and Small Employers and membership secretary of the National Chamber of Trade, insisted at a recent MTA forum that the only chance the independent shopkeeper had now was to reinstate Resale Price Maintenance. It was that or the end of the independents, he said.

John Wakenham, Conservative MP for Maldon in Essex, on the other hand, was equally adamant. "Resale Price Maintenance is a political hot potato," he declared. We dealers were told that no political party would touch such an idea. The MTA, on the front of their leaflet announcing the meeting, asked "Discounting and Price Cutting — Does it spell doom for the retail record sector?" Laurie Krieger, managing director of one of Britain's biggest retailing firms, Harlequin, disclosed that he had practically halved the shops in his company and had been forced to offer crippling price cuts.

My own shops, one in the West End in New Row, Covent Garden, and the other in Cannon Street in the City of London, are now in equally dire straits. Both stores now offer an overall 10 per cent discount on all records, and this is taken off the existing profit of approximately 30 per cent. On the new profit margin of 20 per cent the business has to cope with mounting costs. We have now capitulated to the big battalions. The financial draining nearly wiped the firm out after a quarter of a century of trading in both the City and the West End. Three salesmen have lost their jobs. There will be yet another food store, travel agency, Xerox printers, motor showroom, chain store or supermarket in the City.

The purchasing public delight in the retail discount gazumping that goes on. After all, who would object to getting £1 or even £1.50 off a single LP? Or, for that matter, a bob or two off a jar of instant coffee, a slab of plastic cheese or cornflakes? Yet, one day, the Battle of the High Street will be over. The Big Boys will reign supreme. Then, I fancy, the truth will out. The Big Boys will combine, for it is in their nature, and

there will be one of those nice monopolies. Nice, that is, for the Big Boys who will be able to fix prices, charge what they like and dictate effectively to the manufacturers. Just like it was when the big breweries decided to change from real beer to keg and Britain's pub chains moved from traditional ale to fizz pumps with not a single word to the people who should matter most, the customers. It happened in the chain stores with cheese, too. It is not often that you can find rind on your cheddar, merely a plastic skin.

The same sad tale can be told within the record retailing industry. Alongside the adverts for even vaster discounts are the less well boosted new price lists from the record

companies, all regularly announcing rises, particularly on their lesser selling classical, jazz, folk and middle-of-the-road catalogues. Some of the increases are, of course, due to inflation, but not all of them. It is simply a matter of putting on the swings to take off the roundabouts.

Where the record manufacturers are bullied into giving trade discounts up to and above the ordinary for the bulk buying by the chains and the big discounters, they are forced to balance out by raising the "recommended" retail price of their slower moving, more serious lines.

So it is that classic lovers, jazz enthusiasts, folkists and the broad company of middle-of-the-roaders will have to pay through their noses for the mass of discounted pop albums so widely advertised.

The next logical step in this jungle warfare along our High Streets will be the block buying of entire record releases, creating a virtual monopoly for one chain store to sell a new hit release. Nearly 20 years ago I saw a new Elvis Presley single dealt with in the same manner in the States. There are no restrictions laid on the Big Battalions by either Government or by the law. There are no Queensberry rules. I know, I've got the scars to prove it.



INDIAN SUMMER may be gracing much of the UK, but the first promotional snowflakes have already started to fall. Early herald of the commercial festive season is 3M, which has already tied up its Christmas promo packages for Scotch High Energy blank cassettes. One incentive is a free 1980 diary with a three-pack of C90 Scotch HE cassettes. Specially produced for 3M the diary has a section of useful hints for cassette users. The three-packs are to retail at about £4.60, and are supplied for display in a counter top dispenser holding 20 packs. The second 3M idea is a party pack, which offers a free glass (which can hold a floating candle as a table decoration) to the three-pack buyer — who has the choice of C60 or C90 cassettes at £3.40 and £4.60 respectively.

When walls mean profits

CLOSER TO the general idea of record retail accessories than the lingerie which a Surrey dealer has started selling (*MW* September 8) is the pop poster. And posters appear to be a very promising line of merchandise — offering, in the words of Charlie Brown, marketing manager of Pace Minerva, "big profit in a small space".

It is the retailer's need to fight rising overheads and stock costs by using all his shop space to maximum effect which, Brown feels, has led to the expansion of the pop poster industry. The need for a new line suitable for a record store but able to be stocked and displayed effectively in as small a space as possible has been met by companies like Pace Minerva; that company can now claim to be one of the largest poster companies in the world and the major supplier of posters to the retail trade in the UK.

David Mills, director responsible for Pace Minerva worldwide, ticks off some points he thinks the

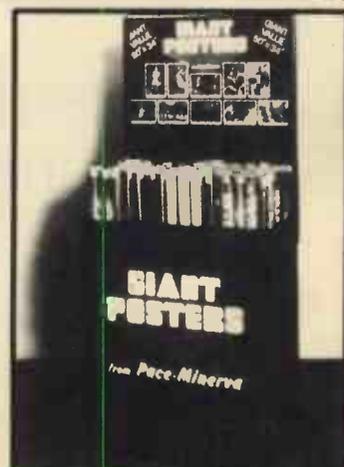
record dealer should note: the range of posters has been developed to meet what the company is sure is a huge potential market within the record buying public — new posters are added to the PM list every month, with 14 new pop personalities being added this month, for example; free compact display units are provided; there is a full efficient merchandising service, with a return facility, designed to ensure that only fast sellers are displayed and sold.

The company has a double identity. Pace is involved with the pop and personality side of the poster business, while Minerva posters — which seem to do just as well in their own market — are of animal, scenic, humorous and general design.

A new range of giant posters was launched in April. The idea has proved a strong one, and 10 new titles are added this month, plus an improved free display unit. Dealer contact at the company is Linda Hearton, who can be contacted at Pace Minerva, 127-141 Leith Walk, Edinburgh. Tel: 031-554 9444.



THE PACE Minerva pop poster browser unit, which displays 60 titles, and has space to stock 540 posters.



THE NEW PM giant poster display unit, which holds 200 posters.

**YOU MAY HAVE
NOTICED THAT THE
FOUR NUMBER ONE
ALBUMS SINCE JUNE
HAVE BEEN MARKETED
BY ONE COMPANY**

"REPLICAS"

Tubeway Army

"THE BEST DISCO ALBUM IN THE WORLD"

Various

"IN THROUGH THE OUT DOOR"

Led Zeppelin

"THE PLEASURE PRINCIPLE"

Gary Numan

All marketed by WEA

We believe this is a new record and with this in mind,
we would like to thank all our artists and customers.
P.S. we haven't done too badly on singles either.

wea

INTERNATIONAL



American
Commentary

THE LONG-awaited CBS pricing restructure was unveiled at the end of last month, although fine points continue to be hammered out and reaction from retailers and wholesalers is mostly favourable.

The changes are a three per cent wholesale price increase for all product lines except seven and 12-inch singles and the Odyssey, Masterworks, promotional and \$5.98 lines. List price rises for Odyssey, a budget classical line, to \$4.98, and for Masterworks, the main classical label, to \$8.98.

There is a reduction of list price on some 200 catalogue items from \$7.98 to \$5.98, and an "artist development" programme that will give one dollar off the cost price for a \$7.98 list release. Limitation of returns will be 20 per cent of gross business including defectives with effect from January 2, 1980, and the "25 free with each 100 pieces billed" policy on singles is being reinstated. The "One free with nine billed" album policy will end, but 120-day dating and guarantee sale on initial shipments continues. Other changes affect minimum order requirements,

service cycles, pick-and-peek charges and exchange policies.

Most retailers accept the price increases as a necessary fact of life, slammed the new returns limits, and applauded both the catalogue markdowns and the artist development programme. Some will pass on the discounts to their customers, but others are taking a wait-and-see attitude.

The most adamantly negative reaction came from the nation's largest rackjobber, Pickwick International (with 400 Musicland outlets), whose president, Chuck Smith, "instructed our buyers to reduce allocations of CBS product by 50 per cent effective immediately".

Smith objected to the catalogue markdowns on the grounds that the price reduction would not result in materially increased unit sales.

"Hence," he said, "the full impact of these moves will be a significant reduction in gross margin dollars available throughout the distribution channel as well as retail."

Smith added that shelf prices will not be reduced until the impact on

Early reaction to CBS price changes

FROM
IRA MAYER
IN NEW YORK

gross margins can be assessed, and labelled both the catalogue reduction and the new returns policy "unfortunate and inappropriate".

All of the CBS changes, however, reflect general industry tendencies. Similar programmes of varying comprehensiveness have been undertaken in recent months by WEA, MCA and Polygram.

THE BATTLE for the assets of Capricorn Records (that is, masters, contracts and studio equipment) has shifted to the courts after Polygram called in its loans to the struggling Macon-based label.

Capricorn is reportedly in debt to the tune of five million dollars, Polygram was unsuccessful in a bid to negotiate a takeover, and the label itself was unable to secure independent financing and distribution.

In the centre of the confrontation is Australian Billy Thorpe, recently signed to Polydor although Capricorn has sued, claiming Thorpe was still under contract to that company. Thorpe's album and single, *Children Of The Sun*, are in the respective charts at 45 with star at the time of writing, with both Polydor and Capricorn copies in the marketplace.

In a related development, Alex Hodges resigned from the Paragon booking agency, which handled all Capricorn acts in addition to others, and formed his own Empire Talent Agency. He takes with him the Allman Brothers Band, the

Charlie Daniels Band, the Atlanta Rhythm Section, the Henry Paul Band and the Winter Brothers Band (no relation to Edgar and Johnny Winter).

BUBBLEGUM PICTURE cards (without the bubblegum) seem to be the new promotional rage. Warner Bros. has been issuing them for several months now with monthly releases — little packets with one card each per album cover and some brief (fine print) biographical data on the back.

Millennium has now followed the same format for its new power pop/heavy metal group, Yipes. Beyond the usual press and promo uses, RCA, which distributes Millennium, is making them available to consumers via radio and retail giveaways, and also flew key radio and retail people to Milwaukee, the group's home territory, for a live showcase at the Palm Club.

Similarly, a packet of picture postcards was sent out with Robert Palmer's *Secrets LP*. Imagine the possibilities for the New York Philharmonic.

Battle on for FM radio licences

From PETER CONYNGHAM

SYDNEY: The big battle is on for the first Australian FM radio licences. There is a long list of contenders for the seven licences to be granted, two each in Sydney and Melbourne and one each in Brisbane, Adelaide and Perth. Among the applicants are a combine comprising Sir Asher Joel, Ampol, Reg Grundy, J.C. Williamson and Col Joy, a consortium of existing stations in the shape of 2UE, 2UW and 2WS applying under the name of Stereo Music Sydney, and a group consisting of radio and TV personality Graham Kennedy, John Laws, Mike Willesee, film company Village Roadshow and Sydney radio station 2GB.

One of the problems in the matter is that the tribunal awarding the licences has ruled that established AM stations cannot apply *per se* for FM licences in areas where they currently hold their AM licences. They can, however, apply in a different state, and this has created the situation where Sydney stations are applying in Melbourne and vice versa.

It is estimated that those gaining licences will need one million Australian dollars as initial running finance. Most of the contenders have large company backing, and have already declared paid-up capital of this amount with larger reserves.

THERE IS a great deal of interest centred on the upcoming Sydney radio ratings due to the large amount on movement among personnel.

Top-ranking 2SM has lost two key presenters in recent weeks, and 2UW has lost its No. 1 draw card John Laws, who has retired but not left the scene (see above). Also the eyes are on 2WS to see whether it can maintain its large percentage of the ratings which it grabbed from under the noses of all the established stations two surveys ago and which it improved upon in the last statistics.

In other exercises, 2UE, ranking No. 2, may well have captured sizeable proportions of the Laws audience, and could well be close to pushing SM out of the No. 1 spot. It has also recently purchased the "mountain" station 2KA, which could give it access to part of the 2WS audience.

Meanwhile, UW has changed its direction to music to challenge both SM and WS, and in Perth 6IX leaped from last to first in that area survey.

FESTIVAL RECORDS in conjunction with Chrysalis recently launched the next Chrysalis batch of releases. The audio visual presentation centred around Vinylman and, of course, Joyce

Dateline: Sydney

Jane complete with colour comic book and serialised presentation on the video screen. The "Man of Vinyl" ushered the audience in an imaginative promotion through clips and tastes of Ian Hunter, Max Gronenthal, Jethro Tull, Leo Sayer, The Specials and Blondie.

TOURING SCENE: South Pacific Entertainment Corporation has announced September 19 as the start of a tour by guitar greats Herb Ellis and Barney Kessel, and the same company has The Coasters on the road this month... Ace have a September tour set for Harry Chapin... Jacobsen-Edgley is touring Joan Armatrading... Gene Pitney is here for the Sydney clubs... Neil Sedaka returns later this year for the Hilton.

THE NOVA Organisation is currently selecting artists for the second Australian Gala Showcase at the American International Musexpo at Miami Beach in Florida. Front runners at this stage include the Four Kinsmen, one of Australia's outstanding vocal groups of the last decade, and John St. Peeters, a young singer-songwriter. The Showcase is slated for November 6.

The Australian Government is taking an active role for the first time with four booths at Musexpo to aid and promote the Australian contingent. Tricia Conyngnam will assist in running the booths as well as hosting the Australian Showcase, which will incorporate special samplings of Australian wines and cheeses with the participation of the Australian Consulate in America.

FINALLY, CONGRATULATIONS to all at Mushroom

Records and in particular its founder, Mike Gudinski, for attaining its one millionth album sale. This is no mean feat for an independent label in Australia concentrating on local artists.

Mushroom owes part of its success to the all-time great results of Skyhooks with three top singles from its *Living In The Seventies* album, which itself has sold 230,000.

Edited by
NIGEL HUNTER



PARIS: The end of the Egg Records competition for US retailers as Marvin and Sherri Craven from Richmond, Virginia (left) admire the Egg symbol in the company of Barclay/Egg international sales manager Cyril Brilliant and international promotion manager Martin Davies (far right). The Cravens took the Concorde trip to a week in Paris in place of their employer Larry Turner, who was unable to go and let his staff draw lots for the treat.

Sidewalk's German debut

From MICHAEL HENKELS

HAMBURG: EMI Electrola is launching a disco label here called Sidewalk under the direction of Walter Puetz, head of the A&R international group repertoire division.

Initial releases will feature Cheetah, a girl duo from Australia, with Deeper Than Love; French jazz singer La Velle with Playgirl; British songstress Jackie, discovered by Cliff Richard, with Under Fire, and the British group with the Spanish name, Gonzales, with Ain't No Way To Treat A Lady.

Dieter Thomas Heck, one of Germany's most popular TV disc jockeys, has been signed exclusively by EMI as a singer. Heck was originally a singer before embarking on his distinctive fast-talking DJ career.

EMI's budget label, Crystal, has released *Songs Of The Pope* — John Paul II In Poland, which features recordings made during his visit earlier this year to his native country when he sang with students and civilians. The LP also includes a symphonic work entitled *The Moment Of The Whole Life*, for which the Pope contributed lyrics, and other symphonic pieces written

by contemporary Polish composers and sacred songs. The symphonic works are played by the Krakow Symphony Orchestra, and the record is believed to be the first musical production in which a Pope has taken part.

Marlis Breuer has been appointed chief of licensed repertoire at EMI Electrola in succession to Jochen Kraus, now head of international A&R in place of Helmut Fest. She was previously label manager for Rak, Rolling Stones and Magnet.

RICKIE LEE Jones, who made her German concert debut at the end of August with dates in Hamburg and Berlin, received a platinum award for her first self-named LP before she caught her homeward flight.

And in another presentation, top German comedy star Otto received gold and platinum discs from British footballer Kevin Keegan in recognition of outstanding sales of his comedy records.

EMI holds Euro meeting

LONDON: EMI Records International Division held a one-day European A&R and marketing meeting in London earlier this month under the chairmanship of Paul Watts, the division's general manager.

Product presented ranged from disco acts featured on the new Sidewalk label through to reggae and new wave material to forthcoming singles and albums by EMI's major established artists. EMI LRD A&R head Tony Squire introduced initial product on that division's new Cobra label.

The second session of the meeting was divided into three regional workshops, enabling everyone to discuss press, merchandising, TV, radio and touring. International division promotion manager Graham Fletcher revealed details of forthcoming tours, including a Cliff Richard itinerary for Germany, Holland Belgium beginning on October 1 with a media show in Cologne.

NORRIE PARAMOR
(1914-1979)

Thank you for
the guidance, the inspiration
and the music.



BROADCASTING

Consultancy boom takes off

AS PREDICTED recently in this column, the radio consultancy boom is beginning and first of the heavyweights to enter the field is Patrick Gallagher, former managing director of LBC and chairman of Radio Sales and Marketing.

He has opened what he claims is "the first full service radio consultancy in the UK".

The new company — Patrick Gallagher Associates — is based in central London and initial clients include several groups applying for new ILR franchises. Also tapping Gallagher's wealth of broadcasting experience are a London advertising agency and two national advertisers wishing to make more effective use of radio.

The company aims to offer expert market research and production input as well as recruitment facilities for senior radio staff.

Explaining his move into this field, Gallagher says: "As a result of my success in restoring LBC to viability, many people have sought my help on a wide range of radio matters. So I decided to fill the obvious gap in the market by providing impartial and expert advice on key aspects of commercial radio."



RIVALRY MET at the annual Sheffield Show earlier this month. For Radio Hallam the show is their biggest outside broadcast of the year, while Radio One's Peter Powell was also there to broadcast his show. Pictured (left to right) are Hallam chief engineer, Derrick Connolly; Radio One producer, Ted Beston; Hallam programme director, Keith Skues; Hallam presenter, Colin Slade.

Capital talks section finished

CAPITAL RADIO is proud of its new purpose built Talks Department, just completed at a cost of £200,000. The new complex relieves serious space problems and will work as a self-contained production unit.

Situated on the ground floor of Euston Tower, the office area consists of an open plan section with three small offices adjoining. The whole area — together with the

Edited by
DAVID DALTON

studios — is fully air-conditioned from a local plant room.

The small studio and associated control room are also served by two self-contained edit rooms. All four rooms have been built to similar acoustic specification and are fully isolated from each other.

The studio control room is equipped with an Alice (Stancoil) ACM series mixing desk with two mic channels, seven stereo line

Hollingdale joins Danube

PAUL HOLLINGDALE, deputy programme controller at Thames Valley, left the station on Friday to join Blue Danube Radio, the Austrian station he helped launch recently.

He says of the move: "I've been with 210 for three and a half years and when this opportunity came up, I felt it was too good to miss. Blue Danube has really taken off and when I was over there, I was escalated into almost star proportions overnight with massive press and TV coverage.

"I will be commuting between Vienna and London every 10 to 12 days and will continue to record my 261 Cinema programme for LBC."

Hollingdale was the first voice to

be heard on 210 and has recently been hosting the afternoon show. For Blue Danube — which he says has an audience of 1,500,000 — he will present the breakfast and midday shows, each two hours long.

Also on the way from Thames Valley — a station which has littered the broadcasting community with its former personnel — is presenter Stephen Crozier, who is going to Capital Radio in South Africa.



TOM BEESLEY

Beesley gets manager post senior

THE BBC has created the new post of Senior Manager, Local Radio, to help run its local radio stations and appointed to the task is Tom Beesley, manager since 1973 of Radio Nottingham.

Beesley will work alongside the network's deputy head, Peter Redhouse, and they will share the responsibility of running the present 20 local stations and taken on the new ones as they develop. They will report to the controller of the BBC Local Radio, Michael Barton, who is now left free to spend more time on policy discussions.

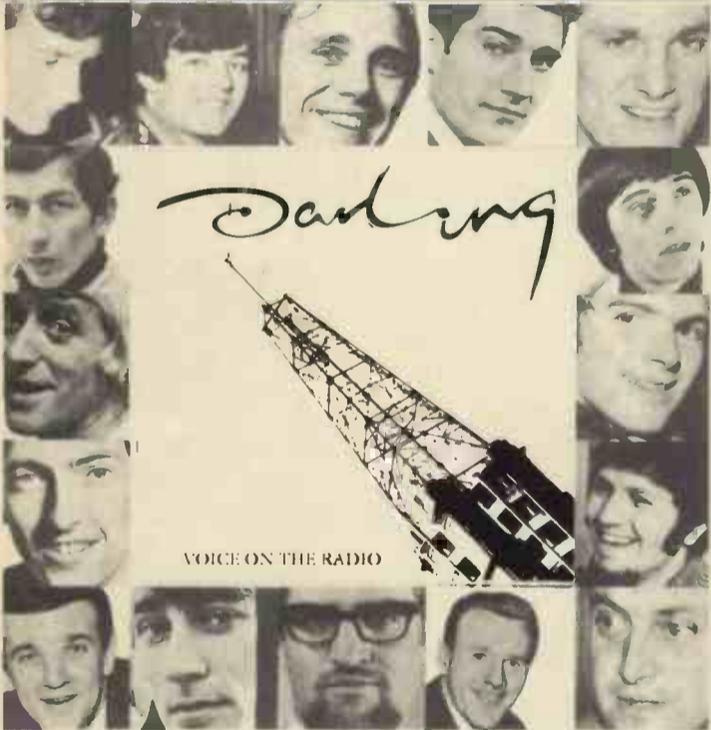
Based in London Beesley expects to take up his new post on October 15.

BBC Nottingham has been one of the strongest and more successful stations in the network and during his time as manager, Beesley served as vice chairman of the BBC's Local Radio Development Group which helped to plan the future shape of the network.

Hennegan to BRMB

BRMB HAS appointed Nick Hennegan as community information officer and he will be responsible for maintaining liaison between the station and all aspects of community life. His background is in community work but he was also involved in the programming of the community station Thamesmead, in south east London.

Identify the DJs teaser



HERE IS a competition designed to test your skill at recognising the faces attached to those voices on the radio — disc jockeys.

The snaps are taken from the cover of the latest single from Darling on Charisma which is entitled, appropriately, Voice On The Radio. The 16 pictures are of varying vintage and some of the identities are more obvious than others.

The competition is open to all *Music Week* readers — even long standing pluggers who have probably met all the DJs featured here over the years. The prize offered by Charisma is a radio/cassette player and all you have to do is name as many of the DJs as possible, starting in the top left hand corner and moving clockwise around the sleeve. The entry containing the most complete set of names will win the prize.

Entries should be addressed to David Dalton, *Music Week*, 40 Long Acre, London WC2, and should arrive no later than Friday, September 28.

News in brief...

PENNINE RADIO is celebrating its fourth birthday this week with a week long free festival and as a preview to the festival the station opened its doors to the public on Saturday, with guided tours of the studios and a chance to meet the presenters.

ALAN FREEMAN has joined Regency Radio, the company recently formed to apply for a Brighton Independent Local Radio franchise (see *Music Week* September 15). Former BBC stalwart Freeman has ties with the Brighton area and has most recently been broadcasting in Capital as Nicky Horne's holiday relief.

THE NEW head of news at Radio Hallam is Jim Greensmith, formerly deputy news editor and a member of the news team from the opening of the station. He replaces Ian Rufus who has been appointed programme controller of Midland Community Radio, the successful applicant for the Coventry ILR franchise.

THE IBA has appointed Kenneth Blyth to the new post of chief assistant to the director general. He will have special responsibility for analysing and collating the policy aspects of the work being undertaken throughout the Authority in preparation for the

introduction of the fourth television channel. Until recently he has been chief assistant in the Radio Division of the IBA.

BBC LOCAL Radio has produced a new handbook, titled *Action Stations*, in which BBC managing director of radio, Aubrey Singer, describes the network as "one of the most exciting broadcasting developments of the decade". The 48 pages include information, pictures, cartoons and anecdotes about the staff, communities, contributors and personalities up and down the country.

TONY MICHAELIDES has joined the Charisma radio promotion team covering the northern area. He replaces John Rushby.

TONY BAYNES is leaving the presentation team of BBC Radio Cleveland to join a radio station based in Hong Kong.

FORTY NINE miles of tape is going out to 14 ILR stations from Capital Radio. This huge output represents recordings of the stations Great Orchestras Of The World series which has been compiled by Peter James, presenter and producer of *The Collection*, Capital's classical music programme.

MEXICANO

MOVE UP STARSKY

7inch AND AT LAST... DISCO VERSION

ON 12inch LIMITED EDITION

ICE BLUE VINYL GUY 31-12 ICE

MARKETED BY RECORDS DISTRIBUTED BY CBS 01-960 2155 Records

the stranglers



the Raven

UAG 30262
(CASSETTE TOK 30262)

ALBUM INCLUDES THE
SINGLE 'DUCHESS' BP 308



NATIONWIDE TOUR
FROM 21st SEPT - 31st OCT



* NATIONWIDE WINDOW DISPLAYS * COLOUR MOBILES * STICKERS
* BIOSCOPIC SHOWCARDS * WINDOW STICKERS * FULL COLOUR POSTERS

ORDER NOW FROM YOUR FAVOURITE RECORDS DISTRIBUTOR

PUBLISHING

'A great year for BMI', says Cramer at Awards

BROADCAST MUSIC Inc. president Edward Cramer revealed that 1978 was "a great year" for the organisation when he addressed its London awards luncheon at the Inn on the Park last Tuesday (11).

There had been "a clean sweep of Oscars" with BMI-licensed music in the 10 top grossing films, 60 per cent of the US chart listings and nearly 60 per cent of broadcast music.

Commenting on the current doldrums in the music business on both sides of the Atlantic, Cramer said he refused to be a prophet of doom and gloom. "We need a little realism and enthusiasm — not false optimism — and we need to return to basics. It all depends upon the song."

During the luncheon, 19 writer members and 10 publisher members of the Performing Right Society received awards involving 22 songs licensed in the USA by BMI.

Seventeen of them received their recognition as being among the most performed songs of 1978. They are Baker Street and Right Down The Line by Gerry Rafferty; Can't Smile Without You by Chris Arnold, David Martin and Geoff Morrow, published by Dick James Music; Emotion, How Deep Is Your Love (second award), If I Can't Have You, More Than A Woman, Night Fever, Shadow Dancing and Stayin' Alive, all by Robin Gibb, published by RSO Songs; Got To Get You Into My Life by John Lennon and Paul McCartney, published by Northern Songs (second award); It's A Heartache by Ronnie Scott and Steve Wolfe, published by Scott-Wolfe Songs; Kiss You All Over by Mike Chapman and Nicky Chinn,

Edited by
NIGEL HUNTER

published by Chinnichap; Lay Down Sally and Wonderful Tonight by Eric Clapton, published by Throat Music; (Our Love) Don't Throw It Away by Blue Weaver, and Sweet Talkin' Woman by Jeff Lynne, published by United Artists Music.

The other seven songs won awards for receiving in excess of one million broadcast performances. They are As Long As He Needs Me by Lionel Bart, published by Lakeview Music; Got To Get You Into My Life by Lennon and McCartney, published by Northern Songs; The House Of The Rising Sun by Alan Price, published by Keith Prowse Publishing; How Deep Is Your Love by Robin Gibb, published by RSO Songs; Imagine by John Lennon, published by Northern Songs; Love Me Tonight by Barry Mason, published by Valley Music, and Morning Has Broken by Eleanor Farjeon and Cat Stevens, published by Freshwater Music.

RSO Songs received a special BMI award presented by senior vice president Theodora Zavin to mark the unprecedented achievement of scoring 16 songs in the 100 most performed items in the US last year.

Robin Gibb is credited alone in the awards listed above as he is currently the only Gibb brother who is a member of the PRS. BMI European consultant Bob Musel told *Music Week* that it has been calculated that each song performed one million times over American radio and TV earns \$50,000.

BMI, formed in 1940 and now licensing the music of nearly 60,000 affiliated writers and publishers, bases its awards upon performance figures determined from logged reports of some 500,000 hours submitted annually by US radio and TV networks, plus local TV, AM and FM outlets.

Through reciprocal agreements with 39 foreign performing right societies worldwide, BMI also licenses the works of the members of these organisations in the US.

Buggles deal

ISLAND MUSIC has signed a worldwide publishing contract with the Buggles — Trevor Horn and Geoff Downes. "The Buggles are a good example of how publishing and record companies can work together," commented Island Music managing director Peter Cornish. "Geoff and Trevor were introduced to the record company by us."

Those mighty oaks...

THAT YELLOW ribbon has been tied around over 50 million oak trees if you equate the process with the number of records sold around the world by Dawn and the many other artists who have covered the song.

This information was disclosed by Larry Brown, who co-wrote the song with Irving Levine during a recent visit to London connected with another of his song successes, *Gone Gone* by Johnny Mathis. Brown's publishing company Larbel is administered in the UK by ATV Music. Other Brown hits include *C'mon Mary Anne*, *Knock Three Times* and *Sweet Gypsy Rose*.

"The idea for Ribbon was sparked off by the story of a guy in the Civil War who wanted a gold ribbon," said Brown. "We made it yellow, but the first time it just didn't work out. Then we went back to it after a while, and it just wrote itself in 35 minutes."

"But it was sure hard to follow

because every day in this business is a new one," Brown continued. "I was beginning to be called a little old fashioned, and that's why I'm so pleased that *Gone Gone* has done so well here."

He has been writing songs since 1956 when he penned a hit called *Sock It To Me Baby* for Mitch Ryder and the Detroit Wheels, and "learned a lot of my trade from working for seven years with Bob Crewe". He's currently collaborating with British writer Dave Jordan.

"We get on famously, the guy is pure genius, and we've come up with some great material that we hope to place," he says.



FAMOUS CHAPPELL general manager Ivan Chandler (head of table) recently celebrated 10 years in music publishing, and held a reunion dinner to mark the occasion with the people he first worked with in 1969 at April Music. From left, they are Cathi Gibson (now Handle Music general manager), Nigel Molden (now WEA International head), Alison Korsner (now ITN), Martin Clarke (now EMI International imports marketing manager), Deke Arlon (now MD of D & J Arlon Enterprises), independent promotion man Howard Marks and Hazel Beiny.

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		22	EDINBURGH Usher Hall		

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Leo Sayer
5/8/79

ONCE AGAIN, LEO SAYER IS POISED TO GO FROM NOWHERE STRAIGHT TO THE TOP.

After six months, Leo's last album is still in the charts. Suffice to say that Leo's Greatest Hits went straight to number 1 back in April, has since sold over half a million copies and proved to be one of the biggest selling TV albums of the year.

With Leo still very much in the public eye and public ear, what better time to release a new album.

So, after his greatest, we proudly bring you his latest, simply entitled "Here."

To coincide with the release, Leo will be setting off on his biggest ever U.K. tour, performing 84 shows. At the same time, he'll be making guest TV and radio appearances.

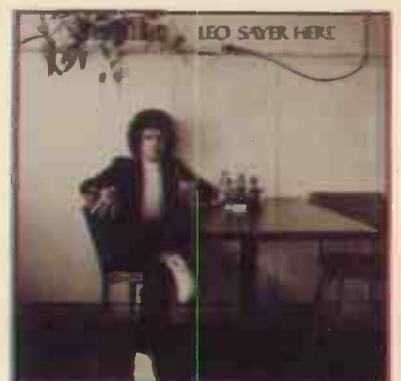
We'll also be providing you with in-store posters and point of sale.

The album has been produced by Leo's old collaborator David Courtney, with the aid of some of America's top session musicians.

Last but not least, Leo's new single is also featured on the album.

It's called "When the money runs out."

However, far from running out, we believe that the money will come pouring in.



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CHARTS AND AIRPLAY ACTION

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US Action

AS EXPECTED Led Zeppelin rocketed to No. 1 in LP list, finally dislodging the Knack. Most retailers reporting Zeppelin as the biggest album seller since Saturday Night Fever.

Michael Jackson (9) also hot with his Don't Stop 'Till You Get Enough single (28), and Robin Williams, whose Mork & Mindy TV series is currently beginning a new season, should benefit in LP sales.

New album entries include Jimmy Buffett's first LP since ABC was bought out by MCA, which is sure to go all out to make him feel at home. The album came in at 67 and the single has jumped from 82 to 70. Van Morrison's latest LP made an equally impressive start at 70.

Several new rock albums to be watched include Scorpions (77), Rainbow (80) and Charlie (92). The latter's single continues to climb (74), and if the others can come through with similar action, all of their chart lives should be good.

A few unusual additions on the Hot 100: the first Wayne Newton single on his new Aires label (98), a Dan Peck song on Lamb & Lion (90) which is a division of the religious Word label, and the first Muppets single from the Muppet Movie soundtrack.

A new Ariola entry comes by way of Niteflyte (92), while Van Halen (89), Sammy Hagar (87) and Cher (81) should have little problem continuing along well-established paths.

Hot Air . . . by David Dalton

Sexy single "banned"

SEXY CRÉAM by Slick on the Fantasy label seems to be the latest single to be "banned" from radio for its doubtful lyrical content. Despite a chart placing the disc appears nowhere on the playlists.

Neither the IBA, nor the BBC like to admit to handing out directives on such matters and prefer to say that their stations "choose not to play" a certain disc. This is an understandable attitude towards perhaps offensive material, but it seems that Fantasy spent a considerable amount of money re-cutting a seven inch version of the original 12 inch single, with all the naughty bits taken out.

Message In A Bottle — the catchy follow up to Can't Stand Losing You from The Police — was hit-picked extensively last week and is now being heavily playlisted, while Cheap Trick's Ain't That A Shame is being picked out for special treatment by DLT on Radio One.

Howard Pearce at Thames Valley and Tony Prince at Radio Luxembourg are agreed that Blondie deserves special attention for latest offering Dreaming. Bob Dylan and ELO are still showing up well, while the O'Jays are spreading their message — Sing A Happy Song — across the networks.

Peter Powell stuck his neck out yesterday as a lone supporter for Couldn't Believe A Word by The 45s, but his faith should be justified as other jocks catch on.

Japan

BOB DYLAN album Slow Train Comin' appears at 72 with bullet, Spyro Gyra Morning Dancer LP up to 32 from 70 in second week in chart, and The Knack's Get The Knack, also in its 2nd week, rose from 36 to 24 with bullet. Supertramp's Breakfast In America up to 5 from 13 and Led Zeppelin in at 2 with In The Out Door.

Germany

ALAN PARSONS Project shoots into LP chart with Eve at No. 2, and Rainbow's Down To Earth (23) and J. J. Cale's 5 (32) also new entries. Big rise for Get The Knack from 41 to 26, and Peter Maffay's Steppenwolf No. 1 after 20 weeks in chart.

Chart Newcomer . . . by Chris White

DAVID BENDETH: Feel The Real (Sidewalk SID 113).

AFTER INITIALLY creating a lot of interest as an import, Feel The Real by David Bendeth now enters the British single chart and gives the English-born, but Canadian based, singer his first UK hit.

Bendeth was born in London, but emigrated to Canada at the age of eleven. There he worked in many bands during his high school days, later touring Ontario and Quebec. Returning to Britain when he was 17, to study music, he became guitarist with the houseband at the Speakeasy pop nightclub. Later he returned to Canada and played at the Boule Noir in Montreal with George Thurston. Bendeth's debut album for Sidewalk

is Adrenalin which was recorded and mixed at Toronto's Thunder Sound Studios. It features his brand of rock/jazz and the musician line-up includes Lenny White and Billy Cobham on drums, Marcus Miller on bass, John Cleveland Hughes keyboards, and vocals from the Boyer Brothers.



DAVID BENDETH

Australia

KNACK holds No. 1 slot in albums and singles. In singles chart ELO leap from 36 to 18, Hot Summer Nights from 40 to 23, Cliff Richard enters at 55, Dave and the Derros rise from 43 to 33. Among the LPs, Tubeway Army climb from 63 to 33 with Replicas, and fast movers are Down To Earth by Rainbow, Underdog by the Atlanta Rhythm Section and Repeat When Necessary by Dave Edmunds. Zepp push to 3 behind ELO on 2.

SINGLES SYMBOLS

- ▲ forecast to rise
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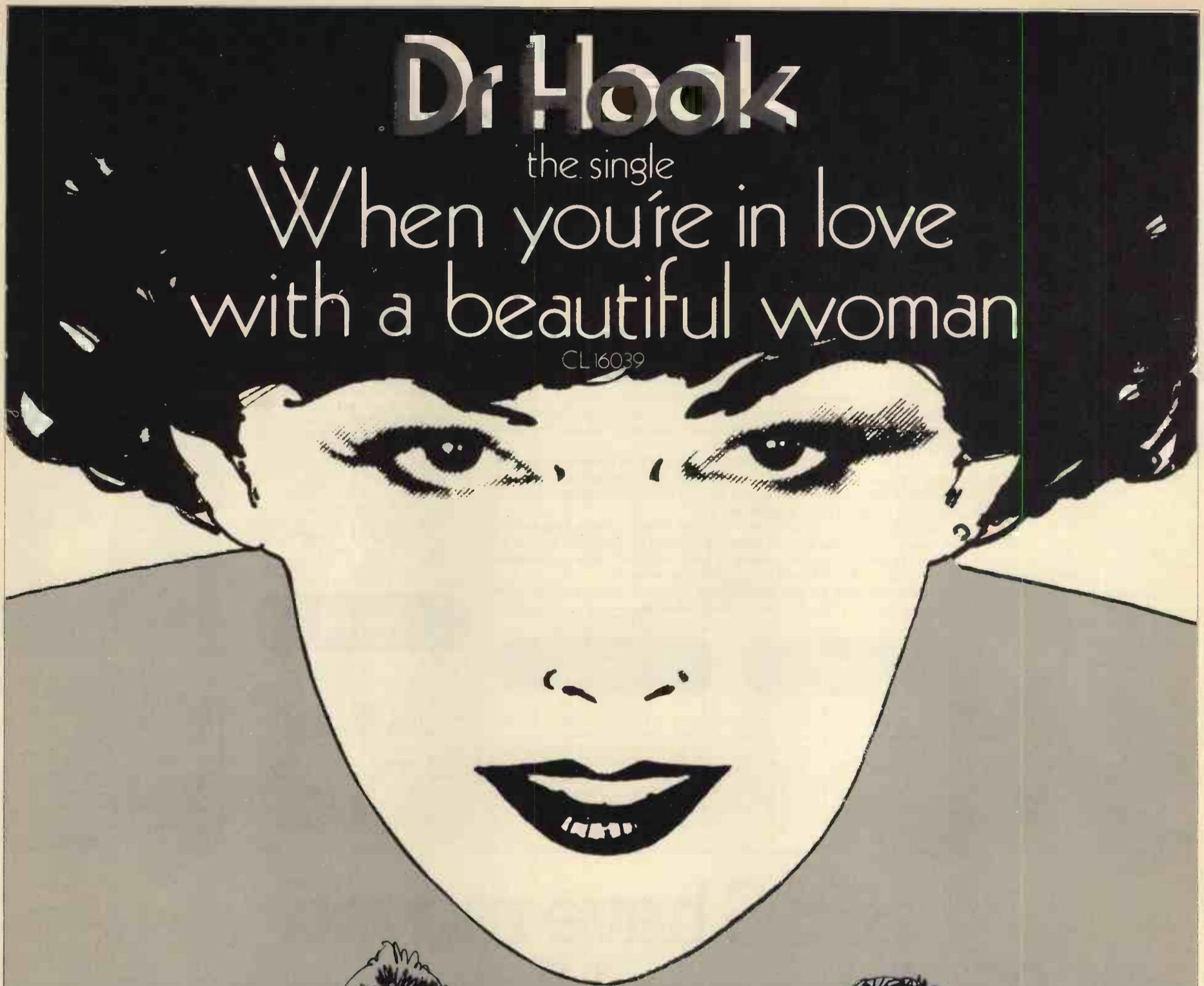
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Dr Hook

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ORDER FORM CHART

TOP 75 SINGLES

A-Z (TOP WRITERS)

American Hearts (Bugatti/Musker)	58
Angel Eyes/Voulez Vous (Anderson/Ulvaeus)	66
Angel Eyes (Ferry/McKay)	10
After The Love Has Gone (Foster/Graydon/Champlin)	37
Back Of My Hand (Walkington/Alder)	34
Bang Bang (Britten/Robertson)	7
Boy Oh Boy (G. Macari/R. Ferris)	22
Breakfast In Bed (C. King)	62
Cars (G. Numan)	1
Chosen Few (Findon)	74
Cruel To Be Kind (N. Lowell, Gomm)	16
Day The Earth Caught Fire (Mason/Thomas/Slater)	67
Dim All The Lights (Donna Summer)	38
Don't Be A Dummy (Bond/Wilkerson)	69
Don't Bring Me Down (J. Lynne)	3
Don't Like Mondays (Geldof)	24
Don't Stop 'Till You Get Enough (Jackson/Philpotts)	29
Duke Of Earl (E. Dixon)	41
Duchess (Stranglers)	18
Every Day Hurts (Young/Stimpson/Emerson)	55
Feel The Real (Bendeth/Boyer)	44
Gangsters (J. Dammers)	19
Get It Right Next Time (G. Rafferty)	30
Gone Gone Gone (Russell Brown/Haywood)	15
Gotta Go Home (Farian/Huth/Huth/Jay)	13
Hersham Boys (BB/PBB/Purseys/Parsons)	49
Highway To Hell (Young/Young/Scott)	73
If I Said You Had A Beautiful (D. Bellamy)	4
In The Brownies (J. Morali/H. Belolo/V. Willis)	42
Is She Really Going Out With Him (J. Jackson)	39
Just When I Needed You (Most/R. Vanwarmer)	5
Kate Bush Live On Stage (Kate Bush)	27
Lost In Music (J. Vanda/T. Bazar)	5
Love's Gotta Hold On Me (L. & D. James)	72
Lookin' For Love Tonight (L. & D. James)	72
Lines (Lindsay)	54
Making It (D. Fekaris/F. Perren)	53
Making Plans For Nigel (C. Moulding)	63
Message In A Bottle (Sting)	8
Millions Like Us (Mauton/Stebbing)	70
Money (B. Gordy Jnr./J. Bradford)	17
Morning Dance (J. Beckenstein)	61
Nights In White Satin (J. Haywood)	40
O.K. Fred (J. Holt)	65
OOH What A Life (Francfort/Vangarde)	31
Queen Of Heart (Devito)	52
Reasons To Be Cheerful (Dury/Payne/Jenkell)	47
Reggae For It Now (Lovely/Cash)	12
Sail On (L. Ritchie Jnr)	14
Sexy Cream (Ingram/James/James)	48
Shape Of Things To Come (Headboys)	68
Since You've Been Gone (Ballard)	26
Something That I Said (Owen/Jennings/Fox/Ruffey)	33
Slap And Tickle (Difford/Tillbrook)	25
Spiral Scratch (Devito/Shelley)	46
Strut Your Funky Stuff (Savoy/Robinson/Bolden)	11
Street Life (Sample/Jennings)	6
Sweet Little Rock 'N' Roller (Yellowstone/Danova/Howdard)	60
The Devil Went Down (Various)	71
The Prince (Lee Thompson)	23
There Must Be Thousands (Quads)	75
This Time Baby (James/Bell)	50
Time For Action (D. Cairns)	21
Tomorrows Girls (Harper)	28
The Loneliest Man In The World (P. Coombes)	45
Video Killed The Radio Star (Woolley/Horn/Downes)	57
War Stories (L'Estrange/Martin/Sharpe)	51
We Don't Talk Anymore (Torney)	2
What Ever You Want (Parfitt/Bown)	35
When You Are Young (P. Weller)	32
When You're In Love (Even/Stevens)	56
When You're Number One (Thompson/Dickson)	43
When Will You Be Mine (Gorrie/White)	64
You Can Do It (Alicia/Myers/McCord)	36
You Never Know What You've Got (L. Bell/C. James)	59

This Week	Last Week	Wks on Chart	TITLE	Artist (producer)	Publisher	Label number
£ 1	2	4	CARS	Gary Numan (G. Numan) Andrew Heath/Beggars Banquet	Beggars Banquet	BEG 231(W)
2	1	10	WE DON'T TALK ANYMORE	Cliff Richard (B. Welch) ATV	EMI	2975 (E)
£ 3	4	4	DON'T BRING ME DOWN	Electric Light Orchestra (J. Lynne) Jet/United Artists	Jet	153 (C)
£ 4	7	7	IF I SAID YOU HAD A BEAUTIFUL	Bellamy Brothers (M. Lloyd) Famous Chappell	Warner Brothers	K 17405 (W)
£ 5	9	6	LOVE'S GOTTA HOLD ON ME	Dollar (C. Neil/Oscar) Arnakata/Warner Bros.	Carrere	CAR 122 (E)
6	5	7	STREET LIFE	Crusaders (Felder/Hooper/Sample) Rondor Leeds	Rondor	MCA 513 (C)
7	3	9	BANG BANG	B. A. Robertson (Terry Britten) My Axe/Mews/United Artists/Kongrde	Asylum	K 13152 (W)
8	NEW		MESSAGE IN A BOTTLE	Police (Police/Nigel Gray) Virgin	A&M	AMS 7474 (C)
9	8	8	JUST WHEN I NEEDED YOU MOST	Randy Vanwarmer (Del Newman) Warner Bros.	Island	WIP 6516 (E)
10	6	7	ANGEL EYES	Roxy Music (Roxy Music) Copyright Central	Polydor	POSP 67 (F)
▲ 11	23	7	STRUT YOUR FUNKY STUFF	Frantique (J. Robinson) Carlin/Peterman	Philadelphia	PIR 7728 (C)
£ 12	18	6	REGGAE FOR IT NOW	Bill Lovelady (Crowley/Lovelady/Dufauré) Louvigny/Low Whale	Charisma	CB 337 (F)
£ 13	12	7	GOTTA GO HOME	Boney M (Frank Farian) Hansa/ATV	Atlantic/Hansa	K 11351 (W)
£ 14	24	5	SAIL ON	Commodores (J. Carmichael/Commodores) Jobete	Motown	TMG 1155 (E)
£ 15	21	7	GONE GONE GONE	Johnny Mathis (J. Gold) ATV	CBS	7730 (C)
£ 16	26	5	CRUEL TO BE KIND	Nick Lowe (N. Lowe) Rock/Albion	Radar	ADA 43 (W)
17	10	8	MONEY	Flying Lizards (D. Cunningham) Dominion	United Artists	Virgin VS 276 (C)
18	14	6	DUCHESS	Stranglers (Stranglers A. Winstanley) April	Albion	United Artists BP 308 (E)
19	11	8	GANGSTERS	Specials (The Specials) Plangent Vision	2 Tone	TT 1 (F/SP)
£ 20	17	7	LOST IN MUSIC	Sister Sledge (Edwards/Rodgers) Warner Brothers	Atlantic	K 11337 (W)
▲ 21	27	4	TIME FOR ACTION	Secret Affair (I. Page) Brian Morrison	I Spy	SEE 1 (F)
▲ 22	25	6	BOY OH BOY	Racey (M. Most) RAK	RAK	297 (E)
▲ 23	37	4	THE PRINCE	Madness (A. Clanger Prod.) Warner Brothers	2 Tone	CHSTT 3 (F)
24	16	10	I DON'T LIKE MONDAYS	Boombtown Rats (P. Wainman) Sewer Fire/Zomba	Ensign	ENY 30 (F)
▲ 25	32	3	SLAP AND TICKLE	Squeeze (Squeeze/Wood) Rondor/Deptford Songs	A&M	AMS 7466 (C)
▲ 26	33	2	SINCE YOU'VE BEEN GONE	Rainbow (R. Glover) Island	Polydor	POSP 70 (F)
▲ 27	35	2	KATE BUSH LIVE ON STAGE	Kate Bush (Kelly/Bush) Kate Bush/EMI	EMI	MIEP 2991 (E)
£ 28	28	3	TOMORROWS GIRLS	U.K. Subs (John McCoy/UK Subs) Famous Chappell	Gems	GEM 10 (R)
£ 29	51	2	DON'T STOP 'TIL YOU GET ENOUGH	Michael Jackson (Quincy Jones) Carlin	Epic	EPC 7763 (C)
£ 30	30	6	GET IT RIGHT NEXT TIME	Gerry Rafferty (H. Murphy/G. Rafferty) Belfern/Island	United Artists	BP 301 (E)
31	13	10	OOH WHAT A LIFE	Gibson Brothers (D. Van Garde) Blue Mountain	Island	WIP 6503 (E)
32	22	5	WHEN YOU ARE YOUNG	Jam (V. Coppersmith/Heaven/Jam) And Son	Polydor	POSP 69 (F)
33	29	3	SOMETHING THAT I SAID	Ruts (Mick Glossop/Ruts) Virgin	Virgin	VS 285 (C)
£ 34	42	3	BACK OF MY HAND	Jags (Astley/Chapman/Humphries) Warner Brothers	Island	WIP 6501 (E)
35	NEW		WHAT EVER YOU WANT	Status Quo (Pip Williams) Shawbury/Eaton/EMI	Vertigo	6059 242 (F)
£ 36	65	2	YOU CAN DO IT	Al Hudson & The Soul Partners (Camp/McCord/Robertson) ATV	MCA	511 (E)
37	15	9	AFTER THE LOVE HAS GONE	Earth Wind & Fire (Maurice White) Rondor	CBS	7721 (C)
£ 38	46	4	DIM ALL THE LIGHTS	Donna Summer (Moroder/Bellotte) Copyright Control	Casablanca	CAN 162 (A)

This Week	Last Week	Wks on Chart	TITLE	Artist (producer)	Publisher	Label number
39	20	8	IS SHE REALLY GOING OUT WITH HIM	Joe Jackson (D. Kershbaum) Albion	A&M	AMS 7459 (C)
£ 40	57	2	NIGHTS IN WHITE SATIN	Dickies (R. Geoffries) Tyler	A&M	AMS 7469 (C)
41	19	10	DUKE OF EARL	Darts (R. Wood) Carlin Tollie	Magnet	MAG 147 (E)
42	38	5	IN THE BROWNIES	Billy Connolly (Phil Coulter) Zomba	Polydor	2059 160 (F)
43	45	4	WHEN YOU'RE NUMBER ONE	Gene Chandler (Carl Davis) Cachandi/Gaetana (Leo Song)	20th Century	TC 2411 (R)
£ 44	48	3	FEEL THE REAL	David Bendeth (Caddy) Heath Levy	Sidewalk	SID 113 (E)
£ 45	50	3	THE LONELIEST MAN IN THE WORLD	Tourists (D. Stewart) Arnakata/Warner Brothers	Logo	GO 360 (C)
46	31	6	SPIRAL SCRATCH	Buzzcocks (Martin Zero) Virgin	New Hormones	ORG 1 (SP)
47	39	8	REASONS TO BE CHEERFUL	Ian Dury & The Blockheads (Chaz. Jankel) Blackhill/Andrew Heath	Stiff	BUY 50 (E)
£ 48	63	2	SEXY CREAM	Slick (B. Ingram) Bocu	Fantasy	FTC 182 (E)
49	34	8	HERSHAM BOYS	Sham 69 (J. Pursey/P. Wilson) Singatune	Polydor	POSP 64 (F)
£ 50	73	2	THIS TIME BABY	Jackie Moore (B. Eli) Mighty Three/Carlin	CBS	7722 (C)
£ 51	59	3	WAR STORIES	Starjets (D. Batchelor) Beauty/April	Epic	EPC 7770 (C)
52	NEW		QUEEN OF HEARTS	Dave Edmunds (Dave Edmunds) Heath Levy	Swan Song	SSK 19419 (W)
53	47	5	MAKIN' IT	David Naughton (F. Perren) ATV	RSO	32 (F)
54	41	6	LINES	Planets (S. Lindsey/M. Gallagher/C. Charles/J. Turnball) Warner Brothers	Rialto	TREB 104 (S)
55	NEW		EVERY DAY HURTS	Sad Cafe (Eric Stewart) St. Anne's	RCA	PB 5180 (R)
56	NEW		WHEN YOU'RE IN LOVE	Dr. Hook (Ron Hasskine) ATV	Capitol	CL 16039 (E)
57	NEW		VIDEO KILLED THE RADIO STAR	Buggles (Buggles) Carlin/Island	Island	WIP 6524 (E)
58	54	4	AMERICAN HEARTS	Billy Ocean (Ken Gold) Pendulum/Sea Shanty/Chappell	GTO	GT 244 (C)
59	44	9	YOU NEVER KNOW WHAT YOU'VE GOT	Me & You (D. Brown/C. Brown) Mighty Three/Carlin	Laser	LAS 8 (W)
60	36	9	SWEET LITTLE ROCK 'N' ROLLER	Showaddywaddy (Showaddywaddy) Red Bus	Arista	278 (F)
61	43	10	MORNING DANCE	Spyro Gyra (Beckenstein/Calandra) Leeds	Infinity	INF 111 (E)
£ 62	75	2	BREAKFAST IN BED	Sheila Hylton (H. Johnson) EMI/April	United Artists	BP 304 (E)
63	NEW		MAKING PLANS FOR NIGEL	XTC (Steve Lillywhite) Virgin	Virgin	VS 282 (C)
64	49	5	WHEN WILL YOU BE MINE	Average White Band (Average White Band/G. Paul) Island	RCA	XB 1096 (R)
65	NEW		O.K. FRED	Erroll Dunkley (Aussie Hibbert) Sparta Florida	Scope	SC 6 (W)
66	40	11	ANGEL EYES/VOULEZ VOUS	Abba (Andersson/Ulvaeus) Bocu	Epic	EPC 7499 (C)
£ 67	71	2	DAY THE EARTH CAUGHT FIRE	City Boy (Robert John Lange) Zomba	Vertigo	6059 238 (F)
68	NEW		SHAPE OF THINGS TO COME	Headboys (Peter Ker) EMI	RSO	40 (F)
69	NEW		DON'T BE A DUMMY	John Ducann (R. Bond) Bond/Heath Levy	Vertigo	6059 241 (F)
70	NEW		MILLIONS LIKE US	Purple Hearts (C. Perry) And Son	Fix	FICS 3 (F)
71	NEW		THE DEVIL WENT DOWN	Charlie Daniels (J. Boylan) April	Epic	EPC 7737 (C)
72	64	6	LOOKIN' FOR LOVE TONIGHT	Fat Larry's Band (L. James) Bocu	Fantasy	FTC 179 (E)
73	56	4	HIGHWAY TO HELL	AC/DC (Robert John Lange) Zomba	Atlantic	K 11321 (W)
74	NEW		CHOSEN FEW	Dooleys (Ben Findon) Blacksheep	GTO	GT 258 (C)
75	NEW		THERE MUST BE THOUSANDS	Quads (Quads) Bearsong	Big Bear	BB 23 (P)

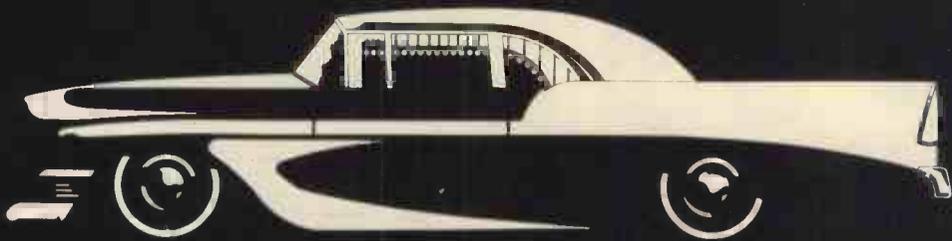
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WALKING TO NEW ORLEANS / THE FAT MAN ★ UP 36525
BLUEBERRY HILL / IT KEEPS RAININ' ★ UP 36524

JOHNNY BURNETTE

YOU'RE SIXTEEN, YOU'RE BEAUTIFUL (AND YOU'RE MINE) / LITTLE BOY SAD ★ UP 36527
DREAMIN' / BIG BIG WORLD ★ UP 36526

RICKY NELSON

HELLO MARY LOU / TRAVELLIN' MAN ★ UP 36522
POOR LITTLE FOOL / TEENAGE IDOL ★ UP 36523



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Of 40 Singles
(4 Of Each Title)**



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SPECIAL PLAYS

RADIO TWO: ALBUM OF THE WEEK
SINGLES ALBUM, Kenny Rodgers United Artists UAK 30263

RADIO TWO: DAVID HAMILTON'S ALBUM OF THE WEEK
REDDY, Helen Reddy Capitol EST 11949

CAPITAL: PEOPLE'S CHOICE
MESSAGE IN A BOTTLE, Police

CLYDE: CURRENT CHOICE
DREAMING, Blondie

DOWNTOWN: MUSIC MOVER
LONESOME LOSER, Little River Band

FORTH: STATION HIT
VIDEO KILLED THE RADIO STAR, Buggles

LUXEMBOURG: POWERPLAY
DREAMING, Blondie

TEES: PEOPLE'S PIC

BEACON: BEACON BALLOT

BBC SCOTLAND: SINGLE OF THE WEEK
RISE, Herb Alpert

MANX: ALBUM OF THE WEEK
WORDS & MUSIC, Alessi A&M AMS

PENNINE: PENNINE PIC

THE KNACK

New Single

GOOD GIRLS DON'T

CL16097
the follow up to their hit
'My Sharona'



AIRPLAY ACTION

NEW ENTRY

	RADIO ONE RECORD OF THE WEEK	RADIO TWO ADDITIONALS TOP 40	BBC SCOTLAND 1-5 PLAYS	BBC WALES HITPICKS PLAYLIST	BBC NORTHERN HITPICKS PLAYLIST	BEACON HITPICKS PLAYLIST	BEACON B HITPICKS PLAYLIST	CAPITAL HITPICKS PLAYLIST	CITY CISI HITPICKS TOP 30	CLYDE HITPICKS TOP 30	DOWNTOWN HITPICKS PLAYLIST	FORTH HITPICKS PLAYLIST	HALLAM NEW RELEASES TOP 30	LUXEMBOURG HITPICKS PLAYLIST	MANX BULLETS CISI	METRO HITPICKS PLAYLIST	ORRELL NEW RELEASES TOP 40	PENNINE HITPICKS PLAYLIST	PICCADILLY HITPICKS PLAYLIST	RYMOUTH HITPICKS PLAYLIST	SHANSEA HITPICKS PLAYLIST	TEES HITPICKS PLAYLIST	TRENT HITPICKS PLAYLIST	VALLEY HITPICKS PLAYLIST	VICTORY HITPICKS PLAYLIST	NEW RELEASES TOP 40	
ADDRISI BROTHERS Ghost Dancer Scotti K 11361 (W)																											
AFTER THE FIRE Laser Love CBS 7769 (C)																											
ANGIE Peppermint Lump Stiff BUY 51 (W)																											
ASHFORD & SIMPSON Found A Cure Warner Bros. K 17422 (W)																											
ATLANTA RHYTHM SECTION Do It Or Die Polydor 2095081 (F)																											
AVERAGE WHITE BAND When Will You . . . RCA PB 1096 (R)																											
BEACH BOYS Sumahama Caribou CRB 7846 (C)																											
BATT, MIKE Run Like The Wind Epic EPC 7725 (C)																											
BELLAMY BROS. If I Said . . . Warner Brothers K 17405 (W)																											
BENDETH, DAVID Feel The Real Sidewalk SID 113 (E)																											
BLONDIE Dreaming Chrysalis CHS 2350 (F)																											
BONEY M Gotta Go Home Atlantic K 11250 (W)																											
BOOMTOWN RATS Don't Like Mondays Ensign ENY 30 (F)																											
BROWN, JAMES Star Generation Polydor STEP 2 (F)																											
BROWNE, TOM What's Going On Atlantic K 11368 (W)																											
BROOKES, ELKIE He Could Have . . . A&M AMS 74751(C)																											
BUGGLES Video Killed The Radio Star Island WIP 6524 (E)																											
BUSH, KATE Them Heavy People EMI MIEP 2991 (E)																											
BUZZCOCKS Spiral Scratch New Hormones ORG 1 (SP)																											
CALE, J.J. Katy Kool Lady Shelter WIP 6521 (E)																											
CHANDLER, GENE When You're No. 1 RCA TC 2411 (R)																											
CHARLES, TINA You Set My Heart On Fire CBS 7784 (C)																											
CHAS & DAVE Sideboard Song EMI 2986 (E)																											
CHEAP TRICK Ain't It A Shame Epic EPC 7839 (C)																											
CITY BOY Day The Earth . . . Vertigo 6059 238 (F)																											
CONNOLLY, BILLY In The Brownies Polydor 2059 160 (F)																											
COMMODORES Sail On Motown TMG 1154 (E)																											
COODER, RY Little Sister Warner Brothers K 17460 (W)																											
CRAWFORD, RANDY Endlessly Warner Bros. K17457 (W)																											
DANA Can't Get Over . . . GTO GT 256 (C)																											
DANIELS, CHARLIE Devil Went Down . . . Epic EPC 7737 (C)																											
DARTS Duke Of Earl Magnet MAG 157 (E)																											
DICKIES Nights In White Satin A&M AMS 7469 (C)																											
DOLLAR Love's Got A Hold . . . Carrere CAR 122 (W)																											
DOOBIE BROTHERS Open Your Eyes Warner Bros. K 17461 (W)																											
DOOLEYS The Chosen Few GTO GT 258 (C)																											
DR. HOOK When You're In Love . . . Capitol CL 16039 (E)																											
DRIFTERS Pour Your Little Heart Out Epic EPC 7806 (C)																											
DUKES Hearts In Trouble Warner Bros. K 17453 (W)																											
DURY, IAN Reasons To Be Cheerful Stiff BUY 50 (E)																											
DYLAN, BOB Precious Angel CBS 7078 (C)																											
EARTH WIND AND FIRE After The Love CBS 7721 (C)																											
EDMUNDS, DAVE Queen Of Hearts Swan Song SSK 19419 (W)																											
ELO Don't Bring Me Down Jet 153 (C)																											
ESSEX, DAVID Worlds United Artists UP 605 (E)																											
FLASH & THE PAN Hey St. Peter Ensign ENY 1 (P)																											
FLYING LIZARDS Money Virgin VS 276 (C)																											
45'S Couldn't Believe A Word Stiff BUY 52 (E)																											

AIRPLAY ACTION

NEW ENTRY

	RADIO ONE	RADIO TWO	BBC SCOTLAND	BBC WALES	BBC WEST	BBC	BEACON	CAPITAL	CITY	CITY	CLYDE	DOWNTOWN	FOUR	HALLAM	LUXEMBOURG	MANN	METRO	ORWELL	PENNINE	PICCADILLY	PLYMOUTH SOUND	SMANSEA SOUND	TEES	TRENT	THAMES	VALLEY	VICTORY	
FRANTIQUÉ Strut Your Funky Stuff Philadelphia PIR 7728 (C)																												
GALLAGHER & LYLE Missing You Mercury 6007 233 (F)																												
GAYLE, CRYSTAL We Should Be . . . United Artists UP 604 (C)																												
GIBSON BROTHERS Ooh What A Life Island WIP 6503 (E)																												
GRANT, EDDIE Walking On Sunshine Ice GUY 27 (C)																												
GRAY, DOBIE Spending Time Making Love Infinity INF 115 (C)																												
GREEN, AL Belle Pye HCS 101 (A)																												
HEADBOYS Shape Of Things To Come RSO 40 (F)																												
HOUSE, BILL Better Than I Ever Thought Decca FR 13858 (F)																												
HUDSON, AL You Can Do It MCA 511 (C)																												
HI TENSION There's Always A Reason Island WIP 6493 (E)																												
INNER CIRCLE We A Rockers Island WIP 6498 (E)																												
HYLTON, SHEILA Breakfast In Bed Ballistic BP 12 (C)																												
JACOBS, DEBBIE Under Cover MCA 520 (C)																												
JACKSON, MICHAEL Don't Stop Til . . . Epic EPC 7763 (C)																												
JACKSON, JOE Is She Really . . . A&M AMS 7459 (C)																												
JAM When You're Young Polydor POSP 69 (F)																												
JIGSAW Sky High Splash SP 002 (A)																												
JONES, RICKIE LEE Young Blood Warner Bros. K17445 (W)																												
JAGS Back Of My Hand Island WIP 4501 (E)																												
KAY, JANET Loving You Pye 7P 131 (A)																												
KIPNER, STEVE Love Is It's Own . . . Elektra K 12376 (W)																												
KISS Sure Know Something Casablanca CAN 163 (A)																												
LEE, ALBERT Setting Me Up A&M AMS 7467 (C)																												
LITTLE RIVER BAND Lonesome Loser Capital CL 16095 (E)																												
LOVELADY, BILL Reggae For It Now Charisma CB 337 (F)																												
LOWE, NICK Cruel To Be Kind Radar ADA 43 (W)																												
MADNESS The Prince Two Tone TT3 (SP)																												
MATHIS, JOHNNY Gone Gone Gone CBS 7730 (C)																												
ME AND YOU You Never Know . . . Laser LAS 8 (W)																												
MCGOVERN, MAUREEN Different Worlds Curb K 17437 (W)																												
MOORE, JACKY This Time Baby CBS 7772 (C)																												
NEW MUSIK Straight Lines GTO GT 255 (C)																												
NAUGHTON, DAVID Makin' It RSO 32 (F)																												
NOLAN SISTERS Spirit Body and Soul Epic EPC 7796 (C)																												
NUMAN, GARY Cars Beggars Banquet BEG 23 (E)																												
OCEAN, BILLY American Hearts GTO GT 244 (C)																												
O'JAYS Sing A Happy Song Phil. PIR 7825 (C)																												
OLDFIELD, SALLY You Set My Gipsy Blood Bronze BRO 79(E)																												
PLANETS, LINES Rialto TREB 104 (S)																												
POLICE Message In A Bottle A&M AMS 7474 (C)																												
RACEY Boy Oh Boy RAK 297 (E)																												
RAFFERTY, GERRY Get It Right Next Time UA BP 308 (E)																												
RAINBOW Since You Been Gone Polydor POSP 70 (F)																												
REVILLOS Where's The Boy For Me Din Disc DIN 1 (C)																												
RAMONES Rock 'N' Roll High School Sire SIR 4021 (W)																												
RICHARD, CLIFF We Don't Talk Any More EMI 2975 (E)																												
ROBERTSON, B.A. Bang Bang Asylum K 13152 (W)																												
ROSE ROYCE Wonder Where You Are Tonight Whitfield K 17463 (W)																												
ROSS, DIANA No-One Gets The Prize Motown TMG 1160 (E)																												

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THE SINGLE **COULD IT BE MAGIC** INF 116
 by

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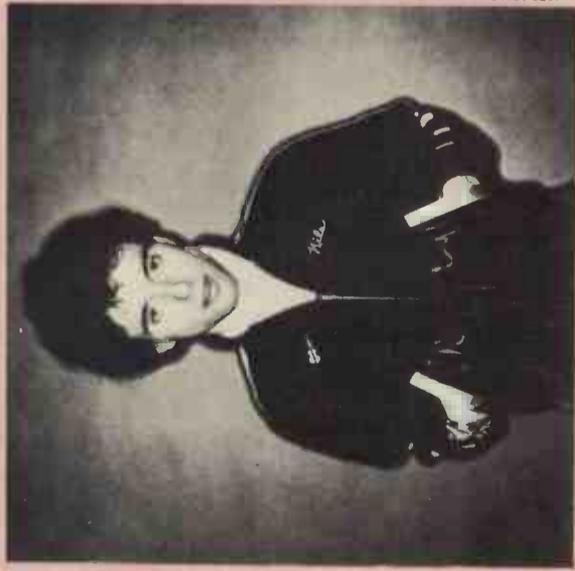
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MUSIC WEEK

NILS LOFGREN



THE HIT SINGLE

Shine Silently



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Blondie
THE NEW SINGLE
D R E A M I N G

Chrysalis

Athena

SINGLES CHART

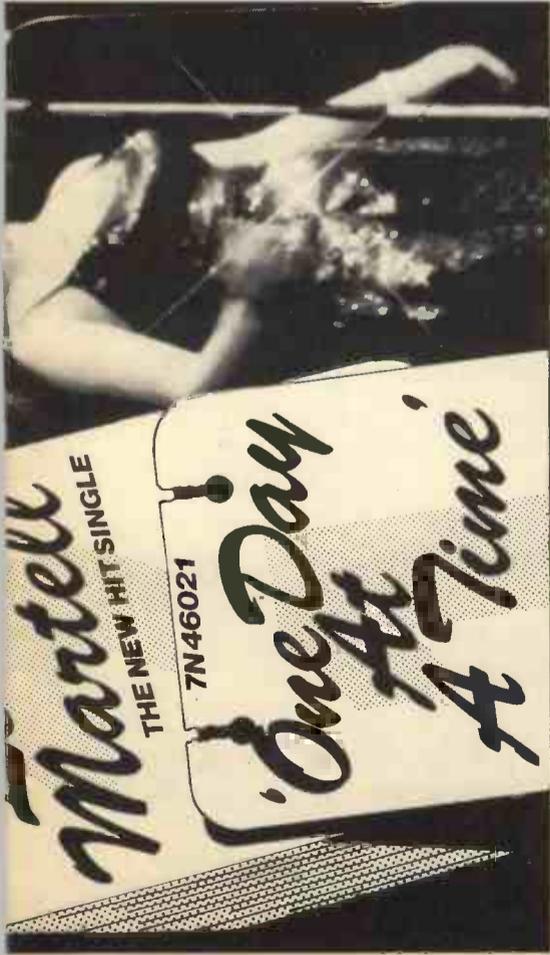
TOP 75

SINGLES

WEEK ENDING SEPTEMBER 22 1979

Rank	Artist	Single Title	Label	Chart Position	What Ever You Want	Radio Station
1	Gary Numan	CARS	Beggars Banquet	23	35	NEW Vertigo 6059 242
2	Cliff Richard	WE DON'T TALK ANYMORE	EMI	2975	36	65 YOU CAN DO IT Al Hudson & The Soul Partners MCA 511
3	Electric Light Orchestra	DON'T BRING ME DOWN	Jet	153	37	15 AFTER THE LOVE HAS GONE Earth Wind & Fire CBS 7721
4	Bellamy Brothers	IF I SAID YOU HAD A BEAUTIFUL...	Warner Brothers	K 17405	38	46 DIM ALL THE LIGHTS Donna Summer Casablanca CAN 162
5	Dollar	LOVE'S GOTTA HOLD ON ME	Carrere	CAR 122	39	20 IS SHE REALLY GOING OUT WITH HIM Joe Jackson A&M AMS 7459
6	Crusaders	STREET LIFE	MCA	513	40	57 NIGHTS IN WHITE SATIN Dickies A&M AMS 7469
7	B. A. Robertson	BANG BANG	Asylum	K 13152	41	19 DUKE OF EARL Darts Magnet MAG 147
8	Police	MESSAGE IN A BOTTLE	A&M AMS	7474	42	38 IN THE BROWNIES Billy Connolly Polydor 2059 160
9	Randy Vanwarmer	JUST WHEN I NEEDED YOU MOST	Island	WIP 6516	43	45 WHEN YOU'RE NUMBER ONE Gene Chandler 20th Century TC 2411
10	Roxy Music	ANGEL EYES	Polydor	POSP 67	44	48 FEEL THE REAL David Bendeth Sidewalk SID 113
11	Frantique	STRUT YOUR FUNKY STUFF	Philadelphia	PIR 7728	45	50 THE LONELIEST MAN IN THE WORLD Tourists Logo GO 360
12	Bill Lovelady	REGGAE FOR IT NOW	Charisma	CB 337	46	31 SPIRAL SCRATCH Buzzcocks New Hormones ORG 1
13	Boney M	GOTTA GO HOME	Atlantic/Hansa	K 11351	47	39 REASONS TO BE CHEERFUL Ian Dury & The Blockheads Stiff BUY 50
14	Commodores	SAIL ON	Motown	TMG 1155	48	63 SEXY CREAM Slick Fantasy FTC 182
15	Johnny Mathis	GONE GONE GONE	CBS	7730	49	34 HERSHAM BOYS Sham 69 Polydor POSP 64
16	Nick Lowe	CRUEL TO BE KIND	Radar	ADA 43	50	73 THIS TIME BABY Jackie Moore CBS 7722
17	Flying Lizards	MONEY	Virgin	VS 276	51	59 WAR STORIES Starjets Epic EPC 7770
					52	NEW QUEEN OF HEARTS Dave Edmunds Swan Song SSK 19419
					53	47 MAKIN' IT David Naughton RSO 32
					54	41 LINES Planets Rialto TREB 104
					55	NEW EVERY DAY HURTS Sad Cafe RCA PB 5180
					56	NEW WHEN YOU'RE IN LOVE Dr. Hook Capitol CL 16039
					57	NEW VIDEO KILLED THE RADIO STAR Buggles Island WIP 6524
					58	54 AMERICAN HEARTS Billy Ocean GTO GT 244

Martell
THE NEW HIT SINGLE
7N46021
**One Day
At A Time**



Every time Dave on the singles counter at the Virgin Megastore plays a copy of 'What I Want' by The Donkeys in the shop, he sells ten copies. It's a hit. It's on Defam.

18	14	DUCHESS Strangers	United Artists BP 308
19	11	GANGSTERS Specials	2 Tone TT 1
20	17	LOST IN MUSIC Sister Sledge	Atlantic K 11337
21	27	TIME FOR ACTION Secret Affair	I-Spy SEE 1
22	25	BOY OH BOY Racey	RAK 297
23	37	THE PRINCE Madness	2 Tone CHSTT 3
24	16	I DON'T LIKE MONDAYS Boomtown Rats	Ensign ENY 30
25	32	SLAP AND TICKLE Squeeze	A&M AMS 7466
26	33	SINCE YOU'VE BEEN GONE Rainbow	Polydor POSP 70
27	35	KATE BUSH LIVE ON STAGE Kate Bush	EMI MIEP 2991
28	28	TOMORROWS GIRLS U.K. Subs	Gems GEMS 10
29	51	DON'T STOP 'TIL YOU GET ENOUGH Michael Jackson	Epic EPC 7763
30	30	GET IT RIGHT NEXT TIME Gerry Rafferty	United Artists BP 301
31	13	OOH WHAT A LIFE Gibson Brothers	Island WIP 6503
32	22	WHEN YOU ARE YOUNG Jam	Polydor POSP 69
33	29	SOMETHING THAT I SAID Ruts	Virgin VS 285
34	42	BACK OF MY HAND Jags	Island WIP 6501

● MILLION (PLATINUM) ● 1/2 MILLION (GOLD) ● 1/4 MILLION (SILVER)
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.

59	44	YOU NEVER KNOW WHAT YOU'VE GOT Me & You	Laser LAS 8
60	36	SWEET LITTLE ROCK 'N' ROLLER Showaddywaddy	Arista 278
61	43	MORNING DANCE Spyro Gyra	Infinity INF 111
62	75	BREAKFAST IN BED Sheila Hyton	United Artists BP 304
63	NEW	MAKING PLANS FOR NIGEL XTC	Virgin VS 282
64	49	WHEN WILL YOU BE MINE Average White Band	RCA XB 1096
65	NEW	O.K. FRED Errol Dunkley	Scope SC 6
66	40	ANGEL EYES/VOULEZ VOUS Abba	Epic EPC 7499
67	71	DAY THE EARTH CAUGHT FIRE City Boy	Vertigo 6059 238
68	NEW	SHAPE OF THINGS TO COME Headboys	RSO 40
69	NEW	DON'T BE A DUMMY John Duccann	Vertigo 6059 241
70	NEW	MILLIONS LIKE US Purple Hearts	Fix FICS 3
71	NEW	THE DEVIL WENT DOWN Charlie Daniels	Epic EPC 7737
72	64	LOOKIN' FOR LOVE TONIGHT Fat Larry's Band	Fantasy FTC 179
73	56	HIGHWAY TO HELL AC/DC	Atlantic K 11321
74	NEW	CHOSEN FEW Dooleys	GTO GT 258
75	NEW	THERE MUST BE THOUSANDS Quads	Big Bear BB 23

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JACKIE MOORE

CHRISTMAS '87 This Time Baby!

TOP 25

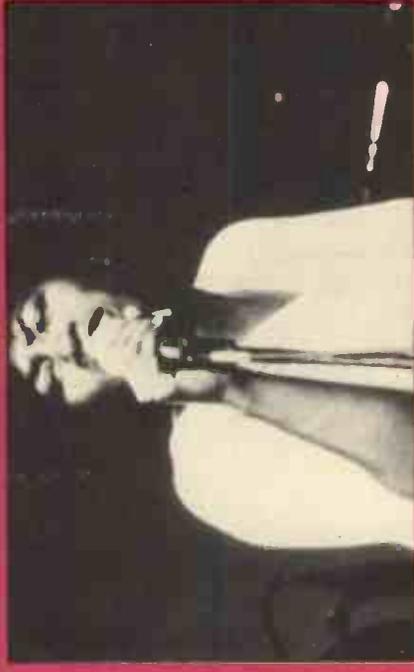
ALBUMS

WEEK ENDING SEPTEMBER 22 1979

1	NEW	THE PLEASURE PRINCIPLE Gary Numan	Beggars Banquet BEGA 10
2	1	IN THROUGH THE OUT DOOR Led Zeppelin	Swan Song SSK 59410
3		ROCK 'N' ROLL JUVENILE Cliff Richard	EMI EMC 3307
4	2	DISCOVERY Electric Light Orchestra	Jet JETLX 500
5	3	SLOW TRAIN COMING Bob Dylan	CBS 86095
6	38	STRING OF HITS Shadows	EMI EMC 3310
7	5	I AM Earth Wind & Fire	CBS 86084
8	8	PARALLEL LINES Blondie	Chrysalis CDL 1192
9	4	THE BEST DISCO ALBUM IN THE WORLD Various	Warner Brothers K 59062
10	7	VOULEZ VOUS Abba	Epic EPC 86086
11	11	REPLICAS Tubeway Army	Beggars Banquet BEGA 7
12	6	BREAKFAST IN AMERICA Supertramp	A&M AMLK 63708
13	NEW	JOIN HANDS Siouxie and The Banshees	Polydor POLD 5024
14	9	OUTLANDOS D'AMOUR Police	A&M AMLH 68502
15	10	STREET LIFE Crusaders	MCA MCF 30008
16	13	NIGHT OWL Gerry Rafferty	United Artists UAK 30238
17	23	MANIFESTO Roxy Music	Polydor POLH 001

35		FEAR OF MUSIC Talking Heads	Sire SRK 6076
36	52	WE ARE FAMILY Sister Sledge	Atlantic K 50587
37	37	THE VERY BEST OF LEO SAYER Leo Sayer	Chrysalis CDL 1222
38	32	OUT OF THE BLUE Electric Light Orchestra	Jet JETDP 400
39	34	DRUMS AND WIRES XTC	Virgin V 2129
40	47	LOOK SHARP Joe Jackson	A&M AMLH 64743
41	31	20 GOLDEN GREATS Beach Boys	Capitol EMTV 1
42	46	RISQUE Chic	Atlantic K 50634
43	30	COMMUNIQUE Dire Straits	Vertigo 9102 031
44	48	AT BUDDOKAN Bob Dylan	CBS 96004
45	44	THE GREAT ROCK AND ROLL SWINDLE Sex Pistols	Virgin VD 2510
46	36	DIRE STRAITS Dire Straits	Vertigo 9102 021
47	42	B-52's B-52's	Island ILPS 9580
48	NEW	HOT TRACKS Various	K-Tel NE 1049
49	49	NEVER MIND THE BOLLOCKS, HERE'S THE SEX PISTOLS Sex Pistols	Virgin V 2086
50	53	20 ALL TIME GREATS Roger Whittaker	Polydor POLTV 8
51	50	RICKIE LEE JONES Rickie Lee Jones	Warner Brothers K 56628
52	41	NEW BOOTS AND PANTIES Ian Dury & The Blockheads	Stiff SEEZ 4
53	51	RUMOURS Fleetwood Mac	Warner Brothers K 56344
53	40	LAST THE WHOLE NIGHT LONG James Last	Polydor PTD 001
55	43	TEENAGE WARNING Angelic Upstarts	Warner Brothers K 56717
56	57	RUST NEVER SLEEPS Neil Young and Crazy Horse	Reprise K 54105
57	55	BACK TO THE EGG Wings	Parlophone PCTC 257
58	NEW	CUT Slits	Island ILPS 9573

JOAN ARMATRADING



'STEPPIN' OUT'

A LIVE ALBUM FEATURING PREVIOUSLY UNAVAILABLE MATERIAL



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LEO SAYER

NEW SINGLE

When The Money Runs Out

CHS 2361



Taken from the forthcoming album 'Leo Sayer Here' available soon

Chrysalis

THE CONTINUING SAGA OF THE AGEING ORPHANS
WITHIN LIZZY

18	MIDNIGHT MAGIC Commodores	Motown STMA 8032	Chrysalis CHR 1235
19	HIGHWAY TO HELL AC/DC	Atlantic K 50628	MCA MCF 3010
20	MORNING DANCE Spyro Gyra	Infinity INS 2003	Shelter ISA 5018
21	DOWN TO EARTH Rainbow	Polydor POLD 5023	RCA BOW LP 1
22	INTO THE MUSIC Van Morrison	Vertigo 9102 852	Warner Brothers K 56691
23	WELCOME TO THE CRUISE Judie Tzuke	Rocket TRAIN 7	SKY Sky
24	SOME PRODUCT CARRI ON SEX PISTOLS Sex Pistols	Virgin VR 2	EMI EMTV 19
25	TUBEWAY ARMY Tubeway Army	Beggars Banquet BEGA 4	NEW HORIZONS Don Williams
26	MANILOW MAGIC Barry Manilow	Arista ARTV 2	THE BEST OF EARTH WIND & FIRE VOL. 1 Earth Wind & Fire
27	THE BEST OF THE DOOLEYS The Dooleys	GTO GTTV 038	BLACK ROSE - A ROCK LEGEND Thin Lizzy
28	EXPOSED Mike Oldfield	Virgin VD 2511	SPIRITS HAVING FLOWN Bee Gees
29	WAR OF THE WORLDS Jeff Wayne's Musical Version	CBS 96000/WOW 100	TONIC FOR THE TROOPS Boomtown Rats
30	BRIDGES John Williams	Lotus WH 5015	EDDIE COCHRAN SINGLES ALBUM Eddie Cochran
31	BAT OUT OF HELL Meat Loaf	Epic/Cleveland International EPC 82419	RAINBOW CONNECTION IV Rose Royce
32	BAD GIRLS Donna Summer	Casablanca CALD 5007	SHOOTING STARS Dollar
33	DO IT YOURSELF Ian Dury	Stiff SEEZ 14	THE KIDS ARE ALRIGHT The Who
34	LIVE KILLERS Queen	EMI EMSP 330	DARK SIDE OF THE MOON Pink Floyd

59	TOP PRIORITY Rory Gallagher	Chrysalis CHR 1235
60	TAKE IT HOME B. B. King	MCA MCF 3010
61	J. J. Cale	Shelter ISA 5018
62	LODGER David Bowie	RCA BOW LP 1
63	BOP TILL YOU DROP Ry Cooder	Warner Brothers K 56691
64	SKY Sky	Ariola ARLH 5022
65	SEMI-DETACHED SUBURBAN Manfred Mann	EMI EMTV 19
66	NEW HORIZONS Don Williams	K-Tel NE 1048
67	THE BEST OF EARTH WIND & FIRE VOL. 1 Earth Wind & Fire	CBS 83284
68	BLACK ROSE - A ROCK LEGEND Thin Lizzy	Vertigo 9102 032
69	SPIRITS HAVING FLOWN Bee Gees	RSO RSBG 001
70	TONIC FOR THE TROOPS Boomtown Rats	Ensign ENVY 3
71	EDDIE COCHRAN SINGLES ALBUM Eddie Cochran	United Artists UAK 30244
72	RAINBOW CONNECTION IV Rose Royce	Atlantic K 56714
73	SHOOTING STARS Dollar	Carrere CAL 111
74	THE KIDS ARE ALRIGHT The Who	Polydor 2675 179
75	DARK SIDE OF THE MOON Pink Floyd	Harvest SHVL 804



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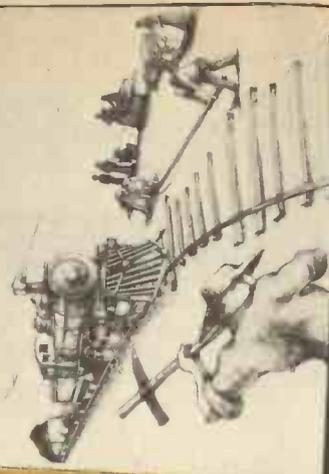
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SLOW TRAIN COMING
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SAD CAFE EVERY DAY HURTS

At last, the long awaited single from Manchester's own highly acclaimed band. Fresh back from a successful US tour the song is an outstanding example from their new RCA album 'Facades', produced by Eric Stewart of 10cc. 7" PB 5180 LIMITED EDITION PICTURE BAG AND BLUE VINYL. 7" PB 5180 PICTURE DISC. **RCA**

GENE CHANDLER WHEN YOU'RE NO. 1

Gene Chandler whose single 'Get Down' was a sensational chart-topper, presents his new fabulous dance floor disc 'WHEN YOU'RE NO. 1' the single, produced by Carl Davis is the title track of Gene's new 20th Century album. 7" TC 2411/12" TCD 2411 COLOURED SLEEVE. **RCA**

UK SUBS TOMORROWS GIRLS

The brand new single from the much acclaimed UK SUBS is called 'TOMORROWS GIRLS'. This dynamic 3 track disc will illustrate why 2000 Lyceum fans screamed for more. Hardworking UK SUBS take to the road again with a massive 40 date British tour during September & October. Be ready for the UK SUBS! 7" GEMS 10 PICTURE BAG AND LIMITED EDITION BLUE VINYL. **RCA**

AVERAGE WHITE BAND WHEN WILL YOU BE MINE

The single taken from the AWB album 'Feel No Fret' features immaculate drumming highlights from Steve Ferrone, and is an outstanding choice for their next hit single. A disc that is assured to rocket the band back high in the charts. 7" XB 1096 LIMITED EDITION PICTURE BAG. 12" XC 1096 LIMITED EDITION PICTURE SLEEVE. **RCA**

EDWIN STARR IT'S CALLED THE ROCK

Edwin's smash new single is titled after the hot new American dance craze called 'The Rock'. The record's a smash and as the follow-up to the chart-topper 'HAPPY RADIO' is set to put Edwin back in the charts. 7" TC 2420/12" TCD 2420 COLOURED SLEEVE. **RCA**

THE TOMMY BAND I WONDER WHAT SHE'S DOING TONIGHT

Monkey madness, Early Ian Dury Days, Scottish Guitar Licks, Rolling Hills Drumming, Kings Rd classical keyboards - Rocky Horror style. That's their brand new album 'YOUR PIECE OF THE ROCK'. 7" PB 5182 PICTURE BAG. **RCA**

DYNASTY I DON'T WANT TO BE A FREAK (BUT I CAN'T HELP MYSELF)

Already 'DYNASTY'S' single is a nationwide disco smash and climbing fast on Capital Radio's disco chart. Its called 'I DON'T WANT TO BE A FREAK' (But I can't help myself) and its from their brand new album 'YOUR PIECE OF THE ROCK'. 7" FB 1694/12" FC 1694 COLOURED SLEEVE. **RUSH RELEASE**

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PICTURE DISC
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NEW ENTRY

Artist / Title	RADIO ONE	RADIO TWO	BBC SCOTLAND	BBC WALES	BBC INDEPENDENT	BBC	BEACON	CAPITAL	CITY	CLYDE	DOWNTOWN	FORTH	MALLAM	LUXEMBOURG	MANX	METRO	ORNNELL	PENNINE	PICCADILLY	SOUND	SWANSEA	TRENT	THAMES	VALLEY	VICTORY
ROXY MUSIC Angel Eyes Polydor POSP 67 (F)																									
RUTS Something That I Said Virgin VS 285 (C)																									
SAD CAFE Everyday Hurts RCA PB 5180 (R)																									
SAYER, LEO When The Money Runs Out Chrysalis CHS 2361 (F)																									
SECRET AFFAIR Time For Action Arista ARIST SEE 1 (F)																									
SHARPE, ROCKY Love Will Make You Fail Chiswick CHIS 114 (E)																									
SILICON 'TEENS Memphis Tennessee Mute 003																									
SIMON, CARLY Spy Elektra K 12380 (K)																									
SISTER SLEDGE Lost In Music Atlantic K 11337 (W)																									
SKY Carillon Ariola ARO 182 (A)																									
SPECIALS Gangsters Two Tone TT 2 (SP)																									
SPYRO GYRA Morning Dance Infinity INF 111 (C)																									
SQUEEZE Slap And Tickle A&M AMS 7466 (C)																									
STARJETS Warstories Epic EPC 7770 (C)																									
STATUS QUO Whatever You Want Vertigo 6059 242 (F)																									
STRANGLERS Duchess UA BP 308 (E)																									
STEWART, JOHN Midnight RSO 42 (F)																									
STREISAND, BARBRA Main Event CBS 7714 (C)																									
SUMMER, DONNA Dim All The Lights Casablanca CAN 162 (A)																									
TCHAIKOVSKY, BRAM Lullaby Of Broadway Criminal SWAG8 (S)																									
THIRD WORLD Tonight For Me Island WIP 6519 (E)																									
THORPE, T.J. No Kinda Star EMI INT 894 (E)																									
THREE DEGREES Jump The Gun Ariola ARO 183 (A)																									
TOURISTS Loneliest Man Logo GO 360 (C)																									
TRAINSPOTTERS High Rise Arista ARIST 290 (F)																									
TRICKSTER I'm Satisfied Jet 149 (C)																									
TZUKE, JUDIE For You Rocket XPRES 2 (F)																									
VAN WARMER, RANDY Just When I Needed You Island WIP 6501 (E)																									
WAYNE, JEFF Eve Of The War CBS 7731 (C)																									
WILLIAMS, DENIECE I Found Love CBS 7858 (C)																									
WINGS Baby's Request/Getting Closer Parlophone R6027 (E)																									
WILLS, VIOLA Gonna Get Along Ariola Hansa AHA 546																									
WISHBONE ASH Come On MCA 518 (C)																									

DISTRIBUTORS CODE. A - Pye, C - CBS, W - WEA, E - EMI, F - Polygram, R - RCA, S - Selecta, Z - Enterprise, K - K-Tel, D - Arcade, B - Ronco, M - Multiple Sound, Y - Replay, Q - Chamdale, SP - Spartan.

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ALBUM RELEASES

INDEX

ACCORDION & Fiddle Club	
JAMBOREE '79	7
AFTER THE FIRE	3
BAILEY, Mildred/Paul Barons	
Orchestra	12
BROOKS, Elkie	1
BROWN, Les & His Orchestra	12
BURTON, Gary/Chick Corea	5
BUSSE, Henry & His Orchestra	12
BUZZCOCKS	17
CALE J.J.	11
CANDIDO	16
CHEAP TRICK	9a
CLAYDERMAN, Richard	4
COMMODORES	14
CROSBY, Bing	6
DIAMOND ACCORDION BAND	7
FIEDLER/Boston Pops Orchestra	4
FOLEY, Ellen	9a
FORD, Gerry	7
GARBER, Jan & His Orchestra	12
GAMMON, Patrick	14
GRAY, Glen & The Casa Loma	
Orchestra	12
HERMAN, Woody & His Orchestra	12
HIGHWIND	9
IT'S A BEAUTIFUL DAY	3
JAMES, Bob	3
JAMES, Harry & His Orchestra	12
JIM MACLEOD BAND	4
JOHANSSSEN, David	9a
JUDAS PRIEST	3
KENTON, Stan & His Orchestra	12
MACDONALD, Ralph	9a
MANUEL	8
MARLEY, Bob	11
MOORE, Jackie	3
MORODER, Giorgio	15
MUHAMMED, Idris	10
PHILLY CREAM	10
PRESTON, Billy	14
PRINCE REGENT - SOUNDTRACK	4
REY, Alvin & His Orchestra	12
ROSS, Diana & The Supremes	14
SLICK	10
SMITH, Rex	3
SOFTROCK	6
STRANGLERS	17
10cc	13
VAN DER GELD, Tom	5
WEATHER REPORT	3
WHITESNAKE	17
WILLIAMSON, Ann	7
WINGATES TEMPERANCE BAND	4
WORLD OF RAILWAYS	2
WORLD OF SHAKESPEARE VOL. 2	2
WYNETTE, Tammy	6
ZAPPA, Frank	3

5 ECM (VIRGIN)	
PASS	
Tom Van Der Geld	1134
DUET	
Gary Burton/Chick Corea	1140

6 EMBASSY (CBS)	
BING CROSBY VOL. 3	
Bing Crosby	313751
5TH	
Softrock	31748
D.I.V.O.R.C.E.D.	
Tammy Wynette	31376

7 EMERALD (DECCA)	
JUST A CLOSER WALK WITH THEE	
The Diamond Accordion	
Band	GES 1208 (KGEC 1208)
ACCORDION AND FIDDLE CLUB	
JAMBOREE '79	GES 1209 (KGEC 1209)
COUNTRY EVERGREENS	
Ann Williamson	GES 5016 (KGEC 5016)
WITH LOVE	
Gerry Ford	GES 5017 (KGEC 5017)

8 EMI	
SUPER NATURAL	
Manuel	TWOD 2001 (TC-TWOD 2001)

9 EMI INTERNATIONAL	
HIGHWIND	
Highwind	INS 3026 (TC-INS 3026)

9a EPIC (CBS)	
DREAM POLICE	
Cheap Trick	83522
NIGHT OUT	
Ellen Foley	83718
IN STYLE	
David Johansen	83745
COUNTERPOINT	
Ralph MacDonald	83373

10 FANTASY (EMI)	
PHILLY CREAM	
Philly Cream	FT 559
SPACE BASS	
Slick	FT 560
FOXHUNTING	
Idris Muhammed	FT 562

11 ISLAND (EMI)	
5	
J. J. Cale	ISA 5018 (ZCSA 5018)
SURVIVAL	
Bob Marley	ILPS 9542

12 LONDON (DECCA)	
WOODY HERMAN & HIS ORCHESTRA	
1937	HMP 5048
STAN KENTON & HIS ORCHESTRA	
1941	HMP 5049
GLEN GRAY & THE CASA LOMA	
ORCHESTRA 1943/46	HMP 5050
HENRY BUSSE & HIS ORCHESTRA	
1935	HMP 5051
HARRY JAMES & HIS ORCHESTRA	
1943/46	HMP 5052
JAN GARBER & HIS ORCHESTRA	
1939/41	HMP 5053
LES BROWN & HIS ORCHESTRA	
1949	HMP 5054

STAN KENTON & HIS ORCHESTRA	
1941 VOL. 2	HMP 5055
MILDRED BAILEY WITH PAUL	
BARONS	
ORCHESTRA 1944	HMA 5056
ALVINO REY & HIS ORCHESTRA	
1946	HMA 5057
WOODY HERMAN & HIS FIRST HERD	
1944	HMA 5058
LES BROWN & HIS ORCHESTRA	
1949 VOL. 3	HMA 5059
HARRY JAMES & HIS ORCHESTRA	
1948/9	HMA 5060
STAN KENTON & HIS ORCHESTRA	
1943/44	HMA 5061

13 MERCURY (PHONOGRAM)	
10CC'S GREATEST HITS	
10cc	9102 504

14 MOTOWN (EMI)	
MIDNIGHT MAGIC	
Commodores	STMA 8032 (TC-STMA 8032)

LATE AT NIGHT	
Billy Preston	STML 12116 (TC-STML 12116)

DON'T TOUCH ME	
Patrick Gammon	STML 12119 (TC-STML 12119)

MORE HITS BY THE SUPREMES	
Diana Ross & The Supremes	STMR 9006 (TC-STMR 9006)

15 OASIS (GTO)	
E EQUALS MC2	
Giorgio Moroder	OASLP 507 (OASMC 507)

16 SALSOU (EMI)	
DANCIN' & PRANCIN'	
Candido	SSLP 1517

17 UNITED ARTISTS	
A DIFFERENT KIND OF TENSION	
Buzzcocks	UAG 30260 (TCK 30260)
THE RAVEN	
Stranglers	UAG 30262 (TCK 30262)
LOVE HUNTER	
Whitesnake	UAG 30264 (TCK 30264)

LISTINGS

1 A&M
LIVE & LEARN
Elkie Brooks AMLH 68509

2 ARGO (DECCA)
THE WORLD OF SHAKESPEARE
VOL 2 SPA-R 558 (KCSP-R 558)
THE WORLD OF RAILWAYS:
'PACIFIC' POWER SPA 563 (KCSP 563)

3 CBS
Weather Report 88455
830
JOE'S GARAGE AT ONE
Frank Zappa 86101
IT'S A BEAUTIFUL DAY
It's A Beautiful Day 83797
SOONER OR LATER
Rex Smith 83688
UNLEASHED IN THE EAST
Judas Priest 83852

LASER LOVE
After The Fire 83795
I'M ON MY WAY
Jackie Moore 83786
LUCKY SEVEN
Bob James 83729

4 DECCA
PRINCE REGENT
Soundtrack SKL 5313 (KSKC 5313)
THE TWO SOUNDS OF FIEDLER
Fiedler/Boston Pops
Orchestra MOR 527 (KMORC 527)
RICHARD CLAYDERMAN
Richard Clayderman
SKL-R 5310 (KS KCR 5310)
WINGATES TEMPERANCE BAND
Wingates Temperance
Band SB 338 (KBSC 338)
COME SCOTTISH COUNTRY
DANCING WITH THE GREAT JIM
MACLEOD BAND
Jim MacLeod Band MOR 526 (KMORC 526)

9a EPIC (CBS)
DREAM POLICE
Cheap Trick 83522
NIGHT OUT
Ellen Foley 83718
IN STYLE
David Johansen 83745
COUNTERPOINT
Ralph MacDonald 83373

10 FANTASY (EMI)
PHILLY CREAM
Philly Cream FT 559
SPACE BASS
Slick FT 560
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SINGLE RELEASES

INDEX

ATLANTA RHYTHM SECTION	S
BANKS, Tony	F
BEAU, Toby	T
BLACK JACK	W
COSTA, Paulinho, Da	D
CUGAT, Xavier	L
DARTS	C
DAVIS, John	S
DREAM EXPRESS	M
DYNASTY	I
EMOTIONS	I
FATBACK BAND	Y
HI TENSION	T
HOOVER	L
JAMES, Rick	F
JOHANSSSEN, David	M
JOHN, Elton	V
KING AND QUEEN	R
KNIGHT, Gladys	J
LANE, Suzie	H
LITTLE BO BITCH	I
MCCLOUD, CASPAR	M
MCDONALD, Ralph	I

MAS, Caroline	S
MATCH	M
MERTON PARKAS	P
NEW YORK	
BLONDES	L
PARTON, Dolly	G
POACHER	S
PRECIOUS WILSON	H
REGULARS	H
ROCKETS	O
ROSS, Diana	N
SIOUXSIE AND THE	
BANSHEES	M
SLITS	T
SPRINGFIELD, Dusty	B
SPYRO GYRA	S
STINGRAY	W
STIVBATORS	I
10cc	I
WILLEY, Bruce	D
WILSON BROTHERS	A

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DOLLY PARTON. RCA PB 9434 (R)

BRUNETTE. London HLZ 10574 (S)

H
HARMONY, Givin' It Up, SUZIE LANE. Atlantic K 12390 (W)
HEY GIRL DON'T BOTHER ME, Weed Stalk, REGULARS. CBS 7903 (C)
HOLD ON I'M COMING, You Got Me Dancing, PRECIOUS WILSON. Hansa K 11372 (A)

I
I DON'T WANT TO BE A FREAK, You're Piece Of The Rock, DYNASTY. Solar SB 1694 (R)
I'M NOT IN LOVE, For You and I, 10cc. Mercury 6008 043 (F)
I NEED SOMEONE, Discolypso, RALPH MCDONALD. TK TKR 7559 (C)
I SHOULD BE DANCING, My Baby Dance, EMOTIONS. CBS 7876 (C)
IT'S COLD OUTSIDE, The Last Year, STIV BATORS. London HLZ 10575 (S)
IT'S ONLY LOVE, I'm Confused, LITTLE BO BITCH. Cobra COB 1 (E)

J
JUST WANT TO BE WITH YOU, You Don't Say I Love You, GLADYS KNIGHT. CBS 7876 (C)

L
LA BAMBA, Despedida, XAVIER CUGAT AND ORCHESTRA. Intersound ISS 105 (S)
LADY LADY, Indian Nation, HOOKER. Harbor HRB 3 (P)
LITTLE GTO, Holocaust On Sunset Boulevard, THE NEW YORK BLONDES/RODNEY AND THE

M
MELODY, Wreckless Crazy, DAVID JOHANSSSEN. Sky 7827 (C)
MESSING AROUND IN SCHOOL, Make Sure You Feel Like You're Mine, CASPAR GILES MCCLOUD. Rockstady MICK 007 (Rockstady)
MIDNIGHT DREAM, Midnight Dream Express Instrumental. DREAM EXPRESS. MCA 527 (C)
MISTER DEE JAY, Ain't Go No Lowdown Feeling, MATCH. Magnet 12FM6 (E)
MITTAGISEN (METAL POSTCARD), Love In A Void, SIOUXSIE AND THE BANSHEES. Polydor 2059 151 (F)

N
NO-ONE GETS THE PRIZE, Never Say I Don't Love You, DIANA ROSS. Motown TMG 1160 (E)

O
OH, WELL, Love Me Once Again, ROCKETS. RSO 44 (F)

P
PLASTIC SMILE, The Man With The Disguise, MERTON PARKAS. Beggars Banquet BEG 25 (W)

R
REUNITED, Reunited (Dub), KING AND QUEEN. Decca F 13863 (S)

S
SHAKE A SONG, Song For Loraine, SPYRO GYRA. Infinity INF 117 (C)
SPEEDWAY RIDER, Stadium, JOHN DAVIS. LBA 104 (LBA)
SPOOKY, It's Only Music, ATLANTA RHYTHM SECTION. Polydor POSP 74 (F)
STAR LOVE, Question Of Trust, POACHER. RK 1022 (A)
STILL SANE, Sadie Says, CAROLINE MAS. Mercury 6167 839 (F)

T
THEN YOU CAN TELL ME GOODBYE, Boogie Woogie Melody, TOBY BEAU. RCA PB 1670 (R)
THERE'S A REASON, If It Moves You, HI TENSION. Island 12 WIP 6493 (E)
TYPICAL GIRLS, I Heard It Through The Grapevine, THE SLITS. Island WIP 6505 (E)

V
VICTIM OF LOVE, Strangers, ELTON JOHN. Rocket XPRES 21 (F)

W
WHERE DO WE GO FROM HERE, Better The Devil You Know, STINGRAY. Carrere CAR 115 (W)
WITHOUT YOUR LOVE, Heart Of Mine, BLACK JACK. Polydor POSP 76 (F)

Y
YOU'RE MY CANDY SWEET, King Tim III, FATBACK BAND. Spring POSP 78 (F)

LISTINGS

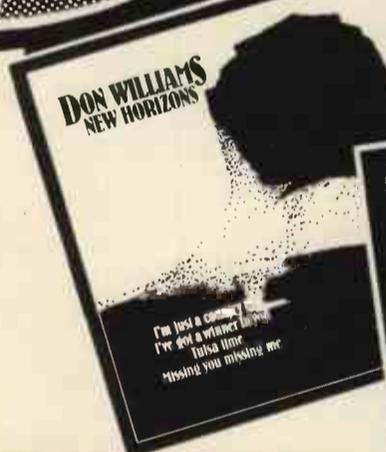
A
ANOTHER NIGHT, Shadows, WILSON BROTHERS. Atlantic K 17375 (W)

B
BABY BLUE, Get Yourself To Love, DUSTY SPRINGFIELD. Mercury DUSTY 4 (F)

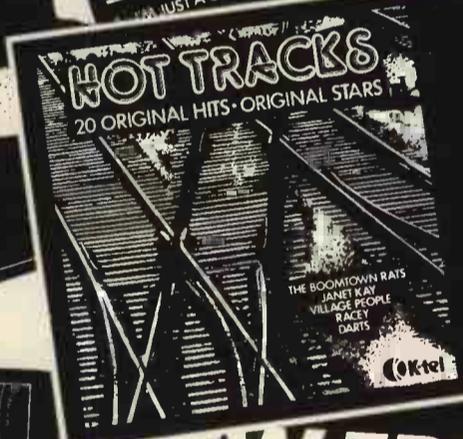
C
CAN'T GET ENOUGH OF YOUR LOVE, Don't Say Yes, DARTS. Magnet MAG 156 (E)

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| 2. WHO WERE YOU WITH IN THE MOONLIGHT
Dollar | 12. THE TIES THAT BIND
Letting Good At |
| 3. SILLY GAMES
Janet Kay | 13. I WOULD LIKE TO SEE YOU AGAIN
The Ties That Bind |
| 4. LIVING ON THE FRONT LINE
Eddie Grant | 14. SHE NEVER KNEW ME |
| 5. GERTCHA
Chas & Dave | 15. YOU KEEP COMING ROUND
All I'm Missing Is You |
| 6. NO. 1 SONG IN HEAVEN
Sparks | 16. SHE NEVER KNEW ME |
| 7. MARRIED MEN
Bonnie Tyler | 17. YOU KEEP COMING ROUND
All I'm Missing Is You |
| 8. DUKE OF EARL
Darts | 18. ALL I'M MISSING IS YOU
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Racey | |
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Rita Coolidge |
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Rita Coolidge | 2. MUSKRAT LOVE
Captain & Tennille |
| 3. SUNSHINE AFTER THE RAIN
Elkie Brooks | 3. THE RUNAWAY
Elkie Brooks |
| 4. I COULD HAVE BEEN A SAILOR
Peter Allen | 4. I WANNA STAY WITH YOU
Gallagher & Lyle |
| 5. OH, LORI
Alessi | |
| 6. SHOW SOME EMOTION
Joan Armatrading | |
| 7. BELLAVIA
Chuck Mangione | |
| 8. I JUST WANNA STOP
Gino Vonnelli | |
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TOP 75 ALBUMS

CHART FOR PERIOD SEPT. 3-8

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			THE PLEASURE PRINCIPLE Gary Numan	Beggars Banquet BEGA 10 (W)
2	1	3	IN THROUGH THE OUT DOOR Led Zeppelin (J. Page)	Swan Song SSK 59410 (W)
3	29	2	ROCK 'N' ROLL JUVENILE Cliff Richard	EMI EMC 3307 (E)
4	2	15	DISCOVERY Electric Light Orchestra (Jeff Lynne)	Jet JETLX 500 (C)
5	3	3	SLOW TRAIN COMING Bob Dylan	CBS 86095 (C)
6	38	2	STRING OF HITS Shadows	EMI EMC 3310 (E)
7	5	14	I AM Earth Wind & Fire (M. White/A. McKay)	CBS 86084 (C)
8	8	52	PARALLEL LINES Blondie (Mike Chapman)	Chrysalis CDL 1192 (F)
9	4	10	THE BEST DISCO ALBUM IN THE WORLD Various	WEA K 58062 (W)
10	7	19	VOULEZ VOUS Abba (B. Andersson/B. Ulvaeus)	Epic EPC 86086 (C)
11	11	16	REPLICAS Tubeway Army (G. Numan)	Beggars Banquet BEGA 7 (W)
12	6	26	BREAKFAST IN AMERICA Supertramp (Supertramp/Peter Henderson)	A&M AMLK 63708 (C)
13			JOIN HANDS Siouxsie and The Banshees	Polydor POLD 5024 (F)
14	9	23	OUTLANDS D'AMOUR Police (Police)	A&M AMLH 68502 (C)
15	10	10	STREET LIFE Crusaders	MCA MCF 3008 (C)
16	13	16	NIGHT OWL Gerry Rafferty (H. Murphy/G. Rafferty)	United Artists UAK 30238 (E)
17	23	27	MANIFESTO Roxy Music (Roxy Music)	Polydor POLH 001 (F)
18	17	6	MIDNIGHT MAGIC Commodores (Carmichael/Commodores)	Motown STMA 8032 (E)
19	19	6	HIGHWAY TO HELL AC/DC (Robert John Lange)	Atlantic K 50628 (W)
20	18	11	MORNING DANCE Spyro Gyra (Beckstein/Calandra)	Infinity INS 2003 (C)
21	15	6	DOWN TO EARTH Rainbow	Polydor POLD 5023 (F)
22	21	3	INTO THE MUSIC Van Morrison	Vertigo 9120 852 (F)
23	20	8	WELCOME TO THE CRUISE Judie Tzuke (J. Punter)	Rocket TRAIN 7 (F)
24	16	7	SOME PRODUCT CARRI ON SEX PISTOLS Sex Pistols (J. Vernon)	Virgin VR 2 (C)
25	14	5	TUBEWAY ARMY Tubeway Army	Beggars Banquet BEGA 4 (W)
26	12	29	MANILOW MAGIC Barry Manilow (Ron Dante/Barry Manilow)	Arista ARTV 2 (F)
27	24	12	THE BEST OF THE DOOLEYS The Dooleys (Ben Findon)	GTO GTTV 038 (C)
28	25	7	EXPOSED Mike Oldfield (Newell/Oldfield)	Virgin VD 2511 (C)
29	45	64	WAR OF THE WORLDS Jeff Wayne's Musical Version	CBS 96000/WOW 100 (C)
30	22	13	BRIDGES John Williams (S. Myers)	Lotus WH 5015 (K)
31	26	38	BAT OUT OF HELL Meat Loaf (Todd Rundgren)	Epic/Cleveland International EPC 82419 (C)
32	28	17	BAD GIRLS Donna Summer (Moroder/Bellotte/Summer/Koppers)	Casablanca CALD 5007 (A)
33	35	17	DO IT YOURSELF Ian Dury	Stiff SEEZ 14 (E)
34	27	12	LIVE KILLERS Queen (Queen)	EMI EMSP 330 (E)
35	33	2	FEAR OF MUSIC Talking Heads	Sire SRK 6076 (W)
36	52	4	WE ARE FAMILY Sister Sledge (Edwards/Nile)	Atlantic K 50587 (W)
37	37	20	THE VERY BEST OF LEO SAYER Leo Sayer	Chrysalis CDL 1222 (F)
38	32	96	OUT OF THE BLUE Electric Light Orchestra (Jeff Lynne)	Jet JETDP 400 (C)

This Week	Last Week	Wks. on Chart	TITLE/Artist (producer)	Publisher	Label number
39	34	4	DRUMS AND WIRES XTC		Virgin V 2129 (C)
40	47	5	LOOK SHARP Joe Jackson		A&M AMLH 64743 (C)
41	31	9	20 GOLDEN GREATS Beach Boys		Capitol EMTV 1 (E)
42	46	6	RISQUE Chic (Edwards/Rodgers)		Atlantic K 50634 (W)
43	30	14	COMMUNIQUE Dire Straits (J. Wexler/B. Beckett) (J. Jankel)		Vertigo 9102 031 (F)
44	48	18	AT BUDOKAN Bob Dylan (D. De Vito)		CBS 96004 (C)
45	44	12	THE GREAT ROCK AND ROLL SWINDLE Sex Pistols (Various)		Virgin VD 2510 (C)
46	36	28	DIRE STRAITS Dire Straits (Muff Winwood)		Vertigo 9102 021 (F)
47	42	8	B-52's B-52's (Chris Blackwell)		Island ILPS 9580 (E)
48			HOT TRACKS Various		K-Tel NE 1049 (K)
49	49	17	NEVER MIND THE BOLLOCKS, HERE'S THE SEX PISTOLS Sex Pistols (Chris Thomas/Bill Price)		Virgin V 2086 (C)
50	53	8	20 ALL TIME GREATS Roger Whittaker		Polydor POLTV 8 (F)
51	50	17	RICKIE LEE JONES Rickie Lee Jones (L. Waronker/R. Titelman)		Warner Brothers K 56628 (W)
52	41	5	NEW BOOTS AND PANTIES Ian Dury & The Blockheads		Stiff SEEZ 4 (E)
= 53	51	7	RUMOURS Fleetwood Mac (Fleetwood Mac/Callat/Dashut)		Warner Brothers K 56344 (W)
= 53	40	24	LAST THE WHOLE NIGHT LONG James Last (James Last)		Polydor PTD 001 (F)
55	43	6	TEENAGE WARNING Angelic Upstarts		Warner Brothers K 56717 (W)
56	57	29	RUST NEVER SLEEPS Neil Young and Crazy Horse (Young)		Reprise K 54105 (W)
57	55	14	BACK TO THE EGG Wings (Paul McCartney/Chris Thomas)		Parlophone PCTC 257 (E)
58			CUT Slits (D. Bovell)		Island ILPS 9573 (E)
59			TOP PRIORITY Rory Gallagher (A. O'Duffey)		Chrysalis CHR 1235 (F)
60	68	5	TAKE IT HOME B. B. King (S. Levine)		MCA MCF 3010 (C)
61	60	11	5 J. J. Cale		Shelter ISA 5018 (E)
62	64	6	LODGER David Bowie (Tony Visconti/David Bowie)		RCA BOWLP 1 (R)
63	59	6	BOP TILL YOU DROP Ry Cooder		Warner Brothers K 56691 (W)
64	72	15	SKY Sky (Sky/Clarke/Hayden)		Ariola ARLH 5022 (A)
65	71	2	SEMI-DETACHED SUBURBAN Manfred Mann (John Burgess)		EMI EMTV 19 (E)
66			NEW HORIZONS Don Williams		K-Tel NE 1048 (K)
67	63	39	THE BEST OF EARTH WIND & FIRE VOL. 1 Earth Wind & Fire		CBS 83284 (C)
68	54	21	BLACK ROSE - A ROCK LEGEND Thin Lizzy (Tony Visconti/Thin Lizzy)		Vertigo 9102 032 (F)
69	61	42	SPIRITS HAVING FLOWN Bee Gees (Bee Gees)		RSO RSBG 001 (F)
70	56	16	TONIC FOR THE TROOPS Boombtown Rats (Robert John Lange)		Ensign ENVY 3 (F)
71	39	18	EDDIE COCHRAN SINGLES ALBUM Eddie Cochran (Cochran/Cophart)		United Artists UAK 30244 (E)
72			RAINBOW CONNECTION IV Rose Royce		Atlantic K 56714 (W)
73	75	2	SHOOTING STARS Dollar		Carrere CAL 111 (W)
74	73	13	THE KIDS ARE ALRIGHT The Who (J. Entwistle)		Polydor 2675 179 (F)
75	65	2	DARK SIDE OF THE MOON Pink Floyd (Pink Floyd)		Harvest SHVL 804 (E)



ABBA	10
AC/DC	19
ANGELIC UPSTARTS	55
B52's	47
BEACH BOYS	41
BEE GEES	69
BLONDIE	8
BOOMTOWN RATS	70
BOWIE, David	62
CALE, J.J.	61
CHIC	42
COCHRAN, Eddie	71
COMMODORES	18
COODER, Ry	63
CRUSADERS	15
DIRE STRAITS	43, 46
DOLLAR	73
DOOLEYS	27
DURY, Ian	52, 33
EARTH WIND AND FIRE	7, 67
ELECTRIC LIGHT ORCHESTRA	4, 38
FLEETWOOD MAC	53
GALLAGHER, Rory	59
HOT TRACKS	48
JACKSON, Joe	40
JONES, Rickie Lee	51
KING, B.B.	60
LAST, James	53
MANILOW, Barry	26
MANN, Manfred	65
MEAT LOAF	31
MORRISON, Van	28
NUMAN, Gary	1
POLICE	14
QUEEN	34
RAFFERTY, Gerry	16
RAINBOW	21
ROSE ROYCE	72
RICHARD, Cliff	3
SAYER, Leo	37
SEX PISTOLS	24, 49, 45
SHADOWS	6
SISTER SLEDGE	36
SIOUXSIE AND THE BANSHEES	13
SKY	64
SLITS	58
SPYRO GYRA	20
SUMMER, Donna	32
SUPERTRAMP	12
BEST DISCO ALBUM	9
TALKING HEADS	35
THIN LIZZY	68
TUBEWAY ARMY	11, 25
TZUKE, Judie	23
WAYNE, Jeff	29
WILLIAMS, Don	66
WILLIAMS, John	30
WINGS	57
WHITTAKER, Roger	50
XTC	39
YOUNG, Neil	56

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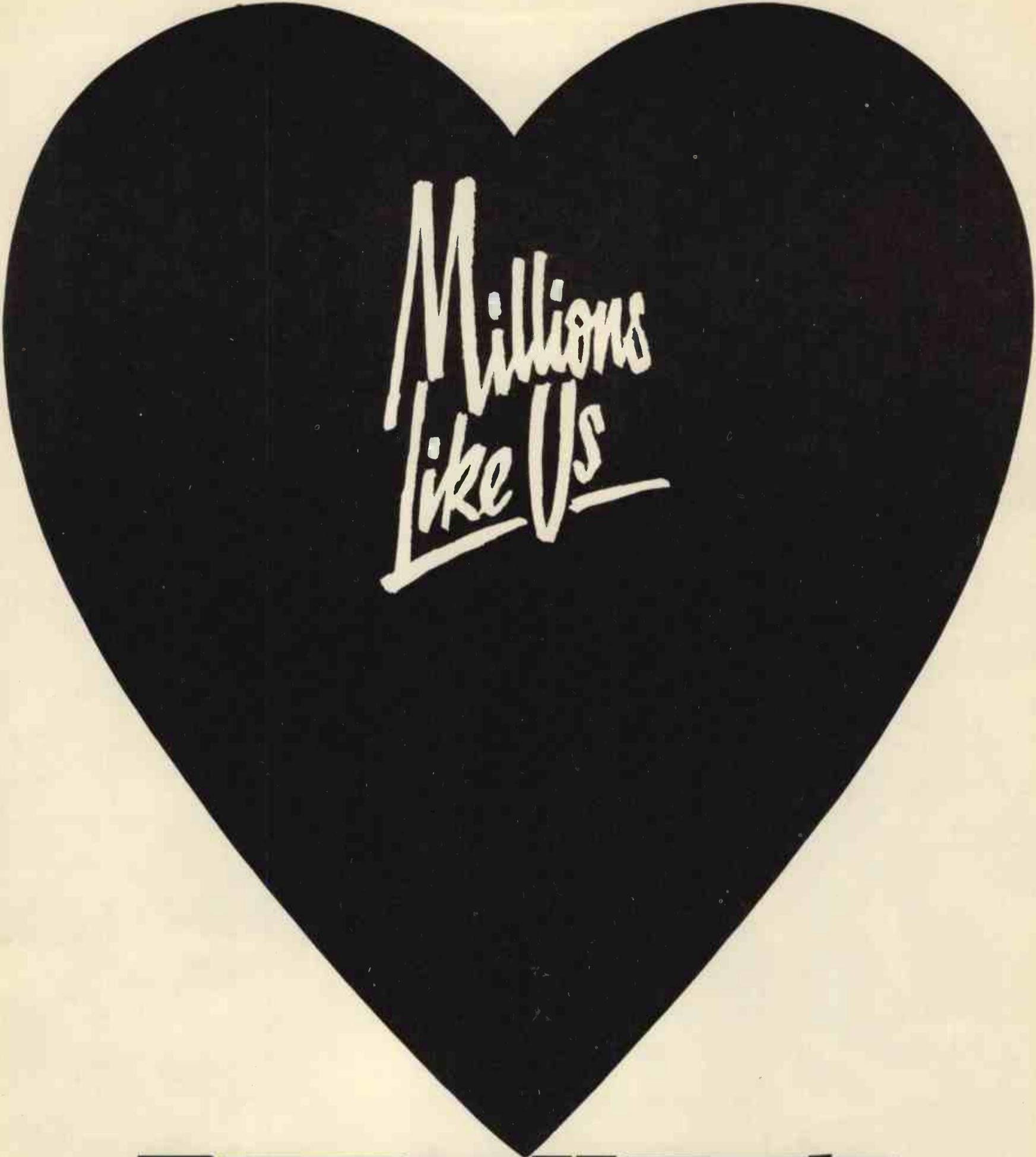
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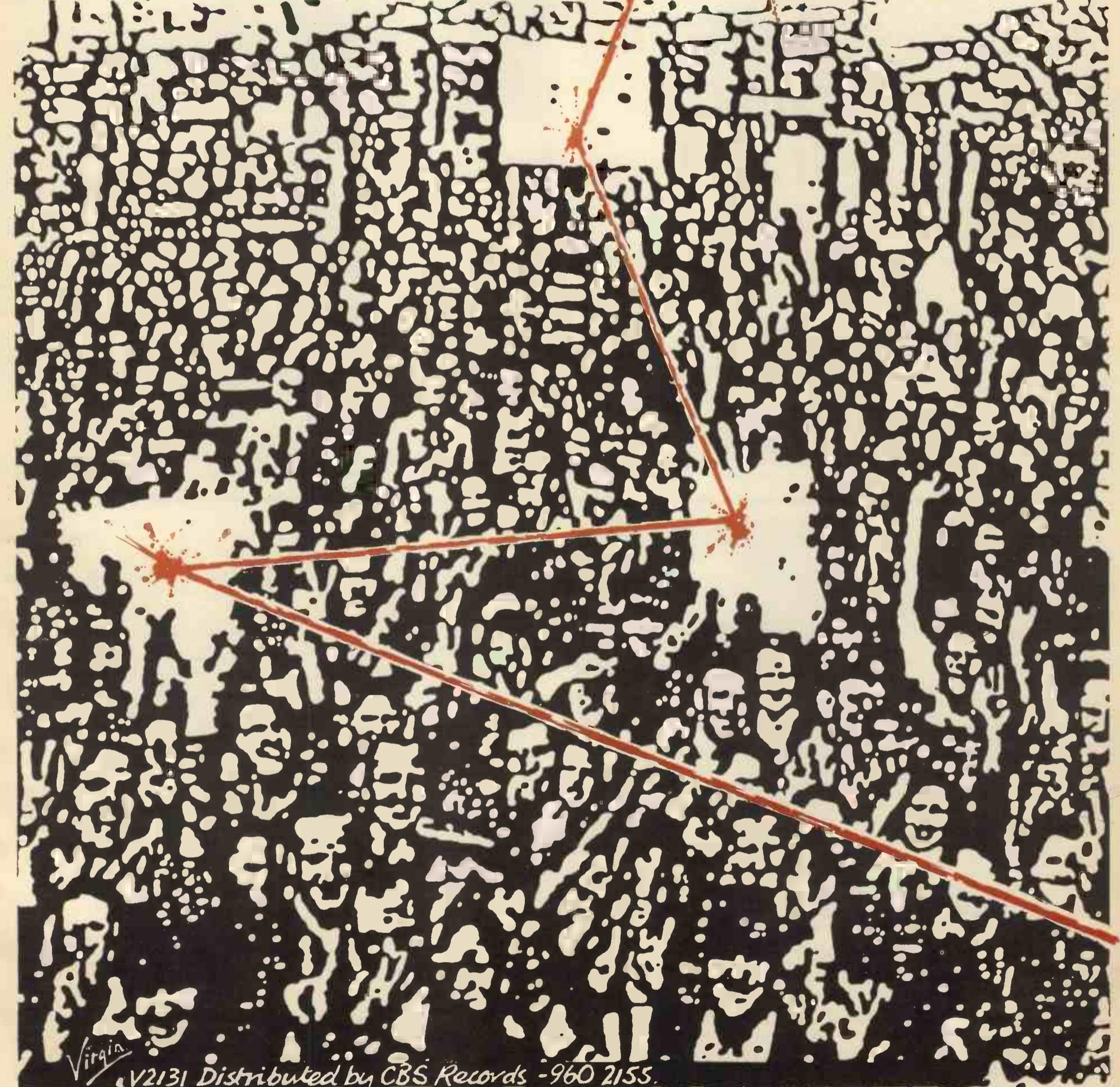


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FEATURE

In another of *MW's* Brits Abroad occasional series, *NIGEL HUNTER* talked to a couple of Brits well-known in the UK music industry who are now working in the USA. *MIKE LEDGERWOOD*, journalist and PR, has made his base in New York, and *ALAN WARNER*, record company exec, film buff extraordinaire and now independent producer, is in Hollywood. They spoke freely about how they have found the Big Apple and the Dream Factory.

GOING TO the local cinema was a great pleasure for the little lad growing up in Stamford, Lincs.

He went as often as pocket money and parents would permit and lost himself in the glamorous world unfolded by the silver screen — "coming alive" as he describes it himself.

Hollywood in those days was a dream and a long way away for Alan Warner. His youthful cinema going grew into a major hobby as he grew up and when he entered the music industry the rest of us soon found out he was a walking encyclopaedia of cinematic information and anecdote.

He either answered queries within seconds or, if he wanted to double-check a point, within minutes of referring to his files and library. Everything you wanted to know about films, film stars and film music was, and is, readily forthcoming from Warner — right down to the colour of the cameraman's socks, according to one legend.

But it was all acquired by hours in the cinema and film clubs and poring over books and magazines. Working for EMI and UA in London wasn't that much nearer to Hollywood than the ancient town of Stamford, even though his music jobs enabled him to make contact with some of the film people he admired.

Now, however, to prove that dreams can come true, Warner is living and working in Hollywood in the midst of the world he knows so much about and which is now very much aware of him and what he can do in reactivating archive material in a highly profitable manner.

"It's taken me time, but the great situation for me now is that I'm actually living in the Hollywood Hills, a dream world for me where it all began," said Warner during a recent visit to London. "And I'm with a lady who knows the business and is able to help me a great deal in my research. It's unique because I'm British and I'm doing it."

Bringing back part of Hollywood's history and inheritance to the world market is something which Warner thinks has never been done before. He's starting with movie soundtracks, but is obviously conscious of the huge potential for expansion with the advent of video discs and cassettes in terms of a nostalgia

A dream comes true

market. He has encountered no resentment in his role of gently reminding the Americans of the cinematic goldmine in their midst and helping them to make money from it all over again.

"The British have the reputation of doing things thoroughly and with affection," he said. "The stars of the past enjoy making contact with British people and remember their British fans with great affection."

Warner worked for EMI for 11 years before joining United Artists Records in the UK as label manager. He recalled that a knowledge of the UA catalogue was essential and every



ALAN WARNER: Film bus.

major track had to be used two or three times in different permutations. He moved to the States to continue working with UA in Burbank, but hopes and plans for the formation of his new Alan Warner Show project took root and shape as his restlessness about UA's internal changes grew.

"There were three changes of ownership within a year, and the American company was

very much less than it had been. The exciting days of Artie Mogull had gone and it became part of a larger company and it wasn't the same anymore. I don't think anybody really understood what I was doing and I felt it was time to get some advice."

Warner went to show business attorney Mickey Shapiro, who told him he should become an independent producer. Shapiro talked to UA Records' UK chief Cliff Busby and they worked out the first production deal for the Alan Warner Show. Warner doesn't agree it's an odd and hazardous time to opt for independence.

"I think it's a very good time. People are looking at what they've got and how to use it to its best advantage."

Warner's immediate plans include the continuation of the Golden Age of Hollywood LP series, an eight-LP project for World Records entitled *The Golden Years Of Hollywood* scheduled for release early next year and the imminent *Golden Age Of Hollywood Romance* following up the single of *As Time Goes By* and described by Warner as "romantic encounters of the classic kind". He's also putting together a deal with ABC Entertainments which owns the pictures made by David Selznick.

Other vaults will be opened up to him as time goes by and more Americans in Hollywood realise just how much this Limey knows about their film heritage and what it can mean for their bottom lines with very little additional outlay. His friend and helper Jo sums up his archive activities as a case of "a kid in a candy store".

"I find I'm much more relaxed than I was," Warner remarked. "I think I work harder than I did in the UK and I often get up in the middle of the night to continue working."

Jo finds this somewhat disconcerting as she frequently awakes to hear famous voices talking and thinks they've got late night visitors, only to discover Warner sitting in the patio or the jacuzzi bath listening to rough dubs over and over again.

"It is a dream come true," Warner concluded. "I'm only five minutes' drive away from the Strip yet my study faces a hill with peace and quiet and that feeling of being away from it all."

ENGLISH ACCENTS and the gentleman's approach still count for quite a lot in the American entertainment business, judging by Mike Ledgerwood's experience.

But English wit can still fall flat on its face sometimes over there.

Ledgerwood runs the fledgling Ledgerwood Ink, which he describes as an international public relations company specialising (but not exclusively) in the music industry. The name is neater than its UK equivalent — Ledgerwood Ltd. — would be, with its possible implication that its founder's talents are not boundless.

But Ledgerwood still looks slightly shell-shocked when he recalls the American friend who, on seeing the new company's headed notepaper with its subtly appropriate variation on Inc., remarked brightly: "Gee, Mike, I didn't know you ran an ink company."

Ledgerwood is one of the fairly numerous folk in the music business with journalistic origins in Leicester, as Dooley described some time ago. He came to London to work on a newsagent trade paper before starting a long stint on the now defunct *Disc* and was also news reporter on *Radio 1's Scene and Heard* for a lengthy spell.

He left *Disc* in 1973 to run the A & M Records press office in London and held this post for three and a half years before transferring to New York in February 1977 to become director of A & M's East Coast publicity. That came to an abrupt end last September in less than felicitous circumstances.

"I'm grateful to A & M for bringing me to America and opening another door," Ledgerwood commented, "but I'm still bitter about being fired over the 'phone from California with one month's severance money after nearly six years of hard work."

Sudden job death such as this is almost endemic to the music business, particularly in the States, for a variety of seldom disclosed



MIKE LEDGERWOOD

reasons, including financial cutbacks, shifts in internal company politics and some faces consequently ceasing to fit. Ledgerwood didn't waste time trying to find out what the cause of his demise was, but rang someone with whom he had had dealings for some time and who is also a friend.

"I owe a great debt to Brian Lane. I was fired at 5.20 on a Tuesday afternoon and rang him right away. He said 'Great, when can you start?' and put me in charge of publicity for the Yes tour."

Lane's acts and activities, in fact, formed the basis of the embryo Ledgerwood Ink's operations. The enterprise represented Lane's Park Lane Records in the States, where its product is released by Epic and Ledgerwood Ink was given the credit for breaking the *Fabulous Poodles* in America, where the group's album *Mirror Stop* charted and has sold over 150,000 copies.

An accent on English

Other initial clients included John Cougar, Billy Gaff's first signing since Rod Stewart, producer John Anthony, Desmond Child & Rouge, three strong with a hit single *Love Is Insane* and a debut tour and whose management, Starflight, is a subsidiary of Starflight Travel, another Ledgerwood account which specialises in travel and transportation for rock acts and Doris Stokes, a diversification for Ledgerwood into non-music areas, whom he describes as "a psychic detective and clairaudient, one who can hear and talk to the dead".

While still at A & M Ledgerwood undertook as an extramural assignment the publicity for *Philadelphia Fury*, the soccer team jointly owned by Frank Barsalona of Premier Talent, soccer star manager Peter Rudge, attorney Elliot Hoffman, Jerry Moss of A & M and Chris Wright and Terry Ellis of Chrysalis among others.

It proved to be a hugely successful promotion, with Ledgerwood inviting and getting every important media person and music industry personality abroad a train travelling to the team's first game. In the light of subsequent events, it has also proved very useful for Ledgerwood Ink and its founder

because "it got me into a situation on personal terms with the main owners".

The services offered by Ledgerwood Ink include setting up promotion tours, fixing local and national radio and TV exposure and maintaining day-to-day contact with clients to keep a flow of news stories and photo coverage through its day-to-day contact with journalists and other media people.

"I prefer to work direct with clients and managements," said Ledgerwood. "I'm, therefore, not answerable to the record companies involved and this gives you a better relationship with those companies. Of course you've got to try and make the record company personnel realise you're not a threat and in fact you're helping to make their job easier. When they know that I know what it's like because I've worked for record companies, it's quite easy to establish mutual trust and respect, although record company people here don't feel as secure in their jobs as I did back in England."

The odd client out, Doris Stokes, is a sign of Ledgerwood's determination to expand beyond the confines of the music industry when the time and the potential client is right.

"She is very exciting and is taking me into different areas where I have to find different writers and producers on different magazines and programmes," Ledgerwood pointed out, and added with a grin: "She also proves there is life after Rock 'n' Roll."

At present he is working from his apartment overlooking the East River and is optimistic about the future of Ledgerwood Ink while totally aware of the hazards of independent PR such as managements which are slow payers and artists who can become difficult and uncooperative. His main *modus operandi*, apart from his proven track record and experience, is his Englishness.

"I try to maintain British courtesy and civility because I think I should and because people here like it."

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29 De Montford Hall LEICESTER
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10 Rainbow LONDON
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TIP SHEET

Too busy to look for talent?

THAT THERE is a need for venues to spotlight new talent is apparent by the success of such music establishments in London and elsewhere. And that record companies and publishing personnel claim to be constantly seeking new chart-making talent, we read each week on these pages.

However, the Edinburgh Room during Interpop '79 seemed not to have made a successful marriage of the seeking and the seekers. Those few seekers from record company and publishing houses who did attend were heard to murmur: "I came as a favour — those putting this on were so nice — no one wanted to support this — who needs yet another festival?"

Those seeking were a mixed bag of contemporary cabaret, MOR, rock and new wave acts at Interpop's Spotlight on Newcomers and included in the morning session Fast Livin', an energetic pop/rock band which, during the last year, has been playing on the London rock circuit and have turned professional this summer after completing a tour of US air bases in Germany. This attractive, youthful band, provided an entertaining, lively set of their own material and are handled by the Lipton Agency (01) 836 0947.

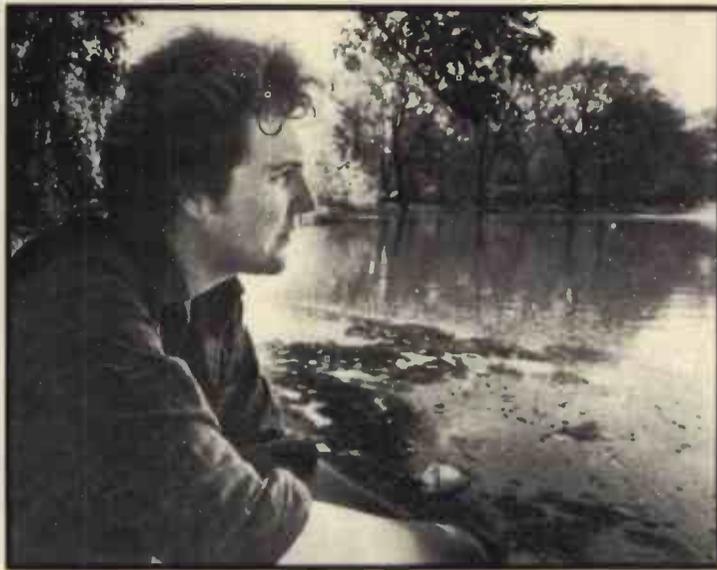
Also on this agency's roster is Take Two, who joined Fast Livin' in a spirited number called FBI. Take

Edited by
SUE FRANCIS
Tel: 439 9756

Two is Jeannette Nelson and Helen Bennett, both experienced in theatrical work and cabaret. They appear skilful as a cabaret act or for TV, but their recording potential was not exploited during their brief appearance.

Ian Smith, represented by the Ann Dex Agency (01)935 0413, is a versatile singer/songwriter/guitarist somewhat reminiscent of Roy Harper. One number, I Saw Your Face Again, might well chart if covered by a major recording artist. Naturally, Ian would like to have a chance at that himself.

Cluny Edwards first made his singing debut in French nightclubs, accompanying himself on piano and flute. Now he sits at the piano with his own band accompanying. This included a haunting saxophone which featured several times in



CLUNY EDWARDS: in a reflective mood.

Cluny's varied set. Cat Stevens must certainly have been one of Cluny's main influences. He is managed by Point Music (01) 730 9777.

Sesame Songs (53) 79444 put forward a roaring five-piece rock band, Kay Rusher. This band was instrumentally excellent with their own numbers and the audience especially appreciated Don't Forget The Children.

Undulating Tania Rogers rounded off the morning. Her credits already include signing with the Moody Blues; frequent work for ATV in its Today women's series and Pebble Mill At One; work in the BBC play The Gangsters, and films like The Stud. Her work was produced in California by Tony Iommi, and since returning to England has been working with songwriter Sue

Wilkinson. Her musical style is described as disco-rock. Unfortunately, within her showgirl performance the vocals were drowned by the band. She is looking for a recording deal and is managed by Rochelle Fenton and Les Martin (01)262 3917.

"A mixed bag of talent-potential" it was agreed. "So were we right to stay away?" it was asked by others. Those who brought their artists to Interpop and saw that they gave a lively professional show said: "If only one person here tunes into our artist, it was worth the time. But where oh where is the music industry? Were they that busy not to be able to take a couple of hours to see if there was talent here for them?"

The answer, it would seem, is yes.

TV product sought as market expands

EDWARD PROMOTIONS is a large independent recording organisation specialising in the television marketing of records and cassettes in the Australian market. With tremendous growth in the last two years, it is now desperate for more television product to satisfy the demands of its operation.

"Our operation is very similar to other television promotion companies throughout the world such as K-tel, and our product is marketed on a completely national basis," explained director Ken Standfield. "Much product has enjoyed gold and platinum sales achievements, and many titles have been released in England, Europe, South East Asia, America, New Zealand, etc. We would very much like to hear from anyone who has product which they feel could be of interest to us."

Contact: Ken Standfield, Edward Promotions, 14 Cornish Street, Glenelg North, South Australia, Australia 5045. Tel. (08) 295 2022.

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RUBY RIOT is not your average dance group. Instead, they present a mixture of weird sophisticated performances completing, on video or in promotion films, New Wave groups — or any other non-traditional sounds.

Ruby Riot pictured above, began with three girls who redirected their disco act to the New Wave/punk concept when actor/dancer Neil Anthony joined them two months ago. Anne Marie is the choreographer, ex-ballerina turned drummer, gone punk. Henrietta, another classically trained dancer, also wields a mean guitar. Sara is an Arlene Phillips protegee and Anthony is rumoured to have obtained his skills with make-up from drag queens in Australian bars. He is also something of a Bowie look-alike.

"The whole concept is original. Now we're looking for people in the music business who need an added ingredient for their video backing films" or for on-stage tour support says Anthony.

Their party tricks include a bizarre visual accompaniment to Tubeway Army's single, an intricate Japanese Kabuki movement, a death mask which Anthony removes to reveal the painted veins and blood vessels of the face and the dissection of a simulated heart. "You can see our bag is particularly for the closeness of films or video." Ruby Riot can be seen regularly at the Empire Ballroom, Leicester Square. Contact them at (01)272 5227.

Making promo more flexible

WHETHER OR not Jonathan King's vociferous campaign for flexi-discs' chart eligibility ever succeeds, there is no doubt that they are rapidly increasing in popularity as a promotion vehicle.

And Fred Dennis is in a position to know because he is general manager of Sound for Industry, a division of the MacNeill printing group which produces flexis. Dennis worked for Oriole and CBS before leaving the music business for a couple of years working on marketing and advertising for the Fulham Pottery.

But now he is back via SFI, which numbers Decca, Chrysalis, EMI, Pye, Ariola and A & M among its clients. It produced 20 million flexis last year, and 65 per cent of that total was for export, including pressings for Reader's Digest in seven countries.

The advertising industry is well aware of flexi power in promotion, and among the samples Dennis showed *Tipsheet* were discs especially made for Barclays Bank and Silvikirin.

SFI has been established for 12 years, and its 20-staff operation is the largest of its kind in Europe. Its sound quality continues to surprise its clients pleasantly.

"Despite that, our prime objective remains the improvement of the sound quality still more," Dennis concludes. Contact: Fred Dennis, Sound For Industry, 175 Bermondsey Street, London, S.E.18. (01) 403 0044.

Steptoe & Song!

DISC RECORDS is a new production label begun by Johnny Frank. Its first release is on Symbol Records, distributed through Selecta, and the label is to specialise in performers who work in television, plays and films, but have not recorded before.

"I am looking for artists who, to the public, have become household names but perhaps have never dreamed of recording—performers who have a following and presence that could be conveyed and marketed on records," Franks explains.

Disc's first signing is Harry H. Corbett, the familiar "son" of Steptoe, who has a new series for Thames TV this autumn. Corbett's single, I Want An Old-Fashioned Christmas, is to be released in November.

"Disc has nothing to do with disco. In fact, we are aiming at the MOR audiences who are TV and film viewers. We feel the same kind of mass appeal that gave Clive Dunn a hit with Grandad and perpetuates Max Bygraves' recording career, is awaiting other such artists."

Managers and artists can contact Johnny Franks, Disc Ltd., 11 Heronslea Drive, Stanmore, Middlesex. 01 958 4197.

Aussie Airs

THE AUSTRALIAN group, Air Supply, formerly with CBS, is looking for a new recording deal. The band's second album, available for the world excluding Australia, is currently in the Australian Top 20 with the cut, Lost In Love, a Top 10 single. Contact Dennis Collopy, Riva Music Ltd., (01)731 4131.

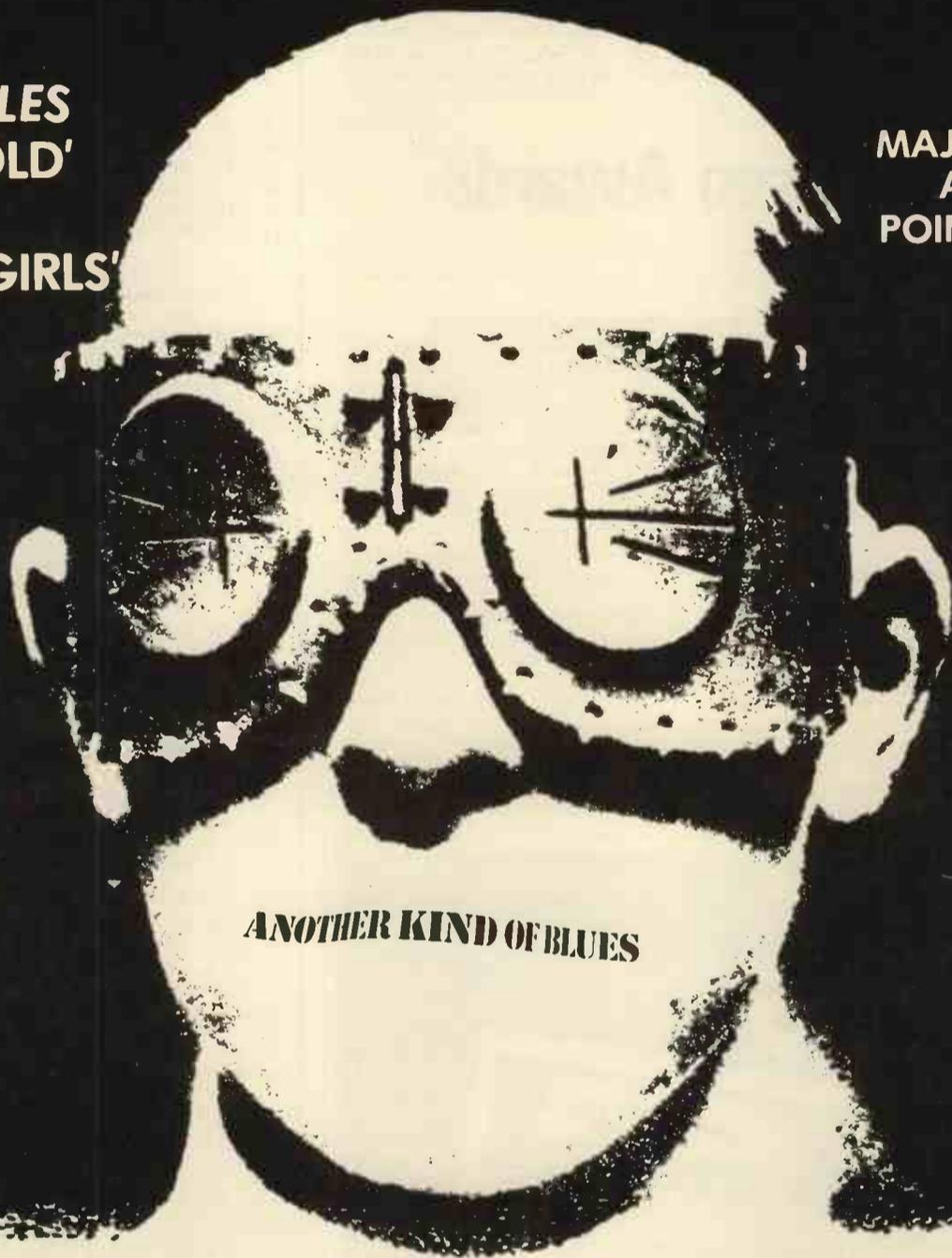
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OCTOBER

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DISCOS

Curtis & Clifford together

LINDA CLIFFORD made an unexpected visit to London last week — and it couldn't have been a more timely one — as DJs are already starting to pick up on her latest collaboration with none other than Curtis Mayfield.

The record, which is featured on Curtis Mayfield's new Heartbeat album, is called *Between You Baby And Me*, and it's a tender love ballad.

Linda had been persuaded to come to London for a weekend's shopping (and a little promotion work) with her husband Nick, by the people at RSO when they learnt that her itinerary was taking her through Madrid, Hamburg and Paris. "It definitely wasn't scheduled, but since we were promoting the *Let Me Be Your Woman*

album [Linda's own current album] it seemed like a good idea," she explains.

There is already a new Linda Clifford album in the can, which is set for release in October. This time it's a 100% new album, with no revivals. The fact that the material is supplied by Norman Harris, Bunny Sigler and Ron Tyson, to name a few, suggests a fond nod in the direction of Philly, to which Linda readily acquiesced.

But what of the new single with Curtis? "He had an idea for a song and then made a demo which I liked — and we just went in and recorded it. It's been out in the States for a while and been getting terrific airplay. If it does well it could possibly lead to other things together but we'll have to wait and see."

CBS scoops UK Disco Awards

THE FIRST major disco awards were announced last week when the disco industry publication *Disco International* held its Awards Night at the Embassy Club in Mayfair, following a poll conducted among its readers and the industry in general.

Guest of honour at the affair was Amanda Lear who presented the awards amidst a turn-out of artists, record company personnel, equipment manufacturers, club owners and DJs.

Most successful British band were the Real Thing, whose *Can You Feel The Force* won the Best British Disco Single and Best Remixed Track awards, while John Luongo, the Boston DJ responsible for the success of that track won the Best Remix Engineer award. Another British band, Light of the World, were voted Best New Band of the year.

The night was a successful one for CBS — with Earth, Wind & Fire in particular. They were voted Best Disco Act and their album *I Am* was voted Best Disco Album and Best LP Sleeve Design.

Sylvester was voted Best Disco

Edited by
JERRY GILBERT
of *Disco International*

Male and, predictably, Donna Summer came out Top Female, while other CBS winners included McFadden & Whitehead (Best Composers) and Greg Lynn and Loraine Trent, of the CBS Disco Pool which was voted Best Disco Promotion Division.

GQ's Disco Nights (Rock Freak) emerged the Best American Single, Boogie Bus the Best British Album, and Europe came strongly to the fore in the shape of Giorgio Moroder (Best Producer) and Patrick Hernandez' *Born To Be Alive*, which easily won the Best

International Single award.

Club and DJ winners were split into London and Regional. Graham Canter (Gulliver's) narrowly pipped Steve Walsh (Lyceum) as Best London DJ, and Big Al (Cinderella's, Guildford) won the Best Regional DJ award. Best Central London Club was the Embassy, with the Room at the Top in Ilford narrowly taking the vote for the Best Greater London Club. Just down the road, the popular Flicks in Dartford won the Best Regional Club, holding off strong competition from the North (as indeed did Big Al in the DJ category).

Of the radio DJs, Robbie Vincent and Greg Edwards shared the honours, for while the former was voted Best Radio/Club DJ, the latter's Soul Spectrum came out on top of Robbie's Saturday Show.

DISCO TOP 50

- 1 (1) **STRUT YOUR FUNKY STUFF**, Frantique (Phil Int'l PIR 7728)
- 2 (3) **STREET LIFE**, Crusaders (MCA 513)
- 3 (2) **LOOKING FOR A LOVE TONIGHT**, Fat Larry's Band (Fantasy FTC 29)
- 4 (5) **LOST IN MUSIC**, Sister Sledge (Atlantic K 11837)
- 5 (8) **YOU CAN DO IT**, Al Hudson & The Soul Partners (ABC 5256)
- 6 (7) **AFTER THE LOVE HAS GONE**, Earth Wind & Fire (CBS 7721)
- 7 (9) **SAIL ON**, The Commodores (Motown TMG 115)
- 8 (6) **OOH! WHAT A LIFE**, The Gibson Brothers (Island WIP 6503)
- 9 (4) **GONE, GONE, GONE**, Johnny Mathis (CBS 7730)
- 10 (11) **ANGEL EYES**, Roxy Music (Polydor POSP 67)
- 11 (14) **SEXY CREAM**, Slick (Fantasy FTC 182)
- 12 (12) **GOOD TIMES**, Chic (Atlantic K 11310)
- 13 (10) **MORNING DANCE**, Spyro Gyra (Infinity INF 111)
- 14 (22) **WHEN YOU'RE No. 1**, Gene Chandler (20th Century TC 2411)
- 15 (23) **STRATEGY**, Archie Bell & The Drells (Phil Int'l)*
- 16 (13) **REASONS TO BE CHEERFUL (Part 3)**, Ian Dury (Stiff BUY 50)
- 17 (28) **YOU NEVER KNOW WHAT YOU GOT**, M & You (Laser LAS 8)
- 18 (18) **IT IS MY TIME BABY**, Jackie Moore (CBS 7722)
- 19 (35) **FEEL THE REAL**, David Bendeth (Sidewalk SID 113)
- 20 (17) **SUNNY SIDE OF THE STREET**, Savoy (EMI 2951)
- 23 (21) **LET'S DANCE**, The Bombers (Flamingo FM 4)
- 24 (20) **SPACE BASS**, Slick (Fantasy FTC 176)
- 25 (19) **BOOGIE DOWN (GET FUNKY NOW)**, Real Thing (Pye)
- 26 (39) **FOUND A CURE**, Ashford & Simpson (Warner Bros. K 17422)
- 27 (31) **LIFE IN THE CITY PART 1**, The Isleys (Epic EPC 7757)
- 28 (26) **THE BITCH**, Olympic Runners (Polydor POSP 62)
- 29 (30) **WHAT'CHA GONNA DO?**, Stephanie Mills (20th Century TC 2415)
- 30 (41) **JINGO/DANCIN' AND PRANCIN'**, Candido (Salsoul SSOL 121)
- 31 (29) **THE BOSS**, Diana Ross (Motown TMG 1150)
- 32 (27) **GOTTA GO HOME**, Boney M (Atlantic Hansa K 11351)
- 33 (24) **FIRST TIME AROUND**, Skyy (Salsoul SSOL 119)
- 34 (25) **MOTOWN REVIEW**, Philly Cream (Motown)
- 35 (37) **CAN'T LIVE WITHOUT YOU**, Tamiko Jones (Polydor STEP 1)
- 36 (33) **GIRLS, GIRLS, GIRLS**, Kandidate (RAK 295)
- 37 (44) **FOXHUNTIN'**, Idris Muhammad (Fantasy FTC 181)
- 38 (—) **DON'T STOP TILL YOU GET ENOUGH**, Michael Jackson (Epic EPC 7763)
- 39 (32) **I'M A SUCKER FOR YOUR LOVE**, Teena Marie (Motown TMG 1146)
- 40 (36) **EARTHQUAKE**, Al Wilson (RCA FC 9399)
- 41 (34) **GANGSTERS**, The Specials (Two Tone)*
- 42 (—) **GROOVE ME**, Fern Kinney (TKD 401)*
- 43 (38) **SWITCH**, Benelux & Nancy Dee (Scope SC 4)
- 44 (40) **GROOVIN' YOU**, Harvey Mason (Arista ARIST 12 270)
- 45 (48) **GOT TO GIVE IN TO LOVE**, Bonnie Boyer (CBS 779)
- 46 (43) **GET ANOTHER LOVE**, Chantal Curtis (Pye 12 003)
- 47 (—) **IT'S CALLED THE ROCK**, Edwin Starr (20th Century TCD 2420)
- 48 (42) **SILLY GAMES**, Janet Kay (Scope SC 2)
- 49 (—) **CHASE ME**, ConFunkShun (Mercury 9198 319)
- 50 (—) **IN THE BROWNIES**, Billy Connolly (Polydor 2059 16 160)

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MCA'S RECENT disco success can be attributed in part to the series of *Disco Nights* it has been holding each Tuesday throughout the summer with guest Radio One DJs, and the fact that it has been spreading its product among three different independent promotion companies.

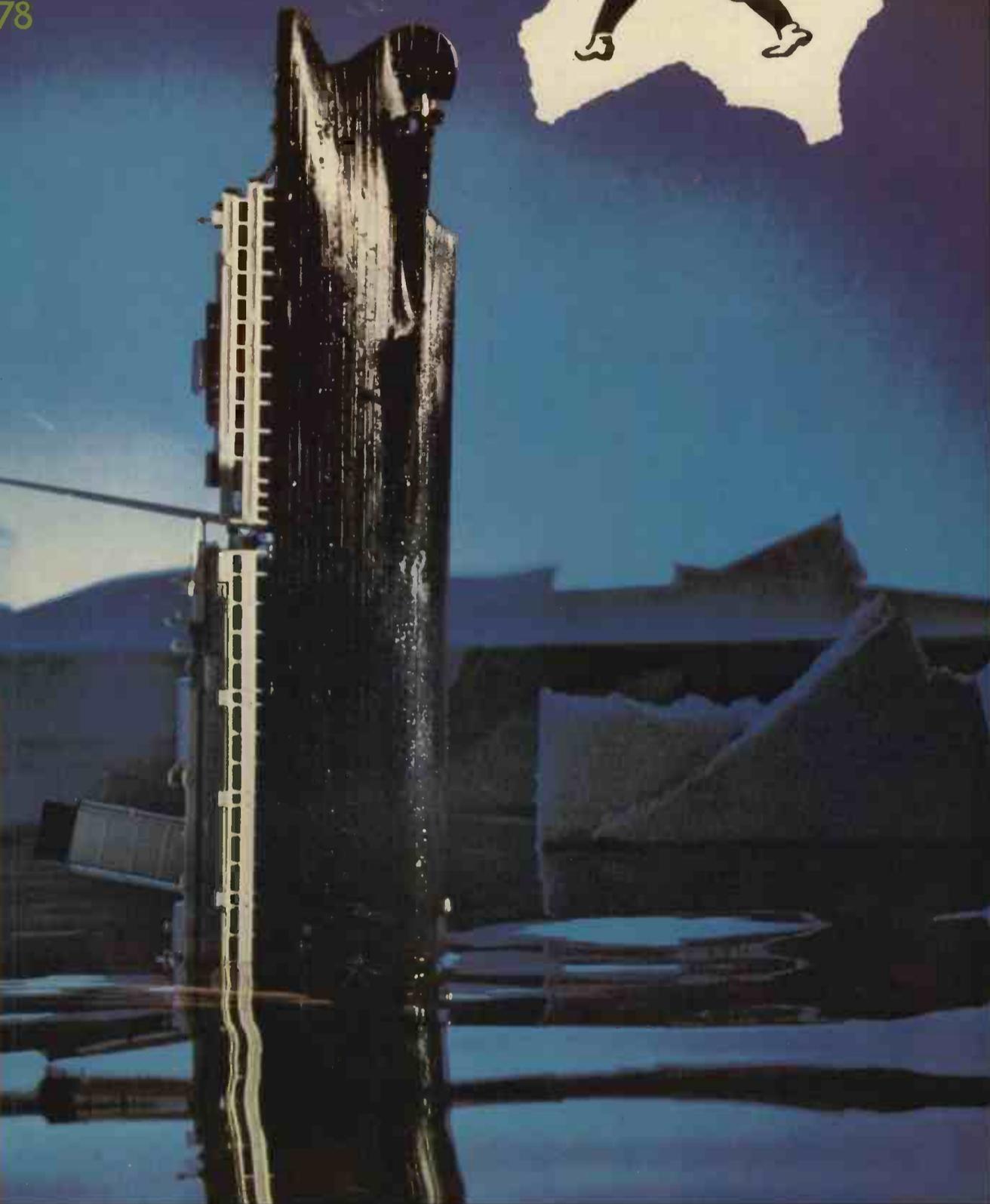
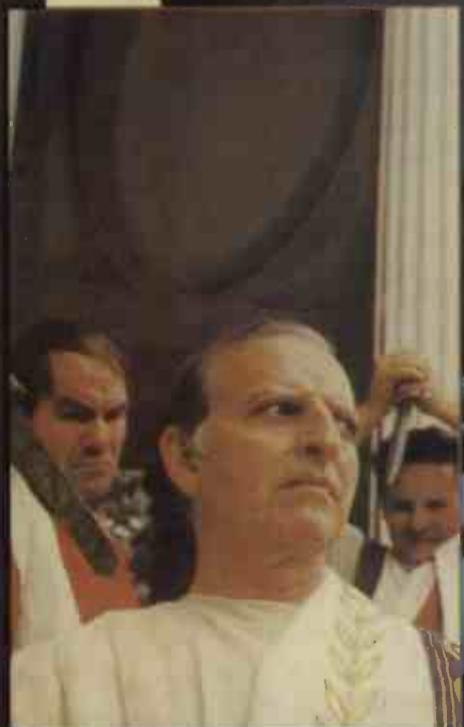
MCA is pinning further hopes on Debbie Jacobs' *Undercover Lover*. A limited edition of 1,500 12" copies has been pressed, with *Undercover Lover* on the top side while the other will carry that single and three others from Debbie's forthcoming album. The side runs for a staggering 13:26 minutes — a real collector's item. The picture shows eager recipients at the Kingswest Centre in Brighton, with Paul Burnett dishing out the goodies.

SHORT SPINS...

ANOTHER new club opening is Alexandra's at Cippenham, near Maidenhead, Berkshire. After a private launch party last week, the club is now in full swing... Another disco dancing competition, this time from **ARM Discotheque Promotions**, which is aiming at the under 18s. The campaign will help raise funds for the International Year of the Child, with ARM putting up a cash prize of £700 and WEA sponsoring several major prizes. The dancing heats will be designed to give maximum promotional support for the new *Rose Royce* album, *Rainbow Connection IV*, and autographed copies will be used as part of the final prizes. For further information contact Digby Orsmond on 01-404 5011.

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PERFORMANCE

Wainwright: Drury Lane

THE MAN stands alone on stage, twitching like a schoolboy who desperately wants to leave the room and sings songs about topics which would get you thrown out of even the most informal dinner party. He uses both gross and beautiful language to powerful and entertaining effect and while never really playing the comedian tends to have his adoring audiences in a state of guffawing collapse most of the time.

Wainwright is a one-off (the world really couldn't take more than one of him at a time) who tempts comparisons with other lone and quirky musical observers of life like Tom Waits, Al Stewart, Randy Newman, Tom Lehrer — and you could throw in Shakespeare, Al Reid, Alistair Cooke — who'd never use such naughty words but has the same trick of getting to the core of a subject in a couple of observant phrases — and even Lennie Bruce. But he is, in the end, alone in his field, and can only be judged as such.

He was in superb form at Drury Lane, keeping his audience rivetted, and communicating with them throughout a generously long set, without any of his occasional moments of wandering off into a world of his own and leaving everyone outside temporarily.

He did all the best and well-known songs — Motel Blues, the laughing song (officially titled Unrequited To The Nth Degree) a new gentler arrangement of the swimming song, the best song ever written about fear of flying, Suicide Song, Rufus and half a dozen more. The latest LP, a live recording is good enough, but if a live LP was to have been made it really should have been of this show.

Those who saw it are probably still talking about it.

TERRI ANDERSON

The Crusaders: Hammersmith Odeon

WITH THEIR reputation for a natural blend of jazz and blues, it should have been impossible for Stix Hooper, Joe Sample and Wilton Felder to play a bad gig — unless someone went out to deliberately sabotage it.

The three newer members of the band seemed to fit in quite well and what was lacking in the guitarist's performance was more than made up for by the excellent work of the percussionist.

The only criticism is that the funky Street Life doesn't come over well live. Also the sound could have been a shade louder. But the Crusaders' fans got off on the music and their shouts for an encore were enough to confirm this.

JUDY WILLANS

Rickie Lee Jones:

OPENING WITH a number reminiscent of Tom Waits, Rickie Lee Jones and Keyboardman Neil Larson set the stage for an entertaining evening of very mixed tempos, atmosphere and good communication between artist and audience.

Backed by bass, guitar, sax, keyboards, percussion and drums, Rickie Lee Jones appeared confident and obviously loves to perform and

be close to her audience. Wearing the by - now - famous red beret and scarf, her songs ranged from pure innocence through to soulful renditions à la Billie Holiday — although these were no imitations. She is a new singer with songs and a style of her own.

It was obvious that she and the band enjoy the music they play and we were taken through numbers such as Chuck E's in Love, Coolsville, Danny's Joint and the incomparable Easy Money. Rickie Lee Jones is very much a professional — and she's here to stay.

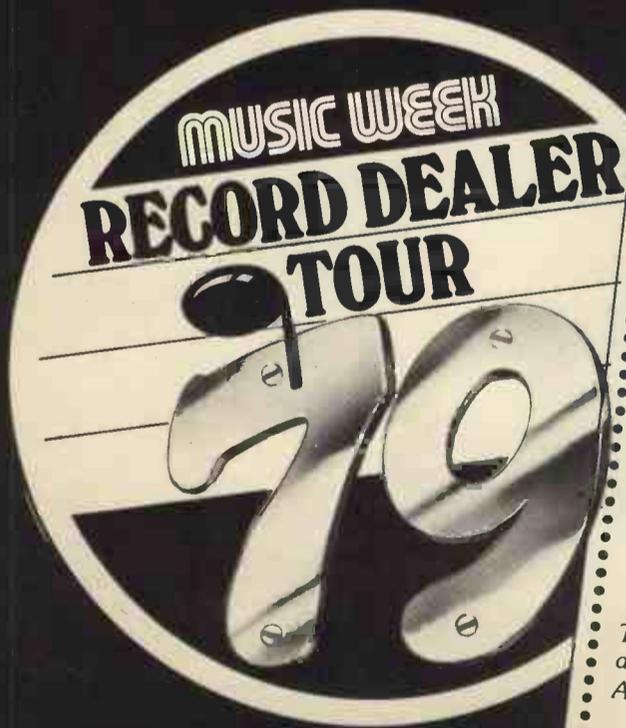
JUDY WILLANS

The Patti Smith Group:

AS PATTI Smith and her band, Lenny Kaye, Ivan Kral, Jay Dee Daugherty and Richard Sohl have been together since 1974, one would automatically expect a sense of professionalism in any gig they played. But from the layout of the stage at Wembley this was not particularly evident.

However, unlike her recently released album, Wave, Patti Smith at least appeared to be alive and well. To be fair, the front part of the audience seemed to be enraptured with her, though after sitting through her rendering of Twist and Shout it's hard to understand why. It seems that since Horses there just hasn't been anything apart from self-indulgence from the lady and I am afraid if a band is going to appear at Wembley then at least let them have the courtesy to remember that about 3,000 people have paid to see a show, and not something that could be performed in somebody's shop basement.

JUDY WILLANS



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C50	.70	.66	.62	.58
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LETTERS

TWO WEEKS ago David Fine, managing director of Polygram Leisure Services (UK), in a *Music Week* interview called for the abolition of recommended retail prices in the British record industry. His views have triggered an avalanche of letters from readers fairly evenly divided on the subject. We print below a selection of these letters and if you have an opinion to express, write now to *Music Week's* Letters Page.

The great RRP debate

AS SOMEONE "in whose hands lies the real power controlling Britain's biggest record companies", (*MW* September 8), David Fine states some rather frightening facts.

One thing we never seem to see in the UK — despite the current so-called recession — is a top line record company chief going out and standing behind a busy record shop counter for a few days (even, dare I say it, a week?), and finding out what it is like at ground floor level to try and sell records at what are inflated UK prices. (Never mind meeting a few London retailers for a couple of hours in a cramped hotel room).

David Fine says: "Britain is one of the few countries in the world where there is a suggestion of RRP". Has he forgotten two minor world markets such as the US and Japan? Of course, the US is not as advanced as us in that they cannot invent a plethora of different RRP, but can only work with a few — what a joy that must be for the dealer! Japan also works very well with RRP.

We must *not* abolish RRP on records in Britain. The public needs a level to work against and we the retailers need a level to discount against. It is all very well saying that specialist dealers should use their knowledge and personal service as an excuse to charge higher prices if

there was no RRP — rubbish!

Are you honestly trying to say that a member of the public would not visit a huge self-service shop that offered the album he wanted at a much cheaper price than his local shop? Given the choice, a customer wants an album as cheap as possible stuck in a bag so he can carry it home — he is not interested in so-called personal service.

And how dare Mr Fine suggest that UK retailers don't do enough to develop their businesses — we regularly have to fight with the companies to get the records we are to sell for them. One need only quote a recent example of a shop which ordered 1,000 of a new Phonogram album, and when no records arrived they enquired as to the cause and were told they had "ordered too many"!

All you have to do is give us records at prices we can sell them at. You worry about your side of the counter and leave the other side to the dealers. But don't tell us how to run our shops — we know how to do that. **GORDON D. INGLIS, GI Records, Raeburn Place, Edinburgh.**

I WOULD like to compliment David Fine on his views on the archaic RRP system. This system and the innumerable problems dealers have to face with continual price changes and new prices has for years baffled wholesale distributors such as ourselves, therefore dealers must be in a similar position.

The general confusion that has existed for years is now becoming more apparent and management at top level within the record business must accept the responsibility. They and they alone are responsible for the current state of the UK record business, which frankly must have our counterparts in Europe and the States laughing behind our backs, as is self evident from the growth of imports.

I sincerely trust Mr Fine is successful in achieving his goal. **L. R. PATERSON, general manager, Solomon and Peres Ltd., Coach Road, Templepatrick, Ballyclare, Co. Antrim, Northern Ireland.**

WHAT A load of old cobblers about revising RRP for the benefit of the trade. This is just an excuse to institute a system whereby there is no longer a fixed basis to compute artist royalties since at the moment all artist royalties are RRP linked.

Once there is no RRP then record companies would be free to negotiate on the far lower fixed wholesale price. Having reduced the retail margin, Polydor has already taken the first step, and David Fine's attitude on RRP comes as no surprise. I am, however, surprised that, having already incurred the wrath of independent dealers all over the country, he is now prepared to alienate artists as well and I hope the managers of the groups on his labels see through this smokescreen when it becomes time to renegotiate.

While sitting on both sides of the counter as independent dealer and independent record company, I would also like to register my disgust at the disgraceful way Polydor has treated dealers. I can see that a common decent margin only serves to benefit the dealer, but as a record company they should acknowledge the wishes of the trade that serves them, and come down from their pedestals before they fall down. **NICK AUSTIN, director, Beggars Banquet (shops and label), Hogarth Road, London SW5.**

I AGREE wholeheartedly with the advocated abolition of RRP. Following the adage that if you can't beat 'em, join 'em, I discount all full-price product — normally 50 or 60p off single albums, £1 off double, 25p off Pickwick and MFP product. This gives the customer incentive and still leaves me a reasonable profit.

Without RRP, one price only would be necessary and the public would cease looking for who is knocking the biggest slice off. Let us abolish this outdated system as soon as possible. As for artists royalties, surely this was once calculated at so many pence per disc. As others have said before, royalties are being calculated on an entirely false retail figure. **E. D. FEARN, Jack Hobbs Accessories, High Street, Eastleigh, Hants.**

DIARY

THE TIMING of the release of a follow-up to a hit single can be critical to its success, particularly judging the precise moment when the old one is slipping down the chart to bang out the new one. Imagine, then, the problem of Irish singer Gloria who has been waiting for over a year to put out a follow up to her hit, *One Day At A Time*.

Trouble is Gloria's record has just clocked up its 54th week in the chart — the Irish chart that is — and shows no sign of going away. It's been No. 1 four times and has never been lower than 20.

Ironically, the record was released 18 months ago and spent six months as a sleeper before being picked up by BBC Belfast's morning show. Then Downtown Radio started playing it and Gloria was off and running.

In Dublin this week Gloria's record company, Release, is holding a celebration party which promises to be the hooley of all time. Release says the record has sold over 120,000 copies in Eire, a

The Irish hit that won't go away



GLORIA

further 70,000 in Northern Ireland and 50,000 or so in England thanks

to plays on Clyde, Forth and City and Gloria's appearance at the Wembley country festival.

"We thought it was about time we got out the follow up," said Release Records' man in Glasgow, Eamon Lea this week, "but then it started selling all over again. We think it's because of Lena Martell's cover version on Pye — but whatever it is Spartan over here are getting new orders and we're still doing about 3,000 a week in Ireland."

One Day At A Time was written by Kris Kristofferson and recorded by Gloria in Nashville and it is published by Valentine Music. The follow-up — if it ever happens — is planned to be the old Jo Stafford number *It's No Secret*.

Jazz buffs have own conference

REPRESENTATIVES from every walk of jazz will convene in Washington DC this October to discuss *The Business of Jazz*. The purpose of the three day meeting, hosted by the magazine *Radio Free Jazz* and scheduled for October 11-13, is to bring together the people who produce and market the music and the people and organisations who actively support it.

Ten jazz marketing topics are slated for panel discussion, including record company marketing, record retailing and distribution, advertising, technology, A&R, programming, media, artists, management and funding.

The panels will be composed of experts in their fields such as Norman Granz, jazz impresario and president of Pablo Records; Dr. Billy Taylor, pianist and jazz educator; Eugene Secunda, president Entertainments Division of J. Walter Thompson; Willard Alexander; Michael Cuscuna, award winning producer and Maxine Gregg, manager of Dexter Gordon and Woody Shaw.

Registration is limited to 500 participants and is open to anyone connected with or just interested in jazz. Registration fees are set at \$150 per person, but a reduced rate of \$75 is available for non-commercial radio personnel, professional musicians, officials of non-profit organisations and attendees spouses. For further information contact: Ira Sabin at 3212, Pennsylvania Ave., S.E. Washington DC 20020, USA.



SYMPATHIES TO aspiring recording artists trying to see A&R managers on Monday of last week. Whatever the collective noun for A&R men may be (a "repertoire" of A&R men, perhaps) several notable talent spotters were gathered together to pose for an album sleeve photo session. The album in question is titled, appropriately, *Hey Mr Record Man* by Tax Loss on Logo Records — Tax Loss had a hit under the name *Driver 67*. Pictured (left to right) are Stuart Slater, international A&R manager, *Chrysalis*; Keith Peacock, Logo; Martin Wyatt, *Bright Music*; Pete Zorn, *Tax Loss*; Paul Phillips, *Tax Loss*; Tony Squires, EMI; Don Reedman, K-tel; Dave Dee, WEA.

Small screen gets the MW charts

YOU CAN now summon up the *Music Week* charts or the *Sounds/Record Mirror* gig guide any time you want on your TV set — assuming you are a subscriber to the Post Office Prestel system which became available to the general public last week.

Spotlight Publications, through its parent company Morgan-Grampian, was one of the original information providers for Prestel during its experimental period and helped to form the data base which is the memory of the system. The *MW* charts have been available on Prestel for the past 18 months and the gig guides went on the computer last week.

And next month it is hoped to extend the service further to include a weekly listing of new singles, albums and tape releases, through information provided by the record companies.

APART FROM possibly starting a new trend, the "separation party" thrown by Jonathan Hodge and Debbie Raymond could have sparked the beginning of a new Pepper Records venture for Hodge in partnership with party guest, former Venue manager, Daryl Edwards.

DOOLEY'S DIARY

IRONIC THAT news of the Decca group's massive losses — see page one — should come in same week that EMI escaped the American's clutches, so no longer can Decca claim to be "the great British record company" but interesting that the accountants didn't blame the music slump for once, but cited the strong pound, rising labour costs and high interest charges and expect a further blow to Decca this week with announcement of press/promotion manager Mike McDonough's resignation meanwhile the *Daily Mail* speculating that a "tired sounding" Sir Edward Lewis may soon start listening to take-over overtures.

SETTING ASIDE the riveting conversation with Don Arden, BBC Radio investigative reporter Roger Cook's report on music business "rip-offs" was a poor piece of one-sided journalism with no word of the hard work put in by the majority of managers and record companies who turn an honest penny on behalf of their clients — often with disheartening results Also last week the *Melody Maker's* Chris Brazier turned in a particularly naive piece of subjective nonsense on home taping and the record companies' "capitalist greed" — one wonders how Mr Brazier would react if *MM's* circulation began to fall because a group of readers were buying one copy, photostating it and passing it around their friends? Another reminder from Stephen James — he is now taking written reservations for the Record Industry Ball (Hilton, November 30) at £30 + VAT per person.

SURPRISE PURCHASER of Chelsea's Country Cousin nightspot is PVK Records' head Peter Vernon-Kell Rocket Records press officer Laura Beggs off to the company's Los Angeles office next week for two month stint, while her place here taken by her LA equivalent, Jane Ayer Hopefully screening of Tony Bennett BBC TV series will prompt some UK company to pick up distribution rights of his Improv label Spotlight Publications' advertising production assistant Colin Read weds *Record Mirror* ad rep Carole Norwell this week.

THIRD SINGLE from Amii Stewart, *Jealousy*, penned by producers Barry Leng and Simon May, and the singer was presented with numerous gold and silver discs for Knock On Wood at Hansa's convention last week — except a consignment of platinum awards from America held up in Heathrow customs Dusty Springfield has turned down an offer of a West End musical Helen Shapiro to take over role of Nancy in *Oliver!* Virgin press chief Al Clark taking leave in Los Angeles to research book on Raymond Chandler Quipped Tony Roberts at recent Music Therapy committee meeting: "Maybe we should have a collection next for the music industry" Nominations invited for *Afro Caribbean Post's* Golden Sunrise Awards '79 to be held at Grosvenor House on September 29.

YESTERDAYS

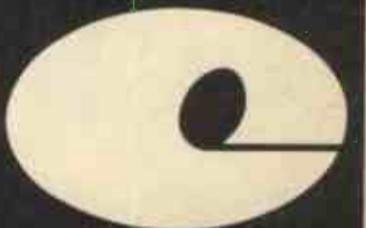
TEN YEARS AGO

WALT DISNEY enters the budget LP market with new series, *Castle*, retailing at 14s 6p . . . Pye launches Dawn label for progressive music . . . CBS to move into marketing of musical instrument racks and accessories in the UK . . . And CBS sales conference is told the company would be moving into 8-track cartridges in a major drive . . . Ex-Radio Caroline man Ronan O'Rahilly planning pirate TV station beamed from a aircraft circling above the North Sea . . . EMI launches Regal Starline label at 19s 11d and Decca announces Eclipse label at 17s 6d . . . UA-Liberty starts van sales force.

FIVE YEARS AGO

RINGO STARR launches own label, Ring-O Records, via Polydor . . . Richard Robson quits *Music Week* to join BBC Records as promotion manager . . . CBS and Polydor offering bulk discounts for the autumn sales period . . . British Recorded Tape Development Committee links with Sanyo for £20,000 tape promotion campaign . . . Arcade to promote Elvis Presley 40-track double album on TV . . . Jet Records launched with Don Arden running UK office and Des Brown in Hollywood and first signing Lynsey de Paul . . . MCA and Philips to combine on videodisc.

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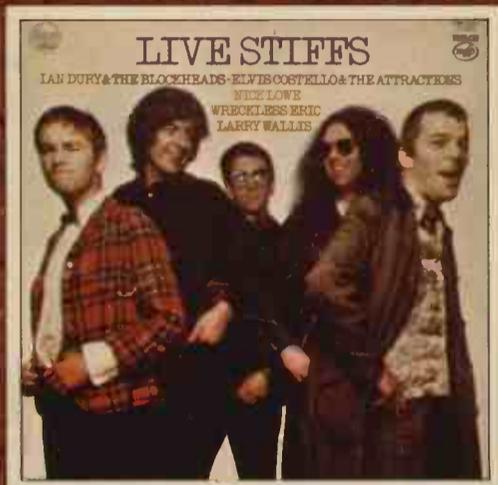
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Chappell Music Ltd., 50 New Bond Street, London W1A 2BR



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FOR BIG BIG SALES THIS AUTUMN



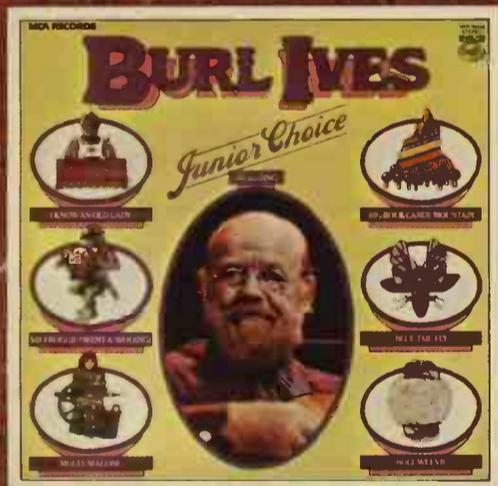
MFP 50445 LIVE STIFFS
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MFP 50449 NEIL DIAMOND - SWEET CAROLINE
 Also includes his classic performances of CRACKLIN' ROSIE, MISTER BOJANGLES and CHELSEA MORNING - a superb album and guaranteed to be a best seller this Autumn.



MFP 50448 MOTOWN DISCO MAGIC
 Non stop disco music with an all star cast - DIANA ROSS - COMMODORES - THELMA HOUSTON - SMOKEY ROBINSON - SWITCH - TATA VEGA. Music that gets to your important little places.



MFP 50446 BURL IVES - JUNIOR CHOICE
 The big daddy of all children's albums. A sure fire stocking filler this Christmas. Includes - I KNOW AN OLD LADY - BIG ROCK CANDY MOUNTAIN, etc.



MFP 0450 THE HOLLIES - LONG COOL WOMAN IN A BLACK DRESS
 Includes six hit singles from one of the most successful bands of the 60's - STOP STOP STOP CARRIE ANNE, KING MIDAS, I CAN'T LET GO, HE AIN'T HEAVY HE'S MY BROTHER.



MFP 50442 BURT BACHARACH - IN CONCERT
 The man and his music - all the Bacharach hits on one fabulous album - ALFIE - RAINDROPS - WALK-ON BY - THE LOOK OF LOVE, etc.

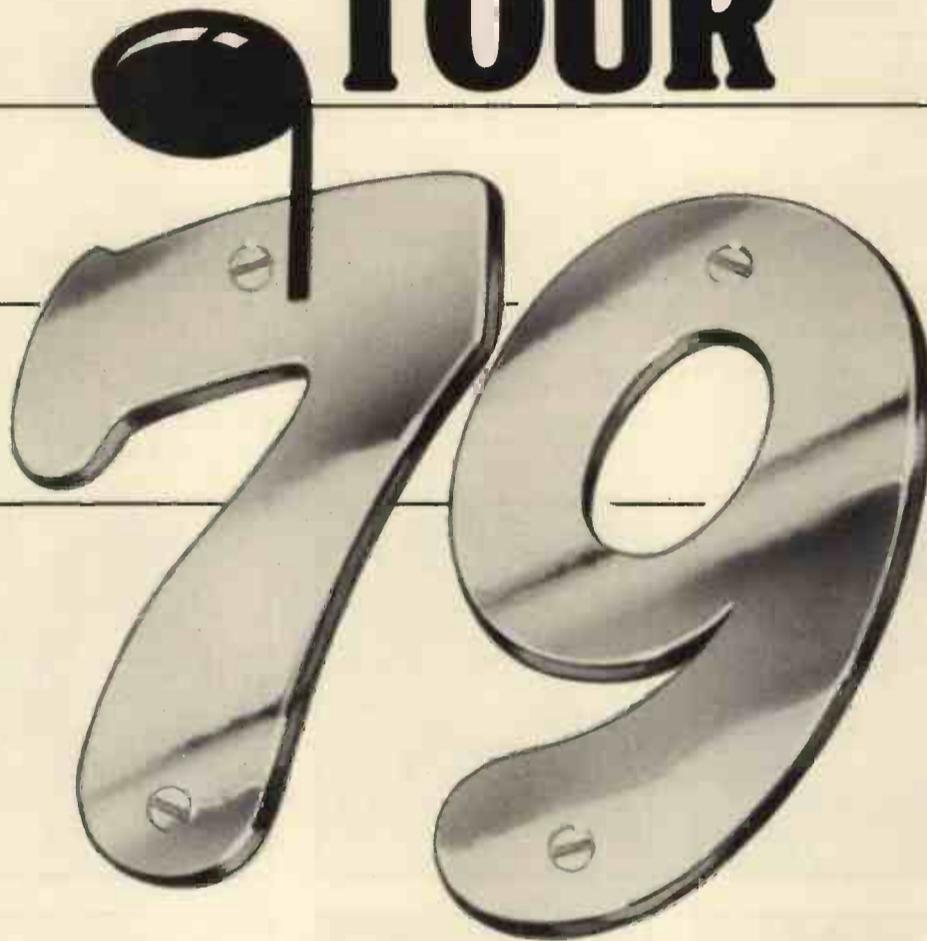
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BUYS YOU THE STARS

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MUSIC WEEK

RECORD DEALER TOUR



TOUR DATES AND VENUES

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

**SPECIAL
SUPPLEMENT**

SUPPLEMENT

THE IMPORTANCE of an opportunity for manufacturers and retailers to meet and talk about their common business and their common need for profit, has been emphasised by every company taking a stand on this second *Music Week Dealer Tour*.

Those companies whose product is distributed for them by a major are keen to have the kind of close contact with the trade that they cannot normally get on a regular basis. A TV merchandising company, Warwick, feels the tour to be doubly useful this year — offering the chance to meet dealers, which they wanted to do anyway, but also offering a valuable opportunity to make up some of the lost promotion on autumn releases, which should have started their TV campaigns but which are affected by the commercial TV blackout.

The British Market Research Bureau is using a stand donated by *MW* to offer retailers the chance to discuss and find out about the Charts. Director Guy Sutcliffe, associate director Chris Baker, research executive

Maxine Gilbert and analysis group head Wynne Barton will be covering all the tour dates between them. Sharing this stand will be representatives of the Music Trades Association and the Gramophone Record Retailers Committee of that Association — the trade's own increasingly active mouthpiece and regular negotiator with the manufacturers on the retailers' behalf.

Newest of all the companies represented on the tour is Import Music Service. It is the very recently formed official Polygram import company, marketing and distributing Polydor and Phonogram product from all over the world — including Japan, US, Ireland, France, Holland and Germany.

IMS begins trading on October 1 and is taking a stand at the Manchester, Birmingham and London dates. It comes into being with a catalogue of 1,000 titles now being sold in by three specialist IMS sales executives. As back-up there is a dealer information

service, and there will be consumer advertising on a regular basis. The 1,000 titles are divided into five headings; popular, jazz, classical, C&W, and national music. Artists range from the Allman Brothers, the Bee Gees, Chuck Berry and Johnny Hallyday, through Charlie Parker, Count Basie and Oscar Peterson, to recordings of the works of all well-known classical composers, and a few who are not nearly so well known. By the time IMS makes its appearance on the tour some dealers will already have placed orders and used its services. The new company would like to know what its customers think of it.

Many of the companies on the tour are planning interesting displays, and several hope to bring artists into the tour venues for personal appearances now and then.

Music Week staff will be at every venue, and they, like the exhibitors, look forward to meeting you, the dealers, in an informal and informative atmosphere.

Record companies exhibiting

Chrysalis) Tandem (double stand).
Arista) All venues.

Arista Records,
49 Upper Brook Street,
London W.1.
Tel: 491 3870

Chrysalis Records,
12/13 Stratford Place,
London, W1.
Tel: 408 2355. All venues

A & M — single stand
136/140 New Kings Road,
London, SW 6.
Tel: 736 3311. All venues

MCA — single stand — will also be including Infinity and ABC
1 Great Pulteney Street,
London, W1.
Tel: 439 9951. All venues

GTO — single stand
37 Soho Square,
London, W1.
Tel: 439 8971. All venues

Charisma — single stand
90 Wardour Street,
London, W1.
Tel: 434 1351. All venues

Virgin — single stand
Vernon Yard,
119 Portobello Road,
London, W 11.
Tel: 727 8070. All venues

Wynd Up — 1½ stand
Greengate Lane,
Prestwich,
Manchester.
Tel: 061 798 0533. All venues

Multiple Sound Distributors — 1½ stand
79 Blythe Road,
London W 14.
Tel: 602 3483. All venues

EMI — double stand.
20 Manchester Square,
London, W 1.
Tel: 486 4488. All venues

RCA — single stand. (Also Logo Records)
1 Bedford Street,
W 1.
Tel: 499 4100. All venues

DJM — single stand
James House,
5-11 Theobalds Road,
London, WC 1.
Tel: 242 6886. All venues

Chappells Music Limited,
60/70 Roden Street,
Ilford,
Essex.
Tel: 478 6922
For Glasgow, Leeds, Birmingham and two London venues

Import Music Service — single stand
17/19 Stratford Place,
London, W1.
Tel: 499 8686.
For Manchester, Birmingham and two London venues

MCA ALL TOUR VENUES



Roy Featherstone



John Porter



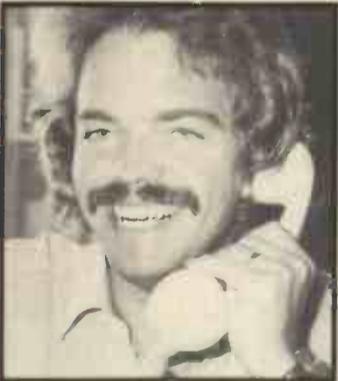
Stewart Gray



John Bickley



Steve McCaughley



Stuart Watson



Martin Satterthwaite



Austin Powell

PEOPLE: General sales manager John Porter will attend all the dates and will be joined at the relevant venues by John Bickley, Northern regional sales manager and Stewart Gray, Northern promotions manager, Austin Powell, (Midlands promo), and Steve McCaughley (Southern promo).

MD Roy Featherstone will join the tour for at least one date and marketing manager Stuart Watson will attend several. Martin Satterthwaite, artist development manager and Geoff Thorn, senior PR, will also attend one date each.

PRODUCT: As MCA does not have its own sales force, those on the stand throughout the tour are anxious to discuss the current state of the industry with dealers, and to outline MCA's future plans and releases.

Product being promoted includes material from the Crusaders, Spyro Gyra, John Hiatt, B. B. King, Stu Stevens and from the Dracula movie and a More American Graffiti LP.

Dealers will be "encouraged to chat without being forced to place orders" and general sales manager John Porter is hoping to visit shops in each of the venue towns, if there is time.

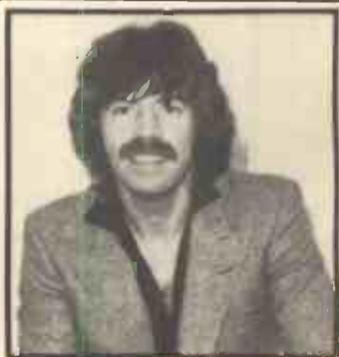
GTO ALL TOUR DATES



Dick Leahy



Mike Smith



Mike Peyton

PEOPLE: At all dates Mike Peyton, marketing and sales manager, and promotion manager Paul Clark, will be on the stand. Jilly Anderson assistant to the marketing/promotion department and Mike Smith, general manager, will be at some of the venues, while MD Dick Leahy is expected to attend the London dates.

PRODUCT: Being pushed are Billy Ocean's single American Hearts and there will probably be promotion for a follow-up LP; Giorgio Moroder's LP E = MC², and a single which will be released off that; the Dooleys' single and

LP both titled *The Chosen Few*; a single, *I Can't Get Over Getting Over You*, from Dana's *Girl is Back* album; product from the new signing New Music and Dean Friedman's two existing LPs. He has no new product available, but will be touring here from the end of September for a month.

Peyton and his team are "looking forward to meeting again those dealers we saw at the first tour and meeting others for the first time". They see the tour as a fine opportunity to get on a personal and business footing with the trade — because the label is sold and distributed by a major, CBS — GTO does not normally have the chance to do.

MUSIC WEEK . . .
The magazine that keeps you in the know



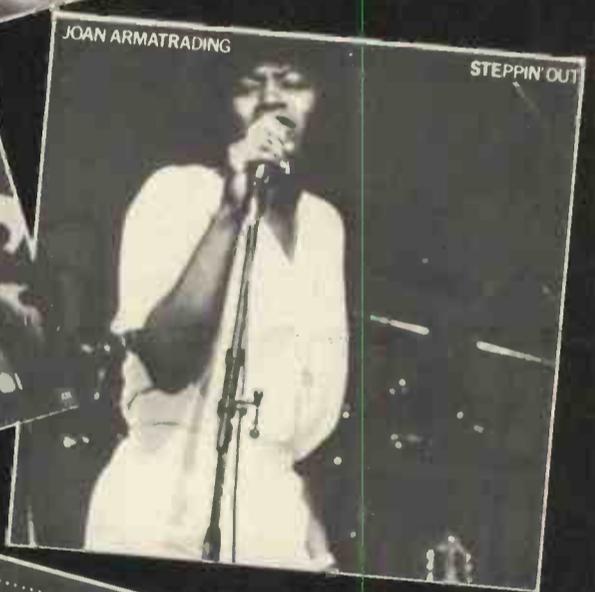
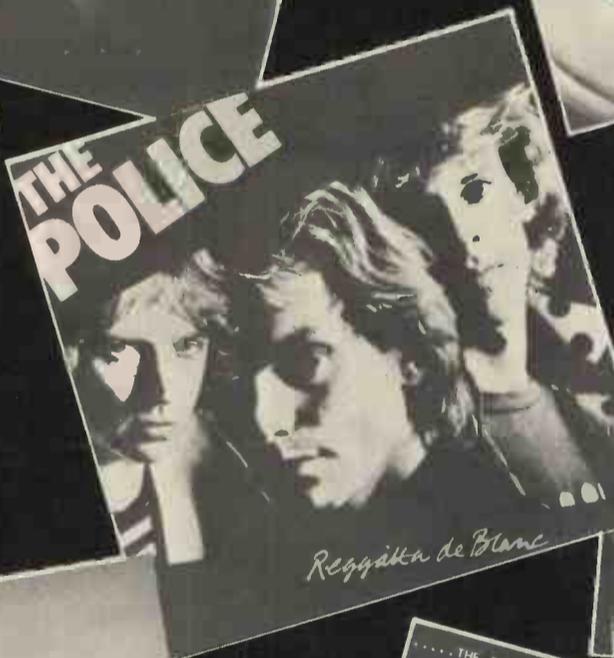
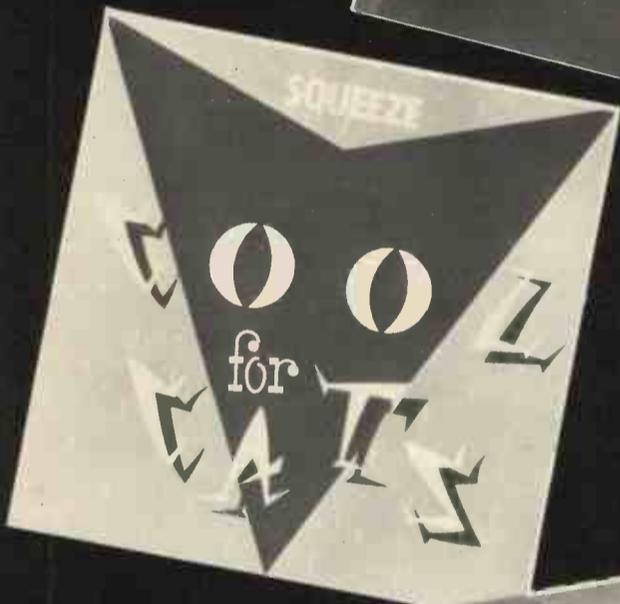
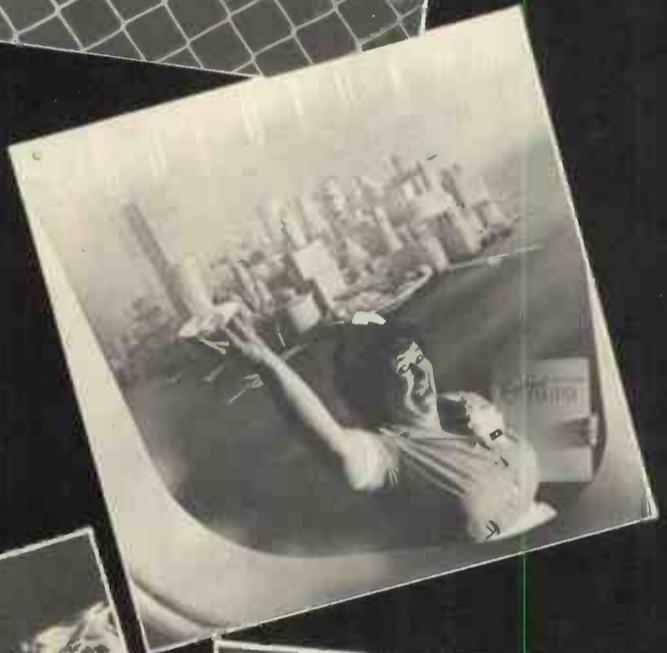
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Meet the staff, and find out
about our exciting plans for next year,
at the
MCA/Infinity stand

MCA RECORDS

1 Great Pulteney Street, London W1R 3FW





Guess who's coming!

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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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INVOICE No. 23456

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

QUANTITY	BAY No.	CATALOGUE No.	CODE	DEALER PRICE	RETAIL PRICE	VAT RATE	TOTAL (INV.)	TOTAL (CRN.)
2	00163	1LPS9579		2.768	5.000			
2	00345	9102031		3.080	5.300			
1	00365	PTD1		3.300	4.990			
1	00488	TMG1146		0.637	1.15	15.00	5.54	6.16
2	00797	K58062		3.280	5.000	15.00	3.30	3.30
15	01319	EM12975		0.637	1.15	15.00	0.64	0.64
25	01350	ORG1		0.930	1.490	15.00	6.56	6.56
10	01351	TT1		0.665	1.150	15.00	9.56	9.56
5	01358	TREB104		0.610	1.150	15.00	23.25	23.25
1	11015	CE2045		3.360	4.990	15.00	6.65	6.65
1	11023	SHUNT7		2.920	4.800	15.00	3.05	3.05
1	11026	JETCX500		3.340	5.490	15.00	3.36	3.36
1	11028	TCEMTV2		3.220	5.290	15.00	2.92	2.92
5	00000	SRK6076		0.000	5.000	15.00	3.34	3.34
3	01363	LAS8		0.000	1.100	15.00	3.32	3.32
67	TOTAL			128.61		15.00	0.00	0.00
			TOTAL R.R.P.					

N=NEW ISSUE * OUT OF STOCK E=ON EXTENSION W=WRONG NUMBER S=NOT STOCKED
% VAT ON 77.65 F=FROM EXTENSION D=DELETED
% VAT ON 11.65
% VAT ON 77.65
TOTAL 77.65

ABC RECORDS LTD.,

TOTAL GOODS	77.65
VAT	11.65
INVOICE TOTAL	89.30

ABC RECORDS LTD.,

YES IT TELLS YOU ALL YOU WANT TO KNOW

- 1 YOU SEE YOU ARE CHARGED ACTUAL DEALER PRICE AS PER MANUFACTURERS PRICE LIST.
NO 2½% 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

SUPPLEMENT

TANDEM
ALL TOUR VENUES

Time for new cycle



GARY SHOEFIELD

PETE BATTERSHILL

CHARLES LEVISON

PEOPLE: Robbie Hart, Chrysalis sales manager and Gary Shoefield sales promotion manager Arista who will be on the stand at every date; Keith Lewis, Chrysalis sales and marketing director, Peter Battershill, Tandem sales manager and Denis Knowles, Arista marketing director, will attend some of them. The Tandem rep for each area the Dealer Tour visits will be on the stand and so will the relevant area manager.

A display idea which proved itself to be a good one during last year's tour will be used on the Tandem stand again; at either end of the stand will be browsers filled with sleeves of all Chrysalis and Arista product currently in the catalogues and posters and sleeves of new releases will be used to promote these.

Tandem intends to use the dealer tour heavily to tie in with current marketing campaigns on the two labels. Chrysalis is particularly anxious to reinforce retailers' awareness of the company's reduced dealer price and RRP on catalogue records and of its similar moves on cassettes — on which dealer margin has been raised from 30 per cent to 33 per cent.

PRODUCT being promoted by Chrysalis includes Leo Sayer's LP Here, Jethro Tull's Storm Watch and Blondie's Eat to the Beat, and later LPs from UFO and Trevor Rabin.

PRODUCT being promoted by Arista include two big album releases which are already out — The

Kinks' Low Budget (already at No. 11 in the US chart) and Alan Parsons Eve, for which there has been a lot of take-up by the public on Arista's offer in press ads of a free sampler EP.

The new Barry Manilow album, One Voice, is scheduled for release on September 28 and the other already-established Arista acts with LPs coming out during the period of the Dealer Tour are Pierre Moerlain's Gong; Showaddywaddy, whose Crepes and Drapes LP is scheduled for TV promotion five weeks after the release of the next single from it (utilising the band's regular pattern of single sales peaking at around five weeks); Simple Minds (new LP in November); and on Albion a repackaged version of Ian Gomm's Gomm With The Wind.

Two LPs by new artists which Arista is keen to promote to dealers are the Secret Affair LP due in November, and a debut LP on the label from The As, a US band which has co-operated in Arista's scheme for putting out albums at £3 RRP.

There is also a special project album in the shape of a reworking of the famous children's fables — written by former Arista head of A&R Andrew Bailey — called Aesop in Fable Land. The music has been composed and conducted by Ed Welch and played by the London Symphony Orchestra, while the narrator is Arthur Lowe. Arista sees the album as comparable to the Welch/Milligan Snow Goose LP, and is hoping for big Christmas sales.

There is also an LP of mod revival bands, recorded live at the Bridge House in East London during the May Day Mod event there. It features five new bands.

A&M

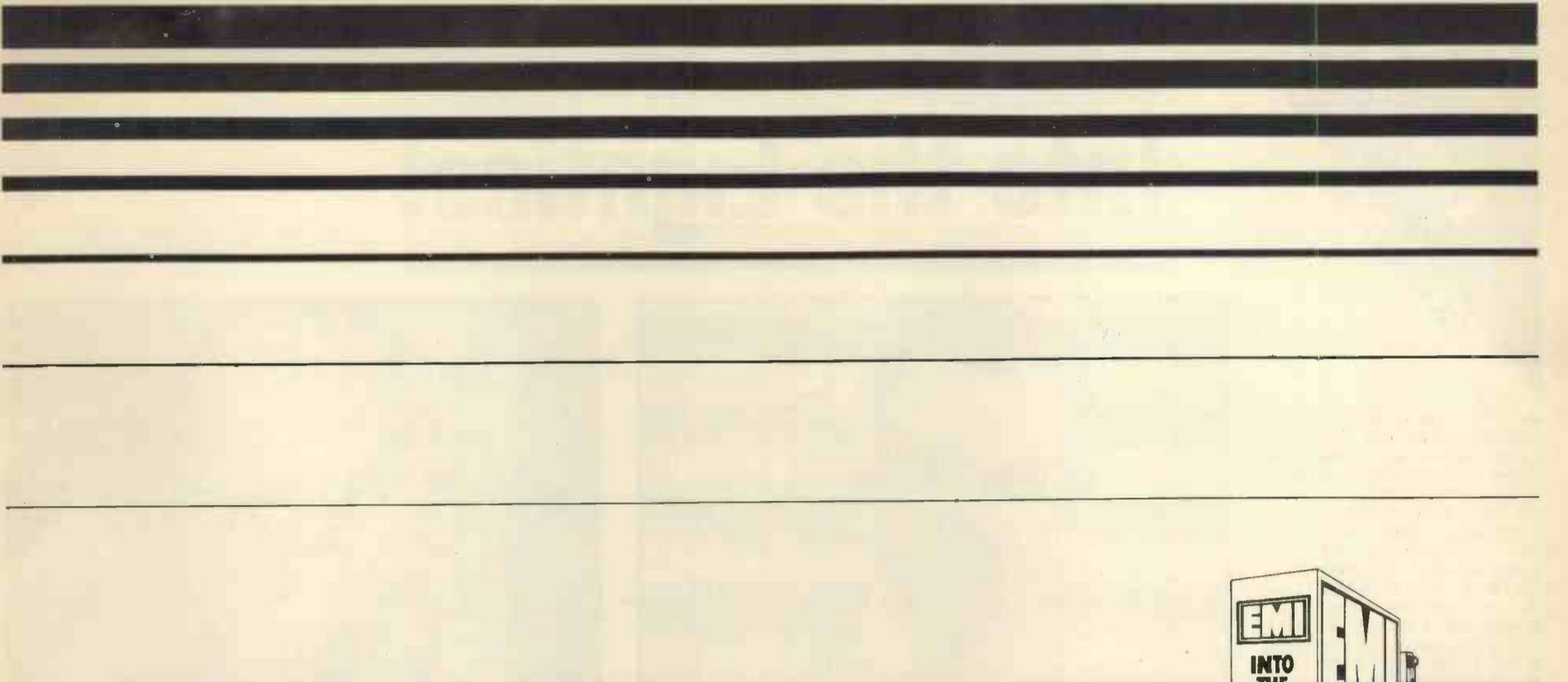


PEOPLE: Sales director Bill Groves will attend all dates, and national sales manager Alan Firth will attend some of them, while regional managers Bob Burgess (South) and Ken Phillips (North) will, with local reps, attend the dates in their areas.

PRODUCT: Visiting dealers will hear about forthcoming and just current LPs from artists including Joan Armatrading, Live Wire (who are touring with Nils Lofgren during September), Elkie Brooks (touring in October), The Police (definitely considered A&M's hottest prospect at this moment), Joe Jackson, Rita Coolidge, the US band Styx, the Brothers Johnson, Dickies and Squeeze. There is also a low RRP sampler of new wave acts Joe Jackson, The Police and Squeeze — with one side being live recordings and all tracks previously unreleased — titled Propaganda.

BILL GROVES

ALAN FIRTH



SEE YOU THERE

LET'S



EMI Records (UK)

SUPPLEMENT

Into the Eighties!

EMI
ALL TOUR VENUES

PEOPLE: General manager of sales, Clive Swan, with Garry le Count, national sales manager, and Jimmy Parminter, administration manager will be at every venue, and will be joined at various dates by MD Ramon Lopez, publicity executive Brian Southall, and general managers Peter Buckleigh, Vic Lanza, Colin Burn, Mike Harvey, John Patrick, Geoff Kempin, John Cavanagh, Julian Moore and Martyn Cox. Members of the EMI distribution division will also be on the stand at different times.

PRODUCT: With the formerly separate GRD and LRD sales forces only recently merged under Clive Swan, and with the annual conference just behind it, EMI is taking to the road with the Dealer Tour with the slogan used for the conference — Into The Eighties. The autumn schedules in all EMI divisions give those on the stand a great deal of product to discuss with retailers.

From GRD there are LPs from The Rolling Stones, Pink Floyd — a double LP called Walls — Cliff Richard, the Shadows, Steve Harley, Wings, Max Boyce, Sammy Hagar and Gang of Four.

On the classical side there is a recording of Verdi's Don Carlos by the Berlin Philharmonic conducted by Herbert von Karajan, and Mahler's Symphony No. 5, by the London Philharmonic under Klaus Tenstedt. Also to be promoted on the tour are the eight 12-inch singles in the HMV Classics Dynamic Sound Series.

From LRD come the first releases on Cobra the newly announced house label, and among the product from the licensed labels are albums by Bob Marley, Sparks, I Jan Man and Marianne Faithfull (the first from her in many years) all from Island; golden greats LPs by Gladys Knight and the Pips and the Jackson Five, a Chartbusters Vol. 10 album, and a debut LP from Mary Wilson, all from Motown; LPs by Motorhead and Sally Oldfield from Bronze; Damned, Sniff 'n' the Tears, and Rocky Sharpe albums from Chiswick; new product from Suzi Quatro, Smokie and Racey from RAK (with a Hot Chocolate LP already on release); and TV albums — scheduled for when the small screen's commercial service becomes operable again — include the Manfred Mann greatest hits, the All Aboard LP of original children's songs, and the Motown collection of ballads and love songs called The Last Dance.

Labels represented are EMI, Columbia, Sidewalk, Harvest, Tammi, Rolling Stones, Parlophone, Capitol, Bronze, Chiswick, Island, RAK, EMI International, Stax, Fantasy and Red Bus.



CLIVE SWAN



VIC LANZA



RAMON LOPEZ



COLIN BURN



GARRY LE COUNT



JIMMY PARMINTER



BRIAN SOUTHALL



MIKE HARVEY



GEOFF KEMPIN



MARTYN COX



JULIAN MOORE



JOHN CAVANAGH



PETER BUCKLEIGH



JOHN PATTRICK

VIRGIN
ALL TOUR VENUES

PEOPLE: The industry's smallest and most feminine, and one of its most effective sales managers Ann Kelly, will be at every venue, with her assistants Hilary Routledge, Belinda Hillier, and Bron Palmer. Tele-sales girl Veronica Hopkins, area managers Mike Lawrence and Des Frazer, and members of Virgin's recently enlarged sales force will be on hand at some of the dates.

PRODUCT: As well as promoting the established acts such as Mike Oldfield, the Sex Pistols, Magazine, Sparks

and Devo, Virgin will be talking about new signings such as The Skids, The Ruts, Penetration, Public Image Ltd, Members, Human League, Flying Lizards and lesser-known bands such as Cowboys International, Fingerpritz, and Shooting Star plus the newly-acquired Ice label and its owner, Eddy Grant. As well as product from the reggae Front Line label, the only-just-launched DinDisc label will be promoted on the tour. The latest Virgin venture appears to have started well with a single by the Revillos.

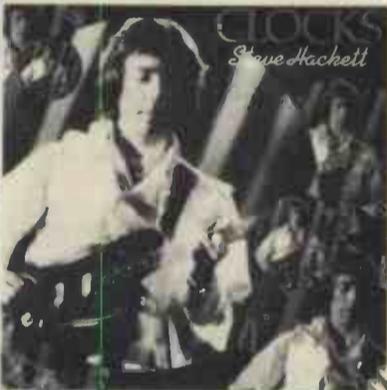
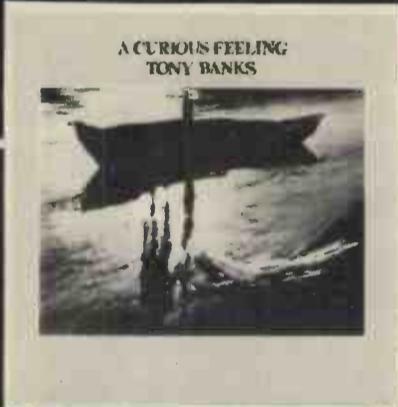
MUSIC WEEK—
Your insight
into the business

REASONS TO BE CHEERFUL PART FIVE

Brand X

TONY BANKS

Steve Hackett



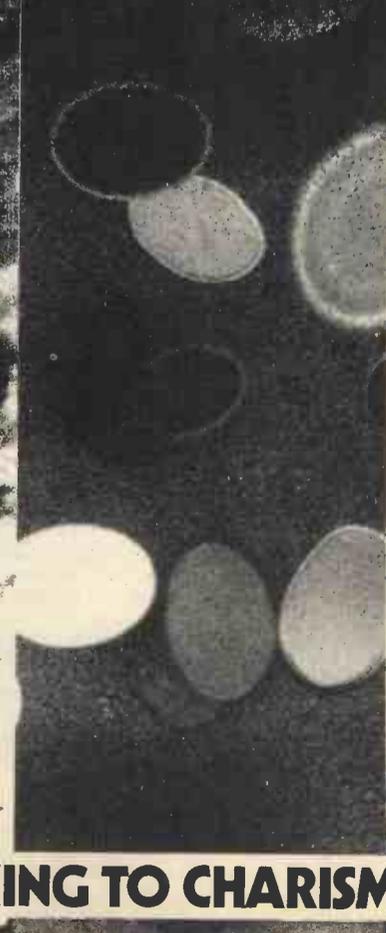
PRODUCT
CAS 1147
Also available
12" single 'SOHO'
CB 340 12

PH7
CAS 1146

A CURIOUS FEELING
CAS 1148
Release date Oct. 12

FEELING FREE
CLASS 7
Release date Oct. 12

CLOCKS
CB 341 12
Limited edition 12" single
b/w two previously
unreleased live tracks



FIVE GOOD REASONS TO BE TALKING TO CHARISMA

SUPPLEMENT

BELT-UP ALL TOUR VENUES

BELT UP PEOPLE: Steve Mason, MD, and Stuart Alexander, sales director, will between them be at all dates.

PRODUCT: Apart from the already well-known range of belt buckles (to which new designs involving bands such as Police, UFO, Pink Floyd and Genesis have been added) and the custom-made, with a design for every tour which goes on the road, badges of artists such as Thin Lizzy, Leo Sayer, The Slits, Siouxsie and the Banshees, Boston, Hot Chocolate and The Shadows, the stand will promote Belt-Up's new range of medium-priced but definitely up-market rock star jewellery. This new line offers 3D "statuette" images of 30 of the most popular acts and artists around at the moment, and all are overlaid in gold or silver. Belt-Up has great hopes for this new jewellery, and is particularly pleased to have kept prices down.

CHARISMA ALL TOUR VENUES



MIKE WATTS



LISA BONNICHON

PEOPLE: Sharing the manning of the stand between them at most dates are Mike Watts, head of marketing; Lisa Bonnichon, production co-ordinator; Julia Collins, marketing assistant; and Ron Atkinson, promotion executive, while Tony Michaelides (Northern promo) and Mary McCormack (Scottish promo) will attend the dates in their areas. Andrew Sheehan, special projects manager will also attend some dates.

PRODUCT: Most important among the LPs Charisma wants to impress the trade with before Christmas are the first solo album from Genesis keyboards man Tony Banks, called *A Curious Feeling*, for which Charisma is planning the same weight of campaign it would give to a Genesis LP (single titled *For A While* out on September 27); and a new Brand X album called *Product*. The latter sees Phil Collins, Genesis drummer, as a member of this loosely-knit band again, and singing on two tracks — one of which, *Soho*, is to be a single. Also being



JULIA COLLINS

promoted through the tour are Peter Hammill's *PH7* album; the first Dazzlers' albums, *Feeling Free*, which is the first low RRP (£3.99) release in the company's new pricing structure for debut albums, and product by relative unknowns; a single from the recently-signed US band *Vivabeat*, entitled *Man From*



RON ATKINSON

China; and a new single from John Sinclair, in the guise of *The Word* (single title is *The Naz*). Charisma is also telling dealers on later Tour dates about planned end-of-year releases of anthologies and compilations by its well-known artists — all to be on the low price label.

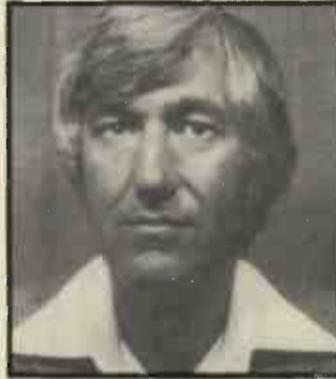
RCA ALL TOUR VENUES



KEN ROWLANDS

(South East) and Lee Simmonds (West End of London) will attend the two London dates, and local reps around the country will also be on the stand.

PRODUCT: RCA's Blue Chip autumn dealer incentive scheme will



DAVE HARMER

be on the agenda for discussion and explanation with dealers who are interested, and on the stand will be displayed what Harmer describes as "product tailor made for the campaign". A priority LP for this autumn is expected to be the new *Sad Cafe* release, *Facades*.

WARWICK ALL TOUR VENUES

PEOPLE: On the stand will be sales manager Les Tomlin, field sales manager Paul Halliwell, and general manager of sales and marketing, Ben Godbolt.

PRODUCT: The autumn releases on Warwick cover a wide range of musical marketability, and those on the stand will be talking to dealers about these, and about the TV album side of the industry in general — "a sophisticated approach to the record market which has made a significant contribution towards the growth of the whole record industry".

The albums, which will be going on TV as soon as the dispute is settled, include soundtracks — *Buddy Holly Story*, *The Bitch*, and *Yesterday's Heroes*; 20 Golden Greats collections from Johnnie Ray (currently touring in the UK) and Guy Mitchell; flute music played by Andrew Brett on an LP titled *Echoes of Gold*, and the Mantovani Golden Collection (described by Warwick as "our biggie for this autumn").

CHAPPELLS FOUR VENUES



DAVE BOLDEN

PEOPLE: Sales manager Dave Bolden will attend all four dates, and he will be joined by Gerry Burns, Northern area representative, at Glasgow and Leeds; by Paul Stokes (Midlands) at Birmingham; and by John Millard (South) at the London dates.

PRODUCT: Main interest will be focused on the comprehensive catalogue of printed music, and on the new Chappells' Rack Pack

modular display system, designed to make it easier for retailers to stock sell and make profit out of printed music. Among the artists in the Chappells' catalogue are Earth Wind & Fire, The Commodores, Thin Lizzy, Sham 69, Barry Manilow, the Bee Gees and Don Williams. There is also printed classical and educational material — and bearing in mind the season, the stand will also feature Chappell's Christmas music and songbooks.

DJM ALL TOUR VENUES



STEPHEN JAMES

PEOPLE: Steve Bott, national sales manager, or Martin Paine, marketing manager, will be at each venue; and George Hardy, (Southern area promotion manager), Graham Lee (Midlands promo), or Wincey Willis (North and Scotland promo), will attend the dates in their areas. MD Stephen James will attend the London dates.

PRODUCT: The biggest autumn release is Jasper Carrott's *Unrecorded LP*, of his recent (televised live) *Drury Lane* show. DJM plans TV promotion as soon as possible. Other October releases are Edward Woodward's Forties-style collection *Don't Get Around Much Anymore*; Geno Washington's *That's Why Hollywood Loves Me* album (coinciding with his concert and promo tour here) and single *Baby Come Back*; and a disco album from new signing *Unyque*.



STEVE BOTT



MARTIN PAINE

WYND-UP ALL TOUR VENUES

PEOPLE: Leslie O'Meara, director, and John Champion, national sales manager, form the basic team for the Wynd-Up stand, while area sales managers Bob Lewis (South), Alan Maddison (North-East), Jimmy Milne (Scotland), Phil Spooner (East), George Turner (North-West) and Gerry Smith (London) will be at dates in their areas. MD Colin Reilly will also attend some dates.

PRODUCT: For Wynd-Up, O'Meara hopes, this covers everything the dealers could want in the way of recorded product and accessories. Coloured slides will be used on the stand to explain the company's stocks and methods to dealers who do not know them.



LES TOMLIN

For new with
dealers in mind
read **MUSIC**
WEEK every
week!

Great tracks on Tandem.



BLONDIE 'EAT TO THE BEAT'
CDL 1225

 **Chrysalis**



LEO SAYER 'HERE'
CDL 1240

 **Chrysalis**



Patti Smith Group 'Wave'

PATTI SMITH GROUP 'WAVE'
SPART 1086

 **ARISTA**



THE ALAN PARSONS PROJECT 'EVE'
SPART 1100

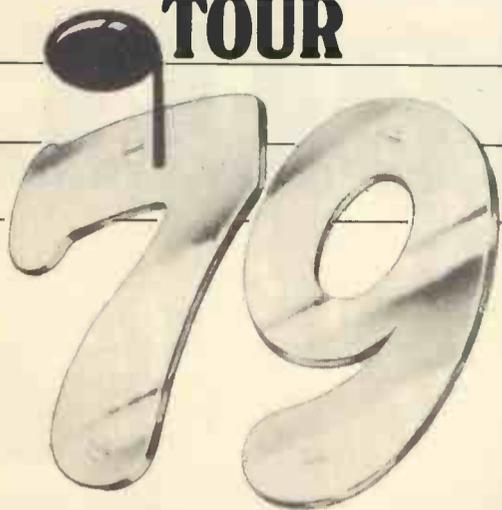
 **ARISTA**

Make tracks to our stand on the '79 Music Week Dealer Tour



SUPPLEMENT

MUSIC WEEK RECORD DEALER TOUR



Our service to you

MUSIC WEEK will have its own stand on the Dealer Tour staffed by promotion manager **Avril Barrow** and retailing editor **Terri Anderson** (see photographs below). Also attending at certain venues will be publisher **Peter Wilkinson**, editor **Rodney Burbeck**, advertising manager **Jonathan Ward** and editorial writers **Nigel Hunter**, **David Dalton**, **Jim Evans**, **Chris White** and **Simon Hills**.

Apart from reporting on the events and activities at each

venue, our reporters will be talking to visiting dealers to elicit their views, opinions, problems and comments about selling records or the business in general.

This is your opportunity to meet and talk to the journalists who write the news stories and features you read each week in *Music Week*.

We know you read *Music Week* because a National Opinion Poll survey recently revealed that 99.9 per cent of Britain's record retailers receive

the paper. It seems that you prefer our influential charts, comprehensive news service and lively opinion page. Now we've added an easy-to-read guide to airplay as well as a new chart-by-telephone service.

But maybe there is something extra you would like to see in *Music Week* — or maybe you would like certain items presented differently? Again, the Dealer Tour will provide you with an opportunity to talk to us face to face and tell us what you like most, or dislike, about our editorial service.

Additionally, our promotion manager, Ms Barrow, can give you details of our unique chart board offer, specially designed to give maximum impact when you display our poster charts in your shop.

Finally we would like you to stop by the *Music Week* stand before you leave the venue and tell us what you think of the Dealer Tour. This is just our second year presenting the tour so we are still learning from mistakes and making improvements.

We'll be back next year and we would like you to tell us how we can make the Dealer Tour even more beneficial for your business.

Or maybe you would just like to have a drink with us? We'd like that too!



TERRI ANDERSON is *Music Week's* retailing editor and as such edits the weekly Retailing Page which presents a variety of news, feature and opinion of interest to all our dealer readers.

She is in regular touch with the officers of the GRRC as well as industry leaders and independent dealers all over the country.

Apart from reporting the views and problems of others, her own opinion is often sought by dealers seeking advice on a variety of retailing matters.



AVRIL BARROW is *Music Week's* promotion manager and has the unenviable task of making sure that the Dealer Tour runs smoothly. She has spent the past year attending to the myriad details necessary in staging such an exhibition, liaising with the exhibitors and sending out the invitations to you the dealers.

And if you think that is tough, she also has to travel to Nice in January to organise *MW's* stand at Midem and to Miami in November for the MUSEXPO exhibition!

In fact wherever there is a music industry gathering, it's Avril's job to ensure that *Music Week's* name is well represented.

TERRI ANDERSON

AVRIL BARROW

YOU'VE SEEN THE REST, HERE'S THE BEST

ROCK STAR JEWELLERY

BELT-UP'S newest collection is the perfect fusion of the two hottest trends in the contemporary youth market: Rock music and fine jewellery. Perfect because young fans can instantly identify with these dazzling stick pins and pendants (chains included) which feature enamelled designs and logos from today's most popular Rock idols. Perfect also because jewellery is at the peak of popularity with young people everywhere — both male and female.

ROCK STAR BELT BUCKLES

BELT-UP PROMOTIONS "Crystal Enamel" and graphic inlaid Rock Star belt buckles that have become a retail legend.

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BELT-UP PROMOTIONS,

Station Approach,
Tweedy Road,
Bromley,
Kent.

Phone: 01-464 9995
Telex: 896218 winds

100% mark up on all items

ATTENTION RECORD COMPANIES AND BANDS:

All items can be custom made.
Agents and distributors required for all areas.
Export Enquiries Welcome



TODAY'S LESSON

TYPE	ARTIST	TITLE	CAT. NO
7" 45	- PIL	- MEMORIES	- VS 299
7" 45	- COWBOYS INTERNATIONAL		- VS 293
7" 45	- SHOOTING STAR	- YOU'VE GOT WHAT I NEED	- VS 291
7" 45	- PHIL CORDELL	- MOVIE STAR	- VS 284
12" LP	- THE RUTS	- THE CRACK	- V 2132
CASS	"	"	- TCV 2132
12" LP	- HUMAN LEAGUE	- REPRODUCTION	- V 2133
CASS	"		- TCV 2133
12" LP x 2	- I ROY	- THE "GENERAL	- FLD 6002
12" LP	- U ROY	- WITH WORDS OF WISDOM	- FLX 4004
12" LP	- JANE AIRE + THE BELVEDERES		- V 2134
CASS	"		- TCV 2134
7" 45	- THE MOTORS	- LOVE + LONELINESS/NIGHTMARE ZERO	- VS 263
10" 45	"	"	- VS 263
12" LP	- SHOOTING STAR	- SHOOTING STAR	- V 2130
CASS	"	"	- TCV 2130
12" LP	- COWBOYS INTERNATIONAL	- THE ORIGINAL SIN	- V 2136
12" LP	- FINGERPRINTZ	- THE VERY DAB	- V 2119
12" LP	- EDDY GRANT	- WALKING ON SUNSHINE	- ICE 4
CASS	"	"	- TCICE 4
7" 45	- Z.E.R.O PASS S.E.V.E.N	- WORRY	- VS 297
7" 45	- HUMAN LEAGUE	- EMPIRE STATE HUMAN	- VS 294
12" LP	- PIL	- METAL BOX	- METAL 1
12" LP	- CULTURE	- INTERNATIONAL HERB	- FL 1047
12" LP	- STEVE HILLAGE	- OPEN	- V 2135
CASS	"	"	- TCV 2135
12" LP	- VARIOUS	- FRONT LINE SAMPLER	- FLB 3002
12" LP	- SKIDS	- WAR THEMES	- V 2138
CASS	"	"	- TCV 2138
12" LP	- EDGAR FROESE	- STUNTMAN	- V 2139
7" 45	- THE RUTS	- JAH WARS	- VS 298
12" LP	- SPARKS		- V 2137

Virgin

CLIENT: SPOTLIGHT PUBLICATIONS, MUSIC WEEK

CLIENT BRIEF: DESIGN AND BUILD SHELL SCHEME FOR A TOTAL OF 225 EXHIBITION STANDS IN 9 SEPARATE VENUES.

PROVIDE CENTRAL FEATURE AREA FOR DISPENSING REFRESHMENTS.

PROVIDE ALL ELECTRICAL AND LIGHTING SERVICES.

PROVIDE LABOUR AND TRANSPORT.

SHIP WHOLE TOUR ROUND VARIOUS VENUES, BUILD AND DISMANTLE.

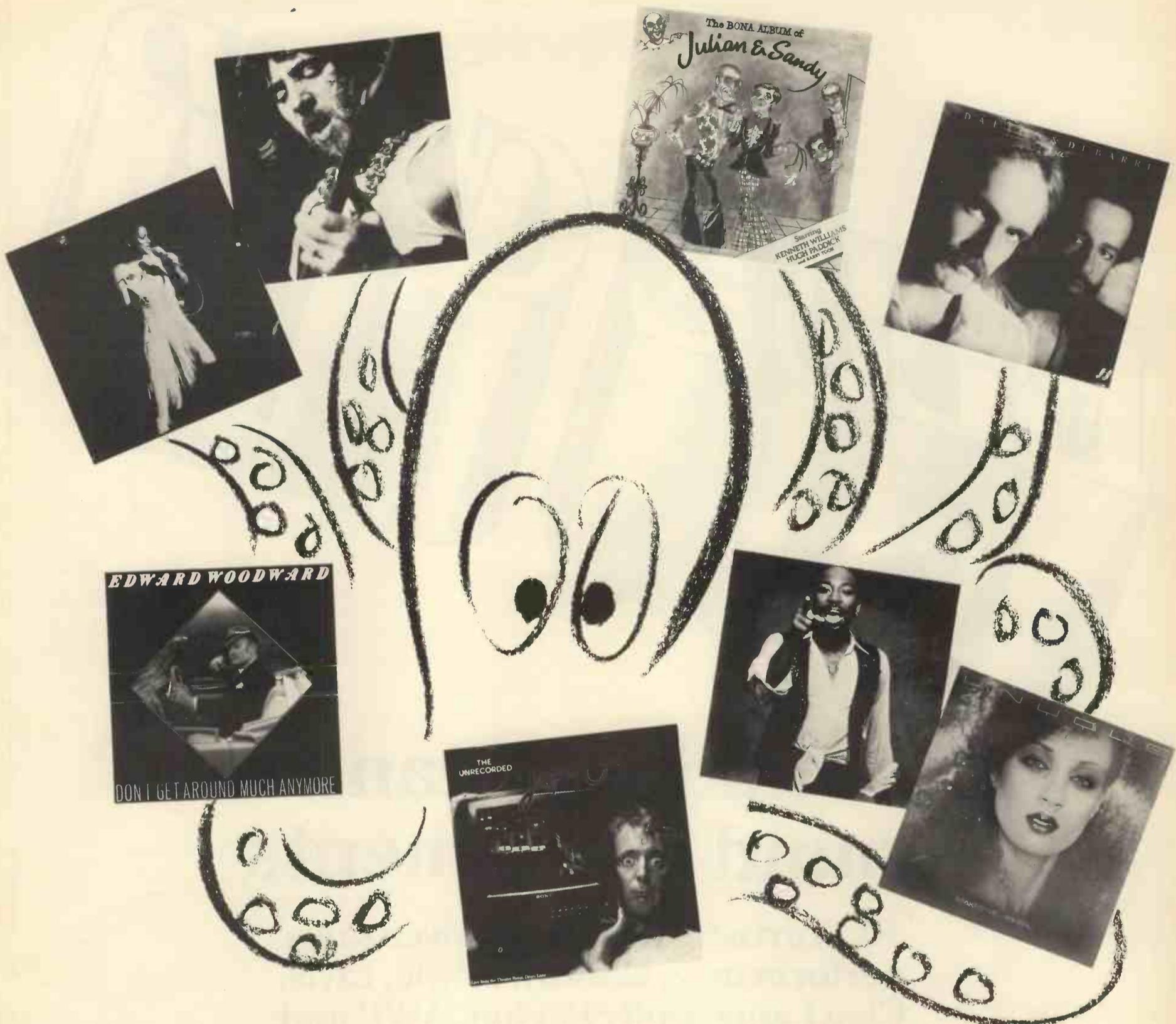
OFFER ALL EXHIBITORS FULL DISPLAY AND VIDEO SERVICE.

ALL IN A DAYS WORK!



**Realmheath
DISPLAY TEAM**

On Tour



Eight great grabbers from DJM

DJM have eight exciting new LPs lined up for this Autumn. And they're all potential winners.

Watch out for the advertising – including a new TV commercial for Jasper Carrott.

Everybody's going to be asking for these hot new numbers. So stock up on them all fast. And get a stranglehold on the market!

OCTOBER RELEASES

"The Unrecorded Jasper Carrott" – recorded at Jasper's live TV show, from the Theatre Royal, Drury Lane.

"Don't Get Around Much Anymore" – A new LP with a fabulous Forties feel from Edward Woodward.

"That's Why Hollywood Loves Me" – Geno Washington's new LP – ready to take UK discos by storm.

"Makes Me Higher" – Unyque – Direct from the USA – A super

disco sound that'll make everybody boogie.

NOVEMBER RELEASES

A second LP to follow Grace Kennedy's sensational debut album. Another classic LP from the re-established John Mayall.

A re-release at mid-price of the "Bona Album of Julian and Sandy" – a comedy LP starring Kenneth Williams and Hugh Paddick... (of "Round the Horne" fame.)

Dalton and Dubarri – An ultra-new disco sound from the American Hilltak label.



DJM RECORDS LIMITED, JAMES HOUSE, 5 THEOBALDS ROAD, LONDON WC1X 8SE.

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BLUE CHIP

RCA taking a stand for sound investments

RCA artistes deliver a proven sales performance. Galway, Bowie, Elvis, Cleo Laine, Dolly Parton, AWB and Mario Lanza sell year in, year out. They are Blue Chip.

Invest in RCA repertoire and collect a dividend



Harry Nilsson's Greatest Music
PL 4272-8



Scorpions Tokyo Tapes
NL 28331(2)



Dolly Parton Great Balls of Fire
PL 13361



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