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MUSIC WEEK

21ST
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Europe's Leading Music Business Paper · A Morgan-Grampian Publication · 80p

BBC ACCUSED OF "ARROGANCE, INCOMPETENCE AND DISHONESTY"

Musicians seek BPI support against cuts

MUSICIANS UNION general secretary John Morton has requested the help of the BPI in the MU's campaign to resist the BBC orchestra cutbacks.

"I am expecting a letter from the MU containing proposals for our assistance before the BPI council meeting on Wednesday," said BPI director general John Deacon this week.

The BBC has been accused of "arrogance, incompetence and dishonesty" in a bitter attack on the Corporation by Morton.

Morton was speaking to *Music Week* in the wake of drastic cutbacks in expenditure announced by the BBC, including the disbandment of staff orchestras affecting the jobs of 172 musicians.

Part of his bitterness has been occasioned by the BBC's declaration of the cuts without prior

consultation with the trade unions involved.

"We've finally received a formal statement of proposal from them and a meeting is being arranged for March 19," he said. "The whole exercise is an attempt to get rid of the light orchestras — that's painfully obvious.

Morton described the BBC as "a great propaganda organisation" and added that people were falling for its line that the orchestral cuts could be made without unduly affecting the Corporation's musical output and were believing imputations that the light orchestras involved were dispensable because they were old-fashioned and outmoded. He refuted such aspersions on the instrumental competence of the musicians concerned and questioned the scope of the saving to be made

by sacking them.

"They're talking at the moment of a saving of £500,000 a year on a budget of £1 billion for the next two years."

Asked whether he did not agree that the BBC needed to make financial economies in the light of the licence increases last year being considerably less than the figure asked, Morton cited again the unilateral announcement of the cuts as a *fait accompli*.

"If they'd come to us and said we've got this estimated financial problem confronting us, we would certainly have discussed it with them. The whole relationship they have advocated in the past is a united front with the unions in approaches to the Government to increase the licence fee and on other problems.

"The bits of the BBC I deal with are not very conducive to a feeling of confidence. It's a marvellous combination of arrogance,

incompetence and dishonesty, insulated against reality."

● Prospects of getting new releases played on Radio One are made more difficult by cuts to be implemented on March 31.

As forecast in *Music Week* (February 2), the station has run into needletime problems and the broadcast of well over 100 new releases covered by "review time" restrictions exercised by Phonographic Performance Ltd will be lost each week.

In further cuts which will contribute to the BBC's money saving scheme announced recently, Dave Lee Travis will begin his Breakfast Show an hour later at 7am from Monday to Friday and the network will close at 7.30 pm on Saturdays and 10pm on Sundays. As a result DJ Al Matthews and his *Discovatin'* show, plus the Steve Wright Show, are dropped and the Sunday Request Show is replaced by Star Special. Alexis Korner will move to 7pm on Sundays and Sounds of Jazz will be re-timed at 8pm to 10pm.

Radio One confirms that Wright will stay with the network and his commitments include presenting the Breakfast Show from April while DLT is on holiday and taking over the Sunday morning programme when Noel Edmonds takes a summer break.

Radio Two is also having to reduce its output of new records resulting in the removal of such programmes as Album Time and features like Album Of The Week.

Counterfeits: Collins before Grand Jury

NORTH LONDON record and tape wholesaler Jeffrey Collins has been giving evidence to an American Grand Jury in the US Justice Department's investigations into the manufacture, distribution and sale of counterfeit records and tapes.

The Sam Goody retail chain and two of its chief executives have been named in indictments alleging racketeering, interstate transportation of stolen property and the unauthorised distribution of copyrighted sound recordings.

Collins is also named in the indictment, along with another English wholesaler, Spencer Pearce, who is now living in California, but neither have been formally charged.

Collins, who now runs an import/export business in his own name, says the investigations relate to tapes he bought two years ago "in good faith" as originals and subsequently re-sold to Sam Goody.

At that time Collins was sales director of Scarlet Band Records against which the BPI has an outstanding High Court action.

Although Scotland Yard raided Scarlet Band's premises no criminal charges were made and Scarlet Band has since gone into voluntary liquidation.

● See American Commentary, page 30.

Ariola sales team out

FOLLOWING THE recent announcements detailing future plans for the UK operation of Ariola and Arista Records, the Ariola sales force has been scrapped.

As from this week, the whole selling operation for the Ariola label and associated label product will, along with Arista and Chrysalis

product, be handled by the Tandem sales team.

A statement from Ariola's London office blames "the prevailing economic conditions" for making these cuts. The eleven-strong Ariola force was put together only last autumn, with Ray Jenks leaving Polydor to become Ariola's sales director. *MW* understands the number of redundancies totals 11.

Ray Jenks has been offered a new position in the recently formed Ariola/Arista marketing company and Maurice Goodwin remains as sales administration manager, liaising between Tandem, Ariola/Arista head office and Pye Records.

The Ariola statement concluded: "It should be stressed that the Tandem sales force remains a 50/50 partnership between Chrysalis and the Ariola/Arista group."



CRISTINA

Protest stops Cristina's disc

ISLAND HAS withdrawn Cristina's new single, *Is That All There Is* (ZE WIP 6560) following complaints from Leiber and Stoller who wrote the original version of the song. The single, released as both 7" and 12" disc on February 1, was well received by rock critics — NME, for example, made it one of the Singles of The Week. Early last week, however, the publishers Carlin Music informed Island they regarded the track as an "unauthorised parody" and demanded its withdrawal from sale. Carlin's move had been initiated by Leiber and Stoller. Cristina's album, released this week, does not include *Is That All There Is*.

STOP PRESS

RCA RECORDS in New York is to announce a new managing director for its UK company this week, replacing Ken Glancy who left at the end of last year. New MD is likely to be Jack Craigo, formerly with CBS in America, although an RCA spokesman could not confirm this at press time. (See also Dooley).

Ovation gets UK launch

THE AMERICAN Ovation Records label is setting up an UK operation under Gull Records' MD David Howells and with distribution via Pye.

The label has had considerable success in the States with country act The Kendalls, whose latest album is among the first Ovation UK releases along with country singer Joe Sun and new signing Mark Gaddis.

Both the Kendalls and Joe Sun will be at the Country Music Festival at Wembley and Ovation will also have a stand at the festival.

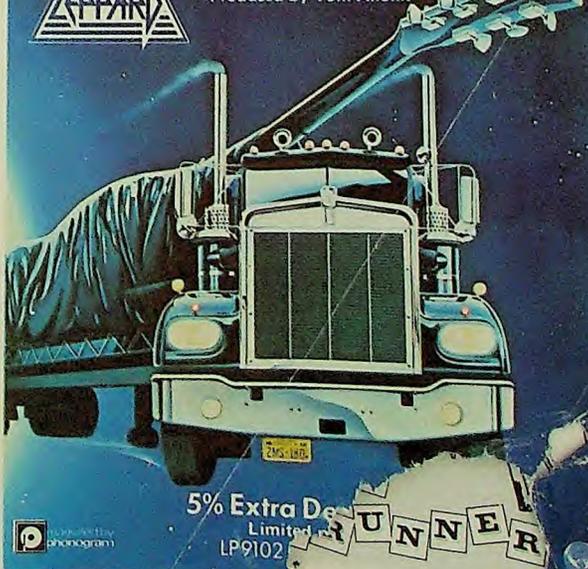
"Although much of Ovation's success has come in the country area, the label encompasses all types of music," says Howells, "and I am keen to sign British talent to the label." First UK signing to Ovation is the band The Brothers Jones.

Howells will run Ovation as a separate operation alongside Gull Records and will be moving to new offices in Shepherds Bush and will be adding staff.

'On Through The Night'

the new album by
Def Leppard.

Produced by Tom Allom.



5% Extra De Limited LP9102

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NEWS

Phonogram puts £250,000 behind Status Quo push

PHONOGRAM IS launching a £250,000 advertising campaign to support the release of Status Quo's 12 Gold Bars album (QUO TV I and cassette, QUO MC I), a compilation of their biggest hits.

TV advertising consisting of 30-second spots, will run from March 26 to April 11 in the Granada, London, Trident, Scotland and Southern areas. For the dealer, Phonogram has produced 5,000 full-colour posters together with 750 gold window display centre pieces. Dealer margin for the album will be 25 per cent — sale or return on first

MARKETING

delivery, and minimum order quantities of 25 albums and five cassettes. 12 Gold Bars includes Rockin' All Over The World, Living On An Island and Paper Plane.

Apart from its Status Quo television campaign, Phonogram has promotions lined up for four other March album releases; the Def Leppard LP, On Through The Night (Vertigo 9102 040); Uprooted by Rob Grill, former lead singer with American band Grassroots (Mercury 9111 055); Ray, Goodman & Brown

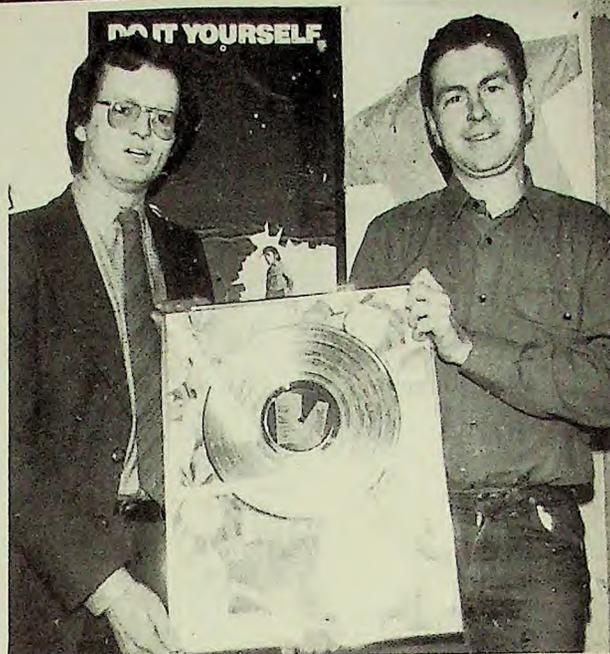
(Mercury 9109 800); and Ray Jackson's In The Night (Mercury 9109 631).

The Def Leppard LP, which includes the hit single Hello America, will be backed by an additional dealer margin of 30 per cent plus five per cent on the first 10,000 copies. There will also be 500 window displays, and 5,000 posters, 2,000 street posters in London and provincial cities, and specially produced badges featuring the Def Leppard logo. Press advertising will include full pages in *NME*, *Sounds* and *Melody Maker*.

The Rob Grill album has been produced by John McVie of Fleetwood Mac and the featured musicians include McVie, Mick Fleetwood and Lindsey Buckingham. There will be a dealer mailing of full-colour posters using elements from the album sleeve.

Press promotion for the Ray, Goodman & Brown LP includes *Black Echoes*, *Record Mirror* and *Smash Hits* for the period of release, and there will be dealer displays. In addition the Ray Jackson album will also be press advertised and there will be window and in-store displays in the North East, where Jackson comes from.

WARWICK RECORDS has three new albums lined up for television promotion during the next few weeks — two compilations featuring Brenda Lee and Val Doonican, and



STIFF RECORDS' Paul Conroy made an unusual presentation last week to Mike Farley, marketing director of Crown Decorative Products who received a gold disc for Ian Dury's *Do It Yourself* album. Crown supplied the wallpaper for the artwork on the 40 different sleeves used on the album. Conroy said: "Since the success for *Do It Yourself* Mike has been most elusive. Either his boss is after him or he's selling a lot more wallpaper!"

the third by one of Sweden's top groups, The Boppers.

The Brenda Lee album, *Little Miss Dynamite* (WW 5083) has 22 hit records including *Let's Jump The Broomstick*, *As Usual*, *I'm Sorry* and *All Alone Am I*. The album is released on March 17, initially in the Westward and Anglia TV areas, where it will be advertised on screen from March 31.

The *Very Best Of Val Doonican* (WW4 5081) is released a week later and will be advertised on HTV and Westward during the week commencing April 14.

The Boppers (WW 5076) features the Swedish band of the same name claimed to be second only to Abba in popularity. Their first album in Sweden went platinum and sold more than a quarter million copies. The Warwick LP is issued this week, initially in the Tyne Tees TV area, and will be promoted in that region from March 24.

STIFF RECORDS current campaigns include further promotion for Wreckless Eric's *Big Smash* album with colour posters and a variety of stickers along with posters for Lene Lovich's *Flex* which is supported by 3,000 posters on the London Underground. Posters are also being used to support *Crazy Rhythms* by The Feelies and *Protect The Innocent* by Rachel Sweet.

New signing *Dirty Looks* have an album released in April while record dealers can get colour bags for

Stiff's latest signing Any Trouble's single *Yesterday's Love* from Virgin reps.

JET RECORDS will be backing the new *Girl* single with ads in the trade and consumer press and it will be wrapped in a special package that opens out into a colour poster. Entitled *Hollywood Tease*, the track is taken from the band's *Sheer Greed* album and is backed with the Kinks' *You Really Got Me* and their first single *My Number*. It is released this week.

ADVERTISING FOR the Crystal Gayle Singles Album on United Artists is being extended from the Tyne Tees area to London, ATV, Granada, Ulster, Stags, Border and Yorkshire for a three week period from this week.

ROBERT FRIPP'S new album *God Save The Queen* on Polydot is being backed by full-page adverts in *NME*, *Melody Maker* and *Zig Zag* as well as a joint Capital Radio and Virgin Records promotion. It is released on March 14.

JUDIE TZUKE has her new album *Sports Car* released on Rocket in April, when she undertakes a British tour. Meanwhile, Rocket is releasing the debut single of *Quadrophonia* actors Phil Davis and Gary Shail. Produced by Steve Harley, the single *Blown It* is sung by each artist on each side — an idea Rocket says is unique.

Pye takes on Faithfull LP

MARIANNE FAITHFULL'S controversial album, *Broken English* (Island), is to be distributed by Pye.

The album, released in late autumn last year, was rejected for both pressing and distribution by EMI because of the "sexual lyrics" of one of its tracks, *Why D'Ya Dó It*. Since its release, *Broken English* has been handled by seven independent distribution companies throughout Britain. This arrangement will continue, despite the new deal for the album with Pye.

Those dealers ordering the album through Pye, however, must quote a new catalogue number. Because Pye already uses the prefix M, the new catalogue number for the album becomes MF1. Independent distributors will still use the original M1 number. RRP for both album and cassette is £5.00. Both *Ballad Of Lucy Jordan* and *Broken English*, Marianne's two Island singles, are featured on the album.

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LONDON



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News in brief...

CIRCULAR SOUNDS, a new label, debuts this week with the release of the concept album, *Supernova*, distributed through Spartan.

Dave Montague, album producer and MD of the label, says: "Supernova the album is a prelude to the stage musical of the same name. The LP is an original representation of superstars who, after displaying immense talent, have met with an untimely end."

Each track is in the style of the artist depicted and encompasses the styles of Buddy Holly, Eddie Cochran, Brian Jones, Jimi Hendrix, Jim Morrison, Marc Bolan, Elvis Presley and Keith Moon."

AN INTERNATIONAL video congress is being held in Berlin in May, which is one of the first of its type to deal with its consumer potential, as opposed to being a technical forum.

Registration is through AMK Berlin which can be contacted at: "Video '80", Messedamm 22, 1000 Berlin 19. Tel: 030/30 38-1.

A NEW music paper has been launched that will be distributed free through record dealers every month in the Midlands area.

Called *Brum Beat*, it has been launched by Jim Simpson of Big Bear Records and is geared to the music scene in what they describe as "loosely, the ATV transmission region". It contains a complete gig guide in the area, a Midlands chart as well as news, features and an equipment guide.

Music Deals

RADIO TELEFIS Eireann, the Irish broadcasting organisation, has signed agreements with the Mechanical Rights Society, the Mechanical Copyright Protection Society and Britico which cover the period March 1, 1978-February 28, 1981. Fees payable are inflation-linked after the first year to the index of consumer prices appearing in the Irish Statistical Bulletin.

There will be an adjustment of fees if RTE use in a year less than 8,000 30-second units or more than 10,000. A major reason for the difference in the level of fees paid by the UK broadcasting organisations as compared with RTE is the six months ephemeral clause in the Irish Copyright Act.

Fees paid by RTE to date for March 1978-February 1979, were £11,000 plus VAT and for March 1979-February 1980 £12,188 plus VAT.

THE TEMPTATIONS have resigned to Motown after leaving the company in 1976. The band, who originally signed back in 1961 and made a string of gold singles like My Girl, You're My Everything and Ball of Confusion, are now recording a new album due to be released in the summer.

JOHN FIDDLER, formerly of Medicine Head and British Lions, has signed long term to EMI Records. First product will be the single, Look Don't Touch released on the Harvest label (HAR 5204) on March 21. The record was produced by John Carter whose recent credits include Max Webster, Sammy Hagar and Bob Welch for Capitol Records.

CHAMP RECORDS has signed a recording deal with South of England country band Al Barrett's Linesmen, to release an album called Deep Water, produced by the band's Dave Hayward and featuring eight of the most popular numbers from their stage act. Champ Records is distributed by I&B Records of 240a Kilburn High Road, North London.

NORTH-EAST heavy metal rock band, The Tygers of Pam Tang, have signed a recording deal with MCA. Their current single on Neat Records, Don't Touch Me There, is now available on the MCA label.

GEM RECORDS has concluded a worldwide deal (excluding Italy) for Woman Without Love by Sheeba, a three-piece Irish group. The single will be released here on April 24.

Benjamin pushes quality at MTA awards night

TO AN audience of MTA Awards dinner guests, where industry was overwhelmingly better represented than trade, Pye chairman Louis Benjamin suggested: "If the time and effort being put into analysing the past were put into planning for the future this industry would be in a much better position."

Benjamin himself had commented on the number of dealers present — his count came to 22, "or .44 per cent of the trade".

He rejected the prevailing gloom however, and insisted "the industry has a future," although that future was for a much slimmer industry.

The demand for recorded music would continue, he added, and the demand would be for quality.

"The public is still attracted to top quality

merchandise; but it is not interested in sub-standard merchandise. I do not see this as a problem. I see it as a great challenge.

"Let's keep pessimism away — and I include the retail trade in that — in these dark days. Let's attack the market together. Marketshare is meaningless unless it brings profit to everyone and the cake is big enough for everyone to have a fair share."

He concluded by reminding the retail trade that the time had come to think about the challenge to them in the new product — video tape and disc.

"I feel this will be an absolute bonanza, if all concerned ensure that it is structured properly to give a fair share to all."

The MTA record awards, which this year included a jazz category for the first time and had attracted a record number of entries from manufacturers, were presented by Sir Harold Wilson.



FORMERLY LEAD singer with Ace, as well as being the band's keyboard player and composer, Paul Carrack has signed a long-term deal with Phonogram. He is pictured, seated, with left to right: Ken Maliphant, Phonogram managing director, Dave Bates, John Kennedy, John Waller (all Phonogram staff) and his manager, Brendan Walsh. Carrack, best-known for writing How Long, a worldwide hit, is completing his first album which is expected to be released on Vertigo in June.

Motown's budget LPs

TWO MORE releases in the Motown mid-price catalogue series are scheduled for next month and all the albums will then be given a marketing boost to mark the label's 20th anniversary.

Since May last year six LPs have been issued on the mid-price label. These are From the Vaults; It Takes Two compilation; Temptations Sing Smokey Robinson; More Hits by the Supremes; Four Tops Second LP; and The Best of Michael Jackson (STMR 9001/2/5/6 and 7 respectively).

On April 14 the latest releases will be Twelve-year-old Genius — Stevie Wonder; and Greatest Hits of the Supremes with Mary Wilson.

All eight mid-price albums will be featured in full-colour in-store posters and browser cards which go out in the coming week. There will also be extensive trade and consumer press advertising for all the albums during April. RRP for the albums is £3.45 and for the cassettes is £3.65.

More mid-price LPs by Motown's top acts are in the pipeline as part of the anniversary releases.

Muxlow quits WEA for consultancy

FOLLOWING MUCH speculation, Tony Muxlow, distribution director at WEA has resigned and set up his own distribution consultancy, encompassing the record industry and other product industries. WEA managing director John Fruin said that he and Muxlow had "worked closely together for over ten years" and he would "very much miss their close business relationship."

Douglas Kean, previously responsible for Decca Records regional promotion, to London radio promotions for Island Records . . . Cliff Stewart from Sail Records of Boston to Northern area representative for PVK Records . . . Tony Fox joins Radio Luxembourg as a consultant with special responsibilities for DJ personal appearances and he will be working closely with recently appointed director of promotions, June Bryant, on a number of projects including the forthcoming 1980 summer tour. . . Peter Elliott, head of Elliot Young Productions and personal manager to Dick Emery, to



director Derek Block Concert Promotions and Derek Block Artists Agency . . . Richard Goldblatt to Marcus Music as studio manager with Charlie Spry responsible for studio bookings . . . Lexi Godfrey, Russell Mulcahy and David Mallet have left Roseman's to form their own video production company.

DECCA PRESS and promotion department, previously at Great Marlborough Street, has moved temporarily to Decca House, 9 Albert Embankment (735 8111) with effect from this Monday. Decca distribution services Selecta can still be contacted at 852-9171.

Island launches ska campaign

ISLAND THIS month launches a campaign centred around the company's ska catalogue. The campaign, called Original Ska, features: The release of More Intensified Volume Two; the re-issue of Club Ska 67; a regular series of

singles; Press ads; a merchandising campaign and plans for a special ska night.

The two albums, More Intensified (Island IRSP 3) and Club Ska 67 (Island IRSP 4) will be in the shops from March 14 and will retail at the special price of £3.45 each.

Upcoming Ska single releases include Train To Skaville by The Ethiopians b/w Dr Dick by King Perry and Hold Than by Roy Shirley (WIP 6596) on March 14.

Promotional aids include special badges and T-shirts. Island is also planning a special Ska Night at a leading London venue later this month.

A NEW video production company has been formed by ex-Stepples

News in brief...

people Steven Barron, Siobhan Barron and director Peter MacDonald, in association with the Shooting Lodge — a television commercial company.

Called Lime Light, it offers record companies the facilities to make a commercial and a promotional film under one roof. Barron has filmed product by the Jam and with Peter MacDonald a special on the Reading Festival. Their phone number is 01 734 2228.

'Searching for the young soul rebels'

GENO
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Single R6033

FOLLOWING THE High Court action brought last week by nearly 30 record companies against Warrens Records Ltd., 16 Hollen Street, London W1 and Simons Sales Stores Ltd, 20 Ripple Road, Barking, Essex, for allegedly distributing quantities of American manufactured cassettes, both companies have filed defences and the court orders (MH March 8) have been lifted until the case comes to full trial.

• Music Week wishes to make it clear that its page one headline last week — "Clampdown on counterfeiters" — was not intended to suggest that the defendants in this case had themselves been involved in manufacturing counterfeit tapes.

• Simons Records Ltd, of 335 Barking Road, London E6, points out that it is not implicated in this case. Simons Sales Stores is a retail outlet not a wholesaler.

NEWS

DJM cassette prices down as LPs go up

IN AN attempt to discourage home taping, DJM Records will be retailing cassettes at 30p less than the album equivalent — and the company's managing director, Stephen James, said this week that he would ultimately like to see tapes selling for at least £1 cheaper than LPs.

DJM's move coincides with price rises which take effect from April 1. Full-price albums go up from £4.99 to £5.29, but cassettes are pegged at their previous price, also £4.99. Other increases include singles (from 99p to £1.15) and double-albums (£7.49 to £7.99).

Mid-price LPs and tapes will retail for £2.99 and 12-inch singles at £1.59. DJM's 35 per cent dealer margin still operates on all tapes while albums have reverted to a 33 1/3 margin.

Stephen James commented: "We are holding down the price of tapes in the hope that it may discourage home taping. The other increases bring DJM's retail prices into line with the rest of the industry."

Topical Marley 45

ISLAND IS rush-releasing Bob Marley & The Wailers' new single, Zimbabwe (WIP 6597) this week in celebration of Zimbabwe's majority rule. The track originally appeared on the Survival album. A 12" disc mix version of the single will also be available from March 21 and will also feature the tracks Africa Unite and Wake Up And Live.

New Fair Trading ruling gives studios better deal

TOUGH MEASURES against bad debt clients will be available to certain UK professional studios when draft conditions of hire, which have been agreed by the Office of Fair Trading, come into effect.

The new rules, drawn up by the APRS after three years consideration and applicable only to its member studios, will greatly

strengthen the hand of studios, which have for many years lived with bad debts and other problems of hiring out time, without being able to do very much about them.

Important clauses in the new conditions of hire give member studios the right to dispose of tapes after six months (provided the customer has been properly notified), the right to retain copyright in a recording until the customer has paid the bill; and the right to bring pressure to bear on a

record company using or proposing to use a tape if a non-paying customer subsequently tries to sell it.

Another significant addition to the terms is the conferring of limited liability in the event of damage to, or delay in the delivery of, a master. Until this new code was set up,

studios were unprotected from liability and could be faced with demands for unlimited damages.

The new terms also provide a means by which APRS member studios may insure a master for a specified greater sum than the £10,000 limit which will now apply — at the customer's option and expense.

As the APRS emphasises, the new conditions of hire are copyright to the association, and it is only through membership that any studio gains a free licence to use the terms in drawing up agreements.

The new conditions were drawn up and submitted to the Office of Fair Trading because, the association states: "During recent years it has become clear that some recording studios operate as though they live in an idealistic world. Unfortunately this is not so, for while the majority of customers are of honest intentions, a minority — finding an opportunity — will take advantage of a studio. It is against this minority that studio managers should be on their guard."

"It is also not generally realised that a remarkable change has overtaken all business — as a result of recent legislation, in particular the Unfair Contracts Act of 1979 ... Studios would be unwise to assume they will be always able to avoid the commercial pitfalls which now lie ahead."

'Biggest ever' launch for Genesis album

CHARISMA HAS scheduled its 'biggest ever' marketing campaign for the new Genesis album, Duke. Released on March 28, it is the first LP from the group in two years and the initial pressings will be available at a special low price at the request of the band.

The first 125,000 copies will retail at £4.99 and the first 30,000 cassettes (CBRC101) will sell for £5.15. These reduced price copies will be marked with special stickers. After they have sold out, the prices revert to £5.49 for the album and £5.65 for the cassette.

The album coincides with Genesis's sell-out 44 date UK tour and will receive "full media promotional support". There will be a full colour page ad in *Music Week* the week before release, followed by extensive press advertising. This will be backed with blanket radio campaigns.

For dealers there will be 1,000 window display kits including a 3D version of the sleeve, plus a full poster campaign. Other promotional aids include a video of the single Turn It On Again, sweatshirts and, what Charisma claims is the "world's first microchip promotional badge."

New Bram LP hit by US protests

POLYDOR RECORDS, which releases Radar product in the USA and Canada, has rejected the new album by Bram Tchaikovsky following protests from their distribution and promotion staff over the title of the record and its sleeve.

The title is *The Russians Are Coming* and the sleeve depicts the group members in the guise of Russian cosmonauts.

The group have decided to re-title the album *Pressure for USA* release only. It will include a track on it called *New York Paranoia*. The title *The Russians Are Coming* and the original sleeve will remain in the rest of the world.

News in brief...

LENE LOVICH'S new Stiff single will take the form of a two-record gatefolded release, featuring *What Will I Do Without You?* (BUY 69), from her latest album *Flex*, but also including live tracks recorded at the London Lyceum last month. Retailing price will be 96p.

Stiff also releases a four track single from Madness called *Work Rest And Play Madness* (BUY 71), which will retail at the same price, but plays at 33rpm as opposed to 45rpm. The record includes a remixed version of *Night Boat To Cairo* as well as three new songs.

Other single releases from the company include *Broken Doll* by Wreckless Eric, available in a picture sleeve, and Jona Lewie's *You'll Always Find Me In The Kitchen At Parties* (BUY 73), also released in a full colour picture bag.

THE BEAT'S current hit, *Twist And Crawl/Hands Off, She's Mine*, a double A-side and the first release on the band's own label, Go-Feet, is released this week in a dub re-mix 12-inch format. Both new versions run for nearly five minutes, two minutes longer than the seven-inch single.

RECORD MERCHANDISERS has opened a regional warehousing/distribution point in Huddersfield for an experimental period. The new premises are to enable RM sales reps in the North of England to carry stocks of fast-moving albums and tapes in their cars when calling on local accounts, as well as servicing the company's van sales operation. Singles will continue to be supplied direct from Hayes, but the Huddersfield depot will also be processing returns from retail outlets in the area.

THREE PEOPLE are due to appear in court this week following a raid by BPI inspectors on a North London food store. Armed with Anton Pillar orders granted by the High Court, the BPI took away from Sandy's Food Store, 28 Stoke Newington Road, London N16, 1,891 Singapore-manufactured cassettes bearing the GMI trademark and further removed more than 700 cassette inlay cards. The tapes included *War Of The Worlds*, *Saturday Night Fever*, *Abba*, *Tina Charles*, *Cliff Richard* and *Bad Company*.

LATEST ROCKET Records release, Phil Davies and Gary Sheil's *Blown It* (XPRES 27) will be available in a 10,000 limited-edition singles bag. Both artists feature in the mod film *Quadrophenia*.

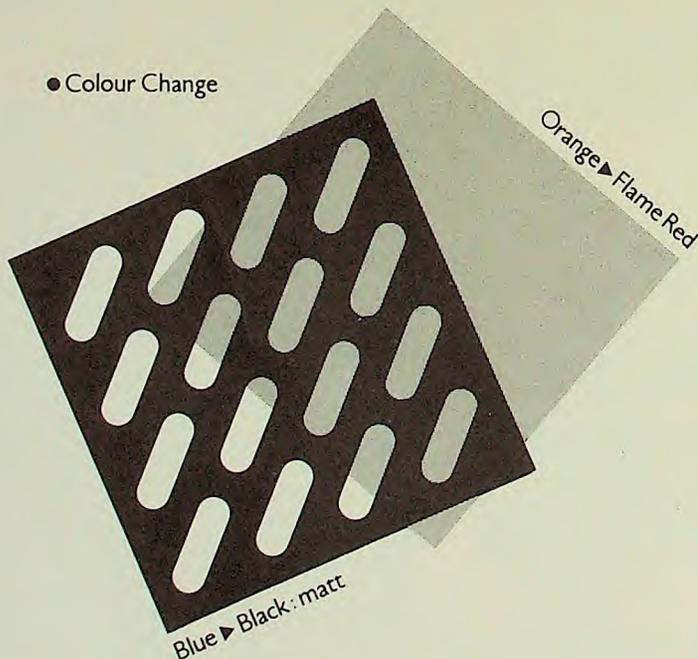
FORMER EMI promotion man Richard de Sylva, who last year formed his own country music label Champ Records (S29 1943), has several releases lined up this month. They include *The Frank Jennings Country Collection* (Champ KO 1005), featuring 16 tracks from three previous albums and licensed from EMI, as well as a double A-sided single, *Riddin Rubber/Son Of A Son Of A Trucker* by Barbary Coast (Rig 1001).

THE LONDON office of Cashbox has moved from 25 Denmark Street, W1, to 196 Sussex Gardens, W2. Nick Underwood is still heading the operation and can be contacted at 402 6779.

PINNACLE IS launching a new rock label, Street Beat, which is described as 'a launching pad for new rock talent.' A & R for the label will be handled by Pinnacle general manager Tony Berry.

-dindisc

● Colour Change



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TO 'CAPITOL-ISE' ON!!**

APRIL WINE

After 2 appearances on OGWT, their own TV special last Monday, and a headline UK tour ... the Canadian 'heavy metal' merchants are rockin' up the charts with the "I Like To Rock" EP AND their album **'HARDER... FASTER'**

BOB SEGER'S

'AGAINST THE WIND'

His latest & best, featuring the single "Fire Lake"

DR HOOK'S "Sexy Eyes"

Just out - the third smash single from their Gold album, 'Sometimes You Win' The April/May tour is already selling out, and you'll see them on TV very soon!

SAMMY HAGAR

Heavy Metal's latest SUPERSTAR plays all his classics on one LIVE album, including the chart hits "I've Done Everything For You" and "Space Station No 5" plus "Red" and "Bad Motor Scooter". Be ready for the April tour

THE KNACK

"...But the Little Girls Understand" is the follow up to their world-wide debut success. The KNACK have just made 3 UK TV appearances to support their prestige London gig.

**Fine music supported by
heavy campaigns...**

from **CAPITOL RECORDS & TAPES**



AFTER GLENVIEW IN

TENNESSEE AND

CALIFORNIA, SHEPHERD

OBVIOUSLY T

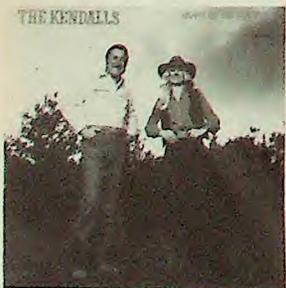
A look at the U.S. charts for 1979 shows quite clearly a market that was dominated by the major record companies.

Indeed, the past few years have seen the gradual disappearance and absorption of the archetypal 'little label' into the bosom of the big conglomerates. One label however stands apart from the rest.

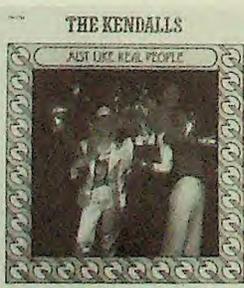
The Ovation label.

Started by Dick Schory in 1969, Ovation has carried on where lesser companies have disappeared without trace.

Last year was our most successful yet, with one of our signings, The Kendalls, being voted 'Country Music's No. 1 Duo' and 'No. 1 Singles Act' by Billboard. (This accolade incidentally is the culmination of a success story that began with the world-wide smash, 'Heaven's Just a Sin Away' and went on to produce a string of seven



Heart of the Matter OV1746



Just Like Real People OV1739



Old Flames OV1734



Out of Your Mind OV1743



Point of Refuge OV1741

ILLINOIS, NASHVILLE

BEVERLY HILLS

SHEPHERDS BUSH W12 WAS

THE NEXT STEP.

*U.S. chart topping singles.)
As well as The Kendalls,
the Ovation roster includes
Joe Sun. Joe, while rooted in*

*the sounds of Nashville, has decided
cross-over appeal which has
already proved itself in the form of
four U.S. hit singles. He and The
Kendalls will be appearing at the
Country Music Festival at Wembley
in April.*

*The label also features Mark
Gaddis, an outstanding American
Singer/Songwriter with a distinct
style and appeal all his own.*

*The Ovation story is not one of
'throw it at the wall and see what
sticks,' an approach which has been
the downfall of many companies.
Rather, we make sure we get the*

right act in the first place and then go on to

*produce the hits. If you have the right people and the right back-up, success
should be no more difficult today than it was in the easy times of a few years ago.*

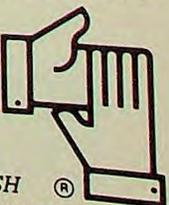
*Prior to setting up operations in the U.K., we have taken on Germany and
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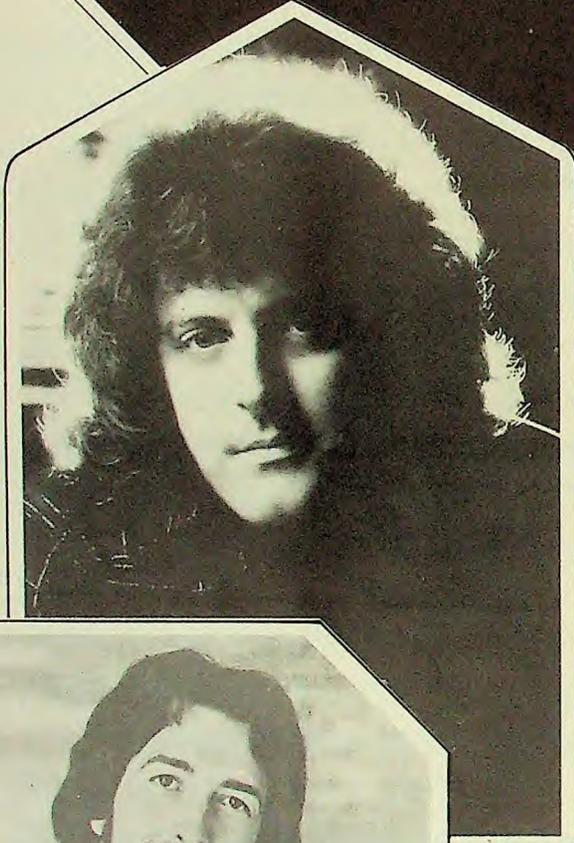
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MAL COCHRAN
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Three Times In Love
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SHARON CAMPBELL
On My Time

PB 5227
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Production

WALTER MURPHY
Mostly Mozart
FB 1773



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ORDER FORM CHART

TOP 75 SINGLES

This Week	Last Week	Wks on Chart	TITLE	Artist (producer)	Publisher	Label number	This Week	Last Week	Wks on Chart	TITLE/Artist (producer)	Publisher	Label number
£ 1	2	5	TOGETHER WE ARE BEAUTIFUL	Fern Kinney (Whitsett/Stephenson/Couch)	Brampton	WEA K 79111 (W)	£ 39	68	2	LOVE PATROL	Dooleys (B. Findon) Blacksheep	GTO GT 260 (C)
2	1	4	ATOMIC	Blondie (Mike Chapman) EMI		Chrysalis CHS 2410 (F)	£ 40	72	2	MY WORLD	Secret Affair (I. Page) And Son/Bryan Morrison	I Spy SEE 5 (F)
£ 3	3	6	TAKE THAT LOOK OFF YOUR FACE	Marti Webb (Andrew Lloyd Webber) DJM/Really Useful		Polydor POSP 100 (F)	41	29	7	TOUCH TOO MUCH	AC/DC (Robert John Lange) Zomba	Atlantic K 11435 (W)
£ 4	8	6	GAMES WITHOUT FRONTIERS	Peter Gabriel (Lillywhite) Clotfeline/Hit & Run		Charisma CB 354 (F)	42	27	12	I'M IN THE MOOD FOR DANCING	Nolans (Ban Findon) Blacksheep	Epic EPC 8068 (C)
£ 5	10	5	ALL NIGHT LONG	Rainbow (R. Glover) Panache		Polydor POSP 104 (F)	£ 43	52	2	LOVE INJECTION	Trussel (Richardson/Wesley) Famous Chappell	Asylum K 12312 (W)
£ 6	12	5	SO LONELY	Police (Police) Virgin		A&M AMS 7402 (C)	44	NEW	LET'S DO ROCK STEADY	Bodysnatchers (R. Lomas) Sparta Florida	2Tone CHSTT 9 (F)	
▲ 7	25	5	DO THAT TO ME ONE MORE TIME	Captain & Tennille (T. Tennille) ATV		Casablanca CAN 175 (A)	45	34	4	RUNNING FREE	Iron Maiden (Wil Malone) Sanctuary	EMI 5032 (E)
▲ 8	18	6	TURNING JAPANESE	Vapors (Vic Coppersmith-Heaven) EMI		United Artists BP 334 (E)	46	37	5	ON THE RADIO	Donna Summer (Moroder) Intersong/Carlin	Casablanca NB 2236 (A)
£ 9	16	4	HANDS OFF - SHE'S MINE	The Beat (Bob Sargeant) Copyright Control		Go Feet FEET 1 (F)	47	75	2	IT WILL COME IN TIME	Billy Preston/Syretta (B. Preston) Rondor	Motown TMG 1175 (E)
10	5	7	AND THE BEAT GOES ON	Whispers (Dick Griffey/Whispers) Rondor/Chappell		Solar SO 1 (R)	48	21	8	TOO MUCH TOO YOUNG/GUNS OF NAVARONE	Specials (Dammers/D Jordan) Plangent Visions/Chappell	2 Tone CHSTT 7 (F)
11	7	7	CARRIE	Cliff Richard (Richard/Britten) Mews/Kongrider/United Artists/Myaxe		EMI 5006 (E)	49	67	2	OOH BOY	Rose Royce (N. Whitefield) Warner Brothers	Whitfield K 17575 (W)
12	4	5	I CAN'T STAND UP FOR FALLING DOWN	Elvis Costello (Nick Lowe) Warner Brothers		F Beat XX 1 (W)	50	22	8	SOMEONE'S LOOKING AT YOU	Boombtown Rats (Mutt Lange) Sewer Fire Hits/Zomba	Ensign ENY 34 (F)
13	9	6	ROCK WITH YOU	Michael Jackson (Q. Jones) Rondor		Epic EPC 8206 (C)	£ 51	51	3	KOOL IN THE KAFTAN	B. A. Robertson (Britten) Myaxe/United Artists/Cop. Con.	Asylum K 12427 (W)
▲ 14	23	4	DANCE YOURSELF DIZZY	Liquid Gold (Adrian Baker) Cellar/ATV/Leeds		Polo 1 (C/CR)	52	45	5	HELLO AMERICA	Def Leppard (Colonel) Tom Allom) Def Lepp/Marksman	Vertigo LEPP 1 (F)
15	6	8	COWARD OF THE COUNTY	Kenny Rogers (Larry Butler) EMI		United Artists UP 614 (E)	£ 53	60	2	IN THE STONE	Earth Wind & Fire (M. White) Rondor	CBS 8285 (C)
£ 16	19	4	CUBA/BETTER DO IT SALSA	Gibson Brothers (Daniel Vangarde) Heath Levy/Blue Mountain		Island WIP 6561 (E)	£ 54	63	2	HELLO, I AM YOUR HEART	Bette Bright (Alted/Clinger/Dickins) EMI	Korova KOW 3 (W)
17	13	10	RIDERS IN THE SKY	Shadows (Shadows) Chappell/Morris		EMI 5027 (E)	£ 55	65	2	KING - FOOD FOR THOUGHT	U.B.40 (B. Lamb) Graduate/New Claims	Graduate GRAD 6 (SP)
18	15	5	AT THE EDGE	Stiff Little Fingers (Doug Bennett) Rigid Digits		Chrysalis CHS 2406 (F)	56	NEW	DON'T PUSH IT, DON'T FORCE IT	Leon Haywood (Leon Haywood) Sunbury	20th Century TC 2443 (R)	
19	11	6	SO GOOD TO BE BACK HOME AGAIN	Tourists (T. Allom) Logo Songs/Arnakata/Warner Brothers		Logo TOUR 1 (R)	57	49	4	ROSIE	Joan Armatrading (Joan Armatrading) Rondor	A&M AMS 7506 (C)
▲ 20	31	4	WORKING MY WAY BACK TO YOU/FORGIVE ME GIRL	Detroit Spinners (M. Zager) Ardmore & Beechwood/EMI/Carlin Atlantic K 11432 (W)			58	47	5	YOU KNOW HOW TO LOVE ME	Phyllis Hyman (J. Miumel/R. Lucas) Heath Levy	Arista ARIST 323 (F)
▲ 21	39	3	ECHO BEACH	Martha & The Muffins (Howlett) Dinsong/Virgin		Dindisc DIN 9 (C)	59	NEW	JANUARY FEBRUARY	Barbara Dickson (Alan Tarney) ATV	Epic EPC 8115 (C)	
22	14	8	BABY I LOVE YOU	Ramones (P. Spector) Carlin		Sire SIR 4031 (W)	£ 60	71	2	JIMMY	Purple Hearts (C. Parry) And Son/Bryan Morrison	Fiction FICS 9 (W)
23	NEW		SPIRIT OF RADIO	Rush (Rush/T. Brown) Heath Levy		Mercury RADIO 7 (F)	61	36	11	I HEAR YOU AND	Jon & Vangelis (Vangelis) Topographic/Warner Bros/Spheric	Polydor POSP 96 (F)
£ 24	26	3	ALABAMA SONG	David Bowie (David Bowie/Tony Visconti) Universal Edition/Gema		RCA BOW 5 (R)	62	55	3	NE-NE-NA-NU-NU	Bad Manners (R. Lomas) Copyright Control/Sunbury	Magnet MAG 164 (A)
▲ 25	32	4	STOMP	Brothers Johnson (Quincy Jones) Sunbury/Rodsongs		A&M AMS 7509 (C)	63	NEW	THE MONKEES EP	Monkees (J. Barry/Boyce/Hart) Screen Gems/EMI	Arista ARIST 326 (F)	
26	24	8	JANE	Jefferson Starship (R. Nevison) Carlin		Grunt/RCA FB 1750 (R)	64	56	3	ANIMATION	Skids (Nelson) Virgin	Virgin VS 323 (C)
▲ 27	40	3	ANOTHER NAIL IN THE HEART	Squeeze (Wood/Squeeze) Rondor/Deptford Songs		A&M AMS 7507 (C)	£ 65	64	2	JUST A TOUCH OF LOVE	Slave (J. Douglass) -	Atlantic K 11442 (W)
▲ 28	44	3	POISON IVY	Lambrettas (P. Collins) Carlin		Rocket XPRES 25 (F)	66	NEW	MY OH MY	Sad Cafe (Eric Stewart) St. Annes	RCA SAD 3 (R)	
29	17	8	CAPTAIN BEAKY	Keith Michell (Hugh Murphy) Chappell		Polydor POSP 106	67	NEW	LONGER	Dan Fogelberg (-) Copyright Control	Epic EPC 8230 (C)	
▲ 30	42	2	WARHEAD	U.K. Subs (Garrat/Harper) Sparta Florida		Gem GEMS 23 (R)	68	58	6	GANDHARA (THEME FROM MONKEY)	Godiego (Satril/Nomura) Satril	BBC Records RESL 66 (A)
£ 31	30	5	HOT DOG	Shakin' Stevens (M. Hurst) Acuff Rose		Epic EPC 8090 (C)	69	43	5	I'VE DONE EVERYTHING FOR YOU	Sammy Hagar (Hagar/Carter) Warner Brothers	Capitol CL 16120 (E)
32	20	8	LIVING IN THE PLASTIC AGE	Buggles (Buggles) Island		Island WIP 6540 (E)	70	NEW	I LIKE TO ROCK	April Wine (Goodwyn) Carlin/Martin Coulter	Capitol CL 16121 (E)	
£ 33	35	3	WORZEL SONG	Jon Pertwee (Paul Hart) Copyright Control		Decca F 13885 (S)	71	57	6	RIGHT IN THE SOCKET	Shalamar (Leon Sylvers/Griffey) Rondor/Chappell	Solar SO 2 (R)
▲ 34	41	4	HOLDIN' ON	Tony Rallo (Goldschmidt/Costandinos) ATV/Louvigny		Calibre CAB 501 (A)	72	62	3	HAVEN'T YOU HEARD	Patrice Rushen (Mims Jnr./Rushen/Andrews) Copyright Control	Elektra K 12414 (W)
35	NEW		TURN IT ON AGAIN	Genesis (David Hentschell/Genesis) Hit & Run		Charisma CB 356 (F)	73	46	8	UNDERPASS	John Foxx (J. Foxx) Island	Virgin VS 318 (C)
36	NEW		HAPPY HOUSE	Siouxsie & The Banshees (Siouxsie & The Banshees/N. Gray) Puro Noise/Chappell		Polydor POSP 117 (F)	74	NEW	THAT'S THE WAY THE MONEY GOES	M (Platinum Prod) Platinum	MCA 570 (C)	
£ 37	38	4	TONIGHT I'M ALRIGHT	Narada Michael Walden (Narada Michael Walden) Warner Brothers		Atlantic K 11437 (W)	75	59	6	TV	Flying Lizards (Cunningham) Quartz/Art Songs	Virgin VS 325 (C)
38	28	6	SINGING THE BLUES	Dave Edmunds (D. Edmunds) Acuff Rose		Swan Song SSK 19422 (W)						

A Z (TOP WRITERS)

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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.

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Best British Single	MESSAGE IN A BOTTLE: POLICE
Best British Album	REGATTA DE BLANC: POLICE
Best British Male Artist	GARY NUMAN
Best British Female Artist	KATE BUSH
Best British Group	POLICE
Best London Artist	IAN DURY
Best British Newcomer	POLICE
Best International Artist	MICHAEL JACKSON
Most Requested Record on the Capital Hit Line	HEART OF GLASS: BLONDIE
Best Songwriter of the Year	ELVIS COSTELLO

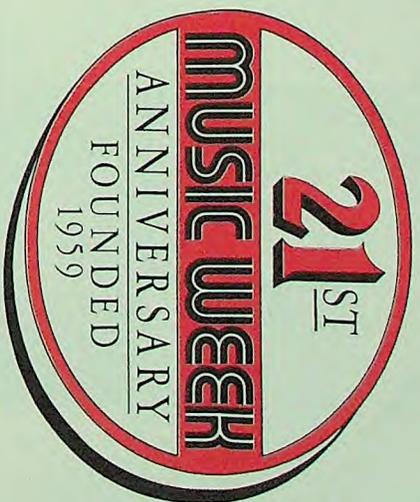
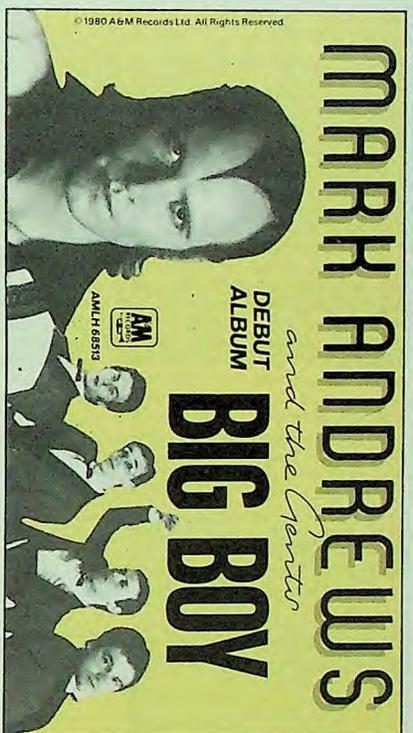
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MUSIC WEEK MUSIC WEEK MUSIC WEEK MUSIC WEEK



TOP 75 ALBUMS

Week-ending March 15, 1980

NEW = 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)
 -1 = RE-ENTRY

1	STRING OF HITS Shadows	EMI EMC 3310	26	PARALLEL LINES Blondie	Chrysalis CDL 1192
2	GET HAPPY Evis Costello	F. Beat XXLP 1	27	PERMANENT WAVES Rush	Mercury 9100 071
3	GREATEST HITS Rose Royce	Whitfield RRTV 1	28	THE WALL Pink Floyd	Harvest SHDW 411
4	TELL ME ON A SUNDAY Mari Webb	Polydor POLD 5031	29	METAL FOR MUTHAS Various	EMI EMC 3318
5	TEARS & LAUGHTER Johnny Mathis	CBS 10019	30	BIG SMASH Wreckless Eric	Siff SEEZ 21
6	REGATTA DE BLANC Police	A&M AMLH 64792	31	ORCHESTRAL MANOEUVRES IN THE DARK Orchestral Manoeuvres In The Dark	Dindisc DIN 2
7	THE LAST DANCE Various	Motown EMTV 20	32	THE NOLAN SISTERS Nolans	Epic EPC 83892
8	OFF THE WALL Michael Jackson	Epic EPC 83468	33	AGAINST THE WIND Bob Seger/Silver Bullet Band	Capitol EAST 12041
9	NOBODY'S HERO Siff Little Fingers	Chrysalis CHR 1270	34	ROCK AND ROLL JUVENILE Ciff Richard	EMI EMC 3307
10	PRETENDERS Pretenders	Real RAL 3	35	GREATEST HITS VOL. 2. Abba	Epic EPC 10017
11	EAT TO THE BEAT Blondie	Chrysalis CDL 1225	36	ASTAIRE Peter Skellern	Mercury 9109 702
12	HEARTBREAKERS Mart Muro	EMI EMTV 23	37	DISCOVERY Electric Light Orchestra	Jet JETLX 500
13	OUTLANDOS D'AMOUR Police	A&M AMLH 68502	38	THE FINE ART OF SURFACING Boombtown Rats	Ensign ENROX 11
14	ONE STEP BEYOND Madness	Siff SEEZ 17	39	REALITY EFFECT Tourists	Logo 1019
	KENNY		51	SECOND EDITION OF PIL Public Image Ltd.	Virgin VD 2512
			52	GREATEST HITS Rod Stewart	Riva ROD TV 1
			53	KENNY ROGERS SINGLES ALBUM Kenny Rogers	United Artists UAK 30263
			54	METAMATTIC John Foxx	Mercheat V2146
			55	SEPTEMBER MOON Neil Diamond	CBS 86096
			56	I'M THE MAN Joe Jackson	A&M AMLH 64794
			57	OFFICIAL BOOTLEG ALBUM Blues Band	Arista BBBP 101
			58	ARGY BARGY Squeeze	A&M AMLH 64802
			59	SOMETIMES YOU WIN Dr. Hook	Capitol EST 12018
			60	I AM Earth Wind And Fire	CBS 86084
			61	20 GOLDEN GREATS Diana Ross	Motown EMTV 21
			62	RAINBOW RISING Ritchie Blackmore's Rainbow	Polydor 2490 137
			63	TUSK Fleetwood Mac	Warner Brothers K 66088
			64	CATCHING THE SUN Spyro Gyra	MCA MCG 4009
				IF YOU WANT BLOOD YOU'VE GOT IT	

INTERNATIONAL



TAMWORTH: Shirley Thoms, Australia's Yodelling Sweetheart, receives the Roll of Renown presentation from Max Ellis, chief executive of the Commonwealth Banks Australasian Country Music Awards, during the recent country music festival here. Photo: Northern Daily Leader.

'Major bootleg ring' broken

From RICHARD FLOHILL

TORONTO: In a series of raids in Canadian and US cities, the Royal Canadian Mounted Police and the FBI have cracked a "major" bootlegging ring, centred in Kitchener, Ontario; Toronto; Rome, Georgia; and Pittsburgh.

Mountie spokesmen in Toronto said no charges would be laid at present (February 25) and no decision had been made as to what

nature the charges would be.

Action would be taken, however, against Blue Flake Productions and Kurt Glemser, who lives in New Hamburg, a small village outside Kitchener, Ontario. A total of 20,000 albums were seized, as well as presses, masters and stamper and a variety of related equipment.

Additional albums were picked up by the Mounties in stores in Toronto and other Ontario cities. The proprietor of one store said the

investigators took "a great deal of stock", but did not tell her whether or not she would be charged. "I'm feeling pretty paranoid about all this," she added.

RCMP spokesmen said that the operation they had "broken" was a major ring, but would not comment further. The material being bootlegged was mostly live concert repertoire by well-known artists including Bruce Springsteen, Elvis Costello, the Beatles, Police, the Who and the Rolling Stones.

Among the product discovered were copies of a bootleg of the Oshawa, Ontario, concert given last year by the Stones in "payment" for Keith Richards' Toronto drug bust. Other concerts had been recorded at a variety of locations, including Maple Leaf Gardens and the El Mocambo Club in Toronto.

Mounties added that the raids, simultaneously carried out on February 22, had also uncovered evidence that the bootlegged product was being sold in Britain, continental Europe and Australia as well as in Canada and the USA.

TWO CANADIAN cities, Vancouver and Toronto, are rapidly building reputations as breakout cities for new wave acts, including visiting bands from Britain and the US as well as local groups.

The parade of British acts such as Police, The Specials, XTC, Madness and Gary Numan have visited both cities as part of recent tours and all have played to sold-out houses in concert or club dates.

Two Canadian new wave bands have had records released in Britain, but, as yet, no release in Canada. Vancouver's 'Pointed' Sticks, produced by Brinsley Schwartz, have been issued in the UK on Stiff, and Martha and the Muffins, recently touring the UK, are on

DinDisc.

However, both should get Canadian releases by the end of the month. Pointed Sticks on Sire, distributed by WEA, and Martha and the Muffins through PolyGram. Both bands were initially turned down by the A&R departments of all the major Canadian labels.

ALMOST ALL THE Canadian bands left label-less by the November collapse of GRT Records have now found homes. Ian Thomas, a well-known Canadian artist with one major US hit, Painted Ladies to his credit, has resurfaced on the Anthem label (owned by SRO Productions, his management company). His next album — his seventh — is a "Best Of" compilation, but no British or US deals have been set yet.

Also on the Anthem label is jazz saxophonist and flautist Moe Koffman, who will be remembered for his major 1954 hit, Swinging Shepherd Blues. Anthem has purchased Koffman's complete catalogue for Canada and the next release will be a live recording made at the Monterey Jazz Festival.

Prism, a Vancouver-based group with three platinum Canadian albums, has been signed to a Canada-US deal by Capitol. And Dan Hill, GRT's best-selling act on the heels of his smash, Sometimes When We Touch, has been signed to a worldwide pact by CBS, with a new album on Epic due for late March release.

Saddest blow of all was suffered by local Toronto singer Diane Hetherington, who was only a week away from release when GRT went under. So far no other company has picked up the album, despite its reported bargain basement price. And Ms Hetherington, having temporarily disbanded her group, is starring in a "little theatre" production of a musical in Toronto.

Edited

by
TERRI ANDERSON

CBS leads the field in Holland

From SUE BAKER

AMSTERDAM: The results of a market share survey conducted by Intomart, Hilversum, on last year's record sales show that CBS was ahead of the field with 21.50 per cent of LP sales and 16.86 per cent of the singles market. The figures clearly indicate that CBS ended 1979 with a firm grip on the Dutch record business.

Top five in singles were CBS (16.86 per cent), EMI (15.58), Phonogram (13.50), Ariola (12.82) and WEA (10.79). The first five in LP results were CBS (21.50 per cent), Phonogram (13.88), Polydor (13.48), EMI (10.05) and Ariola (8.85).

Also just announced are the gold and platinum awards gained during 1979. To qualify for platinum, singles have to exceed 150,000 units and LPs 100,000 units. For gold, the figures are 100,000 units (singles) and 50,000 units (LPs).

Five singles went platinum in 1979. They were Meatloaf with Paradise By The Dashboard Light, Art Garfunkel with Bright Eyes, Luv with Trojan Horse, Village People with YMCA, and Earth Wind & Fire with Weekend. In the album field,

Dateline: Amsterdam

37 records received platinum awards, including several Dutch acts as well as internationally famous names such as Wings, Queen, Police and Boney M.

Out of 12 gold singles, four went to Boney M, and 15 out of the 53 gold LP awards were achieved by Dutch artists.

THERE SEEMS to have been a considerable gap between the worldwide success of Don McLean, singer-songwriter with his own compositions like American Pie and Vincent, and the Don McLean who is now emerging as a singer with his current Dutch chart single, Crying (which won Roy Orbison a gold disc in 1961). This single, taken from the album Chain Lightning, has leapt up the Dutch Chart and is also currently No. 4 in the Belgian chart.

Chain Lightning is released

through EMI Music-Europe, and it is interesting to note that, although one of America's major artists, McLean has found support and backing through a direct signing with a Dutch record company and has as yet found little support in his native America. This in spite of the fact that last year American Pie became one of the American radio stations' top 10 records of the decade.

Two previous singles had already been taken from this album, which was released about a year ago, with little success. It was EMI which suggested releasing one of the cuts from the LP to demonstrate the new power of McLean's voice. The immediate success of the single took everyone by surprise, although McLean has remained popular here, partly because of Vincent, which is still played each day at the Vincent van Gogh museum in The Hague.

The massive airplay support was unexpected in view of the fact that Crying is not a McLean composition. The other surprising factor in the success of the single is the small amount of TV coverage at a time when TV promotion seems to be of paramount importance.

RETAILING

Rep sees star material

PROVING THAT there is more to being a rep than selling records, Polydor is this week releasing a single by a new signing which came to the company as a result of a salesman's enthusiasm for a local band. The single is Smart Boy (POSP 128) by the Acrylics. It is on the Polydor label, but carries the logo of the small independent label on which it was first released — Red Rhino Records.

Polydor singles rep for the Tyne-Tees area, Don Phebey, became

interested in the group, which was creating some sensations in their home city of Hull, when he went to their gigs. He talked to their manager, Adrian Collins (who had at one time worked for Polydor, but had left to go into management and to run his own shop, Red Rhino Records) and found that the band was looking for a deal.

Phebey sent a tape of the Acrylics back to Polydor; it was given some hearings, and a deal was set up.



ANOTHER SALESMAN acting above and beyond the call of duty recently was Kevin Barter (EMI singles rep for the SW area). In a little piece of sales promotion-cum-PR he turned up on the dot of 9 a.m. at H & R Cloake of Croydon, with still-warm copies of the new Snips single '9 O'Clock (EMI 5040) — an idea which earns itself a generous 8.5 for originality and artistic interpretation even from the Yugoslav judge. Unfortunately Cloake's does not open until 9.30, so the conscientious rep waited half an hour to get his foot in the door. Posing like mad are Kevin Barter (left) and shop owner Steve Williams.

It's a family affair

PETE FRAME'S Family Trees have been a refreshing feature of the rock press for some years now. Hand drawn and researched to the finest detail, they make for the best guide to the history of rock 'n' roll. Now, at last, the collected family trees have been released in book form via Omnibus Press.

Covering the development and history of rock bands from Gene Vincent and The Blue Caps to Ian Dury and The Blockheads, the book is certain to be an in-demand item for rock fans and record buyers.

Frame's book covers the whole spectrum of musical movements from Vincent to Dury. In between are such sections as Kinks, Stones, Pretties, Beck, Page & The Yardbirds,

San Francisco, Fleetwood Mac, Blackmore's Rainbow Lines and many more. Few musicians/performers of any note are missed out.

Of particular interest is the Tree, Children Of The Revolution 1976-78 which covers such acts as The Clash, Subway Sect, The Adverts, Sex Pistols — indeed, the children of the revolution.

But it's not only the vital facts that are the delight of Frame's work, it's the asides and trivia and the gentle rambling detailed narrative that makes the Trees such a pleasure to peruse.

Pete Frame's Rock Family Trees is published by Omnibus Press, price £3.95, on April 3.

JIM EVANS

500 attend Scotstar Awards

DUBBED "ONE of the social events of the year" by the Lord Provost of Glasgow, who was one of the guests, the Scotstar Awards dinner and show brought 500 guests, including a number of record industry people who had travelled up from London for the event, to the Albany Hotel.

Many of the guests were dealers from Scotland and the North of England, and the whole gala evening — organised by Clyde Factors in association with the record industry — was relayed to millions by Scottish TV.

In arriving to collect her Personality of the Year award, Lena Zavaroni was making her first public appearance since her recent illness, but another winner, the opera singer Isobel Buchanan, was unable to appear because she had to fly to Australia to join an opera company there at short notice.

Rod McQueen collected the Best Vocal Group award for his group Sunshine, but might be better known down South now as the owner of the UK's most northerly professional recording facility — Highland Studio in Inverness.

Archie McCulloch presented and produced the show, and the administrator was Douglas Johnston, GM of Clyde Factors' records and tapes division.

Woolies winner

AS ONE multiple which has over the past couple of years shown at times an indie's interest in selling records, Woolworth intends to hold on to its position as the UK's biggest single outlet for records; and indeed to expand sales in that area during 1980.

With this decision made, the first visible shot in the campaign is to be a consumer competition to boost sales. It comes under the title Match the Stars to the Cars, and — having started last week — is being backed by national and consumer press advertising.

Any customer who spends more than £4 on recorded music will be eligible to enter and the first prize is a Fiat car — with record tokens (presumably FWW is hoping to get these right back in exchange for records) for runners-up.

ALBUM REVIEWS

MATT MONRO

Heartbreakers — 20 Golden Greats. EMI EMTV23. With the market again slowly reverting to MOR music, this Monro compilation has to be a huge seller. The titles speak for themselves — From Russia With Love, Born Free, Softly As I Leave You, Walk Away, Gonna Build A Mountain and Portrait Of My Love included. All classics and all given superlative performances by Monro. Maybe one of the biggest EMTV albums yet.

●

SISTER SLEDGE

Love Somebody Today. Cotillion Records K 50693. Producers: Bernard Edwards and Nile Rodgers. Along with Chic Organisation stablemates, Chic, Sister Sledge are among the best things to emerge from the disco boom. The secret probably is the production writing team of Edwards and Rogers which both groups share. But there is no doubting the sisters' real talent and professionalism. The production on this album is as slick as you would expect, and although the formula is beginning to get a little familiar this should sell well for them.

●

CRYSTAL GAYLE

The Crystal Gale Singles Album. United Artists UAG 30287. Currently being heavily TV advertised, this LP includes such numbers as Don't It Make Your Brown Eyes Blue, Talking In Your Sleep and River Road. 14 tracks in all.

●

VARIOUS ARTISTS

Supernova. Circular Sounds CSN 01. Debut LP from new company. Concept concerning deceased rock stars. Content average, but will sell if the stage show of the same name ever gets underway.

●

DR HOOK & THE MEDICINE SHOW

The Ballad of Lucy Jordan. CBS 31799. Producer: Ross Haffkine. Cashing in on the band's own recent chart success plus Marianne Faithfull's hit with the title track of this album. All these classic, though previously released tracks, will be snapped up by the band's new fans, the only trouble is that this old good-time stuff bears little resemblance to the music that got them to the top of the singles charts. Includes Roland the Roadie and Gertrude the Groupie, Cover of The Rolling Stone, and (Freaking At) The Freakers' Ball. Stock well.

DENNIS BROWN

Joseph's Coat of Many Colours. Laser Records LASL 6. Producer: Dennis Brown. Follow-up to the album that introduced Brown to a wider audience, this LP doesn't have anything as instantly catchy as Money In My Pocket, his biggest hit single. The musicianship is faultless but the material is not as strong.

**

KROKUS

Metal Rendez-Vous. Ariola ARL 5056. Debut UK release for Swiss heavy metal outfit already creating something of a buzz here. Fine production, strong guitar and vocals. Superior to bands of the same genre. UK tour must be next on the agenda.

THE CRAMPS

Songs The Lord Taught Us. Illegal ILP 005. Producer: Alex Chiltern. This is the debut album from the degenerate American band The Cramps who have taken rockabilly, roughed it up and re-cycled it in its crudest form, coining the term "punkabilly" on the way. Following their Gravest Hits EP, it has a knack

of making an old sound interesting again, and contains the humour inherent in American naivety. There's no bass, so the band relies on the drums of Nick Knox to hold together numbers like Rock On The Moon and The Mad Daddy — both excellent — and Fever, which the band destroy. A lot of new wave fans will go for it, and rightly so.

IAN MACLAGAN

Troublemaker. Mercury 9100 072. Producer: Geoff Workman. Ex-Faces keyboardist joined by famous friends such as Ronnie Wood, Keith Richards and Ringo Starr. Overall sound is pretty weak though and MacLagan's voice isn't powerful to sing some of the songs he has chosen to cover. La-Di-Da could be a hit single if it gets enough airplay.

**

BLACKBEARD

I Wah Dub. More Cut Records (EMI) RDC 2002. Producer: Dennis Bovell. It seems madness for Dennis Bovell to hide behind this pseudonym when he has just made his name working with such artists as The Slits and Linton Kwesi Johnson. On the whole this is a disappointing album with nothing more to offer than the many other dub albums currently on the market. Maybe he should stick to production. Will sell to those who can see behind the name.

**

CINDY BULLERS

Steal the Night. Casablanca NPLP 7185. Producers: Cindy Bullens and Mark Doyle. Bullens, an ex-backing singer with Elton John, seen grimacing with guitar on the inner sleeve of this LP isn't entirely convincing when she sings: "I'm a full-tilt rocker and I'm just 16." And on the whole, it is her lyrics that let her down (she wrote all the songs) because her melodies are

quite strong. She should decide whether she's going for an MOR or heavy audience though because when she mixes the two it doesn't quite work. With a hit single behind her and a couple of live performances over here she could be worth watching.

MOE BANDY

One of a Kind. CBS 84145. Producer: Ray Baker.

MOE BANDY & JOE STAMPLEY.

Just Good Ol' Boys. CBS 84012. Producer: Roy Baker. Artists' names and LP titles say it all really — rich, tasty, easy-going country tinged very slightly with rock. Very good respect in its own market. The solo album from Bandy is perhaps a bit more meaty and closer to C&W/honky tonk than the latter.

Both well timed to coincide with the annual gathering of the country faithful at Wembley.

THE GOONS

The World Of The Goons. Decca SPA 569. Producers: Marcel Stellman and Ed Welch on various tracks. They're all here, the glorious, dotty tunes that have become folklore — The Ying Tong Song, Eeh, Ah, Oh, Oh, Bloodnok's Rock 'n' Roll Call, Bluebottle Blues and I'm Walking Backwards For Christmas. Brilliant cover lends spirit to entire affair.

**

THE BROUGHTONS

Parlez Vous English? EMI INS 3027. Producers: Artists. Surprisingly refreshing approach from a band who had their major impact back in the late Sixties' Flower Power era. There is nothing here to capture a new audience, but die-hard hippies living in teepees in Mid-Wales with portable record players and long memories might buy it.

**

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TOP 75 SINGLES

Rank	Artist	Title	Label	Week-ending	Chart Status
1	2	TOGETHER WE ARE BEAUTIFUL Fern Kinney	WEA K 79111	March 15, 1980	Asylum K 12427
2	1	ATOMIC Blondie	Chrysalis CHS 2410		Vertigo LEPP 1
3	3	TAKE THAT LOOK OFF YOUR FACE Martti Webb	Polydor POSP 100		CBS 8285
4	8	GAMES WITHOUT FRONTIERS Peter Gabriel	Charisma CB 354		Korova KOW 3
5	10	ALL NIGHT LONG Rainbow	Polydor POSP 104		Graduate GRAD 6
6	12	SO LONELY Police	A&M AMS 7402		20th Century TC 2443
7	25	DO THAT TO ME ONE MORE TIME Captain & Tennille	Casablanca CAN 175		A&M AMS 7506
8	18	TURNING JAPANESE Vapors	United Artists BP 334		Arista ARIST 323
9	16	HANDS OFF - SHE'S MINE The Beat	Go Feet FEET 1		Epic EPC 8115
10	5	AND THE BEAT GOES ON	Solar SO 1		Fiction FIGS 9
11	7	CARRIE Cliff Richard	EMI 5006		Polydor POSP 96
12	4	I CAN'T STAND UP FOR FALLING DOWN Elvis Costello	F. Beat XX 1		Magnet MAG 164
13	9	ROCK WITH YOU Michael Jackson	Epic EPC 8206		Arista ARIST 326
14	23	DANCE YOURSELF DIZZY Liquid Gold	Polo 1		Virgin VS 223
15	6	EDWARD OF THE COUNTY			
16	26	JANE Jefferson Starship	Grunt/RCA FB 1750		
17	24	ANOTHER NAIL IN THE HEART Squeeze	A&M AMS 7507		
18	40	POISON IVY Lambertas	Rocket XPRES 25		
19	44	CAPTAIN BEAKY Keith Mitchell	Polydor POSP 106		
20	17	WARHEAD U.K. Subs	Gem GEMS 23		
21	42	HOT DOG Shakin' Stevens	Epic EPC 8090		
22	30	LIVING IN THE PLASTIC AGE Buggles	Island WIP 6540		
23	31	WORZEL SONG Jon Pertwee	Decca F 13885		
24	35	HOLDIN' ON Tony Rallo	Calibre CAB 501		
25	41	TURN IT ON AGAIN Genesis	Charisma CB 356		
26	NEW	HAPPY HOUSE Siouxie & The Banshees	Polydor POSP 117		
27	38	TONIGHT I'M ALRIGHT Narada Michael Walden	Atlantic K 11437		
28	37	SINGING THE BLUES Dave Edmunds	Swan Song SSK 19422		
29	28	LOVE PATROL Dooleys	GTO GT 260		
30	68	MY WORLD			
31	51	KOOL IN THE KAFKIAN B. A. Robertson			
32	45	HELLO AMERICA Def Leppard			
33	60	IN THE STONE Earth Wind & Fire			
34	63	HELLO, I AM YOUR HEART Bette Bright			
35	65	KING - FOOD FOR THOUGHT U.B.40			
36	NEW	DON'T PUSH IT, DON'T FORCE IT Leon Haywood			
37	49	ROSIE Joan Armatrading			
38	47	YOU KNOW HOW TO LOVE ME Phyllis Hyman			
39	71	JIMMY Purple Hearts			
40	36	I HEAR YOU NOW Jon & Vangelis			
41	55	NE-NE-NA-NA-NU-NU Bad Manners			
42	NEW	THE MONKEES EP Monkees			
43	56	ANIMATION Skids			
44	56	JUST A TOUCH OF LOVE			

Week-ending March 15, 1980
 ● MILLION (PLATINUM)
 ● 1/4 MILLION (GOLD)
 ● 1/4 MILLION (SILVER)

WHOLESALESALE A-Z

TERRY BLOOD

Units 18/20, Rosevale Road, Parkhouse Industrial Estate, Chesterton, Newcastle-under-Lyme, Staffordshire. Tel: (0782) 620321.

Area covered: Whole of UK.

Size of operation: 75 staff. Premises cover 30,000 sq. ft.

Imports: Singles.

Product stocked: All labels from all companies, including TV product. Minimum order requirements: £35. Terms: Dealer Price.

Ordering and delivery: Orders taken up to 7pm each evening, Monday to Saturday and delivered the following day anywhere in UK through a National Carrier.

Dealer Contact: Terry Blood, Graham Vernon (general manager), Jimmy Hanks (national accounts manager), Brian Wykes (national sales manager).

BONAPARTE

284 Pentonville Road, London N1 9NR. Tel: 01-278 3481/2/3.

Area covered: Whole of UK.

Size of operation: 10 staff.

Imports: European and American.

Product stocked: All major labels.

Minimum order requirements: £50.

Terms: Small handling charge.

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

Dealer Contact: Wholesale manager. One stop facilities: Callers welcome Monday to Friday, 10.00am-6.00pm.

CADILLAC MUSIC

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

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

Size of operation: Located in basement under Collets Record shop.

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

Product stocked: Jazz, blues, folk, ethnic on independent labels, also own Cadillac label. Current catalogue lists about 150 labels — Large SAE for list.

Minimum order requirements: 10 units.

Terms: On application.

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

Dealer contact: John Jack, proprietor.

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

CAMEO RECORDS

5 Hampton Court Parade, East Molesey, Surrey. Tel: 01-941 3983. Telex: 8813485.

Area covered: Whole of UK.

Size of operation: 3 staff, 1000 sq. ft.

Imports: Specialises in supplying items unavailable in UK from USA, Japan, Australia and Europe. No parallel imports.

Product stocked: A selection of most popular items, together with numerous deletions.

Expansion is taking place

LIKE THE rest of the record industry the wholesale trade has taken a battering over the past year.

Some of the blows to some of the companies have come from within the industry and wholesalers putting all their eggs in the parallel import basket — such as Charmdale — have cracked under the strain. Yet there are as many wholesalers and one stops as ever, seeking out an increasing range of retail outlets with an ever widening scope of product.

Expansion is taking place and perhaps the most striking example of recent success is Wynd-Up, the Manchester based company pioneered by Colin Reilly and now backed by retail newsagent chain NSS. Wynd-Up has taken a firm step into the Scottish market place, acquiring the Glasgow warehouse formerly run by Solomon and Peres, and has acknowledged the benefits of diversity by setting up a separate accessories depot in Manchester.

Long-established Lugtons is another broadly based company and one of the wholesalers responding to the challenge of the video age. Their range of

Minimum order requirements: 10 units.

Terms: On application.

Ordering and delivery: Orders may be placed by telephone (01-941 2032, sales office), mail or telex. Delivery by own vans, post and Courier Express.

Dealer contact: Chris Maliphant (sales), John Dickinson (general enquiries).

One stop facilities: Opposite Hampton Court station, callers are welcome, Monday to Friday 9am to 6pm.

CAROLINE EXPORTS

56 Standard Road, London NW10 6ES. Tel: 01-961 2919. Telex: 22164.

Area covered: Worldwide exporters of UK manufactured catalogue product, also overstocks, deletions, and specialist products and music accessories, magazines etc.

Size of operation: 25 staff. Warehouse: 15,000 sq. ft. Over 500,000 records in stock.

Imports: Overstocks and deletions from the US. Catalogue material from Japan.

Minimum order requirements: None.

Terms: By negotiation.

Ordering and delivery: by telephone: 01-961 2919 (10 lines), telex.

Contact: Adrian T. Rose (managing director), David Loader (general manager), Tony Harris (sales manager).

One stop facilities: Available to overseas customers at head office six days a week, Monday to Saturday, by appointment.

CLYDE FACTORS

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

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



WYND-UP has used its Manchester premises as a base for further expansion. As well as this converted dairy the company has an accessories depot in Manchester, plus a Scottish operation based in Glasgow.

hardware and accessories matches their range of recorded product and just recently it added Warwick, Tempo, Parade, Meridian and Oxford University Press to its selection of labels.

Companies which cover specialist areas of music — including Conifer, Jazz Services Unlimited, Lightning and Oldies Unlimited — continue to provide a service often not available from the majors and Conifer recently took over distribution of product previously handled by EMI Imports.

Relations between the major manufacturers and most one stops are generally bad,

suspicion and mistrust being engendered by the current import problems.

Many wholesalers would say that the majors have brought the problems upon themselves and are treating the middle men harshly. Taking up the cudgels is Lightning managing director Ray Laren.

"The one stops have been allowed to grow through the manufacturers' negligence and yet we are still acknowledged only tacitly by them," he says.

"They have been savage with us in cutting discounts, but we need a discount to survive as that is our gross profit. We have been forced more and more towards EEC imports and while

I don't like that, it has become a fact of life.

"Wholesalers and one stops have survived because we have cut out inefficient areas of the business and been so aggressively competitive. We are pledged to the prosperity of the independent retailer and believe we can help them in the battle with the multiple retailer. We provide a marvellous range of accessories, for instance, and can expose retailers to a lot of product.

"I had high hopes at one time that the manufacturers would recognise and franchise the respectable wholesalers, but there seems little chance of that at the moment."

Size of operation: 8 staff (including 3 reps).

Product stocked — Imports: Recently acquired UK distribution rights to EMI Imports. Large range of Arabic product; also Arion, WEA French & German repertoires, Astree, Playasound, Sonodisc, CBS, Carrere, RCA & Erato — France, Jecklin — Switzerland.

Minimum orders: None, but nominal surcharge on small orders.

Any item not stocked will be obtained from supplying companies. Terms: Normal dealer discount.

Dealer contact: London Area: Bill Holland (0438-67644). South & SW: Alan Woodley (0276-64838). Northern: John Cronin (051-653 5139).

One stop facilities: Visits encouraged but phone for details of location.

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WHOLESALE

DISCOVERY RECORDS

91, Kington-St-Michael, Chippenham, Wilts. Tel: (024975) 537. Telex: 444275.

Area covered: Mainly Southern England and London, but will supply anywhere.

Size of operation: 3 staff. Separate warehouse.

Imports: Deals only in French imports. Major distributor of CBS including Deesse, RCA including Black & White, Vogue including Jazz Legacy, and the Musidisc group of labels. Other labels also available.

Product stocked: Specialists in jazz, ethnic, continental, and classical records and tapes. Also pop and rock not released in UK.

Minimum order requirements: Orders under £25 retail charged postage.

Terms: Payment to be made within 30 days of invoice date. Discount negotiable.

Ordering and delivery: Orders preferably by post or by telephone. Ansafone service available. Regular reps call to major accounts in South-West. Delivery by post, Courier Express, or own Van.

Dealer contact: Mike Cox.
One stop facilities: None.

DOWNING

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

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

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

Imports: Product from the majors' imported labels.

Product stocked: All major labels plus several independents. Also own pressing of local artists in local



THE BASIS of Bonaparte's wholesale business was in retail and pictured is the retail shop fronting the Croydon company's wholesale operation.

studio, plus range of accessories. Now stocking more cut outs and has own label.

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

Terms: Generally slightly above dealer price.

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

Dealer contact: Ronald Downing, proprietor.

One stop facilities: Most local customers call in to collect orders and can browse through the racks. Premises open Monday to

Thursday, 9am to 5pm; Friday, 9am to 9pm. Free car parking for 200 cars adjacent to premises.

FRESH

359 Edgware Road, London W2.

Tel: 01-258 0572.

Area covered: Whole of UK.

Product stocked: Comprehensive range of independent labels, singles and albums.

Terms: On request.

Ordering and delivery: By telephone or post. Delivery via Courier Express.

Dealer contact: Alex Howe.

One stop facilities: Open Monday to

Friday 10am-6pm. Further details and list on application.

GLOBAL RECORD SALES

3 Chepstow Street, Manchester. Telephone: 061-236 5369.

Area covered: England, Scotland, Northern Ireland and Eire.

Size of operation: Four staff, premises approx 5,000 sq ft.

Imports: C&W, inexpensive product, US material generally.

Product stocked: As above, C&W a speciality.

Minimum order requirement: None,

but the customer must pay his own freight if order below £75.

Terms: No special dealer discount. Ordering and delivery: No in-house delivery service. Material sent out via Courier Express.

Dealer contact: Nigel Arkwright or Ed Balbier.

One Stop facilities: Callers welcome 9.00-6.00 Mon-Fri. Limited parking available.

S. GOLD AND SONS

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

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

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

Imports: Various cut outs and selected stock items.

Product stocked: Top 75 albums, singles and tapes plus all TV product. Also golden oldies and many back catalogue LPs. Accessories include blank cassettes, PVC covers, card covers, record and cassette cases, badges, two ranges of t-shirts and up to 100 different recorded video tapes. All current 12 inch singles plus many imports.

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

Terms: All orders above £150 in value excluding VAT at manufacturers' list price; below this figure there is a handling charge of three per cent. Ordering and delivery: UK mainland orders above £100 in value no delivery charge. Most of tele sales. Deliveries by Courier Express in 24 hours. Special air freight service to Northern Ireland on Mondays and Thursdays for orders received by 11am for delivery on Tuesdays and Fridays.

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★ To clear — thousands of tapes and albums overstocks and deletions from 50p.

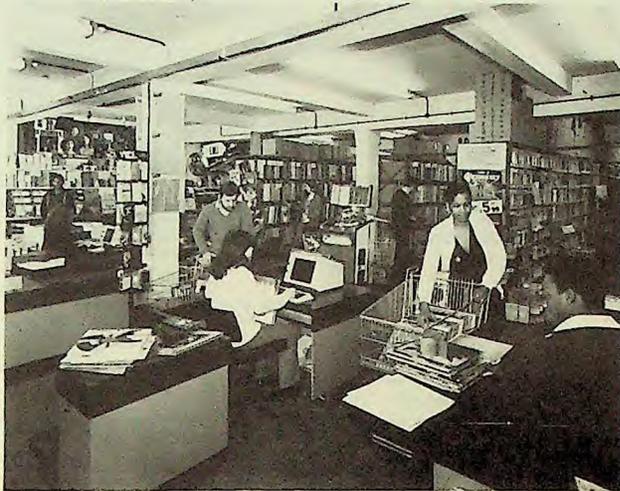
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Dealer contact: (new accounts) Vic Burgess, credit control manager; (general enquiries) Tony Gold, director.

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

GOLDSPINNERS

PO Box 226, Glampor House, 47 Bengal Street, Manchester M60 4AL. Tel: (061) 228 1488/9.

Area covered: Whole of UK. Size of operation: 36 staff. Premises 5,000 sq.ft.

Product stocked: Most major labels at discount prices, plus Music for Pleasure.

Terms: A little above dealer price. Ordering and delivery: Van sales incorporating a full merchandising service.

Ordering and delivery: Developed into a racking operation. Dealer contact: Eddie Leahy.

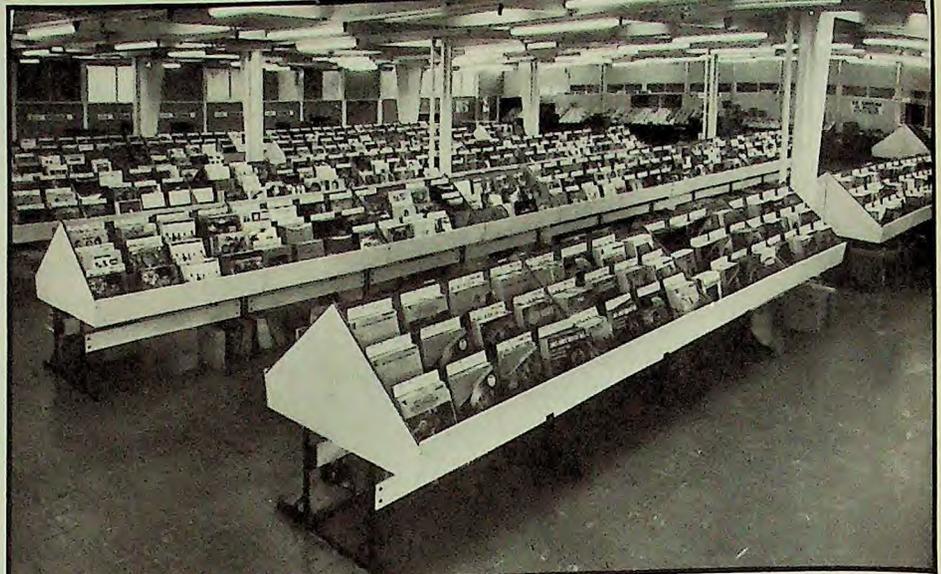
GRAY & BUTT

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

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

Imports: Sole UK distributors of Jazz College USA Big Band LPs. Product stocked: All major UK record companies' product stocked.

Top 75 LPs, tapes and singles plus large range of back catalogue items. Minimum order requirements: £50 minimum order except for extensions and new release despatches. Special orders for non chart items no problem. Also



SPACE AND accessibility are features of Javelin's one stop showroom in Manchester. There are always sections highlighting special offers.

marketing own record browser racks/counters/storage racks. Details on request.

Terms: Prices on request. Dealer contact: Peter Butt, director. One stop facilities: None, although orders may be collected by customers.

HARVEY BUAT

84 Church St, London NW 8. Tel 01-723 1011/01-724 3711.

Area covered: Whole of UK and abroad.

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

Imports: Quality blank cassettes

from Europe, reel to reel, bulk tape and C Zeros.

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

Minimum order requirements: None.

Terms: Price lists available on request. Cash on delivery are the normal terms but limited credit facilities available to approved accounts.

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

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

HARRIS AND GOLDRING

Rear of 239 Edgware Road, Colindale, London NW9 6LU. Tel: 01-200 7383.

Area covered: UK and worldwide exports.

Size: Four staff, 2,000 sq ft offices and warehouse.

Imports: None. Product stocked: Overstocks, deletions, bankrupt stock.

Minimum order: None. Terms: Negotiable.

Ordering and delivery: Via courier service, in-house delivery for London area.

Dealer contact: Neville Harris or Maurice Goldring.

One stop facilities: Callers welcome. Free car park. Open 9.30 am to 5.30 pm, Monday to Friday.

INFERNO RECORDS

Formerly trading as Vandisc Sales, 3 Dale End, Birmingham B4 7LN. Tel: (021) 236 9201/5493.

Area Covered: Throughout the UK and export worldwide.

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

Imports: US cutouts, EEC imports. Product stocked: Most independents, Rough Trade, Fast, Faulty, Small Wonder, Rabid etc.

Minimum order requirements: None.

Terms: On application.

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

Dealer contact: Brian Harris, director to Saturday, 9.30am to 6pm. and are centrally located with a pay car park 20 yards away.

JAVELIN

Bentley Avenue, Middleton, Manchester. Tel: (061) 653 6364.

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

Imports: From EEC. Product stocked: Best sellers from the major manufacturers, Top 75 singles plus golden oldies.

Minimum order requirements: None.

Terms: On application.

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

Dealer contact: Tony Kelly. One stop facilities: Opening hours are Monday to Wednesday, 9am to 5.30pm. Friday 9am to 8pm. Sunday, 2pm to 4pm. No credit for cash and carry. Range of accessories available to personal callers as are monthly special offers. Currently sale of overstocks and deletions from 50p.

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

Minimum order requirements: None.

Terms: On application.

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

Dealer contact: Tony Kelly. One stop facilities: Opening hours are Monday to Wednesday, 9am to 5.30pm. Friday 9am to 8pm. Sunday, 2pm to 4pm. No credit for cash and carry. Range of accessories available to personal callers as are monthly special offers. Currently sale of overstocks and deletions from 50p.

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

Minimum order requirements: None.

Terms: On application.

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

Minimum order requirements: None.

Terms: On application.

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

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

Minimum order requirements: None.

Terms: On application.

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

Dealer contact: Tony Kelly. One stop facilities: Opening hours are Monday to Wednesday, 9am to 5.30pm. Friday 9am to 8pm. Sunday, 2pm to 4pm. No credit for cash and carry. Range of accessories available to personal callers as are monthly special offers. Currently sale of overstocks and deletions from 50p.

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

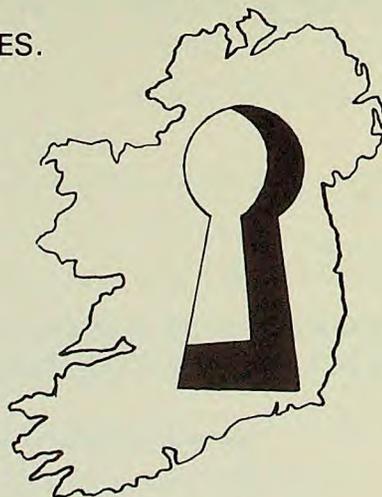
Minimum order requirements: None.

Terms: On application.

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WHOLESALE

JUBILEE SOUND SYSTEMS

(Formerly Phonograph Records) 150 Portland Road, South Norwood, London SE25. Tel: 01-656 4070.

Area covered: UK.

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

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

Product stocked: As well as import specialisation, chart singles, albums and back catalogue are also stocked.

Minimum order requirements: None.

Ordering and delivery: Orders taken before 3pm despatched following morning. Own van delivery service for London and South East.

Dealer contact: Janet Smith, Terry Gregory or Garry Franks, Directors. One stop facilities: Opening hours are Monday to Friday, 9am to 6pm, Saturday, 9.30am to 1pm.

LUGTON & CO.

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

Area covered: UK, also exports worldwide.

Size of operation: 130 staff. Premises cover one and a half acres with room for expansion.

Imports: Lines handled include Caedmon, Crystal Clear, JVC, Kiwi, Les Treteaux, Melodiya, Nautilus, Sheffield Lab, Steeplechase, Supraphon, Viking.

Product stocked: Large budget range with Pickwick catalogue most prominent, plus K-tel, Ronco, Arcade and Ronco TV product. President, Charly and Unicorn among other labels. Specialists in Language courses, including BBC publications, BBC English By Radio, Linguaphone and Sonodisc,

plus new series from Longmans due in April.

Minimum order requirements: None, though small carriage, handling and packing charge on orders under £25 trade value.

Terms: Price list on request.

Ordering and delivery: Tele sales, 16 reps and postal orders. 12 company vans with daily delivery in London area, plus regular trips North as far as Preston in the North West and Driffield in the North East. Vans also service the South West, South East and South Wales on a regular basis. Also Courier Express.

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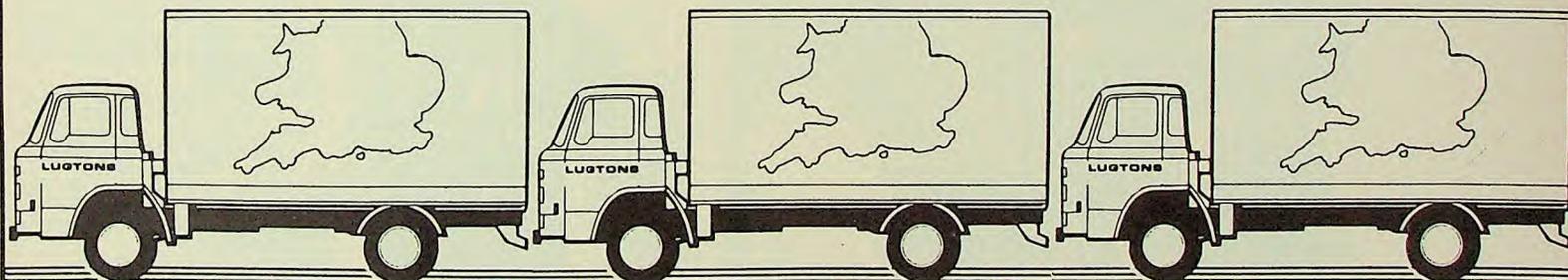
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WHOLESALE

LIGHTNING

839/841 Harrow Road, London NW10 5NH. Tel: 01-969 5255/7155. Telex: 927813.

Area Covered: Whole of UK and Northern Ireland. Worldwide export.

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

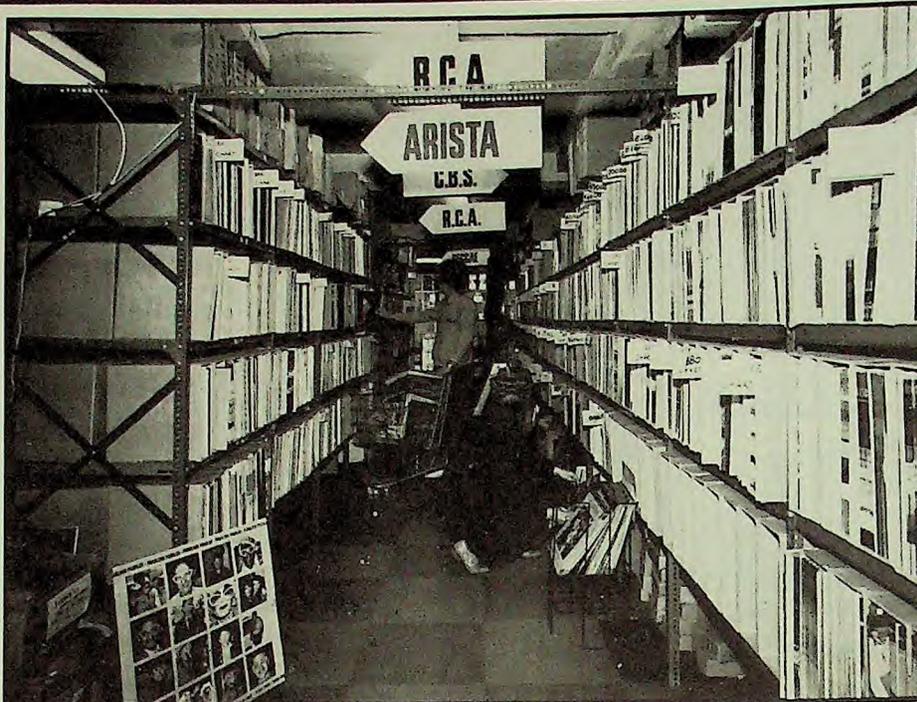
Product stocked: All labels from all companies but very strong on chart material. Special order service for items not stocked. Wide range of reggae, disco imports and rockabilly product. Specialising in golden oldies with 1,000 titles in free catalogue. Full range of accessories. Extensive range of special offers. Regular mail out service. Minimum order requirements: None.

Terms: Albums and tapes at full dealer discount. Standard price for singles based on current average dealer price. Two and a half per cent handling charge on sales under £200 at dealer price.

Ordering and delivery: Separate telephone line for order desk (01-969 8244) backed by Ansaphone service. 24 hour delivery by Courier Express or per customers' instructions.

Dealer contact: Martin Wickham, UK sales manager.

One stop facilities: Prominent situation for Harrow Road. Free parking on surrounding streets. On-line computer for speedy check-out with detailed invoice showing trade and retail prices. Open Monday-Thursday 9am to 6pm, Friday 9am to 7pm, Sunday 10am to 2pm.



CUSTOMERS ARE encouraged to browse through the shelves to see for themselves the range of stock that is available at Lightning's Harrow Road warehouse. Product is catalogued under companies and types of music.

Dealer contact: Walter Collins, director, Roger Cornwell, sales manager, Fred Lee, store manager, and Eric Ranner, despatch manager. One stop facilities: Trade counter while warehouse open. Ample car parking space. *Also large range of audio and video hardware, software and accessories. Contact: John Sully, director, Dipon Bose, stores manager. Tel: 01-348 8211/8219. (Answer phone: 01-348 8211).

MAINLINE RECORD COMPANY

51 Leslie Park Road, Croydon, Surrey. Tel: 01-656 7919. Telex: 896691 Maintel. Area covered: Whole of UK. Imports: EEC chart material. Product stocked: Records, cassettes, video tapes and accessories. Cut outs, overstocks and deletions. Minimum order requirements: No minimum but £3 carriage charge on

orders under £65 excluding VAT. Terms: 30 days. Payment 7 days from monthly statement. Ordering and delivery: Usually 24 hours from receipt of order. Dealer contact: Richard, Peter, Paul. One stop facilities: Cash and Carry.

OLDIES UNLIMITED

6/12 Stafford Street, St. Georges, Telford, Shropshire, TF2 9NQ. Tel: (0952) 612244/617625/618264. Area covered: Whole of UK plus exports to Western Europe, North America and Australia. Size of operation: Premises 5,000 sq. ft. Imports: Singles. Product Stocked: Wide range of oldies and recent ex-chart singles from 20p. Free new list every month. Currently featured are a wide range of picture cover singles, mainly

imported from the Continent. Minimum order requirements: 100 singles. Terms: Cash with order or cash on delivery. Ordering and delivery: Mail or phone orders. Delivery by post, Roadline (Less than £50 worth) and Securicor (more than £50 worth) — by independent courier to Europe. Dealer contact: Anthony Lewis, partner, Tim Heath, assistant. One stop facilities: Callers welcome Monday to Friday, 9am to 5pm, Saturday 9am to 1pm.

ONE STOP DISTRIBUTION (RECORDS & TAPES)

Brett House, Park Parade, London NW10. Tel: 01-961 5211. Telex: 8953338. LDN ISA. Area covered: UK. Imports: Special imported lines including Sky, Top Ranking. Mood and many unreleased items from Australian and European catalogues. Product stocked: Top 75 LPs, singles and tapes. All major label back catalogue. Cut outs, overstocks, deletions, special offers. Special sections on classics, Jazz, reggae, including many small labels. Large stocks of New Wave, small label singles and albums, golden oldies, blank tape and other accessories. Major budget labels including MFP and Pickwick. Minimum order requirements: Dealer price. Credit facilities available on application. Terms: Full extended service on all orders. Ordering and delivery: Complete advisory service for new businesses, special order service with advice on deletions, out of stock items etc. 24 hour national delivery via Courier Express or own vans. Tele sales, call outs, chart phone. Van sales in London area. Saturday deliveries. Weekly release information. Dealer contacts: Ray Laws, managing director, Jackie Rushworth, Barry Jones. One stop facilities: Special cash and carry terms.

PACIFIC

51/3 Islip Street, London NW5. Tel: 01-267 2917/9151. Area covered: Whole of UK. Exports worldwide. Imports: From US — Visa, PVC, Import, Rocky Horror Picture Show, Ralph, All Ears plus many other independent US labels. CBS Sony (Japan). Product stocked: Large variety of US, Japanese LP's and singles. Minimum order requirements: None, but customer pays carriage. Terms: Price List on request. Ordering and delivery: Tele sales and telex and postal orders. Delivery in London — Courier Express and Red Star. Dealer contact: Geoff Wilmott. One stop facilities: Trade welcome. Ample parking space. Opening hours are 9.30 to 6pm, Monday to Friday.

PROJECTION RECORDS

9 Grove End, Rectory Grove, Leigh-on-Sea, Essex, Tel: 0702 72281. Area covered: UK. Imports: Regular service from US. Product stocked: Large range of specialist labels taking in rock, jazz, blues, bluegrass and folk. Terms: Payment within thirty days. Ordering and delivery: Orders over £30 (including VAT) are despatched by Courier Express. Orders below that are sent by post and charged on invoice. Dealer contact: Dave Lawrence, Dave Hatfield.



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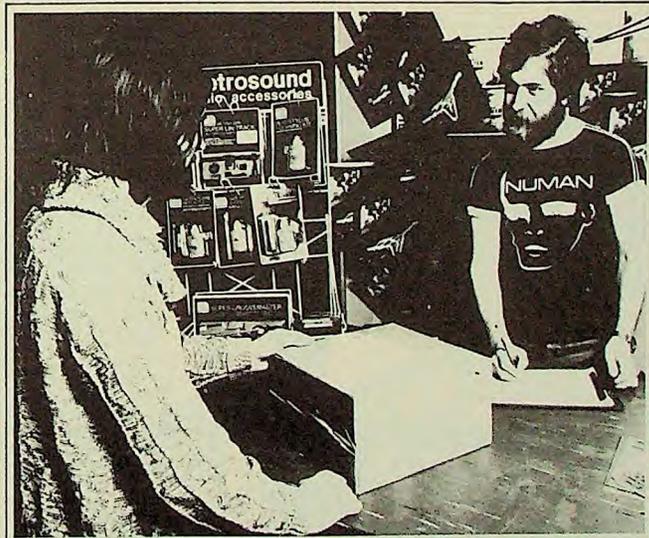
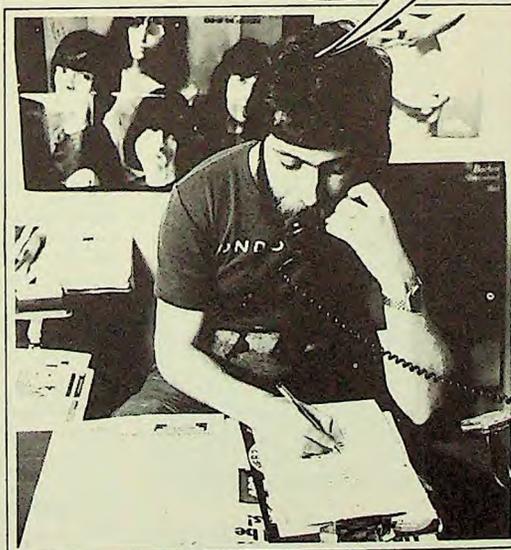
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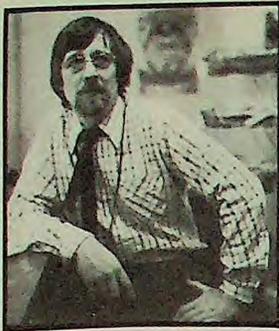


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WHOLESALING



JOHN PILGRIM (pictured left), record buyer, and Phil Harvey (right), accounts, are the people to get in touch with at Jazz Services Unlimited. As well as most independent labels in jazz, folk and blues fields, the company also specialises in theatre organ and ethnic music.



AS PART of its comprehensive service to all manner of retailers Lugtons provides a wide range of accessories, audio and video equipment and software, as well as strong representation of budget and TV albums among its record products.

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RELAY RECORDS

Cherington Road, London W7. Tel: 01-579 6125/4249. (Sales: 01-579 9921/3197).

Area covered: UK
Size of operation: 30 staff. Size of premises 3,500 sq.ft.
Imports: 12 inch singles, European and US albums.

Product stocked: Main lines — TV advertised albums, blank cassettes, video. Also stocked top 75 singles, LPs and cassettes, punk rock and accessories.

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

Terms: Full dealer price on all TV albums and cassettes. Full dealer price on Top 75 LPs and singles. No handling charges or surcharges on any goods supplied.

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

Dealer contact: Ken Hillier, Bob Hale.

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

ROBINSON'S RECORDS

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

Area covered: Whole of UK, also exports worldwide.

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

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

Product stocked: All main UK budget and current material plus UK deletions. Complete range of certain independent labels stocked.

Minimum order requirements: None to establish dealers.

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

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

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

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

ROSE RECORDS

67 Belsize Park Gardens, London NW3 4JN. Telephone: 01-722-5686

Area covered: Whole of UK plus exports.

Size of operation: 3 staff. 500sq ft premises.

Imports: EEC countries only.

Product stocked: Current chart material, strong back catalogue, albums from the EEC which show a marked price difference in UK, some deletions.

Minimum order requirements: None. Carriage free on 24-hour basis with orders of 50 LPs or over.

Terms: By arrangement.

Ordering and delivery: By telephone, one line only at present as above. Issues regular mail-outs, and phones out in case of special orders.

Dealer contact: John Butcher on 01-722-5686.

One stop facilities: Callers welcome. Street parking 9.00-5.30, Monday to Saturday.

ROUGH TRADE

202 Kensington Park Road, London W11. Tel: 01-727 4312/221 1100/221 7355.

Area covered: UK, and worldwide exports.

Size of operation: A twenty person collective.

Imports: Independent labels from all over the world.

Product stocked: Factory, Zoo, Vindaloo and other independent labels, plus own Rough Trade label. Current speciality new wave, new music and reggae.

Minimum order requirements: None.

Ordering and delivering: Dealers can order by post or telephone or in person. Delivering by Courier Express, post and Red Star in the UK, carriage paid by dealer.

Dealer contact: Richard Scott, Susan Scott, Steve Alexander, Geoff Travis.

RUMOURS

5 Lockwood Walk, Romford, Essex. Tel: (Romford) 24038.

Area covered: UK.

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

Imports: From Europe, including cut outs.

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



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Sex Pistols <i>Flogging a Dead Horse</i>	£2.49
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Minimum order requirements: None, but carriage charged on orders less than £100.

Terms: List on application.

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

Dealer contact: Clive Spelman.

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

SCOTIA

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

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

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

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

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

Minimum order requirements: None.

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

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

Dealer contact: Derrick Wrenn, sales director.

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

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335 Barking Rd, Eastham, London E6. Tel: 01-552 5211.

Area covered: UK.

Imports: European and US.

Dealer contact: Jon Sweeney, sales manager.

SOLOMON AND PERES

120 Coach Road, Templepatrick, Ballyclare, Co. Antrim BT39 0HB. Northern Ireland. Tel: Templepatrick (08494) 32711. Also

at 106b Dublin Industrial Estate, Finglas, Dublin 11. Tel: Dublin 309922/309209.

Area covered: Whole of Ireland.

Size of operation: (Belfast) Warehouse 15,000 sq.ft. 70 Staff. (Dublin) Warehouse 12,000 sq.ft. 25 Staff.

Imports: None.

Product stocked: (Belfast) Main labels plus licensed and distributed lines of Arcade, A&M; Arista, Chrysalis, Creole, CBS, Decca, DJM; Emerald, Warwick, Pye/Precision, Phonogram, RCA, Virgin, WEA, Mint, K-Tel, Ronco, Rip-off, MCA. Blank and pre-recorded video cassettes and accessories. (Dublin) WEA, Logo, Decca, RCA, Chiswick, Charly Emerald, Mint, Claddagh, Hawk, Misty, Release, Tara, Top Spin, Crashed, Dolphin, Oats, Triskel, Arcade, Warwick, K-Tel, Rhapsody, Blank and pre-recorded video cassettes and accessories.

Minimum order requirements: None.

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

Ordering and delivery: (Belfast) Tele sales: Templepatrick (08494) 32693.

Two reps, plus phone sales. Delivery by van or courier; (Dublin) Tele Sales: Dublin 309209, four reps, plus Phone sales. Delivery by van or courier.

Dealer contact: (Belfast) Les Paterson, general manager; (Dublin) Mervyn McKeown, general

manager.

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

SP&S RECORDS

Wharf Road, Stratford, London E15 2SU. Tel: 01-555 4321. Telex: 8951427. Manchester Depot: Glamour House, 47 Bengal Street, Manchester, M4 6AF. Tel: (061) 236 4086. (Singles): Hega House, Ullin Street, Poplar, London E14. Tel: 01-987 2386/3812.

Area covered: Whole of UK plus worldwide exports.

Size of operation: 100 staff, racked warehouses & showrooms of 40,000 sq.ft.

Product stocked: Claims to be Europe's largest wholesaler of major label deletions, carrying over 3 million LP's and tapes plus over 1½ million singles.

Ordering: Telephone, telex or letter. Fully racked sales vans operating on a cash and carry basis.

Dealer contact: London — John Glockler (national sales manager), Barry LeMarche (showroom manager), Peter Stack (export manager). Manchester — Mike Nolan and Ron Willans. Singles — Malcolm Mills.

One stop facilities: Showrooms open to cash & carry customers, Monday to Friday, 9am to 5pm.

STAGE ONE

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

Area covered: UK, also exports to over 100 wholesalers and retailers in Europe, Scandinavia, America and Africa.

Size of operation: 35 staff plus 4 van fleet. New warehouse premises 16,000 sq.ft.

Imports: Imports records from every major record producing country in the world including, America, Japan, Germany, South Africa, Scandinavia, Holland, France, Australia, Italy, Belgium, South America etc.

Product stocked: Over 500,000 deletions, overstocks and cut outs always in stock. Current catalogue and top 50 titles from all major labels. New releases include US, Japanese and continental titles not available in UK. Show and film soundtracks, 12" singles seven inch singles and shortly video tapes will also be stocked, also independent labels are now being distributed. **Terms:** 30 day account available subject to trade references. **Minimum order requirements:** 5 LP's.

Ordering and delivery requirements: 15 telephone sales staff. Securicor 24 hour delivery, van sales fleet in operation in Greater London.

Dealer contact: UK sales — Brian Smith, export sales: Trudie Hunt. **One stop facilities:** Imports — dealers welcome 9am to 5.30pm Monday to Friday.



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Area covered: UK and exports worldwide.
Size of operation: Three staff, 1,000 sq. ft. premises.
Imports: European.
Product stocked: Specialists in Rock 'n' Roll, rockabilly and R&B. Handles general chart material.
Minimum ordering requirements: £50.
Terms: No special discounts.
Ordering and delivery: order by phone or mail. Delivery via courier service or by Post Office.
Dealer contact: Tony Martin.
One stop facilities: By appointment, 10am to 5pm, Monday to Friday.

distributors of: blues, R&B, vintage Rock 'n' Roll, rockabilly, bluegrass, cajun, zydeco, soundtracks, nostalgia, jazz (vintage, New Orleans, modern, big band, etc), golden oldies, rockabilly, cajun singles, books & cassettes.
Minimum order requirements: None, but post charged on orders under £25.
Terms: Two and a half per cent discount for payment by 28th of month following invoice date.
Ordering and delivery: Courier Express.
Dealer contact: Peter Stacey, Dave Carter.
One stop facilities: None.

SYMPHOLA RECORDS

47-49 Fountain Street, Belfast BT1 5EB. Northern Ireland. Tel: (Belfast) 23306. Depot also at 7 Upper Pembroke Street, Dublin 2, Eire. Tel: (Dublin) 600681.
Area covered: Whole of Northern Ireland, plus a racking operation which covers Northern Ireland and Eire.
Size of operation: 35 staff. Belfast premises 4,000 sq. ft. Dublin premises 2,000 sq. ft.
Product stocked: EMI, Polydor, Phonogram, WEA, Pye, United Artists, Stiff, Word, Pilgrim, CBS, GTO, DJM, A&M, RCA, Arista, Chrysalis, K-tel and Virgin.
Minimum order requirements: None.
Terms: Dealer price. Extra discount for cash and carry.
Ordering and delivery: Three NI reps; one in Eire. Tele-sales for selling and accepting customers' orders — Tel: (Belfast) 29723 (three lines). Own van delivery for greater Belfast area, otherwise 24 hour service by independent carriers.
Dealer contact: Northern Ireland — Bert McCormick, executive. Eire — Gerry Donnelly, general manager.
One stop facilities: Symphola (Belfast) is situated inside the security area and parking is no problem. Warehouse open Monday to Friday 8.30am to 5pm. Customers are encouraged to visit warehouse to browse through racks and take advantage of extra discount.

SWIFT RECORD DISTRIBUTORS

3 Wilton Road, Bexhill-on-Sea, East Sussex TN40 1HY. Tel: (0424) 220028. Telex: 957082.
Area covered: Whole of UK and exports worldwide.
Imports: US, Japan, Australia, Europe and many UK labels.
Product stocked: Specialist

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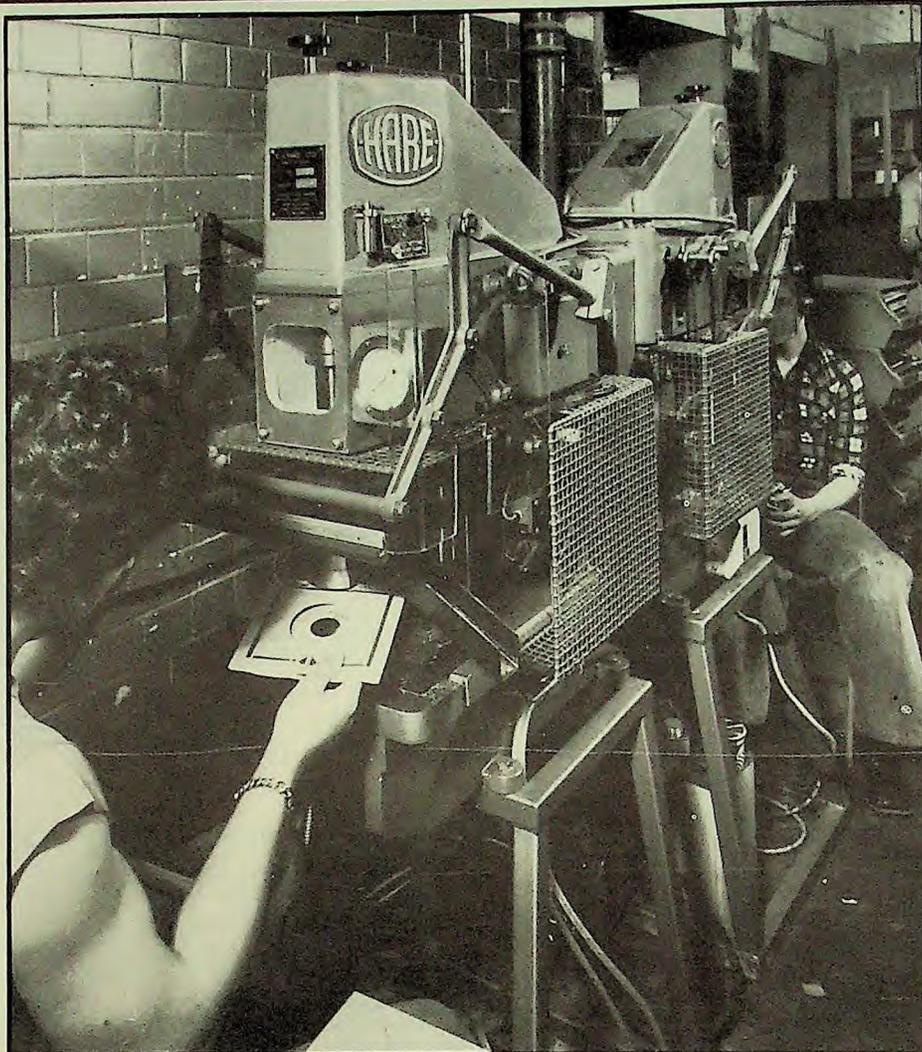
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Telex: GRABUT London



RECORD DINKING is a useful addition to the services offered at Wynd-Up in Manchester. Pictured here are the machines in action, providing singles for juke box and other outlets.

H. R. TAYLOR

139 Bromsgrove Street, Birmingham B5 6RG. Tel: (021) 622 2377.
Area covered: Whole of England, through van sales representatives operate from Scottish border in north, to Luton, Oxford, Bath in the south.
Size of operation: 30 staff. Warehouse size 9-10,000 sq. ft.
Imports: Few.
Product stocked: 170 labels, including strong representation of Pickwick and TV companies. Sound Stories label owned by Taylors.
Minimum order requirements: 10 items.
Terms: Dealer price.
Ordering and delivery: Mainly through reps. Seven company vans, backed up by Securicor.
Dealer contact: Colin Grant, general

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

VINEYARD PRODUCTIONS

56 Standard Road, London NW10 6ES. Tel: 01-961 2929. Telex: 22164 Caroli G.
Area covered: UK.
Product stocked: Overstock and deletions from the USA. Catalogue material from Japan.
Minimum order requirements: None.
Ordering and delivery: By telephone Monday to Friday 9.30am to 6pm on 01-961 2919.
Dealer contact: Brian Leafe, sales manager.

WARRENS RECORDS

16-18 Hollen Street, London W1. Tel: 01-734 6822/3/4. Telex: 8953053 Lasgo. G. Ansafone after 6pm.
Area Covered: Whole of UK, specialising in London area.
Size of operation: 15 staff. Size of premises 2,500 sq. ft.
Product stocked: Top 75 albums, cassettes and singles, plus top selling back catalogue. All TV advertised albums and cassettes, wide range of 12 inch singles, imports and large selection of blank tapes.
Minimum order requirements: None.
Terms: Strict dealer price. Ordering and delivery: Telephone or postal orders. Some day London delivery service for orders placed

symphola

RECORDS LIMITED

47-49 FOUNTAIN STREET
BELFAST BT1 5EB

ORDERING: 0232-29723 (3 lines)

MANAGEMENT: 0232-23306

CONTACT: BERT McCORMICK

QUERIES: 0232-43734

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

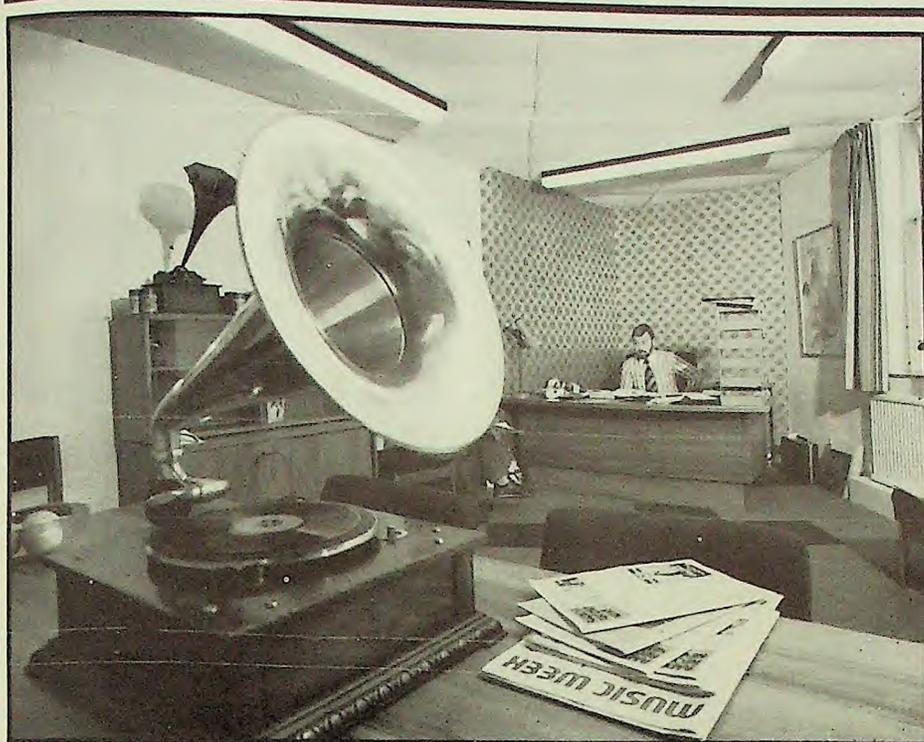
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WARRENS' wholesale operation is centrally located in London's West End and aims to provide local stores with a particularly fast service.



MANAGING DIRECTOR Colin Reilly (pictured in his office at Wynd-Up's Manchester headquarters) is responsible for building up a strong wholesaling network that with an injection of funds from NSS has expanded successfully, with a separate warehouse now in Scotland.

before 1pm. Free 24 hour nationwide security deliveries.

Managing director: Robert Shooman.

Sales director: Malcolm Sharp.

One Stop Facilities: Opening hours, Monday to Thursday 9am-6pm; Friday 9am-7pm; Saturday 8.30am-1.30pm. Telephone sales staff, regular telephone call-outs. Monthly special offers, including current overstocks at discounted prices, etc.

*For exports contact: Peter Lassman, Sales Director, Lasgo Exports, Record & Tape Exporters, 105-109 Oxford Street, London W1. Tel: 01-734 6822. Telex: 8953053 Lasgo G.

WYND-UP

Greengate Lane, Prestwick, Manchester. Tel: (061) 798 0533.

Also at: 7 Kilbirnie Place, Tradeston Industrial Estate, Glasgow G5 8QR. Tel: (041) 429 5155.

Area covered: Whole of British Isles.

Size of operation: 15 Reps; 70 staff; warehouse 15,000 sq. ft.

Imports: Product from all over the world. Telephone Wynd-Up or ask rep for details.

Exports: Contact P. Klapper — (061) 798 0533.

Product stocked: Complete manufacturers' catalogues, extensive range of golden oldies, all TV product and various special offers. Also T-shirts, badges etc. (Glasgow) As Manchester, in addition, comprehensive range of Scottish and Irish product and complete stock of accessories. For juke box supply contact N. Cleary (061) 798 0533.

Minimum order requirements: £75 at cost.

Terms: All goods at dealer price. Net payment within 7 days of receipt of statement.

Ordering and delivering: 20 tele sales girls, orders Monday to Friday, 8.30am to 6.45pm and 8.30 to 12.45 on Saturdays on (061) 798 9252.

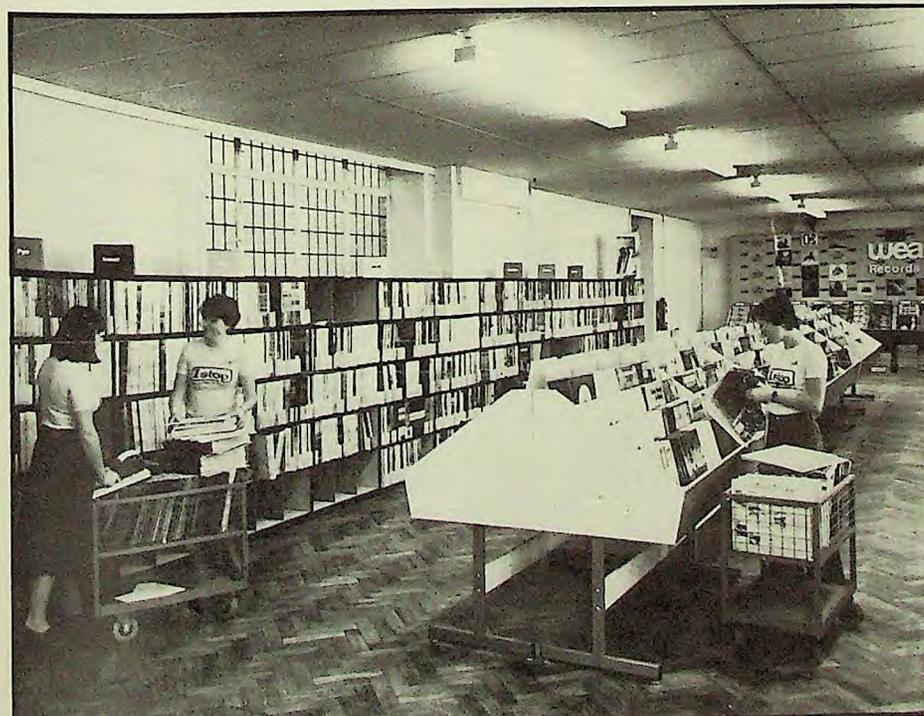
(Glasgow) (041) 429 7477/8/9. Computerised documentation showing dealer price, retail price and total cost of order. Offers 24 hour delivery via Securicor anywhere in UK, no carriage charges.

Dealer contact: (Manchester) Leslie O'Meara, sales Director, John Champion, National Sales Manager, John Openshaw, Credit Control/Accounts, Yvonne Allen, Delivery enquiries. (Glasgow) Eddie Webster, General Manager, Jim Milne, Sales Manager, Esther Rankin, Credit Control/Accounts. One stop facilities: (Manchester) Trade counter is open Monday to Friday 8am till 6pm. (Glasgow) Large walk round warehouse with extensive parking facilities. Situated at south end of West Street.

*For accessories contact: David Rigney, Wynd-Up Accessories Division, Birch Lane, Longsight, Manchester. Tel: (061) 224 2823.

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Announcement

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Please contact us, or our salesmen directly:

London: Bill Holland (Tel: 0438 67644)

S & SW: Alan Woodley (Tel: 0276 64838)

North: John Cronin (Tel: 051-653 5139)

We also handle: Arion, Astree, Caprice & Playasound (exclusively), CBS France — major UK importers and WEA (France & Germany), Carrere, RCA (France) and Erato (Specials), Sonodisc.

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12	6	Kenny Rogers	United Artists UP 614	40	72	Secret Affair	1-Spy SEE 5	65	64	Slave	Atlantic K 11AAZ
16	19	CUBA/BETTER DO IT SALSA Gibson Brothers	Island WIP 6561	41	29	TOUCH TOO MUCH AC/DC	Atlantic K 11435	66	NEW	MY OH MY Sad Cafe	RCA SAD 3
17	13	RIDERS IN THE SKY Shadows	EMI 5027	42	27	I'M IN THE MOOD FOR DANCING Nolans	Epic EPC 8068	67	NEW	LONGER Dan Fogelberg	Epic EPC 8230
18	15	AT THE EDGE Stiff Little Fingers	Chrysalis CHS 2406	43	52	LOVE INJECTION Trussel	Asylum K 12412	68	58	GANDHARA/THEME FROM MONKEY Godiego	BBC Records RESL 66
19	11	SO GOOD TO BE BACK HOME AGAIN Tourists	Logo TOUR 1	44	NEW	LET'S DO ROCK STEADY Bodysnatchers	2 Tone CHSTT 9	69	43	I'VE DONE EVERYTHING FOR YOU Sammy Hagar	Capitol CL 16120
20	31	WORKING MY WAY BACK TO YOU/FORGIVE ME GIRL Detroit Spinners	Atlantic K 11432	45	34	RUNNING FREE Iron Maiden	EMI 5032	70	NEW	I LIKE TO ROCK April Wine	Capitol CL 16121
21	39	ECHO BEACH Martha & The Muffins	Dindisc DIN 9	46	37	ON THE RADIO Donna Summer	Casablanca NB 2236	71	57	RIGHT IN THE SOCKET Shalamar	Solar SO 2
22	14	BABY I LOVE YOU Ramones	Sire SIR 4031	47	75	IT WILL COME IN TIME Billy Preston/Syreeta	Motown TMG 1175	72	62	HAVEN'T YOU HEARD Patrice Rushen	Elektra K 12414
23	NEW	SPIRIT OF RADIO Rush	Mercury RADIO 7	48	21	TOO MUCH TOO YOUNG/GUNS OF NAVARONE Specials	2 Tone CHSTT 7	73	46	UNDERPASS John Foxx	Virgin VS 318
24	26	ALABAMA SONG David Bowie	RCA BOW 5	49	67	OOH BOY Rose Royce	Whitfield K 17575	74	NEW	THAT'S THE WAY THE MONEY GOES M	MCA 570
25	32	STOMP Brothers Johnson	A&M AMS 7509	50	22	SOMEONE'S LOOKING AT YOU Boomtown Rats	Ensign ENY 34	75	59	TV Flying Lizards	Virgin VS 325

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TALENT

Chris Neil
signs Sharon
Campbell

CHRIS NEIL has signed Sharon Campbell under his new production agreement with RCA. The two first met when they appeared in the rock musical Hair, since which Neil has become a successful producer, working with such acts as Marshall Hain, Dollar, Paul Nicholas and Gerard Kenny, and Campbell has continued with stage work as well as being a session singer. First single from the collaboration is called On My Time.

News in
brief...

JOHN REED, the general manager of Louvigny Music, Radio Luxembourg's publishing arm, has also become a recording artist with the release of a new single by EMI's MOR division. Reed is the drummer for Nightfall, a funk-soul-rock-jazz band who came together after an off-the-cuff session at Fulham's Golden Lion pub. Along with ex-Chi-Lite singer Romaro Anderson, Dave Rose and Bob McGuinness, Reed features on the new single Salsa Nights (EMI 5036) which has just been released.

Proving 'hicks'
have talent

NORTHERN ROCK bands are heavily featured on a new compilation album to be released on March 31 by Sandy Robertson's Rockburgh Records label. Compiled by Sounds freelance writer Des Moines, and produced by Robertson himself, the LP is aimed at focusing attention on North of England rock talent.

The album, entitled Hicks From The Sticks (ROC 111), features 16 bands and has a playing time of almost one hour. It will retail at the special price of £4.99. Among the bands who will also have singles issued are The Expelaires from Leeds (Sympathy Don't Be Taken In, ROCS 222), Shake Appeal, also from Leeds (ROCS 223), Ada Wilson from Wakefield (Head In The Clouds, ROCS 224), Bradford's Radio 5 (True Colours, ROCS 225) and Airkraft from Halifax (Move In Rhythm, ROCS 226).

Robertson comments: "The original concept is all down to writer Des Moines, who is based in the North. He told me that there was a lot of good rock talent in that area and came up with a whole list of bands that he thought that I should look into.

"There is a lot of good music

coming from that area, and yet a lot of people just don't realise it. Most of these bands are still only semi-professional and never really get the chance of a showcase in the South, which is often what really matters. At the moment I am also planning a special London gig which will probably feature three or four of the bands on the LP.

"The album should give them invaluable exposure and yet will by no means prevent them from signing with other record companies. The deal didn't involve high royalty advances or anything."

Also lined up for release on Rockburgh is a single by Wilko Johnson called Down By The Waterside (ROCS 220). And a Jo Jo Zep & The Falcons single, Security, has also been recently issued.

The Rockburgh operation, which is based in Fulham, West London (731 3144), involves Robertson, Paul Brown who handles press, promotion and publishing activities, Mike Willis (radio promotion) and Beverley Thompson, who runs the office.

Robertson started Rockburgh, distributed by Polydor, two years ago, and since then the label has built up a lot of credibility, both here and abroad.

Rockburgh now has its own label identity in Scandinavia, Japan and New Zealand, and product is issued in all other countries through licensees.



IRON MAIDEN

Hard work pays off
for Iron Maiden

RUNNING FREE, the debut single on EMI from East London band Iron Maiden, entered the chart only two weeks after the record was released. And the band claims that it was broken not through any radio airplay, but because of consistent gigging during the last three years which has enabled them to build up a large following.

Iron Maiden comprises Steve Harris on bass and vocals, Paul Di'Anno lead vocals, Dave Murray on guitar, Clive Burr drums and Dennis Stratton guitar. The first two years of the band's existence saw frequent personnel changes. They recorded their first demo tape more than two years ago, but it wasn't until the resurgence of interest in heavy metal music last summer that Iron Maiden began to work on a regular basis.

The band signed with EMI Records last November and since then Burr and Stratton have joined the line-up. Iron Maiden are currently recording their first album and later this month are going on tour with Judas Priest. They will be playing their own headlining tour sometime this year.

TIP SHEET

Edited
by
SUE FRANCIS

Manager needed

WHAT DOES a talented young singer, produced and touted by Queen's Roger Taylor, having exchanged contracts with a good record label, need? Simply a good manager.

Hilary Vance wrote a song and went into a studio to make a demo. One of the people she mailed it off to was old friend Roger Taylor who was so impressed with her strong voice and style that he flew her to Queen's Montreux studio to record a master. How Come You're So Dumb/Rich Kid Blues was the result.

What Hilary hopes for next is an album to follow up an April release for the single. A very visual lady, she also hopes to combine music with stage/film work. Experienced management looking to get involved can contact Hilary Vance via (01) 240 1933.

Big step
for Strider

DENNIS MCGINLAY, managing director of Cubwood Productions has signed what he feels is a band with great potential — Strider and he is now looking for a recording deal for them.

The band came second in the local County Durham Melody Maker Contest against some of the best bands in the area: says McGinlay. "All members have worked in a series of local bands in the Darlington area for four to six years.

Contact Dennis McGinlay, Cubwood Productions, 12 Eldon Street North, Barnsley, South Yorkshire S71 1LG. Barnsley (0226) 41847/8.

Big Apple — the
best of the bunch

JUST FRIENDS is a new music company representing what it feels is the best music coming out of the New York area. The four directors, whose activities and experience cover a wide spectrum of the music business, are acting as a screening agent for A&R men located outside America and will in turn represent product in the States.

Director Peter Van Raalte comments: "Great sounds are coming out of New York. It is where new changes happen in America. We now represent everything — jazz, new wave, contemporary, reggae, latin and disco, which we call dance music. We believe people will always dance so this music will always sell."

Examples of their material available include Stew Lane & The Untouchables/Futurists, a unique sounding new wave band particularly suitable for the British market, and Chuck Myles, who has a couple of singles, Get Downtown and So Incredible. The masters, available worldwide were written and performed by Myles and, as Van Raalte says, capture the life and pulse of New York. The vocal backings were arranged by Grammy Award winner Luther Van Dross.

Another artist on the roster is the veteran studio musician Elliott Randall who has played guitar with

Steely Dan, Kiss and Sha Na Na, had his own bands and recorded as a solo artist. A new single, a remake of the Temptations' hit, Beauty Is Only Skindeep, and a Booker T. Jones composition, Private Number, are available worldwide.

Other product of Just Friends includes: Shanghaied by Lectric Funk, an album which was in the Billboard charts last autumn; Alfredo de la Fe, a Cuban-born violin player who plays Salsa tunes; an album, Africa Stand Alone by the reggae group, Culture, recorded in Kingston; Zip-A-De-Do-Dah by the Renovation Dance Band, an extremely danceable remake of the classic Walt Disney movie song with vocals by Michael St. Vincent, to name a few.

After Midem the company has been contracted to represent product from the UK and France. What they would now like to do is expand their contacts abroad to those who are interested to hear what is happening in New York and want to be involved. "What we have done first is to establish a high level of quality and the response so far has been most encouraging."

Contact Peter H. Van Raalte, Just Friends Distribution Co., 10 East 39th Street, New York, New York 10016. tel. (212) 889 7950.

Contact
SUE FRANCIS
Tel: 439 9766

Join the Rush!

RUSH RELEASE is a new company formed by Barry McCloud, Ian and Nick Titchener (until recently directors with St. Pierre Publicity), which will act as independent consultants in public relations, promotion and press. In addition, the company is setting up its own record label, Rush Release Records, and are looking to increase its roster.

Ian Titchener comments: "We already have a number of bands and singers signed to our management and publishing companies. Our initial product launching includes The Specials' Too Much Too Young; Destination's Move On Up; Pat Benatar's We Live For Love, plus product for Arista and PR accounts for various bands. Now we are interested in hearing from either bands or singers who have a commercial pop/dance slant and who have either masters or good demos available. They don't have to be free for management and publishing but if they are all the better!" Contact: Rush Release, 8 Morton Gardens, Wallington, Surrey SM6 8EX. (01) 669 0327/(01) 659 2701.

Talent up for grabs

RIC LEE's company, Fast Western, is looking for sub-publishing deals in America, Germany, France, Italy and Japan and is active in placing product in the UK from abroad. "Writers come to me and ask: 'What can you do?' I say: 'We will get you releases.' We are not afraid to tackle whatever is necessary," says Lee.

One necessity was finding the right deal to follow up Tony Etor's GTO single, I Can Prove It. Tony, signed to Lee's company since its inception in 1976 after Ten Years After broke up, is now with EMI/GRD and has a new single, So Far So Good.

Johnny Mathis. His range is very wide and particularly suitable for America," says Lee.

As an example of the activity that Lee motivates, he mentions Norman Nardini With The Tigers, who have an EP out this month on John Bright's Tiger label — which was developed just for Nardini.

Another artist who Lee acquired through contacts in Spain is Phil Trim who he placed on Jab Records — a release, Summer Love, is scheduled for late spring. Also signed to Lee is Kicks, a good time rock and roll band now signed to Carrere Records. "Having been in the business, I know the importance of promotion, so I made sure they got the TV back-up of The Get It Together Show." Contact Ric Lee, 2 York House, Upper Montague Street, London W1. (01) 723 9559.

INDUSTRIAL BACKGROUND ON THE HUNGAROTON HUNGARIAN RECORD COMPANY



Mixing

It is not enough today to be an excellent musician or a group in order to be able to produce a good record. The significance of technology was probably never so pronounced in the history of sound recording as it is today. The success or failure of a record depends not only on the composers, the performers and the producers, but on the job the studio is able to do as well.

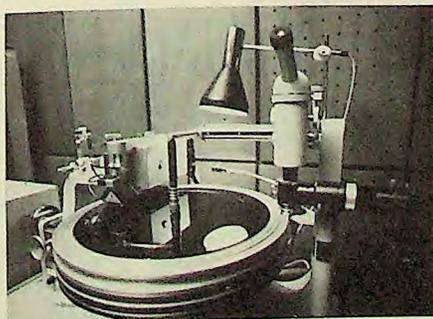
The Hungaroton Hungarian Record Company fully recognised the extremely rapid development of technical requirements, when its recording studio was recently rebuilt and re-equipped. The job was completed in 1978 and no effort was spared in order to build in the most up-to-date technology in the Budapest studio where most of the Hungaroton records are taped.

The studio itself is quite large: 2,700 cubic metres with variable acoustics and two separation booths. The decay time in the studio may be altered between 1.2 and 1.7 seconds. Microphones are Neumann, Shure and AKG (dynamic and condenser).

The soul of the studio is the MCI JH-500 C computer assisted mix down system with stereo and quadrophonic outputs. This 28-channel system is constructed with the best available technology today, and also provides for automatic mixing. The most up-to-date Plasma Display system level-indicator may be used in several modes of operation. Its special service is the Spectra Vue mode of operation, which can provide spectrum-analysis in 21 different bands.

Other additional recording equipment available includes Audio and Design Complex Limiters, F 300 Expander Noise Gate, Eventide Omnipressor, Harmonizer and Neve Compressor, Marshall Time Modulator, Rebis Parametric equalizers, and Klark-Teknik graphic equalizers. In addition, the studio is also equipped with an EMT 250 digital reverberation unit and with EMT 140 echo plates.

Another novelty in the studio is the VMS 70 computerised disc cutter, that has only been in operation for a few months. One may ensure the



Laquer-cutter

optimal average level of cutting, as well as the increase of the playing time of recording. The sound signals from the mixed tape reach the cutting head through a separate mixing desk. Approximately 200 different possibilities are available for further refinement and, if need be, corrections necessary for the cutting may be carried out anywhere between 20 to 20,000Hz. Another speciality of the equipment is that recordings made in different studios may be cut in such a manner that all the differences in sound are eliminated. The 600 Watts/channel amplifier is also of high quality, which cannot possibly be overloaded with sound signals.

The equipment has attracted the attention of experts in several countries, and as a result companies from Yugoslavia, Denmark and Sweden have already ordered studio time from the Hungarian Record Company. And that the quality of the final product is attested by the fact that Abba's latest LP was also prepared in Hungary under licence.

In addition to the equipment of the Hungaroton studio, its staff merits high praise for their excellent training and performance. They have actively participated in the planning and execution of reconstruction work, and have gained considerable experience in the course of their study tours of the studios of the best record companies of the world.

An experienced production, engineering and technical crew working on classical, pop and jazz recordings is there every day (except Sunday) from 8 a.m. to 8 p.m.

12	Kenny Rogers	United Artists UAG 30273							
15	GOLDEN COLLECTION Charlie Pride	•	K-Tel NE 1056						
17	SPECIALS 17 Specials	•	2 Tone CDL TT 5001						
18	NEW PSYCHEDELIC FURS Psychelic Furs		CBS 84084						
19	TOO MUCH PRESSURE 13 Selector	□	Two Tone CDL TT 5002						
20	GREATEST HITS K.C. & The Sunshine Band		T.K. TKR 83385						
21	SHORT STORIES 16 Jon & Vangelis	□	Polydor POLD 5030						
22	FREEDOM AT POINT ZERO 26 Jefferson Starship		Grant FL 13452						
23	DOWN TO EARTH 31 Rainbow	•	Polydor POLD 5023						
24	SMALLCREEP'S DAY 19 Mike Rutherford		Charisma CAS 1149						
25	LIGHT UP THE NIGHT 24 Brothers Johnson		A&M AMLK 63716						
40	Bea Gees		RSO RSDX 001						
41	ON THE RADIO GREATEST HITS VOLS. 1 & 2 35 Donna Summer	•	Casablanca CALD 5008						
42	LONDON CALLING 40 Clash	•	CBS CLASH 3						
43	CAPTAIN BEAKY AND HIS BAND 29 Keith Mitchell/Twiggy/Sellers/Secombe		Polydor 2383 462						
44	FLOGGING A DEAD HORSE 38 Sex Pistols		Virgin V 2142						
45	THE AGE OF PLASTIC 34 Buggles		Island ILPS 9585						
46	NEW GREATEST HITS VOL. 1 COCKNEY REJECTS		EMI ZOND 101						
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48	THE WANDERERS 69 Soundtrack		Gem GEMLP 103						
49	20 HOTTEST HITS 53 Hot Chocolate	⊙	RAK EMTV 22						
50	ELO'S GREATEST HITS 74 Electric Light Orchestra	⊙	Jet JETLX 525						
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67	SEMI DETACHED SUBURBAN 67 Martha Mann	•	EMI EMTV 19						
68	WAR OF THE WORLDS 55 Jeff Wayne's Musical Version	⊙	CBS 96000/MQW 100						
69	NEW TAKE ONE! Shakin' Stevens		Epic EPC 83978						
70	BREAKFAST IN AMERICA 54 Supertramp		A&M AMLK 63708						
71	SUNBURN Original Soundtrack		Ronco RTL 2044						
72	LADY SAMANTHA 56 Eton John		DJM 22085						
73	NEW HARDER... FASTER April Wine		Capitol EST 12013						
74	NEW METRO MUSIC Martha And The Muffins		Dindisc DID 1						
75	VIDEO STARS 75 Various	•	K-Tel NE 1066						

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.

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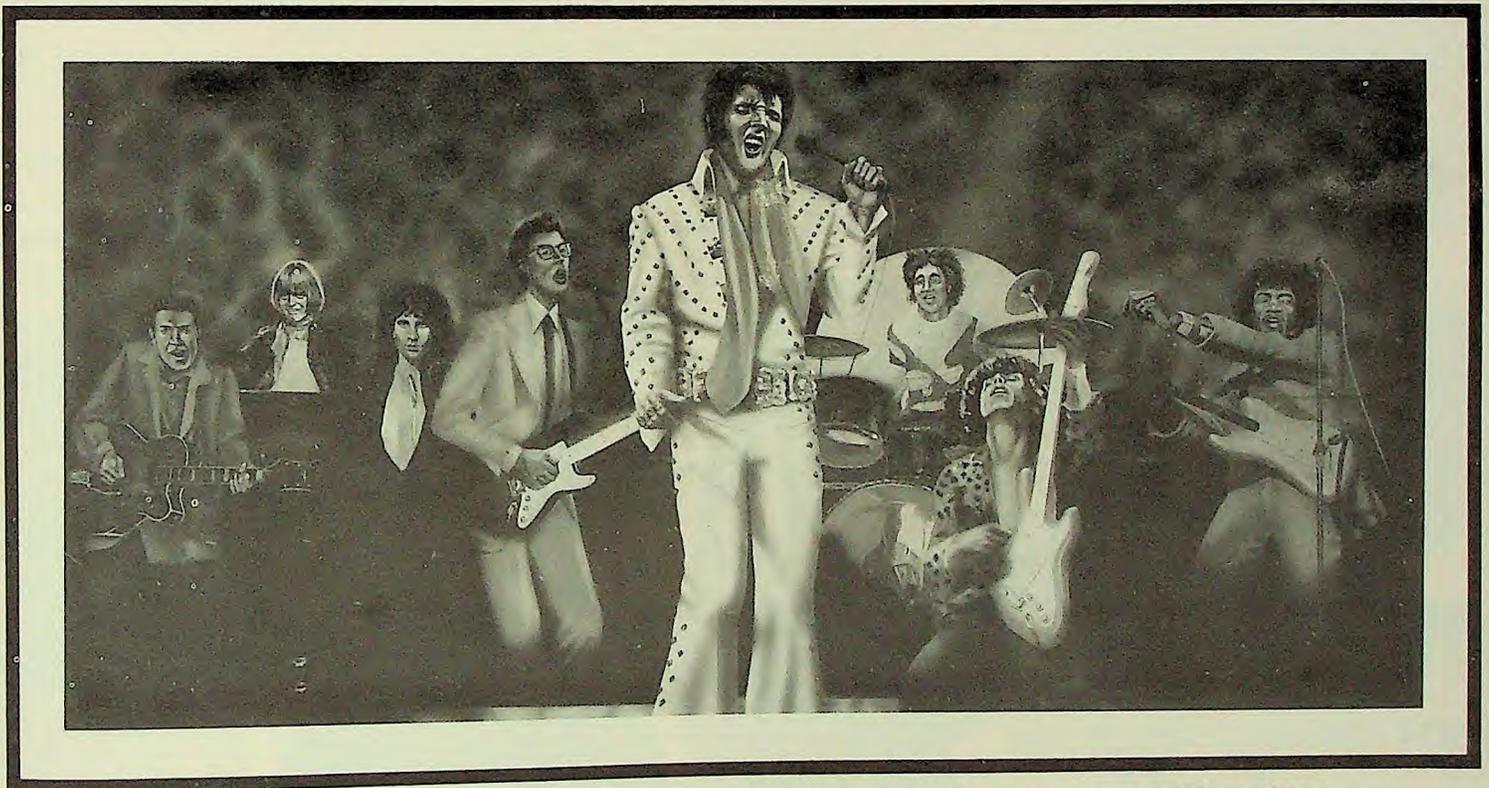
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U.K. distribution:— SPARTAN RECORDS, London Road, Wembley, Middlesex, telephone 01-903 4753/6.



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SELECT SINGLES by TONY JASPER

SAD CAFE
 My Oh My (RCA SAD 3, RCA)
 Initially the vocals float effortlessly
 on catchy melodic verse
 instrumentation with strings, drums,
 piano all effective. Vocal speeds up
 from entry of first hard driving
 chorus while for finale back-ups plus
 fast moving instrumentation give
 good effect. Comes in special bag
 with group touring from March 20
 with recent added dates due to sell-
 outs. This should see hat-trick for
 band.

FISCHER-Z
 So Long (United Artists BP 342,
 EMI) Lots of good drum work,
 clever arrangement with vocal well
 split up between engaging backing.
 Story in song, the chances good for
 band on verge of good-sized hit with
 last 45s.

PORTRAITS
 Hazards In The Home (Ariola ARO
 206, Pye) Nifty organ given overlay
 of drums before vocals keep up fast
 pace, slight key change for chorus
 beginning, with back-ups plus
 extraneous noises for added effect.
 Perhaps too much happens, as in
 intro to instrumental break. Vocal
 pick-up zonks in pic bag with
 electrical plug on front. Enjoyable.

STARJETS
 Shiralee (Epic EPC 8276, CBS)
 Had a hit with War Stories (51,
 1979) and enter vocal energy super-
 plus stakes once more. Lyric of
 human and female robot of his own
 creation. No let-up on this
 commercial offering, has good
 production and vocal work. Pic bag.
 Chart potential.

SIOUXSIE AND THE BANSHEES
 Happy House (Polydor POSP 117,
 PolyGram) Chart-bound with appeal
 in backing which throbs and enjoys
 good change of pace half-way. Good
 vocals with more flexibility in
 Siouxsie's voice than usual. Long
 play-out least impressive part of
 disc. Fifth hit, last being group's

GOD SAVE THE QUEEN/UNDER
 HEAVY MANNERS
 Robert Fripp EGLP 105 (EGMC 105)

19 PRESTIGE (POLYDOR)
 SAYIN' SOMETHING
 Red Garland PR 24090
 THE FREEDOM & SPACE SESSIONS
 Booker Ervin PR 24091

20 RCA
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 Carroll Baker PL 43061 (PK 43061)
 RUNAWAY LOVE
 Tradition PL 25273
 THE BOAST OF THE TOWN
 Axis Point PL 25277 (PK 25277)
 CORPORATE MADNESS
 Stonebridge McGuinness PL25275
 FORGOTTEN SONGS OF SOME OLD
 YESTERDAY
 John Stewart PL 43155 (PK 43155)

21 RSO (RCA)
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22 SOLAR (RCA)
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26 VIRGIN
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 Hatfield & The North
 SHOOTING STAR V 2130
 Shooting Star

German release, Mittagessen (47,
 September, 1979 onwards). Pic bag
 with lyric on back.

MAL COCHRAN
 The Girls In Room 429 (RCA PB
 5228, RCA) Fun, catchy song
 basically simple with hymn climbing
 style chorus which is song's strength,
 but like the energetic, well-read
 vocal on verse.

PEDI AND THE LIONS
 A.E.I.O.U. (Dinosaur Discs DD001,
 Indie) Rests on chant style chorus
 with body-moving beat. Gradually
 becomes hypnotic. In pic bag with
 lyrics on back sleeve.

GENESIS
 Turn It On Again (Charisma CB
 356, PolyGram) Last 45 hits were in
 1978. The infectious Follow You,
 Follow Me (7) and Many Too Many
 (43). With the band's big following
 and a major tour, this driving
 number should strike home and
 chart. From long-awaited Duke LP.

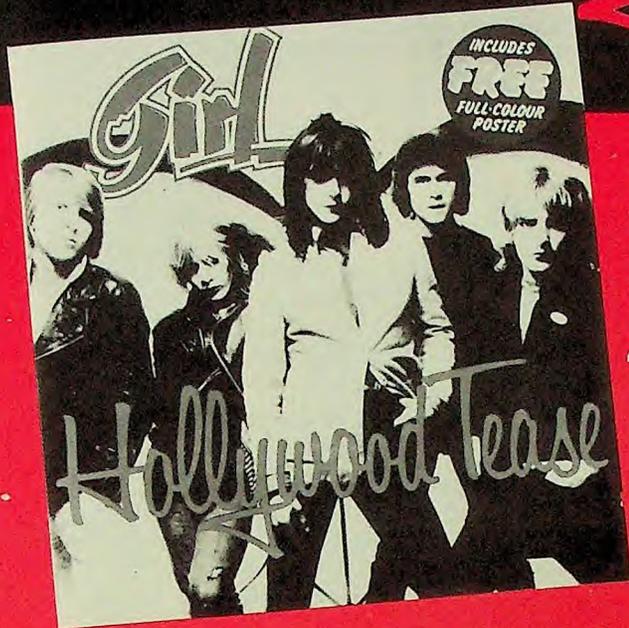
THE MEKONS
 Teeth Ectera. (Virgin VS 101,
 Virgin) Double-record in pic bag.
 Main A pounds away with relentless
 fury while the vocals thinnish sound
 stands well against strings, drums,
 late demanding guitar riffs. Current
 gigs from band. Alternative charting
 likely plus likely bite at Top 75.

LEIF GARRETT
 Same Goes For You (Scotti K 11449,
 WEA) Title gives hint of artist in less
 poppy mood, more rough with
 stand-off tone in vocal, chorus. Pic
 bag.

FLEETWOOD MAC
 It's Not That Funny (Warner K
 17577, WEA) Remixed cut from LP,
 Tusk, but sounds as though it could
 be running out of good cuts. Rock
 pounder which has a beat but little
 else. After surprising lack of real
 power from Sara 45 in charts this
 may face problems.

Hollywood Tease

Girl



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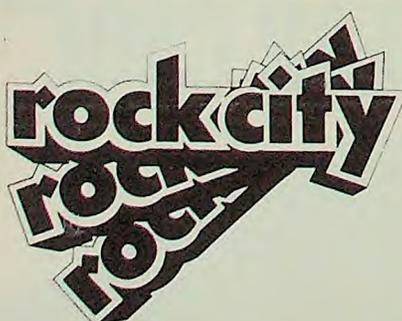
This Week	Last Week	Wks. on Chart	TITLE/Artist (producer)	Label number	This Week	Last Week	Wks. on Chart	TITLE/Artist (producer)	Publisher	Label number
1	27		STRING OF HITS Shadows (The Shadows)	EMI EMC 3310 (E)	39	23	4	REALITY EFFECT Tourists (Tom Allom)		Logo 1019 (C)
2	3		GET HAPPY Elvis Costello (Nick Lowe)	F. Beat XXLP 1 (W)	40	39	18	BEE GEE'S GREATEST HITS Bee Gees		RSO RSDX 001 (F)
3	4	3	GREATEST HITS Rose Royce	Whitfield RRTV 1 (W)	41	35	18	ON THE RADIO GREATEST HITS VOLS. 1 & 2 Donna Summer (Bellotte/Moroder/Klein)		Casablanca CALD 5008 (A)
4	5	5	TELL ME ON A SUNDAY Marti Webb (Andrew Lloyd Webber)	Polydor POLD 5031 (*)	42	40	12	LONDON CALLING Clash (Guy Stevens)		CBS CLASH 3 (C)
5	57	2	TEARS & LAUGHTER Johnny Mathis	CBS 10019 (C)	43	29	6	CAPTAIN BEAKY AND HIS BAND Keith Michell/Twigg/Sellers/Secombe (Hugh Murphy)		Polydor 2383 462 (F)
6	6	22	REGGATA DE BLANC Police (Police/Nigel Gray)	A&M AMLH 64792 (C)	44	38	5	FLOGGING A DEAD HORSE Sex Pistols (Various)		Virgin V 2142 (C)
7	3	7	THE LAST DANCE Various	Motown EMTV 20 (E)	45	34	5	THE AGE OF PLASTIC Buggles (Buggles)		Island ILPL 9585 (E)
8	7	16	OFF THE WALL Michael Jackson(Quincy Jones)	Epic EPC 83468 (C)	46			GREATEST HITS VOL. 1 Cockney Rejects		EMI ZONO 101 (E)
9			NOBODY'S HERO Stiff Little Fingers	Chrysalis CHR 1270 (F)	47	49	53	BAT OUT OF HELL Meat Loaf (Todd Rundgren)		Epic/Cleveland International EPC 82419 (C)
10	8	9	PRETENDERS Pretenders (Chris Thomas)	Real RAL 3 (W)	48	69	2	THE WANDERERS Soundtrack		Gem GEMPL 103 (R)
11	14	13	EAT TO THE BEAT Blondie (Mike Chapman)	Chrysalis CDL 1225 (F)	49	53	13	20 HOTTEST HITS Hot Chocolate (Mickie Most)		RAK EMTV 22 (E)
12			HEARTBREAKERS Matt Monro	EMI EMTV 23 (E)	50	74	15	ELO'S GREATEST HITS Electric Light Orchestra (Jeff Lynne)		Jet JETLX 525 (C)
13	11	48	OUTLANDOS D'AMOUR Police (Police)	A&M AMLH 68502 (C)	51	46	2	SECOND EDITION OF PIL Public Image Ltd.		Virgin VD 2512 (C)
14	12	19	ONE STEP BEYOND Madness (Clanger/Winstanley)	Stiff SEEZ 17 (C)	52	36	17	GREATEST HITS Rod Stewart		Riva ROD TV 1 (W)
15	9	5	KENNY Kenny Rogers (Larry Butler/Kenny Rogers)	United Artists UAG 30273 (E)	53	44	13	KENNY ROGERS SINGLES ALBUM Kenny Rogers		United Artists UAK 30263 (E)
16	15	14	GOLDEN COLLECTION Charlie Pride	K-Tel NE 1056 (K)	54	42	7	METAMATIC John Foxx (John Foxx)		Metalbeat V2146 (C)
17	17	19	SPECIALS Specials (Elvis Costello)	2 Tone CDL TT 5001 (F)	55	43	9	SEPTEMBER MORN Neil Diamond (Bob Gaudio)		CBS 86096 (C)
18			PSYCHEDELIC FURS Psychedelic Furs	CBS 84084 (C)	56	33	9	I'M THE MAN Joe Jackson (David Karshenbaum)		A&M AMLH 64794 (C)
19	13	4	TOO MUCH PRESSURE Selector (Error Ross/Selector)	Two Tone CDL TT 5002 (F)	57	59	2	OFFICIAL BOOTLEG ALBUM Blues Band		Arista BBBP 101 (F)
20	10	3	GREATEST HITS K.C. & The Sunshine Band (Casey/Finch)	T.K. TKR 83385 (C)	58	51	5	ARGY BARGY Squeeze (Squeeze/John Wood)		A&M AMLH 64802 (C)
21	16	8	SHORT STORIES Jon & Vangelis (Vangelis/Papathanassion)	Polydor POLD 5030 (F)	59	43	17	SOMETIMES YOU WIN Dr. Hook (Ron Haffkine)		Capitol EST 12018 (E)
22	26	6	FREEDOM AT POINT ZERO Jefferson Starship (Ron Levison)	Grunt FL 13452 (R)	60	71	4	I AM Earth Wind And Fire		CBS 86084 (C)
23	31	3	DOWN TO EARTH Rainbow (Roger Glover)	Polydor POLD 5023 (F)	61	64	17	20 GOLDEN GREATS Diana Ross		Motown EMTV 21 (E)
24	19	4	SMALLCREEP'S DAY Mike Rutherford (David Hentschell)	Charisma CAS 1149 (F)	62	63	4	RAINBOW RISING Ritchie Blackmore's Rainbow		Polydor 2490 137 (F)
25	24	5	LIGHT UP THE NIGHT Brothers Johnson (Quincy Jones)	A&M AMLK 63716 (C)	63	58	20	TUSK Fleetwood Mac (Dashut/Caillat/Fleetwood Mac)		Warner Brothers K 66088 (W)
26	32	77	PARALLEL LINES Blondie (Mike Chapman)	Chrysalis CDL 1192 (F)	64	45	4	CATCHING THE SUN Spyro Gyra (R. Calandra/J. Beckenstein)		MCA MCG 4009 (C)
27	20	8	PERMANENT WAVES Rush (Rush/Brown)	Mercury 9100 071 (F)	65	66	3	IF YOU WANT BLOOD YOU'VE GOT IT AC/DC		Atlantic K 50532 (W)
28	18	14	THE WALL Pink Floyd (Gilmour/Ezrin/Waters)	Harvest SHDW 411 (E)	66	62	10	DARK SIDE OF THE MOON Pink Floyd (Pink Floyd)		Harvest SHVL 804 (E)
29	22	4	METAL FOR MUTHAS Various	EMI EMC 3318 (E)	67	67	10	SEMI DETACHED SUBURBAN Manfred Mann (John Burgess)		EMI EMTV 19 (E)
30	41	2	BIG SMASH Wreckless Eric	Stiff SEEZ 21 (C)	68	55	89	WAR OF THE WORLDS Jeff Wayne's Musical Version		CBS 96000/WOW 100 (C)
31	27	3	ORCHESTRAL MANOEUVRES IN THE DARK Orchestral Manoeuvres In The Dark	Dindisc DIN 2 (C)	69			TAKE ONE! Shakin' Stevens		Epic EPC 83978 (C)
32	21	9	THE NOLAN SISTERS Nolans (Ben Findon/Nicky Graham)	Epic EPC 83892 (C)	70	54	51	BREAKFAST IN AMERICA Supertramp (Supertramp/Peter Henderson)		A&M AMLK 63708 (C)
33			AGAINST THE WIND Bob Seger/Silver Bullet Band	Capitol EAST 12041 (E)	71	-	1	SUNBURN Original Soundtrack		Ronco RTL 2044 (R)
34	28	5	ROCK AND ROLL JUVENILE Cliff Richard	EMI EMC 3307 (E)	72	56	2	LADY SAMANTHA Elton John		DJM 22085 (C)
35	25	18	GREATEST HITS VOL. 2 Abba (B. Andersson/B. Ulvaeus)	Epic EPC 10017 (C)	73			HARDER... FASTER April Wine		Capitol EST 12013 (E)
36	60	14	ASTAIRE Peter Skellern	Mercury 9109 702 (F)	74			METRO MUSIC Martha And The Muffins		Dindisc DID 1 (C)
37	37	39	DISCOVERY Electric Light Orchestra (Jeff Lynne)	Jet JETLX 500 (C)	75	75	10	VIDEO STARS Various		K-Tel NE 1066 (K)
38	30	8	THE FINE ART OF SURFACING Boomtown Rats (Robert John Lange)	Ensign ENROX 11 (F)						

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MICHAEL STEWART

Solidify, however, to American Michael Stewart, president of Interworld Music, includes opening his third office in the States, and keeping an eagle eye on other parts of the world to set up operations.

And Stewart has formed several production companies with men and companies of proven merit. One such combination is Utopia Productions with Russ Regan. "This man has an amazing track record and has already found a new artist who is going to be gigantic," says Stewart.

Another union is with ace disco/dance man Tom Hayden. Through their production company, A-Tom-Mik, distributed through CBS Records, their first release last summer, Patrick Hernandez's Born To Be Alive, was a worldwide hit. Stewart also has deals for his artists with WEA and EMI.

"Profit motive is not the primary reason for my forming production companies," he explains. "It is that a lot of songwriters are also performers, and in this way you are able to develop the two facets simultaneously. I have chosen not to have my own label, but the only

difference between us and a record company is that we know what is a good song. We have the time to work on it until it is right, then choose a producer who fits the project. Much like a director of a film.

"Publishers are much more creative than record companies, who are today following the pattern of the movie companies — basically becoming financiers and distributors. Their margin of profit has been much reduced through the escalation of artist contracts. They have very little research and development money. That's where the publisher, who has always been prepared to spend time, plays a vital role."

Stewart set up Interworld just

under three years ago. Basing it on among other things the purchase of what many thought was the best independent catalogue around, that of Aaron Schroeder, the company now has some 25 writers, and represents such artists as Hall and Oates, Henry Mancini and Chris Rea. In fact, Stewart represents Magnet Music in America.

The London office, headed by John Velasco, has brought in Gary Travers and David Courtney.

"I was one of the early Americans to look to England. I sold my own company, Dominion Music, to UA Music which served as a basis for that company in the UK."

Through the Sixties and until he formed Interworld, Stewart served as president of UA Music and, at various times, UA Records.

"During that time, I always felt film music was some of the best and most exciting music being done."

In fact, a paper recently published out of a university research project, stated that the most successful period of film music was during Stewart's reign at United Artists.

And from those days and his interest and involvement in film music, his multi-faceted activities now includes consultancy work for companies like Lorimar (he helped set up its label) and Avco/Embassy. "I was recently involved with a picture called 10," he says. And this film has just gained the American Academy nomination for best original score and best song.

Photocopying ballot

THE MUSIC Publishers Association is balloting its members on the subject of photocopying to discover which of three options they prefer in the matter. The ballot forms should be returned to the MPA by March 27.

Members are asked to signify whether they are willing in principle to allow their catalogues to be included in a Scottish licensing scheme for two years in respect of graphic reproduction rights; whether they do not wish to be included in the Scottish pilot scheme but are willing to adhere to the Code of Fair Practice for music copying, or whether they prefer not to participate in either scheme and wish to reserve their rights in respect of their catalogues.

In a covering letter, Jonson Dyer explains that the committee of rights owners chaired by Lord Wolfenden is nearing completion of its brief to examine the feasibility of licensing schemes for photocopying.

The committee has prepared appropriate forms of licensing, and has negotiated separately with the English and Scottish Education Authorities because these latter were deemed to be the largest and most easily identifiable section of the photocopying "market".

Negotiations with the English authorities were fruitless, apparently because the authorities were only interested in "extensive concessions free of charge". The talks with their Scottish counterparts were "much more realistic" according to Dyer, and they have expressed a willingness to accept a pilot scheme which would be limited to two years and useful in assessing what should be done for the UK as a whole as well as determining the form of ultimate legislation.

Broadly, the Scottish authorities would be offered the choice of two licences, both excluding maps, charts and tables, which are published either separately or in collections.

The A licence would allow copying of all other works to the extent of five per cent of any one work, the number of copies not to exceed the number of students in the teaching group. The charge for this licence would be between 15p and 25p per annum (depending on the type of institution) per student head of population in the institution or the authority for which it was issued.

The B licence allows unlimited copying of all other works. The charge for this licence would be between 1p and 2p per page/copy (again depending on the type of institution), and strict records of all copying would have to be kept in every case. The B licence was designed for Local Authority Resource Centres.

If the Scottish pilot scheme is adopted by the majority of MPA members, it will be necessary to withdraw the Code of Fair Practice from application to education authorities in Scotland, as the approaches overlap to an extent which makes them incompatible. An open meeting will be held next Tuesday (18) at 10.30 a.m. at the Connaught Rooms, London W.C.1 to discuss the Scottish licensing proposals.

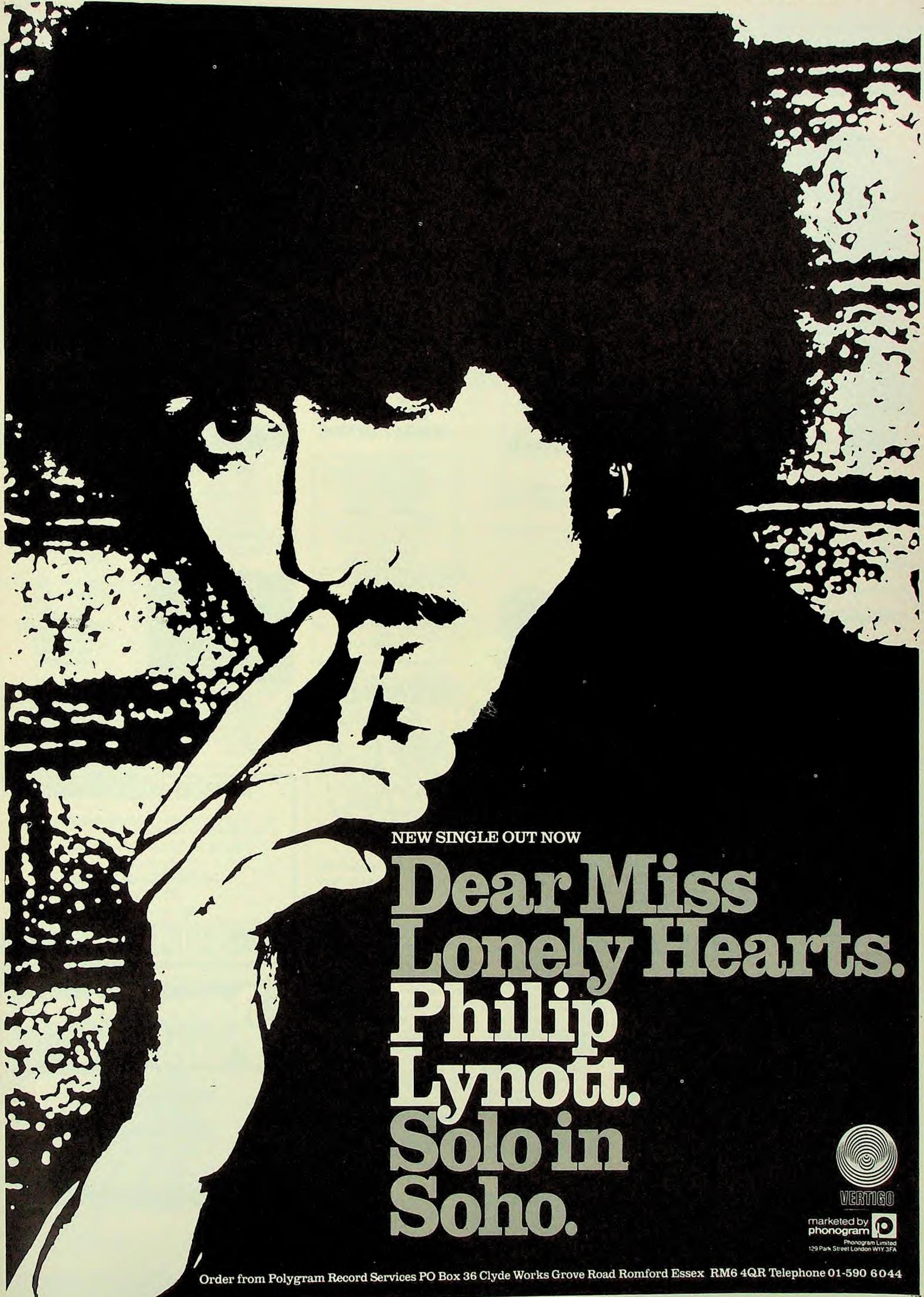
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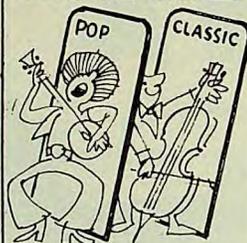
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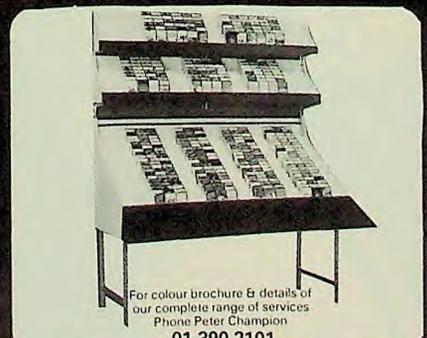
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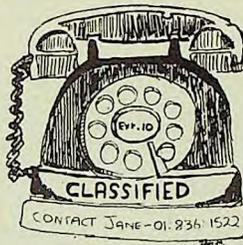
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The per word rate is discontinued.

The copy deadline is Bookings Wednesdays; Artwork Thursday 5pm, one week prior to publication. Advertisements may be submitted as flat artwork or typed copy for typesetting.

For further information contact Jane Bartlett.
Tel: 01-836-1522. 40 Long Acre, Covent Garden, London WC2.

MUSIC WEEK cannot be held responsible for claims arising out of advertising on the classified pages.

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W.1.

WEA Records Ltd., the UK record division of the Warner Communications Corporation, need an experienced Secretary/PA for the Director of Marketing (responsible for the sales, promotion, advertising, merchandising, design and label management operations of the company).

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Tel: 01-434-3232 Ext. 114.

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ANNOUNCEMENT

COPY DEADLINE

Music Week would like to remind Market Place advertisers that the copy deadline for all classified advertisements is the Wednesday 10 days before issue publication date and that this deadline applies to advertisements that have already had their insertion confirmed. While it may well be possible to obtain advertising space on the deadline day itself this is not always the case and clients are advised to book as early as possible.

Sales Representatives

Record Sleeves

Garrod and Lofthouse are Europe's leading suppliers of record sleeves, with a name that is well known and respected throughout the recording industry.

The Group is anxious to maintain and expand its share of the record sleeve market and therefore wishes to appoint Sales Executives with a thorough knowledge of lithographic printing, and preferably experience in the recording or music industries.

Salary level will be according to level of experience, a company car will also be provided.

For further details, send full curriculum vitae to Mr. Christopher Garrod,

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Director & Company Secretary

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with some Marketing and Sales experience seeks ground floor position in the Music business.

Call Robin Bryson on 01-428 3909 or write
19 Piltown Rd., South Oxley, Watford.

BROADCASTING

Edited by
DAVID DALTON

BRMB rings changes

SPRING FORMAT changes at BRMB accompany the introduction of new presenter Guy Morris who will be hosting the Monday to Friday lunchtime show (12.30pm to 2.30pm) and introducing several programmes live from locations around the Birmingham area.

Les Ross returns to Sundays with his Around The World show which features live link-ups abroad with friends and relatives of BRMB listeners between midday and 2pm. Preceding Ross, Roger Day will present two hours of oldies.

Sunday afternoons will feature an extended Sunday Funday Show which will now run from 2pm to 4pm, and a new look record breakers' programme in which Paul Brown will be playing the week's Top 20.

Another weekend schedule change takes place on Saturday evenings when — following many listener requests — Jazznotes goes weekly, filling the 9pm to 10pm slot.

Capital jazz star line-up

MANY TOP names have been lined up for this year's Capital Jazz Festival — a streamlined event at Alexandra Palace covering July 11, 12 and 13 with a special event at the Royal Festival Hall on July 14.

This year there will be events inside Ally Pally as well as outside, and when the music stops at 10pm on the two outdoor stages, the festival will move into the Palace until the early hours of the morning.

Chris Barber, Kenny Ball and Acker Bilk will be performing together on stage, but the full British contingent has not been announced. American performers being brought over by Capital's co-promoters George Wein and Andy Hudson include Fats Domino, B.B. King, Muddy Waters, Herbie Hancock, Dave Brubeck, Freddie Hubbard, Dizzy Gillespie, Carmen McRae, Zoot Sims and Stanley Clarke.

News in brief...

IN HIS introductory speech at Capital Radio's Music Awards, managing director John Whitney outlined the "splitting" of frequencies between AM and FM, more competition locally and truly local, community broadcasting as the greatest challenges in the Eighties.

DOWNTOWN RADIO achieved a trading profit of £208,504, leaving an after tax profit of £98,304, for the financial year ending September 30, 1979. New chairman J.T. Donnelly, who took over from retiring chairman

Norman Kennedy at the beginning of this year, has declared a dividend of 11p per share and cites the Northern Ireland station's 71 per cent audience reach as another sign of success.

American Commentary



Counterfeiting fears grow

By IRA MAYER

NEW YORK: The Grand Jury, which handed up the Sam Goody indictments for record and tape counterfeiting, is continuing its investigation behind closed doors.

Recently it was revealed that, at the time the Grand Jury had subpoenaed the Goody materials, it also subpoenaed the financial and shipping records of sister company, Pickwick, along with thousands of tapes and recorded music. Spokesman for Pickwick have acknowledged that the FBI believes the tapes surrendered were also counterfeited.

Pickwick itself operates 400 retail outlets across the country under the names of Musicland, Discount and Aura Sounds. Sources close to the investigation say that the Grand Jury is examining the relationships between several former and present Pickwick executives with the indicted Sam Goody executives, George Levy and Sam Stolton.

The question remains whether the resignation of C. Charles Smith from the Pickwick presidency shortly after the above materials were subpoenaed was in any way related to the case. George T. Port, VP for corporate relations for Pickwick and secretary of Sam Goody Inc., has stated that the two matters were unrelated and Smith himself is unavailable for comment.

Word leaking out of the Grand Jury doors is that when full results of the investigation are revealed and indictments handed up, the counterfeiting scandal will blanket the entire nation's record industry. Some estimates place the figure as high as a full 30 per cent of all the records and tapes in the market being counterfeited, which, based on the retail figures generally used by the industry, would amount to approximately \$1.2 billion, considerably more than the \$400 million previously thought to be the amount involved.

If there is any irony to be found in the situation, it is that the Recording Industry Association of America honoured the FBI for the latter's work in combatting record piracy and counterfeiting with a dinner in Washington, DC, on March 4. FBI director William Webster was presented with the RIAA's 12th Annual Cultural Award and an executive quipped that Webster was likely to stand up, accept the award and announce that everyone in the room was under arrest. He did not do so.

MCA INC., the nation's leading producer of TV programming and a major film producer and distributor, reported year-end revenues of \$1.27 billion, up 13.4 per cent over 1978. Operating income rose to \$178.8 million compared with 1978's \$128.4 million.

In the music publishing and record divisions, year-end revenues were up 24.7 per cent for \$131 million to \$163 million, while profits slid from \$14.2 million in 1978 to \$9.6 million last year. Part of the loss would be attributable to continuing expenses re Infinity and the purchase of ABC Records.

Leon Haywood

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Joe Bataan

Rap-O Clap-O

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Suspicious Minds

RCA 7 inch PB 1913



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12inch SO12-3. 7inch SO-3
From the album
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FL 13398



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DIARY

We're doing fine! — says Wilson

THE SOUND of jaws dropping and eyebrows hitting hairlines almost drowned the polite applause when **Sir Harold Wilson** closed his speech at the MTA awards dinner by congratulating what he described as "one of the few remaining growth industries" on a "prosperous year", and wishing that the coming year would be just as lucrative.

But at least he made a speech, which is more than **Sir Keith Joseph**, from the opposite side of the House, managed to do at last year's dinner.

Louis Benjamin's speech was a little more realistic (see page 3), but some of his quips must have left the Wilsons wondering what everyone else found funny. Benjie's remark, for instance, that when he heard the first album of poetry that **Mary Wilson** (Lady Mary as is) made for Pye he thought it sounded OK but wondered where the Supremes were.

Benjie also reminded us that this was not only the 21st anniversary year of GRRC secretary **Harry Tipple**, but also the Barmitzvah of Pye's album of Holst's Planets Suite — "we are re-releasing it for the 13th time this year".



THE ONLY award-winning artist who was able to attend personally to pick up his certificate at the MTA Awards dinner last week was **Larry Adler**. He is pictured here (right) with guests of honour **Sir Harold** and **Lady Wilson**. Completing the group are MTA vice-president **David Burrows** (far left) and president **Eddie Moors**. Adler won first place in the Bargain Price albums category with his **Larry Adler Plays Works for Harmonica and Orchestra**, on RCA.

Sir Ted's memorial service

MUSIC INDUSTRY executives, employees from all divisions of Decca and representatives of its overseas agents were among the

CANNES: **Bernard Chevry** breathes again — a court action to halt the erection of a new Palais des Festivals on the site of the old Casino Municipal has failed.

Protestors representing various trading and community bodies in the South of France were seeking to hold a referendum on the future of the site. But their case was thrown out of court and work goes ahead at full steam to provide a new Palais in time for Midem, 1982.

congregation of several hundred which packed the church of Holy Trinity, Sloane Street, last week for a memorial service for the late **Sir Edward Lewis** who died aged 79 in January.

The address, by the Right Rev **Robin Woods**, Bishop of Worcester, paid tribute to **Sir Edward** and lessons were read by his grandson **David Lewis** and **Sir Patrick Dean**, chairman of the governing body of Rugby School.

David Fine, chairman of Polygram (UK) which has taken over much of Decca's music division, was among the congregation.

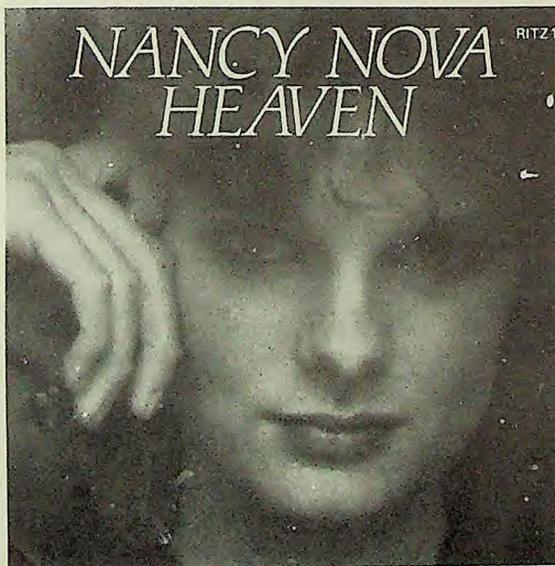
DOOLEY

RCA HAS now been three months without a managing director but despite its *Marie Celeste* status it has had one of its best quarters for some time — obviously there's something to be said for running a company by committee, although international VP **Art Martinez** still commutes from New York to keep a guiding hand on the reins and interview prospective MDs . . . His favourite **Ian Ralfini** is now believed to have turned the job down in favour of settling in New York and a new name is being mentioned as contender — RCA's own West Coast A & R man **Bud Dain**.

IS IT only six months ago that Ariola sales director **Ray Jenks** was saying of his now disbanded sales team: "We went for the best and got the best — Ariola's image is such that the quality of the applicants was a sales director's dream"? . . . NBRC directors **Charles Levison**, **Robin Blanchflower** and **Andrew Pryor** all in New York last week — the latter two also attending Three Degree **Sheila Ferguson's** wedding in Philadelphia at the weekend . . . While EMI Music Publishing was refusing a licence for import copies of **Blondie's**, American Gigolo album last week, wasn't HMV in Oxford Street in fact selling import copies of the offending album? . . . Decca survivor, promo man **Geoff Collings** weds long-time girl friend **Barbara Jarrett** next weekend.

ANYONE TRYING to call **Ann Bishop Management** is advised that her St Johns Wood office/home was devastated by fire last week and Ann, who miraculously escaped serious injury, can be contacted on 609 2018 . . . Following the demise of **Factors (UK)**, the liquidators have a quantity of badges, posters, stickers and other paraphernalia on their hands — anyone interested in buying should call 041 204 2655 . . . **Demis Roussos** in London recording new album with Status Quo on backing track and **Harry Nilsson** helping out with vocals . . . Guitarists **John Williams** and **Julian Bream** have signed MCPS membership agreements.

FRENCH VOGUE chief **Leon Cabat** took 20 of his longest-serving employees on a junket to New Orleans, birthplace of **Sidney Bechet** who features strongly in Vogue's Jazz Legacy series . . . When **The Chieftains** met the Irish Ballet for a performance at Sadlers Wells last week were they doing a "paddy deux"? Groan! . . . Phonodisc factory stayed open all weekend to ensure new **Keith Michell** single, **Hissing Sid**, hit the shops at the beginning of this week . . . Departing Radio 1 DJ **Al Matthews** should have known his job wasn't on-going from a press release last year calling him "The Voice of 79" . . . **Charisma** is handing out Tin Discs (adapted from tins of steak and kidney pie) to mark sales of more than £150 worth of **Viv Stanshall's** *Sir Henry At Rawlinson End* LP . . . Leading Aussie songstress **Marcia Hines**, on Logo in the UK, in the country for Little and Large TV spot and possible **Ronnie Scott** season.



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