

# MUSIC & VIDEO WEEK

Europe's leading music business paper 90p



FIRST OF this year's crop of sales conference photographs features, appropriately, Charles Levison's first conference as head of WEA. With him (second left) at Stratford-upon-Avon are (l to r): Simon Frodsham (general manager E/A UK), Mike Heap (director of sales & marketing), Mel Posner (vice chairman, E/A), Tarquin Gotch (director of A & R), Kenny Buttice (senior vice president A & R, E/A) and Dick Griffey, founder of the Solar label.

## Gill's exit triggers speculation

THE SHOCK resignation of Associated Communications Corporation managing director Jack Gill, which followed a boardroom coup (MW Sept 5), has left the music industry speculating on whether Gill's departure, after 25 years with the company, will affect the future of ACC's music subsidiaries.

Les Cocks, who has responsibilities for PRT Records and the music side of Chips Productions and Limo Records which were set up by Gill, spent much of last week at the PRT Mitcham factory and was not available for comment. Cocks had the title "executive assistant to Jack Gill" before Gill's abrupt exit last week which was brought about by Lord Grade and his fellow board members voting to discontinue the position of MD which Gill held.

The profitable ATV Music, headed by Peter Phillips, and Precision Video, headed by Walter Woyda who reports directly to Lord Grade, are unlikely to be affected, but Grade was quoted by *The Standard* last week as saying: "... we have closed the record company which cost us £5m in redundancies and there are still some more redundancies to come".

PRT Records now appears to simply provide a pressing service through Damont and a distribution operation, but Gill had declared his intention to set up a new "creative and exploitation" recording company. Chips Records, which exists to release theme tunes and soundtracks spinning off from Chips Productions' TV films, and the pop label Lime Records, headed by Eric Hall, were also instigated by Gill.

● One side of last week's ACC board manoeuvres, largely overlooked by the national press, was the extension of Louis Benjamin's responsibilities to include Stoll Theatres as well as the Moss Empire theatres he already controls.

This means that Benjamin, who last year relinquished the chairmanship of Pye Records after a 21-year association, must now rank as the most powerful man in British theatre.

# TAKING A DEALER'S EYE VIEW OF THE 1981 CONFERENCES

THERE WERE few surprises as EMI, RCA, WEA and PolyGram's Polydor, Phonogram and Decca met for their annual sales conferences last week, but all the companies exuded a mood far more bullishly confident than in 1980 or '79, suggesting that the industry is beginning to pull itself out of the recession.

The conferences are primarily intended to inspire the companies' salesmen with renewed enthusiasm for the peak autumn selling season, but *MW* has been taking a dealer's eye view of them.

Apily illustrating the way in which video is rapidly establishing itself as an integral part of the record industry, perhaps the best news for dealers came from Warner Home Video which finally unveiled its easy-to-administer, apparently highly-profitable, rental scheme.

WHV will lease video cassettes to dealers on 28-day renewable contracts. The dealer will set his own margin and, according to marketing manager David Rozalla, could earn up to 253 per cent profit per tape.

Warners expects other video companies to follow its lead and adopt the same leasing system, and



DRINKING PRESUMABLY to future success are Mike Oldfield (right) and his new manager, German-born Ossie Hoppe. The Tubular Bells rock star had been looking for a manager for two years and met up with Hoppe when he promoted Oldfield's European tour this summer. Hoppe is now setting up Oldfield's first-ever world tour.

Intervision has already indicated that it intends to introduce a similar policy (full details on *MW* Video page next week).

As usual the conferences revealed a welter of name acts with, hopefully big-selling, albums lined up for the autumn season, but few of the companies announced any dealer-discount schemes which used to be traditional at this time of year.

"Dealer resentment" of PolyGram's chronic distribution problems in recent months were acknowledged by commercial director Clive Swan as being "well-founded" and he added: "Dealers deserve far better." Swan said he believed PolyGram had now got things sorted out, but it was also bringing in a firm of trouble shooters to advise on "how best we can attain a simple and reliable distribution service".

Dealers will welcome plans for more TV-advertised albums — including albums by Queen, Vera Lynn, Anne Murray, James Galway, Genesis, James Last and Billy Connolly — plus Polystar's decision to market its catalogue of previous TV albums at mid-price.

And dealers who have argued that the answer to home-taping is to sell better quality pre-recorded tapes at

## BP vinyl makes 'breakthrough' in quality

A BREAKTHROUGH in record vinyl compound is being claimed by BP Chemicals for its Breon RR190 material which, says the company, gives "outstanding acoustic quality".

Breon RR190 is supplied in pellet form in traditional black colour or in a range of translucent or opaque colours and is said to be ideally suited for the production of records on either manual or automatic presses.

The compound is "a finely balanced blend of vinyl acetate copolymer and PVC", and BP says it is being test-marketed by several record manufacturers.

lower prices will welcome WEA's pledge to do just that.

RCA is wooing the dealer with a reduced dealer price for its mid-price International series, aimed at giving the trade a "full 30 per cent margin" on a retail price of £2.99.

● Full details of all the conferences inside on pages 2, 3, 4, 6, 8 and 35. CBS conference news next week.

### STOP PRESS

NEW YORK: The music and video industries in the US have been surprised by the unexpected resignations of Irwin Steinberg, executive VP of the PolyGram Corporation and Andre Blay, president of Magnetic Video. Steinberg was one of the founders of Mercury Records and has been associated with that label, and PolyGram which took it over, ever since. Blay founded Magnetic Video.

**RECORD/VIDEO DEALER TOUR '81**

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IF YOU haven't yet secured your tickets for the Music & Video Week Dealer Tour now is the time to do it. This travelling trade exhibition for record and video retailers is open to all shop owners, managers and buyers.

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. . . and leave your name, shop/store name, and address.

● Guide to the Dealer Tour exhibitors — see centre pages.

## Radio Caroline finally sets the day

NEW YORK: The oft-postponed return of pirate radio station Radio Caroline now seems positive to happen on Saturday, September 26, according to an official announcement at a press conference here last week.

The station's organisers now have rate cards and predictions of listening figures, but details of advertising support and on-air staff — apart from the already announced Wolfman Jack — are being withheld until the launch date.

The station's identity slogan will be "Imagine Nation" based on the pirate ship's name and the John Lennon song.

Rocketing up the charts to

# NUMBER 1

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by

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## Sales conferences '81

## Levison — future looks 'exciting and profitable'

SPEAKING AT his first WEA sales conference since becoming managing director, and the first conference the company has had since Warner Home Video was formed, Charles Levison emphasised: "We are one company selling programming and selling home entertainment."

But the sale force was reminded that it will have rapidly increasing amounts of video product to work on, and the first morning of the conference was certainly dominated by the video side of the company. The future for that, Levison said, "looked exciting and profitable".

He talked of "a revolution in people's entertainment habits" and described new technology which is changing the market. For example,

he revealed that cable music — a joke in the UK this year — "will be reality next year", and told the conference that cable TV channels are already approaching the US record companies for product.

"All this will revolutionise the retail trade," he warned. "Although this will not come to the UK for several years. We may not enjoy all of these developments; we may wish to hold back the technology but ultimately we will have to accept it, and WEA is in a position to take advantage of it."

Levison's opening address was clearly intended to encourage a sales force which had to some extent become demoralised during WEA's re-structuring, downturn in chart and market success, and six months' lack of a managing director. On the record side, he spoke of "a

number of contentious issues" which had seen WEA at odds with the industry recently, but on the question of home-taping there was no disagreement.

He urged the reps to lobby their local MPs, and a draft letter was distributed so that salesmen could use it to formulate their own protests in writing.

Levison accepted that salesmen were concerned about the quality of manufacture, and introduced John White, the new quality controller, but warned: "It is hard to make first class records at the price we can afford."

Finally Levison promised that WEA would not be following the industry trend of releasing more singles (the 3,500 total of last year will probably increase to 5,000 this year).

## Video — growth through rental

ANNOUNCING WARNER Home Video's move into renting video software, WHV head Geoff Grimes told WEA salesmen that market research had shown that video cassettes sales are decreasing while the trend to renting is growing "very fast indeed".

In the first quarter of this year recorded video cassette sales averaged 6.8 tapes per VCR, but this dropped to 6.1 in the second quarter. At the same time, the percentage of video users renting tapes increased from 20 per cent to 33 per cent.

"We also know that the majority of dealers are renting our films without authorisation," added Grimes.

WHV's research also showed that the type of person getting into video is changing from the affluent to "average TV users" and the rate of growth is now estimated by Gallup to indicate 935,000 machines in use by the end of 1981 and five million by the end of 1984.

Detailing WHV's rental scheme (see separate story), Grimes knocked the existing schemes set up by other companies, singling out the single-payment CIC method which is highly favourable for the dealer but, according to Grimes, uneconomic for CIC, and the Intervision scheme "which is unacceptable to the dealer".

WHV's lease plan attempts to be fair to both manufacturer and dealer, said Grimes, and he added: "One of the keys to success is to recruit others to the same system and this is being done. I hope that in the not too distant future other major companies will join us — they are certainly watching us like hawks at the moment!"

● WHV titles which are already released on a sale basis will continue to be available for sale only, but they may be added to the rental catalogue in the future.

WHV'S MARKETING muscle to launch its new rental catalogue will concentrate on extensive in-store material and consumer video press advertising and will be based around selected films including 10, Dog Day Afternoon, Bugs Bunny and three Clint Eastwood movies.

The campaign is linked to the slogan "We make television worth watching" and each account will be supplied with a comprehensive merchandising kit including five posters, six wobblers, two mobiles, 29 sample wraps and colour product leaflets.

"The marketing message," said marketing manager David Rozalla, "is that we are competing with broadcast television and offering the consumer a choice. To get the message across we are concentrating on the video press and taking full colour pages in Video Review, Video For Leisure, What Video, Popular Video and Video Today throughout October and November."

WHV has also taken on an independent PR consultancy, Partnerplan, to generate editorial coverage of the launch including a press conference on September 23 — product release day.

WARNER HOME Video's new rental scheme is aimed at being profitable for both manufacturer and dealer and simple to administer, marketing manager David Rozalla told WEA salesmen.

Rentals will be offered to the trade on 28-day renewable leases which are renewed automatically unless the dealer wishes to terminate. And the leases will be on a sliding scale of charges which means that the longer the dealer keeps the title the cheaper his average weekly charge becomes, therefore the greater his potential profit margin.

The charges start at £12 per tape for the initial 28-day period and reduce to £4 for the fifth and every subsequent period. This means a tape will cost the dealer £3 a week for the first 28 days reducing to £1.39 a week if he keeps it for a year.

The dealer is free to set his own hire charges and thereby determine his own margin, said Rozalla, estimating a potential 44 per cent gross profit on one £4.95 three-day rental in the first leasing period. And this could grow to 212 per cent in a year. A tape rented out three times a week could earn 64 per cent profit in the first 28 days or 253 per cent after a year.

Accounts will be administered on a direct debit basis in arrears — seven days after each lease period which means that payments become due 35 days after a dealer gets his stock.

By leasing its tapes, WHV product will remain wholly-owned by the company and it will replace any

tapes that become defective through fair wear and tear, although there will be no financial or other benefit to the dealer in making faulty returns as WHV will insist on replacing all faults so that the leasing period continues.

If a tape is lost WHV will levy a £50 fee for damages for loss of earnings.

WHV says it has kept the paperwork to a minimum and the dealer will receive statements indicating all lease charges and the current status of each lease, and forms will be provided for terminations and faulty returns.

Dealers will also be supplied with a receipt pad for renting out and each sheet will contain the terms under which the public may rent the films. Dealers must ensure that the consumer signs indicating his acceptance of the terms.

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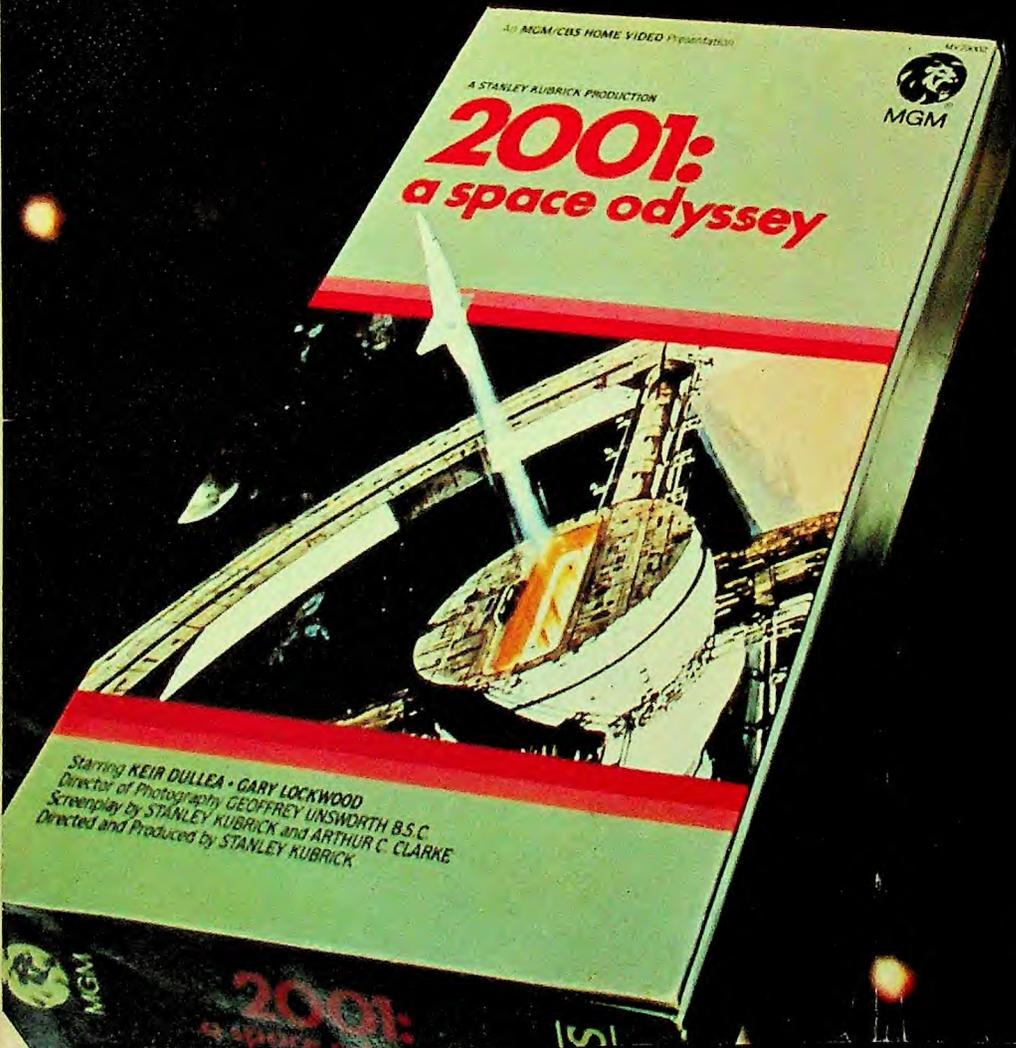
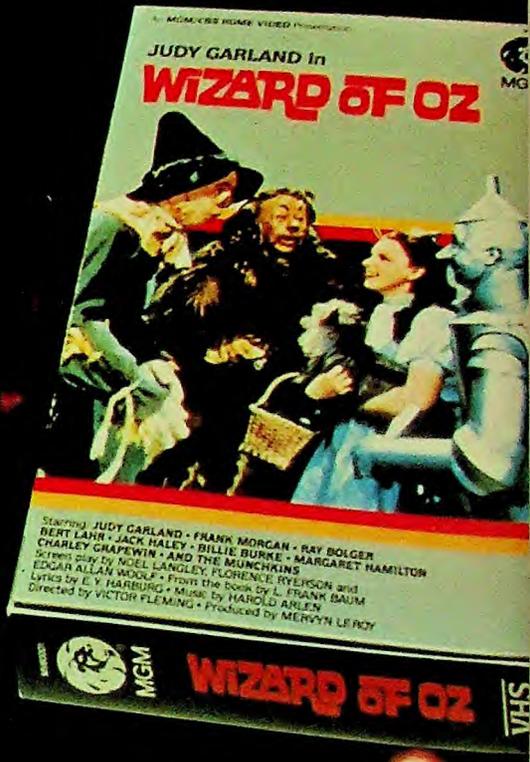
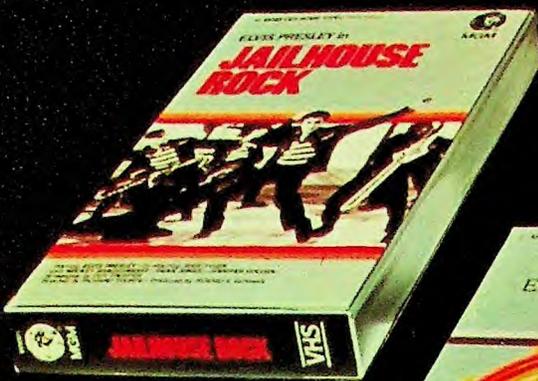
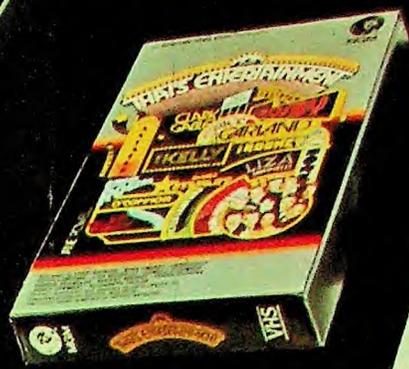
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A STANLEY KUBRICK PRODUCTION  
**2001:**  
a space odyssey



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Screenplay by STANLEY KUBRICK and ARTHUR C. CLARKE  
Directed and Produced by STANLEY KUBRICK



2001:  
a space odyssey

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# The big name in movies-

# MGM

Here's the big news everyone's been waiting for!

Two of the world's giants of entertainment are together at last - MGM and CBS.

This association brings to your customers long awaited videos of the film giants big screen classics - musicals, comedy, adventure and action. Box office hits from a host of other major studios - Lorimar, Goldwyn, Rodgers & Hammerstein. Plus a selection of special interest features covering a spread of subjects from classical ballet to rock 'n' roll.

The library boasts a back catalogue of over 2,000 films, with the prospect of continual expansion, including future product from many of the exciting new independent film makers. MGM/CBS Home Video promises to represent the most comprehensive range of VHS and Beta format cassettes available anywhere.

# The big name in records-

# CBS

What a way to blast off!

The launch release is spearheaded by

2001: A Space Odyssey UMB 10002, UMB 10002

The Wizard Of Oz UMB 10001, UMB 10001

Electric Light Orchestra UMB 10021, UMB 10021

Being There UMB 10026, UMB 10026

Jailhouse Rock UMB 10011, UMB 10011

That's Entertainment UMB 10007, UMB 10007

Coma UMB 10013, UMB 10013

Tom & Jerry UMB 10019, UMB 10019

Fame UMB 10027, UMB 10027

Meet Me In St Louis UMB 10005, UMB 10005

The Big Red One UMB 10052, UMB 10052

A Night At The Opera UMB 10009, UMB 10009

Blow-up UMB 10015, UMB 10015

The Boys In The Band UMB 10017, UMB 10017

The Nutcracker UMB 10024, UMB 10024

The Champ UMB 10034, UMB 10034

Sherlock Holmes (double feature)

UMB 10046, UMB 10046.

All great films offering superb entertainment value. And there's more to come,

including several major musical/theatrical projects already under way specially for video.

\*UMB = Beta \*UMV = VHS

If you already stock cassettes, you'll appreciate the significance of this launch. If you've delayed your decision to expand into video, the arrival of MGM/CBS should provide the push you need. Video is here to stay and it means business.

From now on all the success and guaranteed quality you associate with CBS Records will be reflected in MGM/CBS Home Video. Dealers' will get the same high standard of presentation, promotion and 'all round' support. And remember, MGM/CBS Home Video will be as simple to order as CBS Records. Follow the same method for the same excellent level of service.

Stock MGM/CBS films and use the displays. We'll make you a big success in the movies.

# Now the big name in video-

# MGM/CBS HOME VIDEO

## Sales conferences '81

## Big November schedule from Warner Bros

HOT NEWS from Warner Bros label manager Ellie Smith at the WEA meeting was that the new Fleetwood Mac album is now scheduled for January, 1982, and new albums by Rod Stewart and Emmylou Harris are due in November.

Also in November is a special George Benson package which, said Smith, will be treated to a "massive worldwide marketing campaign" including test market TV advertising and is aimed at being one of WB's big-selling albums for Christmas.

The package consists of a two-LP set in a gatefold sleeve plus a 12-page booklet mainly written by legendary A&R man John Hammond who discovered Benson, and photos tracing Benson's 17-year career.

The album spans his career including early recordings and illustrates his evolution from jazz guitarist to the wider rock market. The set is titled *The Collection* and is released November 5.

Other product previewed included Rose Royce's new album *Jump Street*; a single, *Stars On Water*, by singer/songwriter Rodney Cromwell, ex-Emmylou Harris's Hot band; new Sire signing The Necessaries; a New York club band who debut with a single, *Europe*; a new single from Bim; and a new single, *I Go To Sleep*, by The Pretenders, forecast by Smith as being the label's "number one Christmas single".

Looking further ahead, Smith revealed that Paul Simon starts recording a new album shortly with Russ Teitleman and Lenny Warneker; Christopher Cross starts recording his new album this month and his new US hit single, *The Theme From Arthur*, is out next week; and a Doobie Bros greatest hits volume two package is planned.

## Package tour planned to boost Atlantic

THE ATLANTIC catalogue will get a considerable sales boost if plans for a UK package tour of a number of the label's leading artists come to fruition.

The mooted tour was revealed at the WEA conference by Atlantic label executive Mary Hooten who said that artists being approached for the tour include Sam & Dave, Wilson Pickett, Percy Sledge and Ben E King.

In her product presentation, Hooten previewed forthcoming Atlantic albums by Chic, Sister Sledge (self-produced), new signing Kix, T S Monk, AC/DC (their eighth album) and Mink DeVille who will be touring the UK in November.

Special single packages were also presented — two studio cuts from Blackfoot's *Marauder* album in a colour gatefold plus a free single of *Train Train*, recorded at Hammersmith and *Highway Song*, recorded at Donington; and *Foreigner's Juke Box Hero* in a double gatefold sleeve.

# New 'slim and tough' EMI confident for future

IN HIS opening address, Ken East, president and chief operating officer EMI Music Europe and International, urged the EMI sales conference to face the future with confidence.

He acknowledged that the departure of Motown to RCA marked the end of EMI's major licensing deals, but recalled the fifties when he was an EMI Records salesman. "We lost CBS and RCA then, and I thought that the world had come to an end, but it led to a great era for EMI Records throughout the world, including The Beatles and Cliff Richard."

East added that in 1979 EMI's agreements with Arista and MCA finished, and the Motown European contracts ended last year. "But we are selling more records now in Europe than we did then, with all those labels."

EMI Records managing director Cliff Busby continued the same encouraging theme in his remarks to the conference. The past 12 months had been "a year of turmoil" — conservatively speaking — but the sales force had "conducted themselves with dignity".

Busby stressed the necessity for EMI to continue finding and breaking new acts. "By doing this we are able to persuade people to join us, because we look good in the market-place, and we look good because of you, the sales force."

He admitted the loss of Motown was "sad" but EMI had now come back to where it should be — finding and breaking new talent, exemplified by Duran Duran and

Sheena Easton. Every new success was another brick in the company's future.

"We are building up the catalogue as we did 25 years ago," Busby stated. "Acts like Duran Duran and Sheena Easton will be earning us money 25 years from now."

"We have only one licensing deal now, with RAK, which is more like family anyway — we are slim and tough, a new generation of EMI people, and I have no fears about the future."

**More EMI news on page 8**



KEN EAST

**MUSIC & VIDEO WEEK**

ISSN 01 44-5782

Incorporating Record and Tape Retailer A Morgan-Grampian Publication Published by Music Week Ltd.

SUBSCRIPTION RATES

UK £34. Eire £41.50 Irish. Europe \$108. Middle East, North Africa \$143. US, S. America, Canada, India, Pakistan \$168. Australia, Far East, Japan \$190.

40 Long Acre, London WC2E 9JT

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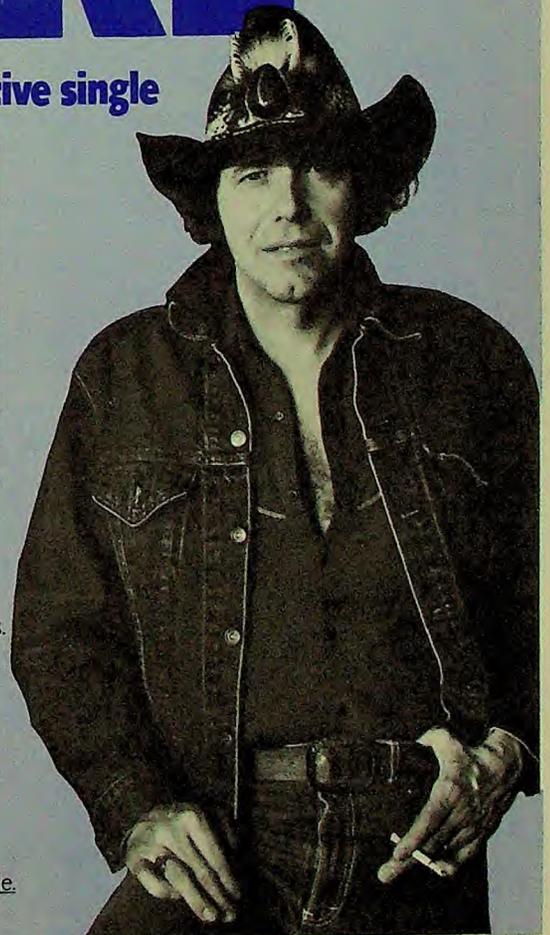
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NEW YORK OFFICE: Morgan-Grampian Inc., 2 Park Avenue, New York, NY 10018, USA. (Tel: 212 340 9700).

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## Sales conferences '81

# Don Ellis points RCA to the 'first team'

IN A stirring speech to his sales force in Bournemouth, mixing some notes of caution with congratulations on turning the company around, RCA's managing director Don Ellis predicted a position of all-round strength in the UK by the end of next year.

He said that a strong creative UK presence backed by aggressive sales and marketing had enabled the company to "move from nobody to somebody" this year, and added: "We had to prove that we could sign and break new acts in the UK. The success with Bucks Fizz this year is impressive but we need six or eight Bucks Fizzes every year."

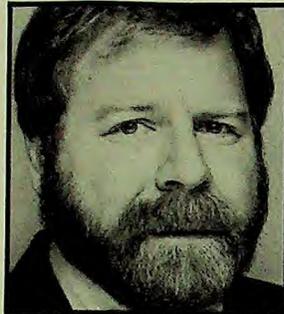
"RCA is going to be in the first team from now on, and the biggest example of that philosophy is our

deal with Motown. If we can break Motown artists who are not known here yet, we will really bring the money in. If RCA had had Motown for the second quarter this year instead of EMI, then we would have been the number one record company for singles in the UK."

Recalling the last occasion he had addressed the sales force, Ellis said that RCA was in the middle of a pricing problem and "most of the rest of the industry had probably written us off".

He suggested that RCA had brought some pricing sanity into the UK market and that this was shown by the fact that other companies had now matched, or even overtaken, RCA's prices.

● IT WAS confirmed at the RCA sales conference that UK managing director Don Ellis has been elevated to the position of vice president of



Don Ellis

market development Europe, while UK joint deputy MD Ed Lavish will oversee the financial operation for the whole of Europe, with the title vice president of finance and operations Europe.

## Strong campaigns for classical crossovers

RCA IS backing its belief in classical/MOR crossover releases by putting together strong campaigns behind releases on the Red Seal label. A James Galway album, called The Pachelbel Canon Suite, taken from the film Ordinary People, will be re-serviced to dealers and exchanged for current stock of Galway's latest release.

The LP will be the subject of a pop-orientated campaign and TV adverts have been lined-up for the LWT, Granada, Trident and Westward areas during a two week period in October.

A Red Seal album featuring Elena Duran with Stephane Grappelli, called Norwegian Wood, a selection

of Beatles hits, will be backed by adverts in the *Sunday Times*, *Daily Mail* and *Daily Express*. Duran will be performing the material in the autumn at London's Duke Of York Theatre.

Also on Red Seal, an LP by Robert White will feature in a national advertising campaign, and RCA is investigating the possibility of co-operative advertising with dealers.

Another album to be TV-promoted is Kate Robbins' debut LP which includes her current single, and is set for October release. TV spots are being taken in several areas and there will be national press advertising.

## Elvis EP collection at cut price

PRODUCT MANAGER Roger Semon unveiled a new batch of EP releases under the heading, The Elvis Presley Collection. The 10 EPs will be released in November with sleeves featuring the original artwork, and titles include Loving You, Heartbreak Hotel and Jailhouse Rock. The first four EPs have never been released before in the UK and the main sales incentive for the records is that they will retail at normal single price.

In addition to RCA's already-announced autumn releases (MW August 29), there will be UK product from Saints And Sinners, the Steve Gibbons Band, and Voyager, as well as an original cast LP of Anyone For Denis?, which will be advertised in the *Standard* and *Private Eye*.

## Ice licensing pact announced

DEALS ANNOUNCED at the RCA sales conference include a licensing arrangement with Eddy Grant's Ice label, whose forthcoming product will include releases from Rudy Grant, Antilles and Frontline Orchestra. Also announced was a licensing deal with KR Records for commercial reggae.

Following the success of the recent Sugar Minott single, RCA has extended its deal with him to incorporate a new single and an album in October.

**More conference reports on pages 6, 8 and 35 and in next week's MW**

## Airplay frequency chart



18 (24)	GENESIS: Abacab	7 (6)	RACEY: Little Darlin'
17 (15)	ANEKA: Japanese Boy	7 (9)	RONNIE MAYOR: Can't Wait Will The Summer Comes
17 (16)	SOFT CELL: Tainted Love	7 (10)	SHAKIN' STEVENS: Green Door
16 (12)	CLIFF RICHARD: Wired For Sound	6 (6)	BRUCE SPRINGSTEEN: Cadillac Ranch
16 (17)	MODERN ROMANCE: Everybody Salsa	6 (14)	BUCKS FIZZ: One Of Those Nights
15 (10)	POINTER SISTERS: Slow Hand	6 (-)	DAVE STEWARD/BARBARA GASKIN: It's My Party
15 (20)	ROLLING STONES: Start Me Up	6 (-)	DEPECHE MODE: Just Can't Get Enough
15 (6)	TEARDROP EXPLODES: Passionate Friend	6 (9)	EXILE: Heart & Soul
15 (10)	ORCHESTRAL MANOEUVRES IN THE DARK: Souvenir	6 (6)	GARY U. S. BONDS: Jole Blon
14 (9)	ADAM & THE ANTS: Prince Charming	6 (7)	HI-GLOSS: You'll Never Know
13 (12)	ELECTRIC LIGHT ORCHESTRA: Hold On Tight	6 (-)	HOLLIES: Medley
13 (11)	HUMAN LEAGUE: Love Action	6 (7)	JOAN ARMATRADING: I'm Lucky
12 (8)	ALVIN STARDUST: Pretend	6 (9)	JOE JACKSON: Jack You're Dead
12 (12)	RANDY CRAWFORD: Rainy Night In Georgia	6 (-)	JOHN FOX: Europe After The Rain
12 (13)	UB40: One In Ten	6 (11)	PRETENDERS: Day After Day
12 (12)	ULTRAVOX: Thin Wall	5 (-)	ART GARFUNKEL: Heart In New York
11 (13)	ROYAL PHILHARMONIC ORCHESTRA: Hooks On Classics	5 (7)	ENIGMA: I Love Music
10 (-)	OTTAWAN: Hands Up	5 (-)	JOAN ARMATRADING: No Love
10 (7)	REX SMITH/RACHEL SWEET: Everlasting Love	5 (7)	LOOK: Feeding Time
9 (14)	TENPOLE TUDOR: Wunderbar	5 (-)	O.K. JIVE: To You
9 (-)	GODLEY & CREME: Under Your Thumb	5 (-)	SLADE: Lock Up Your Daughters
8 (11)	DOLLAR: Hand Held In Black & White	5 (-)	TUBES: Don't Wanna Wait Anymore
8 (9)	LOBO: Caribbean Disco Show	5 (7)	
8 (-)	RICKIE LEE JONES: Woody & Dutch	5 (-)	
7 (15)	BILL WYMAN: Si Si Je Suis Un Rock Star		
7 (6)	CENTRAL LINE: Walking Into Sunshine		
7 (7)	GARY NUMAN: She's Got Claws		
7 (6)	IMAGINATION: In & Out Of Love		
7 (5)	LINX: So This Is Romance		
7 (7)	NOLANS: Chemistry		

Figures denote actual logged plays in the Monday-Sunday period preceding publication (7am to midnight weekdays, 7am-7.30pm Saturday, 8am-7pm Sunday). Previous week's plays in brackets. Compiled by Sham Tracking (01 290 0129).

## RCA mid-price drive previewed

IN STRESSING RCA's firm commitment to expanding its mid-price range, product manager Lee Simmonds previewed 10 new additions to the mid-price International label, and also announced that there will be at least another 50 full-price LPs moving onto the International label before the end of the year.

Simmonds revealed that the dealer price for this product will be reverting to £1.82 from this month, "so that the dealer can sell it at

£2.99, making his full margin of 30 per cent."

RCA will be backing the new releases with 200,000 consumer leaflets, browser cards, and hanging showcards. All these promotional items will focus on the selling price of £2.99.

Among the 10 new albums there is product from Perry Como, Fats Waller, Iggy Pop, Frank Sinatra, Pure Prairie League and Eddie Fisher. A Chipmunks LP, Urban Chipmunk, will be preceded by a single at the end of October.

## WEA marketing strategy

FUTURE STRATEGY for WEA marketing was outlined at its conference by newly-promoted marketing manager Stuart Till who revealed aggressive plans to grab more sales with cheaper cassettes, back catalogue exploitation and direct response TV marketing.

"We need to give cassettes their proper respect," said Till, suggesting simultaneous release with the album, selling-in as a separate product, seeking better racking and displays in shops, a cassette chart and media coverage.

Till said that it should be possible to give cassettes a price advantage over albums and there would also be improvements in packaging, and an extension of cassette distribution.

Back catalogue plans include re-pricing, re-releasing titles that have new sales potential, re-releasing product under "concept umbrellas", and putting together compilations.

Till said that WEA was investigating direct response TV advertising via Tellydisc or with a TV contractor, and would be undertaking TV advertising for albums again - (after over 15 months.)



Love can hurt

Clive Sarstedt

New single available on:



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TRYIN' TO LIVE MY LIFE WITHOUT YOU  
YOU'LL ACCOMP'NY ME  
THE FIRE DOWN BELOW  
HER STRUT  
FIRE LAKE  
BETTY LOU'S GETTIN' OUT TONIGHT  
LET IT ROCK  
FEEL LIKE A NUMBER  
OLD TIME ROCK AND ROLL  
MAIN STREET  
HOLLYWOOD NIGHTS  
ROCK AND ROLL NEVER FORGETS  
WE'VE GOT TONIGHT  
AGAINST THE WIND  
NIGHT MOVES

**THE LIVE ALBUM OF 1981 IS COMING!**

**"NINE TONIGHT"**

**BOB  
SEGER**

**AND THE SILVER BULLET BAND**

**BRAND NEW LIVE DOUBLE ALBUM  
16 NEW LIVE TRACKS RECORDED ON THE 1980 U.S. TOUR**

**DOUBLE ALBUM SPECIALLY REDUCED DEALER PRICE £4.05**

**HEAVYWEIGHT MARKETING PUSH INCLUDE  
500 DEALER DISPLAYS, RADIO ADVERTISING  
MUSIC PRESS ADS, PRE-RELEASE IN-STORE SAMPLERS**

**ALBUM: ESTSP 23**



**CASSETTE TC2/ESTSP 23**

## Sales conferences '81

# Genesis LP spearheads Charisma autumn drive

CHARISMA'S AUTUMN campaign — presented at the PolyGram conference — is spearheaded by the new Genesis album, *Abacab*, which is released on September 18 with a shipping order of more than 225,000 LP's and tapes.

Available initially in four different coloured sleeves, *Abacab* will be backed by a massive marketing campaign including 1,000 London transport bus fronts, 600 shop displays and full-colour posters. Advertising includes the national press, the *Oberser* colour magazine and co-operative ads with Virgin, HMV, WH Smiths and Boots. A booster campaign is also being planned for December when Genesis will be playing three concerts at Wembley (17, 18, 19) and three at Birmingham National Exhibition Centre (20, 21 and 22).

Set for late autumn release on Charisma is a compilation comedy album, *We Are Most Amused*,

released in aid of The Prince's Trust, the personal fundraising charity of HRH Prince Of Wales. It includes contributions from "a large number of record companies" and has the personal support of the Monty Python team, Morecambe and Wise, Dame Edna Everage, Jasper Carrott, Neil Innes, Rowan Atkinson, Billy Connolly, Harry Secombe and Spike Milligan. The album will be the subject of a major campaign "aimed at the Christmas present market".

September 18 sees the release of Sir John Betjeman's fourth album for Charisma which co-incides with the poet's 75th birthday. A campaign will tie in with John Murray publishers and will include posters and ads in the *Sunday Telegraph*, *Guardian* and *Punch*. Sir John will undertake a rare interview with BBC Nationwide around the time of the launch of the album.

•Peter Gabriel is in the studio working on a new album scheduled for January release.

## WHY-FI

NEW SINGLES by Sparks, (Funny Face from the Whomp That Sucker album), Robert Ellis Orrall (Uh Oh Squad, longer, recorded cut of track from Fixation LP), and Teardrop Explodes' guitarist Troy Tate (Hold On To That Lifeline) were the focus of the presentation by Why-Fi Records' Paul McNally at the RCA conference.

McNally told the salesmen that Sparks will be making a European tour with yet-to-be-confirmed UK dates in October and will be making a new album in Munich with producer Mack. Orrall will also be touring in the autumn.

## ROCKET

ROCKET RELEASES the debut album from Dramatis, Gary Numan's former touring band, *For Future Performance*, on October 12. There will also be continued promotion for the Johnny Warman album, *Walking Into Mirrors*. Rocket's Sally Atkins also reminded PolyGram's secretary that though Judie Tzuke had left the label, there was still mileage to be had out of the three albums on catalogue — *Welcome To The Cruise*, *Sportscar* and *I Am The Phoenix*.

## BRONZE

BRONZE is broadening its image, director and general manager Robert Lemon told the PolyGram conference in introducing new acts Jeep, an all-girl group, and Sundance, a new band which includes Mary Hopkin in its line-up. Both acts will debut with singles shortly.

Lemon also presented a new album from Sally Oldfield, *Playing In The Flame*, and Bronze's first compilation LP, *A Quiet Night In*, featuring Motorhead, Girlschool, Hawkwind, Manfred Mann and others, selling at mid-price.

## ORIGINAL RECORDS

ORIGINAL RECORDS director Don Mousseau provided some light relief at the RCA sales conference, presenting a comedy package of five albums.

First is 439 Golden Greats, an album from spoof performers The Heebeeebees, nominally featuring such artists as Jack Michaelson, The Beagles, David Bovvwow and Kenny Rogered. This is released on September 11 and the first 5,000 come with an eight-page paper called *Smash Twits*. The artists have a regular slot on ITV's *Tiswas* from September 19 and currently feature in the Radio Four series *Radio Active*.

On October 9 there are two further comedy releases: *An Evening Without* produced by Griff Rhys Jones of *Not The Nine O'Clock News*, and *Alternative Cabaret*, comprising material first heard at London's *Comic Strip*. Both albums have a dealer price of £2.40.

As the promotional push on these albums mounts Original will release a sampler album containing extracts from the new LPs on November 6. Entitled *Is Nothing Sacred*, it is intended to retail for less than £3.

An ad campaign for the comedy releases will take in *Punch*, *Private Eye*, *The Daily Telegraph* and some music papers.

## RSO

THE NEW Bee Gees album, *Living Eyes*, will be released next month backed by a "massive campaign" including special dealer presentation packs, widespread advertising, co-operative advertising with leading stores, promotional videos and extensive media coverage — that was the promise to PolyGram salesmen by RSO general manager Ashley Newton.

## CHEAPSKATE

CHEAPSKATE'S AUTUMN activities concentrate on new band *Top Secret*, label chief Chas Chandler told the RCA delegates. A single, *Don't Say No*, is

released this week and a promotion video is available. The band is touring throughout September and October with David Essex, and the climax of the tour at Hammersmith Odeon with their LP debut, *Another Crazy Day*.

## SCRATCH

RCA PRODUCT manager Paul Williams revealed that a new LP, tentatively entitled *Anyone Can Fly*, is being recorded by ex-Wings member Denny Laine and can be expected in November on *Scratch Records*. This month the label also issues the debut single by new signing Nicky Robson, called *Stars* and available on seven and 12-inch formats.

DAVID ESSEX NEW ALBUM

THE FUTURE

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M.C. 7150064

INCLUDING THE NEW SINGLE "THE MAGICIAN" MER 82

## THE TOUR

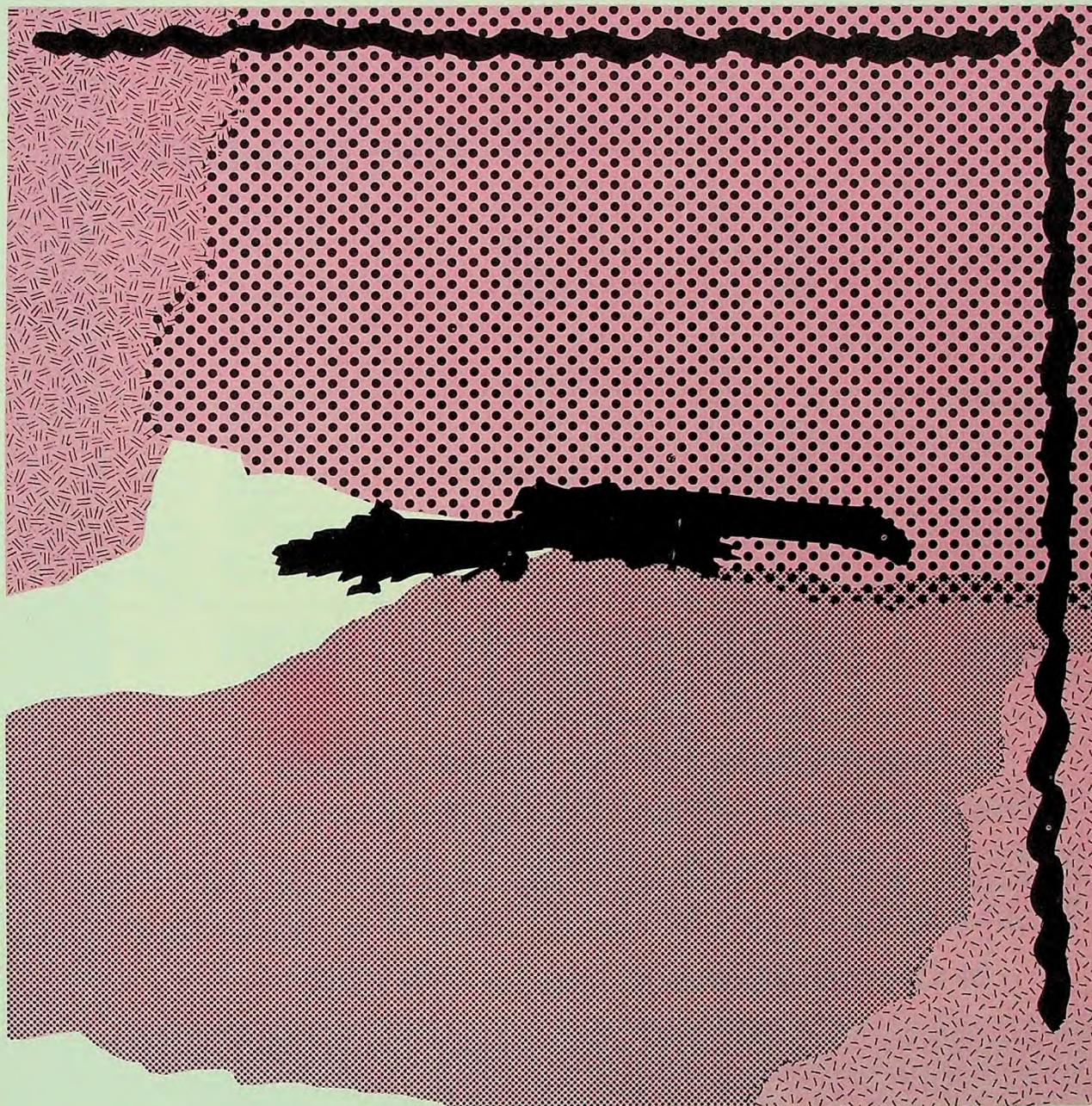
- 12th Sept. Edinburgh Playhouse
- 13th Sept. Newcastle City Hall
- 14th Sept. Sheffield City Hall
- 15th Sept. Coventry Apollo Theatre
- 16th Sept. Leicester De Montfort
- 17th Sept. Ipswich Gaumont Theatre
- 18th Sept. Chelmsford Odeon Theatre
- 19th Sept. Pool Arts Centre
- 20th Sept. Southsea Kings Theatre
- 21st Sept. Brighton Conference Centre
- 22nd Sept. Bristol Colston Hall
- 24th Sept. Cornwall Coliseum
- 25th Sept. Cardiff New Theatre
- 26th Sept. Bletchley Leisure Centre
- 27th Sept. Birmingham Odeon
- 29th Sept. Wolverhampton Civic Hall
- 30th Sept. Manchester Free Trade Hall
- 1st Oct. Liverpool Royal Court
- 2nd Oct. Leeds Grand Theatre
- 3rd Oct. Leeds Grand Theatre
- 4th Oct. Croydon Fairfields Halls
- 5th Oct. Canterbury Odeon Theatre
- 6th Oct. London Hammersmith Odeon
- 7th Oct. London Hammersmith Odeon

POLYGRAM



# Genesis

NEW ALBUM



a  
b  
a  
c  
a  
b

WRITTEN & PRODUCED BY BANKS/COLLINS/RUTHERFORD  
ENGINEERED BY HUGH PADGHAM

ALBUM CBR 102 TAPE CBRC 102  
INCLUDES LONG VERSION OF CURRENT HIT SINGLE "ABACAB"

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- NATIONAL BILL POSTING
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ETC ETC

GENESIS PERFORMING SONGS FROM ABACAB:  
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 DECEMBER 20TH/21ST/22ND - NATIONAL EXHIBITION  
 CENTRE BIRMINGHAM



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## Sales conferences '81

### Thorn EMI aims high as video outlets grow

A RAPIDLY expanding home video market and a major share in it were central themes of the address given at the EMI conference by Thorn EMI Video Programmes marketing manager Jonathan Martin. And there is a big autumn release schedule of 150 titles, including 34 new programmes.

Martin reminded his audience that six months ago there were only 200 home video outlets and a 1980 tape sale of 15,000. Thorn EMI resolved on a policy of good titles, improved quality of tape, and a regular monthly programme of new releases, and a campaign to increase the outlets to 1,000 by the end of this year and to persuade multiples and specialist shops to stock the company's software and establish rental schemes.

Outstanding success has been achieved in all those areas, said Martin, and the number of outlets has now passed the 5,800 mark including major multiples such as Woolworth, Boots, Co-op, W H Smith and John Menzies, plus rental chains, HMV stores and other video shops.

"Our sales target for 1981 was 120,000 tapes," said Martin, "and we've already sold 140,000. We anticipate to hit a quarter million by the end of the year."

There are now more than 800,000 video machines in UK homes, and this total is expected to surpass one million by the end of the year. According to Gallup research, nine out of 10 people owning or about to acquire video equipment said they intended to buy or rent pre-recorded tapes.

Big sellers for Thorn EMI have been The Deer Hunter (over 14,000), One Flew Over The Cuckoo's Nest (over 10,000) and Convoy (10,000). Martin reckons that the company has a 20 per cent share of the market.

Among the autumn releases, he forecast that Flash Gordon, The Jazz Singer, Elephant Man and Life Of Brian would hit 15,000 sales each, and Long Good Friday, The Mirror Crack'd, The Wings Rock Show, and The Awakening would reach over 5,000. There will be a major nationwide TV campaign comprising 140 spots.

Thorn EMI is continuing to boost its 90-cassette "Tardis" merchandiser and is also catering for outlets with insufficient space for this model. The company is changing its logo again, "and intends to become the major force in home video in this country."

## EMI's hits and flix

QUEEN, STRANGLERS, Sheena Easton, Anne Murray, Dame Vera Lynn and new acts Bumble & The Bees, Thomas Dolby and John Watts were among the names with forthcoming product introduced to the EMI conference by marketing director Peter Buckleigh.

Queen's Greatest Hits will be released towards the end of next month in tandem with Queen's Greatest Flix, a video containing 15 of the LP's 17 tracks. There will be what Buckleigh termed "three bursts" of TV commercials promoting the album in November and December.

New signing Thomas Dolby will make his debut with a single entitled Europa & The Pirate Twins on Zonophone. Dolby has previously worked with Lene Lovich and Joan Armatrading. Buckleigh promised a new LP from The Stranglers before Christmas, and debut material from Bumble & The Bees.

TV campaigns will be mounted around 20 Family Favourites by Dame Vera Lynn (EMTV) and The Very Best Of Anne Murray (Capitol) before Christmas. Buckleigh showed an excerpt from an Olivia Newton-John video cassette of the Physical single and album (EMI), and a video promo clip on Duran Duran's Girls On Films aimed at clubs and discos.

There was also a snippet from the forthcoming Kate Bush album (EMI); Sheena Easton's next LP (scheduled for later this month) in

the shape of You Could Have Been With Me, and a sample of John Watts (Liberty), formerly lead guitarist with Fischer Z, and Hi Tension (EMI).

Other new product includes a double live album by Bob Seger (Capitol) out this month, a Diana Ross album set for October release, and The Last Night Of The Poms, a double album featuring Dame Edna Everage with Sir Les Patterson being recorded this month at the Royal Albert Hall with music by Carl Davis.



PETER BUCKLEIGH

### Five music videos

A VARIED line-up of five videos was the subject of the presentation by Geoff Kempin, manager video products, EMI Records (UK) at the EMI conference.

The videos, all due out next month, are available on both the VHS and Betamax systems, and Kempin underlined the fact that the five "illustrate perfectly" the wide-ranging catalogue of EMI in both pop and classical fields.

The Tubes Video features the bizarre American rock band in a production shot in Europe and the US, and containing all the songs from the band's recent LP The Completion Backward Principle, plus White Punks On Dope and Mondo Bondage and two previously unreleased tracks, Sports Fans and Business.

Cliff Richard and the Shadows are the stars of Thank You Very Much,

the reunion concerts at the London Palladium in 1978, comprising 22 tracks plus "rare and original" film from their early stage and TV appearances.

Live At Hammersmith Odeon is a film of Kate Bush's final concert on her sell-out 1979 UK concert tour. Greatest Flix is the title of the first full-length video from Queen, containing 17 tracks and tracing the history of the band from Killer Queen to the Flash movie soundtrack and including Bohemian Rhapsody. The release of this video will coincide with the issue of the Queen's Greatest Hits album, also comprising 17 tracks, 15 of which are featured in the video.

On the classical front, there is a video of Itzhak Perlman playing Beethoven's Violin Concerto with the Philharmonia Orchestra conducted by Carlo Maria Giulini.

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HITS RIGHT UP YOUR STREET.

<p><b>Side One</b> Telstar Chi Mai <small>(Theme from The Life and Times of David Lloyd George)</small> We Don't Talk Anymore Imagine/Woman</p>	<p>Hats Off To Wally One Day I'll Fly Away Summer Love '59 Misty</p>	<p><b>Side Two</b> This Ole House The Winner Takes It All Sailing Thing-Me-Jig</p>	<p>More Than I Can Say Cowboy Cafe The Third Man Nut Rocker</p>
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## TV CAMPAIGN

(Phase One) COMMENCES 16th SEPTEMBER IN ATV AREA FOR 3 WEEKS

**PLUS NATIONAL AND LOCAL PRESS ADS**

**PLUS SPECIAL WINDOW DISPLAYS**

**PLUS FULL PROMOTIONAL BACK-UP**

**PLUS 33 DATE NATIONWIDE CONCERT TOUR**

SEPTEMBER 18-19 Coventry Theatre 20-21 Colston Hall, Bristol 23-Coliseum Theatre, St Austell 25-26 Southport Theatre 27-Assembly Rooms, Derby  
28-De Montford Hall, Leicester 30-Gaumont Theatre, Ipswich OCTOBER 2-Civic Theatre, Halifax 3-Sunderland Empire 4-5 Usher Hall, Edinburgh  
6-City Hall, Newcastle 7-City Hall, Hull 9-Odeon Theatre, Birmingham 10-Apollo Theatre, Manchester 11-Opera House, Blackpool 13-14 New Theatre, Oxford  
16-17 Winter Gardens, Bournemouth 18-19 The Guildhall, Portsmouth 21-Cliffs Pavilion, Southend 23-24 The Dome, Brighton 25-Congress Theatre, Eastbourne  
26-Fairfield Hall, Croydon 28-Kelsey Kerridge Centre, Cambridge 30-31 Dominion Theatre, London

ALBUM POLD 5046 ALSO AVAILABLE ON CASSETTE POLD 5046



# SPECIAL PLAYS

DAVID HAMILTON'S SINGLE OF THE WEEK  
LOVE WAITS — Jacksons

DAVID HAMILTON'S ALBUM OF THE WEEK  
LOVE SONGS — Buddy Holly (MCA MCF 3117)

CAPITAL: PEOPLE'S CHOICE  
JUST CAN'T GET ENOUGH — Depeche Mode  
CLYDE: CURRENT CHOICE

DOWNTOWN: MUSIC MOVER  
JUST ANOTHER BROKEN HEART — Sheena Easton  
FORTH: STATION PICK  
JUST CAN'T GET ENOUGH — Depeche Mode  
LUXEMBOURG: POWERPLAY  
ALVIN STARDUST  
BBC SCOTLAND: SINGLE OF THE WEEK

PENNINE: PENNINE PICK  
MANX ALBUM OF THE WEEK

# AIRPLAY ACTION

Radio Two listings based on actual plays logged up till the Thursday evening preceding publication. Information supplied by Sham Tracking (01-290 0129).

Listings exclude last week's Top 40

	RADIO TWO	BBC SCOTLAND	BBC WALES	BBC NORTH	BBC SOUTH	BBC	CAPITAL	CITY	CLYDE	DOMINION	FORTH	HAMILTON	LUXEMBOURG	MANX	METRO	ORRELL	PENNINE	PROCADITLY	SPANSEA	SOUND	TEES	TRENT	THAMES	VALLEY	VICTORY	NEW RELEASES
ADAM AND THE ANTS Prince Charming CBS A1408 (C)																										
ALAN PARSONS PROJECT Time Arista 423 (F)																										
ARMATRADING, JOAN I'm Lucky A&M AMS 8163 (C)																										
BARON KNIGHTS Mr Rubik Epic EPCA 1596 (C)																										
BEACH BOYS Medley Capitol CL 213 (E)																										
BERRY, MIKE Memories Polydor POSP 287 (F)																										
BOYSTOWN GANG Ain't No Mountain Moby Dick DICK 1T (W)																										
CARNES, KIM Draw Of The Cards EMI EA 125 (E)																										
CARPENTERS Beechwood A&M AMS 8153 (C)																										
CENTRAL LINE Walking Into Sunshine Mercury MER 78 (F)																										
CRUSADERS/COCKER I'm Standing Here Today MCA 741 (C)																										
COOLIDGE, RITA THE CLOSER A&M AMS 8162 (C)																										
DEPECHE MODE I Can't Get Enough Mute MUTE 016 (RT)																										
DOOLEYS And I Wish GTO GT 300 (C)																										
DORE, CHARLIE Listen Chrysalis CHS 2536 (F)																										
DONKEES Listen To Your Radio MCA 737 (C)																										
DE BURGH, CHRIS Waiting For The Hurricane A&M																										
EASTON, SHEENA Just Another Broken . . . EMI 5232 (E)																										
EVERLEY, DON Let's Put Our Hearts . . .																										
EXILE Heart And Soul Rak 333 (E)																										
FRANKLIN, BENSON Love All The . . . Arista ARIST 428 (F)																										
FRANK BARBER ORCHESTRA Glen Miller Today PRT 7P229 (A)																										
GARFUNKEL, ART A Heart In New York CBS A 1495 (C)																										
GIDEA PARK Seasons Of Gold Polo 14 (C/CR)																										
GRAHAM, LARRY Just Be My Lady W. Bros K 17839 (W)																										
GODLEY AND CREME Under Your Thumb Polydor POSP 322 (F)																										
HYMAN, PHYLLIS You Sure Look Good To Me Arista 424 (F)																										
IMAGINATION In And Out Of Love R&B RBS 202 (A)																										
JARREAU, AL We're In This Love . . . Warner Bros K 17849 (W)																										
JACKSON, JOE Jack, You're Dead A&M AMS 8161 (C)																										
JETS Sugar Doll EMI 5211 (E)																										
JOURNEY Who's Crying Now CBS A1467 (C)																										
JONES, QUINCY Betcha . . . A&M AMS 815 (C)																										
JACKSONS Time Waits For No-One Epic A 1579 (C)																										
JONES, RICKIE LEE Woody & Dutch . . . WB K 17581 (W)																										
KEYS Grease Money A&M AMS 8159 (C)																										
KLUGH, EARL Dance With Me Liberty UP 642 (E)																										
KNIGHT, GLADYS If That'll Make You Happy CBS A 1534 (C)																										
LINX So This Is Romance Chrysalis CHS 2546 (F)																										
LOVE UNLIMITED Lift Your Voice Unlimited Gold ULGA 1496 (G)																										
MEATLOAF I'm Gonna Love Her . . . Epic EPCA 1580 (C)																										
MATHIS, JOHNNY When I Need You CBS A 1602 (C)																										
MAGNA CARTA Highway To Spain RDR 003 (R)																										
MARIE, KELLY Don't Stop Your Love Calibre PLUS 8 (A)																										
MOODY BLUES The Voice Threshold TH 28 (F)																										
MURRAY, ANNE Another Sleepless Night Capital CL 209 (E)																										
NICKS, STEVE Stop Draggin' My Heart . . . WEA K 79231 (W)																										
ODYSSEY It Will Be Alright RCA 128 (R)																										

DISTRIBUTORS CODE. A - PRT, C - CBS, W - WCA, E - EMI, F Pctygram, R - RCA, Z - Enterprise, SP - Spartan, P - Pinnacle, RT - Rough Trade, SO - Stage One.



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7" RCA 129 12" RCAT 129



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# TOP 75 SINGLES

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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	1	7	TAINTED LOVE	Soft Cell (M. Thorne)	Burlington	Bizzere BZS 2 (F)	39	NEW	ENDLESS LOVE	Diana Ross/Lionel Richie (Paige)	PGP/Brockleman	Motown TMG 1240 (E)	
£ 2	NEW	PRINCE CHARMING	Adam & The Ants (Hughes/Ants/Marco)	EMI	CBS CBSA 1408 (C)	40	26	11	BEACH BOY GOLD	Gidee Park (Adrian Baker)	Various	Sonet STONE 2162 (A)	
3	2	6	JAPANESE BOY	Aneka (N. Ross)	EMI	Hansa/Ariola HANSA 5 (A)	£ 41	40	3	EUROPE AFTER THE RAIN	John Foxx (Foxx)	Island	Virgin VS 393 (C)
£ 4	11	3	WIRED FOR SOUND	Cliff Richard (A. Tarney)	BAR/ATV	EMI 5221 (E)	£ 42	45	5	WALKIN' INTO SUNSHINE	Central Line (R. Carter)	Central Line	Mercury MER 78 (F)
5	4	7	HOLD ON TIGHT	Electric Light Orchestra (J. Lynne)	April	Jet 7011 (C)	43	41	4	AS THE TIME GOES BY (VOCAL)	Funkapolitan (Darnell)	Copyright Control	London LON 001 (F)
6	3	6	LOVE ACTION (I BELIEVE IN LOVE)	Human League (Martin Rushent/Human League)	Dinsong/Virgin	Virgin VS 435 (C)	44	NEW	BIRDIE SONG	Tweets (Hadaway)	Valentine	PRT 7P 219 (A)	
£ 7	13	3	START ME UP	Rolling Stones (Glimmer Twins)	EMI	EMI RSR 108 (E)	45	34	12	FOR YOUR EYES ONLY	Sheena Easton (C. Neal)	United Artists	EMI 5195 (E)
▲ 8	23	3	SOUVENIR	Orchestral Manoeuvres In The Dark (Mike Howlett)	Dinsong	Dindisc DIN 24 (C)	46	35	9	CHANT NO. 1	Spandau Ballet (Richard/James/Burgess)	Reformation	Reformation/Chrysalis CHS 2528 (F)
9	7	6	ONE IN TEN	UB40 (UB40/R. Falconer)	New Claims/ATV	DEP Int. DEP 2 (SP)	47	49	3	BEACH BOYS MEDLEY	Beach Boys (-) (Burlington/Guild/Cousins/Father/Arc)	Capitol CL 213 (E)	
10	6	3	SHE'S GOT CLAWS	Gary Numan (Numan)	Numan Music	Beggars Banquet BEG 62 (W)	48	46	4	AIN'T NO MOUNTAIN... /REMEMBER ME	Boystown Gang (Bill Motley)	Jobete	WEA DICK 1 (W)
▲ 11	28	3	HANDS UP (GIVE ME YOUR HEART)	Ottawan (D. Vangarde)	Carrera/Heath Levy	Carrera CAR 183 (W)	49	39	6	FIRE	U2 (Steve Lillywhite)	Blue Mountain	Island WIP 6679 (E)
£ 12	16	5	EVERYBODY SALSA	Modern Romance (Mighell/Dean/James)	B.A.M./Chappell	WEA K 18815 (W)	50	NEW	JUST ANOTHER BROKEN HEART	Sheena Easton (Chris Neil)	Chappell/C&D	EMI 5232 (E)	
13	9	4	ABACAB	Genesis (Banks/Collins/Rutherford)	Hit & Run	Charisma CB 388 (F)	51	NEW	SEASONS OF GOLD	Gidee Park (Adrian Baker)	Various	Polo POLO 14 (C/CRI)	
14	14	4	THE THIN WALL	Ultravox (Ultravox/Plank)	Mood/Island	Chrysalis CHS 2540 (F)	£ 52	62	2	BETCHA WOULDN'T HURT ME	Quincy Jones (Quincy Jones)	Jobete/Blackbull	A&M AMS 8157 (C)
15	5	8	HOOKED ON CLASSICS	Louis Clark/RPO (Jarratt/Reedman)	Chappell/MCPS/Eaton	RCA 109 (R)	£ 53	56	2	PLAY TO WIN	Heaven 17 (BEF)	Virgin	Virgin VS 433
▲ 16	29	4	SLOW HAND	Pointer Sisters (Perry)	Warner Bros	Planet K 12530 (W)	54	37	7	ARABIAN NIGHTS	Siouxsie & The Banshees (Siouxsie & The Banshees)	Pure Noise/Chappell/Virgin	Polydor POSP 309 (F)
17	10	8	CARIBBEAN DISCO	Lobo (Boom/Beltman)	Copyright Control/Chappell	Polydor POSP 302 (F)	55	73	2	MEMORIES	Mike Berry (Hodges)	Francis Day & Hunter	Polydor POSP 287 (F)
£ 18	20	6	RAINY NIGHT IN GEORGIA	Randy Crawford (Tommy Lipuma)	KPM/EMI	Warner Brothers K 17840 (W)	56	47	13	GHOST TOWN	Specials (Collins)	Plangent Visions	2 Tone CHST 17 (F)
19	12	8	GIRLS ON FILM	Duran Duran (Colin Thurston)	Carlin/Tritec/Peterman & Co	EMI 5206 (E)	57	42	14	NEW LIFE	Depeche Mode (D. Miller)	Mute/Sonet	Mute MUTE 014 (RT/SP)
20	15	5	CHEMISTRY	Nolans (Nicky Graham)	Graham/Heath Levy/Bixpy/ATV	Epic EPCA 1485 (C)	58	48	12	CAN CAN	Bad Manners (Roger Lomas)	Magnet Music	Magnet MAG 190 (A)
21	8	8	GREEN DOOR	Shakin' Stevens (Stuart Colman)	Francis Day & Hunter/EMI	Epic EPCA 1354 (C)	59	44	11	WALK RIGHT NOW	Jacksons (Jacksons)	Carlin	Epic EPC A 1294 (C)
▲ 22	32	5	ONE OF THOSE NIGHTS	Bucks Fizz (Andy Hill)	Stave Nickelodeon/RAK	RCA 114 (R)	60	NEW	MULE (CHANT NO. 2)	Beggar & Co. (Baptiste/Wellington/McKrieth)	Sunbury	RCA 130 (R)	
£ 23	30	6	YOU'LL NEVER KNOW	Hi Gloss (G. Salerni)	Peterman/Carlin	Epic EPCA 1387 (C)	61	52	3	AUDIO VIDEO	News (Winterwood Prod.)	George Carr Music	Ka GEORGE 1 (SO)
£ 24	31	5	HAND HELD IN BLACK & WHITE	Dollar (T. Horn)	Island/Carlin	WEA BUCK 1 (W)	62	50	3	FEEDING TIME	The Look (Shacklock)	Big Brother/Stop & Listen	MCA 736 (C)
25	18	9	BACK TO THE SIXTIES	Tight Fit (Ken Gold)	Various	Jive JIVE 002 (C)	63	54	3	URGENT	Foreigner (Muff Lange/Mick Jones)	Warner Brothers	Atlantic K 11665 (W)
▲ 26	43	2	PRETEND	Alvin Stardust (Peter Collins)	Leeds	Stiff BUY 124 (C)	64	NEW	UNDER YOUR THUMB	Godley & Creme (Godley/Creme)	St. Annes	Polydor POSP 322 (F)	
27	17	7	WUNDERBAR	Tenpole Tudor (A. Winstanley)	Warner Brothers	Stiff BUY 120 (C)	65	NEW	DON'T WANT TO WAIT ANYMORE	Tubes (D. Foster)	Rondor/Pseudo Songs	Capitol CL 208 (E)	
28	25	12	TAKE IT ON THE RUN	Reo Speedwagon (Cronin/Richrath/Boamish)	Warner Brothers	Epic EPCA 1207 (C)	66	NEW	HEART & SOUL	Exile (Mike Chapman)	Chifmichip/RAK	RAK 333 (E)	
29	24	7	STARTRAX CLUB DISCO	Various (Bruce Baxter)	Various	Pickay KSY 1001 (F)	67	60	15	DANCING ON THE FLOOR	Third World (-)	Blue Mountain	CBS A 1214 (C)
30	19	8	HAPPY BIRTHDAY	Stevie Wonder (Stevie Wonder)	Jobete/Black Bull	Motown TMG 1235 (E)	68	NEW	CLASSICAL MUDLEY	Portsmouth Sinfonia (Martin Lewis)	Springtime/MCPS	Springtime/Island WIP 6736 (E)	
£ 31	51	2	IN & OUT OF LOVE	Imagination (Tony Swain/Steve Jolley)	Red Bus	R&B RBS 202 (A)	69	53	4	JEEPSTER/MARIE CELESTE	Polecats (Visconti)	Essex/Nervous	Mercury POLE 3 (F)
£ 32	33	3	PASSIONATE FRIEND	Teardrop Explodes (C. Langer/A. Winstanley)	Zoo/Warner Brothers	ZOO TEAR 5 (F)	70	NEW	DAY AFTER DAY	Pretenders (Chris Thomas)	Various	Real ARE 17 (W)	
£ 33	72	2	SO THIS IS ROMANCE	Linx (Linx/Carter)	Solid/RFM	Chrysalis CHS 2546 (F)	71	70	6	TURN IT ON	Level 42 (Mike Vernon)	ATV/Absolute	Polydor POSP 286 (F)
34	27	6	I LOVE MUSIC	Enigma (N. Wright/L. McCutcheon)	Various	Creole CR 14 (C/CR)	72	NEW	I'M LUCKY	Joan Armatrading (Steve Lillywhite)	Rondor	A&M AMS 8163 (C)	
£ 35	38	4	EVERLASTING LOVE	Rex Smith/Rachel Sweet (Rick Chertoss)	Peter Maurice/EMI	CBS A 1405 (C)	73	60	18	BODY TALK	Imagination (Swain/Jolly)	Red Bus	R&B RBS 201 (A)
£ 36	36	3	HOLLIEDAZE	Hollies (Hollies)	Various	EMI 5229 (E)	74	NEW	YOU SURE LOOK GOOD TO ME	Phyllis Hyman (Jackson)	ATV	Arista ARIST 424 (F)	
37	21	8	SI SI, JE SUIS UN ROCK STAR	Bill Wyman (Wyman)	Ripple/Paper/ITC/ATV	A&M AMS 8144 (C)	75	NEW	BRAS ON 45	Ivor Biggun & The D Cups (Langridge)	Various	Dead Badger BOP 6 (W)	
38	22	7	WATER ON GLASS/BOYS	Kim Wilde (R. Wilde)	Rickim/RAK	RAK 334 (E)	Compiled by British Market Research Bureau for the BPI, Music & Video Week and BBC, based on 250 from a panel of 700 conventional record outlets.						

A-Z TOP WRITERS

Abacab (Banks/Collins/Rutherford)	13
Ain't No Mountain High (Enough (Ashford/Simpson))	48
Arabian Nights (Siouxsie/Banshees/Gray)	54
As Time Goes By (Vocals) (Jonas/Anderson)	43
Audio Video (Sanger/News)	61
Betcha Wouldn't Hurt Me (S. Wonder)	52
Back To The Sixties (Various)	25
Beach Boy Gold (Various)	40
Beach Boy Medley (Various)	47
Birdie Song (Thomas/Rendell)	44
Body Talk (Jolly/Swain/John/Ingram)	73
Brae On 45 (Various)	75
Can Can (Trad. Arr. Bad Manners)	58
Caribbean Disco (Erbee/Goazewyn/Stam/Umbartio)	17
Chant No. 1 (Kemp)	46
Chemistry (N. Graham/R. Smith)	20
Classical Mudley (Various)	68
Dancing On The Floor (B. Clarke)	67
Day After Day (Hynde/Honeyman-Scott)	70
Don't Want To Wait (Anymore (Tibbs/Foster))	85
Endless Love (Litchie)	39
Europe After The Rain (Foxx)	41
Everybody Salsa (Dean/James)	32
Everlasting Love (Cason/Garden)	15
Feeding Time (Bass/Whetstone)	62
Fire (U2)	49
For Your Eyes Only (Conti/Lesson)	45
Ghost Town (Dammers)	56
Girls On Film (Duran Duran)	19
Hand Held In Black & White (Horn/Woolley)	24
Hands Up (Give Me Your Heart) (Kluger/Vangarde)	11
Happy Birthday (Wonder)	30
Heart & Soul (Chin/Chapman)	66
Heaven Door (Davie/Moore)	21
Hold On Tight (Lynne)	5
Holliedaze (Various)	36
Hooked On Classics (Various)	15
I Love Music (Various)	34
I'm Lucky (Armatrading)	72
In & Out Of Love (Swain/Jolly/Imagination)	31
Japanese Boy (B. Heath)	3
Jeepster/Marie Celeste (Various)	69
Just Another Broken Heart (Lesson/Cale)	50
Love Action (Burden/Oakley)	60
Memories (Kahn/Van Alstyne)	55
Mule (Chant No. 2) (Baptiste/Wellington/McKrieth)	60
New Life (V. Clark)	67
One In Ten (UB40)	9
One Of Those Nights (Glan/Burns/Moat)	22
Passionate (Cope)	32
Pretend (Douglas/Terman/Lovere)	53
Play To Win (BEF/Gregory)	26
Prince Charming (Ants/Marco)	2
Rainy Night In Georgia (T. J. White)	18
Seasons Of Gold (Various)	51
Si Si, Je Suis Un Rock Star (Wyman)	37
She's Got Claws (Numan)	10
Slow Hand (Clarke/Battis)	16
So This Is Romance (Linx/Carter)	33
Souvenir (Humphreys/Cooper)	8
Start Me Up (Jagger/Richards)	7
Startrax Club Disco (Various)	29
Tainted Love (Ed Cobb)	2
Take It On The Run (Richrath)	28
The Thin Wall (Ure/Cross/Cann/Curtis)	14
Turn It On (Badarou/King/Gould/Gould)	71
Under Your Thumb (Godley/Creme)	64
Urgent (Jones)	63
Walking Into Sunshine (Backless/Francis/Carter)	42
Walk Right Now (M. J. & R. Jackson)	59
Water On Glass (M&R Wilde)	38
Wired For Sound (Tarney/Robertson)	4
Wonderbar (T. Pole)	27
You'll Never Know (Salerni/Hurt)	23
You Sure Look Good To Me (Cordera/Potter)	74

## BUBBLING UNDER

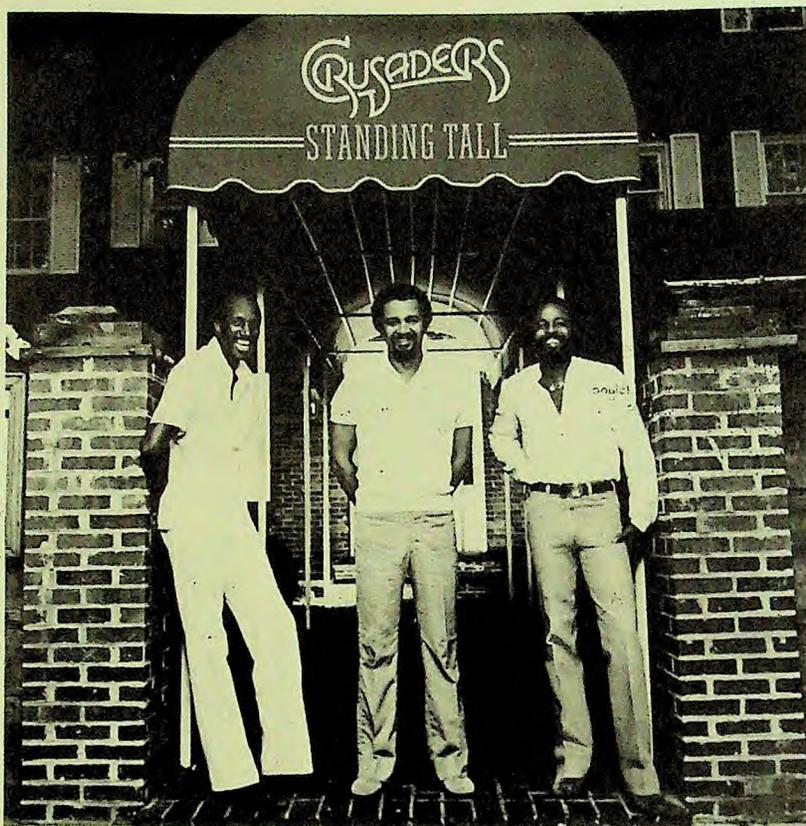
The 25 bubbling under titles have no specified position and are listed in alphabetical order. None of these titles have appeared in the Top 75 in the previous four weeks.

- BUSTIN' OUT, Material, Island WIP 6713
- DO YOU LOVE ME, Patti Austin, Q. West K17838
- DON'T STOP YOUR LOVE, Kelly Marie, Calibre PLUS 8
- HAPPY BIRTHDAY, Altered Images, Epic EPCA 1522
- I WANT YOU BACK, Kate Robbins, RCA 108
- I'M GOING TO LOVE YOU FOR BOTH OF US, Meatloaf, Epic EPCA 1580
- I'M STANDING HERE TODAY, Crusaders/Joe Cocker, MCA 741
- INCONVENIENCE, Au Pairs, Human HUM 8

- IT WILL BE ALRIGHT, Odyssey, RCA 128
- LET IT GO, Def Leppard, Vertigo LEP 2
- LITTLE DARLIN', Racey, RAK 335
- LOVE ALL THE HURT AWAY, Franklin/Benson, Arista ARIST 428
- LOVE HAS COME AROUND, Donald Byrd, Elektra K 12559
- NICE AND SOFT, Wish, Excaliber EXC 511
- PAPA'S GOT A BRAND NEW PIG BAG, Pig Bag Y10
- QUIET LIFE, Japan, Hansa HANSA 6
- READY TO ROCK, Michael Schenker Group, Chrysalis CHS 2541

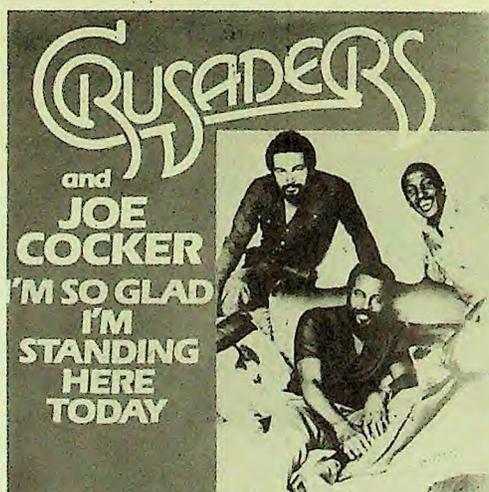
- RIDING ON A FANTASY, Rah Band, DJM DJS 10973
- ROCK ON ELVIS, Tulsa McLean, RCA 123
- SPASTICVS AUTISTICVS, Ian Dury, Polydor, POSP 285
- TAKE OFF, Harlo, Champagne FIZ 103
- TELSTAR, Shadows, Polydor, POSP 316
- TURN YOURSELF LOOSE, John Miles, EMI 5213
- WE'RE IN THIS LOVE TOGETHER, Al Jarreau, Warner Bros K 17849
- WE'VE GOT THE FUNK, Hi-Tension, EMI 5225

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# TOP 100 ALBUMS

Week-ending September 12, 1981

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	NEW	DEADRINGER	Meatloaf	Epic EPC 83645	34	15	CURED	Steve Hackert	Charisma CDS 4021
2	NEW	TATTOO YOU	Rolling Stones	Rolling Stones CUN5 39114	35	37	BLACK & WHITE	Painter Sisters	Planet K 52300
3	1	TIME	Electric Light Orchestra	Jet JETLP 236	36	38	SIGNING OFF	UB 40	Graduate GRADLP 2
4	NEW	DANCE	Gary Numan	Beggars Banquet BEGA 28	37	40	CALIFORNIA DREAMIN'	Various	K-tel NE 1126
5	2	LOVE SONGS	Cliff Richard	EMI EMTV 27	38	21	STARS ON 45	Star Sound	CBS 86132
6	4	SECRET COMBINATION	Randy Crawford	Warner Brothers K 56904	39	39	JUMPIN' JIVE	Joe Jackson	A&M AMLH 88530
7	3	DURAN DURAN	Duran Duran	EMI EMC 3372	40	39	COVER PLUS	Hazel O'Connor	Albion ALB 108
8	7	PRESENT ARMS	UB40	DEP Int. LPDEP 1	41	25	NO SLEEP TIL HAMMERSMITH	Motorhead	Bronze BRON 535
9	9	ROCK CLASSICS	LSO/Royal Choral Society	K-tel ONE 1123	42	63	STARTRAX CLUB DISCO	Various	Picky KSYA 1001
10	16	BAT OUT OF HELL	Meatloaf	Epic/Cleveland International EPC 82419	43	47	RUIMOURS	Fleetwood Mac	Warner Bros. K 56344
11	8	HI INFIDELITY	Reo Speedwagon	Epic EPC 84700	44	24	KOO KOO	Debbie Harry	Chrysalis CHR 1347
12	5	OFFICIAL BBC ALBUM OF THE ROYAL WEDDING	BBC	REP 413	45	41	CHARIOTS OF FIRE	Vangelis	Polydor POLS 1026
13	NEW	WALK UNDER LADDERS	Jean Arnetradig	A&M AMLH 64876	46	33	CHRISTOPHER CROSS	Christopher Cross	Warner Brothers K 56789
14	NEW	SONS AND FASCINATION/SISTERS FEELINGS CALL	Simple Minds	Virgin V 2207	47	44	DISCO DAZE & DISCO NITES	Various	Ronco RTL 2056
15	14	BUCKS FIZZ			48	32	THE RIVER	Ronco Starline	CBS 98510
68	NEW	T. REX IN CONCERT	Marc Bolan	Marc ABOLAN 1	69	74	LONG DISTANCE VOYAGER	Moody Blues	Threshold TXS 139
70	51	JOURNEY TO GLORY	Spandau Ballet	Reformation/Chrysalis CHR 1331	71	58	BREAKING AWAY	Al Jarreau	Warner Brothers K 56917
72	58	SUPER TROUPER	Abba	Epic EPC 10022	73	68	MUSIC OF COSMOS	Various	RCA RCALP 5032
74	88	FLESH & BLOOD	Roxy Music	Polydor POLH 002	75	52	BOY	U2	Island ILPS 9646
76	NEW	BEST MOVES	Chris De Burgh	A&M AMLH 68532	77	64	MISTAKEN IDENTITY	Kim Carnes	EMI America AML 3018
78	83	MANILOW MAGIC	Barry Manilow	Arista ARTV 2	79	89	DIRE STRAITS	Dire Straits	Vertigo 9102 021
80	84	AINT NO STOPPIN'	Enigma	Creole CRX 1	81	75	THE LEGEND OF MARIO LANZA	Mario Lanza	K-Tel NE 1110
82	87	MARAUDER	Blackfront	Atco K50799					

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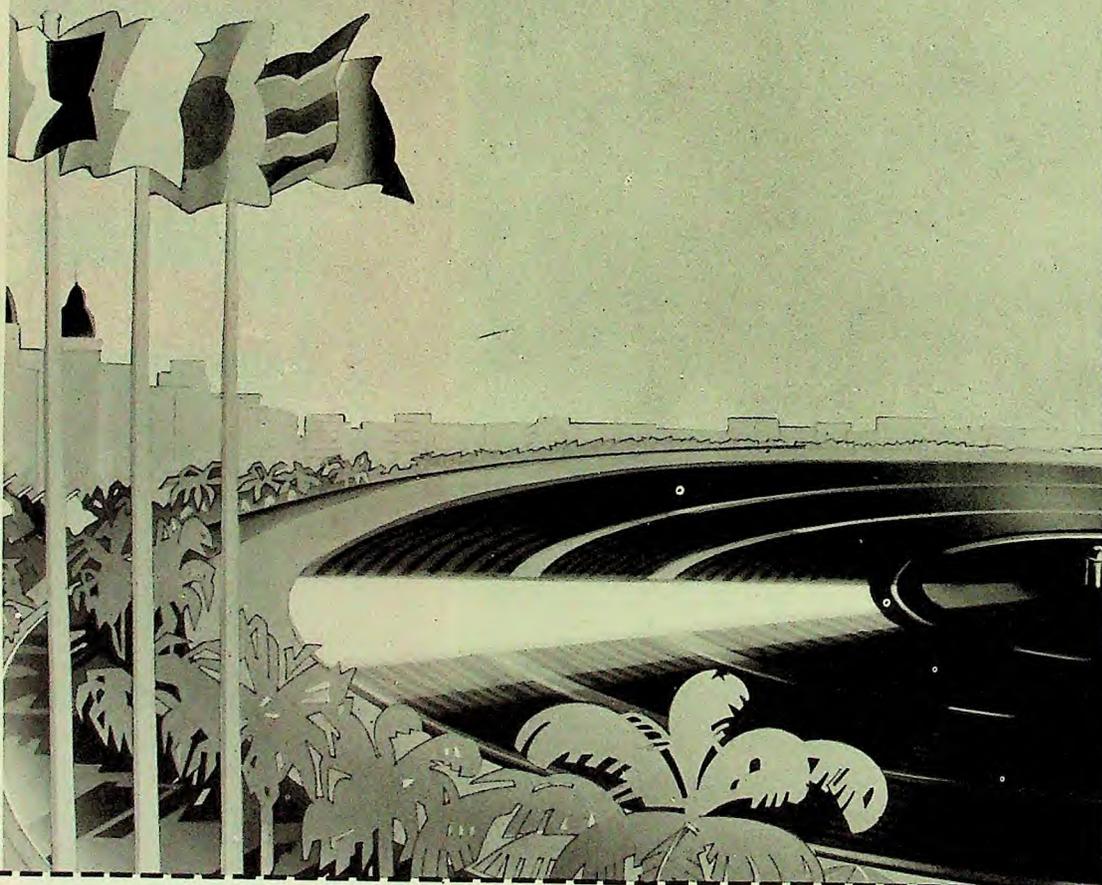
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Edited by DAVID DALTON

VIDEO

### JVC plans to boost blank tape production

WHILE THERE seems to be no short-term solution to the acute shortage of blank video tape, some comfort can be sought in the announcement by JVC that it plans to dramatically increase production of raw VHS tape to meet the extraordinary demand.

The Japanese-based company predicts that world demand for video tape will be 550m cassettes by 1985 and JVC reckons it will be in a position to supply 93m of them.

Production currently stands at 500,000 to 600,000 cassettes a month, which will be boosted to 1.5m by next spring.

JVC is building a new factory in Japan for the manufacture and assembly of video cassettes, which will be completed in the spring of 1983, and it will have a production capacity of 3m tapes a month.

The company also expects to have a second engineering research centre in operation by next summer for the research and development of magnetic tapes.

## CIC, Akai, Levers in joint campaign

THE FIRST big video-linked co-operative promotion in the UK will be launched later this year, following an agreement between CIC Video, Akai and Lever Brothers.

Over £300,000 is being ploughed into the promotion campaign which will feature on 30m Lever Brothers products, including Persil and Comfort, and it is estimated they will penetrate a minimum of 60 per cent of the population through 12m homes.

The promotion, which will feature in TV and radio ads, involves a consumer competition in which entrants select five CIC feature film titles from a list of 15 in order of preference for family viewing. Winners will receive an Akai VS-5 video recorder and five CIC video tapes of their choice, and there is also the possibility of trips to

Universal Studios in Hollywood.

CIC Video is the exclusive distributor for Paramount and Universal films on video cassette and current catalogue includes Jaws (I & II), Saturday Night Fever, Grease, Star Trek: The Motion Picture, Heaven Can Wait, The Electric Horseman, and The Sting. A further 12 titles are set for release at the beginning of October.

Commenting on the deal, CIC Video's sales and marketing manager John Gould says: "We are naturally very pleased that our first major promotion is with such well respected names as Lever Brothers and Akai. And we are confident that the competition will enjoy an enormous response."



THE BIG screen video entertainment package from Home Video Big Screen aimed at the pub, club, disco and hotel market (see MW, August 29) has generated so much interest, says sales and marketing director Bob Jacob, that he has recruited a salesforce of 16 to meet the demand.

They are pictured at a demonstration of the new equipment and they are (standing, left to right) Brian Sherlock, Mervyn Wint, Mick Jones, Peter Harcourt, Michael Picton, Bill MacDonald and Phil Hemingway; (sitting) Peter Proudman, Terry Sheriden, sales and marketing director Jacob, Alan Bishop and Ken Jack; (kneeling) Alan Coyne, Alan Tibbetts, Tony Roberts, Robin Ferdinando and Colin Holder.

### September titles from Rank Video

LATEST RANK Video titles set for September release are Whistle Down Bullet, starring Omar Sharif, martial arts thriller Jaguar Lives and Steve McQueen in Junior Bonner. Other September titles are Whistle Down The Wind, Carry On Behind, Matilda, and three horror titles — Vampyres, Vampire Circus and The Uncanny. All of these features are described in detail in the latest Rank Video catalogue.

### Magnetic backs V2000

MAGNETIC VIDEO is the latest company to back Philips' V2000 system, releasing some of its best-selling titles on the format.

Commenting on the move, Magnetic Video's general manager Alan Kaupé says: "We are extremely impressed by the market penetration which has been gained by the Video 2000 format in a relatively short period and are backing our own judgement of the market by distributing these titles."

The titles to be released in V2000 are Alien, The Rose, Mash, Butch Cassidy And The Sundance Kid, The Omen, The Poseidon Adventure, The Sound Of Music, Silver Streak, Damien (Omen II), Those Magnificent Men In Their Flying Machines, The Hustler, The French Connection, Tora! Tora! Tora!, Soldier Blue, The Longest Day, and Terrytoons.

All these will be duplicated at the company's new plant in Parivale, West London, and will also be available in VHS and Beta formats.

### Kelleher promoted at Thorn EMI

JOHN KELLEHER has been appointed head of acquisition for Thorn EMI Video Programmes, having worked for the company since 1977. He will be responsible for acquiring existing programmes of all types for video disc and video cassette release and will work closely with marketing director Philip Nugus and Peter Morley, controller of programmes.

During 1981 Thorn EMI intends to market further software in the UK, Germany, France, Benelux, Scandinavia and Australasia.

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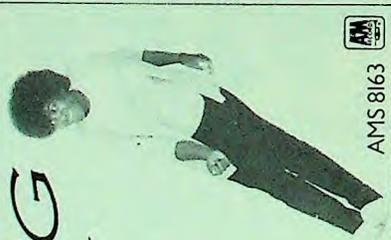
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# TOP 75 SINGLES

Week-ending September 12, 1981

● MILLION (PLATINUM)

● 1/2 MILLION (GOLD)

○ 1/4 MILLION (SILVER)

1	1	TAINTED LOVE	Soft Cell	Bizzare BZS 2		51	NEW	SEASONS OF GOLD	Gidea Park	Polo POLO 14
2	NEW	PRINCE CHARMING	Adam & The Ants	CBS CBSA 1408		52	62	BETCHA WOULDN'T HURT ME	Quincy Jones	A&M AMS 8157
3	2	JAPANESE BOY	Aneka	Hansa HANSA 5		53	56	PLAY TO WIN	Heaven 17	Virgin VS 433
4	11	WIRED FOR SOUND	Cliff Richard	EMI 5221		54	37	ARABIAN NIGHTS	Stouxsie & The Banshees	Polydor POSP 309
5	4	HOLD ON TIGHT	Electric Light Orchestra	Jet 7011		55	73	MEMORIES	Mike Berry	Polydor POSP 287
6	3	LOVE ACTION (I BELIEVE IN LOVE)	Human League	Virgin VS 435		56	47	GHOST TOWN	Specials	2 Tone CHSTT 17
7	13	START ME UP	Rolling Stones	EMI RSR 108		57	42	NEW LIFE	Depeche Mode	Mute MUTE 014
8	23	SOUVENIR	Orchestral Manoeuvres In The Dark	Dimdisc DIM 24		58	48	CAN CAN	Bad Manners	Magnet MAG 190
9	7	ONE IN TEN	UB40	DEP Int. DEP 2		59	44	WALK RIGHT NOW	Jacksons	Epic EPC A 1294
10	6	SHE'S GOT CLAWS	Gary Numan	Beggars Banquet BEG 62		60	NEW	MULE (CHANT NO. 2)	Beggar & Co.	RCA 130
11	28	HANDS UP (GIVE ME YOUR HEART)	Ortawan	Carrere CAR 183		61	52	AUDIO VIDEO	News	George GEORGE 1
12	16	EVERYBODY SALSA	Modern Romance	WEA K 18015		62	50	FEEDING TIME	The Look	MCA 736
13	9	ABACAB	Genesis	Charisma CB 388		63	54	URGENT	Foreigner	Atlantic K 11665
14	14	THE THIN WALL	Ultravox	Chrysalis CHS 2540		64	NEW	UNDER YOUR THUMB	Godley & Creme	Polydor POSP 322
26	43	PRETEND	Alvin Stardust	Stiff BUY 124						
27	17	WUNDERBAR	Tenpole Tudor	Stiff BUY 120						
28	25	TAKE IT ON THE RUN	Reo Speedwagon	Epic EPC A 1207						
29	24	STARTRAX CLUB DISCO	Various	Picksey KSY 1001						
30	19	HAPPY BIRTHDAY	Stevie Wonder	Motown TMG 1235						
31	51	IN & OUT OF LOVE	Imagination	R&B RBS 202						
32	33	PASSIONATE FRIEND	Teardrop Explodes	Zoo TEAR 5						
33	72	SO THIS IS ROMANCE	Linx	Chrysalis CHS 2546						
34	27	I LOVE MUSIC	Enigma	Creole CR 14						
35	38	EVERLASTING LOVE	Rex Smith/Rachel Sweet	CBS A 1405						
36	36	HOLLIEDAZE	Hollies	EMI 5229						
37	21	SI SI, JE SUIS UN ROCK STAR	Bill Wyman	A&M AMS 8144						
38	22	WATER ON GLASS/BOYS	Kim Wilde	RAK 334						
39	NEW	ENDLESS LOVE	Diana Ross/Lionel Richie	Motown TMG 1240						

MOVED ON CLASSICS

REACH FOR GOLD

5. CREDIT. DON'T WANT TO WAIT ANYMORE

THE NATIONAL EXHIBITION FOR THE MUSIC AND VIDEO INDUSTRY  
ORGANISED AND SPONSORED BY MUSIC AND VIDEO WEEK.

# MUSIC & VIDEO WEEK

## RECORD/VIDEO DEALER TOUR

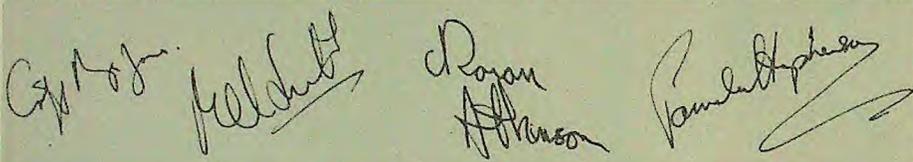
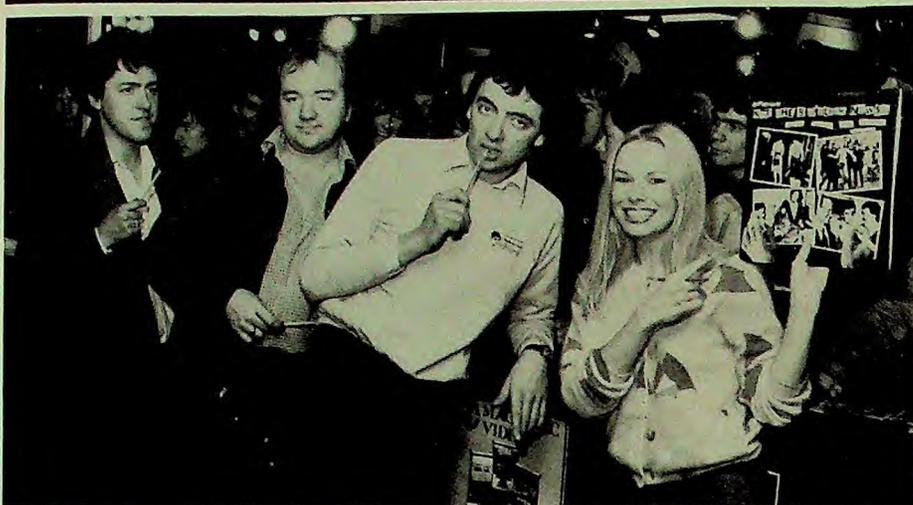
# '87

*Sell & Promote  
Records & Video!*

WANT TO WANT...  
DUN...  
BEACH BOY GOLD  
MOVIE ON CLASSICS

# DEALER TOUR SUPPLEMENT

Edited by TERRI ANDERSON



The Music & Video Week Dealer Tour takes to the road in 1981 with very strong support from record companies, video companies, and distributors of both audio and video home entertainment software. Enthusiasm in the industry over this opportunity to meet its vital "other half" — the retail business — is demonstrated by the large number of top executives, and sales and marketing department management teams taking part.

Since the last tour the home entertainment industry has seen the rapid rise of video as part of the business. This new, exciting and potentially huge part of the trade is well represented at every Dealer Tour Venue.

On the record side there have been very big changes in the structure of companies and manufacturing groups; this too is reflected in the names above the tour stands. EMI no longer has several divisions, but the consolidated record company now has a strong video arm — Thorn EMI Video; and WEA Records has a not-so-little sister, Warner Home Video.

This tour is also notable for being the first time that all the companies which now comprise PolyGram in the UK have been present, at all venues, together.

## BELT-UP

ATTENDING THE London date of the tour is the three-year-old pop accessory company, Belt-Up, in the person of MD Stuart Alexander. He will be showing some of his range of merchandising product, including badges, buckles, belts, T-shirts and key fobs. There will be plenty of leaflets with details of the product, for dealers to take away.

## CLYDE FACTORS



DOUGLAS JOHNSTON

ATTENDING AT all venues will be sales manager Douglas Johnston.

For the Dealer Tour Clyde Factors are concentrating on the newly set up video side of their business.

Videoscot was formed in June this year and the film division of Clyde Factors (Electrical) Ltd, a company which has been in the record business for 50 years.

The business is already rapidly expanding, and their aim is to provide a quick, efficient, and reliable service to video dealers in Scotland.

## BBC Records & Tapes

The best of BBC TV & Radio



JAMES FLEMING

ATTENDING ALL the tour dates between them are Alan Bilyard, head of BBC Records; James Fleming, sales and marketing manager; Mehmet Arman, business affairs manager; and David Needham, sales assistant.

BBC Records and Tapes is joining the MW Dealer Tour for the second time, and Fleming comments: "We are happy to be on the tour again, and look forward to promoting our varied and successful range of new releases and catalogue at all seven venues."

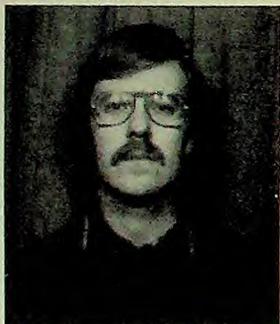
This year has been the label's most successful, with the first Not The Nine O'Clock News album occupying a top five chart position for 10 weeks — earning the BBC its first platinum album award — and the Chi Mai single (from the David Lloyd George TV series) which reached number two in the chart and became the label's first half-million seller. There has also most recently been the phenomenally successful Royal Wedding album, which was pressed and sent out only 48 hours after the ceremony ended, and shot to number one in the chart the following week.

Looking forward to the pre-Christmas sell-in period BBC Records will be promoting several forthcoming releases. Firstly the new Not The Nine O'Clock News album (untitled at the time of going to press). This contains material taken from the recently screened second series of the show, and will be given a big marketing push.

The Christmas LP of carols, sung by the Canterbury Cathedral Choir is expected to do very well — as similar LPs on the label have done in the past.

New Top TV Themes, and Top Of The Pops, compilations will be out this autumn, and the back catalogue will also be promoted on the tour — because the label has high hopes that some of it, particularly the Royal Wedding LP, will have a new burst of life at Christmas.

On the comedy side, dealers will be given details of the new Laughing Stock of the BBC catalogue campaign, with LPs available from all the famous names of comedy radio and TV series, past and present.



DAVID NEEDHAM



MEHMET ARMAN



ALAN BILYARD



ROYAL WEDDING LP: shot to No. 1

## ADVERTISERS' INDEX

- BBC Records and Tapes  
The Langham  
Portland Place  
London W1A 1AA  
01-580 4468
- Belt Up Promotions  
(Revtram) Ltd  
St Edmunds Church  
Cornwall Road  
Croydon  
Surrey  
01-688 7269
- Charisma Records  
90 Wardour Street  
London W1V 3LC  
01-434 1351
- Chrysalis Records  
12 Stratford Place  
London W1N 9AF  
01-408 2355
- Clyde Factors (Electrical) Ltd  
T/A Videoscot  
79 Washington Street  
Glasgow G3 8BD  
041-221 9844
- EMI Records UK  
EMI House  
Manchester Sq  
London W1A 1ES  
01-486 4488
- Guild Home Video  
Woodston House  
Oundle Road  
Peterborough  
0733 63122
- Magnet Records  
Magnet House  
22 York Street  
London W1H 1FD  
01-486 8151
- Magnetic Video UK  
Perivale Industrial Park  
Greenford  
Middlesex UB6 7RU  
01-997 2552
- Pace-Minerva Posters  
Allander House  
137 Leith Walk  
Edinburgh EH6 8NS  
031-554 9444
- Phonogram  
49 New Bond Street  
London W1Y 9HA  
01-491 4608
- Polydor Records  
17/19 Stratford Place  
London W1N 0BL  
01-499 8686
- Precision Video  
132 Western Road  
Mitcham  
Surrey  
01-640 3344
- Record Merchandisers Ltd  
Clayton Road  
Hayes  
Middlesex UB3 1HS  
01-848 7511
- Spartan Records  
London Road  
Wembley  
Middlesex 01-903 4753
- Virgin Records  
2-4 Vernon Yard  
Portobello Road  
London W11 01-727 8070
- Video Form  
Unit Four, Brunswick Industrial  
Park  
New Southgate  
London N.11. 01-368 9244
- Warner Home Video  
Alperton Lane  
Middlesex 01-998 8844
- Warrens Records  
Unit Four  
Brunswick Industrial Park  
New Southgate  
London N.11. 01-361 8711/3
- Wynd-Up  
14 Birch Lane  
Longsight  
Manchester M13 0NN  
061-224 2823
- and at —  
7 Kilbirnie Place  
Tradeston Industrial Estate  
Glasgow  
041-429 5155

# DEALER TOUR SUPPLEMENT

ATTENDING AT each venue will be one or more of the EMI sales management team:

General sales manager, Mike Edwards; national sales manager, Andy Trotter; multiples sales manager, Bill Rogan; sales administration manager, Jim Parminter; singles promotion controller, Pat Tynan; national merchandising manager, Duncan Robertson; catalogue sales manager, Mike Gardener and display manager, Rob McFarlane.

Members of the distribution team will be present at different times, and at the individual dates there will be members of Peter Buckleigh's marketing management team. On the stand at each venue will be the local regional manager and sales personnel:

**BRISTOL** — regional manager, Keith Staton; and sales reps, Bob Mulley, Martin Smith, and Colin Newcombe.

**BIRMINGHAM** — regional manager, Jeff Revill; and sales reps, Stan Tims, Matt Randalls and Bob Mulley.

**NEWCASTLE** — regional manager, Graeme McLay; and sales rep Phil O'Hagan.

**GLASGOW** — regional manager, Graeme McLay; and sales reps, Tom Short and Bill Scally.

**LEEDS** — regional manager, Jeff Revill; and sales rep Mike Jones.

**MANCHESTER** — regional manager, Jeff Revill/Graeme McLay; and sales reps Ian McMinn and John Hutchinson.

**LONDON** — regional manager, Gary Martin; and sales reps Kathy Leppard, Steve Long, Bob Moore, Mike Dixon, Nicola Fishwick and Jeremy Hammond.

EMI joins the tour at a time which coincides happily with the launch of its autumn/winter stock campaign, thereby giving everyone an opportunity to fully discuss this year's stock incentive scheme with retailers.

To add to this retailers will have an opportunity to hear about key autumn releases from Cliff Richard, Sheena Easton, Olivia Newton John, Max Boyce, Kate Bush, Bob Seger (Double Live LP), The Angelic Upstarts and The Rolling Stones — plus major TV campaign albums, which are Queen's Greatest Hits, and releases from Anne Murray and Vera Lynn.



CLIFF RICHARD



MIKE EDWARDS



ANNE MURRAY



ANDY TROTTER



BILL ROGAN



PAT TYNAN



MIKE GARDENER



JIM PARMINTER



DUNCAN ROBERTSON



ROB MCFARLANE



JEFF REVILL



GARY MARTIN



KEITH STATON

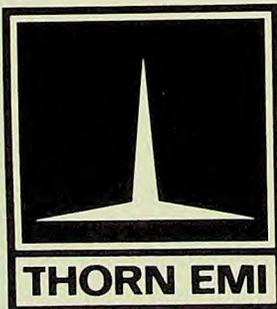


GRAEME McLAY

ON THE EMI stand, Thorn EMI Video Programmes will be represented at each venue on the tour by UK sales manager David Finch, and sales liaison adviser Sylvia Conlan, who invite dealers to discuss the company's current software catalogue — and of course the expansion of that catalogue when the new autumn launch titles are added.

Among the titles soon to be released are The Elephant Man, The Jazz Singer, Flash Gordon, The Deer Hunter, The Long Good Friday, Life Of Brian, The Mirror Crack'd, One Flew-Over the Cuckoo's Nest, Paul McCartney's Rockshow, and The Awakening.

EMI Records video product manager Geoff Kempin will also be on hand to give details of EMI Music Video's new releases into the catalogue — including Queen's Greatest Flix, Kate Bush Live at the Hammersmith Odeon, Cliff Richard and the Shadows Thank You Very Much concert, as well as the spectacular Tubes video, and Itzhak Perlman's video recording of the Beethoven Violin Concerto.



THORN EMI VIDEO



DAVID FINCH



SYLVIA CONLAN



GEOFF KEMPIN



## BADGES PLUS

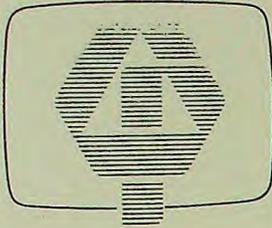
### ENAMEL, LAPEL, CRYSTAL CUT-OUT, SHAPED

**Belt-Up Promotions  
(Revtam Ltd)  
St. Edmunds Church,  
Cornwall Rd.,  
Croydon,  
Surrey CRO 3RD**

**Tel: 01-688 7269.**

**Telex No. 896218**

## DEALER TOUR SUPPLEMENT



**GUILD  
HOME  
VIDEO  
LTD**



THE GUILD Home Video personnel attending the Music & Video Week Dealer Tour: Back row (left to right) Peter Dowsett, Jon Sorrell-Fleet, Peter Johnson, Bob Dodds (sales executives); front row (left to right) Sheila Craig (sales assistant), Jean Uglow (sales assistant), Louise Geeves (sales administrator) and Don Unger (sales and marketing manager).



ATTENDING AT all venues will be general manager Graham Mabbutt (who was head of sales and marketing until taking over as GM at the beginning of the year).

Tilly Rutherford, head of the joint Magnet/PRT sales promotion team, will be present at a number of the dates, and each member of the team will attend in his respective area. They are:

SOUTH LONDON and SOUTH EAST: Les Down

WEST LONDON, NORTH LONDON and HOME COUNTIES: Mike Leadham

MIDLANDS: Gordon Birchall

NORTH WEST: Roger Lindley

SCOTLAND: John Simpson

BRISTOL, BIRMINGHAM, LEEDS and LONDON: Lynne Peacock, marketing, manager; and Annie Branson, press officer.

For the first time in the company's history, Magnet Records is taking part in the *Music Video Week Dealer Tour*. The timing of the tour is particularly appropriate for Magnet as it immediately precedes two major autumn album releases by top-selling acts — Matchbox and Bad Manners.

On September 25, Matchbox release their third album entitled *Flying Colours* (dealer price £3.22, MAGL 5042). It will follow the release of the new single *Angels on Sunday* (MAG 196) — scheduled for September 4. Dealers will be given details of the *Flying Colours* marketing campaign, that includes 500 instore/window displays.

To encourage a healthy pre-sell, Magnet Records is offering a pack  
TO PAGE SIX

## Something for all the family from Guild

ATTENDING AT the individual venues are:

BRISTOL — Don Unger, sales and marketing manager; Louise Geeves, sales administrator; and Jon Sorrell-Fleet, sales executive.

BIRMINGHAM and LONDON — Don Unger and Louise Geeves.

NEWCASTLE and GLASGOW — Peter Johnson, sales executive; Sheila Craig; and Bob Dodds, sales executive.

LEEDS and MANCHESTER — Peter Johnson; and Jean Uglow.

Guild Home Video will be exhibiting its current catalogue of pre-recorded video cassettes, which includes something for all the family — from *Mattie The Gooseboy* (a full-length feature cartoon for children) to *Scanners* (the recently premiered science

fiction box office hit) plus some new releases still to be announced.

Guild is participating in the *Music & Video Week* tour because it wishes to meet existing and potential video dealers, and familiarise them with the benefits of stocking Guild titles. It offers the dealer a complete service, with "some of the best margins in the business;" and all titles are available for sale or rental.

Guild also supplies all literature and promotional display material required to ensure that its titles are shown to the best possible effect providing an attractive display for the dealer.

A unique feature of Guild Home Video cassettes is that not only are they duplicated to the highest possible technical standards, but all cassettes carry the Guild Gold Seal as a guarantee of that quality.

# YET ANOTHER REASON TO CHOOSE WYND-UP VIDEO

The complete catalogue of **Magnetic Video** is

now available in both **VHS** and **Betamax** from stock

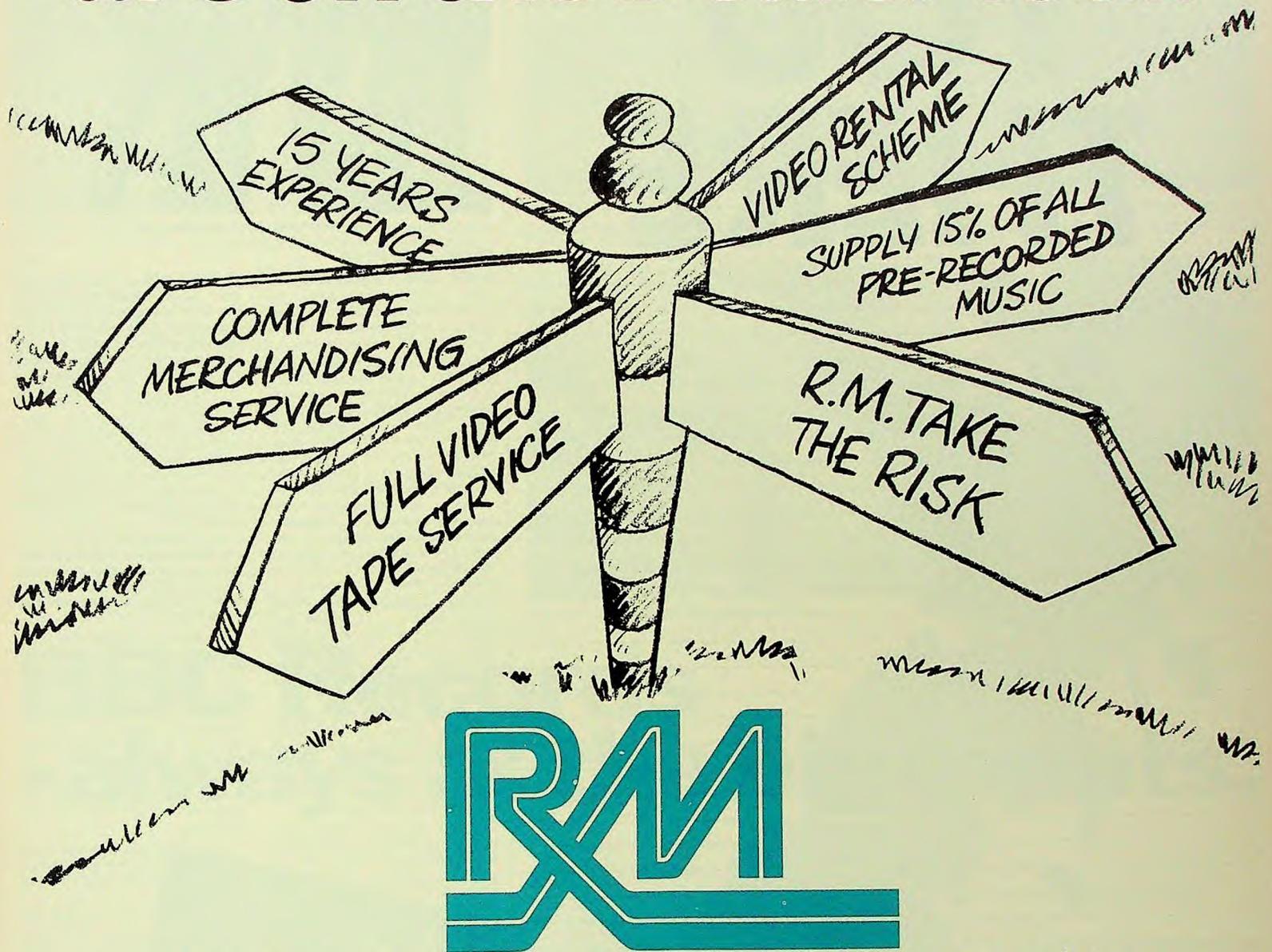
The other reasons you are aware of, but just to remind you:—

- \* The UK's leading video wholesaler of all major video manufacturers
- \* 24 hour delivery service via Securicor (nationwide)
- \* Manufacturer's prices — NOT wholesaler's prices
- \* Cash and Carry service from both addresses see below

Wynd-Up Video Division,  
14 Birch Lane, Longsight,  
Manchester. Tel: 061 224 2823.

Wynd-Up Video Division,  
7 Kilbirnie Place,  
Tradeston Industrial Estate,  
Glasgow. Tel: 041 429 5155.

# The people who matter are on the Dealer Tour.



This is the first time that Record Merchandisers Ltd have joined the Music and Video Week's National Dealer Tour.

As one of the largest suppliers of records and tapes to multiple retailers and larger independents, we look forward to meeting our customers and potential customers.

RM offers a unique service in the home entertainment

market and our no-nonsense video sale and rental schemes will be of particular interest to many retailers.

Come and meet the people who take the risk out of retailing records, tapes and video.

This is where and when you can see us:-

Tue 15 September	Holiday Inn, Bristol
Thur 17 September	Albany Hotel, Birmingham
Mon 21 September	Gosforth Park Hotel, Newcastle
Tue 22 September	Albany Hotel, Glasgow
Thur 24 September	Queens Hotel, Leeds
Mon 28 September	Piccadilly Hotel, Manchester
Wed 30 September	The Dorchester, London



**We go out of  
our way to  
give service.**

# SEE YOU THERE



EMI RECORDS (UK), THE GREATEST MUSIC COMPANY IN THE WORLD 

## DEALER TOUR



*DOLL BY DOLL: currently working on new Magnet LP.*

### FROM PAGE FOUR

offer to dealers, applicable only to initial orders. Additionally, the band's two previous LPs will be on offer at a special discount price. Details from PRT sales reps.

Bad Manners' new LP entitled *Gosh it's... Bad Manners* (MAGL 5043) will be released on October 9 (dealer price £3.22) by which time their follow-up to the hugely successful *Can Can* (400,000 copies sold to date) entitled *Ben E Wriggle* (MAG 197 — release date: September 18) should be a hit.

Magnet is planning its most extensive marketing campaign to date to capitalise on the massive crossover exposure generated by the single *Can Can*, which is included on the LP.

Initial quantities of the album will contain a 20" x 15" poster and dealers will be able to purchase special pack offers from their PRT sales rep. The previous *Bad Manners* albums will also be available at a discounted price.

The Magnet team will also be informing dealers of forthcoming product. *Doll By Doll*, who have just issued a second single entitled *Caritas* (MAG. 195) are currently working on a new album project for possible spring 1982 release.

One of the most exciting new signings to Magnet is seven-piece outfit, *Wall Street Crash*, who are shortly to be seen in a series of six shows for ATV and will be recording the *Harry Secombe Show* on October 27th and 28th for BBC1. They will be in the studio in September with producer Dave McKay, and a single will be released this side of Christmas, and the album in the first quarter of 1982.

Kids International are a special project for Magnet. They are a multi-racial children's choir who appeared

on a Les Dawson show last April. BBC viewers begged for more and the choir is to get its own six-part series towards the end of the year to be produced by Ernest Maxim. The choir is currently recording product for an album and a single being produced by Ivor Raymonde for Christmas release.

Chris Rea is currently in the studio adding the finishing touches to his superb album entitled *Chris Rea*. The album was jointly produced by Chris and John Kelly and the release date of both single and album is still uncheduled.

Blue Zoo is the new name for a band better known as *Modern Jazz* who are releasing their first single under the new name, entitled *Love Moves In Strange Ways* (MAG.205) in September.

GB Band, a six-piece Irish outfit fronted by Geraldine Branagan are currently working in the studio on new material with producer Phil Coulter, and Bob Fish, ex-lead singer with *Darts* is currently in the studio with *Bucks Fizz* producer Andy Hill. A single will be released this side of Christmas.

*Darts*, who are currently enjoying success in Japan, will release a self-produced single between now and Christmas.

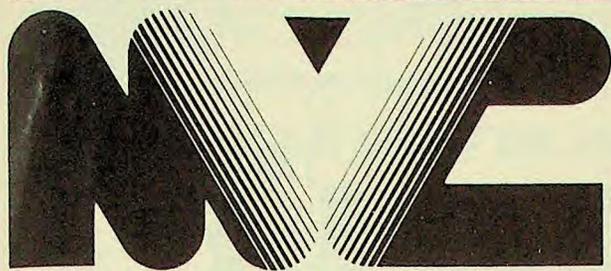
Linda Hayes is a new signing to the label and is recording a single for October release with producer Peter Collins.

The Magnet *Back to Back* hits campaign will be of interest to dealers who specialise in golden oldies. Due to continuing demand from juke-box operators and dealers, Magnet will be releasing 10 early hits (on five singles) September 11, by Alvin Stardust, Peter Shelley, *Guys 'n' Dolls*, *Silver Convention* and *Darts*.



*BAD MANNERS: the subject of Magnet's most extensive marketing campaign to date.*

## DEALER TOUR SUPPLEMENT



MAGNETIC VIDEO  
A TWENTIETH CENTURY-FOX COMPANY®



OUTSIDE MAGNETIC Video's brand new premises in Perivale — with the brand new X registration company sales force cars — are (left to right) John Porter (also pictured below), sales manager; Peter Cowdrey, Steve May, Kevin Dent, Robert Howarth and Gary Sidaway.

ATTENDING AT the individual venues are:  
BRISTOL: John Porter, sales manager; and Peter Cowdrey, sales rep.  
BIRMINGHAM: Jim Howell, marketing manager; and Robert Howarth, sales rep.  
NEWCASTLE: Kevin Dent, sales rep.  
GLASGOW: Robert Howarth and Kevin Dent, sales rep.  
LEEDS: John Porter, and Robert Howarth.  
MANCHESTER: Jim Howell, and Kevin Dent.  
LONDON: John Porter and Jim Howell, with Steve May and Gary Sidaway, sales reps.

Magnetic Video will be attending the dealer tour to tell the trade about its current expansion and future plans. In particular:  
(a) its list of strong selling feature films;  
(b) its new sales and telesales force;  
(c) its new duplication and distribution facility at Perivale, offering speedy service and high quality cassettes on VHS, Betamax and Video 2000 formats (as featured in *MV Video Extra*, August 29 issue).

"Magnetic Video will be looking for feedback from the trade on some of the more controversial issues of the business, particularly rental, piracy, pricing etc. We will also unashamedly be looking to open new accounts and to encourage existing accounts to stock the third format, the fast growing V2000," says marketing manager Jim Howell. "We will be exhibiting using VHS, Beta and Phillips 2020 machines — showing new releases and forthcoming attractions."



MAGNETIC'S general manager Alan Kaupe.



Sales Manager John Porter.

# BBC Records -always at the big events.

In July, it was the Royal Wedding. Our official recording is a unique and hugely successful souvenir of a great occasion.

In September, the big event, for the record and video trade at least, is the Music and Video Week Dealer Tour '81.

From Tuesday 15th, BBC Records will be on the road with a host of other major labels. Make sure you come along and meet us when we visit your town.

Some other great "events" put on record by the BBC.

The Royal Wedding	REP 413	ZCH 413
Fawlty Towers	REB 405	ZCF 405
Chi Mai	REH 414	ZCR 414
Goon Show Classics Vol. 8	REB 422	ZCF 422
Not The Nine O'Clock News	REB 400	ZCF 400
The Magic of Dance	REP 363	ZCH 363

**BBC**  
records & tapes

Orders to Precision Records & Tapes Ltd.,  
132 Western Road, Mitcham, Surrey, CR4 3UT. Tel: 01-640 3344



# DEALER TOUR SUPPLEMENT



ATTENDING AT all venues will be John Pearson, marketing services manager, and at the individual venues will be:

BRISTOL: A J Morris, MD; and Lionel Burdge, advertising manager  
 BIRMINGHAM: Nigel Reveler, marketing manager.  
 NEWCASTLE AND GLASGOW: George McManus, pop product divisional manager

Regarding the Dealer Tour, A J Morris comments: "Polydor has attended the last two tours in order to help exploit the demand for pre-recorded tape. In my view, there is a tendency on the part of both record companies and dealers to neglect the opportunity to increase the space allocated to recorded tape."

The Polydor stand will carry displays on new product, which includes major albums featuring Ian Dury, King Crimson, Sad Cafe, Bee Gees, Rainbow (Best of), Roxy Music (boxed set), Visage, Siouxsie and the Banshees, and — for TV promotion — The Shadows, James Last and Billy Connolly.

Points for interest and discussion will include a new campaign covering the EG catalogue; and Polydor's development plans for such artists as Godley and Creme, Cozy Powell, The Passions, Level 42, Bagatelle, Mike Berry, Shakatak and Kirsty MacColl.



ATTENDING AT the individual tour venues will be:

BRISTOL: John Preston, general marketing manager  
 BIRMINGHAM: Keith Bennett, Decca pop marketing manager  
 NEWCASTLE AND GLASGOW: John Preston  
 MANCHESTER: Rob Warr, Deram marketing manager  
 LONDON: John Preston; and Michael Letchford, classical general manager.

Decca UK sees the Dealer Tour as a unique opportunity for the marketing companies to meet the dealers and discuss any problems, and to give them sneak previews of future releases.

On the pop side, this will include new product from Kit Hain, TV21 and Funkapolitan, as well as new releases on Decca's Rock Echoes, Elite and Recollections series.

The classical division will be presenting samples of its growing range of dealer and consumer sales aids in support of its major artists and product areas. The new classical house style of red, white and blue has already become a familiar feature in stores throughout the country and has been used to produce a unified marketing style through sleeves, posters, streamers, consumer leaflets, etc. The division will also present details of its exciting programme of autumn releases.

Decca will also be announcing the future plans for its famous and very successful World Of series of mid-price records.



ATTENDING WILL BE:

BRISTOL: Michael Sage, Philips label manager  
 MANCHESTER: Anne-Marie Nicol, Deutsche Grammophon label manager  
 LONDON: Peter Russell, general manager; and Anne-Marie Nicol.

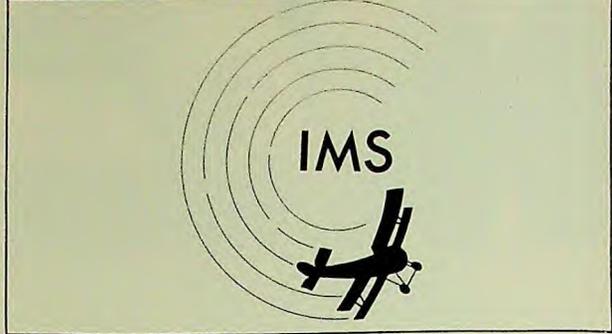
This will be the first time that PolyGram Classics has participated in the Dealer Tour.

Highlight of the Deutsche Grammophon stand will be the new complete catalogue, 1981/1982, which will be distributed free to classical dealers: this is a 150-page, fully illustrated, colour booklet, detailing all deluxe and mid-price DG and Archiv repertoire available in this country.

Recordings by Herbert von Karajan will form the theme of the display. Of the six albums he has so far released this year, two are "firsts", as are two of the four new LPs to be released in the autumn. His digital recording of Holst's Planets is likely to be DG's best-selling album this year.

Autumn and winter releases to be included in the Philips displays are the digital recordings of Wagner's Ring, the Brahms German Requiem (Haitink), Mahler's 8th Symphony (Ozawa), Haydn's The Seasons (Marriner), the Verdi's Il Trovatore (Davis).

Dealers will be informed of new signings to the Philips label; of future plans for the mid-price Sequenza label; of new recordings to be released on the Living Baroque label; and of product scheduled for release in 1982.



ATTENDING AT the individual venues will be: BRISTOL NEWCASTLE, AND BIRMINGHAM: Barry Griffiths, general manager

GLASGOW AND LEEDS: Tony Adler, marketing manager.  
 LONDON: Barry Griffiths; Tony Adler; Kate Perry, press officer.

"As PolyGram's import company, and the UK's number one jazz company, Import Music Service offers the discerning dealer the chance to sell interesting and unique product at full margins," states Barry Griffiths.

IMS has been trading now for two years, and Griffiths and Adler welcome the opportunity offered by the Dealer Tour to discuss with dealers ways of improving the service, and particularly to gather their comments on the repertoire range stocked by IMS.

## polyGram

### POLYGRAM RECORD OPERATIONS LIMITED

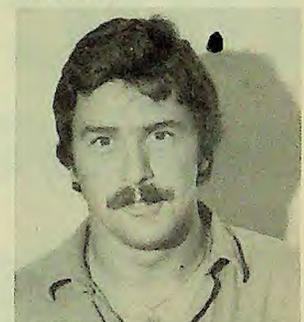
ATTENDING AT all venues will be Clive Swan (above right), commercial director, and troubleshooter David Hearn will be at all venues except Leeds.

Covering all venues between them will be Martin Adams, national sales manager; Ralph Smedley, catalogue sales manager; and Peter Rezon (below right), national merchandising manager.

"PolyGram Record Operations is wholeheartedly committed to supporting the *Music & Video Week* Tour, 1981," comments Clive Swan. "For the last two years, the record industry has gone through great upheavals, not significantly more serious than most industries but much more publicly, and the Dealer Tour provides us with the ideal opportunity to meet our retailers on whom our business fundamentally depends." He adds: "During the summer, we consistently fell short of the service levels required in the current market: our intention is to ensure that this does not arise again, and we look forward to this rare chance to discuss with retailers direct not only the problems but also the great opportunities there will be during the coming months and years in the record and tape market."



CLIVE SWAN



PETER REZON

## PolyGram Video



ATTENDING AT all venues will be Derek Jones, key accounts manager, while David Hockman, general manager, and Hilton Price, commercial manager, will both be at London. Price will also be at Glasgow and Manchester.

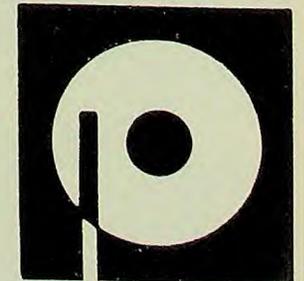
PolyGram Video, with its excellent collection of Chaplin movies, children's cartoons and early silent cinema classics, is now preparing for the release of its first major movie — *The Who's Quadrophenia*. Details of this release, together with the recently-released *Pink Floyd at Pompeii* and the ever-popular *Soccer — The Game of the Century* will be featured on the stand.

PolyGram Video welcomes the chance to meet video dealers, and to discuss with them the growth and potential of the video software market.

ATTENDING AT all venues will be Brian Shepherd, managing director; Tony Powell, marketing manager; and Alan Phillips, senior product manager, will deputise as necessary.

Since this appointment as managing director, Brian Shepherd sees the Dealer Tour as his first great opportunity to meet a substantial number of dealers, and to discuss with them Phonogram's plans for the future, the autumn release schedule, and the autumn campaigns.

He feels that, above all, it will give him and Tony Powell a chance to discuss dealers' specific problems with them, face to face.



Displayed on the stand will be major new album releases, new singles, and point-of-sale material for Phonogram's autumn campaigns.

## SCOTLAND'S NO. 1 DISTRIBUTOR—VIDEOSCOT

- All current titles available
- Quick and personal service
- Free dealer reference catalogue
- Display racks on show

After your visit to the Music & Video Week show why not make the most of your time by calling to Clyde Factors trade show in the Normandy Hotel — Inchinnan.

Free mini-bus service from the Albany.

Clyde Factors  
 (Electrical) Ltd  
 T/A Videoscot,  
 79 Washington Street  
 Glasgow G3 8BD



CHRYSA LIS PRESENT

➔ A 1981 AUTUMN DEALER ➔

# EXTRAVAGANZA

## DEBBIE HARRY

ACROBATIC VOCAL FEATS high leaps and hand springs of audible rendering performed with creative style and supported by a chic troupe of international stars. CHR1347



Chrysalis

## ICEHOUSE

ANTIPODEAN ANTICS (FROM THE COLONIES) individualistic excellence from four fantastic fellows building up a big following



CHR1350

## BLONDIE

RETURNED BY POPULAR DEMAND this harmonious troupe of high flyers. In full throttle will make death defying vocal leaps up the charts.

CDL TV1



## M.S.G.



KALEIDOSCOPIK VIBRATIIOUSNESS in fast and furious timing, performed at ear shattering volume.

CHR1336

## PAT BENATAR

ALL THE WAY FROM AMERICA THE PERSONIFICATION OF A LUSCIOUS LARYNX belting out rock and roll without a safety net.

CHR 1346



## CHARLIE D O R E



POPULARITY IN FETCHING FEMININITY a lark singing subtle songs of life and love, many penned by her own sweet hand

CHR1325

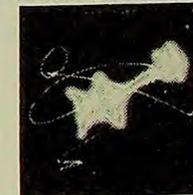
## ULTRAVOX

SATORIAL ELEGANCE and rhythmic virtuosity mezmorising melodies performed on electrical instruments. CDL1338



## GREG LAKE

A COMPENDIUM OF ELECTRIFYING SUPER STARDOM guaranteed to thrill the ears and have you shouting for more. CHR1357



## LINX

For your edification and titillation this dynamic duo will vivify with their virtuosity.

Roll up and meet the high stepping chorus line of Chrysalis and thrill to the tangible talents of the Tandem ensemble who will further amaze you with fascinating fact and special discount disclosures. Thrill to the stupendous spectacle of the video moving picture paragon - presented by the paramount and paladine patron of this munificent and magnificent new paradigm, - Mr Ian Collett.

# DEALER TOUR SUPPLEMENT

# Pace-Minerva



## PRECISION VIDEO LIMITED



CHRIS SHERRIFF

MIKE BAYLIS

JOHN ORTON

ATTENDING AT the individual tour venues are:  
 BRISTOL: Martyn Hudson, sales manager; and Paul Woodhead, sales rep.  
 BIRMINGHAM: Martyn Hudson and Phil Steele, sales rep.  
 NEWCASTLE: Howard Lilley, sales rep.  
 GLASGOW: Ian Morrison, sales rep.  
 LEEDS: Howard Lilley and Martyn Hudson.  
 MANCHESTER: Bill Partington, sales rep; and Martyn Hudson.  
 LONDON: Mike Baylis, divisional sales manager; and Chris Sherriff, sales rep.

John Orton, Pace-Minerva publishing manager, outlines the company's reasons for joining the MW Dealer Tour: "Firstly, we want to say thank-you to our existing customers, and secondly we want to meet potential poster buyers to show them what we can offer."

A large percentage of our business is through record store outlets, and therefore we feel it is very important for us to be a part of this venture."

Describing the company he continues: "Pace-Minerva is the largest poster company in the UK and one of the largest in the world. We specialise in rock and pop — we

have a full-time job keeping abreast of current music trends and would claim that we manage this more effectively than any other poster company."

"While some areas of the music industry have suffered during the past 12 months, Pace-Minerva has seen a steady increase in trading. This is due to the fact that the majority of retailers are looking for alternative fast-moving lines to place alongside their record browsers."

Among the new features they are showing on the tour is a podium display unit, aimed specifically at the retailer who has minimum floor space available. It is designed in melamine with the posters shown in miniature, and holds 252 posters.

There will be the usual injection of new designs, including Rainbow, Whitesnake, Bryan Ferry and Status Quo, to name but a few. Pace-Minerva offers after-sales service, brought to you by a nationwide team of salesmen, and is justly proud of its reputation in the poster industry.

"We continually seek to improve and help the retailer in any way possible, and comments on new designs or suggestions as to how our sales service can be even further improved are always welcome," says Orton.

ATTENDING AT most venues will be Precision Video MD Walter Woyda (right), and local reps will attend the tour dates which fall inside their own areas.

LONDON AND THE SOUTH: Ray Silvey.  
 WEST COUNTRY: David Loxton.  
 MIDLANDS: Ian Taylor.  
 NORTH: Alan Raw.

Precision Video will be using the Dealer Tour to present all its new releases, and all new releases on Barber International. There will also be the first product it will be handling in the V2000 format, and introduction of Video Ring product from Germany — for which Precision has now taken on the exclusive agency for the UK.

Dealers will be told about the new rental scheme, as well as the sales side of the company, and will be able to see demonstration cassettes of items from Precision's catalogue. These cassettes will be in three formats — VHS, Betamax and V2000.

There will also be examples of promotion material for the autumn, details of campaigns, and the latest Precision catalogue.



WALTER WOYDA

# SEE WHAT THE MAD HATTER'S GOT UP HIS SLEEVES THIS AUTUMN.

### GENESIS

New Album  
 "ABACAB" CBR 102  
 Released 18th September  
 Includes current hit single  
 "ABACAB"/"ANOTHER RECORD" CB 388

### STEVE HACKETT

Current chart album  
 "CURED" CDS 4021

### SIR JOHN BETJEMAN

New album  
 "SIR JOHN BETJEMAN'S VARSITY RAG" CAS 1150

### AFRAID OF MICE

Debut album  
 "AFRAID OF MICE" CAS 1155  
 Latest single  
 "INTERCONTINENTAL/WHAT SHALL WE DO"  
 7" Version CB 389  
 Limited edition 12" Version CB 38912

And watch out for  
 "WE ARE MOST AMUSED" CAS 1156  
**RELEASED OCTOBER**  
 The best of British comedy on  
 one amazing compilation album

New from the PRE label  
**GREGORY ISAACS**  
 "MORE GREGORY ISAACS" PREX 9

**MEET THE CHARISMA PEOPLE ON THE POLYGRAM STAND.**



Marketed by Charisma Records.  
 AVAILABLE THROUGH  
 POLYGRAM RECORD OPERATIONS

# DEALER TOUR SUPPLEMENT



## Record Merchandisers

ATTENDING AT all sessions will be MD Hassan Akhtar (picture 1) and commercial director David Hammond (2). At the individual tour dates will be: BRISTOL: Max Mansfield (3), national accounts manager; Tony Wheatley (4), assistant Woolworth account executive; Glyn Marsh, area sales manager; and David Buckley (5), producer manager. BIRMINGHAM: Max Mansfield; Geoff Thompson (6), field sales manager; Tony Wheatley; and David Buckley. LEEDS: Max Mansfield; Geoff Thompson; Kingsley Grimble (7), buying control manager; and Tony Wheatley. MANCHESTER: Geoff Thompson; Mike Wreford (8), Woolworth account executive; Dave Bowler, sales co-ordinator; and Ashley Abram (9), product manager. NEWCASTLE: Doug Fryer, key accounts manager; Mike Wreford; Derek Irving, area sales manager; and Ashley Abram. GLASGOW: Doug Fryer; Kingsley Grimble; Mike Wreford; and Gordon Ross, area sales manager. LONDON: Max Mansfield; Geoff Thompson; Kingsley Grimble; and Tony Wheatley.

Record Merchandisers describes itself as "the company that takes the risk out of retailing records and tapes". It is not a distributor/wholesaler in the conventional sense, but provides a complete and unique merchandising service to high street multiple retail outlets, and the larger independent shops.

Set up 15 years ago by four major record companies, RM is now a force in the UK record industry, supplying records and tapes from all major labels to multiple groups.

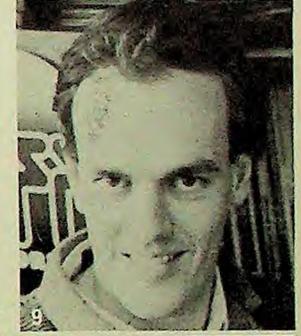
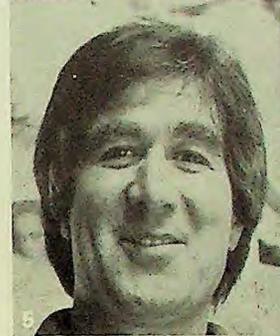
As part of a new move by the company to position itself as a more widely-based home entertainment organisation, RM moved into the video market earlier this year.

Using exactly the same principles on which it has successfully built its record and tape operation, RM is offering a basic package of 75 top-selling titles from the catalogues of Thorn EMI, Warner Home Video, Precision Video, CIC, Magnetic Video, Brent Walker and IPC. Repertoire covers feature films, comedy and children's television programmes, educational cassettes and music tapes. (Featured in *MW Video Extra*, July 25 issue).

Among the store groups that have committed themselves to the scheme so far are Greens at Debenhams, Fine Fare, Littlewoods, Martins and the Top Man fashion stores, plus a number of leading independent retailers.

The company has also just introduced a video rental scheme which will operate in a number of leading retail chains, details of which will be announced shortly.

This is the first time that RM has participated in the dealer tour, and the company is using the opportunity to liaise with existing customers and seek new business.



DOLL BY DOLL • DARTS • MATCHBOX • BAD MANNERS

BAD MANNERS • DARTS • MATCHBOX

BLUE ZOO • TAJ MAHAL • CHRIS REA

# MAGNET RECORDS

*On the road*

MUSIC & VIDEO WEEK RECORD/VIDEO DEALER TOUR '81

*Come and meet us on our stand*

GRAHAM MABBUTT (GENERAL MANAGER)  
 LYNNE PEACOCK (MARKETING MANAGER)  
 TILLY RUTHERFORD (HEAD OF REGIONAL PROMOTION)  
 ANNIE BRANSON (PRESS OFFICER)  
 MIKE LEADHAM, GORDON BIRCHAL,  
 JOHN SIMPSON, ROGER LINDLEY,  
 LES DOWN.  
 (REGIONAL SALES PROMOTION TEAM)

G.B. BAND • WALL STREET CRASH • DOLL BY DOLL

# DEALER TOUR SUPPLEMENT



ATTENDING AT all venues will be Ian Collett, video co-ordinator and Peter Battershill, Tandem sales manager, will be at all venues except Manchester.

At the individual dates will be:

BRISTOL — sales reps Paul Huggett and Rodney Walsom.

BIRMINGHAM — Paul Mackreath, sales rep.

NEWCASTLE — Area manager Mike Fay; and Steve Vernon, sales rep.

GLASGOW — Mike Fay; and sales reps Dave More and Brian Lynn.

LEEDS — Mike Fay; and sales reps Rob Bayliss and Chris Williams.

MANCHESTER — Area manager Dave McWilliam; and sales reps Chris Williams and Mike Moran.

LONDON — Area manager Nigel Tucker; and sales reps Nick Hill, Bill Simmons, Grahame Lloyd, Kevin Allwood and Steve Foord.



THE STRAY CATS

**ARISTA**



A STRONG force of Arista/Ariola personnel will be at every tour date, also under the Tandem banner.

On the stand at all seven venues will be Brian Yates, head of marketing; Tim Read, marketing manager; Maurice Goodwin, sales co-ordinator; and Andy Murray and Rick Blasky, artists development managers. At the individual venues will be:

BRISTOL — Geoff Lester, regional promotion manager and Gail Barber, marketing co-ordinator.

BIRMINGHAM — Mike Perry, head of regional promo;

NEWCASTLE — David Shortt, creative services manager and Ian Kingsley, regional promo manager;

GLASGOW — Colin Finn, regional promo manager;

LEEDS — David Adams, commercial director;

MANCHESTER — Ray Simone of telephone sales;

LONDON — Andrew Pryor, MD, David Shortt, David Adams and Gail Barber.

Some already announced in MW include the new Barry Manilow album (BMAN 1) and a three LP boxed set from him (BM BOX 2), both closing a year in which this artist has sold a total of two million in the UK; also LPs from The Stray Cats (STRAY 2), Kinks (SPART 1171) Aretha Franklin (SPART 1170), the Blues Band (BB 3), and more scheduled for this autumn, including Secret Affair (I SPY 3), Fela Kuti (SPART 1177), The Monkees (DARTY 12) and David Gates (SPART 1175). There is also a 3-LP Sky boxed set (SKY BX 1).



## Chrysalis

CHRYSLIS WILL be attending this year's Music & Video Week Dealer Tour under the banner of their sales force, Tandem.

Dealers will be able to talk to Collett, Battershill and their local reps about all aspects of the company's business, including the strong batch of releases before Christmas.

New LPs being promoted on the tour include product from Ian Hunter, Michael Schenker, Charlie Dore, Greg Lake, Linx, Ultravox and Blondie.

There will also be promo for video releases from Blondie, Billy Connolly and Jethro Tull.



IAN HUNTER



BARRY MANILOW



DAVID GATES



ARETHA FRANKLIN



SPARTAN RECORDS was formed in 1978 as a distribution company for independent record labels, capitalising on the increasing awareness by the media to new wave music and the growing demand by the record-buying public.

In just three years Spartan has grown to be a major distribution force in the industry, and with the help of those labels concerned has made major breakthroughs with several artists notably Toyah, UB40 and Hazel O'Connor.

Les Tomlin, sales manager, will be attending all the venues and directors Tom McDonnell and David Thomas will be attending several.

Les Tomlin will be joined by the local representative at their respective venues:—

SCOTLAND — David Pritchard.

LEEDS — David Roe.

BIRMINGHAM — Brian Whitby.

MANCHESTER — Paul O'Donoghue.

BRISTOL — Roger Bateson.

SOUTH, SOUTH WEST — Terry Breen.

NORTH EAST LONDON — Allen Wright.

LONDON — Arthur Richmond.



BILLY CONNOLLY



ULTRAVOX

PRECISION VIDEO PRESENTS  
A BARBER INTERNATIONAL RELEASE

# PRECISION VIDEO'S FIRST RELEASES FROM BARBER INTERNATIONAL



What better introduction for the wealth of terrific product from Barber International than:

#### ANIMALYMPICS

VHS VBPV 2555 B<sub>etamax</sub> BBPV 2555

A heartwarming emotional cartoon film of the 1980 Animal Olympics featuring the music of Graham Gouldman of 10cc

#### EAST OF ELEPHANT ROCK

VHS VBPV 2559 B<sub>etamax</sub> BBPV 2559

A tropical paradise where men live for power and women kill for love. Starring John Hurt, Jeremy Kemp, Judi Bowker and Christopher Casanove.

#### THE RISE & RISE OF CASANOVA

VHS VBPV 2556 B<sub>etamax</sub> BBPV 2556

An amorous & frivolous comedy adventure starring Tony Curtis & Marisa Berenson & Britt Ekland.

#### GUYANA - CRIME OF THE CENTURY

VHS VBPV 2557 B<sub>etamax</sub> BBPV 2557

The mass suicide that shocked the world starring Stuart Whitman, Gene Barry, John Ireland, Joseph Cotten & Yvonne De Carlo.

#### MAD DOG

VHS VBPV 2558 B<sub>etamax</sub> BBPV 2558

The violent story of Daniel (Mad Dog) Morgan during the Australia of 1860. Starring Dennis Hopper.

Five titles with everything going for them including:

- ★ Top Stars
  - ★ Display Material
  - ★ Press Ads
  - ★ Precision Unique Packaging
  - ★ A Brand Identity Of Their Own
- All available for simple rental or super sale.  
**STOCK NOW AND SELL FAST!**

# Barber

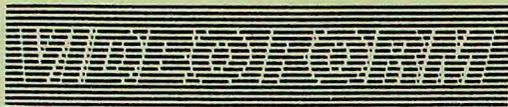
See all Precision Video's product at our stand on the Music & Video Week dealer tour.

ORDERS TO: PRECISION VIDEO LIMITED 132 WESTERN ROAD, MITCHAM, SURREY CR4 3UT. TELEPHONE: 01-640 3344  
HEAD OFFICE 19 UPPER BROOK STREET LONDON W1Y 1PD

AVAILABLE FROM



# DEALER TOUR SUPPLEMENT



SHARING A stand with Warrens is its separate sister company, Video Form.

Attending at all venues for this company will be general manager Ron Gale, and his assistant Jenny Charles.

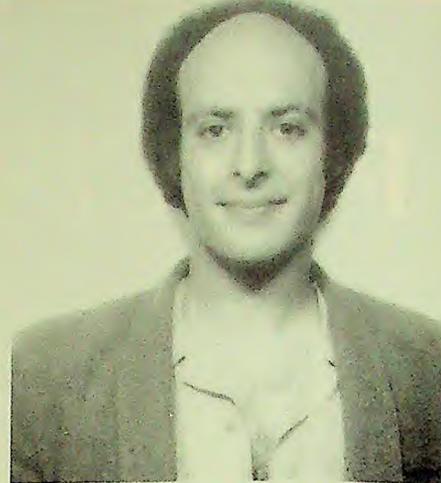
Gale talks about his new company: "Video Form without doubt offers a complete rental operation to the trade. Unlike some of the other companies we do not expect dealers wishing to enter the video age to pay either COD or to have deferred credit for four or five weeks."

Services to video stockists include: packs of 50-200 feature films (all de-restricted), display racks (free of charge); customers' application and membership forms (free); 25 per cent exchange of stock every four weeks throughout the rental period; £100 towards the dealer's local advertising campaign; and the choice of two methods of rental — details of which can be had from the Video Form stand — both aimed at being very simple, and giving dealers a chance to get into selling video without laying out large sums of money in stock.

Video Form also has a wholesale operation, offering over 4,000 titles produced and manufactured by 22 companies, including several of those who are attending the Dealer Tour themselves, and Rank, VCL, Hokushin, CIC, Intervision, VPD, Carnaby Video, Electric Blue, Probe Video, Home Video Products, Brent Walker and IPC (as featured in *MW* Video Extra, June 27 issue).



KATHY BECK



JOHN SUGAR



**Warrens Records Limited**  
(Wholesalers & Distributors)

ATTENDING AT all tour venues will be John Sugar, sales rep; and Kathy Beck, head of the tele sales department.

On the record side Warrens will be promoting their own complete one-stop service, which constantly stocks the top 100 singles, the top 75 cassettes and LPs, and best selling 12-inch 45s. Dealers will hear about the company's special offers, which include full-price albums and cassettes for a trade price of 50p; also Warrens' Golden Oldies catalogue (available on request) and stocks of TV-advertised product. Warrens will also be pushing its extensive range of back catalogue, and its ability to offer pre-release and unreleased material from countries such as the

US, Japan, Australia and Europe. They also offer a good range of product from the Indie labels.

Services listed include guaranteed next-day delivery, including Saturdays; and a phone-out service, including special customer orders.

Warrens has recently moved to new premises, due to expansion, and the new 12,500 square feet is staffed by personnel who have increased to over 60 in number. Warrens regards the move as "A major step for us — partly in view of the economic climate — but we feel that with the enormous space and extra staff we have we will be able to continue, but more important, to improve, our personal service — to old and new customers."



RON GALE



JENNY CHARLES

# STARS

on

# Poster Size

from

# Pace~Minerva



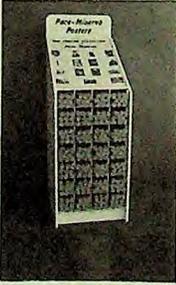
RAINBOW



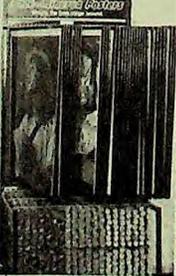
BRYAN FERRY



TOYAH



PODIUM DISPLAY



BROWSER DISPLAY

Simply the best range around —  
Yes — Pace Minerva offer the  
best in Rock & Pop Posters —  
all in full colour on high quality  
paper.

Size 36" x 24½".

See us on the  
Music and Video Week  
Dealer Tour  
or contact us today at  
**PACE-MINERVA**  
137 LEITH WALK  
EDINBURGH EH6 8NS  
Telephone 031-554 9444

Posters can be supplied flat or rolled for fast and easy self selection from handsome in-store displays.  
Couple this with generous discounts plus a regular after sales service and watch your profits grow with PACE-MINERVA

# DEALER TOUR SUPPLEMENT



ATTENDING ON the Virgin sales force stand will be representatives of the label, and Radialchoice.

Ann Kelly, Virgin sales manager, will be at all venues, and members of her team will be present at their local dates:

**BRISTOL** — John Northcote, Southern area manager; and sales rep Wilf Mann.

**BIRMINGHAM** — John Northcote.

**NEWCASTLE** — Des Frazer, area manager; and Bob Render, sales rep.

**GLASGOW** — Des Frazer and sales rep Stewart Bell.

**MANCHESTER** — Des Frazer and P.J. Kinsella, sales rep.

**LEEDS** — Des Frazer.

**LONDON** — Mike Lawrence,

assistant sales manager; John Northcote; and Lawrence Kaye, sales rep.

They will be presenting autumn campaigns for Christmas product, with emphasis on the new LPs from Human League and John Foxx — two of the label's major artists whose product will be pushed as hard as possible to the trade during the tour.

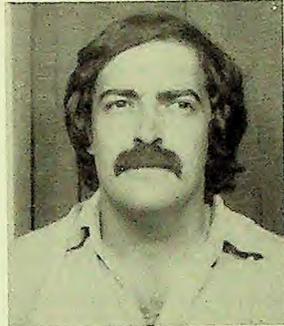
Ann Kelly, who has a personal unbroken record for attendance on *MW Dealer Tour* dates, sees the tour as "a promotion exercise through *Music & Video Week* which allows us to get to a lot more dealers than we normally could in such a small space of time — so that we can say 'thank-you' for all the help and co-operation we have had from the trade in the past years."



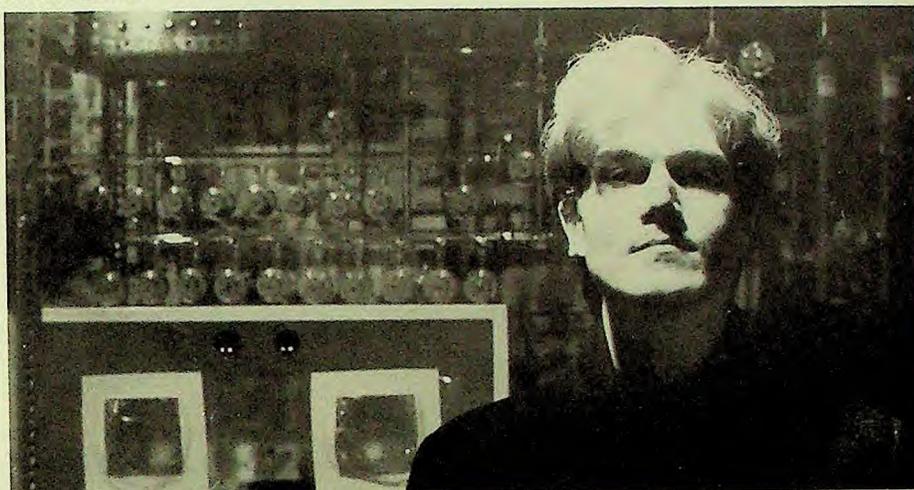
HUMAN LEAGUE



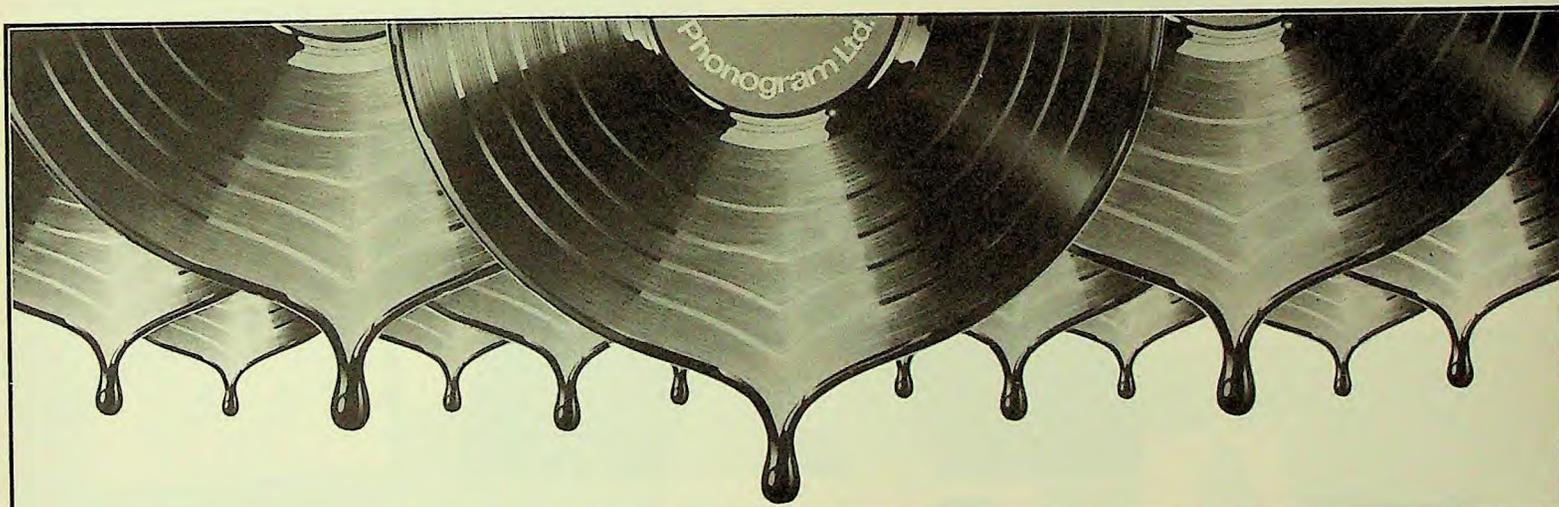
ANN KELLY



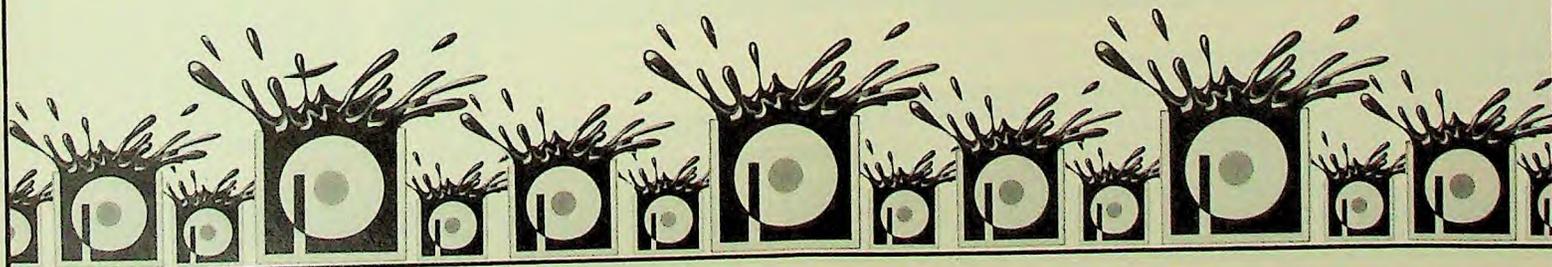
MIKE LAWRENCE



JOHN FOXX



**Phonogram. A forward looking company looking forward to meeting you.**



# DEALER TOUR SUPPLEMENT

## RADIALCHOICE

### RECORDS YOU CAN WATCH



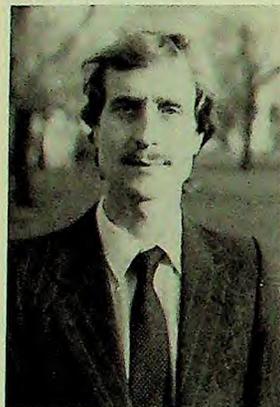
SIMON LAIT

ON THE Virgin stand will be managing director Simon Lait, and head of marketing and promotion, Paul Clark.

The company earlier this year released the first simultaneous record and video album, by the American artiste Tony Basil, called *Word Of Mouth* (which is the first music video album that is not a live concert or compilation album, but a visually interpreted record album). They have recently released a double A side single from this artist, *Time After Time*, which is available in seven-and 12-inch, in a limited edition black and white picture bag. Toni Basil is in the UK at present to record her own half-hour BBC television special.

A single was released on September 11 by a new signing, a young Scotsman called Jesse Rae. The single *D.E.S.I.R.E.* is available on both formats, and comes in an attractive fan shape picture bag. Also due for release is a second single by Lorna Wright, called *The Mirror Mile* which is taken from a forthcoming album (produced by Toyah's producer, Nick Tauber).

Radialchoice will be showing videos, including *Word Of Mouth*, *D.E.S.I.R.E.* and Lorna Wright's *The Teenage Confession*.



PAUL CLARK



MADNESS



JONA LEWIE

## STIFF RECORDS

PAUL CONROY, marketing manager, will be heading up the Stiff team on all dealer tour dates, accompanied by Maggie McKenzie, sales co-ordinator. Alan Cowderoy, managing director Dave Robinson and other Stiff staff will attend various venues.

Conroy says that the motives for joining the Tour are to "let dealers have a scream at us and for us to try to solve things. Obviously we want to let them know all about our hot autumn product - including albums from Madness, a lot of new hot singles and maybe the Jona Lewie album. We will also be explaining to the trade our new sales set-up which now includes our own telephone sales team."

There will be no shortage of personal appearances by Stiff artists.



PAUL CONROY

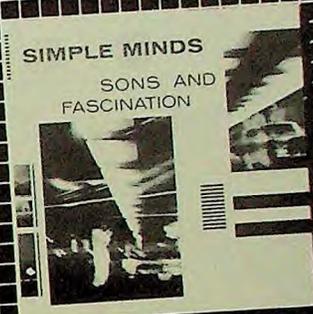


### MEET THE POLYDOR PEOPLE ON THE MUSIC WEEK DEALER TOUR

# THE AUTUMN COLLECTION



**RIP RIG & PANIC: "GOD" V2213**  
Get hip double quick with four sides at 45.



**SIMPLE MINDS: "SONS AND FASCINATION" V2207**  
Limited Edition Twin-Album Set: "SISTER FEELINGS CALL" additional LP with "SONS AND FASCINATION".



**DEVO: "NEW TRADITIONALISTS" V2191**  
New single "THROUGH BEING COOL" out now



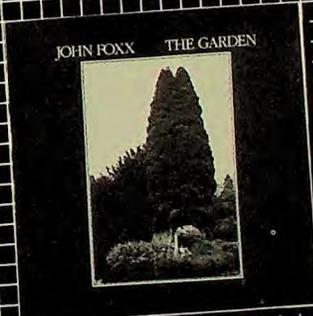
**TANGERINE DREAM: "EXIT" V2212**  
New album released this week

**STOP PRESS:** Tangerine Dream's last Album "THIEF" (V2198) is the Soundtrack of the United Artists film "VIOLENT STREETS" starring James Caan & Tuesday Weld on release in London September 17th.



**HEAVEN 17: "PENTHOUSE AND PAVEMENT" V2208**

Out on September 18th, the first album from Heaven 17 — The group featuring Martyn Ware, Ian Craig Marsh, formerly with the Human League, includes the hit single "(WE DON'T NEED THIS) FASCIST GROOVE THANG" and the chart single "PLAY TO WIN".



**JOHN FOXX: "THE GARDEN" V2194**

Released on September 25th, "THE GARDEN" is John Foxx's first album for eighteen months & features the current hit single "EUROPE AFTER THE RAIN". Initial orders include a special Limited Edition Free 16-Page colour booklet.

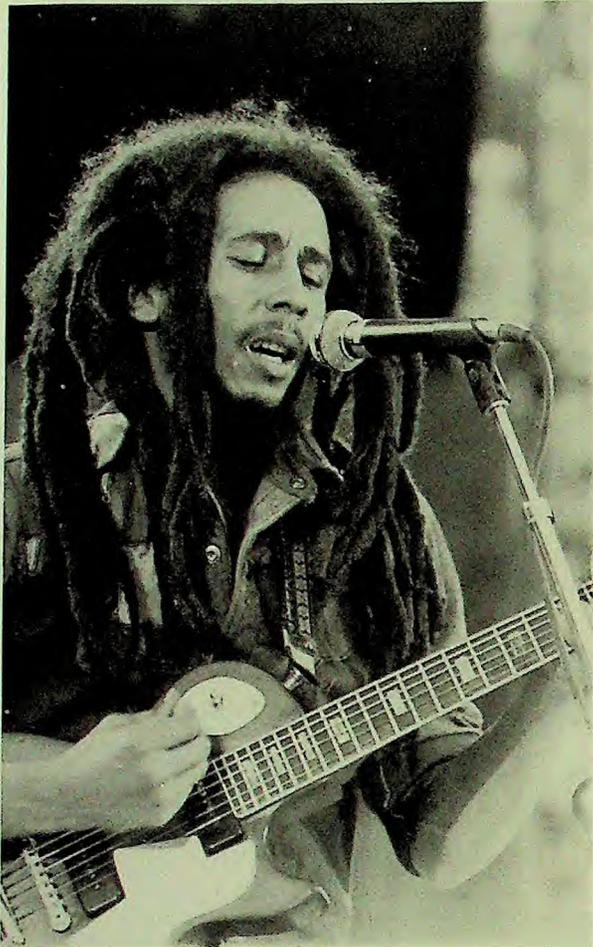


**PETER BAUMANN: "REPEAT REPEAT" V2214**

Produced by Robert Palmer. The first Album of songs from Peter Baumann, founder member of Tangerine Dream. Features the current single "REPEAT REPEAT". The computer dance experience.



# DEALER TOUR SUPPLEMENT



BOB MARLEY

# wea

ATTENDING AT all venues will be sales general manager Jeff Beard, and field sales manager Steve Betts will be at all venues except Bristol.

At the individual dates will be:  
BRISTOL — Mike Heap, marketing director; and Steve Cook, sales promotion rep.

BIRMINGHAM — Bill Whitney, West Midlands area manager.

NEWCASTLE — Paul Somers, Scotland area manager; and Paul

Turnbull, sales promotion rep.  
GLASGOW — Mike Heap; Paul Somers; and Derek Adnitt, sales promotion rep.

LEEDS — Paul Somers; and Mike Thomas, sales promotion rep.

MANCHESTER — Bill Whitney; and Martin Palmer, sales promotion rep.

LONDON — Roy Dougan, Southern area manager; and Jes Miller, sales promotion rep.

WEA Records is sharing a stand with Warner Home Video, and the sales and marketing executives — and the local reps — will be talking to dealers about the autumn record campaigns.



CARLY SIMON



SAXON



## RECORDS

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ORDER DESK 01-903 8223

## DEALER TOUR SUPPLEMENT



## WARNER HOME VIDEO

ATTENDING AT the tour venues will be:

**BRISTOL** — David Rozalla, director of marketing; and Ian Andrew, Southern national accounts manager.

**BIRMINGHAM** — Geoff Grimes, director of video operations; and Kevin Cockram, Northern national accounts manager.

**NEWCASTLE and GLASGOW** — David Rozalla and Kevin Cockram.

**LEEDS** — Debbie Crossan, sales co-ordinator; and Kevin Cockram.

**MANCHESTER** — Chas Evans, marketing co-ordinator; and Kevin Cockram.

**LONDON** — Geoff Grimes, David Rozalla, Debbie Crossan, Chas Evans, Ian Andrew and Androulla Michael, director of marketing's secretary.

Warner Home Video, the video division of Warner Communications Inc. has operated on a sales only basis in the UK for nearly a year. Titles such as Enter The Dragon, The Exorcist, Dirty Harry and Blazing Saddles have been among the best sellers for the last year; but they have not been available for rental.

This September sees the launch of Warner Home Video's rental catalogue. Box-office smashes such as Superman, 10, Every Which Way But Loose, Dog Day Afternoon and Exorcist II — The Heretic, lead 29 new titles that are available to the trade. Warners believe that the consumer market is headed in the direction of short-term low-cost rentals.



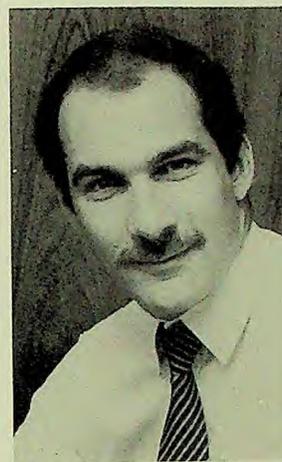
DEBBIE CROSSAN



CHAS EVANS



GEOFF GRIMES



DAVID ROZALLA



ATTENDING AT all the venues except Bristol and Birmingham is Leslie O'Meara, sales director; and attending all venues except Leeds is Bob Lewis.

At the individual venues will be area reps for the relevant parts of the country:

**BRISTOL** — Gary Howells and Brian Flynn.

**BIRMINGHAM** — Gerry Smith, Clive Wilson and Gary Howells.

**NEWCASTLE** — Dennis Hartley, and Allan Maddison.

**LEEDS** — Clive Wilson and Dennis Hartley.

**MANCHESTER** — John Champion.

**GLASGOW** — Eddie Webster and Jim Milne.

**LONDON** — John Champion, Dennis Hartley, Jimmy Hanks, Jack North and Arthur Hannington.

Wynd-Up is already solidly established as a first-league distributor/wholesaler for the UK record industry, with divisions dealing with accessories, export and import. But this year on the MW Dealer Tour the entire emphasis on the Wynd-Up stand will be on the company's video wholesaling activities.

John Champion comments: "We at Wynd-Up are once again pleased to be involved in the Music and Video Week Dealer Tour. Our feature this year is video, and we cordially invite dealers to visit our stand and meet members of our video sales team, who will be on hand to deal with your video enquiries and



LESLIE O'MEARA

give information about our service."

Wynd-Up claims the distinction of being the UK's largest video distributor, a position achieved by "the continuous supply of all manufacturers' product" — the number of manufacturers served being, in fact, 35.

"Our service is second to none," states Champion, "and this is highlighted by the fact that we offer a 24-hour service nationwide via Securicor. Our stockholding is in excess of £1m, comprising in-depth stock of both VHS and Betamax formats — and we are expanding our stock of V2000 format cassettes as titles become available.

"Please note," he stresses, "that our trade prices are identical to those of the manufacturers."

As well as a field sales force and a tele-sales force for video, Wynd-Up also has two one-stop operations, at its addresses in Manchester and Glasgow.

Latest addition to the video product offered are the Warner Home Video lease schemes titles.



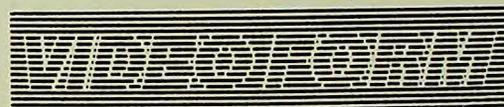
**Warrens Records Limited**  
(Wholesalers & Distributors)

**WARRENS RECORDS**  
the complete one-stop  
offering the following

- \* Top 100 singles
- \* Top 75 LP's and cassettes
- \* Top hot selling 12" singles
- \* All TV advertised product

Lots and lots of special offers and a video catalogue with over 4000 titles and a comprehensive range of blank video tapes. In fact, everything you would expect to find at a top wholesalers and very much more at the right price for you.

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THE RENTAL COMPANY  
with a no fuss,  
no paper work  
system.

All films supplied are derestricted. In fact, we give you the whole package. We will even exchange 25% of your stock every 4 weeks. All this can be yours for as little as £1 per week. Want to know more? Then phone Ron Gale on 01-368 9244.

PS We also have a wholesale operation with over 4000 titles in stock at very competitive prices.

"Superman: The Movie" is one of thirty titles from Warner Home Video now available for rental. For further information please call 01-998 8844 or come and see us on the Music and Video Week dealer tour.  **WARNER HOME VIDEO**

We make television worth watching.

\*Trademark of Warner Communications Inc. © 1978 WARNER COMMUNICATIONS COMPANY



**SUPERMAN**  
THE MOVIE

**IT'S GOING TO MOVE OFF YOUR SHELVES  
FASTER THAN THE SPEED OF LIGHT.**

Capital City

Tubes

Sonet STONE 2162

Gidea Park

40

RCA 109

Louis Clark/RPO

15	5	Louis Clark/RPO	RCA 109	26	Gidea Park	40	26	Europe After The Rain	Virgin VS 393	66	NEW	HEART & SOUL	Exile	RAK 333
16	29	SLOW HAND	Planet K 12530	41	John Foxx	41	40	WALKIN' INTO SUNSHINE	Mercury MER 78	67	60	DANCING ON THE FLOOR	Third World	CBS A 1214
17	10	CARIBBEAN DISCO	Polydor POSP 302	42	Central Line	45	45	AS THE TIME GOES BY (VOCAL)	London LON 001	68	NEW	CLASSICAL MUDLEY	Portsmouth Sinfonia	Springtime WIP 6736
18	20	RAINY NIGHT IN GEORGIA	Warner Brothers K 17840	43	Funkapollitan	41	41	BIRDIE SONG	PRT 7P 219	69	53	JEEPSTER/MARIE CELESTE	Polecats	Mercury POLE 3
19	12	GIRLS ON FILM	EMI 5206	44	Tweets	NEW	44	FOR YOUR EYES ONLY	EMI 5195	70	NEW	DAY AFTER DAY	Pretenders	Real ARE 17
20	15	CHEMISTRY	Epic EPCA 1485	45	Sheena Easton	34	45	CHANT NO. 1 (DON'T NEED THIS PRESSURE ON)	Reformation/Chrysalis CHS 2528	71	70	TURN IT ON	Level 42	Polydor POSP 286
21	8	GREEN DOOR	Epic EPCA 1354	46	Spandau Ballet	35	46	BEACH BOYS MEDLEY	Capitol CL 213	72	NEW	I'M LUCKY	Jean Armatrading	A&M AMS 8163
22	32	ONE OF THOSE NIGHTS	RCA 114	47	Beach Boys	49	47	AIN'T NO MOUNTAIN.../REMEMBER ME	WEA DICK 1	73	60	BODY TALK	Imagination	R&B RBS 201
23	30	YOU'LL NEVER KNOW	Epic EPCA 1387	48	Boystown Gang	46	48	FIRE	Island WIP 6679	74	NEW	YOU SURE LOOK GOOD TO ME	Phyllis Hyman	Arista ARIST 424
24	31	HAND HELD IN BLACK & WHITE	WEA BUCK 1	49	U2	39	49	JUST ANOTHER BROKEN HEART	EMI 5232	75	NEW	BRAS ON 45	Ivor Biggun & The D Cups	Dead Badger BOP 6
25	18	BACK TO THE SIXTIES	Jive JIVE 002	50	Sheena Easton	NEW	50							

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## BUBBLING UNDER

The 25 bubbling under titles have no specified position and are listed in alphabetical order. None of these titles have appeared in the Top 75 in the previous four weeks.

- BUSTIN' OUT, Material, Island WIP 6713
- DO YOU LOVE ME, Patti Austin, Q, Uest K17838
- DON'T STOP YOUR LOVE, Kelly Marie, Calibre PLUS 8
- HAPPY BIRTHDAY, Altered Images, Epic EPCA 1522
- I WANT YOU BACK, Kate Robbins, RCA 108
- I'M GOING TO LOVE YOU FOR BOTH OF US, Meatloaf, Epic EPCA 1580
- I'M STANDING HERE TODAY, Crusaders/Joe Cocker, MCA 741
- INCONVENIENCE, Au Pairs, Human HUM 8
- IT WILL BE ALRIGHT, Odyssey, RCA 128

- LET IT GO, Def Leppard, Vertigo LEP 2
- LITTLE DARLIN', Racey, RAK 335
- LOVE ALL THE HURT AWAY, Franklin/Benson, Arista ARIST 428
- LOVE HAS COME AROUND, Donald Byrd, Elektra K 12559
- NICE AND SOFT, Wish, Excaliber EXC 511
- PAPA'S GOT A BRAND NEW PIG BAG, Pig Bag Y10
- QUIET LIFE, Japan, Hansa HANSA 6
- READY TO ROCK, Michael Schenker Group, Chrysalis CHS 2541
- RIDING ON A FANTASY, Rah Band, DJM DJS 10973
- ROCK ON ELVIS, Tulsa McLean, RCA 123

- SPASTICVS AUTISTICVS, Ian Dury, Polydor, POSP 285
- TAKE OFF, Harlo, Champagne FIZ 103
- TELSTAR, Shadows, Polydor, POSP 316
- TURN YOURSELF LOOSE, John Miles, EMI 5213
- WE'RE IN THIS LOVE TOGETHER, Al Jarreau, Warner Bros K 17849
- WE'VE GOT THE FUNK, Hi-Tension, EMI 5225

# ART GARFUNKEL A HEART IN NEW YORK

Chart single



CBS A1495

# The art of sociable salesmanship

IN A brief break between persuading one customer to buy the Logic album when she had just come in for the single, and telephoning Capital Radio to try and identify an LP track which another would-be customer had heard but did not know the title of, Alan Davison sighed with contentment and announced: "I like being a record retailer; life behind the counter suits me fine."

He put the record label into cold storage, passed his offices onto a friend who needed them, reduced his profit-mincing shop staff of manager and six full- or part-timers to one (himself), and got on with the job of retailing records and tapes. A part timer who is as welcoming behind the counter as he is, and is flexible enough to become a full-timer as and when needed, now completes the team.

"I've been concentrating on the shop since about Christmas," said

The argument that lavishing too much attention on one record buyer when the shop is busy could lose other sales does not seem to have much weight at Tudor. The more deeply involved Davison became in trying to track down the correct title and label of a record for a young office worker who dropped in one lunchtime, the more everyone else in the shop became involved. And it was obvious that the Davison Method of Making Customers and Influencing Record Lovers had made a favourable impression all round.

"Anyone can do it," he insisted, "and can really sell records. People like records, they want to buy them — you're not trying to sell them something nasty, or useless."

All quite true, but Davison has the advantage of being knowledgeable, extrovert and funny — a natural salesman, with a personal enthusiasm for the goods he deals in which would warm a heart of stone. Impatient with false modesty, he grinningly accepts that description, but insists that the vast majority of indie record retailers are, or easily could be, the same; and that they could reap solid financial benefit from making themselves into sociable paragons. He has doubled Tudor Records' turnover in about 12 months.

Davison has changed the stock from mainly classical to mainly rock and pop, with particular attention to catalogue ("If you have it you'll sell it.") and he makes full use of record company displays.

"I've tried very hard to be on the record companies' side — to

promote and sell their records. There are no price stickers in my window announcing discounts — but there are displays for new product there, and all over the walls. And they do sell records."

Part of his retail policy of supporting the UK manufacturers is a refusal to stock parallel imports — but he also dislikes them because they are often of low quality, and he does not want the problem of having to argue endlessly with dissatisfied customers who are convinced that they should be able to change a faulty Continental pressing of an LP (bought for £2.99 or less) for a better one, at no further cost to themselves. The imported albums in the browsers all bear the Mecolico stamp in a prominent position.

He has a video display, and is reserving judgement on this new line of trade until it proves itself — but pointed out that with Radio Rentals and Granada branches across the road he does not expect great things from video. "Anyway, I still think that the future of the record retailer lies in records."

He is delighted with record manufacturers who set up strong discount pricing schemes for their catalogue (his appreciation of the boost that the CBS Nice Price list has given trade is particularly

enthusiastic), but he does not discount much himself.

"My regulars don't bat an eyelid at paying full price, because they come here for the service," he asserts, telling of one customer who had been turned so strongly onto audiophile discs — digital recordings and half-speed mastered albums — that he had made Davison promise not to tell his wife how much he was spending on records since he bought a new hi-fi system. Having gone to the trouble of stocking these albums, which are still very much of minority interest, Davison actually charges more than most retailers would for them. Customers who want the availability of such product are prepared to pay a little extra.

He sells new releases at about full price, and his army of regular customers grows all the time, although his shop is next door to a Woolworth branch. He regularly has what he calls the "three-ninety-nine conversation" with new visitors. They find what they want, then ask why it is £5 at Tudor when it is £3.99 next door. "Why don't you buy it next door?" Davison will ask sweetly. "Because they're out of stock," will come the reply. "Ah," comes the calm rejoinder, "when it's out of stock here I only charge £2.99."

## 'People like records, they want to buy them—you're not trying to sell them something nasty or useless'

Davison learned a great deal about record retailing when he was a rep, but went first into the wholesale/one-stop side of the trade with Lightning. Having stayed with them through a period of rapid expansion, he eventually gave up his directorship there and set up the Laser record label. He also bought Tudor Records in Muswell Hill, North London, and attempted to run careers as a retailer and label boss in tandem.

Upheavals and recessions in both sides of the record business turned his life into a series of headaches and frustrations. To put it less bluntly and more printably than he did, he realised he was totally fed up.

Davison, sharply eyeing a new customer and deciding that he looked as though he would be interested in the new Randy Crawford LP. It was slipped on the turntable — and he was.

"I'm keeping the Laser label dormant, but my enthusiasm there has been destroyed for the moment by all the hassles I had from the record industry."

When Davison talks about selling he uses the word in its best commercial sense. "The main thing in a record shop is that nothing should be too much trouble; I've got about £100-worth of record company catalogues behind that counter, and it only takes a moment to look things up."

## 'I've tried very hard to be on the record companies' side—to promote and sell their records'



SOUTHERN  
MUSIC  
PUBLISHING  
CO LTD

BUDDY HOLLY WEEK 1981 7-11 SEPTEMBER



Edited  
by  
NICOLAS SOAMES

CLASSICAL

# A technical first for Hyperion LP

HYPERION'S SIX varied releases for September are headed by an album, *The Sacred Vocal Music of Monteverdi* (A66021) which not only includes a number of first recordings, but also features Tony Faulkner's new "phased array" recording technique.

Faulkner, a former Enigma recording engineer, has devised this new technique to allow him to place his microphones further away than usual, therefore enabling the recording to capture more of the natural ambience of the recording environment.

Ted Perry, director of Hyperion, who is not a man easily given to superlatives, says the record "is the best record I have ever made and one of the most beautiful I have ever heard," though much of those remarks refers to the music and the performances.

The music is a collection of pieces from the *Selve Morale* and the *Messa a Quattro Voce*, and it is performed by Emma Kirkby, soprano; Ian Partridge, tenor and David Thomas, bass with *The Parley of Instruments* directed by Roy Goodman and Peter Holman.

"The chemistry of the record went absolutely right — everyone knew that we were making an exceptional record at the time," said Perry.

The second record in the release is another by the clarinetist Thea King. This time she is joined by Georgina Dobree, basset horn and Nobuko Imai, viola, with the LSO under Alun Francis (A66022). The works, *Concerto in E minor for clarinet and viola* by Bruch, *Mendelssohn's Two Concert Pieces for clarinet and basset horn* and the *Introduction and Variations On A Swedish Air* by Crussell are all rare works which King feels deserve a wider audience.

The record was engineered by Kenneth Wilkinson who this year won the Audio Award from *Hi Fi News & Record Review*.

On another release John McCabe plays *Scarlatti Sonatas On A Piano* (A66025). The first 500 albums have been personally signed. Twenty-seven *Songs to Shakespeare* by English composers are sung by Graham Trew accompanied by Roger Vignoles on (A66026), is also on the Hyperion list.



SIONED WILLIAMS (above) has in the last couple of years established herself as one of the leading young harpists in this country, as well as winning major competitions abroad. Now comes her first solo album — *Harp Music by John Parry* — issued by *Meridian Records* (E45002).

It is an intriguing release for many reasons. Primarily, it marks Williams' claim to being a leading soloist in her own right — in fact, a second disc of popular melodies for flute and harp, entitled *Spun Gold*, is due out shortly on *Meridian*.

But the release also brings to notice a composer who is otherwise almost completely unrecorded. John Parry was a blind Welsh harpist who lived from 1710-1782 and was widely regarded as one of the greatest harpists and harp composers.

On this album, Williams has included a variety of works, four sonatas and sets of Welsh melodies and variations, and the record sleeve contains exhaustive notes on the man and the music.

This is the second release from *Meridian*, now run by John Shuttleworth, which replays at 45rpm giving superior sound quality — the record was cut by *Nimbus*.

# New titles and dealer drive from Chandos

MUSIC INSPIRED by Scotland and music for the 20th century bassoon is included on six records released this month by Chandos, which is also embarking on a dealer drive with a new, fully illustrated catalogue, window stickers and new listings and order forms.

*Land of the Mountain and the Flood* (ABRD 1032 and on cassette) takes its title from the most popular work by MacCunn (1868-1916) which was used as the music to the TV series *Sutherland's Law*. But the record, played by the Scottish National Orchestra under Gibson, also contains Mendelssohn's *Hebrides Overture*, Verdi's ballet music from *Macbeth*, Arnold's *Tam O'Shanter* and Berlioz' *Waverley Overture*. The recording is digital.

There are two other digital recordings. *The Edge of Space* takes its title from a *Fantasy for Bassoon and Orchestra* written by the American composer John Downey (b. 1927). The work, scored for huge orchestra, contains some unusual effects, including one chord maintained by eight tuned crystal glasses accompanying a haunting bassoon melody.

The bassoon is played by Robert Thomson, an American musician who is accompanied by the LSO, and, in *Concertos* by Gordon Jacob and Jurriaan Andriessen, the English Chamber Orchestra, conducted by Geoffrey Simon (ABRD 1033 and on cassette).

The third digital release is Purcell's *Dido and Aeneas* with Emma Kirkby, David Thomas, Judith Nelson and the Taverner Choir and Players under Andrew Parrott (ABRD 1034 and on cassette) which will be the subject of a feature article in *Music & Video Week* at the end of the month.

The other three releases are Brahms' *Clarinet Quintet* with Janet Hilton and the Lindsay String Quartet (ABR 1035); Debussy *Chamber Music* played by the Athena Ensemble (ABR 1036), and two song cycles by Nicholas Maw, *The Voice of Love* sung by Sarah Walker with Roger Vignoles, piano, and *La Vita Nuova*, performed by Nan Christie with the Nash Ensemble. This disc (ABR 1037) was sponsored by the Arts Council.

Incidentally, the new illustrated Chandos catalogue contains information on all the 40 classical releases made by the label since its launch in 1979, as well as the brass band records.

# Meet the people who matter when they visit your town...

For the third year Music & Video Weeks National Dealer Tour starts on Tuesday 15th September 1981.

Practically every company that is worth knowing in the record/video Industry will be there; so don't miss your chance to meet the people who matter to your business.

MAKE SURE OF  
YOUR TICKETS  
NOW

BBC Records; Belt-Up Promotions (London only); Clyde Factors (Glasgow only); Decca Records; EMI Records; Guild Home Video; Magnet Records; Magnetic Video; Pace Minerva; Phonogram; Polydor; Precision Video; Record Merchandisers; RSO Records; Sony (UK); Thorn EMI Video; Warner Home Video; WEA Records; Wynd-Up; Spartan; Virgin; Warrens Records Ltd; Video Form; Stiff; Radialchoice; Tandem and Island Records.

This is where and when you can see them:—

Tue 15 September	Holiday Inn, Bristol
Thur 17 September	Albany Hotel, Birmingham
Mon 21 September	Gosforth Park Hotel, Newcastle
Tue 22 September	Albany Hotel, Glasgow
Thur 24 September	Queens Hotel, Leeds
Mon 28 September	Piccadilly Hotel, Manchester
Wed 30 September	The Dorchester, London



Owners, Record/Video Buyers, Managers: Please fill out coupon to make sure of your chance to visit this exclusive Trade Show. Tickets will be mailed to you approximately 4 weeks prior to the venue you request.

NAME \_\_\_\_\_  
POSITION \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_

If you wish to invite a member of staff please state

NAME \_\_\_\_\_  
POSITION \_\_\_\_\_  
ADDRESS (if different from above) \_\_\_\_\_

Please state venue you will attend \_\_\_\_\_  
Send to AVRIL BARROW MUSIC & VIDEO WEEK  
40 LONG ACRE, LONDON WC2E 9JT.

16	6	SHOT OF LOVE	Bob Dylan	CBS 86178
17	22	BEATLES BALLADS	Beatles	Parlophone PCS 7214
18	13	ANTHEM	Tough	Safari V00R 1
19	12	KIM WILDE	Kim Wilde	RAK SRAK 544
20	10	PRETENDERS II	Pretenders	Real SRK 3572
21	19	BEST OF MICHAEL JACKSON	Michael Jackson	Motown STMR 9009
22	28	20 GOLDEN GREATS	Beach Boys	Capitol EMTV 1
23	23	KINGS OF THE WILD FRONTIER	Adam & The Arts	CBS 84549
24	11	BELLA DONNA	Stevie Nicks	WEA K 99169
25	17	HOTTER THAN JULY	Stevie Wonder	Motown STMA 8035
26	18	THIS OLE HOUSE	Shakin' Stevens	Epic EPC 84985
27	20	LEVEL 42	Level 42	Polydor POLS 1036
28	31	VIENNA	Ultravox	Chrysalis CHR 1296
29	27	MAKIN' MOVIES	Dire Straits	Vertigo 6359 034
30	34	FACE VALUE	Phil Collins	Virgin V 2185
31	30	BAD FOR GOOD	Jim Steinman	Epic/Cleveland EPC 84361
32	29	JU JU	Stouxsie and The Banshees	Polydor POLS 1034
33	26	TRAVELOGUE	Human League	Virgin V 2160
49	50	KILLMANJARO	Teardrop Explodes	Mercury 6359035
50	91	NEW TRADITIONALISTS	Devo	Virgin V2191
51	66	SLEEP NO MORE	Comsat Angels	Polydor POLS 1038
52	45	GUILTY	Barbra Streisand	CBS 86122
53	76	IF YOU WANT BLOOD YOU'VE GOT IT	AC/DC	Atlantic K 50552
54	42	CATS	Various	Polydor CATX 001
55	35	FOUR	Foreigner	Atlantic K 50796
56	82	DARK SIDE OF THE MOON	Pink Floyd	Harvest SHVL 804
57	55	PIRATES	Rickie Lee Jones	Warner Bros K 56816
58	59	REPRODUCTION	Human League	Virgin V 2133
59	67	JAZZ SINGER	Neil Diamond	Capitol East 12120
60	59	VISAGE	Visage	Polydor 2490 157
61	90	20 GOLDEN GREATS	Diana Ross	Motown EMTV 21
62	72	THE DUDE	Quincy Jones	A&M AMLK 63721
63	54	4 SYMBOLS	Led Zeppelin	Atlantic K 50008
64	46	COME AND GET IT	Whitesnake	Liberty LBG 30327
65	61	OFF THE WALL	Michael Jackson	Epic EPC 83468
66	61	MAGNETIC FIELDS	Jean Michel Jarre	Polydor POLS 1033
67	77	WAR OF THE WORLDS	Jeff Wayne's Musical Version	CBS 96000
83	56	SIMON AND GARFUNKEL'S GREATEST HITS	Simon And Garfunkel	CBS 69003
84	80	BEATLES 1962-1966	Beatles	Parlophone PCSP 717
85	95	LIVE IN THE HEART OF THE CITY	Whitesnake	UA SNAKE 1
=85	53	THE LAST CALL	Anti Pasti	Rondelet ABOUT 5
87	—	I AM PHOENIX	Judy Tzuke	Rocket TRAIN 15
88	—	HIGH AND DRY	Def Leppard	Vertigo 6359045
89	71	LOOK AT ME NOW	Bernie Marsden	Parlophone PCF 7217
90	78	DR. HOOK'S GREATEST HITS	Dr. Hook	Capitol EST 200637
91	100	WHA'PPEN	The Beat	Go-Feat BEAT 3
92	69	DIFFICULT TO CURE	Rainbow	Polydor POLD 5036
93	48	BACK IN BLACK	AC/DC	Atlantic K 50735
94	—	LIVE AT THE LYCEUM	Bob Marley And The Wailers	Island ILPS 9376
95	93	HEAVEN UP HERE	Echo & The Bunnymen	Korova KODE 3
96	—	SPECIAL FORCES	Alice Cooper	Warner Brothers K 56927
97	81	NIGHTCLUBBING	Grace Jones	Island ILPS 9624
98	—	20 GOLDEN GREATS	Gilbert O'Sullivan	K-Tel NE 1133
99	60	EAST SIDE STORY	Squeeze	A&M AMLH 64854
100	NEW	SKY II	Sky	Arifa ADSKY 2

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CHART FOR WEEK-ENDING SEPTEMBER 12

# TOP 100 ALBUMS

NEW ENTRY  
 ● PLATINUM LP (300,000 units as of Jan '79)  
 ● GOLD LP (100,000 units as of Jan '79)  
 ● SILVER LP (60,000 units as of Jan '79)  
 — RE-ENTRY

This Week	Last Wks. on Chart	Week	Week	Week	TITLE/Artist (producer)	Label number	This Week	Last Wks. on Chart	Week	Week	Week	TITLE/Artist (producer)	Label number			
1					DEADRINGER Meatloaf	Epic EPC 83645 (C) C: 4083645	52	45	49	GUILTY Barbra Streisand (Gaulten/Richardson/Gibb)	CBS 86122 (C) C: 40 86122	53	76	2	IF YOU WANT BLOOD YOU'VE GOT IT AC/DC	Atlantic K 50532 (W) C: Atlantic K 50532
2					TATTOO YOU Rolling Stones	Rolling Stones CUNS 39114 (E)	54	42	7	CATS Various (Andrew Lloyd Webber)	Polydor CATX 001 (F) C: CATXC 001	54	42	7	FOUR Foreigner (Robert John Lange)	Atlantic K 50796 (W)
3	1	6			TIME Electric Light Orchestra (Jeff Lynne)	Jet LP 236 (C) C: JETCA 236	55	35	8	DARK SIDE OF THE MOON Pink Floyd	Harvest SHVL 804 (E) C: TC-SHVL 804	56	82	3	PIRATES Rickie Lee Jones	Warner Bros K 56816 (W) C: 456816
4					DANCE Gary Numan	Beggars Banquet BEGA 28 (W) C: BEGC 28	57	55	6	REPRODUCTION Human League	Virgin V 2133 (C)	57	55	6	JAZZ SINGER Neil Diamond (Bob Gaudio)	Capitol East 12120 (E) C: TCEAST 12120
5	2	11			LOVE SONGS Cliff Richard (Various)	EMI EMTV 27 (E) C: TC-EMTV 27	58	59	4	VISAGE Visage	Polydor 2490 157 (F) C: 3184 157	59	67	42	20 GOLDEN GREATS Diana Ross	Motown EMTV 21 (E) C: TCEMTV 21
6	4	18			SECRET COMBINATION Randy Crawford (Tommy Lipuma)	Warner Brothers K 56904 (W) C: K4-56904	60	59	7	MAGNETIC FIELDS Michael Jackson (Quincy Jones)	Epic EPC 83468 (C) C: 4083468	60	59	7	THE DUDE Quincy Jones (Quincy Jones)	A&M AMLK 63721 (C)
7	3	12			DURAN DURAN Duran Duran (Collin Thurston)	EMI EMC 3372 (E) C: TCEMC 3372	61	54	6	4 SYMBOLS Led Zeppelin	Atlantic K 50008 (W)	61	90	6	COME AND GET IT Whitesnake (Martin Birch)	Liberty LBG 30327 (E) C: TC-LBG 30327
8	7	15			PRESENT ARMS UB40 (UB40)	Dep Int. LPDEP 1 (SP) C: CADEP 1	62	57	13	OFF THE WALL Michael Jackson (Quincy Jones)	Epic EPC 83468 (C) C: 4083468	62	72	22	MAGNETIC FIELDS Jean Michel Jarre (Jean Michel Jarre)	Polydor POLS 1033 (F) C: POLSC 1033
9	9	7			ROCK CLASSICS LSO/Royal Choral Society (D. Reedman/J. Jarratt)	K-tel ONE 1123 (K) C: CE 2123	63	54	6	WAR OF THE WORLDS Jeff Wayne's Musical Version	CBS 96000 (C) C: 4096000	63	54	6	T. REX IN CONCERT Marc Bolan	Marc ABOLAN 1 (SO)
10	16	131			BAT OUT OF HELL Meat Loaf (Todd Rundgren)	Epic/Cleveland Int. EPC 82419 (C) C: 40.82419	64	46	22	LONG DISTANCE VOYAGER Moody Blues (Pip Williams)	Threshold TXS 139 (F) C: KTXC 139	64	46	22	JOURNEY TO GLORY Spandau Ballet (Richard James Burgess)	Reformation/Chrysalis CHR 1331 (F) C: ZCHR 1331
11	8	18			HI INFIDELITY Reo Speedwagon (Beasmah/Cronin/Richrath)	Epic EPC 84700 (C) C: 4084700	65	57	13	BREAKING AWAY Al Jarreau	Warner Brothers K 56917 (W)	65	57	13	SUPER TROUPER Abba (Andersson/Ulvaeus)	Epic EPC 10022 (C) C: 40-10022
12	5	6			OFFICIAL BBC ALBUM OF THE ROYAL WEDDING BBC REP 413 (A) C: ZCH 413	BBC REP 413 (A) C: ZCH 413	66	61	15	MUSIC OF COSMOS Various	RCA RCALP 5032 (R)	66	61	15	FLESH & BLOOD Roxxy Music	Polydor POLH 002 (F) C: POLMC 002
13					WALK UNDER LADDERS Joan Armatrading	A&M AMLH 64876 (C)	67	77	65	BOY U2	Island ILPS 9646 (E) C: ZCI 9646	67	77	65	BEST MOVES Chris De Burgh	A&M AMLH 68532 (C)
14					SONS AND FASCINATION/SISTERS FEELINGS CALL Simple Minds	Virgin Z207 (C) C: TCV 2207	68	50	11	MISTAKEN IDENTITY Kim Carnes (Val Garay)	EMI America AML 3018 (E) C: TC AML 3018	68	50	11	MANILOW MAGIC Barry Manilow (Ron Dante/Barry Manilow)	Arista ARTV 2 (F) C: ARTVC 2
15	14	6			BUCKS FIZZ Bucks Fizz (Andy Hill)	RCA RCALP 5050 (R) C: RCAK 5050	69	74	17	DIRE STRAITS Dire Straits	Vertigo 9102 021 (F) C: 7231 015	69	74	17	AIN'T NO STOPPIN' Enigma	Creole CRX 1 (C/CR)
16	6	3			SHOT OF LOVE Bob Dylan (Blackwell/Dylan/Plotkin)	CBS 85178 (C)	70	51	27	THE LEGEND OF MARIO LANZA Mario Lanza	K-Tel NE 1110 (K) C: CE 2110	70	51	27	MARAUDER Blackfoot	Atco K50799 (W)
17	22	3			BEATLE BALLADS Beatles	Parlophone PCS 7214 (E) C: TC-PCS 7214	71	73	2	SIMON AND GARFUNKEL'S GREATEST HITS Simon And Garfunkel	CBS 69003 (C) C: 40 69003	71	73	2	BEATLES 1962-1966 Beatles	Parlophone PCSP 717 (E) C: TC-PCSP 717
18	13	16			ANTHEM Toyah (Nick Tauber)	Safari VOOR 1 (SP) C: VOORC 1	72	88	3	LIVE IN THE HEART OF THE CITY Whitesnake	UA SNAKE 1 (E)	72	88	3	THE LAST CALL Anti Pasti	Rondelet ABOUT 5 (SP) C: CARB 5
19	12	10			KIM WILDE Kim Wilde (Ricky Wilde)	RAK SRAK 544 (E)	73	52	3	HIGH & DRY Def Leppard (Robert John Lange)	Vertigo 6369 045 (F) C: 71502045	73	52	3	LOOK AT ME NOW Bernie Marsden	Parlophone PCF 7217 (E) C: TCPCF 7217
20	10	5			PRETENDERS II Pretenders (Chris Thomas)	Real SRK 3572 (W)	74	84	2	DR. HOOK'S GREATEST HITS Dr. Hook	Capitol EST 26037 (E) C: TC EST 26037	74	84	2	WHAPPEN The Beat (Bob Sargeant)	Go-Fet BEAT 3 (F)
21	19	11			BEST OF MICHAEL JACKSON Michael Jackson	Motown STMR 9009 (E) C: TC-STMR 9009	75	69	12	DIFFICULT TO CURE Rainbow	Polydor POLD 5036 (F) C: POLDC 5036	75	69	12	BACK IN BLACK AC/DC (Mutt Lange)	Atlantic K 50735 (W) C: 450735
22	28	7			20 GOLDEN GREATS Beach Boys	Capitol EMTV 1 (E) C: TC EMTV 1 2123	76	93	15	LIVE AT THE LYCEUM Bob Marley And The Wailers	Island ILPS 9376 (E) C: ZC19376	76	93	15	HEAVEN UP HERE Echo & The Bunnymen (Hugh Jones)	Korova KODE 3 (W)
23	23	43			KINGS OF THE WILD FRONTIER Adam & The Ants (Chris Hughes)	CBS 84549 (C) C: 40-84549	77	64	12	SPECIAL FORCES Alice Cooper	Warner Brothers K 56927 (W) C: K 456927	77	64	12	NIGHTCLUBBING Grace Jones	Island ILPS 9624 (E) C: ICT 9624
24	11	6			BELLA DONNA Stevie Nicks (Jimmy Iovine/Tom Petty)	WEA K 99169 (W)	78	61	17	20 GOLDEN GREATS Gilbert O'Sullivan	K-Tel NE 1133 (K) C: CE2133	78	61	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)
25	17	44			HOTTER THAN JULY Stevie Wonder (Stevie Wonder)	Motown STMA 8035 (E) C: TC-STMA 8035	79	84	2	SKY Sky	Ariola ADSKY 2 (A) C: CSKY 2	79	84	2	SLEEP NO MORE Comsat Angels	Polydor POLS 1038 (F) C: POLS 1038
26	18	24			THIS OLE HOUSE Shakin' Stevens (Stuart Colman)	Epic EPC 84985 (C)	80	53	5	THE LAST CALL Anti Pasti	Rondelet ABOUT 5 (SP) C: CARB 5	80	53	5	THE LAST CALL Anti Pasti	Rondelet ABOUT 5 (SP) C: CARB 5
27	20	3			LEVEL 42 Level 42	Polydor POLS 1036 (F) C: POLSC 1036	81	75	2	THE LEGEND OF MARIO LANZA Mario Lanza	K-Tel NE 1110 (K) C: CE 2110	81	75	2	MARAUDER Blackfoot	Atco K50799 (W)
28	31	34			VIENNA Ultravox (Conny Plank/Ultravox)	Chrysalis CHR 1296 (F) C: ZCHR 1296	82	56	5	SIMON AND GARFUNKEL'S GREATEST HITS Simon And Garfunkel	CBS 69003 (C) C: 40 69003	82	56	5	BEATLES 1962-1966 Beatles	Parlophone PCSP 717 (E) C: TC-PCSP 717
29	27	46			MAKIN' MOVIES Dire Straits (Jimmy Iovine/Mark Knopfler)	Vertigo 6369 034 (F) C: 7150 034	83	80	8	LIVE IN THE HEART OF THE CITY Whitesnake	UA SNAKE 1 (E)	83	80	8	LIVE IN THE HEART OF THE CITY Whitesnake	UA SNAKE 1 (E)
30	34	18			FACE VALUE Phil Collins (Phil Collins/H. Padgham)	Virgin V 2186 (C) C: TCV 2186	84	80	8	BEATLES 1962-1966 Beatles	Parlophone PCSP 717 (E) C: TC-PCSP 717	84	80	8	BEATLES 1962-1966 Beatles	Parlophone PCSP 717 (E) C: TC-PCSP 717
31	30	19			BAD FOR GOOD Jim Steinman (Todd Rundgren/Jim Steinman)	Epic/Cleveland EPC 84361 (C)	85	53	5	THE LAST CALL Anti Pasti	Rondelet ABOUT 5 (SP) C: CARB 5	85	53	5	THE LAST CALL Anti Pasti	Rondelet ABOUT 5 (SP) C: CARB 5
32	29	12			JU JU Siouxsie & The Banshees (Nigel Gray/Siouxsie & The Banshees)	Polydor POLS 1034 (F) C: POLSC 1034	86	38	52	SIGNING OFF UB 40 (Bob Lamb/UB 40)	Graduate GRADLP 2 (SP) C: GRADC 2	86	38	52	SIGNING OFF UB 40 (Bob Lamb/UB 40)	Graduate GRADLP 2 (SP) C: GRADC 2
33	26	6			TRAVELOQUE Human League (Human League)	Virgin V 2160 (C)	87	40	3	CALIFORNIA DREAMIN' Various	K-tel NE 1126 (K) C: CE 2126	87	40	3	CALIFORNIA DREAMIN' Various	K-tel NE 1126 (K) C: CE 2126
34	15	3			CURED Steve Hackett	Charisma CDS 4021 (F) C: 7144 153	88	40	3	CALIFORNIA DREAMIN' Various	K-tel NE 1126 (K) C: CE 2126	88	40	3	CALIFORNIA DREAMIN' Various	K-tel NE 1126 (K) C: CE 2126
35	37	3			BLACK & WHITE Pointer Sisters	Planet K 52300 (W)	89	71	1	LOOK AT ME NOW Bernie Marsden	Parlophone PCF 7217 (E) C: TCPCF 7217	89	71	1	LOOK AT ME NOW Bernie Marsden	Parlophone PCF 7217 (E) C: TCPCF 7217
36	38	52			SIGNING OFF UB 40 (Bob Lamb/UB 40)	Graduate GRADLP 2 (SP) C: GRADC 2	90	40	3	CALIFORNIA DREAMIN' Various	K-tel NE 1126 (K) C: CE 2126	90	40	3	CALIFORNIA DREAMIN' Various	K-tel NE 1126 (K) C: CE 2126
37	40	3			CALIFORNIA DREAMIN' Various	K-tel NE 1126 (K) C: CE 2126	91	100	17	WHAPPEN The Beat (Bob Sargeant)	Go-Fet BEAT 3 (F)	91	100	17	WHAPPEN The Beat (Bob Sargeant)	Go-Fet BEAT 3 (F)
38	21	18			STARS ON 45 Star Sound (Jaap Eggermont)	CBS 86132 (C) C: 40-86132	92	69	10	DIFFICULT TO CURE Rainbow	Polydor POLD 5036 (F) C: POLDC 5036	92	69	10	DIFFICULT TO CURE Rainbow	Polydor POLD 5036 (F) C: POLDC 5036
39	39	11			JUMPIN' JIVE Joe Jackson (Joe Jackson)	A&M AMLH 68530 (C) C: —	93	48	5	BACK IN BLACK AC/DC (Mutt Lange)	Atlantic K 50735 (W) C: 450735	93	48	5	BACK IN BLACK AC/DC (Mutt Lange)	Atlantic K 50735 (W) C: 450735
40					COVER PLUS Hazel O'Connor	Albion ALB 108 (SP) C: CALB 108	94	93	15	HEAVEN UP HERE Echo & The Bunnymen (Hugh Jones)	Korova KODE 3 (W)	94	93	15	HEAVEN UP HERE Echo & The Bunnymen (Hugh Jones)	Korova KODE 3 (W)
41	25	12			NO SLEEP TIL HAMMERSMITH Motorhead (Vic Malle)	Bronze BRON 536 (F) C: BRONC 536	95	61	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)	95	61	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)
42	63	7			STARTRAX CLUB DISCO Various	Pickys KSYA 1001 (F)	96	61	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)	96	61	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)
43	47	6			RUMOURS Fleetwood Mac	Warners Bros. K 56344 (W) C: 456344	97	81	4	NIGHTCLUBBING Grace Jones	Island ILPS 9624 (E) C: ICT 9624	97	81	4	NIGHTCLUBBING Grace Jones	Island ILPS 9624 (E) C: ICT 9624
44	24	6			KOO KOO Debbie Harry (Rodgers/Edwards)	Chrysalis CHR 1347 (F) C: ZCHR 1347	98	61	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)	98	61	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)
45	41	23			CHARIOTS OF FIRE Vangelis (Vangelis)	Polydor POLS 1026 (F)	99	60	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)	99	60	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)
46	33	30			CHRISTOPHER CROSS Christopher Cross (M. Omartian)	Warner Brothers K 56789 (W) C: K4 - 56789	100	60	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)	100	60	17	EAST SIDE STORY Squeeze (R. Bechirian/E. Costello)	A&M AMLH 64854 (C)
47	44	19			DISCO DAZE & DISCO NITES Various	Ronco RTL 2056 (B)										
48	32	46			THE RIVER Bruce Springsteen (Bruce Springsteen)	CBS 88510 (C) C: 40-88510										
49	50	19			KILIMANJARO Teardrop Explodes (Chameleons/Langer/Winstanley/Hawlett)	Mercury 6359035 (F) C: 7150035										
50	91	2			NEW TRADITIONALISTS Devo	Virgin V2191 (C)										
51	66	2			SLEEP NO MORE Comsat Angels	Polydor POLS 1038 (F) C: POLS 1038										

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ART GARFUNKEL  
SCISSORS CUT

INCLUDING  
A HEART IN NEW YORK  
UP IN THE WORLD  
HANG ON IN

ART GARFUNKEL  
THE NEW ALBUM  
'SCISSORS CUT'

# ART GARFUNKEL

## THE NEW ALBUM

# 'SCISSORS CUT'

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Art Garfunkel. 'Scissors Cut'  
-includes the single

Album: CBS 85259  
Cassette: CBS 40-85259



# NEW SINGLES

Artist/A Side/B Side/Label

Car. No. Dist.

SEPTEMBER 11, 1981

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<b>MARTYN, John PLEASE FALL IN LOVE WITH ME/Don't You Go (WEA)</b> <b>McCOLL, Kirsty SEE THAT GIRL/Over You (Polydor)</b> <b>MATCHBOX ANGELS ON SUNDAY/City Woman (Magnet)</b> <b>MORRISSEY MULLEN STAY AWHILE/Mercy Mercy (Beggars Banquet)</b>	<b>K 79243</b> <b>POSP 326</b> <b>MAG 196</b> <b>BEG 63</b>	<b>W</b> <b>F</b> <b>A</b> <b>W</b>
<b>NEW MUSIK THE PLANET DOESN'T MIND/24 Hours From Culture (GTO)</b> <b>NEWTON, Juice SHOT FULL OF LOVE/The Sweetest Thing (Capitol)</b> <b>NIRVANA THE PICTURE OF DORIAN GRAY/No It Isn't (Zilch)</b> <b>NOVO COMBO UP PERISCOPE/Do You Wanna Shake (Polydor)</b>	<b>GT 302</b> <b>CL 217</b> <b>ZILCH 8</b> <b>POSP 329</b>	<b>C</b> <b>E</b> <b>R</b> <b>F</b>
<b>OCEAN, Billy NIGHT I FEEL LIKE GETTING DOWN/Are You Ready/Taking Chances (GTO)</b>	<b>GT 13 303</b>	<b>C</b>
<b>PANDORA MARIANNE/Gael's Song (Oscar)</b>	<b>OSC 1</b>	<b>P</b>
<b>RECEIVER TUNIN' IN/No Turning Back (Ensign)</b> <b>RIDE, THE FAIRGROUND/Half Ten Closing (Ride)</b> <b>RIVERS, Deke MEDLEY/Elvis Presley Excerpts (Acl)</b>	<b>ENY 219</b> <b>RIDE 001</b> <b>NS 71</b>	<b>R</b> <b>WU</b> <b>P</b>
<b>SAD CAFE MISUNDERSTANDING/Rat Race (Polydor)</b> <b>SATANIC RITES LIVE TO RIDE/Hit And Run (Heavy Metal)</b> <b>SMITH, Ernie BEND DOWN LOW/One Man Same Music (KR)</b> <b>SHELLEY, Peter GEE BABY/Love Me, Love My Dog (Magnet)</b> <b>SILVER CONVENTION FLY ROBIN FLY/Get Up And Boogie (Magnet)</b> <b>SKA-DOWS SKAS ON 45/Rhapsody In Buh (Penthouse)</b> <b>SLADE LOCK UP YOUR DAUGHTERS/Sign Of The Times (RCA UK)</b> <b>SPIRO, Simon I FOUND A LOVE/Could It Be (Bulldog)</b> <b>SPLIT BEAVER SAVAGE/Hounds Of Hell (Heavy Metal)</b> <b>STARDUST, Alvin MY COO CA CHOO/Jealous Mind (Magnet)</b>	<b>POSP 324</b> <b>HEAVY 8</b> <b>KR1</b> <b>MAG 302</b> <b>MAG 304</b> <b>PENT 7</b> <b>RCA 124</b> <b>BD 23</b> <b>HEAVY 7</b> <b>MAG 301</b>	<b>F</b> <b>SP</b> <b>R</b> <b>A</b> <b>A</b> <b>P</b> <b>R</b> <b>Z</b> <b>SP</b> <b>A</b>
<b>THIS YEAR'S BLONDE PLATINUM POP/We've Got It All (Creole)</b> <b>TIREZ TIREZ RAZORBLADE/Hair (Aura)</b> <b>TONICS, THE ALL SUMMER LONG/Standback (Magnet)</b>	<b>CR 19/12 19</b> <b>AUS 127</b> <b>MAG 67</b>	<b>C/CR</b> <b>SP</b> <b>A</b>
<b>VERA TAKE ME TO THE BRIDGE/Different People (Carrere)</b>	<b>CAR 194</b>	<b>W</b>
<b>WEDLOCK, Fred JOBSWORTH/The Ballad Of The Cleveland Kid (Megalunk)</b>	<b>MFX 1</b>	<b>F</b>

Distributor Code	
A	-PRT/Pye
C	-CBS
E	-EMI
F	-PolyGram
FP	-Faulty Products
G	-Lightning
H	-H. R. Taylor
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WU	-Wynd-Up
X	-Clyde Factors
Z	-Enterprise

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# NEW ALBUMS

SEPT 11, 1981

Artist	Title	Label	Cat. No. Cass No.	Dealer Price	Dist. Code
AUTOPILOT	RAPID EYE MOVEMENT	Chrysalis	CHRZTY 1309	£3.02	F
ANDREW SISTERS	BEST OF (double)	MCA	ZTY 1309 MCLD 604	£3.02 £3.04	F C
THE BATCHELORS	BEST OF . . .	Decca	TAB 27 KTBC 27 ZCM 416	£2.03 £2.09 £2.99	F F A
BBC RADIOPHONIC WORKSHOP	TALKING TO ANIMALS	BBC			
BBC SYMPHONY ORCHESTRA	HIGHLIGHTS FROM SLEEPING BEAUTY	BBC	REGL 418 ZCF 418	£4.99 £4.99	A A
BONDS Gary US	GREATEST HITS	Ensign	ENGY 506 ENGAS 506		R R
BYGRAVES, Max	MAXIMEMORIES	Celebrity	MAXLP 1	£3.04	R
CAMEL	CHAMELEON (THE BEST OF . . .)	Decca	FKL 5325 KSKC 5325	£3.04 £3.13	F F
CAMERON, Rafael,	CAMERON'S IN LOVE	Salsoul (Import) DJM	SALP 7	£3.04	R
CARROTT, Jasper	BEAT THE CARROTT		DJF 20575 DJH 40575	£3.00 £3.00	C C
CHARLIE CHATTAN	GOOD MORNING AMERICA PLAYING FOR TIME	RCA UK	RCALP 5040	£3.00	R
THE CHIFFONS	EVERYTHING YOU EVER WANTED TO HEAR	RCA	RCALP 5058 LRSLP 1002	£3.34 £2.00	R R
CLIFF, Jimmy	GIVE THE PEOPLE WHAT THEY WANT	WEA	K99160	£3.04	W
COAST TO COAST	WHAT THEY WANT COASTING				
COWELL, Stanley	NEW WORLD	Polydor	POLS 1040 POLSC 1040	£3.05 £3.05	F F
CRUSADERS CRUSADERS	STANDING TALL	Galaxy (Import) MCA	GXY, 5131	£3.34	R
THE CY COLEMAN TRIO	BARNUM	MCA	MCLD 602 MCF 3122	£3.04 £3.04	C C
DIAMOND, Neil DOONICAN, Val	DIAMONDS (double) MEMORIES ARE MADE OF THIS	MCA Decca	MCLD 603 TAB 29 KTBC 29	£3.04 £2.03 £2.09	C F F
DURY, Ian	LORD UPMINSTER	Polydor	POLD 5042	£3.25	F
ESSEX, David	BE-BOP THE FUTURE	Mercury	Mercury 6359064 7150064	£3.04 £3.14	F F
BILL EVANS TRIO	RE: PERSON I KNEW	Fantasy (Import)	F9068	£3.34	R
FM FORCE TEN	CITY OF FEAR FORCE TEN	Logo Warners	LOGO 1031 K56932	£3.34 £3.04	R W
ROY FOX FRANKLIN, Aretha	WHISPERING LOVE ALL THE HURT AWAY	Decca Arista	RFL 13 TCART 1170 (M/C)	£1.80	F F
GOONS	GOON SHOW CLASSICS VOLUME 8	BBC	REB 422 ZCF 422	£4.99 £4.99	A A
GRATEFUL DEAD	DEAD SET	Arista	DARTY II	£4.26	F
HALL AND OATES HEE BEE GEE BEES	PRIVATE EYE (RUSH) 439 GOLDEN GREATS	RCA Original	RCALP 6001 TWTIS 101		R R
HI-TEK HUMAN SEXUAL RESPONSE	HI-TEK IN A ROMAN MOOD	Original Don't Fall Off The Mountain Original	ORA 105 XII	£3.99	I/P
HUNTER, Chris	EARLY DAYS		ORA 104	£3.34	R
THE IMPRESSIONS	FANS OF FIRE	20th Century	T624 C624	£3.04 £3.04	R R
JAMAL, Ahmad	BEST OF . . .	20th Century (Import)	T631	£3.34	R
JAPAN JOLSON, AI	ASSEMBLAGE MORE GOLDEN GREATS	Arista MCA	HANLPI MCTV 5 MCTV 5 FACT 40	£3.04 £3.04 £3.40	F C C
JOY DIVISION	STILL (double)	Factory			
KING, B.B.	NOW APPEARING AT THE OLE MISS	MCA	MCLD 601	£3.04	C
LAST, James	TANGO	Polydor	2372080 3151080	£3.05 £3.05	F F
ORIGINAL SOUNDTRACK	THE HISTORY OF THE WORLD PART I	Warners	K56926	£3.04	W
OTWAY AND BARRATT	GONE WITH THE BIN	Polydor	POLS 1039 POLSC 1039	£3.05 £3.05	F F
ART PEPPER ETC.	FIVE BIRDS AND A MONK	Galaxy	GXY 5134	£3.34	R
RAFFERTY, Gerry	CAN I TAKE MY MONEY BACK (Re-release)	Logo Logo MCA	TRS 112 KTRS 112 MCF 3115	£2.00 £2.00 £3.04	R R C
REDDY, Helen THE ROCKETS	PLAY ME OUT BACK TALK	Elektra Decca	K52309 TAB 30	£3.04 £2.03	W F
ROLLING STONES	SLOW ROLLERS		KTBC 30	£2.09	F
SHOT IN THE DARK SPIROGYRA	SHOT IN THE DARK FREETIME (CASSETTE ONLY)	Polydor MCA	2394297 MCF 3119	£3.05 £3.04	F C
STARSOUND	STARS ON 45 VOLUME 2	CBS	CBS 85181	£2.92	C
TANGERINE DREAM	EXIT	Virgin	V2212 2CV2212	£3.20 £3.20	C C
TATUM, Art	SOLO MASTERPIECES VOLUME 2	Pablo	2310864 K10864	£3.34 £3.34	R R
TORONTO	HEAD ON	A&M	ALNH 64872	£3.04	C

## LP REVIEWS

# Armatrading excellence



**JOAN ARMATRADING**  
Walk Under Ladders. A & M AMLH 64876. A fine album — as one has come to expect from A&M's leading lady (pictured above). Steve Lillywhite is at the production controls and the backing musicians include Ray Cooper, Sly Dunbar, Robbie Shakespeare, Andy Partridge and Gary Sandford. There is a variety of sound and style as not achieved before on an Armatrading album. This one, backed as expected by a substantial campaign and, hopefully a concert tour, should be her biggest to date. The final track on side two, Only One, sums it up.

**COZY POWELL**  
Tilt. Polydor POLD 5047. Two-album set from Powell which will keep the fans more than happy. Musician line-up includes Jeff Beck, Gary Moore, Jack Bruce, David Sancious and Bernie Marsden. No doubts about the sales potential of this package.

**TANGERINE DREAM**  
Exit. Virgin V2212. Producers: Edgar Froese and Chris Franke. Since it is only really possible to be subjective about Dream albums, it can be argued that this one is better than the last, and closer to Phaedra in texture and pleasure-inducing quality. They can still teach the futurists and new romantics a great deal about composition and performance of electronic music.

**CABARET VOLTAIRE**  
Red Mecca. Rough Trade ROUGH 27. Producers: artists. It's electronic and you can dance to it which bodes well in today's market, but it is nevertheless a jejeune work. The best tracks are those on which the beat picks up a little and the vocals are brought forward. The band, who have a "no touring" policy, are planning a couple of dates in London this month, and those coupled with John Peel sessions, could shift a fair few copies of Red Mecca.

**KEITH JARRETT**  
Invocations/The Moth and the Flame. ECM 1201/02. Producer: Manfred Eicher. This superb German digitally-recorded two-LP set is being imported by IMS, and is obviously of interest to jazz aficionados and audiophiles — although the music is too abstract and *avant garde* to make the release commercially significant.

**VARIOUS ARTISTS**  
Terpshichore. EMI EMS 1004. This compilation puts together an international handful of acts (Logic System, Katmandu, Sappho, Classix Nouveaux, Shock and Naked Lunch, among others) with a selection of tracks which have no apparent relationship with each other, but make for an interesting — if not especially enjoyable — album. Plenty of big names from the latest wave of recording artists, so could do reasonably well.

**VARIOUS ARTISTS**  
Can You Hear Me? Gammon Records. Marketed by Jem this US release is available here through Pacific Records, and it is a collection of tracks from the "intimate, sweaty" regularly-raided now defunct Deaf Club in San Francisco. Music in the raw from such as KGB, Dead Kennedys, Tuxedo Moon and Mutants.

**HARVEY ANDREWS**  
Writer of Songs. Beeswing LBEE 002. Producer: John Worth. Re-release of nine-year-old LP (originally on Cube) by a fine modern folk/ballad writer and performer, and it is a welcome chance to hear again the light Hey Sandy and Gift Of A Brand New Day; the protesting Soldier; and the narrative style songs which he does well. Sadly, it all sounds rather dated — but pleasant. Through Broadside, distributed by Pinnacle, H R Taylor and JSU.

**ORIGINAL SOUNDTRACK**  
Endless Love. Mercury 6337 182. Features the hit single of the same name by Diana Ross and Lionel Richie, as well as Cliff Richard's Dreamin', Kiss' I Was Made For Loving You and some suitably romantic instrumental music. Depending on the film's box-office success, the album should be a fair seller at least.

TO PAGE 34

## PUBLISHING

Edited  
by  
NIGEL HUNTER

# Tempest steers a smooth course at Southern helm

IT'S TWO months now since Roy Tempest moved from EMI Music Publishing to become managing director of Southern Music in the UK — and he's enjoyed every minute of it so far.

"I came in not knowing what to expect," he admits. "Of course, I was aware of the catalogue, but I've now discovered the full extent of the incredible standards and all the good Latin standards which Southern has."

"And I've also discovered what a tremendously loyal staff Southern has here. It's like a family really, and people stay a long time. Tom Ward has been here 47 years, and Marjorie Murray has done 25."

Tempest has experienced the reassuring sight of some chart

placings during his initial weeks at Southern. The company publishes the Red Sovine tearjerker, Teddy Bear, and the inevitable sequel, Teddy Bear's Last Ride. Also, the B-side of Kate Bush's hit *Sat In Your Lap*, *Lord Of The Reedy River*, is a Donovan composition published by Southern — and, incidentally, the first cover version recorded by Bush.

Tempest is planning some modernisation of the Southern offices. The company is one of the rapidly dwindling number of music publishers still located in Denmark Street, London's old Tin Pan Alley.

There is a 16-track recording studio in the basement, which Tempest plans to put at the disposal of bands and writers he will be signing, and he's looking for "new blood" to help find new writing and performing talent. Marjorie Murray

is staying on, and Tempest is pleased that she will be using her "fantastic" knowledge of the catalogue to reactivate and exploit it to the full.

"I also want to develop Southern's library music side more," he adds. "In administrative terms, we have our own computer here, and it's capable of taking on more catalogues as well as our own, so I'm looking for some administration deals."

"In time we'll get into production with the studio, and we might use the Spark Records name as a production identity. I don't envisage reactivating the Spark label itself, though."

Southern is part of the Peer Southern worldwide publishing chain, which Tempest believes to be the only major international publisher not tied to a record company. He will attend his first Peer Southern international conference next month at Hunstrete near Bath.

"My first priority is to develop the professional areas of the company, and get some good songwriters and bands. We already have two in Martian Dance and Throbbing Gristle."

"I left EMI on extremely good terms," Tempest continued, "and I owe them a lot because they taught me a lot. Everybody here at Southern is keen to see the company back where it should be, and I'm getting tremendous support from everyone."



DICK JAMES Music has signed Brian Chatton to an exclusive worldwide publishing agreement, and his first single, *I'll Give You What You Want* from his forthcoming album *Playing For Time*, was released by RCA on August 14. Seen above at the signing are, from left, David Barnett (DJM), Alan James (independent promotion), Andy Dalby (co-producer), Paul Hawkins (DJM), David Ions (DJM general manager), Brian Chatton, and Dave Pearce (DJM professional manager).

## Record group deal brings big names to Rediffusion

REDIFFUSION MUSIC has signed an agreement with a major record group whereby the latter's top stars will be available to Rediffusion subscribers in addition to the standard background music service.

The pact, for the UK only, is claimed by Rediffusion to be the first deal enabling a background music company to offer its subscribers the music of original artists in its own tape format.

The first five programmes, encompassing disco, big ballads, songs and songsters, pop and golden oldies — have just been launched, and a further five programmes are planned before the end of the year.

"Obviously we'll be bringing out a variety of new programmes in 1982," stated Ron Smith, music acquisition manager at Rediffusion Music. "I am currently looking through catalogues to select exactly the right sort of music for these programmes."

"I am also approaching — and being approached — by record companies interested in having their music included because of the benefits of secondary income."

He declined to reveal the identity of the major group involved in the first agreement beyond saying it comprised three labels.

Rediffusion Music claims to be the world's largest international background music service, active in over 80 countries in a variety of establishments including clubs, pubs, banks, aircraft and restaurants.

## Yamaha hopefuls from UK

THE UK is represented by Bucks Fizz and Charlie Dore in the finals of Yamaha's World Popular Song Festival, which takes place in Tokyo's Nippon Budokan Hall on October 30-November 1.

Bucks Fizz will perform *Another Night* written by Andy Hill and Nichola Martin, and Charlie Dore's song is her own composition, *Rocking Horse Winner*.

The two finalists from the US are Peaches & Herb singing *Music Power* written by Freddie Perren and Keni St Lewis and Holly Penfield performing *Loyalty And Love* written by her in collaboration with Gene Barkin.

Austria is represented by Udo Juergens singing *Leave A Little Love*, which he wrote with Will Jennings, and France's representative is Marie Myriam of Eurovision fame singing *Sentimentale* written by Jean Claude Capillon and Jerome Desjardins.

The 30 songs in the final representing 21 countries were chosen from 1,963 entries from 56 different countries.

## BROADCASTING

Edited  
by  
DAVID DALTON

### Roy Jones joins Capital

FOLLOWING RECENT top level appointments, Capital Radio has further strengthened its Music Department with the appointment of Roy Jones as a senior music producer. He joins from Radio Two and was previously with Radio Clyde. His first task will be to help with the early show, presented by Richard Allinson.

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P.O. Box MW/100/S.

## Essex Radio goes on the air

ESSEX RADIO becomes the thirtieth ILR station on air this Saturday when it begins transmission at 6am. It is also the third ILR station to come on air in successive weeks and the fourth this year.

The station, headed up by managing director Eddie Blackwell, aims to reach more than 500,000 listeners around Southend and in a few months time the service will be extended to the Chelmsford area when a new combined medium wave/VHF transmitting station is completed.

Initially, Essex Radio programmes will run from 6am to midnight though regular test transmissions, including music, have already begun.

The station is broadcasting on 1431Hz (210m) medium wave and on 95.3MHz VHF/FM. VHF/FM reception should be possible for 470,000 people, while 510,000 live within the nominal daytime coverage area of medium wave transmission. When the Chelmsford transmitter opens, the coverage should be boosted to a potential 700,000 listeners.

## Radio Two to stage Nordring prize competition in Jersey

BBC RADIO Two is staging this year's Nordring Radio Prize at Fort Regent in Jersey during this week.

Nordring is the popular music competition entered by countries from northern Europe. There are three awards — for the best show, the best individual performance and the best musical arranger — and the aim of the competition is to stimulate creativity in radio music programmes.

Each country provides its own producers, conductors and soloists, while this year the BBC Radio Orchestra will play for all entries, with the BBC handling all the technical arrangements.

Entries are transmitted live in

stereo to Holland, Finland, Belgium, Sweden, Ireland, Germany and Norway, while Radio Two will broadcast the entries in successive weeks later in the year.



SUSIE MATHIS became Piccadilly Radio's first female DJ when she joined the Manchester ILR station in February this year and this month she becomes the station's first female daytime DJ.

She has been presenting an oldies slot called *Sixty Magic Minutes* on Sundays and now has taken the format into the daytime schedule at 3pm.

The move is part of an autumn shake-up at Piccadilly which also sees the introduction of the first drive-time magazine programme from 4pm to 7pm.

## Electronic music trend sparks Synthesiser Experience relaunch

AIMING TO exploit the current boom in electronic music, Electronic Synthesiser Sound Projects is relaunching *The Synthesiser Experience*, a series of radio productions first broadcast on Belgian radio in 1974.

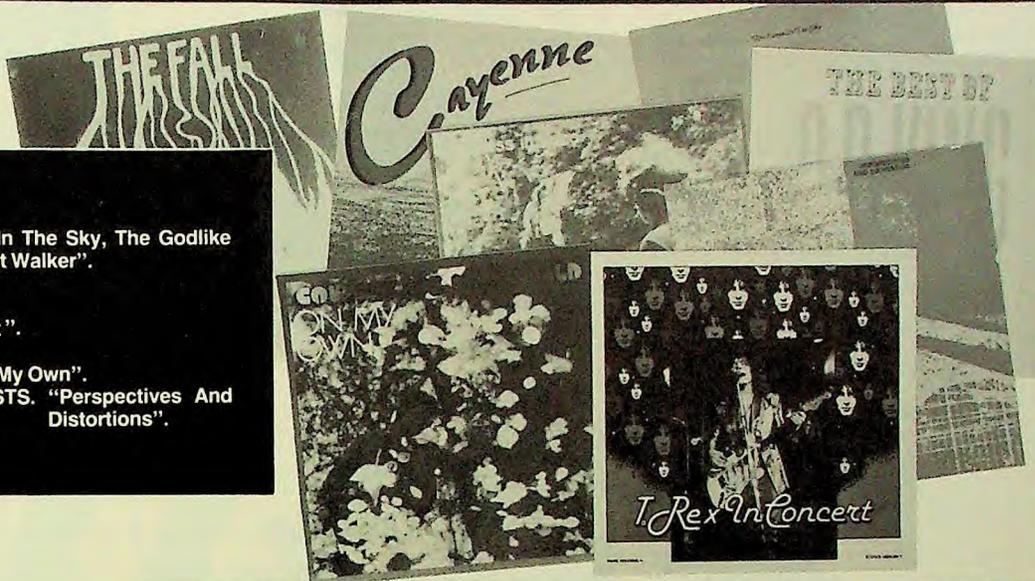
The original series was a fairly conventional record programme but the programmes now being offered to UK radio stations use specially engineered electronic links between tracks so that each programme can be broadcast straight through.

ESSP can be contacted at The Sound House in Surrey (Tel: 01-979 9997).

# CONTEMPORARY SOUNDS FOR SEPTEMBER

## ALBUMS

FACT 40. JOY DIVISION "Still . . .".  
 A BOLAN 1. "T. Rex In Concert".  
 ZOO TWO. SCOTT WALKER "Fire Escape In The Sky, The Godlike Genius of Scott Walker".  
 SFLP 6. THE FALL "77-Early Years-79".  
 FACT 45 SECTION 25 "Always Now".  
 BRED 18. EYELESS IN GAZA "Caught In Flux".  
 GPLP 30. CAYENNE "Roberto Who".  
 RAG 1012. COUNTRY JOE McDONALD. "On My Own".  
 BRED 15. VARIOUS CHERRY RED ARTISTS. "Perspectives And Distortions".  
 10CH30. B.B. KING "The Best of B.B. King".



## 12" SINGLES

FLSEP 205. HAWKWIND "Motorhead"  
 12 CHERRY 13. DEAD KENNEDYS "Holiday In Cambodia".  
 SIT 7T. ASSOCIATES "Kitchen Person".  
 12 CHERRY 28. THOMAS LEER "4 Movements".  
 PLATE 3. GBH "Leather Bristles Studs & Acne".  
 DHM 005. DIAMOND HEAD "Diamond Lights".  
 SIT 8T. MULTIVIZION "Work To Live, Dont Live To Work".  
 DAZZ 8. ATMOSFEAR "Invasion EP".  
 SG3. CARROLL THOMPSON "Hopelessly Without You".  
 GP 3012. CAYENNE "Roberto Who".  
 INCD 13. MIKE T "Do It Any Way You Wanna".  
 VG 104. LION YOUTH "Rat-A-Cut Bottle".  
 SG 001. THELMA MAE "Wonder Man Lover".  
 BRR1931. THEATRE OF HATE "Nero".



## 7" SINGLES

FAC 53. NEW ORDER "Everything Gone Green".  
 CHERRY 29. MARC BOLAN "You Scare Me To Death".  
 SV 1001. THE REVILLOS "Monster Man".  
 NIK 6. GIRLSCHOOL "Take It All Away".  
 AD 111. THE BIRTHDAY PARTY "Release The Bats".  
 AD 110. MODERN ENGLISH "Smiles & Laughter".  
 DUN 15. RONNIE MAYOR "Can't Wait Till The Summer Comes".  
 RX 101. BITCH "First Bite".  
 IND 1. MONSOON "4 Track EP".  
 PRIVY 502. DIGBY RICHARDS "Beautiful To Me".  
 STAT 107. ROKOTTO "If I Had You".



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**TALENT**

Edited by  
**CHRIS WHITE**

# Orchestral Manoeuvres put faith in originality

TALKING TO the protagonists of Orchestral Manoeuvres In The Dark — Paul Humphreys and Andy McCluskey — it is easy to realise that they are disappointed with the current state of the pop scene and are doing their best to add some of their own originality.

Emerging from Merseyside the band first made an impact through Factory Records on the crest of the electronic wave but has since had success in the UK and abroad through DinDisc, with the single Enola Gay and the album Organization going gold, plus notable success in France, Spain and Italy.

Working out their own ideas at The Gramophone Suite — their own studio in Liverpool — and recording at The Manor, Virgin's studio near Oxford, the band has produced an interesting mixture of catchy singles material and more complex album

tracks, co-produced with the band by Richard Mainwaring. This will be released at the end of October, though a single — with vocals unusually by Paul Humphreys — Souvenir, is out now, produced by Mike Howlett.

"Everybody at the moment is rehashing old ideas," says McCluskey. "The charts are full of old material and while Shakin' Stevens and the latest funk is all very good, it's nothing new."

"Record companies seem to be following the path of least resistance and appealing to the lowest common denominator," agrees Humphreys.

"Our own breadth of material has always been a problem and while we've produced some very catchy singles, some fans of the singles haven't got into the material on the albums."

"On this latest LP we reckon we have produced some orchestral and choral effects that have not been



ORCHESTRAL MANOEUVRES in *The Dark*.

attempted in the pop field before."

While Orchestral Manoeuvres In The Dark are helping DinDisc make a significant contribution to Virgin's performance overseas, their UK tour set for November.

## 'Chamber pops' from Iain Sutherland

BROADCASTER AND conductor Iain Sutherland is to offer a programme of "chamber pops" under the title *A Little Night Music*, and featuring musical pieces for small orchestras ranging from Mozart to well-known TV signature themes.

Sutherland will introduce and link the music with anecdotes about the composers, and about his work in TV and radio. Total budget for the show — depending upon location — will be around £1,000.

Roy Jubb of Roy Jubb Artistes Management commented: "At a time when budget restrictions and rising costs are making it almost impossible to present orchestral concerts without the involvement of heavy sponsorship, Iain Sutherland is offering a programme guaranteed to be both within a restricted budget, and at the same time a box-office success."

### News in brief..

SHONA LAING, whose latest single *Bundle Of Nerves* has been released by EMI, will tour the UK with *Manfred Mann's Earth Band* later this year. In addition she appears at this month's *Castlebar International Song Festival* in Ireland... John Miles appears at London's *Dominion Theatre* on October 16, as part of a UK tour... Cedric Myton, lead singer with *The Congos*, has signed his own long-term recording deal with *Arista Records* and releases a single, *Can't Take It Away*, on *The Beat's Go-Foot* label... Magnet band *Doll By Doll* play the *Marquee* on September 12.

**TIP SHEET**

Edited by  
**SUE FRANCIS**

# Cherry Red Music touting three bands



BLANCMANGE — two guys with a lot of sound — seek major deal.

THEO CHALMERS has been running Iain McNay's *Cherry Red Music* (a division of *Cherry Red Records*) for over a year and says: "I've been signing acts for publishing that are not committed to our label or any other but are now ready to cement a recording deal with a committed label."

Three of his acts, already with their own clout, are high on his availability list:

*Blancmange* are two guys on keyboards and guitar who use their own backing track to support themselves at gigs such as *The Venue* on September 21. They have had a melodic instrumental track on *Phonogram's The Bizzare LP* which was produced by *Marty Ware* of the *British Electronic Foundation*. "This, re-jigged, could make a single", believes Chalmers, "but they also have strong lyrical tracks."

*Spider* are a four-piece heavy metal Liverpool boogie band at *la Status Quo* or *Slade* who gig some 50 weeks a year. They have a one-off single deal with *City Records* with a recently released single, *All*

*The Time*. Also from Liverpool is *Systems*, a band highly touted by critics in papers from *Sounds* to *The Guardian* as a young, bright, six-piece band with sax and keyboards making orchestral pop sounds just right for the charts. They have two tracks on the compilation LP, *Street To Street Volume Two*, on *Open Eye Records*. Their commitment to *Open Eye* ends with the release of a single, *Total Recall*.

For demos on any of these bands, live dates etc call Chalmers who, as a serious publisher, balks at record companies playing it safe releasing oldies when there is so much new music about that needs exposure. "England is, in a sense, the music nursery of the world and we must not be afraid to back the talent we have here."

He is also looking for talent, "especially those who have had enough guts to get a single together on their own or on a small independent label."

CONTACT: Theo Chalmers, *Cherry Red Music*, 53 Kensington Gardens Square, London W2. Tel: (01) 229 8854.

## Richie Havens keen for UK dates

SPOTLITE ENTERPRISES, a US company, is booking tours for *Richie Havens* this month.

Havens' credits now include appearances on major talk shows, in feature films (*Greased Lightnin'* and *Catch My Soul*), concerts and, just to prove his diversification, Havens recently received the advertising world's *Clio Award* for a *McDonald's* commercial, *Morning Glory*, which featured his voice.

Havens is interested in dates in the UK to tie up with his international plans and says of his music now: "I attempt to get people to listen to certain songs. People may come to hear me because of the music but they go away with much more than that. They hear parts of themselves in those songs. I love that."

With an album recorded and released in the US called *Connections* and a new book in the editing, *Richie Havens, I've Known the Music*, he can be contacted through *Spotlite Enterprises*, 888 8th Avenue, Suite 1F, New York, NY 10019. (212) 586 6750.



BEGGAR & CO., alias *Breeze McKrieth*, *Baps Baptiste* and *Kennie Wellington* of *Light of The World* success, celebrate their own signing to *RCA*. Pictured with them are managing director *Don Ellis*, manager *Mark Howes*, and *John Howes* (joint deputy managing director marketing).



SUCCESS HAS come quickly for chart newcomers *Funkapolitan*, a London band who only signed to *London Records* in July — incidentally they are the first-ever British signing to the American counterpart of *Decca Records*.

The band were created in September last year by composer *T Anderson* and lyricist *N Jones*. Together they wanted to "Create a hard funk band with a sound that would make present disco obsolete".

They were joined by *Tom Dixon* on bass, *Sagat Guirey* guitar and *Kadat Guirey* vocals, and played their first gig at the *disused Pool Hall* in *Kensington Market*, former home of the *Free Art Association*. Next came dates at the *Starlight Rollerdisco* and the *Cafe Des Artistes* in *Fulham Road* — and *Notting Hill Gate Wimpy Bar*!

Their first major break however was supporting *The Clash* in *New York*, followed by an appearance at the *Chelsea Arts Ball*.

## Quick Tips

DODGE MUST be one of the few fully commercially endorsed bands — their sponsor is *Dodge Trucks* — and with plenty of live work they're looking for a production deal or some strong songs to take into the studio. They are a two-girl, two-guy pop harmony disco band who have made appearances at the *1980 Motor Show* in *Birmingham*, on *Search For A Star* and they support bands regularly in *England* and *Europe*.

CONTACT: *Phil Simmons* 56 *Church Road*, *Upper Norwood*, *London SE19*. Tel: (01) 771 4795 or (01) 653 8735.

NIGEL GOODALL is anxious that new labels don't miss out on receiving an illustrated brochure outlining details of his *Artsleaves* design and artwork services.

CONTACT: designer *Nigel Goodall* at *Artsleaves*, *Flat 1*, *17 Sussex Square*, *Brighton*, *East Sussex BN2 5AA*.

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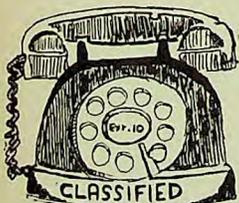
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## American Commentary



### Rental-only for WHV . . . Roshkind launches label . . . Jazz on revised Antilles

NEW YORK: Warner Home Video is changing to a rental-only policy in the US for all releases, beginning with seven Texas markets in October and spreading nationally by next spring.

The move is part of WHV's effort to switch to rental-only on an international basis, although specifics of the scheme in the US differ considerably from those announced recently in the UK by Charles Levison.

Rental licences renewable weekly will be offered to dealers on a per title basis, with the actual licence fee "based on an assumed weekly rental fee", according to WHV president Morton J. Fink.

A graduated scale of dealer participation in "retail fee share" will range from 25 per cent in the first week to 60 per cent in the sixth (consecutive) week, after which the 60/40 split will remain stable.

Distribution of titles will be handled by WEA as well as by local independent "master licensors" authorised to issue rental licences to dealers. Rental fees will be determined exclusively by the individual dealers, and there will be no minimum inventory requirement or fee for entering the plan.

According to Fink, Warner research since September 1980 has revealed that, while VCR sales have continued on an upward trend, currently averaging about 20,000 installations per week, sales of pre-recorded software have flattened out.

Warner's conclusions from such data were that consumers were being ill-served in that the number of titles being offered was decreasing because dealers couldn't afford to carry unlimited inventories; that dealers were ill-served in that 50-100 titles were carrying the financial burden for the rest of their inventory, and that copyright holders were ill-served because there was no participation in the rental market.

With the WHV rental plan, Warner anticipates marketing through supermarkets, pharmacies and other mass merchandising outlets, and expects dealers to be able to satisfy any order within 24-48 hours.

By IRA MAYER

Packaging will be in uniform red and white wax-coated boxes, with a "warning" that the contents are for rental only, a window for the title, and a slot on to which a formal rental agreement (including store name, customer name and cost) will be attached. The first year national advertising budget to promote home video rental is said to exceed \$2m (£1.08m).

With the unveiling of Warner's rental plan, it's interesting to note an analysis of the Disney rent/sell/rent or sell scheme in *Video Specialist Newsletter*.

After a three-month case study, consultant Jim Lahm showed a 40 per cent return on investment on rental tapes obtained via purchase from another dealer. Based on the same amount of business, an authorised rental-only dealer would have earned a return of 25 per cent, and a rent or sell dealer would have made a paltry 12 per cent.

Working in favour of the Disney deal, according to the report, are merchandising support and low initial cash outlay required for rental-only dealers.

FORMER MOTOWN president and vice chairman Mike Roshkind has formed M&M Records, R&L Distribution Co, and Roshkind Music Publishing, all wholly-owned subsidiaries of Roshkind Associates Inc, based in Los Angeles. Mike Lushka, former marketing head at Motown, will serve as executive VP of M&M and R&L.

The label will be independently distributed and promoted, with European and Far East licensing agreements to be announced shortly. Roshkind anticipates 20 releases annually, commencing this autumn, with an M&M staff of 15-20, some of whom will double at R&L. Other appointments thus far: Steve Jack in charge of sales and Pat Means as executive assistant for marketing.

ISLAND CHAIRMAN Chris Blackwell and US president Ron Goldstein are considering re-focusing the largely dormant Antilles label towards jazz.

Already signed is Birell Legrene, a 14-year-old French prodigy whose guitar style is reportedly very close to that of the legendary Django Reinhardt. Other signings of several established class acts are in the works.

ADD A money-back guarantee to the ploys RCA will use in its autumn video disc push.

RCA programming VP Seth Willenson also predicts the company will co-produce with others 12-15 original programmes in 1982, with music a high priority. Willenson cites company research indicating high interest in non-feature titles, and believes that video discs will become "collectables" just like books, records, stamps, coins, etc. Additionally, there will be a 60 per cent increase in RCA's VCR ad budget — this from the leader in US VCR sales.

Contact Ira Mayer at: Morgan-Grampian Inc., 2 Park Avenue, New York, NY 10016, USA. (Tel: 212 340 9700).

## LP REVIEWS

FROM PAGE 27

### VARIOUS

The Devil's Music. Red Lightnin' RL0033. Two series of The Devil's Music have been produced for BBC Television, and this double-album set for blues specialist company Red Lightnin' complements the programmes perfectly. The roll-call of names here includes Big Joe Williams, Booker White, Billy Boy Arnold and Joe Carter, all performing songs which features in the series.

### THE FALL

Early Years 77-79. Step Forward SFLP6. Selection of tracks from the Manchester innovators of punk minimalism dating from the days of "street credibility" — It comes complete with Rotten-esque vocals from Mark Smith and semi-literate sleeve notes. Needless to say, it will do well in the indie charts.

### CHRIS DE BURGH

Best Moves. A&M AMLH 68532. Described as a collection of eight best loved songs, this album lives up to expectations. This artist still has a fond following, and the choice of tracks is good (The Traveller, In A Country Churchyard, a live version of Broken Wings, and the grandiose Crusader), as are the new ones.

### THE DANCE

In Lust. Statik STAT LP3. Producers: artists & John Walker. Bright in tonal quality and in mood, this is a well-produced piece of plastic which floats comfortably in the convoy currently led by Human League and their ilk. Like all the self-consciously trendy groups in this musical wave they will have a following; record sales will depend on its size, and whether the necessary buzz is created in the national pop press.



### RON CUCCIA

Music from the Big Tomato. Armageddon ARM 10. Another unclassifiable, practically unreviewable (in commercial terms) record from this interesting label. Licensed from Oblique Records of New Orleans, this yanks us all back to the days of beat poetry/jazz — with dreamy flower power touches, and a healthy dose of acid (lemons not LSD) humour to take some of the self-conscious pretentiousness out of this weird offering. Well worth trying out if you have adventurous customers.

### RIOT

Fire Down Under. Elektra K52315. First Elektra album from the American heavy metal band who have had two previous albums, Rock City and Narita, released on Capitol. Unfortunately, there is little to recommend this effort. It will sell moderately but will certainly not set the charts on fire.

### GEOFF LOVE ORCHESTRA

Tap Dancin' Time. MMT MMTLP 108. Producer: Norman Newell.

○ = CHART CERTAINTY

Tap dacing is back in fashion (warranting a centre spread feature in a recent *Daily Mail*) and no-one is better suited to present an LP of music-to-tap-to than Geoff Love, son of champion tapper Kid Love. This LP of tapping numbers like Bye-Bye Blues and Happy Feet also stands up as a worthy MOR stock item.

### CARAVAN

The Show Of Our Lives. Decca TAB 23. A nicely planned and executed compilation featuring various of the later Caravan line-ups (perms and combs from Richard Coughlan, Pye Hastings, David and Richard Sinclair, Geoffrey Richardson, John G. Perry and Mike Wedgewood) with material drawn from Waterloo Lily, If I Could Do It . . ., Cunning Stunts, and Caravan and the New Symphonia LPs. The music is as strong and inventive as it is unfashionable, so sales to those who already know and like the group are the only realistic prospect.

### VARIOUS ARTISTS

Excalibur. Island ILPS 9682. This is not an original soundtrack but an excellent classical sampler of the music used for this history epic/fantasy. It isn't segued and there are no handclaps, but could sell to the same kind of audience of non-classical buyers as Hooked On Classics because the film will popularise these pieces of music.

### STELLA STARR

Stella Starr Hits. Pelican Records 21 (distribution Pinnacle) Producer: Scott Fitzgerald. A deceptive title perhaps, but Starr is a convincing MOR singer, whose nightclub appearance have attracted glowing reviews. This album is an interesting blend of material which showcases her considerable vocal talents.

## SELECT SINGLES

Reviewed by TONY JASPER

### Chart Certs:

#### GIDEA PARK

Seasons Of Gold (Creole POLO 14, Creole/CBS).

#### LAMBRETTAS

Decent Town (Rocket XPRES 6212, PolyGram).

### OTHERS:

#### RICKY LEE JONES

Woody & Dutch (Warner K17851, WEA). Low volume beginning for talk-over DJs, becomes off-beat handclapping fast-talking, jazzy infectious just chart possible cut. Off Pirates.

#### TENPOLE TUDOR

Who Killed Bambi (Virgin VS443, Virgin). Tenpole plus Sex Pistols present their very own unique contribution. Hit likely.

#### DIANA ROSS & LIONEL RICHIE

Endless Love (Motown TMG 1240, EMI). From motion picture of same name, smoochy ballad tugging at heartstrings which relies more on imparted emotion, romantic feeling than actual class hook.

#### INMATES

Me And The Boys (WEA K18850, WEA). The Walk (39, 1979) outfit increasingly pop commercial, strident guitar riffs, odd lyric word might cause media hesitation, moves fast but sudden out fade.

#### MORRISSEY MULLEN

Stay Awake (Beggars Banquet 12" 63T, WEA). Off Badness (BEGA 27), strains of a million soul — late night classics, effective, atmospheric, wafts along with lovely girl lead, the Eighties AWB with commercial edge.

#### DNA

A Taste of DNA (Rough Trade RTO 86, Rough Trade). Credit to both mixing engineers, weird cacophony of sounds, second cut

on this 12" akin to Motorhead riff at wrong speed, did though dig Blonde Red Head, reminds of acid Sixties freak-out time.

#### DEF LEPPARD

Let It Go (Vertigo LEPP 2, PolyGram). Lange gives Sheffield band harder edge, vocals more guts, off surprisingly struggling album High And Dry (6359 045), predictable lyrics plus guitar outbreak which drives hard, could meet problems as single hit.

#### BETTE BRIGHT

Some Girls Have All The Luck (Korova KOW 18, WEA). Popular music press club lady gets reggae back-beat, cheerful vocal air and tune, promises but no hit lift, afternoon radio play number.

#### BUDGIE

Keeping A Rendezvous (RCA BUDGIE 3, RCA). Opening riffs remind of Black Sabbath's Volume 4 days, strong vocals with commercial element until more expected heavy earthing from mid-way break. Off new album Nightflight (RCA LP 6003).

#### MEAT LOAF

I'm Gonna Love Her For Both Of Us (Epic EPC A1580, CBS). Long wait produces number which keeps wanting to be Bat Out Of Hell, off new album Dead Ringer, promotion boys have problem unless previous album buyers automatically snap this up, then sky's the limit.

#### SHONA LAING

Bundle Of Nerves (EMI 5223, EMI). Laid-back catchy slow-time

instrumental intro, vocals enter with due reverence, number one can imagine Leo Sayer recording or is it way talented lady uses throat, end of lines vocal styling. Pretty but unlikely.

#### PETE SHELLEY

Homosapiens (Island WIP 6720, EMI). Ex-lead Buzzcocks, smart unrecognizable pic front cover should fascinate fans, persistent backing riff, artist puts it across well with help from back-ups; pity lyric needs concentration, simplicity better with gradual hypnotic beat.

#### ARETHA FRANKLIN & GEORGE BENSON

Love All The Hurt Way (Arista ARIST 428, PolyGram). Slowish dreamer — reflective cut exquisitely performed with each taking lead and contributing whoops when other to forefront.

#### JOHNNY MATHIS (with Stephanie Lawrence)

You Saved My Life (CBS A1602, CBS). Evergreen Mathis sounding late fifties in old style ballad well helped by delightful Ms Lawrence, major strength in late repetitive title line chorus, Evocative.

#### THE FRIENDLY HOPEFULS

The Punks Of 76 (Abstract ABS 004, Stage One). Had to happen, punk compilation but not danceable in terms of present multi-title assortments. Should fetch sales, even chart.

#### GLADYS KNIGHT & THE PIPS

If That'll Make You Happy (CBS A11534, CBS). From October 9 LP, Touch (84908), riff to get hooked on, builds in similar mould to other Ashford & Simpson numbers, slow 'n' smoochy and gathering in pace.

#### HEAVEN 17

Play To Win (Virgin VS 433-12, Virgin). Splendid stuff, for dancing and in general construction for 45 addicts, nice play element.

## Sales conferences '81

## PolyGram tackles dealer resentment

THE POLYGRAM companies, as a group, are on the way to becoming "the dominant and most profitable record group in the UK", claimed PRO commercial director Clive Swan, but he added, with refreshing honesty: "It has all been done in the face of massive and well-founded dealer resentment about our distribution performance."

And Swan revealed that PRO has employed a firm of consultants to advise on "how best we can attain a simple and reliable distribution service".

"Retailers deserve far better than they have had," said Swan, "but we believe the excess of delivery problems that we have had are now over."

Swan said PolyGram as a group had a clear market leadership in



CLIVE SWAN: retailers deserve better.

singles up to June this year, "and in the longer term we expect one of our companies to be challenging for the top spot on its own".

He added: "By maintaining our current rate of improvement we may end 1981 as the dominant UK group which would be startling and certainly put us on course for 1982."

## Polydor product . . .

THE DEBUT album from Irish band Bagatelle was described by product manager George McManus at the Polydor product presentation as "probably the best first LP by any group this label has issued".

Other new Polydor albums (in addition to those previously reported, MW September 5), include a two-for-the-price-of-one James Last set, Last Forever, and a new LP from recent signing Tom Jones. November will see the release of a boxed set of seven Roxy Music albums, and from the EG label there will be a new King Crimson LP — their first for seven years.

Also from EG, under the banner Editions EG, with a selling price of £2.90, will be albums from Brian Eno, Phil Manzanera and others, and there will be a major EG catalogue push in February.

It was revealed that The Jam's new album will not be ready until next year, but there will be a Christmas EP from them.

## . . . Phonogram product

PHONOGRAM'S PRODUCT presentation was made by DJ/writer Paul Gambaccini and included albums from Kiss, Black Sabbath, Rush, Thin Lizzy and Steve Miller.

The new Kiss album, The Elder, was produced by Bob Ezrin and will be released in October. Support will include advertising, posters, stickers, videos and a single.

A new signing to Phonogram for territories outside the US is singer/songwriter Eddie Rabbitt. In October, a single and album both carrying the title Step By Step will be released.

Black Sabbath return in the autumn with a new album, The Mob Rules. The LP, and singles taken from it, will be the subject of "major campaigns". A live double from Rush, as yet untitled, will include tracks recorded in the UK and Canada.

Graham Bonnet's first solo album, Line Up, is scheduled for October release, along with the "long-awaited, much-promised" new album from Steve Miller.

November sees the release of the new Thin Lizzy album, as yet untitled, released to coincide with the band's UK tour. Also that month will be the debut album from Soft Cell.

The Teardrop Explodes follow their current hit single Passionate Friend with their new album The Great Dominions which is currently being produced by Clive Lange.

Now that Phonogram has acquired the UK rights to all Casablanca product, all Donna Summer's past albums plus the soundtrack from the film Midnight Express will be re-released in mid-November.

New albums are also expected from The Gap Band, Yarbrough & Peoples, Mac Davis, The Four Tops, Coffee, Captain & Tennille and Dr Hook who will be touring in the UK during October and November.

## Decca to re-work catalogue

DECCA'S FUTURE plans include a re-working of its extensive catalogue and also the development of half a dozen new artists. The Decca Originals series of singles which features original track couplings in original packaging is to be continued with the aim of doubling the turnover of the series within six months.

To give the records their own identity browser boxes and point of sale material are being prepared for dealers. Upcoming titles include past hits from Tom Jones, Tommy Steele, Engelbert Humperdinck, Kathy Kirby and The Rolling Stones.

Further releases are scheduled in Decca's 10" album series. In October two Tom Lehrer albums, Songs By Tom Lehrer and More Of . . . will be released in this format.

On the 12" LP front there will be in October a new compilation of Bing Crosby tracks and Slow Rollers, a compilation of Rolling Stones ballads. This month also sees the start of an extensive campaign on all the Stones Decca back catalogue.

Kit Hain's new album, Spirits Walking Out, is released in October backed with national press advertising, London bus fronts and point of sale material. The new TV 21 LP is set for November and a new LP from Funkapollitan will be released before Christmas.

Latest signing to Decca is three-girl group Bananarama who appeared live at the conference.

## TV albums get new lease of life

TV-ADVERTISED albums from the PolyGram companies are to be given a new lease of life with a back catalogue campaign under the promotional slogan "The Sale Of The Season".

Announcing the campaign, Brian Baird, head of PolyGram's Polystar division, said: "Over the past 15 months we have released 16 albums covering a wide variety of music and it is as good as any catalogue material currently available."

The items will sell at a maximum retail price of £2.99 (dealer price £1.82) and with additional discount on mixed volume purchases the dealer price could come down to £1.60.

There will be a colour consumer leaflet, posters and window stickers for dealers identifying them as participants in the "Sale Of The Season".

New Polystar TV albums for the autumn will include a 16-track compilation of PolyGram group hits of 1981, including Genesis, The Who, Adam & The Ants, Status Quo and Soft Cell, and titled Monster Tracks. TV advertising will start in ATV, Trident and Lancashire regions and roll into London, Scotland, Southern Anglia and Harlech by the end of October.

A new James Last LP, Hansimania '81, will get TV treatment to tie in with his winter tour, and a Best Of Billy Connolly collection will be on TV in time for the Christmas season.

## Quadrophenia video due out this month

POLYGRAM VIDEO is releasing Quadrophenia in two weeks' time and there will also be a video cassette of James Last Live At The Royal Albert Hall and two special children's programmes released in time for the Christmas market. A documentary film of Pink Floyd In Concert in Pompeii is also scheduled for the autumn.

## Conference quotes

RAMON LOPEZ (managing director, PRO): "We must start to focus on the market share of our individual companies, Phonogram, Polydor and Decca. Our policy of direct artist signings based on the three independent companies must continue. We must not allow the PolyGram image to blur these identities."

BRIAN SHEPHERD (managing director, Phonogram): "Next year I want to be able to come here talking about 10 new chart albums and 10 new acts in the singles chart and our roster well on the way to completion."

## DOOLEY

HYPERBOLE AND high spirits in pretty equal measures were in evidence as usual at the annual sales conferences at Bournemouth and Stratford-upon-Avon last week, or as one wag noted, indicating the Phonogram hot air balloon parked on the lawn of the Royal Bath Hotel: "There's more hot air inside the hotel than in that balloon" . . . And Ramon Lopez was moved to liken a sales conference to a pregnancy: "Months of waiting — you know when it is going to happen but when it does it is an emergency" . . . There were distinct signs that PolyGram couldn't decide whether to treat itself as one company or three separate companies — its conference logo was a rapidly growing figure 1, and PRO commercial director Clive Swan drew attention to the group's total market share achievements, but later A J Morris was at pains to tell his staff that "it's PolyGram corporate policy that Polydor will maintain a separate identity", and in his closing speech Lopez stressed that all three companies will remain independent . . . Polydor's conference theme was darts (the game that is) and had UK champion Cliff Lazarenko there to take on all comers, and MD Morris making tortuous analogies like "The top score in darts is double top, a score of 40, and Polydor has 40 key acts with which to win the game" . . . Someone had to fall into the Carlton's swimming pool and the honour went to EMI Scottish salesman Matt Donald . . . It was MD Cliff Busby's 22nd conference and the first EMI conference attended by Ken East in 12 years . . . EMI salesperson-of-the-year award went to Nicola Fishwick of North London and Herts territory . . . Up the road at the Ferndown Dormy, RCA's Don Ellis was in waspish mood telling his salesmen: "If you build artists you're a record company — if you fail you're PRT" . . . Speculation about the future of RCA's other licensing agreements now that it has Motown to cope with seemed to be quashed by Ellis stressing that all labels showcased were important "partners" in the effort for greater revenue . . . The conference was enlivened by the personal appearance of Shock who acted out their new single, Dynamo; and new signing Julian Lloyd Webber was a guest at the banquet . . . But RCA's conference-stopping performance came from product manager Roger Semon who appeared as a chillingly accurate impersonation of Elvis, to present a new collection of Presley EPs, announcing: "This is my first live appearance for four years" . . . Meanwhile, in country house hotel splendour near Stratford-upon-Avon, WEA salesmen were heard pleading for mercy when they were greeted with the heavy sounds of Riot on Thursday morning and Blackfoot the following morning — both at full volume . . . Described as a "massive radio promotion coup" was Gary Numan's planned round-the-world trip in a single-engine plane, reporting live on Radio One twice a week . . . Jake Riviera, presenting Elvis Costello's forthcoming country LP on F-Beat, commented: "This proves the guy can really sing, which was not apparent on earlier LPs when even if you could hear the words, you couldn't understand what he was on about".

Advertisement

## MIDEM'82

Latest list of new participating companies as of this edition of Music and Video Week.

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