

MUSIC & VIDEO WEEK

Europe's leading music business paper 90p



ALTHOUGH CBS was not an exhibitor at the Dealer Tour, chairman Maurice Oberstain was an interested visitor to the London venue and Chrysalis co-chairman Chris Wright nicked his admiral's cap for this picture with MW's managing director Jack Hutton. (Story - p4; more pictures - p27).

VIDCOM B1...
VIDCOM B1...
VIDCOM B1...
VIDCOM B1...

This bumper issue of Music & Video Week contains a special 28 page Vidcom supplement with a comprehensive A-Z guide to the UK exhibitors - see centre pages.

DEALERS CAUGHT IN CROSSFIRE OF T-SHIRTS BATTLE

UK RECORD dealers are being caught in the crossfire of a battle between the manufacturers and wholesalers of rock band T-shirts, badges, posters and similar merchandising items.

Writs for copyright infringement are flying and one company, Mobile Merchandising Company, is warning that it will take "vigorous legal action" against any manufacturers, wholesalers or retailers who trade in merchandise which contravenes copyrights in 50 acts - including Abba, Adam And The Ants, The Who and Whitesnake - for which it holds licences.

"Think before you manufacture or buy T-shirts and sweatshirts printed with any reference to an artist or group - you may be breaking the law and liable to pay substantial damages," says the company.

Mobile Merchandising distributes its products through Record Merchandisers and Pinnacle and claims to pay "thousands of pounds" in royalties to rock artists in return for the right to use their likenesses on shirts.

The company is currently pursuing legal action against Wynd-Up which two weeks ago took a full-page ad in *Music & Video Week* offering dealers 26 shirts - 14 of which, says Mobile Merchandising, feature acts licensed to them.

It is seeking undertakings from Wynd-Up not to continue selling the shirts. Wynd-Up director Bernard Patchett told MW: "The matter is in the hands of our

solicitor, David Sewell."

Meanwhile the merchandising Corporation of America Inc announced last week that it has filed eight suits for copyright infringement and passing-off against UK companies producing unauthorised merchandise featuring Adam And The Ants.

The company, the merchandising arm of Universal City Studios, says it has already reached settlement with record wholesaler Terry Blood "on the basis of that company paying damages and undertaking not to sell unlicensed Adam And The Ants T-shirts".

The Merchandising Corporation say that it holds exclusive worldwide merchandising rights for the group and has licensed a number of manufacturers in the UK and US to produce authorised merchandise such as T-shirts, posters, calendars, badges and watches.

"The group's great popularity has led to the appearance of a wide variety of unlicensed articles and the eight suits are part of a concerted effort to clear unauthorised Adam And The Ants merchandise from the market. Similar actions are being planned in Australia and Japan," a company spokesman adds.

Mobile Merchandising director Stephen Jeffries told MW: "We have to get the artists' approval of all the photographs we use on T-shirts and consequently the public is assured of getting a good quality garment. But the bootleg versions are often of inferior quality."

The BPI seeks cheaper chart

THE BPI is looking for a cheaper way of producing a chart because, it says, the present diary method "is too costly to police and collect". Consequently it has given 12 months notice to the British Market Research Bureau - which has compiled charts for the BPI, BBC and *Music & Video Week* for the past 12 years.

The BPI's decision was announced in a press statement issued last Thursday and subsequently both the BBC's head of Radio One, Derek Chinnery, and MW's publishing director Peter Wilkinson said that they would not be joining their partner, the BPI, in giving notice to BMRB.

Wilkinson added: "We intend to continue in partnership with the BBC in the BMRB chart although we too are interested in finding ways of making it more sophisticated and economic. Together with the BBC and

BMRB we will be examining new methods of data collection."

Chinnery expressed his surprise that the BPI should cite a need to find new ways of compiling a chart as its reason for giving notice of BMRB. "We understood this was entirely due to the fact that two major record companies had decided to withdraw their contributions," he said.

"We were led to believe that the BPI would still be examining ways to continue our 12-year long joint association with BMRB whose methods we still believe to be the best available, as has been proved twice in the past three years when BMRB retained the contract in the face of competition with other research organisations.

"If in due course new methods can be proved to be more effective we would
TO PAGE 4

Pinnacle on crest of indie revolution

INTRODUCING presentations from what he described as "the biggest collection of independent labels ever gathered under one roof", Pinnacle Records general manager Tony Berry told his 24-man sales team at the company's annual conference: "A revolution is taking place in the record industry.

"Even artists themselves are setting up their own labels. They all want creative freedom. They have become disenchanted with the major distributors.

Berry revealed that as part of its expansion plans, the company is adding an export manager and installing a new £140,000 computer.

● More Pinnacle sales conference reports on page 2.

Heavyweight launch for video wholesaler

GLOBAL VIDEO Supplies - launched this month - is the latest heavyweight entrant into the field of video software wholesaling and aims to emerge as one of what managing director David Britten envisages as a "big five" among current wholesalers.

Global has the backing of public company United Electronic Holdings - active in the distribution of electronic components and in retailing hi-fi accessories and video films.

The Global warehouse, based in South East London, opens with £350,000 of stock, comprising 15,000 tapes from 32 distributors across 2,500 titles. The company intends to stick firm to a policy of stocking films suitable only for family entertainment and titles range from Charlie Chaplin's *The Immigrant* to *The Sound Of Music*.

It is using Warner Home Video's controversial leasing scheme, and Britten says that the company intends to introduce its own rental

scheme in November, offering titles from 10 suppliers.

The company does not intend to use agents and its sales team are full-time salaried employees operating on a national basis. There are also 20 lines into a computerised ordering system and there is a teleshops team backed up by an answer phone service for after hours calls. Global also boasts an advisory service to retailers on all aspects of video software retailing.

Cash and carry facilities are available from the warehouse at 30-50 Ossory Road, London SE1 (tel: 01-237 3595), which is open Monday to Wednesday from 8.30am to 5.30pm, with late opening on Thursday and Friday until 8pm. Sunday opening is 10am to 2pm.

**Carnaby Video calls
in the receiver
- see p4**

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Sales conferences '81

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NEAT RECORDS, the Newcastle-based specialist heavy metal label, is concentrating its autumn campaign on the debut album from Raven, *Rock Until You Drop*, which has already received enthusiastic reviews in the music press, including a five-star notice in *Sounds*. The first 5,000 copies are signed by the band and include a poster, lyric-sheet and backstage pass.

INITIAL RECORDS, now based in London, has a variety of product scheduled for this month and the run-up to Christmas: From Los Angeles, *A Minute To Pray, A Second To Die*, the debut album from the *Flesh Eaters*; from French synthesiser player Bernard Szajner, a new album entitled *Superficial Music* and the debut single from northern band *The Effect*, entitled *Abusing Myself/Watch Me Dance*. Following a deal with Bomp Records in the US, Initial will be releasing an album of early recordings by Jonathon Richman and the *Modern Lovers* via Bomp International.

PENTHOUSE RECORDS' John Bassett presented product from the Scardos whose current single is

Reports from Pinnacle labels

Ska's On 45 and the new Sax Maniax 45 entitled *The Horn*. There will also be a debut album from the Sax Maniax in January which will be given "a big advertising push".

RAG BABY'S Bob Fisher presented material from licensed label Steinar Records which included a Greatest Hits album from Peter Sarstedt and an LP from Mezzaforte, the Icelandic jazz-funk combo who are currently enjoying considerable UK success. There is also material from Digby Richards on the Peach River label and Country Joe McDonald on Rag Baby. There is also to be a new LP from the late Mike Bloomfield entitled *Life In The Fast Lane*.



FAULTY RECORDS, the label owned by Police manager Miles Copeland, is releasing a new Renaissance album entitled *Camera Camera* and a single taken from it, *Fairies (At The Bottom Of The Garden)*. The album is their first release in two years and will be supported by a full UK tour.

RIALTO RECORDS has recently concluded an exclusive UK distribution agreement with Pinnacle. Rialto MD Tim Heath presented the first release to the Pinnacle sales conference - This Is Your Lunch by The Slow Twitch Fibres, available on both 7" and 12". Future release plans include Beverley Baxter and The Mobiles.

A SEGUE of hit soul singles, Play It Again Sam by Power, is being released by US label MALACO in both 7" and 12" forms.

KAMAFLAGE, THE label launched by DJM and distributed by both Pinnacle and CBS, has released a single, *Don't Walk Away*, by heavy rock band Tank. An album follows in the New Year and the band is scheduled to support the Ian Gillan Band. The first 5,000 copies of the single include a free sew-on patch.

DOMINO EFFECT, who received considerable airplay action on their last single, *La Dolce Vita*, had a new track entitled *Let's Get Serious* released on the STILETTO label on October 8. Stiletto plans to develop its own artists on the video side and to sign two more acts within the next month.

A LIVE album from the Exploited, *Live On Stage*, is being released on SUPERVILLE, pressed in red vinyl. There will also be an EP featuring the Exploited and Anti Pasti.

THIS AUTUMN sees a busy period for FRESH which this month releases a single and album by UK Delay, entitled *Sexual and For Mad Men Only* respectively. There will also be a new Family Fodder 12" Single, *Schizophrenia Party*, and a new Cuddly Toys album, *Trials And Crosses*.

CLAY HAS a new single released by controversial Midlands band *Discharge* entitled *Never Again*. There will also be a new album from Grace which was recorded live during their recent tour.

EXILE IS the title of Colin Blunstone's forthcoming concept album to be released on the PANACHE label. Narrated by actor Robert Powell and featuring such musicians as Francis Rossi, Dan McCafferty and Lesley Duncan, the LP concerns the world's beginning. A single track, *Miles Away*, precedes the album release.

FORMER VELVET Underground singer Nico has her first "official release" for five years with the single *Saeta Vegas* released on FLICKKNIFF Records and an album is to follow. Also due on Flickknife are a new solo album by UK Subs' vocalist Charlie Harper, and a 12" EP from the Sonic Assassins, a band formed by Dave Brock and Robert Calvert, formerly of Hawkwind.

SOME BIZZARE, the label that "discovered" Soft Cell, has signed an exclusive distribution agreement with Pinnacle. First release under the deal is the single *Cold Spell Ahead* by The The.

KAMARA, THE label formed by Chris Youle, has a new album from Roger Chapman, *Mail Order Magic* and a live album of Freddie Starr's Elvis Presley impersonations. Jack Lancaster is currently recording a new album which features Phil Collins of Genesis on vocals.

ZOO WILL be releasing a retrospective album, *Zoo Days & Zoo Ways*, which will feature previously unreleased material by Echo & The Bunnymen and Teardrop Explodes, as well as a number of early Zoo singles now deleted.

FACTORY IS to release a double album from Joy Division entitled *Still*. One record is of previously unreleased studio material, the other is from a live concert recorded in Manchester before Ian Curtis' death. There is to be a new single from New Order, *Everything's Gone Green*, which is to be followed by their debut album. Also imminent are new albums from Section 25, *Always Now*, and a *Certain Ratio*, *Sextet*.

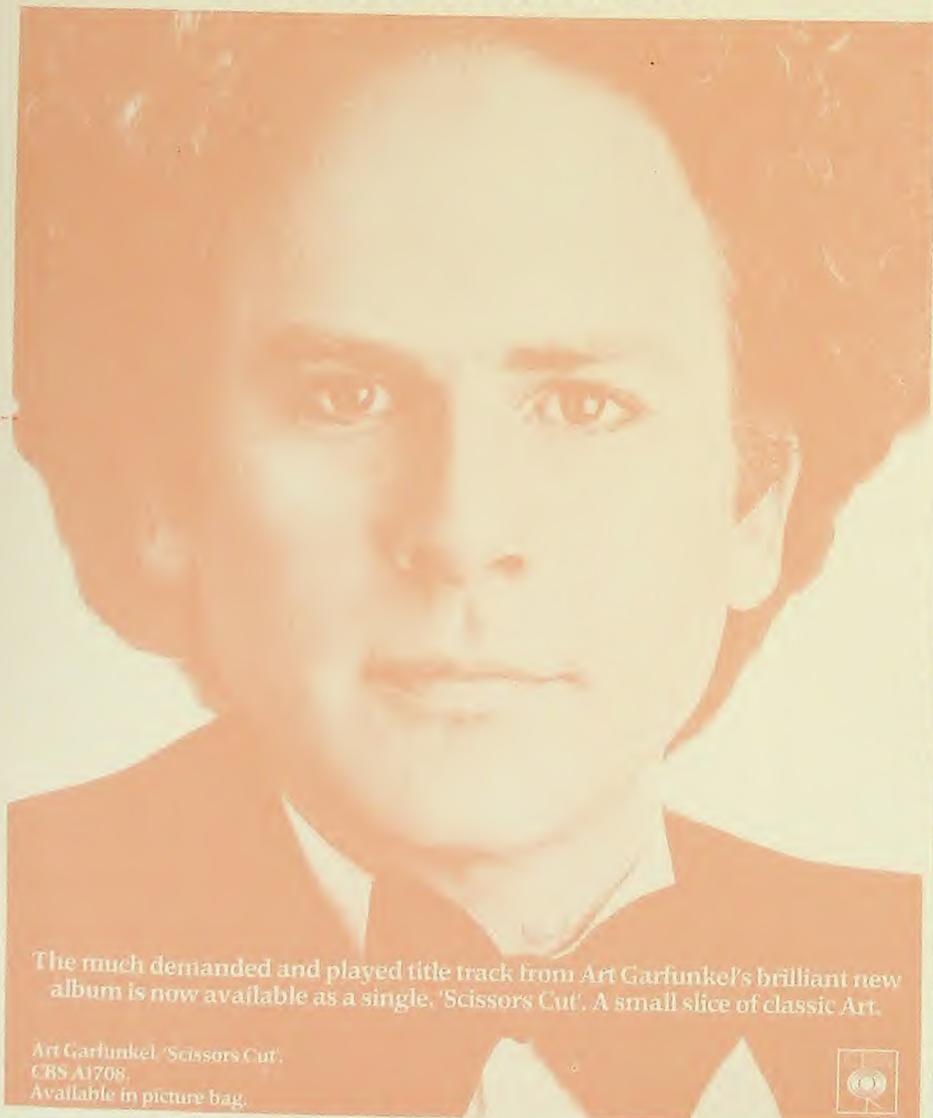
PINNACLE HAS signed Manchester band The Freshies who recently enjoyed chart success with their Manchester Megastore single. A new single, entitled *Dancing Doctors*, is released October 16. Pinnacle has also signed The Climb, who are currently recording their debut single, *I Can't Forget*.

APART FROM the Marc Bolan product (*MW*, October 3), CHERRY RED has a number of new releases lined up for the autumn. *Glitter House*, the debut album from Medium Medium, which contains a new version of the US disco hit, *Hungry So Angry*. Cherry Red has signed a production deal with reggae producer Adrian Sherwood and the first album under this deal will be a collaboration between two reggae bands, *The New Age Steppers* and *Creation Rebel*, with *Threat to Creation*. Also signed to the label is Kevin Coyne who previously released eight albums through Virgin and his first Cherry Red LP is entitled *Pointing The Finger*.

ROY CARR, journalist with the *NME* has written and compiled a catalogue of ACE product which is to be made available to dealers. Upcoming product on the Ace/Chiswick and Big Beat labels includes: an October album release from Juice On The Loose, a picture disc of Deke Rivers performing a medley of Elvis Presley numbers and albums from Johnny Ace, Little Junior Parker, Danny & The Juniors, Shirley & Lee and a single from Dolly Cooper.

THE DEBUT single from Canterbury band *Baby & The Monsters*, *I'd Rather Not on Mean Records*, is already picking up airplay. Mean is rush releasing the Atlantic's *Stacks Of Soul*, a medley of mid-Sixties soul classics.

ART GARFUNKEL THE NEW SINGLE 'SCISSORS CUT'



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'Biggest ever' Virgin push for Human League

VIRGIN RECORDS is planning what it describes as its "biggest ever marketing campaign" to support the October 16 release of the third album by The Human League, entitled *Dare*.

Preceded by the single *Open Your Heart*, the album will be the first in a new de-luxe series from Virgin at a higher dealer price of £3.40. The record comes in a gatefold sleeve with a full-colour bag and this expense will not be passed on to the cassette dealer price which remains at £3.20.

The marketing campaign takes in national press and music consumer press advertising as well as an extensive fly posting campaign using a 60 x 40 inch colour poster, twice the normal size. Ads will also appear on London Transport buses and underground and in-store displays will be available.

Virgin will also be providing multiple retailers with a Human League promo video for in-store use.

ALTHOUGH THE Rialto label has switched distribution to Pinnacle (MW October 3), PRT has a sell-off



period for back catalogue material until next April.

New Rialto releases this month available via Pinnacle will include single by Slow Twitch Fibres (out now in 7" and 12" and picture bags), and *Victims Of Pleasure* (October 30) also in 7" and 12" and picture bags.

THE FIRST 10,000 copies of the *Girls At Our Best!* album *Pleasure On Happy Birthday* Records will contain a jamboree bag and the first 50 will contain a postcard which can be exchanged for a *Girls At Our Best!* T-shirt when sent back to the record company — this does not apply to the *Girls At Our Best!* single, *Fast Boyfriends*, as stated in last week's issue.

B sides push



EAGLE RECORDS is starting a novel form of promotion for forthcoming album product by featuring a medley of the album tracks by Eagle artists Jo Anna Forte, *The Monks* and *Ginger* on the B sides of their next singles.

Eagle MD Brian Hutch explained: "With the difficulties experienced in busy record shops at peak times it is not always possible to listen to product prior to buying it. We are sure the B side medley will help both public and dealer to come to an informed decision before buying the albums."

The first singles to feature album medley B sides will be Jo Anna Forte's *Jimmy's Hi Fi*, *The Monks' I Can Do Anything You Like* and *Ginger's Crazy Nights*. They are available from Stage One distribution.

● Three extraneous, but decorative, young ladies are pictured above with Eagle Records' MD Brian Hutch helping to promote the new singles.

£300,000 campaign for Best Of Blondie

CHRYSLIS RELEASES The Best Of Blondie on October 16, and the album will be supported by a massive £300,000 campaign for the autumn and Christmas market.

The album will be TV advertised initially in the Midlands and Granada regions from October 21. In addition, Chrysalis has taken 540 bus 'T' sides covering 40 cities including London for two months, full colour full-page ads in the music press and ads in the national daily press. There will be over 250 window displays countrywide, and a dealer pack will be available to retailers.

The album (CDLTV 1) has 14 tracks: *Denis*, *The Tide Is High*, *In The Flesh*, *Sunday Girl*, *Dreaming*, *Hanging On The Telephone*, *Rapture*, *Picture This*, *Union City Blues*, *I'm Always Touched By Your Presence Dear*, *Call Me*, *Automatic* and *Rip Her To Shreds* and includes a full-colour poster of Debbie Harry. Dealer price is £3.82 plus VAT. A videogram is scheduled for November release.

ROD STEWART'S new single, *Tonight I'm Yours (Don't Hurt Me)*, features the title track from his forthcoming album, released in November, although the B-side, *Sonny*, is exclusive to the single. Catalogue number is RIVA 33 and the record will be in a picture bag.

RONNIE LAWS, the jazz funk saxophonist, is in the UK to

personally promote his new Liberty album, *Solid Ground* (LBG 30336) and single, *Stay Awake*, available on both seven and 12-inch.

BLUES HARMONICA player Johnny Mars releases his first single next week, *Born Under A Bad Sign*, written by Booker T Jones and William Bell and produced by Ray Fenwick of Spencer Davis and Gillan fame. The single will come out on Chiswick and features two live numbers on the B-side. To date, Mars has released three singles for specialist labels.

PRT IS distributing *Never Too Young To Dance*, an LP by The Video Kids described as 'a new and exciting entertainment concept for children', and featuring such musicians as Herbie Flowers, Richard Myhill and Jona Lewie. The LP will be featured in the Pye Radio National Kids Disco Dancing Competition and is also being launched with a full-scale marketing campaign which includes competitions and merchandising, plus point-of-sale material. *Never Too Young To Dance* is actually released on the Electronic Comic Company label and is also available on cassette (VK-001 and CZ VK-001).

CAPITOL IS releasing *Why Do Fools Fall In Love*, Diana Ross's first album since joining the label, on October 26. On the same date the label will release the title track of the LP as a single, backed by a big campaign.

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MOTHMEN c/w 'People People'
DUN 14

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c/w 'She's got a gun'
DUN 13

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NEWS

FROM PAGE 1

obviously wish to consider them, but it came as a surprise to learn that the BPI now claims this to be its main reason for giving BMRB notice."

Earlier this year WEA Records and RCA Records gave notice to the BPI's chart committee that they wished to withdraw their financial support of the chart. Both companies have, in the past 12 months, paid substantial amounts of money into the BPI's chart policing fund following investigations into attempts to fraudulently manipulate the chart.

Explaining the BPI's decision to give notice to BMRB, chart committee chairman A J Morris said: "The BPI cannot afford to go on with the present method of data collection and processing since the BPI's particular requirements of a large panel, long chart, Saturday sales information and intense policing is too expensive with the present system which involves 700 diaries being completed and a cross-section of these being collected by courier on Saturdays."

Eventually, adds Morris, it is hoped that there will be a chart compiled from bar code information which at the same time will give dealers invaluable stock and sales information. In the meantime the BPI will be talking to potential new chart suppliers as well as BMRB.

BPI general manager Peter Scaping revealed that one company is already working on the production of a data collection machine which will feed the information direct to a computer. A similar idea put forward by Gallup was rejected by the BPI a year ago when it awarded BMRB with a new contract to continue supplying the chart.

BPI Council chairman Chris Wright commented: "It is the BPI's wish to continue to work with the BBC and *Music & Video Week* in producing an industry chart."

Carnaby Video in receivership

A RECEIVER has been brought in to manage the affairs of Carnaby Video and managing director Joe Pina has left the company along with two-thirds of the 50-plus staff.

The decision to bring in a receiver was instigated by West End Impresario Paul Raymond who recently gained a controlling interest in the video software wholesaler. Locks to the company's new headquarters off Tottenham Court Road were apparently changed and the receiver's first decision was to put a block on all advertising.

Raymond told *Music & Video Week*: "A receiver has been appointed by Carnaby to look into the affairs of the company and he will report to us."

A meeting between the receiver and suppliers took place on Friday

Magnetic leads path to stereo

IN ANTICIPATION of stereo video hardware becoming available in the UK early in 1982, Magnetic Video has signalled its intention to release cassettes with full Dolby stereo soundtrack, duplicated at its Perivale plant.

Magnetic's first new release in full stereo sound is the Bob Fosse musical *All That Jazz*, set for November.

Toyah mix-up

A MANUFACTURING mix-up has resulted in Toyah's latest single being pressed on a Chiswick picture disc of Deke Rivers' Elvis Presley medley coupled with a Presley interview (NSP 71).

Several hundred copies may have been despatched before the mistake was spotted and Chiswick says that dealers should check their supplies. All wrong product will be replaced.

and the possibility of continuing to operate on a cash basis was proposed, if the receiver decides that the company can continue to trade.

"The suppliers said yes, with the exception of one company which I would prefer not to name," says Douglas Mew who is assisting the receiver at Carnaby.

"Ideally we would like to keep it as a going concern until a purchaser can be found."

Sales and marketing director John Whelan is among the 17 staff retained by the company.



IAN MILES, managing director of Warwick Records, with *The Brotherhood Of Man* at Tokyo Joe's after presenting the group with gold discs for sales of their 20 Number One Hits LP. With him (from left) are Lee Sheridan, Sandra Stevens, Nickey Stevens and Martin Lee.

Brisk business at Dealer Tour hints at recovery

MORE THAN 1,500 record and video dealers and music industry executives packed the ballroom of the Dorchester Hotel in London last week to bring the third *Music & Video Week* Dealer Tour to a triumphant end.

"It's been a bloody good show — the organisation, the stands, the coverage have all been very good," summed up Tandem sales manager Peter Battershill, adding: "I think the prediction that business was about to pick up has proved during these two weeks to be true. The tour has shown us that the autumn upturn this year is a good one."

The tour visited Bristol, Birmingham, Leeds, Newcastle, Glasgow and Manchester, as well as London, and although attendance at a couple of the venues was generally thought to be disappointing, a total of over 6,000 record and video shop owners, managers and assistants turned out to make the tour a resounding success.

Understandably the video exhibitors on the tour attracted a lot of interest from record dealers who have already taken the plunge into

this new business and particularly from those still undecided. For the latter, the tour provided a unique opportunity to meet and talk with the new video companies.

"It's been very successful — we have certainly been doing business," said Precision Video MD Walter Woyda, and this view was echoed by Video Form general manager Ron Gale: "It's been nothing short of fantastic; it's been pure business."

Magnetic Video's John Porter added: "We came on the tour in preference to being at the Video Software Show at Heathrow and I'm glad we did so." And EMI Records' video product manager Geoff Kempin said: "We were on the tour because we believe we can instil the same qualities such as repeatability into music video as are already inherent in audio product. We believe that music videos will sell through record shops in a larger proportion than other types of video."

● The cheerful face of the Dealer Tour — see p27.

Trident studios ceases trading

TRIDENT Recording Studios went into receivership last Wednesday (September 30), and ceased operations forthwith.

A spokesman for the receiver told *MW* that the studios had closed pending finding someone to take them over. If this does

not transpire, the contents and equipment will be auctioned off to help meet the debts. Trident was formed in 1968 by brothers Norman and Barry Sheffield, neither of whom were available for comment at presstime.

● Trilion Video wishes to make it clear that it has had no connection with Trident since February of this year and is not affected in any way by the latter's current problems.

TV re-recording may be scrapped

THE NECESSITY for artists to re-record backing tracks for use on TV programmes such as *Top Of The Pops* may be scrapped following the passing of a motion at the Central London branch of the Musicians' Union.

The motion (see *MW*, September 19) called for original tapes to be allowed to be used for TV appearances and relevant payments made to the musicians involved. It was passed unanimously and it now has to go before the MU's London district council later this month before it is considered by the national executive of the MU in November.

Lawrie Ross dies

LAWRIE ROSS, ASCAP's international representative in the UK since 1975, died suddenly at the weekend on his way back from the *Castlebar Song Contest*, where he had been a judge. An appreciation will be published in *MW* next week.



- 19 (18) MADNESS: Shut Up
- 19 (24) POLICE: Invisible Sun
- 17 (16) DEPECHE MODE: Just Can't Get Enough
- 16 (17) GODLEY AND CREME: Under Your Thumb
- 15 (13) ADAM AND THE ANTS: Prince Charming
- 15 (11) STEWART/GASKIN: It's My Party
- 14 (10) LINX: So This Is Romance
- 14 (14) ORCHESTRAL MANOEUVRES IN THE DARK: Souvenir
- 13 (—) BAD MANNERS: Walking In The Sunshine
- 13 (15) ELVIS COSTELLO: Good Year For The Roses
- 13 (10) OTTAWAN: Hands Up
- 13 (8) TOYAH: Thunder In The Mountain
- 12 (17) ALVIN STARDUST: Pretend
- 12 (—) JAM: Absolute Beginners
- 12 (6) SLADE: Lock Up Your Daughters
- 11 (—) DEBBIE HARRY: The Jam Was Moving
- 11 (8) DEVO: Through Being Cool
- 11 (11) FOUR TOPS: When She Was My Girl
- 11 (11) JAPAN: Quiet Life
- 10 (9) HAZEL O'CONNOR: Hanging Around
- 10 (8) HEAVEN 17: Play To Win
- 10 (10) IMAGINATION: In And Out Of Love
- 9 (10) B.A. ROBERTSON/MAGGIE BELL: Hold Me
- 9 (—) BARRY MANILOW: Let's Hang On
- 9 (10) POINTER SISTERS: Slow Hand
- 9 (—) SHAKIN' STEVENS: It's Raining
- 9 (8) EUROPA AND THE PIRATE TWINS: THOMAS DOLBY
- 9 (12) TEARDROP EXPLODES: Passionate Friend
- 8 (7) DIRE STRAITS: Tunnel Of Love
- 8 (11) GIDEA PARK: Seasons Of Gold
- 8 (—) HUMAN LEAGUE: Open Your Heart
- 8 (—) KIRSTY McCOLL: See That Girl
- 8 (—) POLICE: Every Little Thing She Does Is Magic
- 8 (7) TWEETS: Birdie Song
- 8 (—) TIGHT FIT: Back To The Sixties Part 2
- 8 (12) U2: Gloria
- 7 (12) CLIFF RICHARD: Wired For Sound
- 7 (12) ROSS/RICHIE: Endless Love
- 7 (9) DOLLAR: Hand Held In Black And White
- 7 (8) GO-GO'S: Our Lips Are Sealed
- 7 (—) MARTHA AND THE WUFFINS: Women Around The World At Work
- 7 (7) OLIVIA NEWTON-JOHN: Physical
- 7 (—) POLICE: Spirits In The Material World
- 7 (—) RAYDIO: That Old Song
- 7 (5) SECRET AFFAIR: Do You Know
- 7 (15) SOFT CELL: Tainted Love
- 7 (—) SQUEEZE: Labelled With Love
- 6 (—) BOB SEGER: Hollywood Nights
- 6 (7) CRUSADERS/COCKER: I'm Standing Here Today
- 6 (5) FLOCK OF SEAGULLS: Telecommunication
- 6 (—) JOURNEY WHO'S CRYING NOW
- 6 (—) NEW MUSIK: The Planet Doesn't Mind
- 5 (—) WE'RE IN THIS LOVE TOGETHER/AL JARREAU
- 5 (—) BILL WYMAN: Come Back Suzanne
- 5 (—) BRUCE SPRINGSTEEN: Cadillac Ranch
- 5 (—) CREATURES: Mad Eyed Screamer
- 5 (10) GARY GLITTER: Then She Kissed Me
- 5 (—) GARY U.S. BONDS: It's Only Love
- 5 (—) KID CREOLE AND THE COCONUTS: Latin Music
- 5 (—) LAURIE ANDERSON: Oh Superman
- 5 (—) MICHAEL SCHENKER GROUP: Ready To Rock
- 5 (—) ROD STEWART: Tonight I'm Yours
- 5 (10) SHEENA EASTON: Just Another Broken Heart
- 5 (13) STARSOUND STARS ON 45 VOL. 3
- 5 (3) THIS YEARS BLONDE: Platinum Pop
- 5 (—) WEAPON OF PEACE: Jah Love

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you're supposed to be my friend

Jerome

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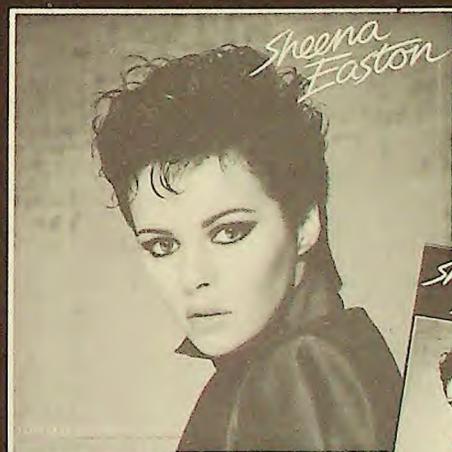
THE NEW ALBUM
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JUST ANOTHER BROKEN HEART

EMI 5232

ON TOUR NOW

OCTOBER

Sunday 4th INVERNESS Eden Hall
 Monday 5th ABERDEEN Capitol Theatre
 Tuesday 6th GLASGOW Apollo Theatre
 Wednesday 7th EDINBURGH Playhouse
 Thursday 8th NEWCASTLE City Hall
 Friday 9th MANCHESTER Apollo
 Saturday 10th BIRMINGHAM Odeon
 Sunday 11th OXFORD New Theatre
 Monday 12th BOURNEMOUTH Odeon
 Wednesday 14th GLOUCESTER The Leisure Centre
 Thursday 15th CRAWLEY The Leisure Centre
 Friday 16th READING The Hexagon Theatre (two shows)
 Saturday 17th LONDON Dominion Theatre
 Sunday 18th LONDON Dominion Theatre
 Monday 19th COVENTRY New Theatre
 Tuesday 20th SOUTHPORT Southport Theatre
 Wednesday 21st SHEFFIELD City Hall
 Thursday 22nd EASTBOURNE Congress Hall



YOU COULD HAVE BEEN WITH ME
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EMI

SPECIAL PLAYS

DAVID HAMILTON'S SINGLE OF THE WEEK

DAVID HAMILTON'S ALBUM OF THE WEEK

CAPITAL: PEOPLE'S CHOICE

CLYDE: CURRENT CHOICE

DOWNTOWN: MUSIC MOVER
ABSOLUTE BEGINNERS - Jam
FORTH: STATION PICK

LUXEMBOURG: POWERPLAY
HOOKED ON CAN CAN - RPO
BBC SCOTLAND: SINGLE OF THE WEEK

PENNINE: PENNINE PICK

MANX ALBUM OF THE WEEK
COME BACK SUZANNE - Bill Wyman

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 NORTHERN IRELAND	BBC 1	CAPITAL	CITY	CLYDE	DOWNTOWN	FORTH	HAMILTON	LUXEMBOURG	MANX	METRO	ORRELL	PENNINE	PICCADILLY	SOUND	SWANSEA	TRENT	TAMES	VALLEY	VICTORY	NEW RELEASES	
ALLMAN BROTHERS Straight From The Heart Arista																									
ARMATRADING, JOAN I'm Lucky A&M AMS 8163 (C)																									
BAGATELLE Love Is The Reason Polydor POSP 331 (F)																									
BONDS, GARY U.S. It's Only Love																									
BEE GEES He's A Liar RSO 81 (F)																									
DONALD BYRD Love Has Come Around Electra K12559																									
BALANCE																									
KID CREOLE Latin Music Island WIP 6719 (E)																									
ELVIS COSTELLO Good Year For Roses F Beat XX17																									
CROSS, CHRISTOPHER Arthur's Theme Warner Bros K 17847 (W)																									
COOLIDGE, RITA The Closer A&M AMS 8162 (C)																									
CRUSADERS/COCKER I'm Standing Here Today MCA 741 (C)																									
THOMAS DOLBY Europa . . . Parlophone R6051																									
DIRE STRAITS Tunnel Of Love Vertigo MOVIE 3																									
DOOLEYS And I Wish GTO GT300 (C)																									
DORE, CHARLIE Listen Chrysalis CHS 2536 (F)																									
DUKES Mystery Girl WEA																									
DRAMATIS No-One Lives Forever Rocket XPRES 6312 (F)																									
EGLEISIAS, JULIO Begin The Beguine CBS																									
FOUR TOPS When She Was My Girl Casablanca CAN 1005 (F)																									
FRANKLIN/BENSON Love All The Hurt . . . Arista ARIST 428 (F)																									
FOGELBERG, DAN Hard To Say Epic EPCA 1645 (C)																									
FUREYS When You Were Sweet 16 Ritz RITZ 003																									
GAYLE, CRYSTAL Crazy Love CBS A 1681 (C)																									
GISCOMBE, JUNIOR Mama Used To Say Mercury MER 80 (F)																									
GILLAN Nightmare Virgin VS 441 (C)																									
HUMAN LEAGUE Open Your Heart Virgin																									
HALL/OATES Private Eyes RCA																									
HYMAN, PHYLLIS You Sure Look Good Arista ARIST 424 (F)																									
JEROME You're Supposed To Be My Friend DJM																									
JACKSONS Time Waits For No One EPCA 1579 (C)																									
JARREAU, AL We're In This Love . . . Warner Bros. K 17849 (W)																									
JONES, RICKIE LEE Woody And Dutch WB K 17581 (W)																									
JAMES, BOB Sign Of The Times CBS 1608 (C)																									
JOEL, BILLY Say Goodbye CBS																									
IAN, JANIS I Remember Yesterday CBS A 1603 (C)																									
JOURNEY																									
JAM Absolute Beginners (Polydor)																									
KNIGHT, GLADYS If That'll Make You Happy CBS A 1534 (C)																									
KORGIS Don't Say That It's Over Rialto TREB 142 (P)																									
LOFGREN, NILS Night Fades Away MCA 748 (K)																									
MAGNA CARTA Highway To Spain RDR 003 (R)																									
MATCHBOX , Angels On Sunday Magnet MAG 196 (A)																									
MATHIS, JOHNNY You Saved My Life CBS A 1602 (A)																									
MINOTT, SUGAR Never My Love RCA T138 (R)																									
McCOLL, KIRSTY See That Girl Polydor (F)																									
MEATLOAF I'm Gonna Love Her . . . Epic EPCA 1580 (C)																									
MILSAP, RONNIE No Getting Over Me RCA 136 (R)																									



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'GOOD THING GOING'



RCA



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TOP 75 SINGLES

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This Week	Last Week	Wks on Chart	TITLE	Artist (producer)	Publisher	Label number
1	1	5	PRINCE CHARMING	Adam & The Ants (Hughes/Ants/Marco)	EMI	CBS CBSA 1408 (C)
£ 2	7	5	BIRDIE SONG	Tweets (Henry Hadaway/Satril)	Valentine	PRT 7P 219 (A)
3	2	3	INVISIBLE SUN	Police (Police/Padgham)	Virgin	A&M AMS 8164 (C)
4	6	5	UNDER YOUR THUMB	Godley & Creme (Godley/Creme)	St. Annes	Polydor POSP 322 (F)
5	3	7	HANDS UP (GIVE ME YOUR HEART)	Ottawan (D. Vangard)	Carrere/Heath Levy	Carrere CAR 183 (W)
6	4	6	PRETEND	Alvin Stardust (Peter Collins)	Leeds	Stiff BUY 124 (C)
7	10	3	SHUT UP	Madness (Clanger/Winstanley)	Nutty Sounds/Warner Brothers	Stiff BUY 126 (C)
▲ 8	17	4	IT'S MY PARTY	Dave Stewart/Barbara Gaskin (Dave Stewart)	Interworld	Stiff/Broken BROKEN 2 (C)
9	9	5	ENDLESS LOVE	Diana Ross/Lionel Richie (Paige)	Intersong	Motown TMG 1240 (E)
10	5	7	SOUVENIR	Orchestral Manoeuvres In The Dark (Mike Howlett)	Dinsong	Dindisc DIN 24 (C)
£ 11	12	4	JUST CAN'T GET ENOUGH	Depeche Mode (Daniel Miller)	Mute/Sonet	Mute MUTE 016 (RT/SP)
12	8	11	TAINTED LOVE	Soft Cell (M. Thorne)	Burlington	Bizzare BZS 2 (F)
▲ 13	32	2	THUNDER IN THE MOUNTAINS	Toyah (Nick Tauber)	Sweet & Sour/Urgent/DJM	Safari SAFE 38 (SP)
14	11	8	SLOW HAND	Pointer Sisters (Perry)	Warner Bros	Planet K 12530 (W)
15	13	10	YOU'LL NEVER KNOW	Hi Gloss (G. Salerni)	Peterman/Carlin	Epic EPCA 1387 (C)
▲ 16	30	3	WALKIN' IN THE SUNSHINE	Bad Manners (Roger Lomas)	Magnet	Magnet MAG 197 (A)
17	15	6	SO THIS IS ROMANCE	Linx (Linx/Carter)	Solid/RFM	Chrysalis CHS 2546 (F)
18	16	6	IN & OUT OF LOVE	Imagination (Tony Swain/Steve Jolley)	Red Bus	R&B RBS 202 (A)
£ 19	26	4	QUIET LIFE	Japan (John Punter)	Nomis	Hansa/Ariola 6 (F)
20	14	7	WIRED FOR SOUND	Cliff Richard (A. Tarney)	BAR/ATV	EMI 5221 (E)
21	NEW		OPEN YOUR HEART	Human League (Martin Rushent/Human League)	Dinsong/Sound Diagram	Virgin VS 453 (C)
£ 22	22	4	ORIGINAL BIRD DANCE	Electronics (-)	Valentine	Polydor POSP 360 (F)
▲ 23	47	2	GOOD YEAR FOR THE ROSES	Elvis Costello (Billy Sherrill)	Valentine	F. Beat XX17 (W)
24	19	9	HAND HELD IN BLACK & WHITE	Dollar (T. Horn)	Island/Carlin	WEA BUCK 1 (W)
▲ 25	34	2	MAD EYED SCREAMER	Cratures (Siouxsie & Budgie)	Pure Noise/Chappell	Polydor POSPD 354 (F)
26	18	4	STARS ON 45 (VOL. 3)	Star Sound (Jaap Eggermont)	Various	CBS A 1521 (C)
27	25	7	PASSIONATE FRIEND	Teardrop Explodes (C. Langer/A. Winstanley)	Zoo/Warner Brothers	Mercury TEAR 5 (F)
▲ 28	48	3	HAPPY BIRTHDAY	Altered Images (Martin Rushent)	Warner Brothers	EPIC EPCA 1522 (C)
▲ 29	31	4	LOCK UP YOUR DAUGHTERS	Slade (Slade)	Wild John Music	RCA 124 (R)
▲ 30	35	3	LET'S HANG ON	Barry Manilow (Barry Manilow)	Chappell/Screen Gems/EMI	Arista ARIST 429 (F)
31	24	9	ONE OF THOSE NIGHTS	Bucks Fizz (Andy Hill)	Steve Nickelodeon/RAK	RCA 114 (R)
32	28	5	SEASONS OF GOLD	Gidea Park (Adrian Baker)	Various	Polo POLO 14 (C/CR)
33	38	3	BACK TO THE SIXTIES PT. 2	Tight Fit (Ken Gold)	Various	Jive JIVE 005 (C)
34	21	10	JAPANESE BOY	Aneka (N. Ross)	EMI	Hansa/Ariola HANSA 5 (A)
35	29	10	LOVE ACTION (I BELIEVE IN LOVE)	Human League (Martin Rushent/Human League)	Dinsong/Virgin	Virgin VS 435 (C)
36	37	5	JUST ANOTHER BROKEN HEART	Sheena Easton (Chris Nell)	C&D/Chappell	EMI 5232 (E)
37	23	7	START ME UP	Rolling Stones (Glimmer Twins)	EMI	EMI RSR 108 (E)
38	20	11	HOLD ON TIGHT	Electric Light Orchestra (J. Lynne)	April	Jet 7011 (C)

This Week	Last Week	Wks on Chart	TITLE	Artist (producer)	Publisher	Label number
£ 39	64	2	PROCESSION/EVERYTHING'S GONE GREEN	New Order (Martin Hannett)	Be Music	Factory FAC 53 (RT/P)
40	NEW		IT'S RAINING	Shakin' Stevens (Stuart Colman)	United Artists	Epic EPCA 1643 (C)
£ 41	45	3	LOVE HAS COME AROUND/LOVING YOU	Donalby Byrd (I. Hayes)	ATV Music	Elektra K 12559 (W)
42	27	9	EVERYBODY SALSA	Modern Romance (Mighell/Dean/James)	B. A. M./Chappell	WEA K 18815 (W)
£ 43	50	3	IF YOU WANT MY LOVIN'	Evelyn King (Brown)	Sunbury	RCA 131 (R)
44	46	4	IT WILL BE ALRIGHT	Odyssey (Steve Tyrell)	Rondor/Copyright Control	RCA 128 (R)
£ 45	69	2	HANGING AROUND	Hazel O'Connor (Tony Visconti)	April/Albion	Albion ION 1022 (SP)
46	49	6	PLAY TO WIN	Heaven 17 (BEF)	Virgin	Virgin VS 433 (C)
47	NEW		WHEN YOU WERE SWEET SIXTEEN	Fureys (R. Denova)	Quatermass Music	Ritz RITZ 003 (A)
£ 48	66	2	EUROPA & THE PIRATE TWINS	Thomas Dolby (Thomas Dolby)	Street Music	Parlophone R 6051 (E)
49	NEW		NIGHTMARE	Gillan (Steve Smith)	Chappell/Pussy Music	Virgin VS 441 (C)
50	33	10	ONE IN TEN	UB40 (UB40/R. Falconer)	New Claims/ATV	DEP Int. DEP 2 (SP)
51	43	3	MAIDEN JAPAN	Iron Maiden (Iron Maiden/D. Hall)	Zomba	EMI 5219 (E)
£ 52	74	2	THE STROKE	Billy Squier (Mac & Billy)	Paper Music	Capitol CL 214 (E)
53	NEW		AND THEN SHE KISSED ME	Gary Glitter (Mike Leander)	Carlin	Bell BELL 1497 (F)
54	NEW		PLATINUM POP	This Year's Blonde (Nigel Wright/Les McCutcheon)	Various	Creole CR19 (C)
55	44	5	MULE (CHANT NO. 2)	Beggar & Co. (Baptiste/Wallington/McKrieth)	Sunbury	RCA 130 (R)
56	55	3	WE'RE IN THIS LOVE TOGETHER	Al Jarreau (J. Graydon)	April	Warner Brothers K 17849 (W)
57	NEW		PHYSICAL	Olivia Newton John (John Farrar)	Bocu/ATV	EMI EMI 5234 (E)
58	42	8	ABACAB	Genesis (Banks/Collins/Rutherford)	Hit & Run	Charisma CB 388 (F)
59	40	8	THE THIN WALL	Ultravox (Ultravox/Plank)	Mood/Island	Chrysalis CHS 2540 (F)
60	NEW		TUNNEL OF LOVE	Dire Straits (Jimmy Iovine/Mark Knopfler)	Rondor/Straight Jacket Songs	Vertigo MUSIC 3 (F)
61	NEW		AND I WISH	The Dooleys (Barry Blue)	Shanna/Carlin/Bixpy/ATV	GTO GT 300 (C)
62	63	9	WALKIN' INTO SUNSHINE	Central Line (R. Carter)	Central Line	Mercury MER 78 (F)
63	61	3	I'M STANDING HERE TODAY	Joe Cocker/Crusaders (Fleder/Hooper/Sample)	Leeds/Rondor	MCA 741 (C)
64	NEW		STATUS ROCK	The Headbangers (Biddu)	Various	Magnet MAG 206 (A)
65	58	4	YOU SCARE ME TO DEATH	Marc Bolan (Simon Napier-Bell)	Essex	Cherry RED CHERRY 29 (P)
66	NEW		DON'T DO THAT	Young & Moody Band (Stuart Taylor)	Quarry/Dump/Eaton	Bronze BRO 130 (F)
67	59	12	GREEN DOOR	Shakin' Stevens (Stuart Colman)	Francis Day & Hunter/EMI	Epic EPCA 1354 (C)
68	56	5	I'M LUCKY	Joan Armatrading (Steve Lillywhite)	Rondor	A&M AMS 8163 (C)
69	62	3	I'M GONNA LOVE HER FOR BOTH OF US	Meatloaf (Meatloaf/S. Galfas)	DJM	Epic EPCA 1580 (C)
70	NEW		I CAN'T TURN AWAY	Savannah (Joe Williams)	Red Bus	R&B RBS 203 (A)
71	NEW		JUKE BOX HERO	Foreigner (Muttlang/Mick Jones)	Warner Bros	Atlantic K11678 (W)
72	NEW		LABELLED WITH LOVE	Squeeze (Elvis Costello/Roger Bechirn)	Illegal Music	A&M AMS 8166 (C)
73	71	2	KEEPING A RENDEZVOUS	Budgie (Don Smith)	Rondor/Budgie/W. Bros/Active	RCA Budge 3 (R)
74	41	7	HOLLIDAZE	Hollies (Hollies/Ron Richards)	Various	EMI 5229 (E)
75	NEW		GENIUS OF LOVE	Tom Tom Club (Steven Stanley)	Island Music	Island WIP 6735 (E)

A Z TOP WRITERS

Abacab (Banks/Collins/Rutherford)	23
And I Wish (Barry Blue/R. Smith)	61
And Then She Kissed Me (Spector/Barry/Granwich)	53
Back To The Sixties Pt. 2 (Various)	33
Birdie Song (Thomas/Randell)	3
Don't Do That (Young/Moody)	66
Endless Love (Richie)	9
Europa & The Pirate Twins (Thomas Dolby)	48
Everybody Salsa (Dead/James)	42
Genius Of Love (Tom Tom Club)	75
Hand Held In Black & White (Horn/Woolly)	24
Hands Up (Give Me Your Heart) (Kluger/Vangard)	5
Hanging Around (The Stranglers)	45
Happy Birthday (Altered Images)	28
Good Year For The Roses (Jerry Chesnut)	23
Green Door (Davie/Moore)	67
Hold On Tight (Lynne)	38
Hollidaze (Various)	74
I Can't Turn Away (Osbourne/Jacobs/Robinson/Durrant/Williams)	70
If You Want My Lovin' (Brown/Jones)	43
I'm Lucky (Armatrading)	68
I'm Standing Here Today (Sample/Jannings)	63
I'm Gonna Love Her For Both Of Us (Steinman)	69
In & Out Of Love (Swain/Jolley/Imagination)	18
Invincible Sun (Sting)	3
It's My Party (Reiner/Gold/Gluck Jr.)	8
It's Raining (Naomi Neville)	40
It Will Be Alright (Foster/Willis/Graydon)	44
Japanese Boy (B. Heatal)	34
Juke Box Hero (Nick Jones/Lou Graham)	70
Just Another Broken Heart (Lesson/Cale)	36
Just Can't Get Enough (Vince Clarke)	15
Keeping A Rendezvous (Shelley & Thomas)	73
Labelled With Love (Tilbrook/Difford)	72
Let's Hang On (Crewel/Rendell/Linzer)	30
Love Action (Burden/Oakey)	35
Lock Up Your Daughters (Holder/Lea)	29
Love Has Come Around (Duckett)	41
Mad Eye Scammer (Siouxsie & Budgie)	25
Maiden In Japan (Harris/Di'Anno)	51
Mule (Chant No. 2) (Baptiste/Wallington/McKreith)	55
Nightmare (C. Towns)	49
One In Ten (UB40)	50
One Of Those Nights (Glen/Burns/Most)	31
Open Your Heart (Oakey/Callis)	21
Original Bird Dance (W. Thomas)	22
Passionate (Cope)	27
Physical (Steve Kitter/Terry Shaddick)	57
Platinum Pop (Various)	54
Pretend (Douglas/Tarman/Lovarr)	6
Play To Win (BEF/Gregory)	46
Prince Charming (Ants/Marco)	1
Procession/Everything Gone Green (New Order)	39
Quiet Life (Dave Sylvian)	19
Seasons Of Gold (Various)	32
Shut Up (McPherson/Forman)	7
Slow Hand (Clarke/Bettis)	14
So This Is Romance (Linx/Carter)	17
Souvenir (Humphreys/Cooper)	10
Status Rock (Various)	64
Stars On 45 (Vol. 3) (Various)	26
Start Me Up (Jagger/Richards)	37
Tainted Love (Ed Cobb)	12
The Stroke (Billy Squier)	52
The Thin Wall (Ure/Cross/Cann/Currie)	59
Thunder In The Mountains (Wilcox/Lea/Glockler)	13
Tunnel Of Love (Mark Knopfler)	60
Under Your Thumb (Godley/Creme)	4
Walking Into Sunshine (Beckles/Francis/Carter)	62
Walkin' In The Sunshine (Bad Manners)	16
We're In This Love Together (R. Rurrab/S. Stegall)	56
When You Were Sweet Sixteen (B. Brandmaier)	47
Wired For Sound (Tarney/Robertson)	20
You'll Never Know (Salem/Hurt)	15
You Scare Me To Death (M. Bolan)	65

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.

- AIE A MWANA, Bananarama, Deram DM 446
- ANGELS ON SUNDAY, Matchbox, Magnet MAG 196
- ARTHUR'S THEME (BEST THAT YOU CAN DO), Christopher Cross, Warner K17848
- BEGIN THE BEGUINE (VOLVER A EMPEZA), Julio Iglesias, CBS CBSA 1612
- CADILLAC RANCH, Bruce Springsteen, CBS A 15577
- DO YOU KNOW, Secret Affair, Eye Spy SEE 10
- HE'S A LIAR, Bee Gees, RSO, RSO81
- HOLD ME, B. A. Robertson, Swansong, BAM 1

- HOLIDAY IN CAMBODIA, Dead Kennedys, Cherry Red, CHERRY 13
- IS THERE A REASON, The Mood, RCA, RCA 129
- KIND OF LOVIN', The Whispers, Solar SO 22
- LIVING IN MY LIMOUSINE, Bill Nelson, Mercury, WILL 3
- MAMA USED TO SAY, Juniors, Mercury, MER 80
- MOTOWN MIX, RSO 83
- MYSTERY GIRL, The Dukes, WEA K18867
- NEVER MY LOVE, Sugar Minott, RCA RCA 138

- REGGAE ON BROADWAY, Bob Marley, WEA K79250
- SIGN OF THE TIMES, Bob James, CBS, CBS A 1608
- TELECOMMUNICATIONS, Flock of Seagull, Jive, JIVE 4
- THE FLAME TREES OF THIKA, Video Symphonic, EMI, EMI 5222
- THE JAM WAS MOVING, Debbie Harry, Chrysalis, CHS 2554
- THROUGH BEING COOL, Devo, Virgin, VS 450
- THRU THE TWILITE, Girl, Jet, JET 7014
- WHEN SHE WAS MY GIRL, The Four Tops, Casablanca, CAN 1005

Distributors' code - see singles release page



eans business!

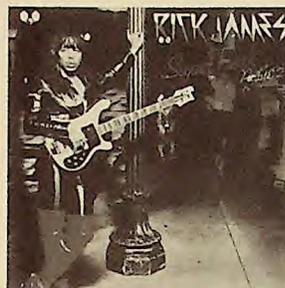
Hot NEW SINGLES



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OH NO
TMG 1245
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STML 12156 AND CASSETTE



DIANA ROSS & LIONEL RICHIE
ENDLESS LOVE
TMG 1240



RICK JAMES
SUPER FREAK
TMG 1241
FROM THE ALBUM STREET SONGS
STML 12153 AND CASSETTE



JOSÉ FELICIANO
EVERYBODY LOVES ME
TMG 1244

Hot NEW ALBUMS



JERMAINE JACKSON
I LIKE YOUR STYLE
STML 12160 AND CASSETTE

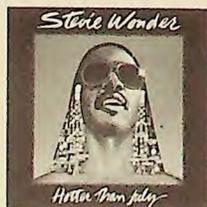


TEMPTATIONS
THE TEMPTATIONS
STML 12159 AND CASSETTE

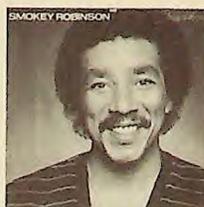
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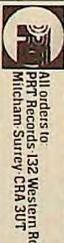
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ALBUM MAG 5043
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"WALKING IN
THE SUNSHINE"

+ FREE POSTER



TOP 100 ALBUMS

Week-ending October 10, 1981

NEW = NEW ENTRY
 * = PLATINUM (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 GHOSTS IN THE MACHINE	AG&M AMWLK 63730	68	STANDING TALL	MCA MCF 3122
2	SUPER HITS 1 & 2	Ronco RTL 2058	69	BELLA DONNA	WEA K 99169
3	1 ABACAB	Charisma CBR 102	70	BAD FOR GOOD	Epic/Cleveland EPC 84361
4	7 SHAKY	Epic EPC 10027	=70	DISCO DAZE & DISCO MITES	Ronco RTL 2056
5	11 IF I SHOULD LOVE AGAIN	Arista BMAN 1	72	NIGHT FADES AWAY	Backstreet MCF 3121
6	5 HOOKED ON CLASSICS	K-tel ONE 1146	73	BEST OF MICHAEL JACKSON	Motown STMR 9009
7	3 DEADRINGER	Epic/Cleveland Int. EPC 83645	74	NEW FRESH QUOTA	PRT DOW 2
8	4 WIRED FOR SOUND	EMI EMC 3377	75	HOTTER THAN JULY	Motown STMA 8035
9	NEW MADNESS 7	Siff SEEZ 39	76	BREAKING AWAY	Warner Bros K 56917
10	6 TATTOO YOU	Rolling Stones CUNS 39114	77	REPRODUCTION	Virgin V 2133
11	9 DENIM & LEATHER	Carrere CAL 128	78	NAZARETH LIVE	NEWS NELD 102
12	8 RAGE IN EDEN	Chrysalis CDL 1338	=78	NO SLEEP TIL HAMMERSMITH	Bronze BRON 535
13	12 CELEBRATION	CBS 10028	80	PIRATES	Warner Bros K 56816
14	13 BEAT THE CARROTT	DJM DJF 20575	81	FOUR	Atlantic K 50796
15	18 HITS RIGHT UP YOUR STREET	Polydor POLD 5046	82	EXIT	Virgin V 2212
34	33 KINGS OF THE WILD FRONTIER	CBS 84549	71	Crosseders	
35	26 STARS ON 45 VOL. 2	CBS 86181	56	Stevie Nicks	
36	29 SONS AND FASCINATION/SISTERS FEELINGS CALL	Virgin V 2207	62	Jim Steinman	
37	31 DANCE DANCE DANCE	K-tel ME 1143	78	Various	
38	54 ANTHEM	Safari VDOOR 1	50	Mils Lofgren	
39	28 DANCE	Beggars Banquet BEGA 28	60	Michael Jackson	
40	37 WAR OF THE WORLDS	CBS 96000	NEW	Status Quo	
41	NEW DISCIPLINE	EG/Polydor EGPL 49	46	Hotter Than July	
42	43 HAPPY BIRTHDAY	Epic EPC 84893	73	Al Jarreau	
43	25 GLORIOUS FOOL	Geffen K 99178	77	Human League	
44	55 OFFICIAL BBC ALBUM OF THE ROYAL WEDDING	REP 413	86	Nazareth	
45	49 LEVEL 42	Polydor POLS 1036	59	NO SLEEP TIL HAMMERSMITH	
46	51 HI INFIDELITY	Epic EPC 84700	70	Rickie Lee Jones	
47	27 ANGELIC UPSTARTS	Zonophone ZEM 102	67	Foreigner	
48	79 RUMOURS	Warner Bros. K 56344	48	Tangerine Dream	

CLASSICAL

Edited by
NICOLAS SOAMES

More music from TV commercials

CBS COMMERCIAL Break Volume I has sold well into five figures since it was released at mid-price, and the company expects to do equally well with its recently released Volume II.

This features the background music to current TV commercials such as Malvern Water (Elgar's Symphony No 1), Lyons Ground Coffee (Strauss' The Blue Danube), Batchelors Packet Soup (Mozart's Eine Kleine Nachtmusik), and Heineken (Rossini's William Tell). The sleeve contains all the manufacturers' logos, and the number is 60302/40.

CBS has another compilation album out this month - Film 81. The title, inspired by Barry Norman's popular TV programme, covers no less than 11 films. The album (73634/40) was compiled from CBS' strong back catalogue.

CBS signs 'starlet'

CECILE LICAD, the 20-year old pianist from Manila who won the 1981 Leventritt Gold Medal, following in the footsteps of such musicians as Perlman, Zukerman, Kyung Wha Chung, Van Cliburn and Alexis Weissenberg, has signed an exclusive recording contract with CBS.

Chandos imports collector's series

MOVIMENTO MUSICA, a new collectors' series from Italy featuring musicians such as Callas, Heifetz, Celibidache, Karajan, Schwarzkopf and Toscanini is being imported by Chandos, starting this month.

Movimento Musica is a series of live recordings, some single LPs with a RRP of £4.99 and some box sets priced at £4.50 per disc, all with top names.

Chandos is presenting 15 titles at first with more to come later in the year, but this first batch alone is very interesting indeed.

The elusive conductor Sergiu Celibidache, who has refused for many years to enter a recording studio, has been captured by microphones and here conducts Brahms' Four Symphonies (04.002 4LP) and Tchaikovsky's Pathétique (01.006) both with the Orchestra Sinfonica di Milano della Radiotelevisione Italiana.

Karajan conducts Maria Callas and di Stefano in Donizetti's Lucia di Lammermoor, (022.001 2LP) and on another disc Callas sings Bellini arias (01.001).

Fine instrumentalists abound also:

Heifetz plays Beethoven's Violin Concerto (01.005), Horowitz plays Tchaikovsky's Piano Concerto No 1 (01.006) and Michaelangeli plays Liszt's Piano Concerto No 1 (01.004).

The series is being advertised in the October issue of the Gramophone in full colour, and should attract a great deal of interest.

October is also an active month for Chandos in other directions.

The Johann Strauss Orchestra directed from the violin by Jack Rothstein, has just embarked on a 27-concert nationwide tour which finishes in Liverpool on November 15. To coincide with the tour, Chandos has produced A Strauss Gala, a digital release (ABRD 1039 and on cassette) of Strauss pops including the Blue Danube, and Tritsch Tratsch Polka. And on another digital release, features the Black Dyke Mills Band playing a variety of brass band music.

Black Dyke in Digital (BBRD 1012 and on cassette) has the distinction of being the first digital recording of a brass band.

Unicorn slashes prices

UNICORN RECORDS has substantially reduced the RRP of the Unicorn-Kanchana digital label from £6.75 to £5.99, and the RRP of the main RHS series from £5.85 to £3.99, except for the Nielsen operas Saul and David and Maskarade.

The Fenby Legacy, the two-record set in folder with texts,

comprising works dictated by Delius to Eric Fenby between 1928 and 1934, is now available from Unicorn, (DKP 9008/9). It is also available with Fenby's book Delius As I Knew Him, which has been of print for many years. The Fenby Legacy is also to be issued on real-time cassettes.

BROADCASTING

Edited by
DAVID DALTON

New BBC 'blend'

AS PART of the autumn shake-up on BBC Radio from this week Radio Two has done away with the night time You And The Night And The Music and replaced it with a blend of music and repeats of speech programmes as "an experiment to find out how many late night listeners will enjoy BBC Radio programmes they have missed because of other commitments", explains Radio Two controller David Hatch.

This move will also ease the demand on needletime and house orchestra material.

In changes on Radio One Steve

Wright is given his first daily show on the network, Kid Jensen returns to the station and Noel Edmonds resumes his Sunday morning slot. Simon Bates has gained an extra half hour to his morning show, while Dave Lee Travis has taken over the lunchtime slot. Richard Skinner now hosts Roundtable and Andy Peebles has vacated his daily show to host a three-hour Friday night music programme.

Kenny Everett makes his BBC return for Radio Two on Saturdays, while Paul Daniels turns DJ for a new Sunday morning show.

Radio London top local station of the year

IN PRESENTING the recent Rediffusion/Radio Month Local Radio Awards for 1981, Shadow Home Secretary Roy Hattersley declared that he is "a convert" to local radio and hinted that a future Labour Government would look favourably on both ILR and BBC Local Radio.

BBC Radio London won the award for the best overall entry and the station's Robbie Vincent gained the title of Top Local Radio Personality Of The Year.

BBC Radio Newcastle topped the Best Music Programming category with its New Year's Day Concert 1981, while Radio Tees was Highly Commended and BBC Radio Humberside was Commended.

Radio Clyde headed the category for Best Light

Entertainment Programming and Hereward the category of Best Mixed Daytime Show, while Clyde also took the award for Most Original Programme Idea which was an autobiographical programme involving DJ Jim Graham.

News in brief..

THE IBA has approved an allocation of £426,000 secondary rental money to ILR music provision in addition to the ILR companies' minimum requirement this year... Lou Goodridge has been promoted to head of music at Leeds-based Radio Aire... Peter Jackson, who has been with Capital since its inception, becomes chief engineer with Clyde Martindill as his assistant.

PUBLISHING

Edited by
NIGEL HUNTER

Harry Warren

THE DEATH of Harry Warren in Los Angeles two weeks ago removes another famous name from the dwindling band of songwriters who rose to fame between the wars, and whose work is the basis of the standard catalogues.

Warren was born in Brooklyn in December 1893. He taught himself how to play the accordion, and in fact mastered nine other instruments during his life without the benefit of any musical tuition beyond singing in a church choir.

He got his first music business job when he was 15 as a drummer in a brass band. Warren moved to Hollywood a few years later as a sort of musical odd-job man in the silent movie studios, and during breaks amused himself by making up little tunes at the piano.

He became a fully-fledged songwriter through the time-honoured method of those days - plugging songs for music publishers at the piano. His first hit, Rose Of The Rio Grande written with Edgar Leslie, came in 1922. With the advent of talkies at the end of the

Twenties, Warren found a profitable outlet for his songwriting talent, and formed a writing partnership at this time with Al Dubin.

This partnership produced Shuffle Off To Buffalo, 42nd Street, You're Getting To Be A Habit With Me (1933), I'll String Along With You, I Only Have Eyes For You (1934), Lullaby Of Broadway, Lulu's Back In Town (1935), and September In The Rain (1937).

Warren's other long-term film writing partnership was with Mack Gordon, which produced among others Chattanooga Choo Choo, At Last (1941); I Had The Craziest Dream, I Got A Gal In Kalamazoo, There Will Never Be Another You (1942); You'll Never Know (1943); and The More I See You and I Wish I Knew (1945).

Warren also collaborated with Johnny Mercer for You Must Have Been A Beautiful Baby and Jeepers Creepers. He won three Academy Awards with Lullaby Of Broadway, On The Atchison, Topeka & The Santa Fe (with Mercer), and You'll Never Know.

Lift off for twin venture

RITA MUSIC and Pastafont Records are a twin publishing-disc enterprise just launched by Ralph Norton and Paul Kirkby.

The venture was prompted by the success of Norton and Kirkby's independent production of country singer Little Ginny on her debut single, My Dixie Darling. They have now recorded an LP with her in Nashville.

Rita Music and Pastafont Records are looking for "writers with usable material" and artists in the pop, reggae and R&B fields. They can be reached on 03727 41022.

Norton has a steel business and Kirkby is a musician and writer who will be handling production and promotion for the new companies.

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Genesis

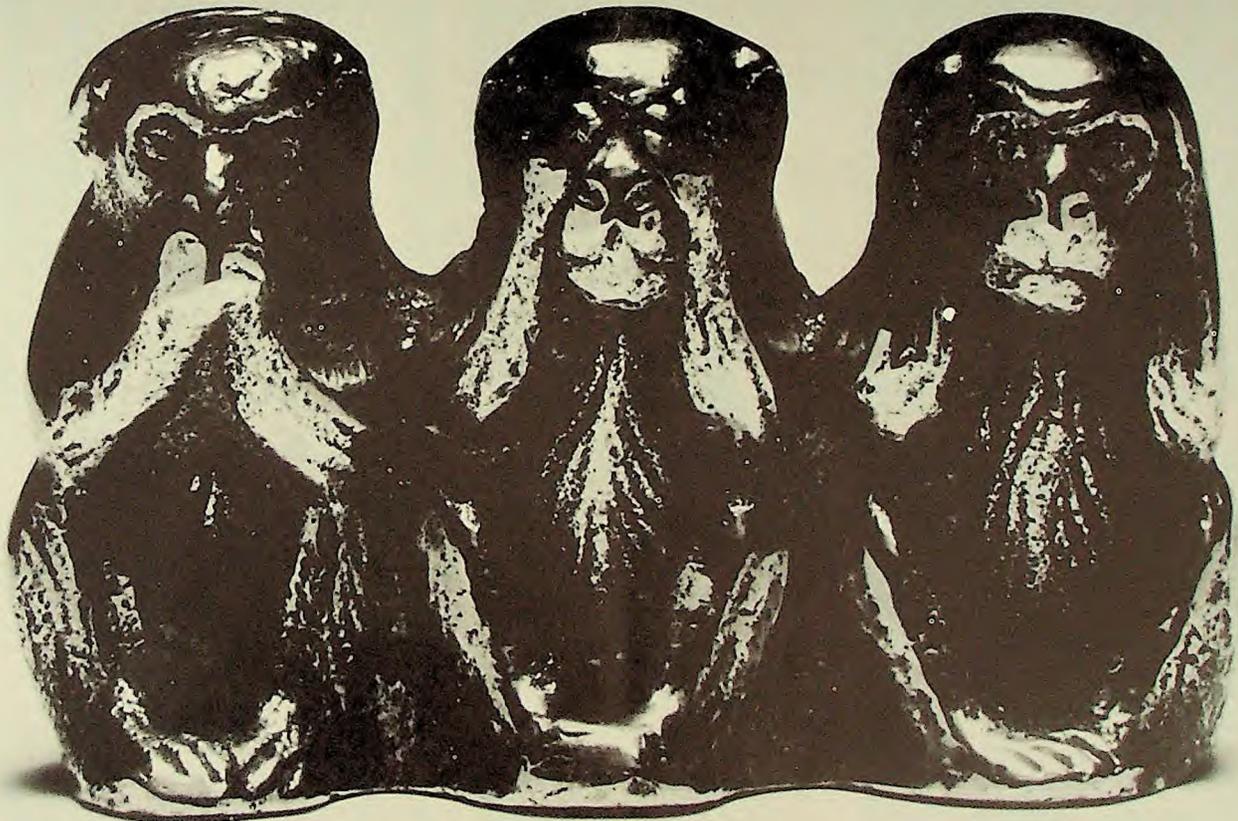
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MUSIC VIDEO WEEK

Rod Stewart
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 THE NEW SINGLE
 RIVA 33



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 "HE'S A LIAR"
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come back suzanne
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BILL WYMAN



TOP 75 SINGLES

Rank	Artist	Title	Label	Chart Info
1	PRINCE CHARMING Adam & The Ants		CBS CBSA 1408	
2	BIRDIE SONG Tweets		PRT 7P 219	
3	INVISIBLE SUN Police		A&M AMS 0164	
4	UNDER YOUR THUMB Godley & Creme		Polydor POSP 322	
5	HANDS UP (GIVE ME YOUR HEART) Ottawan		Carrere CAR 183	
6	PRETEND Alvin Stardust		Stiff BUY 124	
7	SHUT UP Madness		Stiff BUY 126	
8	IT'S MY PARTY Dave Stewart/Barbara Gaskin		Stiff/Broken BROKEN 2	
9	ENDLESS LOVE Diana Ross/Lionel Richie		Motown TMG 1240	
10	SOUVENIR Orchestral Manoeuvres In The Dark		Dimdisc DIN 24	
11	JUST CAN'T GET ENOUGH Depeche Mode		Mute MUTE 016	
12	TAINTED LOVE Soft Cell		Bizzare BZS 2	
13	THUNDER IN MOUNTAINS Toyah		Safari SAFE 38	
14	SLOW HAND Pointer Sisters		Planet K 12530	
15	YOU'LL NEVER KNOW H. Gloss		Epic EPCA 1387	
26	STARS ON 45 (VOL. 3) Star Sound		CBS A 1521	
27	PASSIONATE FRIEND Teardrop Explodes		Mercury TEAR 5	
28	HAPPY BIRTHDAY Altered Images		Epic EPCA 1522	
29	LOCK UP YOUR DAUGHTERS Slade		RCA 124	
30	LET'S HANG ON Barry Manilow		Arista ARIST 429	
31	ONE OF THOSE NIGHTS Bucks Fizz		RCA 114	
32	SEASONS OF GOLD Gidea Park		Polo POLO 14	
33	BACK TO THE SIXTIES PT. 2 Tight Fit		Jive JIVE 005	
34	JAPANESE BOY Aneka		Hansa HANSA 5	
35	LOVE ACTION (I BELIEVE IN LOVE) Human League		Virgin VS 435	
36	JUST ANOTHER BROKEN HEART Sheena Easton		EMI 5232	
37	START ME UP Rolling Stones		EMI RSR 108	
38	HOLD ON TIGHT Electric Light Orchestra		Jet 7011	
39	PROCESSION/EVERYTHING'S GONE GREEN New Order		Factory FAC 53	
40	IT'S RAINING Shakin' Stevens		Epic EPCA 1643	
51	MAIDEN JAPAN Iron Maiden		EMI 5219	
52	THE STROKE Billy Squier		Capitol CL 214	
53	AND THEN SHE KISSED ME Gary Glitter		Bell BELL 1497	
54	PLATINUM POP This Year's Blonde		Creole CR19	
55	MULE (CHANT NO. 2) Beggars & Co.		RCA 130	
56	WE'RE IN THIS LOVE TOGETHER Al Jarreau		Warner Brothers K 17849	
57	PHYSICAL Olivia Newton John		EMI EMI 5234	
58	ABACAB Genesis		Charisma CB 388	
59	THE THIN WALL Ultravox		Chrysalis CHS 2540	
60	TUNNEL OF LOVE Dire Straits		Vertigo MOVIE 3	
61	AND I WISH The Dooleys		GTO GT 300	
62	WALKIN' INTO SUNSHINE Central Line		Mercury MER 78	
63	I'M STANDING HERE TODAY Joe Cocker/Crusaders		MCA 741	
64	STATUS ROCK The Headbangers		Magnet MAG 206	
65	YOU SCARE ME TO DEATH Marc Bolan		Cherry RED CHERRY 29	

Week-ending October 10, 1981

- MILLION (PLATINUM)
- 1/2 MILLION (GOLD)
- 1/4 MILLION (SILVER)

MUSIC & VIDEO WEEK

VIDCOM 81... VIDCOM 81... VIDCOM 81.

A Vidcom unveiling for Disney package

THE LONG-AWAITED entry by Walt Disney into the home video market is to be announced at Vidcom and will take place in November.

There will be 20 titles launched on a rental-only basis, through a distribution tie-up with Rank Video Library and the Video At Home rental club.

The launch package comprises 16 features, including Black Hole, The Love Bug, Island At The Top Of The World, Pete's Dragon and Swiss Family Robinson, plus four cartoon compilations which will feature perennial favourites such as Mickey Mouse, Donald Duck and Goofy. Classic features such as Mary Poppins and Dumbo have not been ruled out for inclusion in the scheme at a later date.

The direct deal with Video At Home will make Disney product available from 1,300 Thorn EMI outlets in the Radio Rentals, DER, Multi-Broadcast and Focus hardware chains, while Rank Video Library will service the scheme to other outlets. The new product line will provide Rank with a welcome injection of strong catalogue material plus additional marketing muscle.

The hardware outlets will enter into the scheme with Disney on a share basis, while other retailers are likely to be asked to take the titles for a minimum period of six months at a fixed price. The full details of the scheme are still being worked out, according to Walt Disney Productions director Terry Byrne who is directing the scheme under the Telecommunications and Non-Theatrical Division of the company.

The foundations for the launch were laid at a meeting during last year's Vidcom and Byrne says: "I feel we have made very much the right decision to adopt a rental-only system.

"It will certainly help in the protection of our product and the same rental policy, with the same programme of releases, is being launched at the same time through out Europe.

"This will help prevent piracy, so that whatever is the number one seller in one territory is also readily available in the orders.

"We are very active on piracy and counterfeiting and do not intend to

make it easy for them. Counterfeiters will certainly have to spend a lot of money to duplicate our material as we will have full-colour stickers on the cassette as well as full colour packaging, plus binary numbering and a hot stamped warning on each cassette that they are for rental only."

Byrne believes that Disney's initial offering is better than that of many companies entering the market and predicts that Disney material will prove to have a special, lasting quality.

"It is like the pop record market. You have a Top Five which will come and go but there are also the steady catalogue sellers and while I think that titles such as Black Hole and The Love Bug will do well from the start, most of the titles will remain strong sellers for a long time to come."

Byrne also suggests that there will be very few Disney films which will not eventually find their way on to home video, even though their theatrical life is still active. "I reckon that video popularity will very often relate to TV ads of theatrical showing.

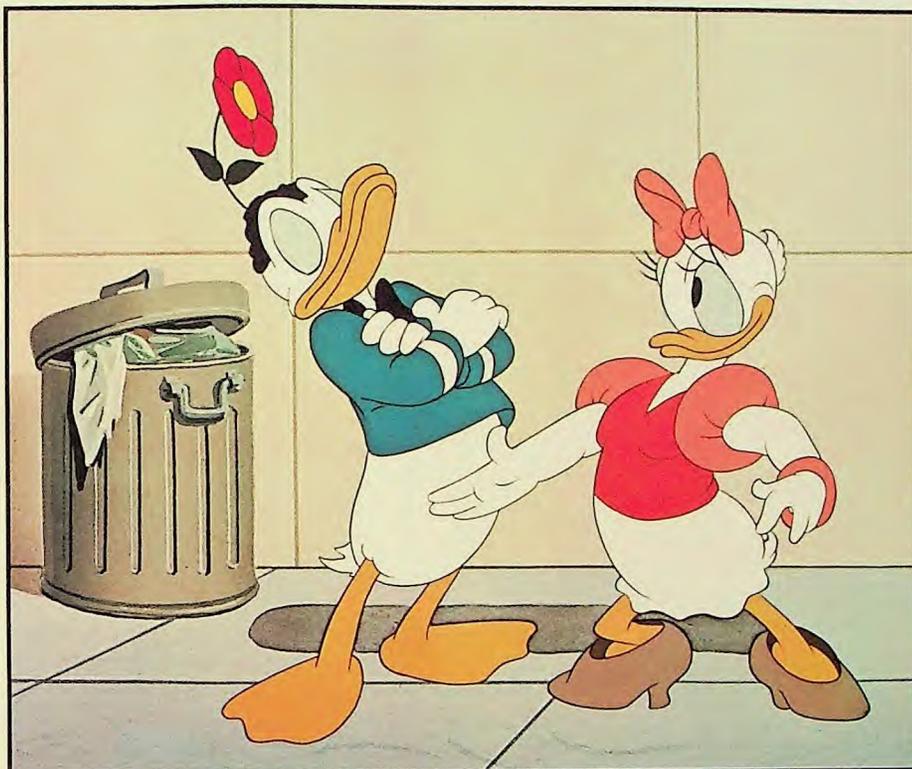
"We do feel it is a rental market and not a sales market and our sort of material will rent more often," he predicts.

"A customer might buy a tape for £40 and then not another for three months, purchasing perhaps three in a year. The customer is much more likely to be willing to spend £10 a week renting films."

"There is only one of the nature films so far and I feel there will be a big market for the best of the true lie adventures series."

Disney product will be available in only VHS and Beta initially and in duplicating tapes, the company is allowing for a ratio of 60:40, VHS to Beta. The main problem so far, says Byrne, has been acquiring enough good quality hard plastic cases for the cassettes and the company is using the American Amaray box, or its European-manufactured equivalent.

For the launch and to sustain the momentum Disney will be employing its traditionally gimmicky marketing and promotion techniques which will involve full-colour posters, stickers, display material, catalogues, badges, plus party packs and toys for children.



"WHAT DO you mean you won't adopt my rental scheme?" she might be asking Donald Duck if he were a delegate at Vidcom. But in fact Donald is just one of the world famous characters who will be featured in four cartoon compilations which form part of Walt Disney's video launch next month. Rental versus sales and what form of rental scheme is best are bound to be frequent talking points at this year's festival — the best attended Vidcom ever.

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**Blank tape
shortage —p4**

**Copyright
stalemate
—p10**

**A—Z Guide
to the UK
exhibitors see
pp12, 16, 22, 24**

**New releases
—p26**

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MUSIC
VIDEO
WEEK

VIDEO-general Top 20

VIDEO-music Top 20

TITLE:	DISTRIBUTOR
1 (3) ELECTRIC BLUE 006	Electric Video
2 (1) THE ROYAL WEDDING	BBC/3M
3 (2) THE ROYAL WEDDING	Thames TV/EMI
4 (8) ELECTRIC BLUE 005	Electric Video
5 (11) ALIEN	Magnetic Video
6 (-) ENTER THE DRAGON	Warner Bros
7 (-) PINK FLOYD LIVE AT POMPEII	PolyGram
8 (-) WOODSTOCK	Warner Bros
9 (-) ZOMBIES DAWN OF THE DEAD	Intervision
10 (17) BLAZING SADDLES	Warner Bros
11 (-) SEA WOLVES	Rank
12 (9) MONTY PYTHON AND THE HOLY GRAIL	Brent Walker
13 (-) HEAVEN CAN WAIT	CIC
14 (-) STRAW DOGS	Guild
15 (5) EMMANUELLE	Brent Walker
16 (16) EXORCIST	Warner Bros
17 (-) ELO LIVE IN CONCERT	VCL
18 (-) ROCK FLASH BACK, DEEP PURPLE	BBC/3M
19 (-) THE STING	CIC
20 (-) SLIP STREAM, JETHRO TULL	Chrysalis

TITLE:	DISTRIBUTOR
1 (-) PINK FLOYD LIVE AT POMPEII	PolyGram
2 (16) WOODSTOCK	Warner Bros
3 (-) ELO LIVE IN CONCERT	VCL
4 (-) ROCK FLASH BACK, DEEP PURPLE	BBC/3M
5 (-) SLIP STREAM, JETHRO TULL	Chrysalis
6 (17) ELTON JOHN IN CENTRAL PARK	VCL
7 (11) THE TOURING PRINCIPAL '79, Gary Numan	Warner Bros
8 (15) EAT TO THE BEAT, BLONDIE	Chrysalis
9 (2) ABBA VOLUME II	Intervision
10 (4) A STRANGE CASE OF ALICE COOPER	Magnetic Video
11 (13) ELVIS PRESLEY - KING OF ROCK 'N' ROLL	World Of Video 2000
12 (20) LIVE AND DANGEROUS, THIN LIZZY	VCL
13 (8) IRON MAIDEN	EMI
14 (-) TONI BASIL	Intervision
15 (10) ABBA VOLUME I	Intervision
16 (-) TO RUSSIA WITH ELTON	PRT
17 (7) STAMPING GROUND, Pink Floyd/Various	Intervision
18 (9) MOTORHEAD	PolyGram
19 (-) TOYAH AT THE RAINBOW	BBC/3M
20 (19) ELVIS IN HAWAII	Mountain Video



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That's Entertainment	UMV 10007	UMB 10007	Blow-Up	UMV 10015	UMB 10015
Wizard Of Oz	UMV 10001	UMB 10001	The Boys In The Band	UCV 10017	UCB 10017
Fame	UMV 10027	UMB 10027	Electric Light Orchestra	UCV 10021	UCB 10021
Meet Me In St. Louis	UMV 10005	UMB 10005	Nutcracker	UCV 10024	UCB 10024
The Big Red One	UCV 10052	UCB 10052	Being There	UCV 10026	UCB 10026
A Night At The Opera	UMV 10009	UMB 10009	The Champ	UMV 10034	UMB 10034
Jailhouse Rock	UMV 10011	UMB 10011	Sherlock Holmes	UCV 10046	UCB 10046
			Tom & Jerry	UMV 10019	UMB 10019

*UMB = Beta *UMV = VHS

Order from **MGM/CBS** Order Desk: Tel: 01-960 2155 CBS Distribution Centre, Barby Road, London W10.

.. VIDEOM 81 ... VIDEOM 81 ... VIDEOM 81 ... VIDEOM 81 ...

Industry finds tape squeeze on this winter

SUPPLIES OF blank video tape for pre-recorded software are likely to fall a long way short of the UK, industry's total requirements this winter, say worried video producers, distributors and duplication houses.

Just as the pressure on JVC's VHS tape shows signs of easing slightly because of increased production capacity in Japan, stocks of Sony's Betamax tape are now thought to be dangerously low — because the Beta system has increased its UK market share rapidly in recent months and software demands have increased in tandem.

Sales boom

The sales boom expected over the Christmas period, a result of the current round of aggressive marketing and advertising campaigns by the software producers, will make the already acute shortages even worse. And some manufacturers are already having to "ration" supplies of tape to their customers.

Sony, the biggest individual producer of Betamax tape, admits that there is "a temporary shortage at present" because of the growing worldwide demand for the system.

"In the last few months, Beta has increased volume sales ahead of the market which itself is growing quickly," explains Mike Davidson, product manager for audio and video tape at Sony UK.

"As a result, there is a lot of

pressure on us. But Tokyo is fully aware of the situation and they have given us assurances that they will support us in trying to meet demand. Steps have already been taken to increase production, but it is not like a tap. You can't just turn it on and get extra tape."

Davidson believes that Sony will be able to meet the increased demand "fairly well" this winter and is assuring its major customers and duplicators that sufficient stocks have been reserved for them.

"The supply situation should catch up by the end of 1981 and we are likely to see the gap narrowing next year," he says.

"The benefits of extra production facilities will be seen sooner rather than later. A lot depends on whether companies like Scotch, TDK and BASF decide to come out with more Beta tapes. They all have a licence to manufacture them."

At JVC, marketing director Geoff Fleming says that the shortage of VHS tape is not as acute as it was several months ago.

"It is still tight, but the situation is easing a bit," he comments. "We have enough stock at present. A lot of it is allocated on a monthly basis to our major customers so that we can plan ahead. Steps are currently being taken in Japan to increase production and the new plant opened there six months ago is now full spinning."

Philips' Alan Thompson says his company is not expecting any tape shortage problems this winter, even though the V2000 system is reportedly increasing its share of the market. Tapes for the V2000 format are currently being manufactured at a joint Philips/Du Pont factory in Austria.

As the biggest ever marketing push for video software gets underway this autumn, the biggest fear does not concern the level of demand but whether or not there will be sufficient supplies of tape to meet the expected high level of demand.

In a special Music & Video Week investigation of the current state of the market, Brian Oliver reports that the general forecast is not good.

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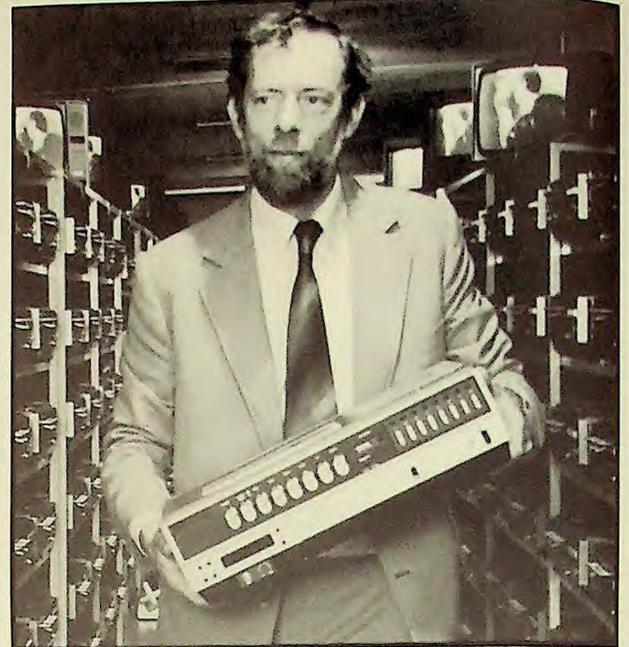
Terrible

"We have tried to plan ahead for a full year, not just the winter," says Thompson. "We have asked companies to process their orders well in advance so that factory production can be geared to the right tape lengths."

But many other companies are less confident about being able to get their hands on enough tape this winter. "There'll be a shortage for at least the next two years," comments the marketing manager for one leading brand of blank tape.

Ken Jackson, video product manager at TDK, describes the current situation as "terrible", and adds: "Demand has totally outstripped capacity. We are manufacturing in Japan and our new factory in Atlanta, Georgia, is now rolling. But I do not expect to see any benefit until next year."

Jackson believes the long-term demand situation will not be resolved until 1983. TDK's new



RON VENIS: 'The new supply barely meets 50 per cent of demand'

factory in Japan will not start operating until 1982, although that will put TDK in a better position by the end of next year, he says.

"There are no signs of any improvement before spring 1982 at the earliest," argues Ron Venis, head of video at Kay Laboratories, which claims to be the largest duplicating house in the UK. "The new supply barely meets more than 50 per cent of demand. The manufacturers' increased output has been matched totally by the increase in demand. So there has been no net gain."

Philip Demonti, commercial manager/video duplication at REW Video, is not expecting any improvement before Christmas either. But he says his company will "get by" because of careful advance planning.

"We anticipated this shortage last year and made forward commitments for tape supplies," he says. "Because we're part of a large organisation, we probably have a better opportunity to acquire whatever stock is available. The tape shortage calls for careful production planning for the whole industry."

Venis at Kay claims that distributors and duplicators will suffer most from the shortage this winter because their heavy financial investment in product and facilities is dependent upon achieving a particular level of output which cannot be reached.

"Our output is being limited to just over 50 per cent of our capacity — not because of lack of orders, but through lack of tape," he says. "I wouldn't like to be in a small company's shoes."

The tape manufacturers claim that they are trying to give as much priority to duplicators as possible, without upsetting the market as a whole.

"But we're not making any false promises," explains TDK's Ken Jackson. "And we're not looking for any new business either at this stage."

Some duplicating companies have even approached leading brands of domestic blank tape in order to get hold of extra supplies. "They are prepared to pay over the odds just to

get the tape so they can fulfil their orders," the marketing manager of a major company in this field.

According to Venis at Kay, the shortage of particular lengths of tape is causing the biggest problem at present.

"Two hour cassettes are used most by our heavyweight clients for their major movies," he explains. REW Video's Demonti reckons 90, 100 and 120-minute cassettes are under the greatest pressure.

"There must be a lot of re-thinking going-on by the software companies over their sales and marketing plans for 1982," says Ken Jackson of TDK.

But major producers such as Thorn-EMI and Warner Home Video say they are still sticking to their original plans.

Ambitious

"We have some fairly ambitious plans and there is no question of us having to adjust our strategy," says Philip Nugus, marketing director at Thorn-EMI Video which uses Rank, REW and Kay's to duplicate its software.

"We anticipated these shortages and have already ordered 3m tapes for 1982 — and their supply is assured. We will be okay this side of Christmas and will be trying to get some of next year's tape allocation brought forward to cover us for the first two months of next year."

Warner Home Video general manager, Geoff Grimes, says his company has an international agreement with 3M which guarantees a "substantial amount of tape each month." Some of it is specially shipped to the UK from the US to ensure WHV's UK duplicator, Kay Laboratories, has sufficient stocks.

"We are also buying from TDK and Sony, but that is not guaranteed," says Grimes. "We have been stockpiling tape since the summer — especially 120-minute cassettes and in some cases we've had to pay a higher price than normal in order to get it."

As one tape manufacturer commented: "It's every man for himself at present."

Some manufacturers are already having to 'ration' supplies to their customers . . .



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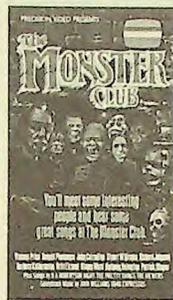
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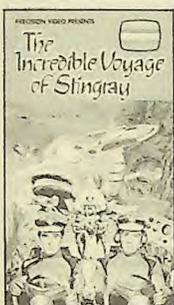
THE MONSTER CLUB
Certificate A
Features a host of stars including: Vincent Price, Donald Pleasence & John Carradine & songs of B.A. Robertson & The Pretty Things. Soundtrack music by John Williams, UB40 & Expressos.
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92° IN THE SHADE
Peter Fonda & Warren Oates raise the temperature of this thriller to 92°, the temperature at which most murders are committed.
VHS: VITC 2064
BITC 2064



MISSION MONTE CARLO
Another rip roaring adventure for those amorous Persuaders. Roger Moore & Tony Curtis made all the more irresistible by the fabulous French Riviera.
VHS: VITC 2065
BITC 2065



THE INCREDIBLE VOYAGE OF STINGRAY
That most dynamic of marionettes Captain Troy Tempest and his crew do battle with the most fearsome enemy of all time, the evil Lord Titan. A Gerry Anderson Supermarionation Production.
VHS: VITC 2071
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INVASION UFO
Ed Bishop stars as the saviour of Earth and head of Earth's defence organisation SHADO in this highly successful film adaptation of the T.V. series. A Gerry Anderson Supermarionation Production.
VHS: VITC 2072
BITC 2072



MAN FRIDAY
Certificate A
Peter O'Toole and Richard Roundtree play the classic roles of Robinson Crusoe and his Man Friday in an intriguing version of Daniel Defoe's moving story.
VHS: VITC 3083
BITC 3083



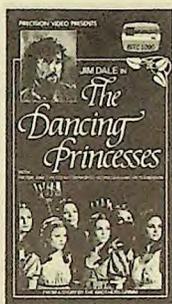
RUSSIAN ROULETTE
Certificate A
George Segal stars as the man who single handed takes on both the K.G.B. & the C.I.A. His co-stars include such brilliant British actors as Denholm Elliott and Gordon Jackson.
VHS: VITC 2084
BITC 2084



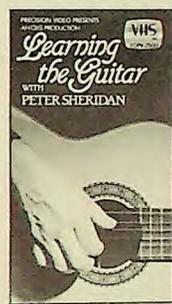
THE MAN IN THE IRON MASK
Alexandre Dumas' enduring story is given a prolific edge by the star studded cast which includes Richard Chamberlain, Jenny Agutter, Patrick McGoohan, Louis Jourdan and Ralph Richardson.
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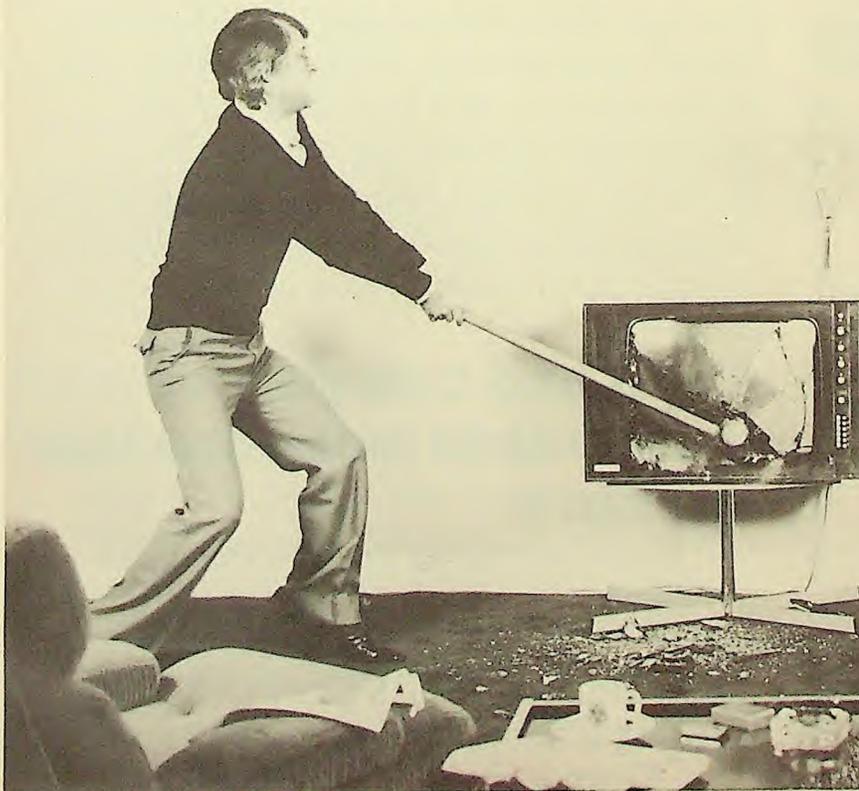
DONKEYS' YEARS
A comedy with all the merry mayhem of a French farce starring Penelope Keith, Colin Blakely and Denholm Elliott.
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THE DANCING PRINCESSES
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VIDEO DE AN IMPORTANT ANNO

This month marks the introduction of a major new company in the video software distribution business – Global Video Supplies. Designed to give you the broadest stock choice and availability, plus the fast, accurate service you need to develop your business, Global represents a new dimension in the wholesale distribution of video products. Purpose-designed systems, operations and facilities, together with massive financial investment and backing, will establish a new definition for service and professionalism in this fast-growing field. **SEE WHAT WE HAVE TO OFFER YOU !!!**

Massive Stocks

With over £350,000 worth of opening stock from all the leading catalogues, no-one can match Global's huge range for scope and availability.

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There is stock for purchase – all the big names, all the big titles.

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In addition, we have the most comprehensive range of rental stocks available through any wholesaler – CIC, Interocean, Media, Guild, United Artists, Intervision, and many more.

Warner Home Video Lease Plan

We are proud to be able to offer the WHV Leasing Plan – films such as 'Ten' and 'Superman' available only through the WHV lease system, which we will be operating.

Special opening offer

Take advantage now of our special opening offer – a top quality package of Horror movies from all the best catalogues and offered to you at a **special** price!

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Phone **01-237 3595** on our 20-line British Telecom Herald System. We are the first video wholesaler to instal this brand new system, which enables you to be sure of a fast reaction to your orders and queries. Speak to our specially trained tele-sales co-ordinators. We can give you instant service! A 24 hour Ansaphone service is also available.

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Our Cash and Carry features all available titles and is open to suit you from 8.30 am to 5.30 pm with extended hours Thursday and Friday till 8 pm. **Sundays**, for your convenience, we open from 10 am to 2 pm. Only 5 minutes from

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Global has a professional salaried sales force working under the direction of the National Sales Manager, David Miller.

Our aim, quite simply, is to make our sales force the best in the field. We pay salaries to full-time professionals – no part-timers, no commission agents.

Our company and its background

Global Video Supplies is a subsidiary of United Electronic Holdings Ltd., a public company with wide experience in distribution and retailing. The Company's Chairman, Bennie Linden, will play an active role in supporting Managing Director, David Britten and Finance Director Philip Case, in their expansion of the business. National Sales Manager David Miller has been in the video business from its inception, both in the United Kingdom and overseas.

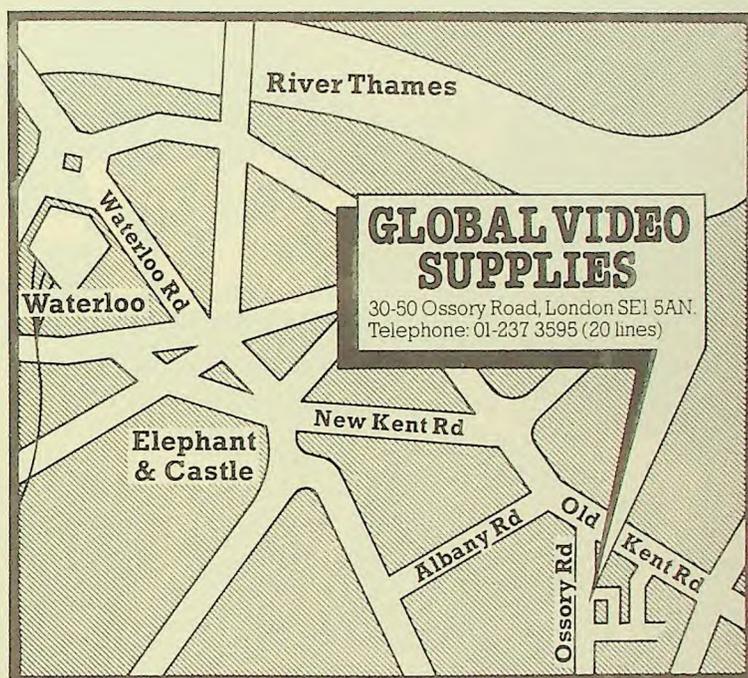
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Ring us now and we'll have our representative call you within 24 hours. We can offer help, counsel and advice in all aspects of video software retailing – and don't forget, we're backed by a big company with plenty of experience to draw on!

Where we are – What to do now!

This map will help you to find us. No grinding through the West End traffic, and there's plenty of parking space. You'll be made really welcome.

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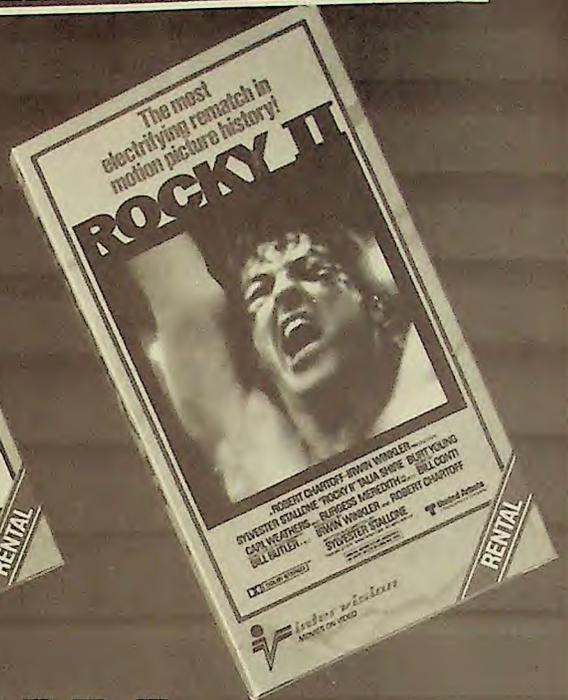
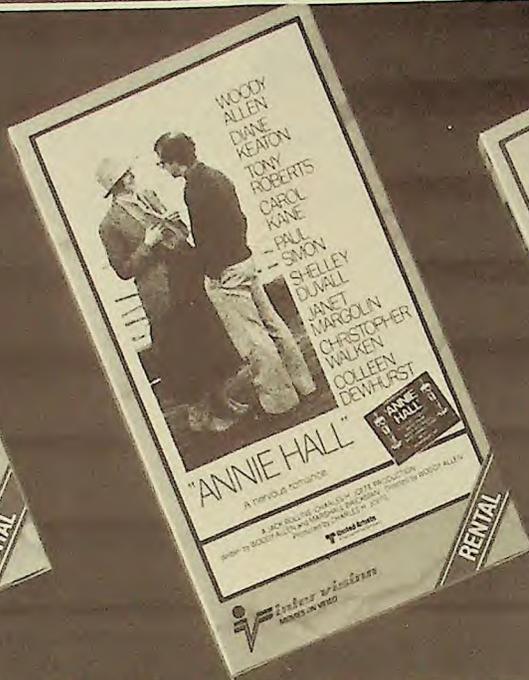
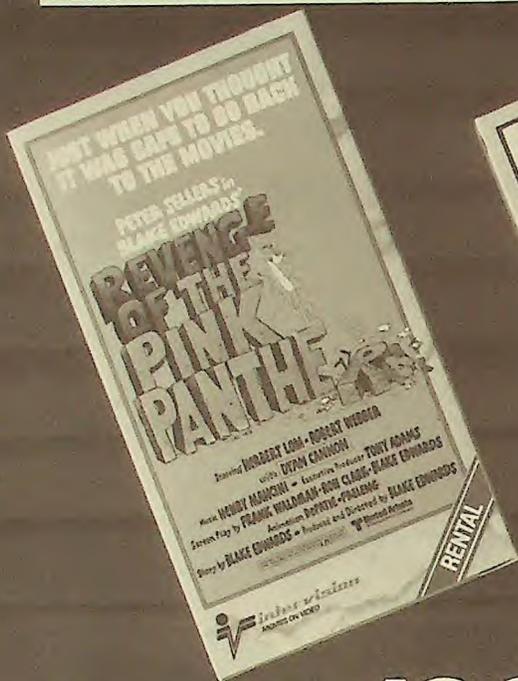
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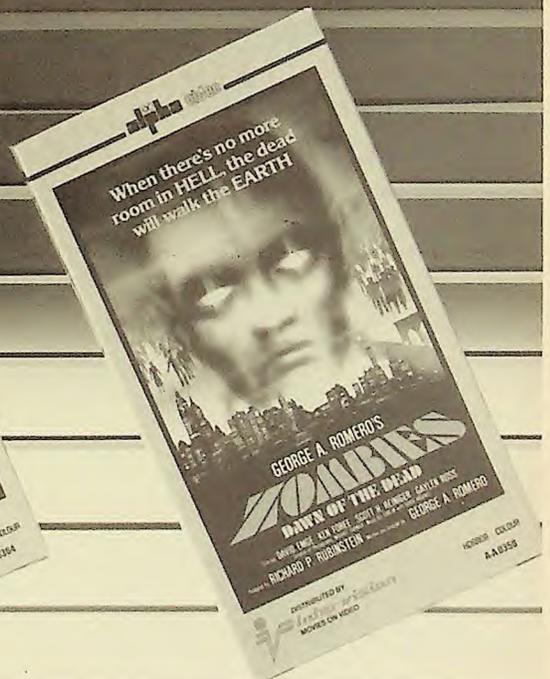
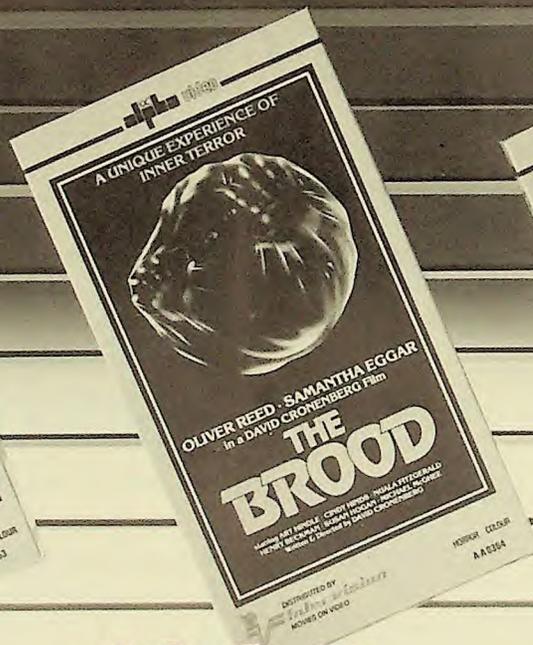
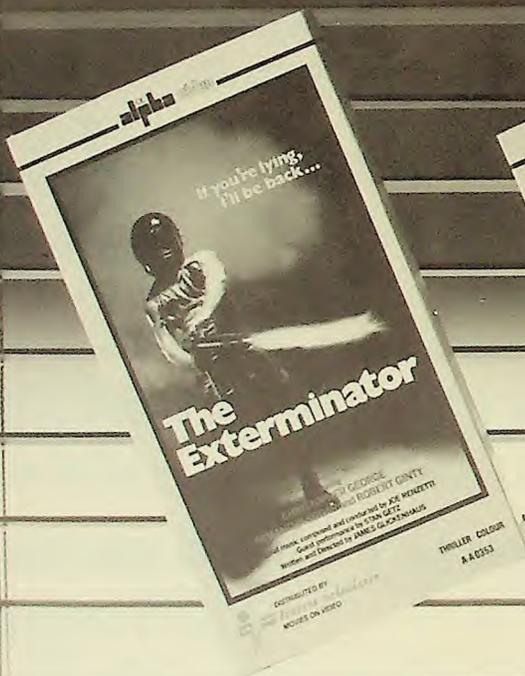
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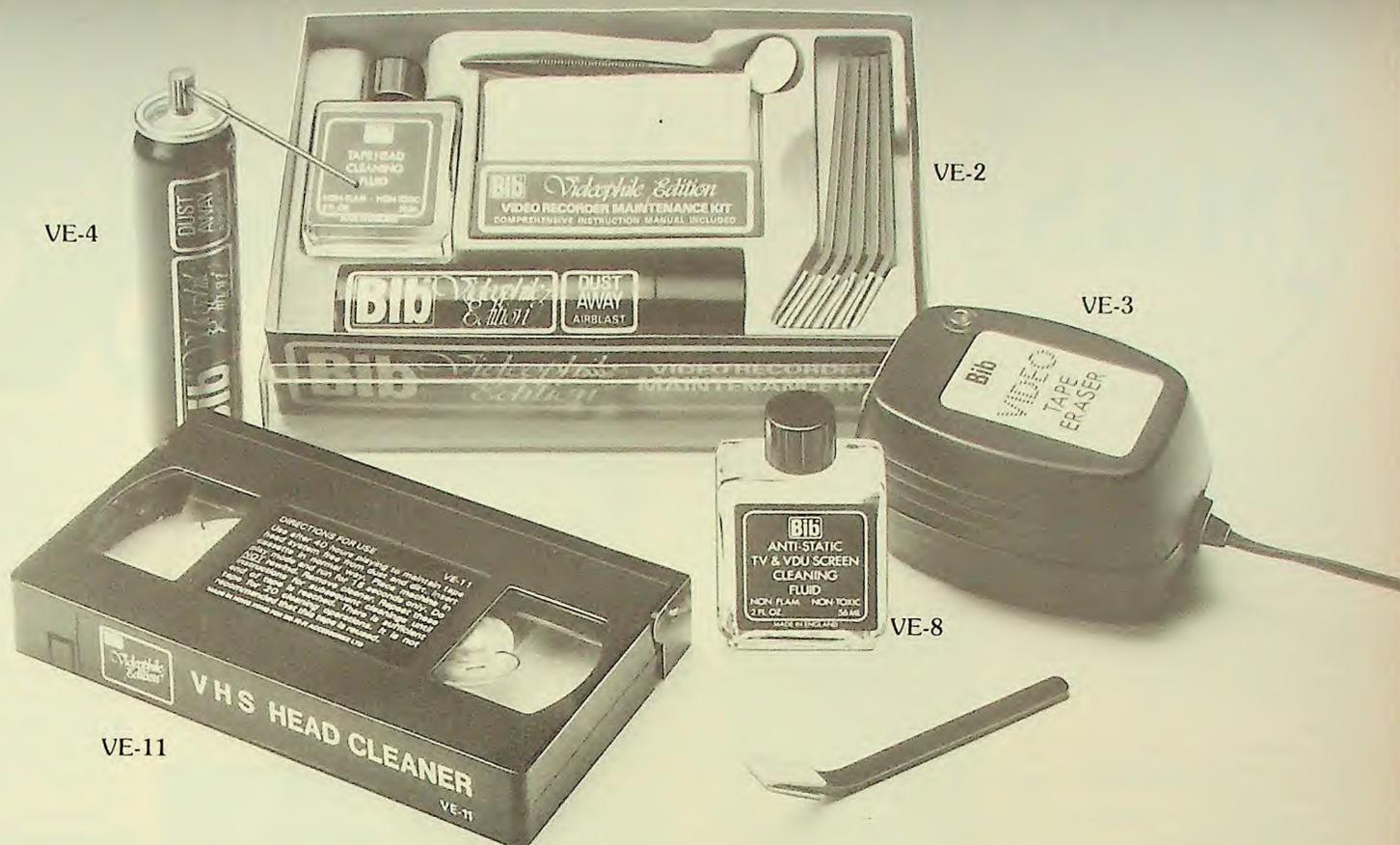
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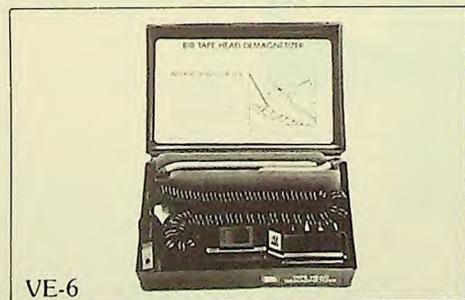
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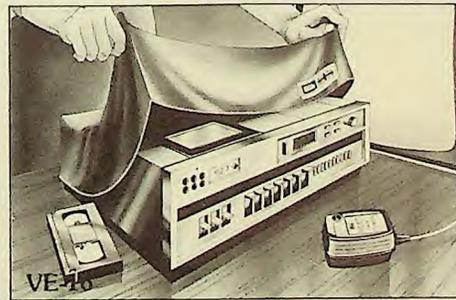
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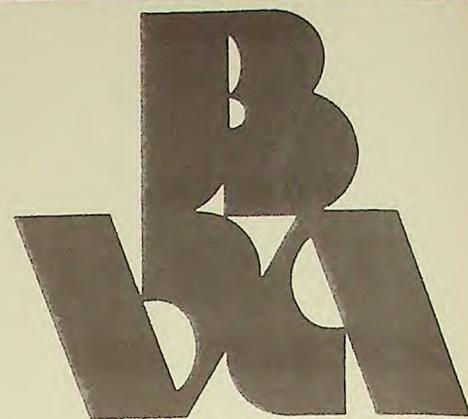
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Copyright stalemate



MUSIC COPYRIGHT holders and video producers and distributors are still locked in opposition over what should be considered an equitable rate for music used in video programmes, and this continues to hold up the development of creative video production and the exploitation of material featuring music which has already been filmed.

Producers and distributors are reluctant to get involved in music-based programming which could mean hefty royalties or lengthy, complicated negotiations with several individual publishers. Earlier this year Thorn EMI was prevented from selling films including *Stardust* and *That'll Be The Day* by a High Court injunction when it was alleged that Thorn EMI had not cleared the rights to the music contained in the films.



Negotiations between the Mechanical Rights Society and the British Videogram Association working towards an agreed rate card ground to a halt in June this year. This impasse has been followed by a number of accusations from both sides, some voiced publicly, other privately.

MRS has accused the BVA of shifting its position and failing to acknowledge accommodations offered by its side, while video companies have charged MRS with acting against its music publisher members' own interests by setting a totally unrealistic level of payments in its rate card.

In rejecting the latest rate card on behalf of the BVA, Michael Kuhn, chairman of the BVA's rights committee and a director of PolyGram Leisure, set out the reasons in a letter to MRS general administrator Bob Montgomery.

"The BVA has always considered that the rate paid for audio records (expressed as a per minute rate) should be the maximum amount that should be paid on video recordings," he began.

"The maximum rate for 1981 as proposed by the MRS represents about 450 per cent of the audio minute rate.

"The BVA's position is supported by the German courts who have in the recent Teldec video case equated video discs with audio records to establish a per minute rate of 0.7p per minute (three pfennigs).

"The French publishers (through SACEM, your equivalent body) on 9 June have proposed to our French equivalent body a maximum music royalty of 1.8 per cent

Montgomery; (left): accusing BVA of backtracking on own suggestions

on the *wholesale* price of the videogram. The MRS rate card proposes for 1981 a net maximum rate of 6.3 per cent, for 1982 of 7.2 per cent, and for 1983 7.65 per cent of the *retail* price of a videogram. For 1981 this represents a difference between what the French and English publishers demand of some 372 per cent. And this excludes the MRS's proposed additional synchronisation fees.

"Thus the per minute rates as described above would compare as follows: UK Audio — 66p; MRS proposed video — £2.96; German video — 0.7p; French video — 0.7p."

Kuhn stated that the BVA would advise members that the rates are "unrealistic" and hinted at possible future action under the Treaty of Rome and/or UK Restrictive Trade Practice Legislation, plus submission to the Department of Trade on provisions in the new Copyright Act.

He also put up arguments for keeping discussion going, saying: "The proposed rate in Germany and France are more realistic and unless the MRS change their current stance, long term financial consideration will dictate that video production and manufacturing centres will be lost to the UK for good.

"The important thing for publishers is to get their music on to video cassettes — the performance, broadcast, diffusion and replication of which will in due course bring them the financial fruits of an expanding market.

"In the absence of a collective agreement our members should be free to bargain at arms length with your members as to the rate to be paid for clearances where these are necessary.

"Our conciliation agreement, rather than litigation, should be used to preserve our members' rights.

"Those of your members who have done deals with some of our members at rates lower than those proposed by the MRS will be proved to be the ones who benefit most from the video revolution.

"They ought to have a

rethink on rates and have a collective agreement with our new industry so that our joint interests and those of Britain in fostering native creative endeavour will be well served."

In a statement replying to Kuhn's letter Montgomery recalled MRS's early efforts in 1978 to discuss the licensing agreement of copyright music with videogram producers, "going to considerable lengths in promoting discussion on its proposals".

However, Montgomery



have been held regularly over the past six months.

"During these meetings, in an endeavour to accommodate points made by the BVA, the MRS has tabled various revised proposals."

In noting the BVA's letter of rejection, Montgomery accused the BVA of "back-tracking" on its own suggestions.

"Naturally, the MRS would prefer to reach an accommodation with those representing videogram producers but it is unlikely this will be achieved in the immediate future," he went on.

"Producers and duplicators of videogram due to contain copyright music not already cleared are reminded that they should make application for licences either to MCPS or to the music publisher, and so avoid the possibility of legal action for infringement of copyright being taken out against either them, their distributors or retailers."

Since the introduction of the revised rate card in June, it is apparent that a number of video producers have been able to make direct deals with publishers at what they regard as reasonable fees below the rate card, yet Montgomery observes: "Those producers not wishing to adhere to the rate card are those who tend to use a lot of music. Others who use music just as part of a

Kuhn(left): Advising BVA members that rates are 'unrealistic'

production are tending to adhere to the rate card.

"It is only a recommended rate card — not being a monopoly organisation we are not in a position to force producers to pay those rates, nor are we in a position to dictate to our members what they should charge."

Perhaps a satisfactory solution will be found through discussion at Vidcom.

recalled: "After nearly two years of fruitless negotiations with potential users the MRS decided that the only way forward was to issue an explanatory pamphlet and a rate card for the guidance of users. These were published on April 21, 1980.

"Following its formation the British Videogram Association requested in December, 1980, meetings with the MRS, which

The rates impasse continues to hold up the development of creative video production and the exploitation of material featuring music which has already been filmed

Open your ears to see the music

Whilst the video industry is busy selling films, few people are yet aware that music video is the single most important market yet to be realized.

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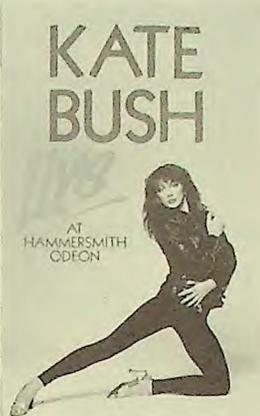
This month sees the launch of six new music video programmes from EMI. All feature top selling artists in the field of music, all have been specially selected for the video market and all have the single most important ingredient – "Repeatability."

KATE BUSH LIVE AT HAMMERSMITH ODEON

VHS: TVD 90 0503 2
BETA: TXD 90 0503 4
Dealer Price exc. VAT: £22.50
Ordinary List Price: £34.50
Running Time: 52 minutes

Featuring:
THEM HEAVY PEOPLE, VIOLIN,
HAMMER HORROR, DON'T PUSH
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WITHERING HEIGHTS.
Plus many more.

Kate Bush is the complete entertainer, as if tailor-made for the age of video. She is not only a complete musician – songwriter, vocalist, pianist and record producer – but her talents extend to choreography, dance and mime. This film captures the essence of Kate Bush's performance – her talents combining to present a theatre of music and movement, of action-packed drama and of stirring emotion.

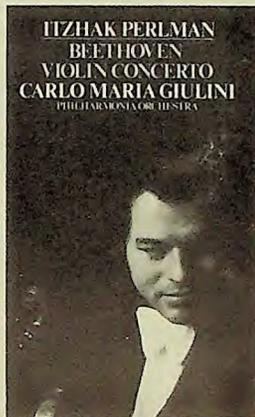
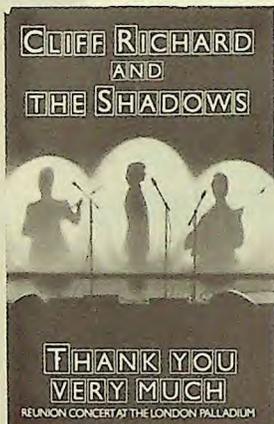


CLIFF RICHARD AND THE SHADOWS THANK YOU VERY MUCH

VHS: TVE 90 0329 2
BETA: TXE 90 0329 4
Dealer Price exc. VAT: £19.24
Ordinary List Price: £29.50
Running Time: 51 minutes

22 of their favourite tracks including: THE YOUNG ONES, MOVE IT, SUMMER HOLIDAY, DO YOU WANNA DANCE?, THE DAY I MET MARIE, WILLIE AND THE HAND JIVE, MOVE IT, MISS YOU NIGHTS, DEVIL WOMAN, END OF THE SHOW.

Cliff Richard and the Shadows were reunited on stage for the first time in 10 years. On the stage of the London Palladium they recreated the special magic of their 20 year musical history. This videogram is more than just a record of that concert. It is a tribute in all senses of the word to Cliff Richard and the Shadows. From original footage of 'Oh Boy' and rare film of their early stage appearances, we cut to the stage of the London Palladium taking occasional time out for the thoughts of Elton John, Tim Rice, Olivia Newton-John and Adam Faith.



ITZHAK PERLMAN BEETHOVEN VIOLIN CONCERTO

CARLO MARIA GIULINI
PHILHARMONIA ORCHESTRA
First Movement: Allegro Ma Non Troppo
Second Movement: Larghetto
Third Movement: Rondo (Allegro)

VHS: TVD 90 0493 2
BETA: TXD 90 0493 4
Dealer Price exc. VAT: £22.50
Ordinary List Price: £34.50
Running Time: 45 minutes

Itzhak Perlman joins once more with Giulini and, together with the Philharmonia Orchestra, they have created an outstanding rendition of Beethoven's ever popular Violin Concerto. With this video, we have not only the benefit of a superlative audio recording but we are able to enjoy watching the world's finest violinist in action. This 45 minute film captures spectacularly the atmosphere of the piece itself, the studio, and the artistry which is Itzhak Perlman and his violin.



QUEEN GREATEST FLIX

17 classic tracks including: BOHEMIAN RHAPSODY, WE WILL ROCK YOU, WE ARE THE CHAMPIONS, FAT BOTTOMED GIRLS, CRAZY LITTLE THING CALLED LOVE, PLAY THE GAME, ANOTHER ONE BITES THE DUST, FLASH.

VHS: TVD 90 0504 2
BETA: TXD 90 0504 4
Dealer Price exc. VAT: £22.50
Ordinary List Price: £34.50
Running Time: 60 minutes

This video is an up-to-date compilation of the original films made to accompany Queen's hits since 1974. The films are set out in chronological order, enabling us to trace the development of both the music and the performances which together represent not only their best known hits but also their greatest 'flic'.



THE TUBES VIDEO

VHS: TVD 90 5005 2
BETA: TXD 90 5005 4
Dealer Price exc. VAT: £22.50
Ordinary List Price: £34.50
Running Time: Approx. 60 minutes

Featuring:
SPORTS FANS, MONDO BONDAGE, DON'T WANT TO WAIT ANYMORE, TUBE TALK, BUSINESS, TALK TO YA LATER, SUSHI GIRL, LET'S MAKE SOME NOISE, WHITE PUNKS ON DOPE. Plus more.

THE TUBES VIDEO
Here for the first time are THE TUBES as they are meant to be seen. Performing their hit album THE COMPLETION BACKWARDS PRINCIPLE plus TUBES classics and some new unreleased material in your living room. You expect more from THE TUBES – and they give it to you. When you think TV think TUBES!



IRON MAIDEN

VHS: TVF 90 5002 2
BETA: TXF 90 5002 4
Dealer Price exc. VAT: £15.97
Ordinary List Price: £24.50
Running Time: 30 minutes

INTRO (IDES OF MARCH), TRANSYLVANIA, WRATHCHILD, PHANTOM OF THE OPERA, KILLERS, IRON MAIDEN, REMEMBER TOMORROW.

Iron Maiden are now a major headline band in two-thirds of the world. This video shows the power, aggression and sheer musical ability that have taken Iron Maiden so far so fast. An Iron Maiden Concert is not for the faint hearted, nor is this video...

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UK EXHIBITORS' A-Z GUIDE

ALPHA VIDEO

ALPHA EXECUTIVES Neil Agran and Peter and Stanley Long (who are staying at the Canberra and Mediteranee Hotels respectively) are attending Vidcom on the lookout for new product for UK distribution and for selling video rights worldwide.

ARTS COUNCIL OF GREAT BRITAIN

THE COUNCIL produces on average about eight films a year on arts-related subjects. The films vary in length and cover animation/music/visual arts/architecture/drama documentaries/literature and community arts. The council has sold to television and cable and to the educational markets on 16mm and is now looking to video as a further means of distribution.

Film sales executive Mary Barlow will be on Stand 303 seeking distribution deals and will be testing the ground on software packaging and exploiting overseas markets.

Among the films Barlow will be taking with her to Vidcom are:

- Kites, a 28-minute documentary by Simon Haven on the history of kites and kitemaking with score by Ron Geesin;
- Hokusai, an award-winning five and a half-minute animated film on the Japanese artist of the same name;
- Lautrec, a seven-minute film about the French artist which has also won awards;
- Sam Smith, an 18-minute film on the English puppet maker;
- Beaubourg, a 52-minute documentary on the Beaubourg centre in Paris;
- Grove Carnival, a 20-minute cassette of reggae bands playing at the Notting Hill Carnival.

MICHAEL BARRATT LTD COMMERCIAL VIDEO

MICHAEL BARRATT Ltd's production department and Commercial Video reckon they lead the field in the production and marketing of special interest hour-long home video tapes.

Michael Barratt, Dilys Morgan and Jan Martin are at stand B263 to show four new programmes and to seek distribution deals for those and the companies' other titles.

The four new titles are *Cooking Around The World With Prue Leith*, *The Story Of Prince Charles And Lady Diana*, *All You Need To Know About Dogs and Enjoy Better Golf*. In the cookery programme Ms Leith prepares nine exotic dishes from different countries which she

groups together as three three-course menus. The record of the lives of the royal couple is narrated by Sir Huw Wheldon.

The video on dogs aims to give a comprehensive guide to all aspects of canine care, including choosing a puppy, health care, feeding, house and obedience training, boarding kennels, dog shows and breeding. The golf programme has been created to instruct and entertain amateur club players at any level of achievement, with coaching by Tommy Horton.

Other programmes on show are *New Life In The Garden*, *Lesley Judd's Allsorts*, *What Shall We Give Them To Eat?*, and *Making Your Own Home Cosy*.

Michael Barratt Ltd effectively emerged as a communications consultancy when Barratt and Morgan left BBC TV's *Nationwide* in 1977. Barratt believes there is a rapidly emerging market for original software, particularly of the entertainingly instructive variety, gardening, sport, cookery, do-it-yourself and health and beauty being typical subjects.

Through Commercial Video the company aims to bring down retail costs of this sort of programming by taking on commercial sponsorship from traditional TV advertisers who may wish to promote their product, services or corporate image via hour-long programmes on topics related to their business.

BBC ENTERPRISES

BBC VIDEO made its UK debut this year with a June launch of 20 titles.

In Cannes existing titles can be seen and licensees for them are required in some territories, while new product is also being sought.

Attending the festival at stand A130 are John Ross-Barnard, head of BBC Video; Peter Sames, business affairs manager; Gwen Andrew, coordinator of marketing and production; Roy Gibbs, BBC Enterprises sales director; and John Harrison, deputy sales director of BBC Enterprises. All are staying at The Majestic.

The company has had one of the best-selling cassettes of recent months in its presentation of *The Royal Wedding*. Among its initial catalogue are *Harry Carpenter's Videobook Of Sport*, *Play Tennis*, *British Garden Birds*, *Delia Smith's Home Baking*, *Deep Purple - California Jam*, *Toyah At The Rainbow* and *Hoppity Goes To Town*.

At the time of the launch earlier this year BBC Enterprises managing director Bryon Parkin said: "British television is widely regarded as the best in the world and BBC Video will maintain this standard of excellence. Given

the great range of programmes and the BBC's facilities for creating new ones — 5,000 hours every year — we aim to issue a catalogue which will reflect the full range of programming, old and new.

"These programmes will be specially produced and adapted for the home video viewer, beginning with this first catalogue of over 20 carefully selected titles."

BIB AUDIO VIDEO PRODUCTS

VIDCOM WILL be the first exhibition to boast the full range of its audio/video maintenance product on show.

Long established as an audio care product manufacturer, Bib now produces what it calls the *Videophile Edition*, a basic care package for video recorders which comes in a rigid clear plastic storage case.

The company expects the distribution of its product to spread rapidly as video tape recorder users and retailers realise the necessity of maintaining video recorders.

Bib, represented by PB Arbib and Mario and Denise Levy on Stand 221, promises the introduction of new products at Vidcom — details to be announced later.

BRITISH HOME ENTERTAINMENT

THIS WEST End of London-based company is in Cannes with the intention of acquiring new product and seeking distribution deals for existing catalogue material.

CATALYST VIDEO PUBLISHING

HEADED BY Bonnie Molnar and Peter Nowlan, Catalyst produces one-hour video magazine programmes on three-hour tapes, providing two hours of blank tape. Entitled *Rewind* — and there have been two so far — they include a wide range of humour, music, features and visually impressive material.

Molnar and Nowlan intend to develop the concept so that magazine videos, backed by on tape advertising, can be produced on more specialised topics such as wine and food at a price not much more than that of blank tape.

CHRYSALIS VISUAL PROGRAMMING DIVISION

MEMBERS OF this relatively new part of the Chrysalis group are attending to meet other participants with a view to co-production and to establish Chrysalis as a new force in video production and sales.

Chrysalis group co-chairman Terry Ellis and Clive Walter, managing director of VPD, are staying at the Majestic, while Peter Wagg, head of development of video and television projects, and Des Brown, head international sales VPD, can be contacted at the Carlton.

The launch of the video division in March this year under the direct control of Ellis followed the company's early move into video software with *Blondie's Eat To The Beat* video cassette, a £100,000 production, while the company's most recent production was a 56-minute programme featuring rock band Jethro Tull, entitled *Slipstream*.

Due in October are *Blondie's Greatest Hits* and *Babylon*, a full length feature film co-financed by Chrysalis and seen in UK cinemas last year.

Further video projects being planned include music specials featuring the company's acts Leo Sayer and Pat Benatar.

The aim of Chrysalis VPD is to develop film and television projects for sale to cable and network TV as well as on video cassette, and is also looking to meet producers with original projects that could be developed as co-productions.

CORI FILM SERIES

THE COMPANY will be seeking distribution deals and selling its range of music programmes. Represented by distribution executive Jane Balfour and director Marie Hoy, who are staying at the Suisse, Cori can be found at stand 212.

The company is founded in TV and movie sales and co-production funding, though on offer for home video at Cannes are a number of mainly country music shows.

In a batch of hour long CITV in-concert specials, the first series of five shows features Buck Owens, Conway Twitty, Charlie Pride, Henry Mancini with Diahann Carroll and Peter Nero, and Henry Mancini with Vikki Carr and Robert Goulet. Series two is made up of 13 programmes, taking in such artists as Mel Torme, Aretha Franklin, Loretta Lynn, Brenda Lee, Vic Damone and Tony Bennett.

Cori also has a Marty Robbins series of 24 half-hour shows, plus 26 more hosted by Porter Wagoner.

MICHAEL COX ELECTRONICS

THE MIDDLESEX-based company attends this year's Vidcom, intending to sell professional and semi-professional broadcast and studio television equipment. In Cannes at Stand A339 will be Mike Cox, Andy Parsons and Mike Walsh.

DENNIS DAVIDSON ASSOCIATES

ATTENDING VIDCOM are managing director Dennis Davidson (Majestic), David Gibbs (Gray d'Albion), Philip Symes (Embassy), Sara Pearlman (Embassy) and Carolyn Kelly (Embassy). They are representing the company's clients who will be active at Vidcom — Chrysalis, VCL, Home Video Holdings and subsidiary companies and Queen Productions.

DB INTERNATIONAL

THE COMPANY will be represented by Danie Brant and Judy Sargent at stand 210 who will be promoting DBI as a video consultancy, hoping to acquire and sell video rights, promote the company's existing agents, and establish distributors and agents in new territories, to promote certain independent video companies to the international markets.

DERANN FILM SERVICES

DFS IS aiming to obtain agents overseas to handle the company's product already in distribution, and also wants to obtain feature film rights for distribution. Representatives at Vidcom will be Derek Simmonds, Ged Jones, and Gary Brocklehurst, who can be found at Stand 217, or at The Abrial Hotel.

ELECTRONIC ARTS

ELECTRONIC ARTS will be demonstrating the new art form of computerised animation techniques. Claiming to be the only fully computerised animation company in Europe, the technique will be available to producers, production houses and TV companies. Electronic Arts has a system capable of producing titles, logos, commercials, training and educational graphics on 16mm and 35mm film, and also on video.

Representatives will be Derrick Sherwin, Nicholas Haque, Janet Goldsmith and Jane Bevan, at Stand A427.

A-Z GUIDE
continued
on p16

Dealers! Why shop around? Joe gives you the pick of the very, very best



Order your stock of pre-recorded video cassettes from just one source and save a load of trouble and effort.

Almost every title

Carnaby now carry almost every video title available – and we're usually the first to stock new releases.

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Maximum discounts

And, of course, you get full trade discounts and we don't tie you down with a minimum order.

Hotline

With Carnaby, you need only order the tapes which you know you can

sell. Our telephone "Hotline" service will tell you how well a title is doing before you order.

No slow-movers

Even if you do occasionally miscalculate we won't leave you with stock on your hands. We'll exchange slow movers for you.

Starter pack

We've even got an introductory package specially designed to help new dealers take their first steps in the video market.

Cash 'n' carry

You can always pick up the tapes you want by coming to our warehouse. If you telephone us first, we'll even have it all ready by the time you arrive.

Act now

Whether you want just best-sellers or more specialist titles, Carnaby'll supply.

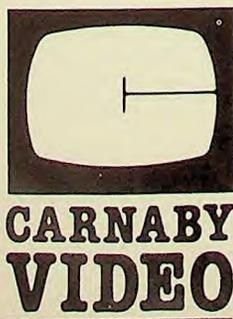
Call us up now for a chat. Or post us the coupon.

Either way, you'll save yourself an awful lot of trouble and effort.

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Open Mon-Sat 10 a.m.-6 p.m.

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Or telephone: 01-734 9914

I'd like to save myself a lot of hard work and order from just one source. Please tell me more about your wholesale arrangements.

I do/do not stock video cassettes at the moment.

Please ask your rep to call (tick)

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Position

Company

Nature of Business

Address

Town

Postcode

Tel:

MVVW 10/10/81

For all producers see

Effective Video Video Dis

Learn how VCL will acquire, duplicate, package, distribute, market and promote your product worldwide.

If you want to earn as much as possible from your product, read on.

VCL specialise in distributing video entertainment of all types. That's feature films, music shows, sports programmes and children's entertainment.

Either individual programmes – or packages.

And we can simultaneously distribute them in 18 different leading world markets. (If you want a complete list, just ask us.)

The UK – Can Be Yours

You get extensive penetration of the UK market *instantly* through our well-established dealer-network. One of the largest around, it ranges from the high street dealer to big-name multiple chain-stores.

Northern Europe and USA

To service the lucrative Scandinavian and German markets, we operate subsidiary companies in Oslo and Frankfurt.

To prepare our entry into the massive North American market, our Sales Office in Los Angeles is now fully operational.

We have appointed exclusive distributors in all other major video markets.

Professional Duplication

So that the highest standards are maintained, we operate our own duplication facilities in the UK and Scandinavia.

Our London facility occupies 2,500 sq metres and is planned to broadcast specification. Its substantial "slave" capacity means we can always deliver the finished product on the date scheduled.

We opened our second duplication facility, in Oslo, a couple of weeks ago. This has a 150-

machine capacity and includes computerised sub-titling into all European languages.

VCL can duplicate in Beta, VHS and V2000 formats.

Keep Good Company

You will find a small sample of the material we distribute listed in this ad.

Additionally, VCL were exclusively appointed by GTO, Hemdale and Viacom to distribute their prestigious best-selling catalogues.

Advertising Support

All our consumer advertising is in full colour. Two typical examples are published in the Vidcom News. Also, a VCL poster is displayed just outside the entrance to Vidcom.

Consumer advertising support works. VCL promoted products frequently appear in the UK and overseas best-selling charts.

Pre-Production Finance

It is our policy to support video productions. We offer rapid decisions – and equity finance.

Billed as the "Biggest Band Show in the World", we recently produced the 1981 Military Musical Pageant featuring 48 regimental and staff bands of the British Army.

Other VCL ventures include 6 music-orientated feature films, currently in production in Los Angeles.

The Next Step...

Come and talk to us about your product. Our stand number is A129.

Or you can contact (or visit) our headquarters in London. Our telex number, telephone number and address are shown below.

But remember. Only VCL can promise you the Earth – and give you the World.

VCL Video Services

London, Frankfurt, Oslo, Los Angeles

VCL Video Services Ltd 58 Parker Street, London WC2B 5PZ
Tel: 01-405 3732 Tlx: 8814427 UNION G



NEWS



841 HARROW ROAD
HARLESDEN
LONDON, NW10 5NH
TELEPHONE: 01 969-7155 or 5255
ORDER DESK 01-969 8344

No2

October 10 1981

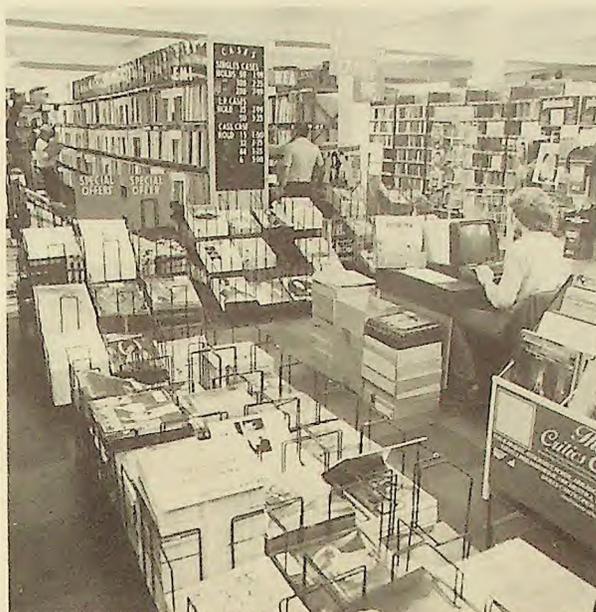
CHRISTMAS will soon be here, so now's the time to take advantage of our special discount incentive for stocking up early . . . our showroom sales staff will be pleased to assist you with your requirements . . .

Many exciting new video films are due for release this month, our video department and tele-sales staff are waiting to inform you of these and take your orders.

The Atari computer system is a natural supplementary line for everyone selling video . . . try one + some cartridges . . . we're sure you'll be back for more . . .

A deluge of Old Gold releases are scheduled for the autumn . . . ask for full details now of these exciting additions to our unique oldies range.

All the above plus our regular chart top-up service for singles, albums and cassettes, full range of specialised product and accessories await you at LIGHTNING. OUR STAFF ARE WAITING TO SERVE YOU . . . WHY NOT CALL US NOW!



Lightning's new showroom layout — alive with product!

XMAS SPECIAL!

to all our cash and carry customers

5% discount on all
albums, cassettes and
accessories!

For orders over £250 (ex VAT)*

**WHY NOT CALL IN
FOR FULL DETAILS, OR
CONTACT KEITH YERSON
OR VAUGHAN BENDALL
NOW!**

*Offer commences November 2nd, 1981
Closes December 31, 1981
and does NOT include 7" & 12"
singles/EP's or pre-recorded or blank
video tapes

**STOCK UP EARLY FOR
XMAS!**

Open Sundays from Nov. 1st — 9.30 a.m.
to 2.30 p.m.

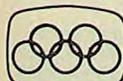


Immediate billing via improved computer cash-out facilities



Spacious new layout and racking provides effortless order selection

Titles include: *Breaking Glass, Gold, The Klansman, Murphy's War, The Wanderers, The Passage, Sunburn, Triple Echo, and The Romantic Englishwoman*



SPORT ON VIDEO

Classic sport captured on video.

Titles include: *Giants of Brazil, Ali -v- Moore, World Cup Mexico '70, World Cup Munich '74*, and an exciting selection of motorsports programmes.



CINEMA FEATURES

High-calibre feature films of every type. Current product includes: *The Disappearance, Just a Gigolo, Madron, Metal Messiah*, and some excellent French made material.



21st CENTURY VIDEO

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ACCESSORIES

RECORDS

Accessories			
7" Master Bags (100)	7WHITEUN	4.00	Chr
12" Master Bags (100)	12WHITEUN	6.50	Chr Twin
12" PVC 'Coverit' 6			Chr Twin
7" PVC Single	COVERIT	1.25	
7" PVC Single			
7" PVC Single LP Cover	PVC7	0.06	
7" PVC Hanging	PVC12	0.13	
12" PVC Hanging	PVCDISP7	0.20	
12" PVC Hanging	PVCDISP12	0.30	
7" Paper Sleeves	PAPER7	0.01	
7" Spiders	SPIDERS	0.01	
7" Cleaning Pad	KLEENSWEEP	0.75	
Record Cases			
7" 50 Decca Silver Range Beige	DE7CASEB	1.50	
7" 50 Deluxe, Gilt Fittings			
Black	DE7CASEA,		
Brown	DE7CASEC,		
Blue	DE7CASED,		
Green	DE7CASEE,		
Red	DE7CASEF,		
Tan	DE7CASEG		
7" 100 Deluxe, Gilt Fittings Black	7CASE100A	2.49	
7" 200 Professional DJ Case Black	7CASE200A	7.99	
12" 25 Deluxe, Gilt Fittings Black	DE12CASE25A	2.99	
12" 50 Deluxe, Gilt Fittings Black	12CASE50A	3.25	
Ingersoll Soundaround	XK105	33.50	
Ingersoll Soundaround	Extra	9.00	
Headphones	XK106		

CASSETTES

Audio Cassettes			
BASF			
LH	BLHC60	0.59	
LH	BLHC90	0.78	
LH	BLHC120	1.17	
LH Trip	BLHTRIC60	1.52	
LH Trip	BLHTRIC90	2.01	
FS1	BFS1C60	0.91	
FS1	BFS1C90	1.22	
FS1	BFS1C120	1.60	
Chr	BKRC60	1.07	
Chr	BKRC90	1.44	

Chr	BKRC120	2.08	
Chr Twin	BKTWINC60	1.95	
Chr Twin	BKTWINC90	2.20	
Maxell "New Range"			
Ult Low	MAXUL60	0.54	
Ult Low	MAXUL90	0.72	
Ult Dyn	MAXUD60	0.75	
Ult Dyn	MAXUD90	1.10	
Ult Dyn Twin	MAXTUD90	1.89	
Ult Dyn	MAXUDXL260	1.10	
Ult Dyn	MAXUDXL290	1.43	
Memorex			
MRX3	MMRX3C60	0.85	
MRX3	MMRX3C90	1.05	
MRX3	MMRX3C120	1.36	
MRX3 Twin	MMRX3TWIN90	1.92	
HB	MHBC60	1.04	
HB	MHBC90	1.30	
HB Twin	MHBTWINC90	2.35	
Chr	MC60CHR	0.99	
Chr	MC90CHR	1.23	
Chr Twin	MCTWINC90	2.26	
Normal Bias	MNBC90	0.69	
Sony			
CHF	SONYCHFC60	0.53	
CHF	SONYCHFC90	0.61	
CHF Triple	SONTRICHFC60	1.50	
TDK			
DC	TDKDC46	0.53	
DC	TDKDC60	0.60	
DC	TDKDC90	0.80	
DC	TDKDC120	1.08	
DC Triple	TDKTRIDCC90	2.10	
AD	TDKADC46	0.77	
AD	TDKADC60	0.85	
AD	TDKADC90	1.17	
AD	TDKADC120	1.58	
AD Twin	TDKAD90TWIN	1.95	
SA	TDKSAC60	1.06	
SA	TDKSAC90	1.51	
SA Twin	TDKTWISAC90	2.70	
OD	TDKODC60	0.96	
OD	TDKODC90	1.40	
Head Cleaner	MGL	0.25	
Masterbags	CASSMAS	2.50 (10)	
Library Box	CASSLIB	0.10	

VIDEO

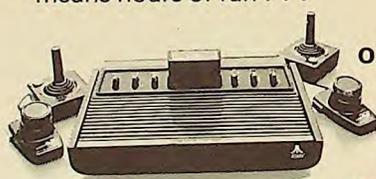
Video Cassettes			
EMI VHS	EMIE180	7.20	
JVC VHS	JVCE120	6.10	
JVC VHS	JVCE180	7.20	
Maxell VHS	MAXVE60	4.75	
Maxell VHS	MAXVE120	6.10	
Maxell VHS	MAXVE180	7.20	
Memorex VHS	MEMXE180	7.20	
TDK VHS	TDKE60	4.75	
TDK VHS	TDKE120	6.10	
TDK VHS	TDKE180	7.20	
Thorn VHS	THORNE120	6.10	
Thorn VHS	THORNE180	7.20	
Sony Beta	SONYL250(1hr)	4.45	
Sony Beta	SONYL500 (2hr)	5.75	
Sony Beta	SONYL750 (3hr)	7.25	
Maxell Beta	MAXBL500 (2hrs)	5.25	
BASF V2000	BFVCC480 (8hr)	15.95	
MARUEM	MARE180(3hr)	6.95	
Head Cleaners			
Maxell Beta	BETACLEAN	5.85	
TDK VHS	VHSCLEAN	6.75	
Masterbags			
Beta (100)	BETAMAS	7.50	
VHS (100)	VHSMAS	7.50	
Library Cases			
Black	VHSLIBCASE	0.65	
Black with PVC Outer	VHSLIBCASEP	0.75	
Deluxe Padded			
Green	VHSLIBCASEGR	0.75	
Blue	VHSLIBCASEBL	0.75	
Brown	VHSLIBCASEBR	0.75	
Red	VHSLIBCASER	0.75	
Deluxe Flock Lined (VHS only)			
Brown	VHSLIBFLOBR	1.50	
Navy Blue	VHSLIBFLONB	1.50	
Royal Blue	VHSLIBFLORB	1.50	
Red	VHSLIBFLOR	1.50	
Royal Wedding Special Cases			
VHS	WEDVHSCASE	1.75	
Beta	WEDBETCASE	1.75	

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2 Old Gold package

3 Atari Video

4 VIDEO PACKS

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SEND FOR OUR VIDEO AND OLDIES CATALOGUES

NOW!
Featuring full range of titles available

Both are essential sales aids for every retailer

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Please send me your Video and/or oldies catalogue(s) plus full trading terms and credit A/C details.
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Company

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Tel

VCL Video Services
London, Frankfurt, Oslo, Los Angeles

VCL Video Services Ltd 58 Parker Street, London WC2B 5PZ
Tel: 01-405 3732 Tlx: 8814427 UNION G



PRE-RECORDED VIDEO CHART + NEW RELEASES

	Catalogue VHS	No. BETA	(ex-VAT) Price
1 Emanuelle	BW004	BVX004	27.79
2 Exterminator	AA0353VHS	AA0353BETA	24.32
3 Alien	3A128VHS	3A128BETA	26.05
4 Scanners	88880888VHS	88880888BETA	29.95
5 Stunt Man	88881124VHS	88881124BETA	29.95
6 Jaws 1	VHA1001	BEA1001	27.50
7 Cuckoo's Nest	TVA9002802	TXA9002804	30.96
8 Deerhunter	TVA9002302	TXA9002304	30.96
9 Animal House	VHA1004	BEA1004	27.50
10 Halloween	M131VHS	M131BETA	26.50
11 Omen II	108750	108740	26.05
12 Warriors	VHA2007	BEA2007	27.50
13 Flesh Gordon	M502VHS	M502BETA	26.50
14 Texas Chainsaw Massacre	VA22	VB22	22.50
15 Omen	3A096VHS	3A096BETA	26.05
16 Enter The Dragon	PEVN1006	PEXN1006	22.80
17 Exorcist	PEVN1007	PEXN1007	26.05
18 Silver Dream Racer	75000520	76100520	26.10
19 Assault on Precinct 13	M132VHS	M132BETA	26.50
20 Convoy	TVA9002312	TXA9002314	30.96
21 Sea Wolves	75000490	76100490	26.10
22 Atlantic City	HVP001	HVP001B	27.50
23 Penitentiary	HVM1030	BVM1030	24.10
24 Rose	4A133VHS	4A133BETA	26.05
25 Sound of Music	4A020VHS	4A020BETA	26.05
26 Star Trek (Film)	VHA2011	BEA2011	27.50
27 Wanderers	VCL003	VCLX003	25.00
28 Mean Streets	HIKON1	HIXON1	26.60
29 Dirty Harry	PEVN1019	PEXN1019	26.05
30 Scum	VCL001	VCLX001	25.00

NEW RELEASES

Rude Boy	VS001	VSX001	27.79
Bigger Splash	VS002	VSX002	27.79
ELO Live	Z159G	ZX159G	18.00
Stunt Man	88881124VHS	88881124BETA	29.95
Best of Professionals	88881382VHS	88881382BETA	29.95
Love At First Bite	88881076VHS	88881076BETA	29.95
Europeans	HVP101	HVP101B	27.50
Shakespeare Wallah	HVP102	HVP102B	27.50
Mad Dog	VPB2558	BBPV2558	24.32
Rise & Rise of Casanova	VBPV2556	BBPV2556	24.32
My Brilliant Career	88881306VHS	88881306BETA	29.95
Match of the Century (Third Test 1981)	MV6	MVBETA6	20.87

STOP PRESS

Order now - new MGM/CBS; EMI/CIC; Precision -
Blockbuster Autumn releases.
Guildhome now £29.95 + VAT.
All rental/exchange restrictions lifted.

12" SINGLES CHART + NEW RELEASES

1 Orch	Manoeuvres	Souvenir	
2 Hi Gloss	You'll Never Know	DIN2410	
3 Linx	So This Is Romance	A131387	
4 Donald Byrd	Love Has Come Around	CHS122546	
5 Franklin/ Benson	Love All The Hurt Away	K12559T	
6 Tom Tom Club	Genius of Love	ARIST 12428	
7 Evelyn King	If You Want My Lovin	12WIP6735	
8 Imagination	In & Out Of Love	RCAT131	
9 Beggars & Co	Mule (Chart No. 2)	RBL202	
10 Starsound	Star on 45 (Vol 3)	RCAT130	
11 Trevor Walters	Love Me Tonight	A131521	
12 Heaven 17	Play To Win	ITD204	
13 Tight Fit	Back To The 60's (Vol. 2)	VS43312	
14 Iron Maiden	Maiden Japan	JIVET005	
15 Bob Jarvis	Sign Of The Times	12EM15219	
16 Ottawan	Hands Up	A131608	
17 Al Jarreau	We're In Love Together	CAR183T	
18 Odyssey	I Will Be Alright	K17849T	
19 Savanna	I Can't Turn Away	RCAT128	
20 Strikers	Inch By Inch	RBL203	
21 Joneses	Summer Groove	A131628	
22 BB&Q Band	I'll Cut You Loose	EIZY507	
23 Ronnie Laws	Stay Awake	12CL220	
24 This Year's Blonde	Platinum Pop	CR1219	
25 Soft Cell	Tainted Love	BZS212	

NEW RELEASES

Dead Kennedys	Holiday in Cambodia	12CHERRY13	
Human League	Open Your Heart	VS45312	
Sugar Minott	Never My Love	RCAT138	
Linda Taylor	You're In The Pocket	GP109T	
Gregory Isaacs	Permanent Lover	PRE2012	
Whispers	This Kind Of Lovin	SOT22	
Bros. Johnson	Dancing Free	AMSX8185	
Bee Gees	He's A Liar	RSOX81	
T. Lite	Something You Do To Me	ARIST12431	
Arthur Adams	You've Got The Floor	RCAT146	

All goods at trade prices - 24
hour delivery by courier to your
door. All prices correct at time
of going to press.

INDEPENDENT CHART + NEW RELEASES

1 Pigbag	Papa's Got A Brand	Y10
2 The Birthday Party	New Pigbag	AD111
3 Depeche Mode	Release The Bats	7Mute 014
4 Flux of Pink Indians	New Life	
	Neu Smell	321984/2
5 Blitz	All Out Attack	O11
6 Hawkwind	Motorhead	FLS205
7 The Higsons	I Don't Believe in Monkeys	HIG2
8 Crass	Nagasaki	421984/S
9 Modern English	Nightmare	
	Smiles and Laughter	AD110
10 Chron-Gen	Reality	SF19
11 Anti Pasti	Four Sore Points	Round 2
12 Dead Kennedys	Holiday in Cambodia	Cherry 13
13 Marc Bolan	You Scare Me To Death	Cherry 29
14 Theatre of Hate	Rebel Without A Brain	BR11
15 Au Pairs	Inconvenience	Hum 8

NEW RELEASES

1 Maximum Joy	Stretch	Y11
2 The Revillos	Monster Man	SV1001
3 New Order	Everything's Gone Green	Fac 53
4 The Action	Since I Lost My Baby	E5002
5 Low Noise	Jungle Line	Ur5
6 Vivien Goldman	Laundrette	Win1
7 Shirley James & Danny Ray	Right Time Of The Night	BJ7012
8 Misty In Roots	Peace & Love	PU005
9 The Partisans	Police Story	O12
10 The Epileptics	Last Bus To Debben	SDL2

TOP 10 ALBUMS

1 Section 25	Always Now	Fact 46	2.75
2 Eyeless in Gaza	Caught In Flux	Bred18	2.89
3 Cabaret Voltaire	Red Mecca	Rough27	2.75
4 This Heart	Deceit	Rough26	2.75
5 Zounds	The Curse of Zounds	Rough31	2.25
6 Misty In Roots	Wise and Foolish	PuAlb101	2.89
7 T. Rex	In Concert	Abolan1	3.04
8 Nazareth	Snaz	Neld102	4.25
9 Anti Pasti	Last Call	About5	3.04
10 Hazel O'Connor	Cover	Alb108	2.89

HOT NEW RELEASE - OUT NOW

Joy Division Still

EXCITING FULL COLOUR 1982 CALENDARS IN STOCK NOW!

Artist
Elvis Presley
Adam & The Ants
Cliff Richard
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David Bowie
Barry Manilow

Order ref
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£1.82 each + VAT

Limited supply

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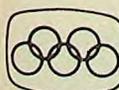
Top quality made in Japan

ONLY £6.95 each + VAT

(Cat. No. MARE180)

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Limited Supply

Klansman, Murphy's War, The Wanderers,
The Passage, Sunburn, Triple Echo, and
The Romantic Englishwoman



SPORT ON VIDEO

Classic sport captured on video.
Titles include: *Giants of Brazil*,
Ali -v- Moore, *World Cup Mexico '70*,
World Cup Munich '74, and an exciting
selection of motorsports programmes.



CINEMA FEATURES

High-calibre feature films of
every type. Current product
includes: *The Disappearance*, *Just a
Gigolo*, *Madron*, *Metal Messiah*, and some
excellent French made material.

in music video. Stars like *Lionel Richie*,
Count Basie, *Barry White*, *The Osmonds*
(with *Kenny Rodgers*), *The Jacksons*,
Electric Light Orchestra, *10CC*, *Thin
Lizzy* and *Black Sabbath*.



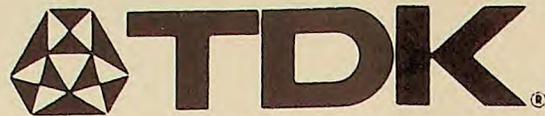
21st CENTURY VIDEO

Budget Label: full length
feature films at the world's
lowest prices.

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LONDON, NW10 5NH



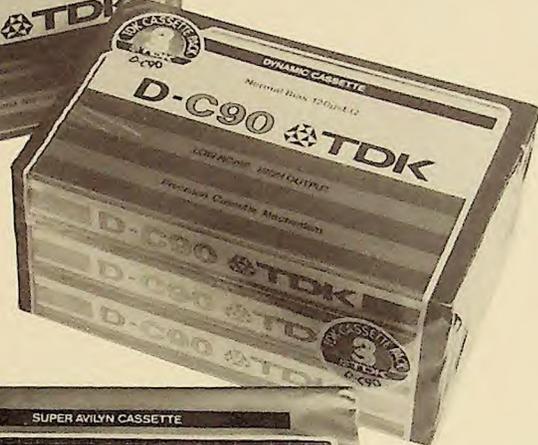
TELEPHONE: 01-969 7155 or 5255
ORDER DESK. 01-969 8344



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NORMAL BIAS



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SUPER PRECISION MECHANISM

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London, Frankfurt, Oslo, Los Angeles

VCL Video Services Ltd 58 Parker Street, London WC2B 5PZ
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Worldwide Distribution



This is VCL's new corporate logo. It symbolises VCL's leading position as a worldwide video distributor. Read how your product can earn you good money.

VCL already distribute . . .



PICTURE TIME VIDEO

Prestige label offering only recent, major feature films.

Titles include: *Breaking Glass*, *Gold*, *The Klansman*, *Murphy's War*, *The Wanderers*, *The Passage*, *Sunburn*, *Triple Echo*, and *The Romantic Englishwoman*



FAMILY VIDEO

Specially selected for children and the young-at-heart.

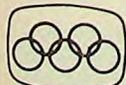
Programmes include the Danny Kaye classic *Pinocchio*, the original animated version of *Gulliver's Travels*, *Lassie*, *Superman - the Cartoon*, and cartoons featuring *The Fox and the Hare*.



VCL - MUSIC-ON-VIDEO

Top-class talent and stunning visuals from the world leader

in music video. Stars like *Elton John*, *Count Basie*, *Barry White*, *The Osmonds* (with *Kenny Rodgers*), *The Jacksons*, *Electric Light Orchestra*, *10CC*, *Thin Lizzy* and *Black Sabbath*.



SPORT ON VIDEO

Classic sport captured on video.

Titles include: *Giants of Brazil*, *Ali -v- Moore*, *World Cup Mexico '70*, *World Cup Munich '74*, and an exciting selection of motorsports programmes.



CINEMA FEATURES

High-calibre feature films of every type. Current product

includes: *The Disappearance*, *Just a Gigolo*, *Madron*, *Metal Messiah*, and some excellent French made material.



21st CENTURY VIDEO

Budget Label: full length feature films at the world's lowest prices.

.. **VIDCOM 81** ... **VIDCOM 81** ... **VIDCOM 81** ... **VIDCOM 81** ...

A-Z GUIDE
continued

EMI RECORDS (UK)

GEOFF KEMPIN is representing EMI Music Video product for certain territories, and also representing EMI Records (UK) as UK distributor for Thorn EMI video programmes.

As part of a package of music videos featuring names like The Tubes, Cliff Richard and Kate Bush, EMI is showing its Queen video, Queen Greatest Flix.

The video is part of a marketing concept from Queen Productions based on the group's Greatest Hits record package due for release on October 26. Greatest Flix, plus a book entitled *Greatest Pics* will be released at the same time and all three will document the history of Queen.

Queen's Greatest Flix is an up-to-date compilation of the original films made to accompany Queen's hits since 1974, with the exception of Killer Queen which was specially shot for video cassette. Compiled by Brian Grant, the cassette includes the work of some of the best respected promotional film makers such as Bruce Gowers, Rock Flicks, Keefco and Derek Burbridge.

In the UK and certain other

European territories Greatest Flix will be TV advertised in conjunction with the record.

FLETCHER FILM AND VIDEO

THE COMPANY will be hoping to acquire new product, seek distribution deals and sell distribution deals. It has the rights to Candid Camera, the well-known TV programme, for all countries in the world excluding Australia and the US.

Marketing director John Pointon and managing director Ron Window will be in attendance at the Techofilm Stand or on the Fletcher Video boat *Madame La Pompadour* moored in Cannes harbour.

GENERAL SCREEN ENTERPRISES

GSE HAS extensive experience in tailoring product for specific formats and markets, which is of particular interest to both buyers and sellers in the home video, TV programme and feature film markets. It offers full post-sync expertise and sub-titling from any language into any other language.

GSE also describes itself as the leading UK promotional company with 16 years' experience in trailers, main titles, feature opticals, product reels, promos and in-house presentations.

Representatives at Vidcom

are Gerald Thomas, Fred Chandler and Tony Church who can be contacted at the Canberra/Victoria Hotel.

GO VIDEO

LONDON-BASED software distributor, headed by Des Dolan, with such recent titles as *The Brave Bunch*. Dolan is also planning the production of a film for video outlet of the life of Eddie Cochran, tracing his "life after death".

GOLDEN COMMUNICATIONS (Overseas)

THE COMPANY is using Vidcom to seek distribution deals for its extensive library of 137 films which includes the famous Bruce Lee kung fu titles, as well as *Boys In Company C*, *Amsterdam Kill* and *The Cannonball Run*.

Director of special markets Lawrence M Wollin will be representing the company, based at Stand 241.

GUILD HOME VIDEO

GUILD HOME Video is exhibiting its current catalogue of pre-recorded video cassettes and hopes to negotiate the acquisition of video rights for more films to add to its already comprehensive title range. Cassettes currently distributed

include *Mattie The Gooseboy* (a full-length cartoon for children) to *Scanners*, the recently-premiered science fiction box office hit.

All Guild Home Video cassettes are available for sale and hire from leading and independent video stockists throughout the UK. Latest releases include *The Stunt Man*, *Love At First Bite* and *The Professionals*.

Group managing director Iain Muspratt is staying at the Majestic Hotel.

HOME VIDEO HOLDINGS

THE COMPANY is attending Vidcom to promote its subsidiary companies, Home Video Stores, Home Video Big Screen and Home Video Merchandisers, and also to get involved in the acquisition of rights and licences in connection with films and other programmes, production, distribution, and the sub-licensing, leasing and sale of rights of video software.

Representatives are Peter Abbey, Roz Graham, Nigel Hawkes and David Bevan, who are staying at the Majestic (stand number C254 and C255).

The company is also launching an exclusive package of sports video programmes, following an agreement with the Mark MacCormack Organisation, which gives HVM the exclusive rights for the former's Trans World International company. The first package of programmes will consist of 20 one-hour videos featuring highlights from top international golf and tennis events.

marketing and export manager Judith Monday, promotions manager Suki Bentley and press and public relations consultant Richard Laver.

"The days are gone when you could attend Vidcom with less than a million pounds set aside for new product," comments Ripley, who has seen the number of outlets his company supplies grow from a few hundred to over four thousand last year. Thus, during the past year Intervision's top twenty United Artists titles have reached all the major high street multiples — Granada, Visionhire, Rediffusion, Woolworths and the Co-op.

The company also reports a good year with the EMI titles it handles exclusively for rental in the UK.

Intervision's label deal with Alpha Films has also resulted in several titles from the Alpha range reaching the top retail and rental charts, it claims. One important factor in the Alpha deal is the exclusion of UK TV showings of the films in the foreseeable future. While Tenner says VCL will not disregard any top titles which have already been on TV, it is the company's experience that titles from the United Artists catalogue which have not been shown on TV have enjoyed greater success than the titles already screened.

Ripley concludes: "Intervision is now reaching the stage where we can virtually guarantee the number of outlets a title will penetrate and therefore we can actually forecast the financial return to our producers."

Intervision's team is also looking for new product at Vidcom.

JVC

THE COMPANY has a strong interest in all forms of hardware and software and will be promoting its various systems at Vidcom.

BRIAN JACKSON FILMS

THIS COMPANY is on the look-out for new product and seeking distribution deals, particularly for classic material and children's feature films. Representative Brian Jackson will also be looking for co-productions for two children's features which have already been partly financed.

KAY FILM AND VIDEO

THE INSTALLATION of Kay's thousandth cassette machine backs the company's claim of being one of Europe's largest duplication operators.

Kay's main area of output is feature films with over 125,000 units duplicated each month in

CANNIBAL FEROX & ZOMBIE LAKE

JUST TWO OF THE MANY TITLES AVAILABLE NOW

Mountain Films of London, One of the world's leading Independent Video Distributors offer you video entertainment at its best

SEE OUR RANGE AT STAND NO. 210 AT VIDCOM '81

CONTACT US TODAY RENT, SELL OR EXCHANGE

Mountain VIDEO (Dept PB 1), West Central St. London WC1 Tel: 01-836 7038

IMAGE SYSTEMS

IN CONJUNCTION with the *Mirror* Group of Newspapers, Image Systems is presenting a demonstration of a press library information retrieval system — the unit will be operated "on line" to the computer in the UK. The system is the first application of a computer controlled press library system, and is installed at the *Daily Mirror* premises in Holborn.

Stand number is 505 and delegates attending are J. W. Davis, V. Minot staying at the Gray d'Albion.

INFOVISION

INFOVISION IS an experienced video production company employing writers, producers, directors and graphic designers. Its first home video product will reach the shops by mid-November and the company is looking for "further projects as a production company or as co-sponsors".

Infovision's John Mayhew will be staying at the Carlton Hotel.

INTERVISION

VIDCOM SEES Intervision's strongest ever presence this year, reflecting the company's success. Its force is led by joint managing directors Mike Tenner and Bev Ripley plus

A-Z GUIDE
continued
on p22

If your business is video can you afford to ignore us?

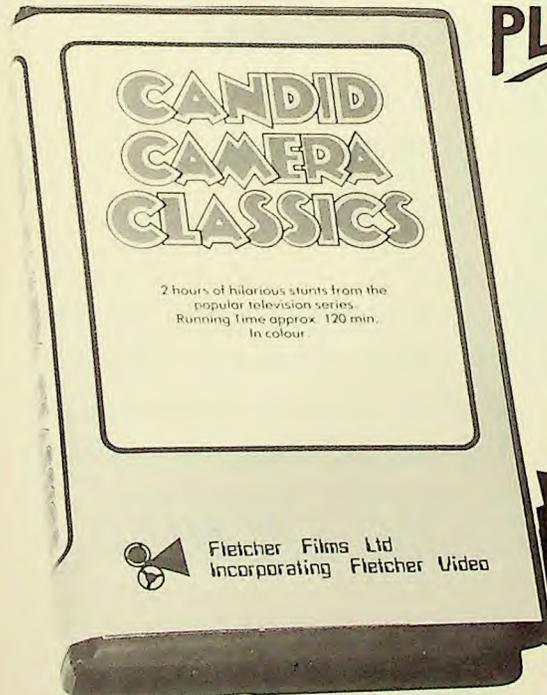
A Complete range of films
EXCLUSIVE to VIDEO
 SPAGHETTI WESTERNS • CRIME
 • THRILLERS • ADVENTURES •
 WAR • HORROR • CARTOONS
VHS or BETAMAX

Fletcher Video

exclusive distributors for **techno film**



SELL, RENT OR EXCHANGE WITHOUT RESTRICTION



PLUS A SENSATIONAL EXCLUSIVE VIDEO SCOOP

CANDID CAMERA

2 HOURS OF HILARIOUS FUN AND LAUGHTER

REMEMBER that highly successful and long running TV series with those crazy situations various members of the unwitting public were subjected to – and we all 'fell about' laughing at their expense. With the very unlikely possibility that the series will ever be re-run on television we have negotiated the copyright for that whole series to be produced for video – **AND ONLY VIDEO.** Now of the many hours available we have compiled, what Peter Dulay and Jonathan Routh consider, the CLASSIC situations to release on the very **FIRST CANDID CAMERA (HIDDEN CAMERA) VIDEO CASSETTE – IT'S AVAILABLE NOW!** Ever since the announcement of the release in the Video press a few weeks ago we have been inundated with orders and enquiries and have stepped up production to meet the demand. Orders are still pouring in and if they continue at the same rate then **CANDID CAMERA CLASSICS** must become one of the most popular video tapes ever produced. **IT'S IDEAL FOR ALL THE FAMILY and even the ICE-BREAKER at PARTIES.** **STOCK IT NOW!** Available for both VHS and BETAMAX.

ALL UK STOCKS AVAILABLE NOW FROM CENTRE VIDEO

WANTED
 DISTRIBUTORS FOR CANDID CAMERA (HIDDEN CAMERA) FOR EUROPE & SCANDINAVIA
 Contact us on the **TECHNOFILM STAND AT VIDCOM 81**

- CENTRE VIDEO French's Avenue, Dunstable Bedfordshire Tel: 0582-608933 ● STARCURVE LIMITED Wholesale Division, 7 Albion Place High Street, South Norwood, London SE25 Tel: 01-653 6581
- S. GOLD AND SONS LTD. 777/779 High Street, Leytonstone London E11 Tel: 01-558 2121 ● PHOENIX FILMS Wholesale Division, 78 Market Street Wigan, Lancs Tel: 0942-46909
- SOLOMON AND PERES 120 Coach Road, Templepatrick Ballyclare, Co. Antrim, Northern Ireland Tel: 08494-32711 ● GLOBAL VIDEO SUPPLIES, 30-50 Ossory Road (Old Kent Road) London SE1. Tel: 01-237 3595
- WYND-UP RECORDS, Video Division, 14 Birch Lane, Longsight, Manchester M13 0MM Tel: 061-224 2823 ● PINNACLE ELECTRONICS LIMITED Video Division, Electron House Cray Avenue, St. Mary Cray, Orpington, Kent Tel: ORPINGTON 27099 ● TOR VIDEO Wholesale Division, 7A High Street, Glastonbury, Somerset Tel: 0458-33600

ALL TECHNO FILM TAPE AVAILABLE FROM US OR APPOINTED WHOLESALERS

Fletcher Video (Dept MV41) Unit 7, Space Way, Pier Road, North Feltham Trading Estate, Feltham, Middl x, Tel: 01-751 2232 Telex: 8814098 Call back COSMOS G

VIDEO FOR LEISURE

THE VIDEO MAGAZINE WITH REAL INFLUENCE

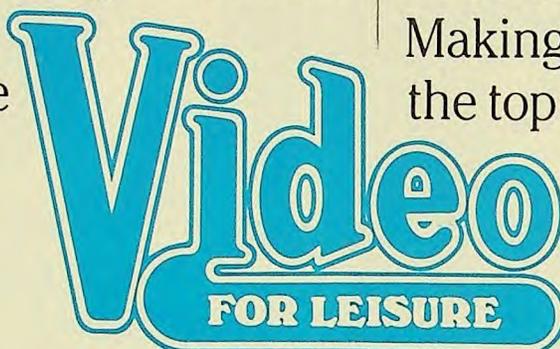
Each month Video for Leisure goes out banded to HiFi for Pleasure, one of the UK's most respected hi-fi magazines, with a current ABC FIGURE OF 39,416.

This means that right from the very first issue Video for Leisure

has been able to provide you, the advertiser, with

1. A guaranteed readership of people interested specifically in home entertainments and
2. An audited circulation figure.

Making Video for Leisure one of the top selling video magazines on the market.



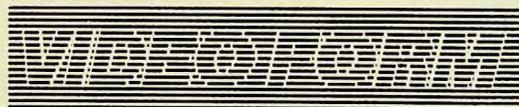
Make sure you're with us in 1982

Contact: Bob Thrussell or Jacky Lilburn on 01-836 1522

"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).



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.

DEALERS: ON THE SCREEN YOU WILL FIND THE TITLES WE DON'T STOCK



Somehow, somewhere, if you dig deep enough, you might unearth a title we don't stock. Nitpickers might find this exercise worthwhile, but if you are the sort of dealer who prefers to spend his time more profitably, you'll find a phone call to us could be to your benefit. We believe our services are simply the best you will find.

We also have something special for **new dealers**. An unbeatable total package to set you on the road.

So call us on our hotline —

01-653 6581

or call in at our warehouse.

Our friendly, helpful staff will be pleased to put you in the picture.

Post this coupon now for catalogue and full information about our service.

Name _____

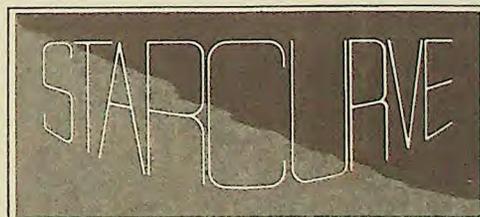
Position _____

Company _____

Nature of business _____

Address _____

Tel: _____



**STARCURVE LIMITED
WHOLESALE DIVISION**

7 Albion Place, High Street,
South Norwood, London SE25.

No wonder Jack Nicholson and the Saul Zaentz company were tickled pink.

Last March THORN EMI Video launched *One Flew Over The Cuckoo's Nest*. A month later it was the No. 1 best selling title in the United Kingdom.

We make no promises if you put your film or programme with THORN EMI Video.

But the Saul Zaentz company aren't the only ones we've pleased.

RKO, Dino De Laurentiis, Thames TV, EMI Films, Hand Made Films, EMI Music and Michael Barratt, are doing very nicely too.

Titles like *The Deer Hunter*, *One Flew Over The Cuckoo's Nest*, *Convoy*, *Death On The Nile*, *The Royal Wedding*, are high in the video charts, thanks to our 6,000 high street outlets.

At least 6 new titles are launched every month.

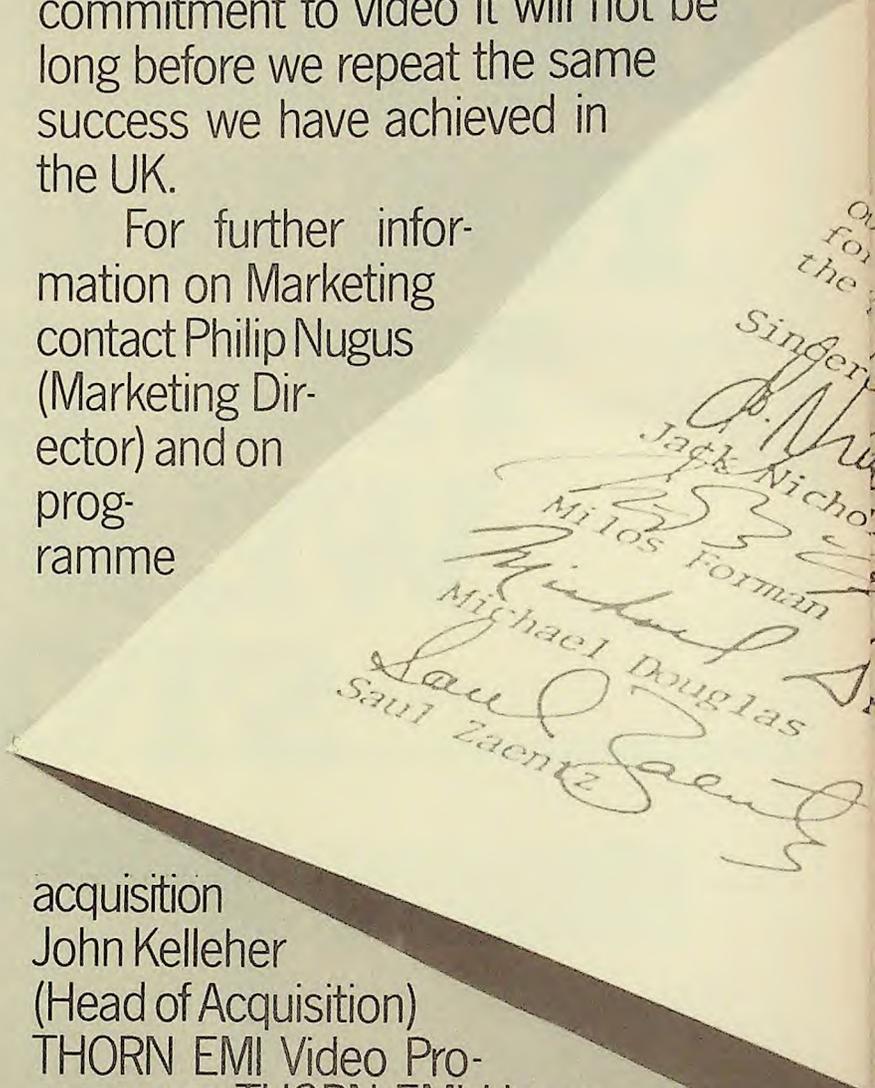
This month alone we've added 34 new titles, supported by £500,000 TV and press advertising.

This Autumn we'll be launching a range of titles all over Europe, Australasia and USA.

With our successful Record Sales Forces, Rental outlets and marketing experience and corporate long term commitment to video it will not be long before we repeat the same success we have achieved in the UK.

For further information on Marketing contact Philip Nugus (Marketing Director) and on programme

acquisition
John Kelleher
(Head of Acquisition)
THORN EMI Video Pro-
grammes, THORN EMI House,
Upper St. Martin's Lane, London
WC2. Tel: 01-836 2444, Telex 263201.



**PUT YOUR FILM WITH
AND IT COULD FLY WITH**

Messrs. Nicholas Bingham and Philip Nugus
Thorn House
Upper St. Martins Lane
London W2
England

Gentlemen:

The news that "Cuckoo's Nest" became the #1 video cassette of
in the United Kingdom came to us through the London office of
The Saul Zaentz Company, and we are thrilled.

As you know, "Cuckoo's Nest" was released theatrically in
1976 to much more than gratifying results and now, 5 years
later, we reach another #1 in the U.K.

Our heartiest congratulations to the THORN-EMI organization
for a magnificent performance. Thanks to all and keep up
good work.

Yours,

son



Leaders in world
home entertainment.
VISIT OUR STANDS
AT VIDCOM.

THORN EMI VIDEO
THE CUCKOO'S NEST.

.. VIDCOM 81 ... VIDCOM 81 ... VIDCOM 81 ... VIDCOM 81 ...

A-Z GUIDE continued

V2000, VHS and Beta formats.

Although long established as a privately owned film lab, it was only four years ago that Marshall Kochman, Kays US-born managing director, felt the lab should make a move into video.

Ron Venis, who is in charge of video operations recalls: "There was a growing demand for tape-to-film transfers and as a piece of celluloid is the end product of the process it seemed the logical way of bringing tape and film together in the lab."

Success in tape duplication followed two years later when Kay clinched a contract with Twentieth Century-Fox to bulk copy the software of Fox's subsidiary, Magnetic Video.

Since then the Kay Duplication Centre has grown appreciably, adding the film libraries of such Hollywood majors as Paramount (CIC Video), Warners (WHV), and Universal (CIC Video). However not all output is Hollywood based and Kay also services both the catalogues of ITC product (Precision Video) and Thorn EMI. In addition to feature films, Kay also duplicates for specialist programme makers such as Michael Barratt.

Representing Kay at Vidcom

on Stand A 109 will be MD Kochman, director of video operations Venis, and marketing director David Clipsham.

In addition to tape-to-film transfers and bulk cassette copying, the Kay team will also be offering services directly related to mastering and duplication including panning and scanning and electronic subtitling which were introduced at MIP '80.

Kay has offices in Paris, Munich and Los Angeles.

LONGMAN GROUP

THE COMPANY is looking for new product, seeking distribution deals and hoping to meet co-production partners. Dan Maddicott, David Risner, Jan Maulden and Richard Howat will all be staying at the RUC Hotel, or can be found on stand A228.

LORIMAR TELEVISION

MANAGING DIRECTOR Ray Lewis is staying at the Majestic Hotel, and attending Vidcom to get new distribution deals and acquire product.

MAGNETIC VIDEO

MAGNETIC VIDEO UK is attending this year, primarily to tell the video business about the recent expansion of the company which has included the opening of what is claimed

to be Europe's largest and most modern duplication plant at Perivale, near London, and the establishment of a major sales and distribution network.

The company is looking for new product and catalogues, either direct or on licence, and will be offering a full range of custom sub-titling, mastering and duplication on VHS, Beta and Video 2000.

Together with its US parent company, Magnetic Video UK will also be looking for overseas distributors for its product.

Delegates Steve Roberts, Alan Kaupe, John Porter, and Jim Howell will all be staying at the Hotel Carlton, or can be found at stand A115.

MIRACLE FILMS

REPRESENTATIVES MR and Ms Michael Myers will be representing Swank Telefilms and Video, and are staying at the Hotel Martinez.

MODMAGS (New name Argus Specialist Publications)

VIDEO TODAY and *Which Video's* representatives are gathering news and information for inclusion in the magazines while the advertising manager will be available for liaising with new and existing clients.

Representatives T. J. Connell (Hotel Des Orangers), C. Wilson (Hotel Athenese, A. Steer (Des Orangers) and N. Wortelhock (Hotel Athenese).

PHILIPS LASERVISION

PAUL BRADLEY, programme manager for LaserVision, is in Cannes to attend the ITA conference and will also take part in programming discussions with current and prospective suppliers of programming material.

He can be contacted at the Philips (France) stand, through Mr Van Zenten.

LWT

THE COMMERCIAL TV franchise holder for the London area at weekends has a wealth of programming material which it aims to exploit for home video and will be showcasing at the exhibition.

POLEROY

DIRECTORS MAX and Yvonne Roman are at Vidcom to sell the films they have acquired the rights to and to buy on behalf of the various clients they represent. They can be found at stand C255 or at the Canberra Hotel.

Poleroy already acquires and sells theatrical films for independent producers and now after 20 years in the entertainment business Max Roman is launching Poleroy Video to acquire video cassette rights to what he describes as "many masterpieces of the international cinema".

"I am convinced there is a large audience in the UK and eventually in other territories for quality films," he adds.

Poleroy's catalogue includes films from Fellini, Antonioni and Visconti such as *La Dolce Vita*, *The Red Desert*, *The Innocent* and *Gallone's Puccini*, as well as more general entertainment such as *The Violent City* with Telly Savalas and Charles Bronson, *The Battle Of El Alamein*, *Marco Polo* and *Ivanhoe*, plus documentaries such as *Mondo Cane*, and *One And Two*.

To expand the catalogue the company has recently acquired *High Ice* with David Janssen for theatrical, non-theatrical and video distribution in a number of territories, *Vincente Minelli's A Matter Of Time* starring his daughter Liza and *Ingrid Bergman* for both theatrical and video distribution in the UK, plus a package of films available for pay cable TV and video cassette in the US.

Max Roman has been a journalist, PR, production assistant, agent and film salesman in Greece, but made a commitment to the UK film industry in 1979, forming Poleroy. Sue Blake is a newly-appointed director of the company.

POLYGRAM VIDEO

THE COMPANY will be using Vidcom as a showcase for all its current product. Representative David Hockman will be staying at the Gray d'Albion in Cannes, and will also be at stand A145.

PRECISION VIDEO

PRECISION INTENDS, via Vidcom, to make known the facilities of the company, and is also looking for selective product. Main purpose is to try and offer certain product available for overseas territories.

Managing director Walter Woyda is staying at the Carlton Hotel and territory manager Ray Silvey at the Mediterranean, and can be found at Stand 216.

RADIALCHOICE GROUP

HAVING LAUNCHED the company's first video record album *Word Of Mouth* by US music video artist Toni Basil, Radialchoice's managing director Simon Lait and head of marketing and promotion Paul Clark are at Vidcom to appoint additional licensees for the programme and can be contacted at La Colombe d'Or, St Paul de Vence. The programme is already licensed to Thorn EMI in Germany and to Powderworks Records and Tapes for Australia, New Zealand and South Africa.

The company is also promoting the services of Radialchoice Distributors, the newly-formed distribution arm of the company and is looking to acquire new video products for distribution. Radialchoice is holding marketing and promotion meetings with existing video distributors and is also aiming to expand the company's broadcast sales.

Radialchoice Distributors has already acquired a keep fit/dance programme with a disco soundtrack for worldwide distribution and broadcast sales, while forthcoming video albums are from Jesse Rae and *Biddy And Eve*, a London-based futurist cabaret duo for whom the company is currently developing a music sit-com TV series.

RANK FILM DISTRIBUTORS

RANK CURRENTLY has 500 film titles — probably more by Vidcom — and Chris Towle will be in Cannes hoping to discuss distribution deals for them. He will be staying at the Hotel Sofitel Mediteranee.

REW VIDEO

THIS LONDON based company specialises in duplication and equipment supplies and will be promoting those services at Vidcom.

SOUTHERN MUSIC PUBLISHING

PUBLISHERS ROY Tempest and Michael Karnstedt will be in Cannes to catch up on all the latest developments in the industry and generally observe proceedings. Both will be staying at the Hotel Beau Jour.

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A-Z GUIDE
continued
on p24

Our quality control.



It works as well for tape as it always has for film.

At Kay Film and Video we hold the human eye in high esteem.

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SEE US AT VIDCOM ON STAND NUMBER A109.

.. VIDCOM 81 ... VIDCOM 81 ... VIDCOM 81 ... VIDCOM 81 ...

A-Z GUIDE continued

STUDIO FILM & VIDEO LAB

IN CANNES to meet video people and promote the facilities offered by their company will be Nikki Crowther and Nick de Rothschild (the latter representing Electronic Publishing).

TALBOT TV

TALBOT TELEVISION'S chief executive Anthony Gruner will be attending Vidcom to arrange distribution deals for Talbot's family series of videos which includes Black Beauty, Swiss Family Robinson and Woodbinda — Animal Doctor. Gruner will also be looking for new product.

TAPE AUTOMATION

ON SHOW at Stand A 442946 will be Tape Automation's fully automatic microprocessor-controlled cassette winding system.

The machine will operate at the rate of 92 tapes an hour for a one-hour programme, and 61 tapes for a two-hour programme.

Demonstrating the machine's

capabilities will be technical director John Gardner, sales director Mark Fisher and development engineer Scott Morgan.

THAMES TV INT'L

SEEKING DISTRIBUTION deals and acquiring product for distribution — particularly in the fields of music and the performing arts — will be Oliver Gamage and Chris Griffiths (Stand A 211 and the Hotel Majestic).

THORN EMI

THIS SOFTWARE heavyweight is aiming at a 15 per cent market share in the UK, reaching 5,800 outlets, by the end of this year. It has reached that stage by adopting an aggressive marketing stance, "moving video from the back street to the high street", using TV advertising and persuading the multiples to become involved.

Titles such as The Deer Hunter and One Flew Over The Cuckoo's Nest have also helped.

Thorn EMI Video Programmes will be represented at Vidcom by deputy chairman Don McLean, managing director Nick Bingham, marketing manager PFI Nugus, international marketing manager Nigel Molden, director of corporate software planning Martin Wesson, director of programmes Garry Pownall,

controller of programmes Peter Morley and head of acquisition John Kelleher.

They can all be found at Stands A224 and B292.

TRILION VIDEO

PRODUCTION DIRECTOR Roy Garner and marketing manager John Edwards, staying at the Montfleury, will be promoting the company's wide-ranging facilities to the industry.

Trilion was formed in 1973, as a result of the acquisition by Trident Studios Group of British Lion Television Services and Colour Television Consultants, and is based in the West End of London, with studio, computerised editing facilities for post-production of tape and film lines to network.

The company's VTR potential is enhanced by the large TV studio nearby the head office which is linked by land lines, and it aims to be as mobile as possible with two mobile camera units, two mobile VTR units, a mobile editing suite and two mini camera units.

Ever since Trilion produced the Bohemian Rhapsody promotion for Queen, the company has enjoyed a special relationship with the music business and specialises in live concerts requiring multi-camera coverage and multi-track sound.

UNITED VIDEO INT'L

UVI PROVIDES a complete

video service for CATV and CCTV outlets in the Middle East. The service annually features over 1,800 hours of feature films, TV series, comedy and sport on video cassette.

Representing the company at Vidcom will be Peter C Funk and Gill Dales who will be on the lookout for new product and hoping to meet hardware manufacturers and distributors plus video cassette duplicators.

VCL VIDEO SERVICES

AT STAND A 129 is VCL which claims to be one of the country's fastest growing independent video operators and which is hoping to impress its presence on worldwide clients at Vidcom.

VCL already has distribution subsidiaries in the US, Norway and West Germany. It has also opened up a new video cassette duplication facility in Oslo which boasts a fully computerised subtitling system and recently opened a new UK duplication facility in London, which has 400 slave VCRs.

Two major coups for the company this year were the acquisition of distribution rights to a range of GTO films including Breaking Glass, Scum, and 40 others in the Hemdale library.

There are now seven video labels under the VCL umbrella each catering for a different area of the market; they are: Picture Time Video, Cinema Features, Superstars On Video, Family Video, Sport On Video, Vintage Classics and 21st Century, a budget label which offers full-length feature films at a retail price of below £20.

Outlining his company's main aims at Vidcom, marketing director Steve Webber says: "We will be looking to license product from our catalogue for international territories, including material from all our different labels, and we will be promoting our new facilities, both in Norway and the UK."

The full VCL team at Vidcom will be Webber, managing director Alan Judd; sales director Mike Cole; director of business affairs Philip Goodhand-Tait; Penny Wolf of export sales and Jenny Frost.

VIDEO FORM

CHAIRMAN WARREN Goldberg is staying at the Carlton Hotel. He is eager to purchase the UK and European rights for feature films, TV specials, cartoons, and so on.

VIDEX

THIS LONDON-based distributor of adult films is seeking distribution deals for the Continent and also offers UK distribution for suitable foreign video material. Director Michael Freeman and William Wright are staying at the Montfleury and can also be contacted at Stand C051.

VIDEO PROGRAMME DISTRIBUTORS

ATTENDING are Brian Payne and Sunil Shah, both of whom

are staying at the Hotel Frantel. The company's Vidcom stand number is B185, and the two representatives are seeking overseas distribution for three videos: Killer's Moon (a thriller by young British writer and director Alan Birkenshaw), Toytown Series (a series of one-hour cassettes) and Tee To Green (a two-hour golf course with British professional Vivien Saunders). The company is also seeking new product for distribution.

VIDEOSPACE

SOUTH LONDON distributor VideoSpace is going through a period of expansion, headed by Tony Halse. It has recently taken on distribution of Brent Walker and Virgin Video product.

VIDEO UNLIMITED

THIS POOLE, Dorset, based-distributor is represented by Barry and Margaret Goddard at Vidcom and is aiming to expand its list of exclusive titles as part of the company's move towards exclusive deals.

The company claims to supply more than 1,000 outlets in the UK, with regular shipment to 20 overseas countries and is interested in worldwide rights to a variety of films.

VIDEOVIEW (London) & VIDEO

AT STAND B168 are Maureen Bartlett (staying at The Suisse), Peter Redford (Savoy) and John Henderson (Savoy). They are attending Vidcom to acquire new product and seek distribution deals for product for which the companies hold world rights.

VISNEWS

PAUL BINSTEAD, who is staying at the Hotel Martinez, is marketing the services of Visnews broadcast facilities, standards conversion and editing facilities.

WALT DISNEY

REPRESENTING THE Walt Disney Telecommunications and Non Theatrical Company are Jim Jimirro and Dominique Bigne, who are staying at the Carlton, and Bob Hendrickson and Terry Byrne who are at the Majestic. The team is at Cannes to promote the launch of the Disney European Video Programme.

WARNER HOME VIDEO

WARNER HOME Video is pioneering a system of software rental based on 28-day renewable leases for the retailer, whereby the company retains ownership of the cassettes.

Warner Home Video is represented in Cannes by managing director Charles Levison, director of operations Geoff Grimes, director of marketing David Rozalla, director of visual programming, Jonathan Clyde and Hilary Wilkinson.



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.. VIDEOM 81 ... VIDEOM 81 ... VIDEOM 81 ... VIDEOM 81 ..

NEW RELEASES		NEW RELEASES	
Title	Company	Title	Company
ALICE DOESN'T LIVE HERE ANYMORE	Warner Home Video	THE ISLAND	Universal/CIC
ALL QUIET ON THE WESTERN FRONT	Precision Video	JAGUAR LIVES	Rank Video Library
A NIGHT AT THE OPERA	MGM/CBS	JAILHOUSE ROCK	MGM/CBS
ANIMALympics	Precision Video	JUNIOR BONNER	Rank Video Library
BADLANDS	Warner Home Video	KILLERS MOON	Distributors
BALTIMORE BULLET	Rank Video Library	LITTLE GODFATHER OF	Video Programme
BEING THERE	MGM/CBS	HONG KONG	Distributors
BEYOND THE POSEIDON ADVENTURE	Warner Home Video	LOVE AND BULLETS	Distributors
THE BIG RED ONE	MGM/CBS	LOVE AT FIRST	Precision Video
THE BIRDS	Universal/CIC	BITE	Guild Home Video
BLOW-UP	MGM/CBS	LOVE LUST, &	Video Programme
THE BLUES BROTHERS	Universal/CIC	ECSTASY	Distribution
BON VOYAGE CHARLIE BROWN	Paramount/CIC	THE LUCKY STAR	Guild Home Video
THE BOYS FROM BRAZIL	Precision Video	MADAME SIN	Precision Video
THE BOYS IN THE BAND	MGM/CBS	MARCH OR DIE	Precision Video
BRINGING UP BABY	THORN/EMI Video	MATILDA	Warner Home Video
THE BUGS BUNNY ROAD RUNNER MOVIE	Warner Home Video	McQ	
THE CANDIDATE	Warner Home Video	MEET ME IN ST LOUIS	CBS
CAPRICORN ONE	Precision Video	MISSION GALACTICA	Universal/CIC
CARRY ON BEHIND	Rank Video Library	MISTER MEN VOL I	Warner Home Video
CASSANDRA CROSSING	Precision Video	MISTER MEN VOL II	Warner Home Video
THE CHAMP	MGM/CBS	THE MUPPET MOVIE	Precision Video
CHILDREN OF THE STONES	Guild Home Video	NIGHT BOMBERS	THORN EMI Video
CHISUM	Warner Home Video	NIGHT MOVES	Warner Home Video
CLOUD DANCER	Guild Home Video	THE NUTCRACKER	MGM/CBS
COMA	MGM/CBS	PADDINGTON'S 2ND	THORN EMI Video
COOL HAND LUKE	Warner Home Video	'ANYWHEN' TV SHOW	
DOG DAY AFTERNOON	Warner Home Video	PRETTY BABY	Paramount/CIC
DOMINIQUE	Guild Home Video	THE PRISONER OF	Warner Home Video
DOMINO KILLINGS	Precision Video	SECOND AVENUE	
DON PASQUALE	Guild Home Video	THE PROFESSIONALS	Guild Home Video
THE EAGLE HAS LANDED	Precision Video	PROPHECY	Paramount/CIC
ELECTRIC LIGHT ORCHESTRA	MGM/CBS	QUADROPHENIA	PolyGram Video
THE ENFORCER	Warner Home Video	RAISE THE TITANIC	Precision Video
ESCAPE FROM ALCATRAZ	Paramount/CIC	RANSOM	Guild Home Video
ESCAPE TO ATHENA	Precision Video	RETURN OF THE PINK	Precision Video
THE EUROPEANS	Limited Home Video Productions	PANTHER	Video Programme
EVERY WHICH WAY BUT LOOSE	Warner Home Video	RETURN OF THE	Distributors
EXORCIST II THE HERETIC	Warner Home Video	TIGER	Video Programme
FAME	MGM/CBS	REVENGE OF THE	Distributors
THE FIENDISH PLOT OF	Warner Home Video	BARBARIANS	Warner Home Video
DR FU MANCHU	Precision Video	RIO BRAVO	
FIREPOWER	Warner Home Video	RISEING DAMP	Precision Video
FLEETWOOD MAC	Warner Home Video	THE RUNNER	Guild Home Video
THE GAUNTLET	Warner Home Video	STUMBLES	Precision Video
THE GREAT RACE	Warner Home Video	SATURN 3	Limited
HAWK THE SLAYER	Precision Video	SCAVENGER HUNT	Home Video
HIGH PLAINS DRIFTER	Universal/CIC	SHAKESPEARE	Producers
HOUSE OF WAX	Warner Home Video	WALLAH	
THE HUNTER	Paramount/CIC		
ICE COLD IN ALEX	Thorn EMI Video		

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THE BUGS BUNNY ROAD RUNNER MOVIE	Warner Home Video	McQ	
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HOUSE OF WAX	Warner Home Video	WALLAH	
THE HUNTER	Paramount/CIC		
ICE COLD IN ALEX	Thorn EMI Video		

New Releases continued in next week's Music & Video Week



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SUPERMAN
THE MOVIE

[Handwritten signature]

16	WALKIN' IN THE SUNSHINE Bad Manners	Magnet MAG 197	41	LOVE HAS COME AROUND/LOVING YOU Donald Byrd	Elektra K 12559	66	NEW DON'T DO THAT Young & Moody Band	Bronze BRO 130
17	SO THIS IS ROMANCE Linx	Chrysalis CHS 2546	42	EVERYBODY SALSA Modern Romance	WEA K 18815	67	GREEN DOOR Shakin' Stevens	Epic EPCA 1354
18	IN & OUT OF LOVE Imagination	R&B RBS 202	43	IF YOU WANT MY LOVIN' Evelyn King	RCA 131	68	I'M LUCKY Joan Armatrading	A&M AMS 8163
19	QUIET LIFE Japan	Hansa/Ariola 6	44	IT WILL BE ALRIGHT Odyssey	RCA 128	69	I'M GONNA LOVE HER FOR BOTH OF US Meatloaf	Epic EPCA 1580
20	WIRED FOR SOUND Cliff Richard	EMI 5221	45	HANGING AROUND Hazel O'Connor	Albion 10N 1022	70	NEW I CAN'T TURN AWAY Savannah	R&B RBS 203
21	NEW OPEN YOUR HEART Human League	Virgin VS 453	46	PLAY TO WIN Heaven 17	Virgin VS 433	71	NEW JUKE BOX HERO Foreigner	Atlantic K11678
22	ORIGINAL BIRD DANCE Electronics	Polydor POSP 360	47	NEW WHEN YOU WERE SWEET SIXTEEN Fureys	Ritz RITZ 003	72	NEW LABELLED WITH LOVE Squeeze	A&M AMS 8166
23	GOOD YEAR FOR THE ROSES Elvis Costello	F. Beat XX17	48	EUROPA & THE PIRATE TWINS Thomas Dolby	Parlophone R 6051	73	KEEPING A RENDEZVOUS Budgie	RCA Budget 3
24	HAND HELD IN BLACK & WHITE Dollar	WEA BUCK 1	49	NEW NIGHTMARE Gillian	Virgin VS 441	74	HOLLIEDAZE Hollies	EMI 5229
25	MAD EYED SCREAMER Creatures	Polydor POSPD 354	50	ONE IN TEN UB40	DEP Int. DEP 2	75	NEW GENIUS OF LOVE Tom Tom Club	Island WIP 6735

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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.

AIE A MWANA , Bananarama, Deram DM1 446	HOLIDAY IN CAMBODIA , Dead Kennedys, Cherry Red, CHERRY 13
ANGELS ON SUNDAY , Matchbox, Magnet MAG 196	IS THERE A REASON , The Mood, RCA, RCA 129
ARTHUR'S THEME (BEST THAT YOU CAN DO) , Christopher Cross, Warner K17848	KIND OF LOVIN' , The Whispers, Solar SO 22
BEGIN THE BEGUINE (VOLVER A EMPEZA) , Julio Iglesias, CBS CBSA 1612	LIVING IN MY LIMOUSINE , Bill Nelson, Mercury, WILL 3
CADILLAC RANCH , Bruce Springsteen, CBS A 15577	MAMA USED TO SAY , Juniors, Mercury, MER 80
DO YOU KNOW , Secret Affair, Eye Spy SEE 10	MOTOWN MIX , RSO 83
HE'S A LIAR , Bee Gees, RSO, RSO81	MYSTERY GIRL , The Dukers, WEA K18867
HOLD ME , B. A. Robertson, Swansong, BAM 1	NEVER MY LOVE , Sugar Minott, RCA RCA 138
	SIGN OF THE TIMES , Bob James, CBS, CBS A 1608
	TELECOMMUNICATIONS , Flock of Seagull, Jive, JIVE 4
	THE FLAME TREES OF THIKA , Video Symphonic, EMI, EMI 5222
	THE JAM WAS MOVING , Debbie Harry, Chrysalis, CHS 2554
	THROUGH BEING COOL , Devo, Virgin, VS 450
	THRU THE TWILITE , Girl, Jet, JET 7014
	WHEN SHE WAS MY GIRL , The Four Tops, Casablanca, CAN 1005

THE DOOLEYS

HIT SINGLE AND I WISH



GT 300

VIDEO

VPD expanding with new label

INDEPENDENT SOFTWARE distributor Video Programme Distributors is expanding in a move to Wembley and taking on more staff. The company is also launching a new label comprising 70 titles not seen before in the UK.

From this month the company will be based in 8,000 square feet of renovated space in Building No 1 on the GEC Estate, East Lane, Wembley (Tel: 01-904 0921).

Peter Horwood has joined VPD as administration manager, having

previously been general manager of the 16mm division of Twentieth Century-Fox. Managing director Brian Payne has also promoted Gordon Smith from sales manager to director of sales. The company is currently recruiting additional reps to cover both North and South of England and the position of marketing manager is expected to be filled shortly.

The new label is Cinehollywood due to be launched in November and will complement Inter-Ocean, Media and Genevieve Promotions already distributed by VPD.

News in brief...

VIDEO CLUB is launching a 64 page colour magazine at the end of this month to be given free to all existing members and to be handed free by retailers to all enquirers. Published quarterly, it will include an explanation of the club facilities and a comprehensive title list... Panelists confirmed for the Video Programming and Marketing Seminar at Videxpo in Florida, November 1-5, will include Harvey Seslowski, president of National Video Clearinghouse, John Sykes, director of promotion at Warner Amex Satellite Entertainment company-MTV, Seth Willinson, vice-president of programming for RCA SelectaVision, and John Ross-Barnard, head of video at BBC Enterprises... CIC Video has moved to 138/139 Piccadilly, London W1 (Tel: 629 7211), home of CIC International BV... VCL Video Services has opened a new video cassette duplication facility in Oslo, Norway, and intends to launch a new range of titles for the Scandinavian market through a deal with 3M Norway... (UK) has appointed two new distributors - Solomon and Peres in Northern Ireland and Magna Video in Eire - for its video, audio and hi-fi products... Newly formed production company WOT Productions, headed by Jacki Thomas and Richard Leyland has decided to market and distribute its recently shot video of the 1981 European Bodybuilding Championships.

Chainton gets new HQ

FACILITIES AND duplication company Chainton Video has recently undergone an expansion which has taken them into the West End of London premises and seen the establishment of a new multiple video copying service under the name Videoprint.

Set up in 1977 by Bob Francis, the company's new premises boast a sales department, showroom, conference facilities, professional and domestic hire as well as facilities for post-production editing.

Videoprint is headquartered at London's Shepherd's Bush and run by Peter Lamb, who was with Rank as sales and marketing manager. The company offers copying on all major formats, mastering from broadcast standard.

Scottish base for Centre Video

FAST EXPANDING video wholesaler Centre Video has opened a subsidiary in Falkirk to supply Scotland.

Centre Video (Scotland) is headed by managing director Ken Blundell and is operating both a cash and carry and delivery service. Supplies are being drawn from Centre's main warehouse at Dunstable, Bedfordshire, on a daily basis, and take in most of the company's range of pre-recorded cassettes and accessories.

Centre Video (Scotland) will open seven days a week from 9am to 8pm, and is at 8 Castings Court, Middlefield, Falkirk.

Edited by DAVID DALTON

TALENT

Edited by CHRIS WHITE

Holly tribute

A TEASER for those who like complicated pop quiz questions could be: "What's the connection between university education, The Ivy League, a mysterious tight fit, a guy who can arrange anything, and Christmas greenery?"

The answer is The Graduates. They are John Carter (ex-Ivy League and Flower Pot Men as guitarist, also writer and producer of Let's Go To San Francisco among other things); Martin Jay (renowned sessions man, currently the vocalist on Tight Fit's single hit and a member of successful group Engima); and Gerry Butler (pianist and/or arranger for the likes of

Bassey, Mathis, Clooney and Eckstine, or latterly Tina Charles, Twiggy, Doonican and the Nolans).

With the clear intention of doing something totally unoriginal they got together to record a Buddy Holly song, and gave Every Day a nice unoriginal rendition, but with full use of up-to-date studio techniques.

Despite its coinciding with Buddy Holly week this single did not set the airwaves or the trade alight, but there has been steadily growing interest in the flip side - a matching track by Carter, written in the style of an Eighties pop song as a tribute to Holly's own music.

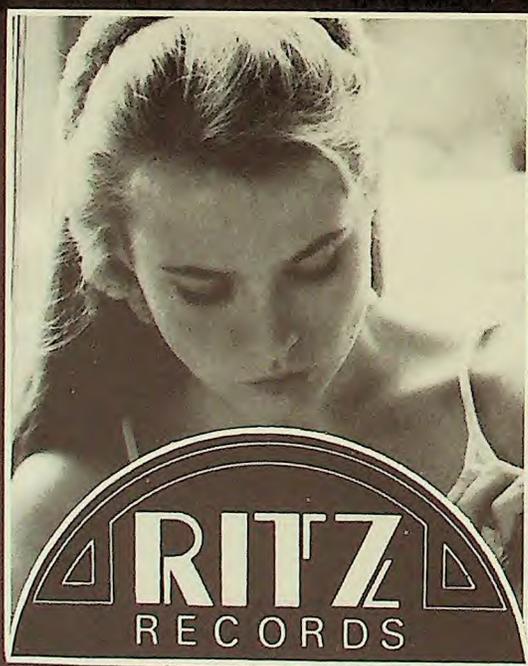
The double A side Every Day c/w I Remember Buddy is on Alacritty (ALA 001), through Spartan.



RENEWING HIS association with Bell Records, which has just released the single *Then She Kissed Me* (Bell 1487), Gary Glitter looks as though she really did, as he celebrates the record's launch at Chelsea's September restaurant. Glitter now records for Eagle Records, but Arista, which recently revived the Bell label, has issued *Then He Kissed Me*, recorded several years ago, following radio interest.

Also pictured are Radio One disc jockey Mike Read, Debbie Harry lookalike Sue Scadding, DJ Emperor Rosko and promotion man Winston Lee.

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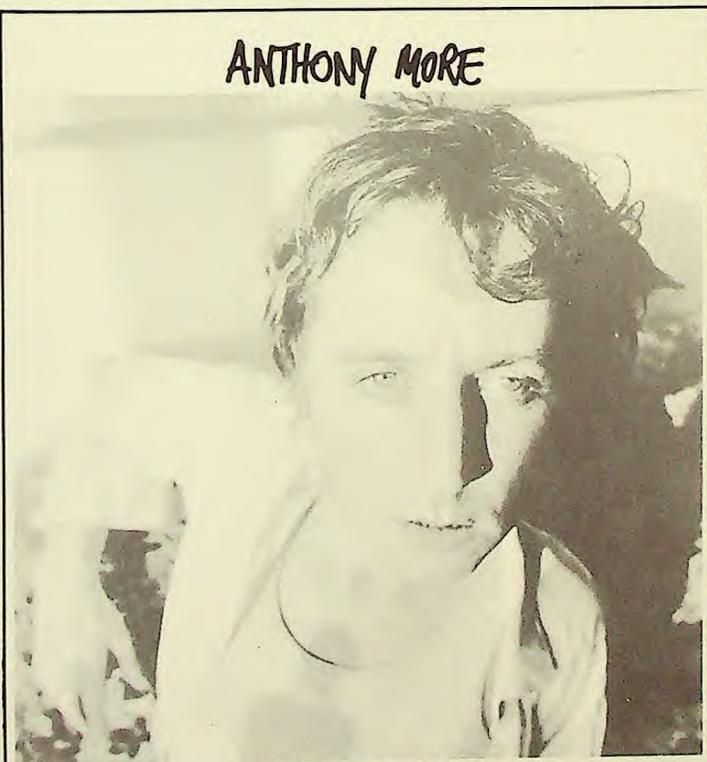
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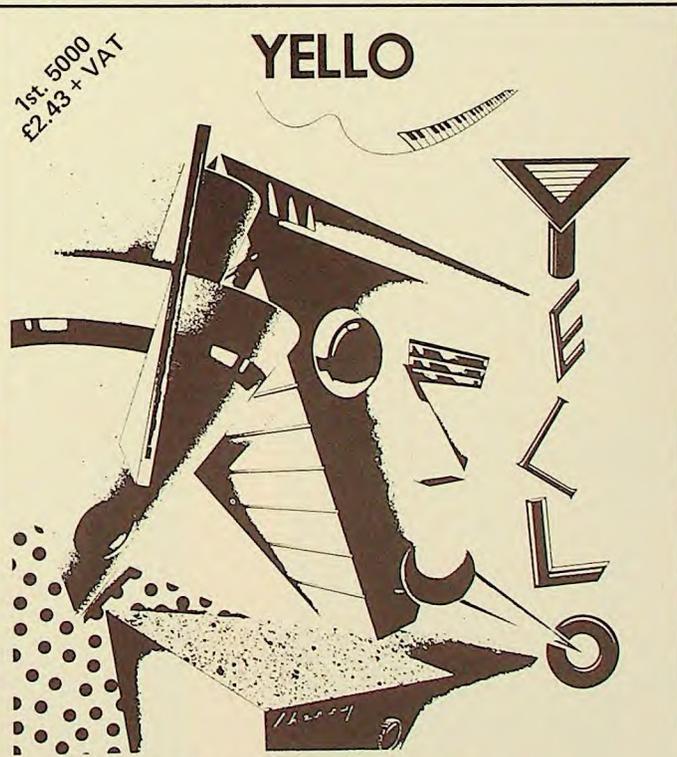
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'She's got a gun'
DUN 13

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16	41	AME MURRAY	Capitol EMTV 31
17	16	LOVE SONGS Ciff Richard	EMI EMTV 27
18	17	SECRET COMBINATION Randy Crawford	Warner Brothers K 56904
19	20	BAT OUT OF HELL Meat Loaf	Epic/Cleveland International EPC 82419
20	15	TIME Electric Light Orchestra	Jet JETLP 236
21	10	WALK UNDER LADDERS Joan Armatrading	A&M AMLH 64876
22	21	BLACK & WHITE Pointer Sisters	Planet K 52300
23	14	PENTHOUSE & PAVEMENT Heaven 17	Virgin V 2208
24	32	THE GARDEN John Foxx	Virgin V2194
25	23	DURAN DURAN Duran Duran	EMI EMC 3372
26	24	NINE TONIGHT Bob Seger Silver Bullet Band	Capitol ESTSP 23
=26	19	MICHAEL SCHENKER GROUP Michael Schenker Group	Chrysalis CHR 1336
28	30	MAKIN' MOVIES Dire Straits	Vertigo 6359 034
29	40	CALIFORNIA DREAMIN' Various	K-tel NE 1126
30	34	ASSEMBLAGE Japan	Hansa/Arila 1
31	22	PRESENT ARMS UB40	DEP Int. LPDEP 1
32	39	ROCK CLASSICS LSO/Royal Choral Society	K-tel ONE 1123
33	36	YOU COULD HAVE BEEN WITH ME Sheena Easton	EMI EMC 3378

49	35	PHLENDUERS II Pretenders	Real SRK 3572
50	75	JAZZ SINGER Neil Diamond	Capitol East 12120
51	68	TRAVELLOGUE Human League	Virgin V 2160
52	65	KILIMANJARO Teardrop Explodes	Mercury 6359035
53	57	GUILTY Barbra Streisand	CBS 86122
54	47	BUCKS FIZZ Bucks Fizz	RCA RCALP 5050
=54	58	CHRISTOPHER CROSS Christopher Cross	Warner Brothers K 56789
56	63	BEATLES BALLADS Beatles	Parlophone PCS 7214
57	NEW	SONGS IN THE ATTIC Billy Joe	CBS CBS 86273
58	69	SINGING OFF UB 40	Graduate GRADLP 2
59	66	20 GOLDEN GREATS Beach Boys	Capitol EMTV 1
60	53	SHOT OF LOVE Bob Dylan	CBS 86178
61	NEW	LOVE IS... Various Artists	K-tel NE 1129
62	38	BACK TO THE SIXTIES Tight Fit	Jive HIP 1
63	45	THE RIVER Bruce Springsteen	CBS 86510
64	81	COVER PLUS Hazel O'Connor	Albion ALB 108
65	52	VIENNA Ultravox	Chrysalis CHR 1296
66	42	FACE VALUE Phil Collins	Virgin V 2185
67	NEW	LORD UPMINSTER Ian Dury	Polydor POLD 5042

83	91	THE PLATINUM ALBUM Various	K-tel NE 1134
84	72	JU JU Siouxie and The Banshees	Polydor POLS 1034
85	95	20 GOLDEN GREATS Diana Ross	Motown EMTV 21
86	43	ASSAULT & BATTERY Rose Tattoo	Carrere CAL 127
87	99	ORGANISATION Orchestral Manoeuvres In The Dark	Dindisc DID 6
88	76	DARK SIDE OF THE MOON Pink Floyd	Harvest SHVL 804
89	61	T. REX IN CONCERT Marc Bolan	Marc ABOLAN 1
90	NEW	LOVE BYRD Donald Byrd	Elektra K 52301
91	NEW	MOTORHEAD Motorhead	Ace WIK 2
92	89	IF YOU WANT BLOOD YOU'VE GOT IT AC/DC	Atlantic K 50532
93	94	KIM WILDE Kim Wilde	RAK SRAK 544
94	74	TILT Cozy Powell	Polydor POLD 5047
95	83	BOY U2	Island ILPS 9646
96	NEW	PRESENT ARMS IN DUB UB40	DEP Int'l LPS DEP 2
97	64	ALLIED FORCES Triumph	RCA RCALP 6002
98	96	CATS Various	Polydor CATX 001
99	100	CHARIOTS OF FIRE Vangelis	Polydor POLS 1026
100	98	4 SYMBOLS Led Zeppelin	Atlantic K 50008

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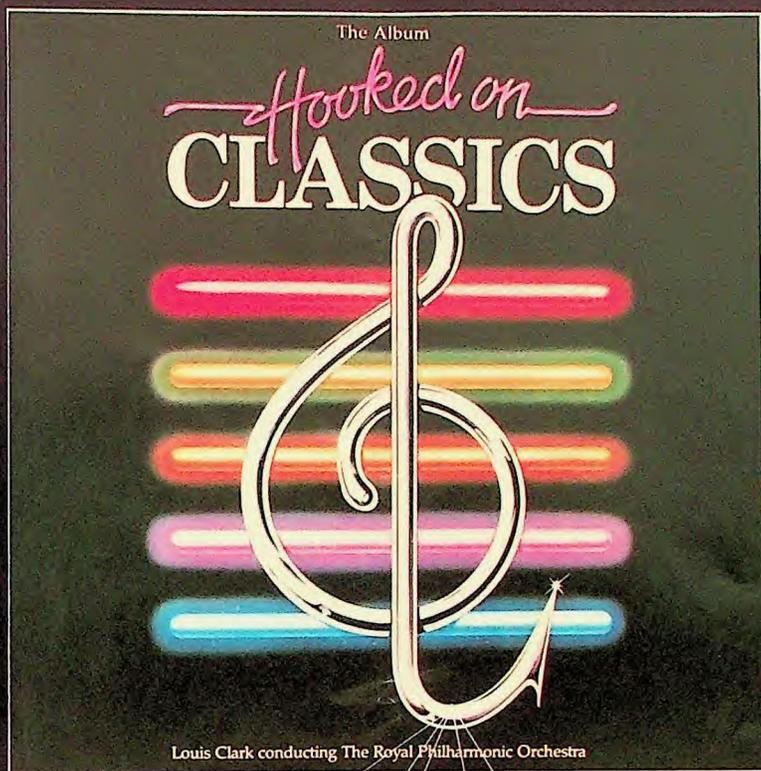
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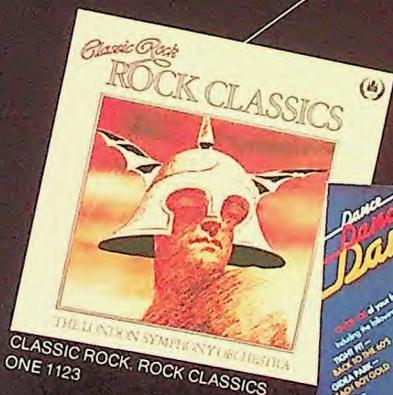
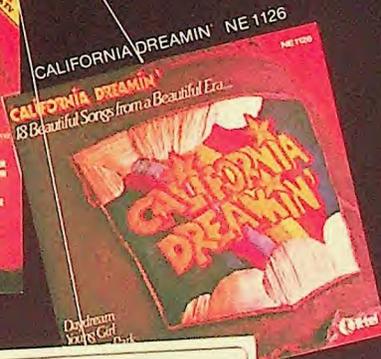


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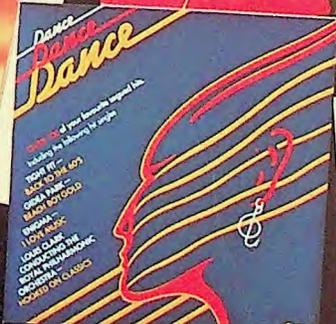
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DANCE, DANCE, DANCE NE 1143



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 — 1 — RE-ENTRY

This Week	Last Week	Wks on Chart	TITLE/Artist (producer)	Label number	This Week	Last Week	Wks on Chart	TITLE/Artist (producer)	Label number
1			GHOSTS IN THE MACHINE Police (Police/Hugh Padgham)	A & M AMLK 63730 (C) C: KM 63730	52	65	23	KILIMANJARO Teardrop Explodes (Chameleons/Langer/Winstanley/Howlett)	Mercury 6359035 (F) C: 7150035
2	2	4	SUPER HITS 1 & 2 Various	Ronco RTL 2058 (B)	53	57	53	GUILTY Barbra Streisand (Gaulten/Richardson/Gibb)	CBS 86122 (C) C: 40 86122
3	1	3	ABACAB Genesis	Charisma CBR 102 (F) C: CBRC 1021	54	47	10	BUCKS FIZZ Bucks Fizz (Andy Hill)	RCA RCALP 5050 (R) C: RCAF 5050
4	7	4	SHAKY Shakin' Stevens (Stuart Colman)	Epic EPC 10027 (C) C: 40-10027	54	58	34	CHRISTOPHER CROSS Christopher Cross (M. Omartian)	Warner Brothers K 56789 (W) C: K4 - 56789
5	11	2	IF I SHOULD LOVE AGAIN Barry Manilow (Barry Manilow)	Arista BMAN 1 (F)	56	63	7	BEATLE BALLADS Beatles	Parlophone PCS 7214 (E) C: TC-PCS 7214
6	5	4	HOOKED ON CLASSICS Louis Clark/Royal Philharmonic Orchestra (Jarratt/Heedman)	K-tel ONE 1146 (K)	57			SONGS IN THE ATTIC Billy Joel (Phil Ramone)	CBS CBS 85273 (C) C: 40 85273
7	3	5	DEADRINGER Meat Loaf	Epic/Cleveland Int. EPC 83645 (C) C: 4083645	58	69	56	SIGNING OFF UB 40 (Bob Lamb/UB 40)	Graduate GRADLP 2 (SP) C: GRADC 2
8	4	3	WIRED FOR SOUND Cliff Richard	EMI EMC 3377 (E) C: TC-EMC 3377	59	66	11	20 GOLDEN GREATS Beach Boys	Capitol EMTV 1 (E) C: TC EMTV 1 2123
9			MADNESS 7 Madness (Clanger/Winstanley)	Stiff SEEZ 39 (C) C: ZSEEZ 39	60	53	7	SHOT OF LOVE Bob Dylan (Blackwell/Dylan/Plotkin)	CBS 85178 (C)
10	6	5	TATTOO YOU Rolling Stones (Glimmer Twins/Kimsey)	Rolling Stones CUNS 39114 (E) C: TC-CUNS 39114	61			LOVE IS ... Various Artists	K-tel NE 1129 (K) C: CE 2129
11	9	2	DENIM & LEATHER Saxon (Nigel Thomas)	Carrere CAL 128 (W)	62	38	3	BACK TO THE SIXTIES Tight Fit (Ken Gold)	Jive HIP 1 (C) C: HIPC 1
12	8	4	RAGE IN EDEN Ultravox	Chrysalis CDL 1338 (F)	63	45	50	THE RIVER Bruce Springsteen (Bruce Springsteen)	CBS 88510 (C) C: 40-88510
13	12	4	CELEBRATION Johnny Mathis	CBS 10028 (C) C: 40-10028	64	81	5	COVER PLUS Hazel O'Connor	Albion ALB 108 (SP) C: CALB 108
14	13	4	BEAT THE CARROTT Jasper Carrott	DJM DJF 20575 (C) C: DJH 20575	65	52	38	VIENNA Ultravox (Conny Plank/Ultravox)	Chrysalis CHR 1296 (F) C: ZCHR 1296
15	18	4	HITS RIGHT UP YOUR STREET Shadows	Polydor POLD 5048 (F) C: POLDC 5046	66	42	22	FACE VALUE Phil Collins (Phil Collins/H. Padgham)	Virgin V 2185 (C) C: TCV 2185
16	41	2	VERY BEST OF ANNE MURRAY Anne Murray	Capitol EMTV 31 (E)	67			LORD UPMINSTER Ian Dury (Sly & Robbie)	Polydor POLD 5042 (F) C: POLDC 5042
17	16	15	LOVE SONGS Cliff Richard (Various)	EMI EMTV 27 (E) C: TC-EMTV 27	68	71	4	STANDING TALL Crusaders	MCA MCF 3122 (C)
18	17	22	SECRET COMBINATION Randy Crawford (Tommy Lipuma)	Warner Brothers K 56904 (W) C: K4-56904	69	56	10	BELLA DONNA Stevie Nicks (Jimmy Iovine/Tom Petty)	WEA K 99169 (W)
19	20	135	BAT OUT OF HELL Meat Loaf (Todd Rundgren)	Epic/Cleveland Int. EPC 82419 (C) C: 40-82419	70	62	23	BAD FOR GOOD Jim Steinman (Todd Rundgren/Jim Steinman)	Epic/Cleveland EPC 84361 (C)
20	15	10	TIME Electric Light Orchestra (Jeff Lynne)	Jat LP 236 (C) C: JETCA 236	70	78	23	DISCO DAZE & DISCO NITES Various	Ronco RTL 2056 (B)
21	10	5	WALK UNDER LADDERS Joan Armatrading	A&M AMLH 64876 (C)	72	50	3	NIGHT FADES AWAY Nils Lofgren	Backstreet MCF 3121 (C) C: MCF3 3121
22	21	7	BLACK & WHITE Pointer Sisters	Planet K 52300 (W)	73	60	15	BEST OF MICHAEL JACKSON Michael Jackson	Motown STMR 9009 (E) C: TC-STMR 9009
23	14	3	PENTHOUSE & PAVEMENT Heaven 17	Virgin V 2208 (C)	74			FRESH QUOTA Status Quo	PRT DOW 2 (A)
24	32	2	THE GARDEN John Foxx (John Foxx)	Virgin V2194 (C) C: TCV2194	75	46	48	HOTTER THAN JULY Stevie Wonder (Stevie Wonder)	Motown STMA 8035 (E) C: TC-STMA 8035
25	23	16	DURAN DURAN Duran Duran (Colin Thurston)	EMI EMC 3372 (E) C: TC-EMC 3372	76	73	6	BREAKING AWAY Al Jarreau	Warner Brothers K 56917 (W)
26	24	3	NINE TONIGHT Bob Seger Silver Bullet Band	Capitol ESTSP 23 (E)	77	77	8	REPRODUCTION Human League	Virgin V 2133 (C)
26	19	4	MICHAEL SCHENKER GROUP Michael Schenker Group	Chrysalis CHR 1336 (F)	78	86	2	SNAZ Nazareth (John Punter)	NEMS NELD 102 (SO/L)
28	30	50	MAKIN' MOVIES Dire Straits (Jimmy Iovine/Mark Knopfler)	Vertigo 6359 034 (F) C: 7150 034	78	59	16	NO SLEEP TIL HAMMERSMITH Motorhead (Vic Malle)	Bronze BRON 535 (F) C: BRONC 535
29	40	7	CALIFORNIA DREAMIN' Various	K-tel NE 1126 (K) C: CE 2126	80	70	10	PIRATES Ricky Lee Jones	Warner Bros K 56816 (W) C: 456816
30	34	3	ASSEMBLAGE Japan	Hansa/Ariola 1 (F)	81	67	12	FOUR Foreigner (Robert John Lange)	Atlantic K 50796 (W)
31	22	19	PRESENT ARMS UB40 (UB40)	Dep Int. LPDEP 1 (SP) C: CADEP 1	82	48	4	EXIT Tangerine Dream	Virgin V 2212 (C)
32	39	11	ROCK CLASSICS LSO/Royal Choral Society (D. Reedman/J. Jarratt)	K-tel ONE 1123 (K) C: CE 2123	83	91	2	THE PLATINUM ALBUM Various	K-tel NE 1134 (K) C: CE 2134
33	36	2	YOU COULD HAVE BEEN WITH ME Sheena Easton (Christopher Neil)	EMI EMC 3378 (E) C: TC-EMC 3378	84	72	16	JU JU Siouxsie & The Banshees (Nigel Gray/Siouxsie & The Banshees)	Polydor POLS 1034 (F) C: POLSC 1034
34	33	46	KINGS OF THE WILD FRONTIER Adam & The Ants (Chris Hughes)	CBS 84549 (C) C: 40-84549	85	95	10	20 GOLDEN GREATS Diana Ross	Motown EMTV 21 (E) C: TC-EMTV 21
35	26	4	STARS ON 45 VOL. 2 Star Sound	CBS 85181 (C)	86	43	3	ASSAULT & BATTERY Rose Tattoo	Carrere CAL 127 (W)
36	29	5	SONS AND FASCINATION/SISTERS FEELINGS CALL Simple Minds (Steve Hillage)	Virgin 2207 (C) C: TCV 2207	87	99	2	ORGANISATION Orchestral Manoeuvres In The Dark	Dindisc DID 6 (C) C: DIDC 6
37	31	3	DANCE DANCE DANCE Various	K-tel NE 1143 (K)	88	76	7	DARK SIDE OF THE MOON Pink Floyd	Harvest SHVL 804 (E) C: TC-SHVL 804
38	54	20	ANTHEM Toyah (Nick Tauber)	Safari VOOR 1 (SP) C: VOORC 1	89	61	5	T. REX IN CONCERT Marc Bolan	Marc ABOLAN 1 (P)
39	28	5	DANCE Gary Numan	Beggars Banquet BEGA 28 (W) C: BEGC 28	90			LOVE BYRD Donald Byrd (Isaac Hayes)	Elektra K 52301 (W) C: K 452301
40	37	69	WAR OF THE WORLDS Jeff Wayne's Musical Version	CBS 96000 (C) C: 4096000	91			MOTORHEAD Motorhead (Speedy Keen)	Aca WIK 2 (P)
41			DISCIPLINE King Crimson (Crimson & Rhett Davies)	EG/Polydor EGLP 49 (F) C: EGLPC 49	92	89	6	IF YOU WANT BLOOD YOU'VE GOT IT AC/DC	Atlantic K 50532 (W) C: Atlantic K 50532
42	43	4	HAPPY BIRTHDAY Altered Images	Epic EPC 84893 (C)	93	94	14	KIM WILDE Kim Wilde (Ricky Wilde)	RAK SRAK 544 (E)
43	25	3	GLORIOUS FOOL John Martyn	Geffen K 99178 (W)	94	74	4	TILT Cozy Powell	Polydor POLD 5047 (F)
44	55	10	OFFICIAL BBC ALBUM OF THE ROYAL WEDDING BBC REP 413 (A) C: ZCH 413		95	83	7	BOY U2	Island ILPS 9646 (E) C: ZC1 9646
45	49	7	LEVEL 42 Level 42	Polydor POLS 1036 (F) C: POLSC 1036	96			PRESENT ARMS IN DUB UB40	DEP Int'l LPS DEP2 (C) C: CAS DEP2
46	51	22	HI INFIDELITY Reo Speedwagon (Beamish/Cronin/Richrath)	Epic EPC 84700 (C) C: 4084700	97	64	2	ALLIED FORCES Triumph (Triumph for Attic Records)	RCA RCALP 6002 (R)
47	27	3	ANGELIC UPSTARTS Angelic Upstarts	Zonophone ZEM 102 (E) C: ZEM 102	98	96	11	CATS Various (Andrew Lloyd Webber)	Polydor CATX 001 (F) C: CATXC 001
48	79	10	RUMOURS Fleetwood Mac	Warners Bros. K 56344 (W) C: 456344	99	100	27	CHARIOTS OF FIRE Vangelis (Vangelis)	Polydor POLS 1026 (F)
49	35	9	PRETENDERS II Pretenders (Chris Thomas)	Real SRK 3572 (W)	100	98	10	4 SYMBOLS Led Zeppelin	Atlantic K 50008 (W)
50	75	46	JAZZ SINGER Neil Diamond (Bob Gaudio)	Capitol East 12120 (E) C: TCEAST 12120					
51	68	10	TRAVELOGUE Human League (Human League)	Virgin V 2160 (C)					



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'TESHAWNA'

c/w

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'DON'T STOP ME NOW'

MCAT 752

taken from their forthcoming album

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MCG 4018



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TO YOU'**

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MCA 744

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ANDERSON, Laurie OH SUPERMAN/Walk The Dog (Warner Brothers)
ASWAD WAYS OF THE LORD/Lord Of The Dub (CBS)
ATLANTICS STACKS OF SOUL/Instr. (Mean)
AYRES, Pam PLEASE WILL YOU TAKE YOUR CHILDREN HOME .../The Ballad ... (Dolphin)

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OCTOBER 9, 1981

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MM2
CR 24

P
C/CR

CHEETAH SPEND THE NIGHT/I'm Yours (Epic)
CHEGWIN, Keith MORE TO LOVE/Night After Night (Secret)
COLORADO BOOGIE GRASS SATURDAY NIGHT/Love Is Like An Echo (Big R)
COOPER, Dolly MY MAN/Ay La Bah (Ace)

EPCA 1646
SHH 121
BRS 05
NS 72

C
SO
P
P

DRAGONI BROTHERS DANCE LITTLE BIRDIE/Wooden Heart (Neat)

PIC 1

P

ELO TWILIGHT/Julie Don't Live Here (Jet)
EVANS, Victor Romero I NEED A GIRL TONIGHT/Two-Timing (Epic)
EXPLOITED AND ANTI PASTI DON'T LET 'EM GRIND YOU DOWN/iba (Superville)

JET 7015
EPCA 1647
EXP 1003

C
P
C

FASSBENDER/RUSSELL MERRY GO ROUND/Reasons To Be Wite (CBS)
FERGUS (LET'S GO) DANCE IN THE MOONLIGHT/Cocoon Tune (Loopy)

CBSA 1619
LOOP 1

C
P

JOHNNY MARS BAND BORN UNDER A BAD SIGN/Horses And Places (Ace)
JUDGE DREAD RUB A DUB/The Dread Stakes (Creole)

NS 73
CR 25

P
C/CR

KOOL AND THE GANG STEPPIN' OUT/Friends (De-Lite)

DE 4/DEX 4

F

LINDT, Virna YOUNG SMO HIP/The Dossier On Virna Lindt (Compact)
LIQUID GOLD ONE OF US FELL IN LOVE/Instr. (Polo)
LOFGREN, Nils NIGHT FADES AWAY/Anytime At All (MCA)

ACT 3
POLO 12 15
MCA 749

RT/P
C/CR
C

McINNES, Alyson JUMP SHOUT BOOGIE/Spiderwoman (Happy Face)

MM 132

NELSON, Willie/Johnny Gimble ON THE ROAD AGAIN/Jumpin' Cotton-Eyed Joe (CBS)

CBSA 1632

C

ORCHESTRAL MANOEUVRES IN THE DARK JOAN OF ARC/The Romance Of The Telescope (DinDisc)
OSBOURNE, Ozzy FLYING HIGH AGAIN/Don't Know (Jet)

DIN 36
JET 12107

C
C

REALITY STAND UP AND BE COUNTED/Monday Morning Feeling/Tell Me
What's Going On In Your Mind (MCA)
REPRO REPRO 80/It's Not Like Hymn (Stage One)
RIOT OUTLAW/Rock City (Live)
RUSH TOM SAWYER/A Passage To Bangkok (Mercury)
RUSH TOM SAWYER/A Passage To Bangkok/Red By Barchetta (Mercury)

MCAT 750
EYE 100
Elektra K 12565
EXIT 7
EXIT 12

C
P
W
F
F

SACRIFICE DREAMING OF YOUR LOVE/Lover Dub (S&G)
SLOW TWITCH FIBRES THIS IS YOUR LUNCH (Let's Face) The Music And Dance (Rialto)

SG 9
12 RIA 1

P
P

TANK DON'T WALK AWAY/Shell Shock/Hammer On (Kamafagel)

KAM 1

P

VAN DROSS, Luther SUGAR AND SPICE/Don't You Know That (Epic Blue)

EPCA 1662

C

WAHI SOMESAY/Forget The Down (Eternal)
WALTERS, Trevor LOVE ME TONIGHT/Dub Me Tonight (Magnet)

SIMEY 1
12 MAG 198

W
E

Distributor Code

(Singles & LPs)

A - PRT/Pye
B - Ronco
C - CBS
D - Arcade
E - EMI
F - PolyGram
FP - Faulty
G - Lightning
H - H. R. Taylor
I - Indies
K - K-tel
L - Lugtons
M - Multiple Sound
MR - Midland
MW - Making Waves
P - Pinnacle
PK - Pickwick
R - RCA
RT - Rough Trade
SO - Stage One
SP - Spartan
T - Trojan
W - WEA
WU - Wynd Up
X - Clyde Factors
Y - Relay
Z - Enterprise

12" singles
brackets

Total releases 40

NEW ALBUMS

MUSIC & VIDEO WEEK OCTOBER 10, 1981

TIP SHEET

Edited by
SUE FRANCIS

OCTOBER 9, 1981

Geffen man visits UK

JOHN KALODNER, executive for David Geffen's Geffen Records has been in the UK on one of his regular trips looking for talent for his label.

Kalodner's expertise lies in the identification and nurturing of great rock bands (Foreigner was his discovery to name only one.) Thus his continuing interest in the UK. But he warns that bands and companies alike must, if they're interested in the US market, get to know what the kids are buying and work towards that end. "In the States, unlike here, the kids are the final A&R people. You cannot hype records because even with bought airplay, the kids won't buy a record unless they like it."

And, he says, what the US is into musically is great songs with superb musicianship and production. "Bands like the Pretenders and the Police have found that out. Def Leppard and the Squeeze can get it right. Americans are very song-oriented and the British should look and see that the rock bands who make it do so with hit commercial songs which are well-produced."

He points to the US album chart with words of encouragement, noting that the producers of the great bands are often British (Chris Kinsey, Mike Stone, Roy Thomas Baker, Mike Chapman and Robert John Lange "who is South African but lives in Britain"). "And there are still many British bands charting, who put value into making records for our market," he explains. "They're successful because they are still trying to give us what the kids want."

With the distribution of Geffen Records now with CBS (from WEA) outside the US and with Kalodner's regular talent trips to the UK, the company considers this country very important. "All our new recording artists will start by touring Europe first. We want them to spend time in Britain. How can American artists expect to be successful elsewhere, if the kids do not have a chance to see them?" he says.

What Kalodner offers young bands here is studio and rehearsal time and demo facilities. Luckily the company can afford to do this in an economically difficult time for the industry but he says whatever the situation, "it is vital to develop young musicians. They are the life blood of the industry".

The first releases we'll hear from the Geffen label in the new year will be from one of several new bands - Quarterflash, Asia or Sammy Hagar. They also have on the roster John Hiatt and Rick Ocasek (leader of The Cars recording solo for Geffen). Joni Mitchell, after her next LP, will move to the company and there are, it seems, several more Lennon tapes recorded but whether they get a release is up to Yoko. Kalodner is also working with four or five brand new acts which will come out when they are ready.

CONTACT: John Kalodner, 9126 Sunset Blvd., Los Angeles 90069. Tel: (213) 278 9010 or in New York (212) 484 7170 or via CBS, Soho Square, London when he is about.

IJF jazz contest kicks off in Poland

THE FIRST IJF (International Jazz Federation) jazz competition will take place in April 1982 during the 19th Jazz nad Odra festival in Wroclaw, Poland. Young Jazz groups from all over Europe under the age of 30 are invited to enter and the first selection will be on the basis of a cassette recording by each group. The semi-finals and finals will be held in Wroclaw and each group will perform live in front of an audience and an international jury. The prizes include paid appearances at other European jazz festivals, a recording contract, concert tours and cash awards. The competition is arranged by the IJR in conjunction with the Polish Students Union and the Polish Jazz Society.

CONTACT: Charles Alexander, president, IJF, 35 Great Russell Street, London WC1. Tel: (01) 580 8532.

Stage Coach hunt talent

STAGE COACH Records, with a switch in distribution from Pinnacle to PRT, is now actively looking for new talent for the label. Says director Barry Collings, "I would like any new groups or artists who think they have talent to send a tape to us. Likewise, any producers who have finished masters and are looking for a hard grafting company to place them with - we may well be the ones."

Another division of the Stage Coach Group of companies is Stage Coach Music. Their publishing wing we're told is busy signing up "excellent" writers but again "there are still avenues open in this respect for any people who think they can write hit songs", adds Collings whose first signings include Ray Dorset & Mungo Jerry.

CONTACT: Barry Collings, Stage Coach Records and/or Music, 15 Claremont Road, Westcliff on Sea, Essex. Tel: (0702) 43464/47343.

Artist	Title	Label	Cat. No. Cass No.	Dealer Price	Dist. Code
THE AT'S BAUHAUS	THE AT'S MASK	Rialto Beggars Banquet	ALTO 104 BEGA 29	£3.04 £2.44	A W
BELFONTE, Harry BILK, Acker	LOVIN' YOU IS WHERE I BELONG THE MOMENT I'M WITH YOU	CBS	85254 FC 37489	£2.44 £2.92	W C
BOBBY BLUE BAND BOYS OF THE LOUGH	WOKE UP SCREAMING IN THE TRADITION	PRT	N141 ZCN 141 CH 41	£3.07 £3.07	A A
CAMBRIDGE YOUTH CHOIR CARLOS, Roberto	A SONG FOR ALL SEASONS ROBERTO CARLOS	Ace Topic	— —	— —	— —
CLIMAX BLUES BAND	LUCKY FOR SOME	Plant Life CBS	— 85267	— £2.92	— C
DOOLEYS	SECRETS	Warners	ARC 37450 K 56962	£2.92 £3.04	C W
DRAMATIS	FOR FUTURE REFERENCE	GTO	GTLP 048 GTMC 048	£2.92 £2.92	C
DREAD, Judge DYNASTY	RUB-A-DUB THE SECOND ADVENTURE	Rocket	TRAIN 18 SHUNT 14 CRX3 K52306	£3.04 £3.14	F F
GAYLE, Crystal	HOLLYWOOD/TENNESSEE	Creole Solar	— —	— —	C/CR —
GIRL	WASTED YOUTH	CBS	85171 FE 37438	£2.92 £2.92	C
GUITAR WATSON, Johnny	THE VERY BEST OF . . .	Jet	JETLP 238 JET 7015 DJF 20576	£2.43 £2.43	C C
HANCOCK, Herbie	MAGIC WINDOWS	DJM	—	—	C
HONKY TONK FREEWAY HORNE, Lena	SOUNDTRACK THE LADY AND THE MUSIC	CBS UA	85144 FC37387 EST 12160	£2.92 £2.92 £3.04	C C E
IMAGINATION	BODY TALK	Quest	K66108	£4.87	W
JUICE ON THE LOOSE	JUICE ON THE LOOSE	R 'n' B	RBLP 1001 ZCRB 1001	£3.25 £3.25	A A
KLUGH, Earl KNIGHT, Gladys AND THE PIPS	CRAZY FOR YOU TOUCH	Chiswick	JOOS 1A	—	P
LITTLE JUNIOR PARKER AND THE BLUE FLAMES	WANNA RAMBLE	UA (Import) CBS	LBG 30529 84908 FC 37086	— £2.92 £2.92	E C C
MACCALMANS MARLEY, Bob	LIVE CHANCES ARE . . .	Ace	CH42	—	P
VARIOUS	MASTERMIXERS	Macs WEA	— K99183 K499183	— £3.04 £3.04	— W W
McCOY, Tymer	LA LAYENDA DE LA HORA LIKE SHERRY WINE	Creole	CRX 4 CRXC 4	— —	C/CR C/CR
MELLY, George	MEMORIAL ALBUM FOR JOHNNY ACE COUP DE GRACE	CBS	85143 FE 37375 N 140 ZCN 140 CH40	£2.92 £2.92 £3.07 £3.07	C A A
JOHNNY ACE	WORLD SERVICE BIG SKY GAMESTERS, PICKPOCKETS AND HARLOTS ON THE ROCKS ALL MY REASONS STEP BY STEP	PRT	—	—	A
MINK DE VILLE	THE SARG RECORD'S STORY WILD AND BEAUTIFUL TORCH	Ace	—	—	P
MORE, Anthony THE NECESSARIES OLD SWAN BAND	THE RETURN OF THE GIANT SLITS EVERLASTING LOVE SPOTLIGHT ON AL GREEN SPOTLIGHT ON BUFFY ST MARIE SPOTLIGHT ON DONOVAN	Atlantic	K50833 K450833 RIDE 7 FRK3753	£3.04 £3.04 £3.20 £3.04	W W C W
BYRON BAND POINTER, Noel EDDIE RABBITT	THE SARG RECORD'S STORY WILD AND BEAUTIFUL TORCH	Do It Fire Dingles	—	—	SP
VARIOUS SILLY WIZARD SIMON, Carly	THE SARG RECORD'S STORY WILD AND BEAUTIFUL TORCH	Creole UA (Import) Mercury	GRXC 2 LBG 30340 6302152 7144152 CH36	— £3.04 £3.04 £3.14	C/CR E F F
THE SLITS	THE SARG RECORD'S STORY WILD AND BEAUTIFUL TORCH	Sarg Highway Warners	— K56935 K456935 85269	— £3.04 £3.04 £2.92	— W W C
SMITH, Rex AL GREEN	SPOTLIGHT ON AL GREEN SPOTLIGHT ON BUFFY ST MARIE SPOTLIGHT ON DONOVAN	CBS	85223 SPOT 1016 ZCFPT 1016	£2.92 £3.04 £3.04	C A A
BUFFY ST MARIE	SPOTLIGHT ON BUFFY ST MARIE SPOTLIGHT ON DONOVAN	PRT	SPOT 1018 ZCFPT 1018	£3.04 £3.04	A A
DONOVAN	SPOTLIGHT ON GUY AND DOLLS SPOTLIGHT ON MAX BYGRAVES SPOTLIGHT ON MELANIE	PRT	SPOT 1017 ZCFPT 1017	£3.04 £3.04	A A
GUY AND DOLLS	SPOTLIGHT ON GUY AND DOLLS SPOTLIGHT ON MAX BYGRAVES SPOTLIGHT ON MELANIE	PRT	SPOT 1022 ZCFPT 1022	£3.04 £3.04	A A
MAX BYGRAVES	SPOTLIGHT ON ROCK AND ROLL SPOTLIGHT ON THE SIXTIES	PRT	SPOT 1021 ZCFPT 1021	£3.04 £3.04	A A
MELANIE	AND THEN HE KISSED ME IN THE DARK	PRT	SPOT 1020 ZCFPT 1020	£3.04 £3.04	A A
VARIOUS	AND THEN HE KISSED ME IN THE DARK	PRT	SPOT 1019 ZCFPT 1019	£3.04 £3.04	A A
VARIOUS	AND THEN HE KISSED ME IN THE DARK	PRT	SPOT 1015 ZCFPT 1015	£3.04 £3.04	A A
SWEET, Rachel	AND THEN HE KISSED ME IN THE DARK	CBS	85006 FC 37077	£2.92 £2.92	C
TOOTS AND THE MAYTALS	SCNGS FOR EVERYONE ORANGE EXPRESS	Trojan	TRLS 202	£2.92 £2.60	P
TREDEGAR ORPHEUS MALE VOICE CHOIR WATAMBE, Sadao	SCNGS FOR EVERYONE ORANGE EXPRESS	PRT	NSTM 5001 ZCNNSTM 5001	£1.82 £1.82	A A
WAYNE, Jeff	HIGHLIGHTS OF WAR OF THE WORLDS CLARO QUE SI WHAT YOU IS WATCHING . . .	CBS	85304 SV37433 85337	£2.92 £2.92 £2.92	C
YELLO ZAPPA, Frank	HIGHLIGHTS OF WAR OF THE WORLDS CLARO QUE SI WHAT YOU IS WATCHING . . .	Do It CBS	RIDE 8 88560 85223	£2.43 £2.92 £2.92	C C C

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P1128 Motorhead/Girlschool - St. Valentines E.P.
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American Commentary



Royalty ruckus forecast . . . More promo gimmicks . . . Live-ly video coverage

NEW YORK: Sometimes opposing parties know their competitor's arguments as well as — or better than — their own. It makes for good strategic planning.

Such appeared to be the case at a recent New York Music Publishers Association meeting at the Barbizon Plaza, with Harry Fox Agency president Al Berman and National Music Publishers Association chief Leonard Feist as the featured guests.

Prior to offering his prognosis for forthcoming royalty battles and trends, Berman had a few choice comments for songwriters who did nothing to assist in the "million dollar-plus operation" which resulted in the rise to a four per cent mechanical royalty in the US.

The burden of that battle, he said, was "borne solely by the NMPA and the Fox Agency. The Paul Simons and Reo Speedwagons sat back, but have still got the benefit of the work and investment of a lot of small publishers".

That off his chest, Berman had a few warnings for the 40 or so publishers on hand.

The position of the record companies regarding payment of the new royalty is likely to be that, until there is a final (unappealable) judicial decision, they don't have to pay it. There will be considerable confusion and problems in sorting out the new and old rates on returns, with some manufacturers sure to try to collect the new rate on merchandise paid for at the old rate.

Record companies will shave off one or two songs from the current norm of nine or 10 numbers per LP, offering to include more songs only if the additional mechanicals can be charged against artist royalties. Implementation of cost of living increases provided for in the new Copyright Act will be subject to delay because of the necessity for new hearings to determine how to figure that increase.

On the matter of whether or not the record companies will pay the new mechanical rate, Berman said that November 15 will tell all. That is when the quarterly statement from July 1-September 30 is due, the new rate having gone into effect on July 1.

Berman claimed he had been informed that many of the larger companies will not be paying the four cents, and further stated that at least one publisher had told him directly that, if necessary, he was prepared to file for infringement as of November 15.

By IRA MAYER

Berman predicted that others would follow suit, while also allowing that some publishers were considering the possibility that all overdue payments would be subject to interest.

Feist's remarks were of a more general nature. The NMPA president urged all those in attendance to investigate the various technologies which are coming to the fore, suggesting that publishers must position themselves to partake in the tremendous growth anticipated, particularly in cable and pay TV.

In a related development, Berman avers that some publishers are now including clauses in video cassette contracts stipulating that agreements pertaining to rights payments based on sales do not apply to rentals. However, no rental rate structure has been developed as yet.

HARD TIMES seem to beget the most creative promotional gambits, as the following examples illustrate.

MCA has added 24 non-sales "account reps" to contact store managers and clerks personally in order to make them more aware of label product. The reps will watch inventory, and assist with marketing and merchandising.

PolyGram is backing the new Martin Briley single, Slippin' Away, with a specially edited and mixed five-minute medley of other numbers from his debut album.

CBS is considering dropping the price on singles to improve the seven-inchers' stature as loss-leading promo vehicles, and Handshake has set a year-long link with designer jean and apparel manufacturer Jordache on behalf of Jeff Baxter-produced LA band Sneaker — including, of course, 1,000 pairs of footwear.

THE UNION and royalty arrangements may not be standardised yet, but there is a discernible upswing in the number of live music/video agreements and/or productions in the works.

New York TV talkshow host Bill Boggs and producer Richard Baker have obtained right of first refusal for video taping and selling all Ron Delsener productions. The first project was Ian Hunter at Pier 84, with initial rights to the Warner-AmEx music channel and then to Lexington Broadcasting for worldwide distribution. Next on tap is Mink DeVille.

The Simon & Garfunkel concert was video taped independently by Saturday Night Live director Lorne Michaels; north-east promoter John Scher is behind Marty Balin's Rock Justice, and Studio 54 is being used as a soundstage for live concert tapings (some via the CBS/Soundworks Studios pact, others independently), with the first show featuring Lene Lovich.

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

SELECT SINGLES

Reviewed
by
TONY JASPER

CHART CERTS:

SHAKIN' STEVENS
It's Raining (Epic EPC A1643, CBS)

GILLAN
Nightmare (Virgin VS 441, Virgin)

THE HUMAN LEAGUE
Open Your Heart (Virgin VS 453(12) Virgin)

BILL WYMAN
Come Back Suzanne (A&M AMS 8170, CBS)

OLIVIA NEWTON-JOHN
Physical (EMI 5234, EMI)

OTHERS:

BILL NELSON
Living In My Limousine (Mercury WILL 3, PolyGram) So good, so good. Cracking beat, multi-elements crafted expertly, no downers. Artist deserves to make the charts.

ANTHONY MORE
World Service (Do It DUN 16, Virgin) Immediate atmosphere; vaguely Numanish vocal, heightening of sound 1:16 superb, so also at 2:29, in-between throbs with jungle mood.

DEBBIE HARRY
The Jam Was Moving (Chrysalis CHS 2554, PolyGram) With sales low at bottom end of chart, this will doubtless feature in lists but it's strident, cold, even tending toward harsh, vocals — instrumentation do not augur well.

GARY MOORE & FRIENDS
Nuclear Attack (Jet JET 12016,

CBS) Arguably one of the group's best slabs of vinyl, but frightening opening siren sound plus starkness of lyric may not occasion airplay even if some would argue this is HM's 1981 version of Eve of Destruction.

LENA ZAVARONI
Somewhere South Of Macon (President PT2 469, President) Pleasant country flavoured number which has several pace changes, is well sung, arranged and will please fans.

SAVANNA
I Can't Turn Away (R&B RBS 203, PRT) Stomping familiar disco which does have a little something else, fine chorus, well vocalised. Floor cert.

GREG LAKE
Love You Too Much (Chrysalis CHS 2553, PolyGram) Ex-ELP man who had short solo fame with Father Christmas (2, 1975). This has old-time opening, few stops, starts but basically heavyish rock belter, fairly effective.

REAL THING
Foot Tapping' (Calibre CAB 110, PRT) Attractive slow-building beautifully-vocalised disco funk, solid handclap beat, strident harmonies to lead on title line.

BOB SEGER AND THE SILVER BULLET BAND
Hollywood Nights (Capital CL 223, EMI) Studio version charted 1978 (42): long-time concert favourite with little chart tasting, this time rhythm section racing away, Seger's vocals commanding. Needs lots of push.

ELAINE PAIGE
The Far Side Of The Bay (WEA K18842, WEA) Reflective, evocative

mood helped by sparse woodwind, piano backing, as pace increases so instrumentation thickens, has mid-way surge in vocal attack, catchy guitar fill-in, lovely production.

MARIANNE FAITHFULL
Intrigue (Island WIP 6737, EMI) Opening riff reminds of Kiss You All Over and feeling pervades throughout. But maybe too laid back. Overall it's class material with commercial flavour and infectious brass which keeps pace on up. Lady far from finished.

GARY GLITTER
Then She Kissed Me (Bell 1497, PolyGram) Speeded up, clipped and cropped reworking of oldie (Crystals, 2, 1963, revamped Beach Boys 4, 1967), with original riffs given timing of old left channel at record's beginning, just before end climax.

BA ROBERTSON & MAGGIE BELL
Hold Me (SwanSong BAM 1, WEA) Surprise coupling give no nonsense attack on old Proby hit (3, 1964) initial solo vocalising, otherwise constantly together. Might work.

HELEN REDDY
Save Me (MCA 744, CBS) Canadian lady who had occasional UK hit uses British writers Fletcher — Flett, steel guitar, country air, leisurely pace, no complications, and a key change to keep interest.

FRED WEDLOCK
Jobsworth (Rocket XPRES 57, PolyGram) Original of writer Jeremy Taylor greater degree of amusing detached cynicism, this has obvious potential for talented folkie who hit the pop scene, taken fairly fast with plenty of outing for brass backing.

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DIARY

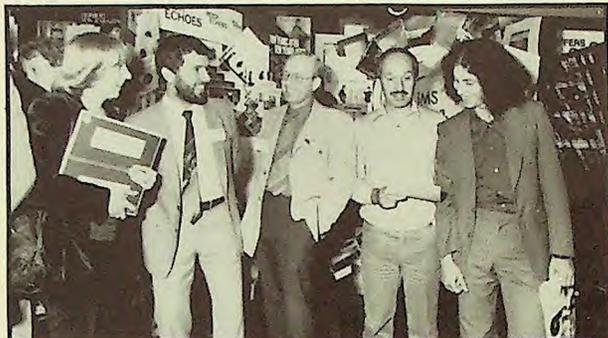
On camera



Cheerful optimism was the constant mood of this year's Dealer Tour, as these pictures clearly illustrate.



MEMBERS OF the WEA group *Modern Romance* added a touch of live music to the London Dealer Tour night at the Dorchester Hotel.



HAPPY IN their work at the Manchester venue — Anne Balber (owner of Global Records), PolyGram's John Harrison, David Hearn and Barry Griffiths, and Dave Annis, also of Global Records.



CHEERFUL TRIO on the Record Merchandisers stand at the Dorchester — RM MD Hassan Akhtar, MW editor Rodney Burbeck, EMI Records MD Cliff Busby.



SOMETHING IN the tour brochure clearly delights Polydor MD A. J. Morris and 'Our Price' chain co-chairman Gary Nesbitt.



A TOAST to good business on the WEA stand in Leeds — tele-sales rep Jennie Collins, Scotland/North sales promotion manager Paul Somers and Mr and Mrs Derrick Neal of Neals Music in Barnsley.



IT WAS Christmas in September for Barbara Marriott, assistant manager of Discovery Records, Market Harborough, who journeyed to the Dealer Tour in London and met Father Christmas in the shape of WEA sales administration manager Tony Simpson.

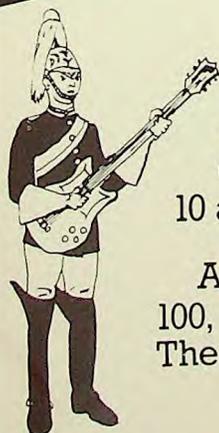
DOOLEY

IT WAS a very sociable week last week, what with *Music & Video Week's* final Dealer Tour show in London when 1,500 dealers and industry executives mobbed the Dorchester Hotel's ballroom turning it into a mini-Midem; the following evening a good time was had by all at Searcy's celebrating Record Merchandisers' 15th birthday, its MD Hassan Akhtar's 40th birthday and personnel manager Wally Hobson's retirement after 50 years with EMI and RM; and in the same week most of the industry's top brass turned out to lavish praise on Phonographic Performance Ltd's general manager Herbert Gilbert on the occasion of his retirement after 43 years . . . Among those present were CBS' Maurice Oberstein, EMI's Len Wood and Richard Robinson, WEA's Charles Levison, PolyGram's David Fine and Michael Kuhn, Decca veteran Bill Townsley and the BPI's John Deacon . . . presenting Gilbert with Waterford crystal and valuable books, PPL chairman Oberstein said: "We had PPL through Bert Gilbert", and Len Wood added: "You have been a supporter of our rights, while you have not always had the support from us that you deserved" . . . Other celebrations last week: Radio One's Derek Chinnery and Teddy Warwick clocked up 40 years with the Beeb; R1 DJ Richard Skinner celebrated 10 years with the Corporation and Radio One itself had its 14th birthday . . . A son, Drew, to Stiff general manager Paul Conroy and wife Maxine, PA to Sire's Seymour Stein; a son to PolyGram commercial director Clive Swan and wife Fenella.

CHARISMA PRESS releases now have chairman Tony Stratton Smith's name crossed out which suggests that he is no longer with the company (his own, licensed to Phonogram), but according to the press office he's just changed his title to president — seems a curious way of announcing it . . . Will ACC executive Les Cocks, latterly overseeing the PRT Mitcham depot, soon be following the footsteps of ousted Jack Gill, after a 20-odd year association with Pye and ATV? . . . New PRT exec-in-charge Walter Woyda has used his pocket calculator and reveals that in the seven weeks since PRT shifted its pressing to Damont it has taken delivery of over 1m units . . . Mim Scala, MD of ESP Music and Management, has written the screenplay for a feature film, title Dart, to be produced by Lord Romsey's Grafton company . . . GTO Records marketing/promotion director Mike Peyton and A & R man Paul Kinder departing — Peyton can be contacted on 736 0444 . . . While the nation tried to listen to the return of Radio Caroline last weekend (well Dooley tried) the ship was moored in dry dock for work on its stabilisers and its latest re-scheduled transmission date is October 15 (oh really?) . . . RCA/Columbia Pictures International Video seems likely to be seriously considering a leasing scheme similar to Warner's for its New Year UK launch, having instituted a scheme in Scandinavia . . . Can a top £20 and minimum £10 price for Barry Manilow's RAH concerts be justified in these recessionary times?

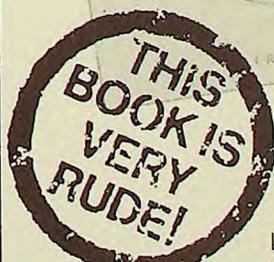
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