

RECORD BUSINESS

November 20, 1978

VOLUME ONE/Number 36

35p

TOP SINGLE

BOOMTOWN RATS/Rat Trap
(Ensign) (1st Week)

CHARTMAKER

SYLVESTER/Dance
(Disco Heat) (Fantasy) 46

TOP ALBUM

GREASE/Soundtrack
(RSD) (7th Week)

CHARTMAKER

CLASH/Give 'Em Enough
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PANEL PICKS

Top new singles chosen by the RB
Panel of 55 UK radio personalities

BEE GEES/Too Much Heaven
(RSD)
STATUS QUO/Accident Prone
(Vertigo)
VILAGE PEOPLE/W.M.C.A.
(Mercury)
CHIC/Le Freak (Atlantic)
HOT CHOCOLATE/I'll Put You
Together Again (R&K)
FATHER ABRAHAM/Christmas
in Smurfland (Decca)
BUZZCOCKS/Promises (United
Artistes)
DAVID BOWIE/Breaking Glass
(RCA)

Bush Doctor's medicine too strong for Boots

A SPECIAL delivery of Peter Tosh *Bush Doctor* albums is on its way to Boots stores around the country after unsuspecting record department managers discovered a scratch-and-sniff sticker on original supplies could be mistaken for the smell of a certain widely-used illegal re-

laxant.

EMI Records denies the scent-ed sticker has anything to do with illicit substances, saying the smell is supposed to resemble a Jamaican herbal remedy, but have accepted back the Boots advance copies and will replace them with un-stickered albums.

"We were tipped off about this by a Scottish newspaper," said Wilf Price, of Boots record department. "The matter went right up to board level. Obviously Boots, as a pharmaceutical company, cannot be associated in any way with illegal drugs."

CBS and Heinz in souper mail order albums scheme

FOLLOWING THE much criticised mail order tv campaign for the Byrds compilation album, CBS Records is preparing a joint mail order scheme for back catalogue material with food manufacturers Heinz.

The scheme will begin immediately

after Christmas. Ten CBS albums will be available direct from Heinz at a price of £3.59 each plus three Heinz soup labels—a discount of £1.20.

A CBS compilation, *Love Songs*, will also be available from Heinz at £1.99 (and three soup labels). All

albums, except *Love Songs*, will also be available on cassette at £3.79.

Heinz will be employing in-store promotion and the offer is expected to last for about eight weeks. The album *Love Songs*, which is featured on the Heinz tins, appropriately ties in with the theme of the company's tv commercial—"The One You Love".

The other albums being offered are Abba's *The Album*, Johnny Mathis's *You Light Up My Life*, Andy Williams's *Reflections*, Earth Wind and Fire's *All 'n' All*, Simon and Garfunkel's *Greatest Hits*, *A Star Is Born*, Art Garfunkel's *Watermark*, Neil Diamond's *I'm Glad You're Here With Me Tonight*, Santana's *Greatest Hits* and Johnny Nash's *Tears On My Pillow*.

GRRC secretary Harry Tipple told *Record Business*: "CBS is cutting the ground away from under dealers' feet. There will be no point in stocking any of these albums as most dealers will not be able to compete with the discounts."

He emphasised that this development was a different situation from the Byrds' album as most of the product on offer from CBS was standard back-catalogue material which most retailers carry in stock.



SELLING TOAST in the middle of a bread strike was always going to stimulate some sort of public interest, and it certainly worked out that way at Mere Green Records and Tapes in Sutton Coldfield when promotion company Record Sales dreamed up the idea of giving away a loaf of bread with every copy of Street Band's 'Toast' single. Within a day 50 singles—and 50 loaves—were sold from a kitchen table outside the store. Reports that store-owners Cyril, Robert and Sue Wheeler—pictured above with Record Sales' Paul Birch—are changing the shop's name to Mere Green Records and Cakes are being denied this week.

Beeb pays to appear on ITV

THE FINAL proof that the British record industry has gone overboard on tv merchandising was uncovered this week when BBC Records announced plans to test-market its Paul Gambaccini compilation *America's Greatest Hits* on commercial tv in January.

The campaign kicks off in Granada-land on January 3, and if sales hit the targeted 20,000 mark, BBC Records intends to roll the commercials through the ITV network.

Released around a month ago, the LP has so far sold nearly 20,000 copies with normal promotion. Dealer margins are the usual 33% per cent, and BBC Records has no plans to reduce them for the tv push.

Said BBC Records boss Alan Bilyard: "This news has leaked out a little early. Yes, we are going on commercial television with this album, which is probably the only product we have that would benefit from this kind of promotion."

It is obviously related to Paul Gambaccini's BBC radio show, where, as other compilation LPs we have released have been more closely linked to tv shows like *Top Of The Pops*.

"We are working on a limited promotion budget, but this is our most extensive campaign to date. As new customers we received special rates from Granada, and major in-store back-up is planned to coincide."

DISCO FORUM

THERE IS still time to register for Britain's first Disco Forum—organised by *RB*—which takes place this Sunday. Full details page 23.



...Instant Replay...replay...replay...repl

DAN HARTMAN

NEW ALBUM

INSTANT REPLAY

featuring the hit single 'Instant Replay'

83265

Record & Cassette

Trade awards

BRITAIN'S RECORD dealers are to be asked to vote for the best records of 1978 in a new series of Trade Awards being introduced by *Record Business*. The awards will cover the best singles and albums in the pop, rock, disco, MOR, reggae and country music categories, plus a special award for the best new UK act.

Commented *RB* editor Brian Mulligan: "There are awards based on the votes of consumers, market share and chart action. But nobody has ever asked the record dealers what they regard as the best records of the year. We felt it was time this omission was corrected." A voting form for the *Record Business* Trade Awards is contained in this issue.

The paper is also sponsoring another award which will carry equal prestige. This is the *Radio Award* for the best single and album, chosen by DJs and radio programmers.

Pickwick Editions hitch

THE UNEXPECTED extent of the demand for Pickwick's current budget 'Limited Edition Collection' has caused acute supply problems over the last two weeks.

Pickwick managing director, Monty Lewis, told *Record Business*: "It's been panic stations here for a couple of weeks because of the heavy demand, and because of this we have been falling behind on deliveries."

However, pressing has now been famed out to Europe and Lewis claims that Pickwick is in a position to meet all orders.

Despite these problems, Pickwick has still managed to ship out a phenomenal 1½ million discs in the 20 title collection.

Lewis commented: "We're delighted with the way sales are going. The 'Limited Edition Collection' looks

Woolies names 12 LPs in telly competition

WOOLWORTH'S WILL be going on television again with a four-week campaign breaking on Thursday to promote sales in its record departments.

Coinciding with and featuring in two different tv commercials will be a consumer competition—last year's brought in over 30,000 entries—with a first prize of two tickets to any concert—anywhere in the world. Both will feature a personal appearance by Capitol artist Cheryl Ladd who also figures in the consumer competition and whose album is one of a dozen to be mentioned on the screen. Other artists namechecked in the commercial are Carpenters, Commodores, X-Ray Spex, 10cc, Max Bygraves and Victor Silvester, Elton John, Brian and Michael, Dean Friedman, Bob Marley, Connie Francis and Crystal Gale.

The consumer competition is titled Spot The Lips (of six named artists) and entry forms will be contained in

four million copies of a 48-page booklet devoted to record advertising being distributed this week into all Woolworth record departments.

In addition to the global concert offer, in association with PanAm, there will be a similar second prize restricted to Europe, 10 Alba music centres for third prize and 1,000 consolation £3.50 gift vouchers.

Baird to head P'gram tv team

POLYGRAM LEISURE is setting up a new television merchandising department to handle both Phonogram and Polydor products. General manager of the department, which opens officially on January 1, will be Phonogram's current advertising manager Brian Baird.

The new department, based at Phonogram's offices, marks the first major step either company has made in the expanding television merchandising market, although both Phonogram and Polydor have made gestures in that direction with albums by the Platters, Demis Roussos and Connie Francis.

Baird will report jointly to Phonogram md Ken Maliphant, Polydor md Tony Morris and new Polygram md David Fine whose appointment was revealed in *RB* last week.

Phonogram's a&R department is back to full strength with the appointment of John Holman as a&R manager reporting to a&R general manager Rodger Bain. He joins after two and a half years with Phonogram International.

● IN LAST week's issue, a Ronco album *Boogie Nights* (RTL 2034) was incorrectly listed as a new entry in the Top 60 chart. The correct entry should have been Ronco's *Boogie Fever* (RPL 2027), which this week is showing at number 22.



MANCHESTER DRAMA student Graham Fellows (right), better known as Jilted John, was in London last week to receive a silver disc from EMI for his recent hit single. LRD managing director Alan Kaupe (left) also took the opportunity to present *Record Business* editor Brian Mulligan with a silver disc to recognise the part played by the paper's chart, the first to spot the record's hit potential, in confirming EMI's decision to acquire the single from Manchester's Rabid Records.

War of Worlds in boxed set

CBS RECORDS is readying a £20,000 campaign for a special Christmas box set of Jeff Wayne's best selling *War Of The Worlds* album.

It will retail at £9.99 and contains, apart from the album, a copy of the H. G. Wells book and a poster of a Martian war machine. The package will be limited to 10,000 copies.

The campaign will employ, for the first time ever, hand-painted reproductions of the album sleeve on selected record shop windows, national radio advertising run in conjunction with a number of disc outlets, and heavy media advertising.

Meanwhile, the album is enjoying massive worldwide sales — now approaching one million copies.

TELEX

"Twist A Saint Tropez"



SIR 4006

FRANKIE VALLI

"Save Me, Save Me"



K17251

RICHARD ACE

"Staying Alive"



INC 2

REZILLOS

"Destination Venus"



SIR 4008

STAR CLIMBERS

MULLINGS

MUST BE frustrating for Phonogram to see Park Street's finest desanding the ranks for American release – following **Lindisfarne** signing to Atco, already reported, the latest news is that CBS has snapped up the **Boomtown Rats**, who hopefully will fare better in the US than other (mainly their own) British acts have with the mighty American label... looks like **Chris Rea** will not be a one-hit wonder over there, his 'Whatever Happened To Benny Santini' follow up to the best-selling 'Fool' moved smartly on to *Record World's* chart at 84, with Queen's 'Bicycle Race' in at 67... hang on to your Stiff picture albums (the lucky recipients that is), for the year-old prototypes are now selling for £20 each in America... onwards and upwards – two weeks before official release date, **Bob Marley's** *Babylon By Bus* album has gone gold on advance orders – one week sooner than *Kaya's* pre-release gold mark.

FORTHCOMING A&M **Carpenters** tv commercial features a snow-scene shot entirely in the film studio. A house was built for the 30-second clip – and the cold, wet-looking white substance turns out to be several tons of salt – duo's first *Singles* LP now heading towards two million mark... veteran American trumpeter **Wild Bill Davison**, still blowing up a storm at 73 on current British tour telling audiences that his **John Barnes-led** British band is so good "it would have been out of work in America"... **Eric Clapton** a recent re-signing to **Robert Stigwood** for management and to RSO for records... incidentally RSO projecting returns of about 500,000 copies of the 5.2 million *5gt. Pepper* LP shipment... at Sotheby's auction last week a Stradivari cello made in 1710 went for a world record £145,000, while **Yehudi Menuhin** picked up a cool £112,000 for his 1739 Joseph Guaneri del Jesu violin – both went to London dealer **Peter Biddulph**...

EMI MOR division sent out ancient army boots to reviewers as a promo gimmick for its 'Stamp On A Skuffr' single – but only left ones. Impoverished RB talent editor would like to hear from anybody anxious to dispose of a right one... will sales of *Oklahoma* cast album boom after endorsement from NME's **Tony Parsons** and **Julie Burchill**, who collected a substantial *Sunday Times* feature, in their book *The Boy Looked At Johnny?* Will *The Black And White Mistle Show* be next year's (trendsetter) Will Parsons and Burchill ever forget *The Sound Of Music*? Does anybody care?... prepare to spend Christmas at the pub with the **Brighthouse** and **Rastrick Brass Band** – a 10,000 run of 'Silent Night'/O Come All Ye Faithful' has been bought by juke box operators... you ought to be in pictures – it doesn't half help the back catalogue. Capitol in US planning a picnic package comprising *Abbey Road*, *Band On The Run*, *Dark Side Of The Moon*, *Book Of Dreams* and *Stranger In Town*... new Boney M likely Christmas chart topper 'Mary's Boy Child' sounds rather like 'Mary Of Babylon'...

CAPITAL DJ **Dave Cash** showing an unexpected talent as an author – he's had a children's book *Miss Mouse And The Cosmic Turtle*, the first of a series, accepted by publishers W.H. Allen... **Graham Fellows** a.k.a. Jilted John in London last week to receive his silver disc at EMI showing no enthusiasm for becoming a real live pop star even if he delivers another hit and saying his most immediate priority is playing lead in his drama school Christmas production of *Willy Wonka And The Chocolate Factory*... country performer **Ronnie Prophet** pioneering 'country dub' on his guitar during current UK tour – the addition of some redneck lyrics toasted over the top is awaited... certain athletic record business types keen to form a squash league – your columnist would be happy to pass on any names of other interested parties... liggers at Penthouse Club reception for new **Darts** bassman **Kenny Andrews** showed at least as much interest in antics of club's Penthouse Pets... **Logos** get-together at Planetarium to launch new **Duncan Browne** album altogether more worthwhile. There must have been 200 people there for a brilliant laser show perfectly synchronised to the music.

Johnny Mathis

sings
the classic
Christmas single

*When A Child
Is Born*

JOHNNY MATHIS
When A Child Is Born

re-released this week
in a special picture bag.

4599
CBS
Records

RECORD BUSINESS

Hyde House, 13 Langley Street, London WC2H 9UG

01-836 9311

EDITOR/MANAGING DIRECTOR Brian Mulligan

DEPUTY EDITOR (News) John Hayward

ASSISTANT EDITOR (Production) Peter Harvey

EDITORIAL David Redshaw (Talent); Brian Harrigan (Radio)

Tim Smith (Retailing); Frank Granville Barker (Classical)

RESEARCH Godfrey Rust (Manager); Dalydd Rees (Classical

Manager); Barry Lazell; Jan Martin

ADVERTISING Nigel Steffens (Manager); Julia Ball (Production Assistant)

COMMERCIAL DIRECTOR Bill Newton

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Pye appoints three divisional A & R heads

PYE RECORDS Chairman, Louis Benjamin, has announced significant reorganisation of the company's a&r and marketing departments, to back up his promises at the company's summer sales conference. Following the departure of former head of a&r Peter Prince, the department is to be divided between three divisional heads - Mike Everett - contemporary, Terry Brown - mor, and Alan McLachlan - UK pop and licensed. All three report direct to managing director, Dereck Honey. Benjamin explained the reason for the change: "The market is becoming more

sophisticated and there is a need to specialise to develop our new artist roster and our licensed products and catalogue effectively." Reorganisation of the marketing department has been carried out under newly appointed marketing director Gary Luddington. Eddie Foster has been appointed Pye UK product manager and Tony Darrell has been appointed UK licensed product manager. Both report to new marketing manager, Peter Summerfield. Matt Hayward has also joined the marketing division as catalogue manager.

Greenaway and Bickerton strengthen PRS hierarchy

AMONG THE new appointments made at the PRS following the retirement of chairman Alan Frank due in December are writer-director Roger Greenaway who becomes a deputy chairman and record company boss Wayne Bickerton. The new moves mean the Performing Right Society will have two deputy chairmen following the elevation of Richard Toeman to the chairman's seat. Toeman, managing director of Josef Weinberger Ltd, has been a publisher-director of the PRS since 1971 and has served on the executive council since 1973. He is also a member of the coun-

cils of both the Music Publisher's Association and the Mechanical Copyright Society. Roger Greenaway, a writer-director of the PRS since 1976 and executive council member since last year is joined as deputy chairman by Donald Mitchell, a PRS publisher-director since 1971 who is also chairman of Faber Music and a director of Faber & Faber (Publishers) Ltd. Writer-publisher and State Records managing director Wayne Bickerton has been appointed to the Society's general council in place of Ronald Binge who has retired for health reasons.



TRJAN RECORDS has signed reggae and soul singer Marie Pierre to a long-term recording contract, and she is due to begin work on her first LP to be produced by Dennis Bovell of Matumbi. She is pictured here with (left) label manager Clive Stanhope and publicity manager Tony Cummings.

Merchandising

● CBS RECORDS will be employing heavy press advertising and extensive point-of-sale material to back the new Billy Joel album *52nd Street*, released last Friday. A single 'My Life' (CBS 6821) was released on the same day.

● 'STAMP ON A Scurf Today' is the title of Sandford and Saker's cheeky send-up single aimed at the Christmas market and backed with extensive trade press advertising. The single (EMI 2897) has just been released and will be promoted by Scurfonia minister of entertainment Father Thebetter. Special stamping bots are being distributed to the media.

● WEA IS spending £20,000 over six weeks in *Melody Maker*, *Sounds* and *NME* to support its Sound Generator catalogue stocking scheme - the first time the company has mounted a catalogue advertising campaign. The aim is to create public awareness of catalogue items from six big-selling WEA acts like Yes, Led Zeppelin, Fleetwood Mac, The Eagles, Van Morrison and The Doors. In addition, Fleetwood Mac and the Eagles will come in for space in the *Sunday Times*, *Observer* and *Guardian*. Dealers will be issued with full colour

brochure cards and consumer give-away leaflets.

● A TRIP to Los Angeles for two is the top prize in a dealer incentive scheme being introduced by Rockburgh Records in association with distributors Chardmale to push orders on Ian Matthews album *Stealin' Home*.

The offer will take the form of a draw with dealers purchasing five or more copies of the album on one order automatically eligible for entry. Further similar orders will increase chances of seeing Matthews in concert at the L. A. Roxy in the second week of December.

The scheme closes on Friday December 1 when the lucky ticket will be drawn by Chardmale's Mike Campbell.

Rockburgh is also promoting the album by importing 3,000 picture discs from America. They will be available to dealers from December 1 for just one month.

Deals

● CBS RECORDS International has signed a long term deal with Cerrone, which excludes the US, Canada, Switzerland, France and Belgium. First product under the new agreement is the album *Cerrone IV - The Golden Touch*, was released on Friday.

● JET RECORDS has signed American singer/songwriter Kim Morrison. Her debut single 'Hollywood Vibe' (JET 134) was released last week.

● THE RECENTLY established record label, Soul Breakers Records, releases its first disc on December 1 - 'You Hurt My Pride' (PFUL 1701) by '78 Street, available via Pye Records, Soul Breakers Records is located at 112, Strone Road, London E7, tel: (01) 471 3650.

● A NEW Buzzcocks single is released by United Artists Records on November 17. Titled 'Promises' (UP 36471), it will come in a coloured picture bag.

TONY BARROW is to provide public relations services to the English speaking press, radio and tv people at Midem 79 which takes place in Cannes between January 19-25. Documentary and semi-documentary tv programmes are prime amongst Barrow's targets.



A new single by
CAREY DUNCAN
Already play listed on Radio 2
MAM 180



A SOULFUL GIFT FROM
**GLADYS KNIGHT
& THE PIPS**



includes
'SILENT NIGHT'
'AWAY IN A MANGER'
'DO YOU HEAR WHAT I HEAR'
'BLESS THIS HOUSE'
'AVE MARIA'
and more

'Bless This House'

BDLP 4050

A Seasonal Feast of an album
including their superb Christmas single

"DO YOU HEAR WHAT I HEAR"

IN SPECIAL FULL COLOUR BAG

Orders To: Pye Records (Sales) Ltd., 132 Western Road, Mitcham, Surrey CR4 3UT. Telephone: 01-640 3344.



Now Arista joins tv barrage

'WHO NEEDS another tv-advertised album — and here are 2,969,566 reasons why you do' — that's the Arista masthead for its most extensive-ever marketing campaign currently being put together around *Shoaddyaddy's Greatest Hits 1976-1978*.

Set for a November 24 release and carrying the newly-established ARTV 1 catalogue number, the album will retail at the conventional SPART price of £4.49 (the cassette ARTVC 1 will be cheaper at £4.29). Arista's estimated spend will top the £200,000 mark.

Dealer margins will be reduced from 33 1/2 to 25 percent and the album has already shipped gold on advance orders. The LP follows the Christmas 1976 LP *Shoaddyaddy's Greatest Hits* which shifted 400,000 units without the benefit of tv. The new collection boasts 12 tracks including 'When', 'You've Got What It Takes', 'Dancing Party', 'I Wonder Why' and 'A Little Bit Of Soap' the combined UK sales of which are 2,969,566.

Beginning on December 4 the national campaign of 30-second commercials goes nationwide with excerpts from four hits and runs for a fortnight. It is backed up with window displays in 350 shops featuring an elaborate three-dimensional show-card.

Commented Arista marketing director Denis Knowles: "We have deliberately held this important album back to go over the top of the now much-loaded Christmas tv album market. By concentrating all our efforts on these critical two weeks just before Christmas we are confident that Shoaddyaddy will dominate the album Christmas present market. Dealer response to the project has been fantastic.

The band is currently mid-way through a national tour which is due to climax at Leicester on December 19, having appeared on last week's Royal Variety Performance.

● **TROJAN RECORDS** has firming up details of its 'Trojan Explosion' series of oldies EPs — all six of which are to be released on November 24 carrying a retail price of £1.25 for the four tracks.

Heavy consumer music press advertising is planned together with display packs for retailers including 1,000 counter display boxes (browser pack no. PACK PT 30) and a 10,000 limited edition of illustrated bags.

Catalogue numbers of TMX 4001 throughs TMX 4006 cover material from such seminal reggae cover master artists as Bob and Marcia, Desmond Dekker, Dave and Ansil Collins and the Melodians.

● **FULL PAGE** ads in the music trade press and in *New Musical Express* and *Melody Maker* are being taken by Anchor in support of the new Steely Dan double album *Greatest Hits* (ABC ABCD 616).



HAS THE king of rude reggae reformed? Judge Dread is pictured above signing a recording deal with EMI, with immediate plans to issue his Christmas single 'Jingle Bells/Hokey Cokey' quickly followed by an album of his greatest hits on December 1. Pictured with The Judge are: (left to right) group pop repertoire division general manager Ian Groves, co-writer and producer Ted Lemon, and senior label manager Charles Webster.

● **RCA RECORDS** has a heavy dealer-oriented campaign planned to back the new Harry Nilsson album *Nilsson's Greatest Music*, released on November 24. 50,000 consumer leaflets, 2,500 browser cards and 3,000 window streamers are being sent out. Advertising space is also being taken in the consumer and trade press.

● **TO COINCIDE** with the repeat of the television series *Pennies From Heaven*, Decca is releasing a maxi single which features 'Painting The Clouds With Sunshine'/'Pennies From Heaven'/'Isn't It Heavenly' (F 1821) on December 1.

● **WITH HIS 'Hot Child In The City'** single still riding high on the American charts Chrissy is putting a boost behind Nick Gilder in the UK with 15,000 full colour bags and consumer music press advertising. An album *City Nights* is also on the way from the British singer-song-writer.

● **WEA RECORDS** is releasing seven of its best selling albums in coloured vinyl limited editions under the publicity banner of "WEA's Christmas Rainbow Collection".

With pressing restricted to between 10,000 and 18,000 copies, dealers will have to order a minimum of 25 discs, made up of individual albums or combinations. They will sell at the normal rrp.

The albums are *Eagles' Greatest Hits*, green vinyl, *Led Zeppelin IV*, purple, *Fleetwood Mac's Fleetwood Mac*, white, *Manhattan Transfer's Passtiche*, orange, *Rod Stewart's Atlantic Crossing*, blue, *Rose Royce's In Full Bloom*, yellow, and *Linda Ronstadt's Living In The USA*, red vinyl.

● **TELEVISION ADVERTISING** for the new Wings album, *Wings Greatest*, has been put back until the post-Christmas period by EMI as opposed to the November dates detailed in last week's *Record Business* television album guide.

● **GULL RECORDS** has acquired worldwide rights to an unusual sound-track album featuring music from the documentary film *The Silent Witness*. The film concerns a fascinating investigation into the authenticity of one of the great religious mysteries, the Holy Shroud of Turin, which bears the outline of a man and is believed to be the cloth in which the body of Christ was wrapped after the Crucifixion.

The *Silent Witness* is also the subject of a Futura paperback published this month while Ian Wilson's book *The Turin Shroud* has sold over 85,000 copies.

The background music to the 56-minute film was composed by Alan Hawkshaw and occupies Side One. On the reverse Kenneth More tells the story of the Shroud.

Gull has completed arrangements for the release of the album in Germany, France and Ireland and a deal for Italy is expected to be completed shortly.

● **AURA RECORDS** has concluded a deal with the Pasha Music Organisation for UK release of Allan Clarke's new album *I Want's Born Yesterday* on November 24. Former Hollies lead singer Clarke co-wrote all the material.

Ins & Outs

● **GREG BUCCHERI** has joined Satril Records on promotion and a&r. He has previously worked at DJM, RCA and as a hairdresser and continues as resident DJ at the Charing Cross Sundown.

● **RAY COOPER** has joined Jet

Market has further to fall — BPI

BEER, WINE and spirit drinking soaks up 24.5 times more of the UK's leisure spending than recorded music. And on current trends, the record industry's share of the country's spare cash is likely to drop.

That is just part of the mass of statistical information contained in this year's lavishly-produced 226-page BPI year-book just published.

Spending on alcohol has steadily increased since 1972, while recorded music, having grabbed 1.9 percent share of the country's leisure spending in 1974, stood at a paltry 1.6 percent last year and 1.1th in the statistical table lagging behind such activities as gambling and newspapers.

Other figures also show a depressing light on the problems besetting the record industry. They show, for instance, that the price of living far outdistanced the cost of records until 1971, resulting in the rapid price increases of the last few years.

However, the figures also show that independent record dealers are still selling more discs than the combined High Street multiples like Smiths, Boots and Woolworth.

Nationally, 62 percent of the record market is taken up by pop product, 25 percent by MOR and 12 percent by classical music.

As suspected by the trade, the industry's spending on tv has exploded to the stage where it takes up nearly 6.5 percent of wholesale turnover.

Meanwhile, the growing menace of home taping is demonstrated by the enormous increase in blank tape sales. The 1977 estimated sales value is now nudging the £24.5 million mark from a mere £4.1 million just five years ago, and by far the biggest proportion of those cassettes are being used for in-home recording of music.

Records is the new sales manager. He was previously Anchor Records sales manager.

● **SUE WATSON** has been appointed Polydor's tape co-ordinator with immediate effect after joining the company last year as senior product manager Lionel Burge's secretary.

EMI splits token returns

EMI RECORD tokens division has thrashed out an agreement with the MTA and GRRC designed to avert the chaos created by credit delays following Christmas 1977.

Record dealers with account numbers starting with the letters A to N are being asked to return tokens between January 4 and 31, with the credits for these appearing on February statements.

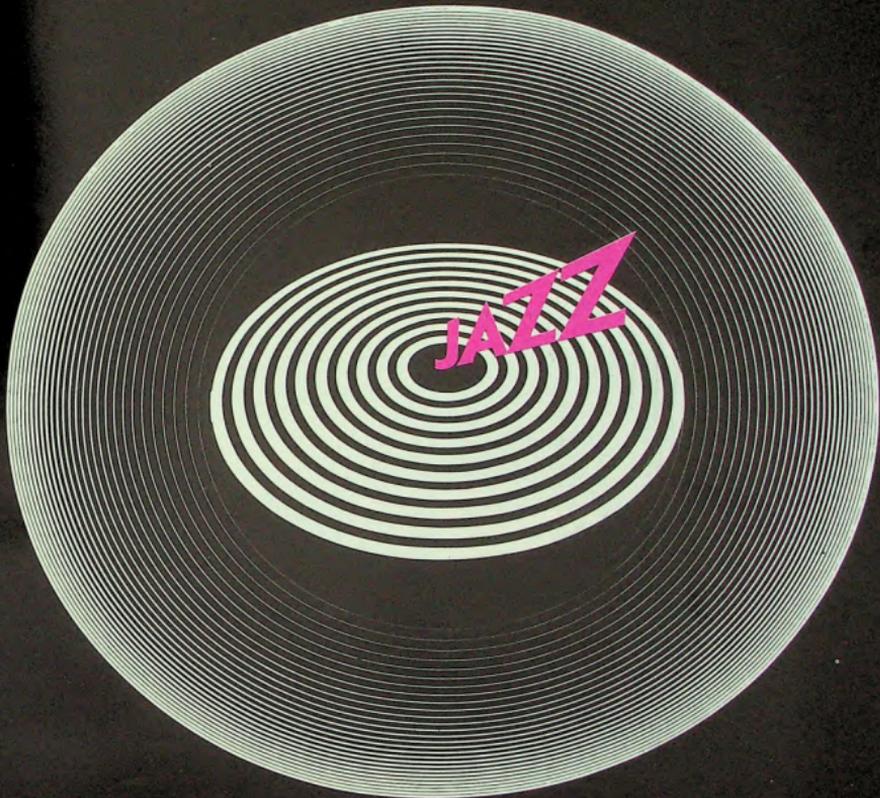
Those retailers with account numbers O to U are being requested to make their returns between February 1 and 28. Credits for these will subsequently appear on March statements.

To make life easier for EMI record tokens staff, dealers are also being asked to complete all tokens returns for this year by December 8 at the latest.

QUEEN QUEEN QUEEN QUEEN QUEEN

MUSTAPHA · FAT BOTTOMED GIRLS · JEALOUSY · BICYCLE RACE · IF YOU CAN'T BEAT THEM · LET ME ENTERTAIN YOU · DEAD ON TIME · IN ONLY SEVEN DAYS · DREAMERS BALL

FUN IT · LEAVING HOME AIN'T EASY · DON'T STOP ME NOW · MORE OF THAT JAZZ · INCLUDING A SENSATIONAL COLOUR POSTER 12" x 36" OF 55 NAKED GIRLS ON BICYCLES



NEW LP NEW LP



ON RECORD ON TAPE ON RECORD ON TAPE ON RECORD ON TAPE

ONE STOPS

BEST-SELLING ALBUMS Descending order of sales

NATIONAL New and Reactivated Product

EMOTIONS - Various - K-Tel
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
ALL MOD CONS - Jam - Polydor
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
GIVE 'EM ENOUGH ROPE - Clash - CBS
EVERGREEN - Acker Bilk - Warwick
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists
A SINGLE MAN - Elton John - Rocket
AMAZING DARTS - Darts - K-Tel
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
INNER SECRETS - Santana - CBS
LONHEART - Kate Bush - EMI

LIGHTNING/LONDON

GREASE - Soundtrack - RSO
ALL MOD CONS - Jam - Polydor
LIVE AND MORE - Donna Summer - Casablanca
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
NOT FLIGHT TO VENUS - Boney M - Atlantic
EMOTIONS - Various - K-Tel
MOVING TARGETS - Penetration - Virgin
AMAZING DARTS - Darts - K-Tel
A SINGLE MAN - Elton John - Rocket
GO 2 - XTC - Virgin
MINDHUNT HUSTLE - Various - K-Tel
BOOGIE FEVER - Various - K-Tel
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
20 GOLDEN GREATS - Neil Diamond - MCA
INNER SECRETS - Santana - CBS
EXPRESSIONS - Don Williams - ABC

WARRENS/LONDON

GREASE - Soundtrack - RSO
NIGHT FLIGHT TO VENUS - Boney M - Atlantic
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
STAGE - David Bowie - RCA
ALL MOD CONS - Jam - Polydor
EVERGREEN - Acker Bilk - Warwick
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
A SINGLE MAN - Elton John - Rocket
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
LIVE AND MORE - Donna Summer - Casablanca
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic

BLOODY TOURISTS - 10cc - Mercury
INNER SECRETS - Santana - CBS
FINAL CRUELTY - Max Bygraves - Ronco
A TONIC FOR THE TROOPS - Boomtown Rats - EMI
A TONIC FOR THE TROOPS - Boomtown Rats - EMI

ONE STOP/LONDON

GREASE - Soundtrack - RSO
NIGHT FLIGHT TO VENUS - Boney M - Atlantic
EMOTIONS - Various - K-Tel
GIVE 'EM ENOUGH ROPE - Clash - CBS
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
THE SINGLES 1974-78 - Carpenters - A&M
A TONIC FOR THE TROOPS - Boomtown Rats - EMI
INNER SECRETS - Santana - CBS
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
OUT OF THE BLUE - Electric Light Orchestra - Jet
LIVE AND MORE - Donna Summer - Casablanca
EVERGREEN - Acker Bilk - Warwick
JULIE COVINGTON - Julie Covington - Virgin
JAZZ - Queen - EMI
THE WONDERFUL WORLD OF WRACKLESS ERIC - Wrackless Eric - Siff

MOSS MUSIC/BIDEFORD, DEVON

GREASE - Soundtrack - RSO
EXIT - Oval Cast Recording - MCA
THE SINGLES 1974-78 - Carpenters - A&M
ROSS - Diana Ross - Motown
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
EXPRESSIONS - Don Williams - ABC
IMAGES - Don Williams - ABC
GIVE 'EM ENOUGH ROPE - Clash - CBS
INNER SECRETS - Santana - CBS
EVERGREEN - Acker Bilk - Warwick
20 GOLDEN GREATS - Neil Diamond - MCA
KILLING MACHINE - Judas Priest - CBS
MR. DAVE - Weather Report - CBS
ALL MOD CONS - Jam - Polydor
BLESS THIS HOUSE - Harry Secombe - Warwick
LINGALONGAMX - Max Bygraves - Ronco
A SINGLE MAN - Elton John - Rocket

SCOTIA/EDINBURGH

GREASE - Soundtrack - RSO
AMAZING DARTS - Darts - K-Tel
HEMPHREYS - Rush - Mercury
20 GOLDEN GREATS - Neil Diamond - MCA
STEELEY DAN'S GREATEST HITS - Steely Dan - ABC
LOHNEART - Kate Bush - EMI
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic
WAVELENGTH - Van Morrison - Warner Bros.
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists

IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
BOTH SIDES OF DOLLY PARTON - Dolly Parton - Lotus
ALL MOD CONS - Jam - Polydor
SWEET DASS - Barbara Dickson - CBS
A SINGLE MAN - Elton John - Rocket
EXPRESSIONS - Don Williams - ABC
LIVE AND MORE - Donna Summer - Casablanca
IMAGES - Don Williams - K-Tel

CLYDE FACTORS/GLASGOW

GREASE - Soundtrack - RSO
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
EMOTIONS - Various - K-Tel
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists
20 GREATEST - Brotherhood of Man - K-Tel
A SINGLE MAN - Elton John - Rocket
LIVE AND MORE - Donna Summer - Casablanca
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
TORMATO - Yes - Atlantic
WELL, WELL, SADD THE ROCKING CHAIR - Dean Friedman - Living
ALL MOD CONS - Jam - Polydor
EXPRESSIONS - Don Williams - ABC
IMAGES - Don Williams - ABC
ECTASY - Various - Lotus
LIFE AND LOVE - Diana Ross - Motown
EVERGREEN - Acker Bilk - Warwick
RUMOURS - Fleetwood Mac - Warner Bros.

TERRY BLOOD/STOKEN-TRENT

GREASE - Soundtrack - RSO
EMOTIONS - Various - K-Tel
20 GOLDEN GREATS - Neil Diamond - MCA
THE SINGLES 1974-78 - Carpenters - A&M
HEMPHREYS - Rush - Mercury
ALL MOD CONS - Jam - Polydor
EVERGREEN - Acker Bilk - Warwick
20 GOLDEN GREATS - Neil Diamond - MCA
GIVE 'EM ENOUGH ROPE - Clash - CBS
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
MINDHUNT HUSTLE - Various - K-Tel
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
BOTH SIDES OF DOLLY PARTON - Dolly Parton - Lotus
BOOGIE FEVER - Various - K-Tel
AMAZING DARTS - Darts - K-Tel
CLASSIC ROCK - RSO - K-Tel
LIVE AND MORE - Donna Summer - Casablanca

ROCK BOTTOM/CROYDON

GREASE - Soundtrack - RSO
NIGHT FLIGHT TO VENUS - Boney M - Atlantic
EMOTIONS - Various - K-Tel
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
IMAGES - Don Williams - K-Tel
JEFF WAYNE'S 'WAR OF THE WORLDS' - Various - CBS
A SINGLE MAN - Elton John - Rocket
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
INNER SECRETS - Santana - CBS
CLASSIC ROCK - RSO - K-Tel
TO THE LIMIT - Joan Armatrading - ABC
SATURDAY NIGHT FEVER - Soundtrack - RSO
ROSE ROYCE STRIKER AGA - Rose Royce - Whiffled
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic
LEO SAYER - Leo Sayer - Chrisley
STAGE - David Bowie - RCA
OUT OF THE BLUE - Electric Light Orchestra - Jet

WYND-UP/MANCHESTER

GREASE - Soundtrack - RSO
IF YOU CAN'T STAND THE HEAT - Status Quo - Vertigo
MANHATTAN TRANSFER LIVE - Manhattan Transfer - Atlantic
EMOTIONS - Various - K-Tel
25th ANNIVERSARY ALBUM - Shirley Bassey - United Artists
INNER SECRETS - Santana - CBS
IMAGES - Don Williams - K-Tel
A SINGLE MAN - Elton John - Rocket
WHEELS OF MOTOWN - Various - Motown
IF YOU WANT BLOOD WE'VE GOT IT - AC/DC - Atlantic
HEMPHREYS - Rush - Mercury
EXPRESSIONS - Don Williams - ABC
NIGHT FLIGHT TO VENUS - Boney M - Atlantic
20 GREATEST - Brotherhood of Man - K-Tel
A TONIC FOR THE TROOPS - Boomtown Rats - EMI
20 GOLDEN GREATS - Neil Diamond - MCA
EVITA - Cast Recording - MCA

First disc on One - Stop label

FOLLOWING A deal with Island Records, London's 1-Stop has announced the release date of the first product on its own, recently established label - 1-Stop. It will be the Burning Spear album *Social Justice* (STOP 1001), previously released by Island with the title *Marcus Children*. Retailing at £4.40, the album will receive full promotional back-up, and has been completely re-packaged. 1-Stop managing director, Ray Laws, commented: "We wanted our first release to carry a significant impact, and further product is being scheduled. Our policy will be based on quality rather than quantity of releases." With over a month in full swing, the new Bristol one-stop, Goldstop, reports healthy sales and a generally favourable response from West Country record dealers. One Christmas line now on sale at Goldstop is a special wrap-around record presentation pack, for albums priced at 45 pence each with discount on 100 plus orders, which are ideal combined with records as a Christmas gift. Picnic disc imports continue to flow into the country. Croydon one-stop, Bonapartes, has considerable stocks of the Blondie and Boston albums on picture disc plus the Meat Loaf album *Bat Out Of Hell*. And delivery of the Beatles' album *Abbey Road* on picture disc is expected shortly. Bonapartes is also awaiting delivery of a number of French imports - in particular albums from Schaubert and Parasites Of The Western World. The Strangers single 'Sweden', sung in Swedish and not previously available in this country, is due in shortly. Charmdale has also obtained copies of the Meat Loaf picture disc album (r.p. £8.00), Todd Runden's *Hermis Of Mink Hollow* on coloured vinyl. Lightning Records has obtained distribution of the rockabilly Spade label, which includes product from Ray Campi. The one-stop's oldies catalogue is now back in stock and a new Bilbo single 'Don't Blease It On Me' (LIG 551) has just been released on the Lightning label. North London's Lugtons has clinched distribution of the Tangent and Big Ben labels. Uniscorn, one of the UK's leading classical labels, is also now being exclusively distributed by the company. Irish one-stop Symphola has announced extra opening times to help meet the seasonal rush. On Sunday, November 26, December 4 and 10 it will be open from 10.30 am - 2.30 pm and on Sunday, December 17 it will be open from 10.00 am - 4.00 pm. Also on December 5, 7, 12, 14, 19, 20, 21 and 22 Symphola will be open from 8.30 am to 6.00 pm, in addition to the usual opening times.

Let record dealers know what's happening in the *Record Business* weekly one-stop column; contact Tim Smith (01) 836 9311.

stop PRESENTS

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DONNA SUMNER	LIVE	3.38
ABBA	THE ALBUM	1.90
E.L.O.	OUT OF THE BLUE	3.50
RUMOURS	ON WHITE VINYL	2.86
CARPENTERS	PASSAGE	2.25
THE TROJAN STORY	(3 LP SET)	0.86
FREE	HEARTBREAKER	2.25
CLIFF RICHARD	40 GOLDEN GREATS	3.59

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SPARKS	PROPAGANDA	0.95
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WITH CAROL BAYER SAGER



Double A sided single
Saturday Matinee'

b/w
'Disco Queen'
(from the film *Thank God It's Friday*)

CAN 133

An irresistibly catchy novelty hit!

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DISCO

THE UK'S ONLY SALES-BASED DISCO CHART

THE DISCO CHART

This Week	Last Week	Mts on Chart	TITLE/ARTIST	Imp-Import	Label/Cat. No.	D
*1	4	3	LOVE AMERICA PATRICK JUVET		CASABLANCA CAN/GAF 132	F
*2	2	2	I'M GONNA LOVE YOU CROWN HEIGHTS AFFAIR	MERC.	BLUE 803/919 918	F
3	1	6	INSTANT REPLAY DAN HARTMAN		BLUE SKY SKY 6706 C	F
*4	NEW	1	DANCE (DISCO HEAT) SYLVESTER		FANTASY FTC 123	E
5	3	4	GIVING IT BACK PHIL HURTT		FANTASY FTC 161	E
*6	9	5	I LOVE THE NIGHT LIFE ALICIA BRIDGES		POLYDOR 2066 936	F
7	8	7	PRANCE ON EDDIE HENDERSON		CAPTOL CL 16015	E
8	NEW	1	LE FREAK CHIC		ATLANTIC K11028	W
*9	11	3	ALWAYS AND FOREVER/MIND-BLOWING DECISIONS HEATWAVE	GTD	GT 238 C	F
*10	38	2	I LOST MY HEART... SARAH BRIGHTMAN		ARIOLA HANSA AHA 527	A
11	10	7	MACARTHUR PARK DONNA SUMMER		CASABLANCA CAR 131	A
12	14	4	SUN EXPLOSION MANU DIBANGO		DECCA F13810	S
*13	21	2	DISCO DANCING STANLEY TURRENTINE		FANTASY FTC 162	E
*14	30	2	TAKE THAT TO THE BANK SHALAMÉ		RCA FB/C 1379	R
15	15	7	IT SEEMS TO HANG ON ASHFOOT & SIMPSON		WARNER BROS K17237	W
16	NEW	1	IN THE BUSH MUSIQUE		CBS 6781	C
17	13	5	SIX MILLION STEPS RAHNI HARRIS	(INSP)	SONS SFL 201	Imp
18	12	9	BLAME IT ON THE BOOGIE JACKSONS		EPIC EPIC 6683 C	C
19	NEW	1	I'M EVERY WOMAN CHAKA KHAN		WARNER BROS K17269	W
20	17	9	ONE NATION UNDER A GROOVE FUNKADELIC		WARNER BROS K17246	W
21	16	4	RIDE-O-ROCKET BROTHERS JOHNSON		AAM AMS 7400	C
*22	NEW	1	PREDICATOR STEEL PULSE		ISLAND WIP 6461	E
23	NEW	1	Y M C A VILLAGE PEOPLE		PHIL INT PIS 813	C
24	5	9	INSTANT REPLAY DAN HARTMAN		MERCURY 6007 192	F
25	25	8	CLOSE THE DOOR ONLY YOU TEDDY PENDERGRASS		BLUE SKY ZSE 2772	F
26	28	4	DR WHO THEME MANKING		PINNACLE PIN 71	Imp
27	27	4	IT'S ALL THE WAY LOVE LAKESIDE	(SOLAR YB 11386)		Imp
28	33	4	GET DOWN GENE CHANDLER	(20TH CENTURY)		Imp
29	7	3	STAND UP ATLANTIC STARR		AAM AMS 7401	C
*30	NEW	1	JUST TO BE CLOSE TO YOU COMMODORES		MOTOWN TMG 1127	E
*31	37	5	LAY LOVE ON YOU LUISA FERNANDEZ		WARNER BROS K17061	W
*32	28	4	EAST RIVER BEVER BROTHERS		ARISTA ARIST 211	F
*33	12	1	LOVE HUSTLE FAMILY AFFAIR		CASINO CLASSICS CCA	A
34	23	4	FREAK IN, FREAK OUT TIMMY THOMAS		TK TRX 7505 C	C
*35	NEW	1	EACE ON DOWN THE ROAD DIANA ROSS & MICHAEL JACKSON	MCA	MCA 396	E
36	5	10	NOW THAT WE'VE FOUND LOVE THIRD WORLD		ISLAND WIP 6457	E
37	22	8	RASPUTIN BONEY M		ATLANTIC/HANSA K11192	W
38	18	10	GIVING UP, GIVING IN THREE DEGREES		ARIOLA ARD 130	A
39	34	4	DON'T LOOK BACK PETER TOSH		ROLLING STONES EM 2859	E
40	36	6	GET ON UP, GET ON DOWN ROY AYERS		POLYDOR AYRES 7112	F
41	33	3	BURNING CAROL DOUGLAS		BURN MIDSONG 7112	F
42	NEW	1	PARTY LEON HAYWOOD		MCA 398	E
43	36	13	YOU MAKE ME FEEL (MIGHTY REAL) SYLVESTER		FANTASY FTC 160	E
44	NEW	1	SEPTEMBER EARTH WIND & FIRE	(ARC 3-10854)		Imp
45	24	6	THE OTHER SIDE OF MIDNIGHT MARSHA HUNT		MAGNET MAG 130	E
46	32	6	GET IN WHILE YOU CAN OLYMPIC RUNNERS		POLYDOR 2066 922	F
46	NEW	1	WANNA MAKE LOVE SUN		CAPTOL CL 16019	E
48	49	2	EMPIRE ROAD MATUMBEI		HARVEST HAR 5169	E
49	NEW	1	YOU STEPPED INTO MY LIFE MELBA MOORE*		EPIC EPIC 6811	C
50	NEW	1	SAVE ME, SAVE ME FRANKIE VALLI		WARNER BROS K17251	W

*In chart last week as import

Compiled by Record Business Research from returns from specialist disco shops.

Imports

Best Selling Import Singles

- (2) SIX MILLION STEPS - Rahni Harris - Impassional Sounds
- (1) ONE NATION UNDER A GROOVE - Funkadelic - Warner Bros
- (1) INSTANT REPLAY - Dan Hartman - Blue Sky
- (5) IT'S ALL THE WAY LIVE - Lakeside - Solar
- (7) GET DOWN - Gene Chandler - 20th Century
- (4) SEPTEMBER - Earth, Wind & Fire - ARC
- (1) NO 1 DEE JAY - Giddy Goody - Atlantic
- (1) I DON'T KNOW IF IT'S RIGHT - Evelyn Champagne King - RCA
- (2) SHOOT ME WITH YOUR LOVE - Tasha Thomas - Orca
- (8) IT'S MUSIC - Damon Harris - Fantasy/WMOT
- (1) SHAKE YOUR GROOVE THING - Peaches and Herb - Polydor
- (1) WILL THEY MISS ME - David Simmons - Fantasy/WMOT

Twelve 12s

Top Selling 12" Singles

- (8) LOVE AMERICA - Patrick Juvet - Casablanca
- (1) I'M GONNA LOVE YOU FOREVER - Crown Heights Affair - Mercury
- (2) GIVING IT BACK - Phil Hurtt - Fantasy
- (4) TAKE THAT TO THE BANK - Shalameh - RCA
- (6) SUN EXPLOSION - Manu Dibango - Decca
- (8) PRANCE ON - Eddie Henderson - Capitol
- (9) I LOVE THE NIGHT LIFE - Alicia Bridges - Polydor
- (4) I LOST MY HEART... - Sarah Brightman/Heavenly Gossip - Arista
- (1) DR WHO THEME - Manking - Pinnacle
- (11) ALWAYS AND FOREVER/MIND-BLOWING DECISIONS - Heatwave - GTD
- (17) DISCO DANCING - Stanley Turrentine - Fantasy
- (5) SIX MILLION STEPS - Rahni Harris - Impassional Sounds (import)

CHILD Build Up For Christmas



Concerts: December 3rd. Southampton Gaumont. December 4th. Bristol Hippodrome. December 5th. Manchester Appollo. December 6th. Newcastle City Hall. December 7th. Glasgow Appollo. December 8th. Sheffield City Hall. December 9th. London Rainbow. December 10th. Birmingham City Hall.

"Child, The First Album" LP No. AHA LH 8008, Cassette No. 2C/AHA 8008.

Ariola Records, 48 Maddox Street, London W.1. Order from: Pye Records (Sales) Ltd., 132 Western Road, Mitcham, Surrey, CR4 3UT. Telephone: 01-640 3344.



Uster plans its own association

JERRY WELLS: Allan Boyd and Noel Cowan arrived in London from Belfast last week to meet the DJF and see what they could learn before they set about getting a DJ Association together for Northern Ireland.

It is estimated that there are well over 150 DJs at work in Northern Ireland the 50 or so they have met so far have expressed a great interest in the idea.

Did the political situation in Northern Ireland present any particular problems to DJs? The answer was a resounding no. Seventy per cent of entertainment in Northern Ireland id disco.

Dealer action

CHRISTMAS is a-comin' and the geese are getting fat - it's time to go funky - what do you think of that! So this week's first bit of funk is an absolute wonder - Earth Wind and Fire's new US single 'September' is very much in the Emotions 'Best of My Love' vein but with Earth Wind and Fire, who may be the governors of this sort of funk, you can imagine the devastation.

Our old friend Tom Moulton who mixed the 'Instant Replay' has re-mixed a Gold Mine US 12" by First Choice called 'Hold Your Horse' so the Celi Bee track. This is currently very big in import and dealers are advised to try and get some copies.

'All the Way Live' by Lakeside on Solar 12" and 7" remix is currently moving well in import shops. Unusual track on Elektra records US import is Donald Byrd 'Thank You for Funkin' Up My Life', currently very big in London and Southern discotheques and the funkier clubs. It seems very very funny to see this title actually printed on a record label and only two years ago CBS refused to press a record that cut that had written on the single 'Keep on Funkin'. Larry Carlton's single that I tipped as an album track some time ago - 'Room 335' - is now out in the US and starting to get good plays. Dealers should take some time to check out the new album 'Tender is the Night' on US Butterfly or Canadian RCA has just come into my possession. Release date in the US is November 18. Produced by Ian Guenther and Willy Morrison with production associate John Truog, the set consists of two 12" tracks, 'Weekend Two Steps', 'Tender is the Night', 'Half as Nice' and 'Music Is All You Need'. It surpasses the first album on all cuts but the strongest are 'Weekend Two Steps' and 'Music Is All You Need'. As it is obvious to me early at this moment to pick what the DJ will go for, 'Music Is All You Need' we don't see the US Disco Charts. This zooming up tempo and is right in the current disco mixing vein. It is also a personal favourite. 'Half as Nice' is personal favourite. 'Hi' hit but unfortunately fails to make it. This album belongs to Rocket Records in the UK

How did they find service to the deejays? "There are about five record shops that actually give you more than the Top 30. The equipment side is improving - one more disco shop opened recently; but most DJs travel over to Manchester for equipment" said Wells.

"Service from the mainland is terrible, once you've bought the equipment it's prohibitively expensive to return it for guarantee claims".

They hope to have an association running in about four weeks. The would like to bring everyone in "cowboys included."

and I will keep you informed as to any release date.

For dealers that read my column and do order you should now place your orders for 'M1' Que Tel America 12" as they are moving out exceedingly well. One shop has ordered 600 copies and assures me he will be sold out within seven days so don't miss this one for early sales. Unfortunately, one of the best import singles for a long time is a 12", 'Six Million Steps' by Rahni Harris, is now a catastrophe; one is left to wonder what they have remixed and edited down this good 12". I have tried to find out if Phonogram will be going with the import mix and no one seems to know - kept posting on this one. Dealers are advised to watch the import? as they are not moving but are still safe with the 12" EMU unleash 412" on the world this week:

'Wanna Make Love' by Sun, 12CL 16019

'tonight's the Night' by Charles Jackson, 12CL 16018

'Travelling Man' by Maze, 12CL 16017

'Daisy Mae' by Raul de Souza, 12CL 16016

All these should prove good sellers and must be very good editions therefore dealers are advised to stock up very quickly. Another 12" that came into my sticky plams this week is by Richard Ace on Blue Inc, distributed by Warner Bros, Inc. The A side - 'Stayin' Alive' and the B side 'Hi Can't Have You' - two Bee Gee numbers done in reggae with a dubbed version on the end of each song. May rave of the week this week is very unusual for me and it's also KD's tip is what must be termed as pop disco - A-mii Stewart's 'Knock on Wood' on Atlantic Records, KD 14. This re-working of the old Eddie Floyd classic of the early 60's surprisingly works fabulously. This must be a Top 20 record. I first heard this record four months ago before it was finished and totally dismissed it but all power to the producer, B Leng, and engineer Alan Winstanley, who put this piece of plastic pleasure together. Also nice to see that my tip 'Dr Who' seems to be moving really really well. That's all pop pictures. See you in full glorious colour at the Disco Convention. Your real disco duck

- Pete Waterman

Quick spins

DESPITE the failure of the DJ And Disco World project, MIFS Garrell Redfern is to go ahead with his own DJ magazine for the professional, with Peter Harvey as editor.

CBS disco promotion manager Greg Lynn is conferring today (20) with key men in the local DJ associations. They are discussing how CBS and the associations can help each other.

Clyde Coast Secretary John Andrews now has the guaranteed support he requires and has decided to stay as Secretary. Honorary president William Freckleton has also offered to take a more active interest.

Following Chris Archer's resignation as DJF secretary PRO Tony Holden is caretaking the position at 225 Hyde End Road, Spencers Wood, Berks. Tel. 0734 852794.

THE DJF (GB) is out to encourage new associations in the following areas, Bristol; the West Country, including Ply-

mou, Exeter and Taunton; Edinborough, Bolton, Manchester and Liverpool; Newcastle; Leeds; Birmingham; and Northampton. DJs wishing to find out how to start an association in these areas should contact DJF PRO Tony Holden at 225 Hyde End Road, Spencers Wood, Berks.



EARTH WIND & FIRE: poised to hit with 'September'.

Solent association ready to shape up

ONE of the associations to start directly from the NADJ collapse was the Solent Disc Jockey Association. With a current membership of 36, Solent is affiliated to the DJF. Once secretary Ray Hewins complained that meetings were very lame but now they have lived up considerably and three out of four have to be called to order. Meetings discuss local traders, explain the discounts that are available and accept proposals for future activities. These include a DJ school to improve individual strong points. A hot subject for general discussion has been the undercutting by non-members. Recently Solent took action on this point. The non-member was not declaring his DJ related earnings to the Inland Revenue whereas the member was already paying tax. When Solent threatened to report the non-member he withdrew his bid.

Solent has an active sports and social club, ensures members are well served with promotional records, encourages a uniform price structure, negotiates member discounts and every Tuesday

afternoon posts a run-down of the BBC chart to participating members.

A recent major event was a charity evening organised for the League of Friends of Colest Hospital, Fareham. Held at Nero's club, the event raised £125 toward the purchase of record player equipment for the mentally handicapped.

Recently a split was threatened. A local agency wanted to take a more active part in running the association, and nominated several people for committees. None were elected and they have left the association. Solent will be examining its constitution to see if a similar occurrence can be prevented in the future.

Ray Hewins is employed by Marconi. How does he see his role with Solent developing? "I intended to stay with Solent for two years, and have completed. I have heavily subsidised Solent and the time factor is now of importance to me. Next September I shall resign for good and let someone else carry on what it's running efficiently as it should be after two years."

DJF considers union affiliation

WITH THE aim of formalising its existence, the DJF has considered a number of alternatives regarding possible union affiliation. Two major proposals are now on referendum to the membership - 1. The DJF becomes a branch within NATKE (National Association of Theatrical & Cinematographic Employees) and the local associations become branch offices. This is estimated to cost £19.75 per annum.

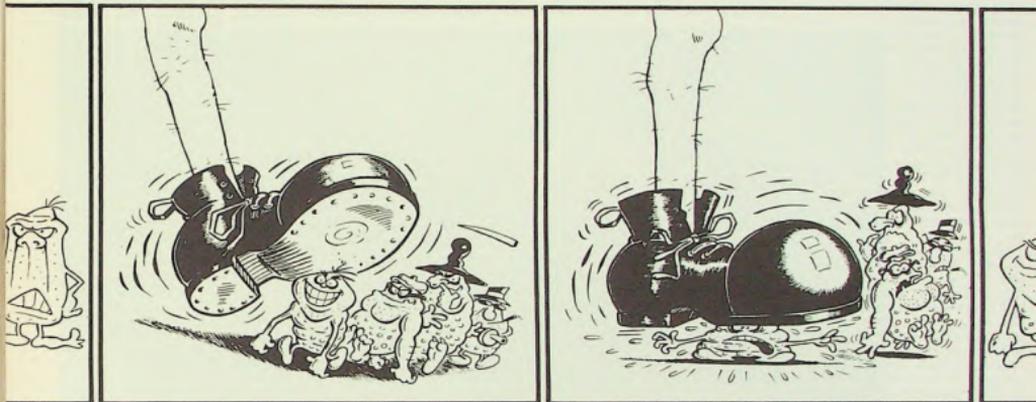
2. The DJF joins the Alliance Group, a body of professional organisations,

remaining autonomous yet having the facilities and the weight of Alliance. Alliance aim to 'square up' the CBI-Union-Government triangle, making themselves the fourth side. This proposal will cost 10p per head per annum.

The latter proposal has been endorsed by the council of the DJF the choice is now down to individual members votes.

Also at the November council meeting a new constitution was adopted and an increase in affiliation fees was approved. Membership now costs £20 per association and £2 for each individual member of an affiliated regional association. Negotiations are still under way to find a suitable DJF - recommended, public liability, motor and equipment insurers.

STAMP ON A SKURFF, TODAY!



BY **SANDFORD & SAKER**

THE FIRST RECORD WITH TWO ENDINGS:

“FIRST THE GOOD NEWS”

“THEN THE BAD NEWS”

“IT'S UP TO YOU!”

AVAILABLE NOW

HAVING just finished ploughing through endless Christmas orders, perhaps it's time to sit back and look at what we've been offered this year. Nothing radical seems to have changed from previous years, except perhaps for EMI offering straight discount. One or two of the smaller firms have lowered their unit thresholds to give small shops a crack at the discount levels, but I wonder how many can make the top grades of 1000 or more.

EMI ERD has an interesting sliding scale which entails September orders qualifying for more discount than November and November orders more than December. Though one must consider whether the difference between 15 per cent and 8 per cent discount makes up for earlier payment and storage costs. All the companies except WEA are offering a scale of discounts, and it seems strange that I've opted out. Reason, no doubt, is the Sound Generator scheme, but since EMI can give discount on top of Music Centre, then WEA doesn't have much excuse. I for one shall not be stocking much extra WEA material this Christmas. WEA is offering the boring old standby of Marks and Spencers' vouchers, but I wonder how many dealers are interested in this or in gifts and drinks. They are no real alternative to increasing profits through discount at the peak trading season when every extra penny is vital, especially when new records are being sold at much lower margins than back catalogue.

The major dilemma this Christmas has been how much emphasis to place on back catalogue in relation to new releases. In previous years I've reckoned on the split being roughly 35 per cent back catalogue sales, and 65 per cent new releases and tv-advertised albums. However, with the largest number ever being tv-advertised this year and the greater public awareness this will lead to, I think there will be a marked swing

Retail business by Simon Gee

Will television promos kill catalogue sales?

to new product away from old. The general tv compilations will suffer because of their overabundance and appeal to very similar markets, and, as a consequence, I feel the new records from Queen, Status Quo, Kate Bush, John Travolta, etc. will attract more custom than ever.

Already the returns on tv albums seem poor by comparison with previous years. Whereas Darts, Tom Jones, and *Ecstasy* would have sold well in previous years, or at any other time of the year, all the tv albums are swamping each other. And who can stock any particular album in depth? Without *SOR* facilities there is no way we are going to hold large stocks of so many different albums. And with no specific advertising details forthcoming from Ronco or Warwick, the peak is often missed. How many times have we sold

out of a particular tv album, lost a lot of sales and goodwill while waiting for stock, and then found dead stock left because the advert was only for one week in our region anyway. So far this week it seems to be *Boogie Fever* last week, *Acker Bilk* this week, and probably *Harry Secombe*, *Oris Day*, or *Harry Belafonte* next. And yet who is to predict which one of all these albums will do a Bert Weedon or *Disco Fever* and leave everyone stockless and speechless at the crucial time with runaway demand far exceeding the company's ability to supply. Keep an eye on EMI's *Don't Walk, Boogie* which although on limited tv at the moment, could well break out.

With so many of the 'regular' companies using tv as well as the specialists, I fear some of the latter may suffer this Christmas. Looking at some of their

compilations this year, one wonders at the logic behind some of the titles on offer. Without tv advertising they don't stand a chance on their own in the browser, and yet the adverts themselves are so poor that any would-be purchasers are not induced to shell out their hard-earned cash. The latest entrant into this fascinating tv game is *Pye/Ariola* with their *Child* release. This is being aimed directly at the teenybop audience, judging by the choice of adverts, but its £4.95 price tag may turn out to be an outlier, however pretty the group may look. I don't remember many Bay City Rollers albums being shifted – even with their massive signing success, and *Child* has not yet reached those dizzy heights of teen acclaim.

Talking earlier about the decline this Christmas of back catalogue in favour of new releases, it is interesting to see EMI's attempts to reassert their back catalogue, particularly The Beatles' repertoire. By cleverly accenting the three best-selling albums, *Sgt. Pepper* and the red and blue doubles, EMI will no doubt stimulate considerable interest in all the Beatles' albums. Since most of the EMTV albums don't seem to have stimulated the artists' other albums, nor killed off their catalogues completely, this new play could be very effective.

With Christmas rushing up on us, it seems that already some distribution companies are feeling the strain, which does not augur well for the December weeks. With EMI shipping out part orders for EMTV 14 and *Evita*, one wonders what will happen if the Neil Diamond takes off suddenly after the tv starts. At least EMI distributes shortages fairly, not serving bigger or 'chart' accounts differently. It's a pity that WEA can't claim the same with the *Cars* single. With my orders for boxes of 25 and 50 cut down to five per shop it seems strange that the record should leap so high into the charts. Perhaps some shops were more equal than others!



CHILD: At £4.95, is their LP too expensive for the teenybop market?

The dealer and the law

DISMISSAL and its consequences are among the most frequently raised problems when retailers talk to a lawyer. Many people believe that the law has become so biased in favour of workers that they might as well in or give up business. This article looks at the main framework.

For a worker to be dismissed he must have been employed. This may sound trite but a number of so-called employees are in fact self-employed or are contractors working on commission or fees. A worker who is employed works under a contract of which written particulars must have been given to him within 13 weeks of the start of employment. Once a worker has been continuously employed for 26 weeks he has a right to make a complaint to an industrial tribunal if he thinks that he has been "unfairly" dismissed. It cannot be stressed too much that any employer who operates fairly has nothing to fear – except, of course, that an aggrieved worker may make a claim before a tribunal. But that is not really different than an injured worker bringing an action for damages. The point is that the

Dismissal problems

by Bill Thomas

claimant in both cases has to be able to prove his case. The employer will be able to contest the allegations by showing what he has done. It is therefore important to follow a laid down procedure on disciplinary matters.

The worker who thinks his dismissal was unfair must bring his case within 13 weeks of the date of the dismissal. Dismissal may occur when the employer terminates the contract of employment – with or without notice; when a fixed term contract comes to an end and is not renewed (unless it was for over two years and the worker agreed to forego his right to go to tribunal); if the employer acts in such a way that the worker believes the contract has been repudiated by the employer – what has become known as "constructive dismissal". Dismissal will be fair if it related to the worker's capa-

bility or qualifications; to his conduct; redundancy; or some other substantial reason. The employer must show that he acted reasonably in the circumstances in treating that reason as sufficient to justify dismissal. (It is important to remember that the reason given will be that which the tribunal will adjudicate on; so if the worker is sacked for punching the boss on the nose but the reason stated is bad timekeeping – then the fight will not be considered.)

If a worker is bad at his job, or his productivity falls, or he steals, or takes time off without asking, or he annoys other workers – then these may all be good reasons for dismissal. But a prudent (and fair) employer will have his shortcomings in the hope that some improvement can be made before dismissing him. There is a Code of Practice on disciplinary matters which has been prepared by the Advisory Conciliation and Arbitration Service (ACAS) under the Employment Protection Act which sets out a model procedure. All employers should obtain a copy from HMSO and make themselves familiar with the disciplinary measures suggested. Not only are they common sense – but they are a basis of going about industrial

relations which both ACAS and a tribunal will expect an employer to have followed.

The tribunal can order compensation or reinstatement or both. There are high upper limits; but it should be stressed that these will only apply in plain cases of shoddy treatment by employers; the tribunal can also take into account the worker's own conduct and reduce any award on the basis that he contributed to his own situation.

A worker who is dismissed after 26 weeks has the right now to ask for a written statement of the reasons for the dismissal. Some grounds for dismissal – related to union activities – are automatically treated as unfair. And these do not require the worker to have been at work for 26 weeks. Women have certain rights too relating to childbirth; but they need to have been at work for at least two years before they can enforce them.

The Department of Employment has produced a series of booklets on most aspects of the Employment Protection Act. Dealing with the workers' rights in some detail. The latest is a summary of the Individual Rights of Employees. All the booklets – available free – can be obtained from Jobcentres. The ACAS Codes cost 15p from HMSO.

Now EXILE have made it, they're "never gonna stop."

Exile, who had a massive hit with 'Kiss you all over', have a new single from the same sensational album.

'Never gonna stop' is yet another great track from Exile's new 'Mixed Emotions' album, which is being nationally promoted

exclusively through a Daily Mirror/ tape-time package.

We've got Kid Jensen answering the phone. And, as an incentive, to really get 'em dialling, we're promising a free album for 100 lucky callers.

What's more, EMI are giving

away £500.00 worth of fabulous new Aiwa stereo equipment in a special competition that's free to enter - provided the person's already bought the Exile album!

It's all designed to put Exile among the best sellers. And then they're never gonna stop.

MIXED

EMOTIONS



EXILE

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ENGLAND

Priming the market for video discs

THE ARRIVAL on the UK market of the much-publicised videodisc has been pushed a stage closer by last week's news that EMI is on the verge of launching Britain's first video cassette catalogue.

As reported in *Record Business*, the catalogue is being introduced by the specially established company subsidiary, EMI Videogram. From early next year, up to 150 programmes will initially be available - at an average cost of £30 each.

What the introduction of this video cassette catalogue will do is forge a vast, new consumer market which can be immediately exploited when the videodisc, which EMI Videogram director, Gary Pownall, believes to be the more viable form of video product, finally receives the go-ahead.

So far three different types of videodisc have been developed - by RCA in America, the Japanese company JVC and Philips. All of these are currently being tested at EMI laboratories in Hayes with a view to eventual manufacture and distribution.

Tentative plans apparently exist for the UK to be used as a videodisc test market for Europe - possibly as soon as late 1979.

In the meantime EMI Videogram is embarking on a major drive to build up the video market. Sales will be either direct from EMI or via a television rental company, although negotiations are still to be finalised. No plans at present exist to use record retail outlets.

Pownall told *Record Business*: "EMI Videogram was set up in August last year with a brief to get the market situation ready for the videodisc. We are beginning with the video cassette catalogue and we are confident it will eventually be a huge business."

Pownall is at present unable to reveal details of the video cassette programmes scheduled for the initial launch. They do, however, include a large selection of feature films, a few documentaries and a number of musical offerings. It is hoped that within

the next three years the catalogue will have grown to around 1,000 titles.

From the musical viewpoint, programmes will be either straight recordings of live concerts or "abstract" films set to music, although negotiations involving royalty payments are still to be settled.

To a large extent EMI Videogram is relying upon the returns from market research brochures, sent out over the last few months with newly purchased video equipment, to compile the video cassette catalogue.

The brochures ask consumers to list the type of cassettes they would be most interested in purchasing or hiring. Among the choices are feature films, sports, music, history, geography, documentaries and art.

Pownall commented: "The response has been far better than we ever expected. It's been really excellent. The general impression from the returns is that feature films are in great demand, as well as a number of specialist topics."

He continued: "We have had a great deal of requests for minority films - such as Chinese language features, a large number of special interests like aviation, trains - in general a comprehensive range of hobbies."

To begin with programmes will only be available for purchase. However EMI Videogram is currently working on plans to make video cassettes available for hire.

Pownall told *Record Business*: "To begin with the emphasis will be purely on sales, however there are long-term plans to enable the hiring of video cassettes. There are various royalty problems to work out but we are confident that these can be overcome."

Claims in the US trade press that EMI will be launching the video cassette catalogue hand in hand with Polygram have been completely discounted by EMI Videogram. It does however seem likely that an agreement giving EMI the UK distribution rights to Polygram videos, and vice versa, will be reached in the near

future. There appears to be little doubt that the video cassette and to a greater extent the videodisc are to become an extremely important aspect of the music as well as the television industry.

EMI has taken the lead, but other record companies are certain to fol-

low. And for those still in doubt about the importance of this new development, the MCPS has gone as far as establishing a completely separate department geared entirely towards licensing and monitoring regulations covering the video field.

TIM SMITH

Island's Blue Mountain aims at the affluent youth

SPURRED ON by the fact that various television rental companies have been buying bulk supplies of machines capable of handling the new VHS video system, Island Records' video arm Blue Mountain Films is to enter the emerging market in a big way early next year.

Headed up by Scott Millaney, the company has already claimed a significant share of the promotional video market and has studiously stockpiled footage of the parent company's artists over the four years Island has been in the video scene.

Now Blue Mountain feels the time is right to make its pitch to the consumer, and has geared up with a suite of office space at the company's St. Peter's Square headquarters dedicated to tape duplicating facilities.

Milanley has a Bob Marley concert, specials from Grace Jones, Steel Pulse, Third World and an up-coming opera recording from Covent Garden of Kiri Teknawa plus his archive material prepared for a possible consumer launch next May.

"Now we have sorted out a draft royalty agreement with the MCPS, it is possible to put together commercially viable VHS video cassettes at around £20-£30," said Milanley.

"What makes it more attractive for an act to go with Blue Mountain is our production facilities, which will include a video truck arrangement with five cameras and two recording

machines coupled with the Island Mobile, one of the premier mobile sound recording set-ups in the UK.

"We are working on structuring deals where Blue Mountain will take on the production costs for any act and pay a high percentage of all profits after the costs have been recouped."

Blue Mountain is set on sale of results to the consumer market, but Milanley stresses that the prime product is unlikely to be mainstream rock or pop offerings, but 'special events' with an exclusive tag - hence the opera experiment from Covent Garden.

This is because the high price of VCR equipment - the hardware in question - locks possible sales into the more affluent section of the populace.

And on top of that, the age profile is youthful, and the video format is known to be of more ephemeral interest than pure music forms like discs and tapes.

"Distribution is more likely to be through direct mail order and the very big regional department stores who already carry the hardware than the High Street record retailer, although, as the market expands, there's no reason why it should not spread into record stores. On the continent, in fact, that's where we see a fair percentage of our business coming from."

JOHN HAYWARD

RECORD BUSINESS

We give you an American-style Top 100 chart—the very first in this country to be based on sales AND airplays. Plus, an at-a-glance guide to all the records being played by the top 20 radio stations throughout the country. Plus, accurate hit forecasting by a panel of radio programmers, record publishers and disc jockeys.

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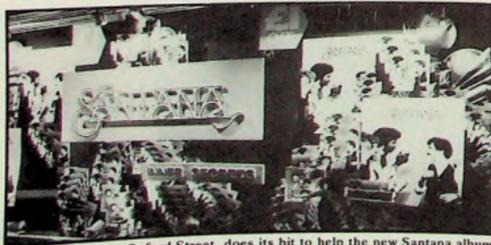
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THE ALBUM CHART 1-60

The Album Chart is compiled by Record Business from sales information supplied by the RA Dealer Panel.

DISTRIBUTORS

A—Pye, C—CBS, D—Ranoco, E—EMI, F—Phonodisc, G—K-Tel, H—Lightning, J—Multiple Sound, K—Crescendo/CBS, L—Luplons, N—Enterprise, O—President, R—RCA, S—Selecta, W—WEA.

KEY

NEW New Entry

☐ Re-Entry

● Bullet

● Platinum Disc (£1m sales)

● Gold Disc (£200,000 sales)

● Silver Disc (£150,000 sales)

(Platinum, Gold & Silver Disc information supplied by the British Phonographic Industry)

Index

10cc 37
AC DC 27
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BARRY MANLOW 54
BILLY JOEL 51
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BOON 19
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BROTHERHOOD OF MAN 24
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CARPENTERS 50
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DAVID BOWIE 44
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DOLLY PARTON 52
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EVITA 21
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FLEETWOOD MAC 34
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JUDAS PRIEST 38
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GREASE 1
SATURDAY NIGHT FEVER 1
STATUS QUO 11
THEN LIZZY 49
TOM JONES 49
VAN MORRISON 53

Various—
BOOGIE FEVER 22
DON'T WALK BOOGIE 33
ECSTASY 45
EMOTIONS 2
JEFF WAYNE'S 'THE WAR OF THE WORLDS' 7
MIDNIGHT HUSTLE 18
THE BIG WHEELS OF MOTOWN 12
WEATHER REPORT 59
YES 30

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Producer	Label/Cat. No.	D	Chart Use
1	1	20	GREASE SOUNDTRACK	Various	RSD RDJ 2001	F	
2	2	4	EMOTIONS SOUNDTRACK	Various	K-TEL NE 1925	G	
3	NEW	1	GIVE 'EM ENOUGH ROPE CLASH	Samir Parman	CBS R211	F	
4	9	3	THE MANHATTAN TRANSFER LIVE MANHATTAN TRANSFER	Tom Hovort	ATLANTIC VMS 43540	C	
5	3	18	NIGHT FLIGHT TO VENUS BONEY M	Frank Farian	ATLANTIC VMS 43546	W	
6	4	4	25TH ANNIVERSARY ALBUM SHIRLEY BASSEY	Various	UNITED ART 387V 82747	E	
7	10	4	JEFF WAYNE'S 'THE WAR OF THE WORLDS' VARIOUS	Jeff Wayne	CBS 9600	C	
8	5	16	IMAGES DON WILLIAMS	Neil Loid	K-TEL NE 1033	G	
9	NEW	1	20 GOLDEN GREATS NEIL DIAMOND	Various	MCA EMV 114	E	
10	11	21	A TONIC FOR THE TROOPS BOOMTOWN RATS	Robert King Lange	ENIGMA ENV 3	F	
11	7	3	IF YOU CAN'T STAND THE HEAT STATUS QUO	Phil Williams	VERTIGO 9182 027	F	
12	6	8	THE BIG WHEELS OF MOTOWN VARIOUS	Various	EMI EMV 12	E	
13	15	3	ALL HOOKS DOWN JAM JOHNSON	Vic Coppersmith/CEM	PO-YDOR POLD 5008	F	
14	13	4	A SINGLE MAN ELTON JOHN	Cive Frank/Elton John	ROCKYET TRAIN 1	F	
15	12	6	LIVE AND MORE DONNA SUMMER	Giorgio Moroder/Phil Seltzer	CASABLANCA CALD 5006	A	
16	NEW	1	HEMISPHERES RUSH	Various	VERTIGO 9190 059	F	
17	14	23	SATURDAY NIGHT FEVER SOUNDTRACK	Terry Brown/Cast	CBS 96015	C	
18	NEW	1	MIDNIGHT HUSTLE VARIOUS	Various	K-TEL NE 1037	G	
19	40	2	EVERGREEN ACKER BILK	Terry Brown	RAHWACK PRO545	U	
20	21	2	THE AMAZING DARTS DARTS	Tommy Boyce/Richard Hartley	K-TEL DE 8781	F	
21	NEW	1	EVITA ORIGINAL LONDON CAST	Andrew Lloyd Webber/Tim Rice	MCA MGS 3527	E	
22	26	2	BOOGIE FEVER VARIOUS	Various	RONCO RPL 2054	D	
23	NEW	1	JAZZ QUEEN	Ray Thomas/Bob Dylan	EMI EMA 788	E	
24	8	7	26 GREATEST BROTHERHOOD OF MAN	Tony Miles	K-TEL BM 1960	G	
25	19	23	OUT OF THE BLUE ELECTRIC LIGHT ORCHESTRA	Jeff Lynne	JET JET10R 400	F	
26	24	20	CLASSIC ROCK LONDON SYMPHONY ORCHESTRA	Jeff Lynne et al	K-TEL ONE 1059	G	
27	16	5	IF YOU WANT BLOND WE GOT IT AC DC	George Young/Peter Dinklage	ATLANTIC K2552	C	
28	20	3	INNER SECRETS SANTANA	Brian Pickett/Dennis Lambert	LOTUS WH 2001	W	
29	18	7	I'M COMING HOME TOM JONES	Various	LOTUS WH 2001	G	
30	28	8	TORMATO YES	Yes	ATLANTIC K2518	W	
31	NEW	1	LION HEART KATE BUSH	Andrew Powell	EMI EMC 3287	E	
32	22	10	PARALLEL LINES BLONDE	Mike Chapman	CHRYSALIS CD 1192	F	
33	37	2	DON'T WALK, BOOGIE VARIOUS	Various	EMI EMV 113	E	
34	29	4	EXPRESSIONS DON WILLIAMS	Garth Fundstone/Various	ABC ABCJ 5253	C	
35	NEW	1	BOTH SIDES OF DOLLY PARTON DOLLY PARTON	Various	LOTUS WH 5066	W	
36	23	13	LEO SAYER LEO SAYER	Richard Perry	CHRYSALIS CD 1196	F	
37	25	9	BLOODY TOURISTS 10CC	Eric Stewart/Graham Gouldman	MERCURY 9192 560	F	
38	30	3	THE KILLING MACHINE JUDAS PRIEST	Judas Priest/James Galtree	CBS 81135	C	
39	33	8	TO THE LIMIT JOAN ARMATRADE	Glyn Johns	ARJ ARJ 64752	C	
40	27	3	40 GREATEST ELVIS PRESLEY	Various	RCA PL 43597	F	
41	45	2	FATHER ABRAHAM IN SMURFLAND FATHER ABRAHAM & THE SMURFS	Dubon/Sherman	DECCA 5MFP-81	S	
42	34	6	WELL WE SAID THE ROCKING CHAIR DEAN FRIEDMAN	Bob Stevens	LIFEGONG LSP 6219	C	
43	31	10	ROSE ROYCE STRIKES AGAIN ROSE ROYCE	Norman Whitfield	AMPHRED 145657	W	
44	36	7	STAGE DAVID BOWIE	Tony Visconti/David Bowie	RCA PL 62913	F	
45	17	5	ECSTASY VARIOUS	Various	LOTUS WH 5063	G	
46	42	10	JAMES GALWAY PLAYS SONGS FOR ANNIE JAMES GALWAY	Ralph MacF	RED SEAL RL 2560	F	
47	38	7	LIVE BURSTING OUT JETHRO TULL	Ian Anderson	CHRYSALIS GIL 4	F	
48	46	20	SOME GIRLS ROLLING STONES	Giuntere Tapes	ROLLING STONES CLR 39108	E	
49	43	23	LIVE AND DANGEROUS THEN LIZZY	Tony Visconti/Then Lizzy	VERTIGO 8641 807	F	
50	NEW	1	SINGLES 1974-1978 CARPENTERS	Karen & Richard Carpenter/Jack Daugherty	A&J A&JL 19478	C	
51	NEW	1	52ND STREET BILLY JOEL	Paul Simon	CBS 81381	F	
52	43	5	HIS 20 GREATEST DENIS ROUSSO	Various	PHILIPS 5190 873	F	
53	51	5	WAVELENGTH VAN MORRISON	Van Morrison	WARNER BROS 496528	W	
54	35	7	EVEN NOW BARRY MANLOW	Ron Dante/Barry Manlow	ARISTA SPART 1047	F	
55	57	23	RUMOURS FLEETWOOD MAC	Ken Caillat/Wendy MacCallister/Daphne	WARNER BROS 496344	W	
56	53	23	BAUT OUT OF HELL MEAT LOAF	Todd Rundgren	EPIC EPC 82419	F	
57	59	4	THE DAVID ESSEX ALBUM DAVID ESSEX	David Essex/Jeff Wayne	CBS 10011	C	
58	47	2	ROSS DIANA ROSS	Various	MOTOWN 57MA 10593	E	
59	58	3	MR GONE WEATHER REPORT	Joseph Zaveloff	CBS 82775	F	
60	32	8	LINGLONGAMAX MAX BYGRAVES	Various	RONCO RPL 2033	D	

If you believe that only black Americans are capable of selling good soul albums you are wrong

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THE NEW SINGLES

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November 24

This Week's Releases: 51
Last Week's Releases: 77

With the *Record Business* Gimmicks Guide: 12— 12-inch single; ■—Special Bag, (White)—Special Vinyl

ARTIST/TITLE A SIDE/B Side/Label	Cat. No.	Gimmicks
AL HUDSON SPREAD LOVE/Love Me Forever (ABC)	ABC 4238/ABC 4238	C 12"
ALBERTO Y LOST TRIOS PARANOIAS JUAN LOPEZ/Dead Meat Part 3 (Logo)	GO 340	R
ALTERNATE TV LIFE/Love Lies Limp (Depford Fun City)	DFC 05	T
ANGEL WINTER SONG/Can You Feel It? (Casablanca)	CAN 113	A
ANGELS OF PHILADELPHIA IT'S A BEAUTIFUL WORLD, (GLORIA) PART II/It's A Beautiful World, (Gloria) (Part II) (Karma)	KA 140	A
ARTHUR MULLARD & HYDLA BAKER DON'T GO BREAKING MY HEART/Sweet Kind Of Guy (Pye)	7N 46139	A
BAND OF THE BLACK WATCH HIGHLAND HUSTLE/Huckle Red (RK)	RK 1015	A
BLUE EYEDS CULT WE GOTTA GET OUT OF THIS PLACE/Stairway To The Stars (CBS)	CBS 6909	C
BOB FRYDOR SANTA'S LITTLE HELPERS/Somebody's Nicked My Gnome (Sable)	SM 92	W
BRYAN CHALKER SINGLE GIFTS/The Wayward Wind (Emerald)	MD 1211	S
CHANDON DON'T HOLD BACK/Did You Ever (Arista)	AR 148	A
CLASH TOMMY GUN/One, Two Crush On You (CBS)	CBS 6788	C
CRAWLER SAL ON/Die Heroes (Epic)	EPC 6923	C
DAVE EDMONDS TELEVISION/Never Been In Love (Swansong)	SSK 19414	W
DON SCHLITZ THE GAMBLER/You Can't Take It With You (Capitol)	CL 16031	E
ERIC DONALDSON LOOK WHAT YOU'VE DONE/Look What You've Done (Part 2) (Dynamic)	DYN 148	K
FOXY GET OFF/You Made Me Hot (TK)	TKR 12 6040	C
FREDA PAYNE HAPPY DAYS ARE HERE AGAIN - HAPPY MUSIC/It'll Do Anything For You (Capitol)	CL 16030	E
GLADYS KNIGHT & THE PIPS DO YOU HEAR WHAT I HEAR?/Gospel Medley (Butah)	BDS 480	■
HELLFISH ALL NIGHT PARTY/Magic Mistress (Epic)	EPC 6902	C
IAN DURY & THE BLOCKHEADS HIT ME WITH YOUR RHYTHM STICK/There Ain't Half Been Some Clever Bastard (Sitt)	BUY 38	E
JAN GOMM HOLD ON CHICKEN Run (Arista)	12 30W 2	■
JACK TEMPCHEIN PEACEFUL EASY FEELING/Tajana (Arista)	ARIST 225	F
JOHN TRAVOLTA GREASED LIGHTNING/Racamatraz (Midsong/Polydor)	POSP 14	F
JOHNNY MATHIS WHEN A CHILD IS BORN (SOLEADO)/Everytime You Touch Me (I Get High) (CBS)	CBS 6599	C
JONNY RUBBISH SANTA'S ALIVE/Personman (I Got Pulled Over By A) (United Artists)	UP 38479	F
KINGFISH HARD TO LOVE SOMEBODY/You And I (Jet)	JET 131	C
KIPPINGTON LODGE RUMOURS - LADY ON A BICYCLE/And She Cries - Shy Boy (EMI)	EMI 2894	C
MEN OF STEEL HAIL SUPERMAN/People Movin' To The Music (Jet)	JET 133	C
METAL MICKIE LULLPOP/Eugene (The Hollywood Monster Movie Fend) (EMI)	EMI 2895	E
MEXICANO TREASURE THE MOMENTS/Treasure The Moments (Part 2) (ICE)	GVY 18	B
MIGHTY SPARROW EL RELOJ/Just Wanna Be Free (Trojan)	TRO 9049	C
MORWYN BROOKS YOU JUST CAN'T HIDE/You Just Can't Hide (Part 2) (Dynamic)	DYN 147	K
NEW SEEKERS YOU NEEDED ME/Adrian (CBS)	CBS 6844	C
NICK LOWE (WHAT'S SO FUNNY ABOUT) PEACE & UNDERSTANDING/American Squirm (Polar)	ADA 26	W
NICKY MORRIS REGGAE CHRISTMAS (MELDOR)/Reggae Christmas (Part 2) (Savini)	SAT 137	W
PETULA CLARK (LIFE IS) JUST A DANCE WITH TIME/Don't Stop The Music (CBS)	CBS 6781	C (Blue)
PLASTIC BERTRAND C'EST LE ROCK 'N' ROLL/Archevica (Vetlog)	6059 215	F
POWERFUL PIERRE & ENGLISH ANIME (GIVE US A KISS)/Moonlight - Starlight (RCA)	PB 5130	F
RANI HARRIS SIX MILLION STEPS/Six Million Steps (Part 2) (Mercury)	6007 198/9199 366	F
NEW SEEKERS YOU NEEDED ME/Adrian (CBS)	CC 51CC 516-12	A
RON GRAINER ORCHESTRA A TOUCH OF VELVET - A STING OF BRASS/JADE SO THEME/The Wigan Jokers/Six By Six (Casino Classics)	RESL 60	■
RONNIE BARKER & RONNIE CORBETT BUT FIRST THE NEWS/Night Night (BBC)	RESL 60	■
RONNIE DUKES WHAT CHRISTMAS MEANS/You & Me Against The World/I'm Glad There's You (Damoir)	DMS 5001	W
ROD HULL EVERYBODY NEEDS A CHRISTMAS TREE/The First Time (Sitt)	STAT 91	W
SANDFORD & BAKER STAMP ON A SKURFF TODAY/Rock Stock (EMI)	EM 2887	W
SESAME STREET FEVER SESAME STREET FEVER/Has Anybody Seen My Dog? (Polydor)	2001 837	■
SHRIMP & COMPANY A ROYAL MARINE BAND OF H.M.S. ARK ROYAL THE LAST FAREWELL/You'll Never Walk Alone/And It Hope And Glory (BBC)	RESL 61	A
SIMON DUPREE & THE BIG SOUND KITES - FOR WHOM THE BELL TOLLS/I See The Light - Resurrectionists (EMI)	EMI 2893	E
SLADE MERRY XMAS EVERYBODY/Don't Blame Me (Bam)	2058 422	F
UPSTARTS BEGGIN' Queens Queenie (Ultras)	TANGO 3	S
VILLAGE PEOPLE SAN FRANCISCO (YOU'VE GOT ME)/Macho Man (DJM)	DJR 18003	C 12" ■
LATE ADDITIONS		
BONEY M MARY'S BOY CHILD/OF MY LORD/Dancing In The Streets (Atlantic/Hansa)	K11321	W
CHRIS HILL DISCO CENTR/Dog Side Of The Moon (Ensign)	ENY 19	F
RUBINOWS FALLING IN LOVE/Leave My Heart Alone (Beserkley)	B 222 22	F
SHADOWS DON'T CRY FOR ME ARGENTINA/Mortocoma's Revenge (EMI)	EMI 2890	A
SHEIKETTES YOU CAN STRIKE OIL - IN HOLLYWOOD/Last Weekend (Jet)	JET 120	C

THIS WEEK the Christmas rush begins to subside with the smallest new releases listing this year - follow ups to hits from **New Seekers, Ian Dury, Plastic Bertrand** and the **Albertos - 12"** only from **Foxy** and **Ian Gomm** - second **Travolta** solo from **Grease** - **Arthur Mullard** and **Hylda Baker** follow up with the **Eton Blue Oyster Cook** - live out from **Blue Oyster Cult** - **Clash** newie with repackaging of complete back catalogue - **Robin Gibb** guests on **Sesame Street Fever** - **Sandford & Baker** fight back at the **Smurfs** - resissue of **Slade's 1973** Christmas No.1 disco monster from **Rahni Harris**

KEY TO DISTRIBUTORS:
A—A&P B—CWE S—CBS
E—EMI F—Phonodisc H—Polygram
J—Charmaine K—Crescent
L—Lugtons M—Spartan O—Lydell
P—Pinnacle R—RCA S—Sawtooth
T—Fairy Products U—Scotts W—WEA X—Clyde Factors

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the
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REGIONAL

THE SUCCESS lately of two Scottish bands, namely, the Skids from Dunfermline and the Rezillos from Edinburgh looks like being followed up by yet another two Scottish bands, the first of which is the Monos, an Edinburgh-based band with an international flavour. The band's line-up is: on lead guitar Dr Bored, drums Bod, rhythm guitarist Jah Woosh, bass guitar Chalky, and vocals Oddball. The Monos, who have strong following in the Edinburgh area, are about to release their debut EP single on their own label, as yet minus a name, they're working on it. Tracks are 'Talking Pictures', 'One Way Love'



● **BOB LAST**, the man behind Scottish-based, Fast Products (and also manager of the Rezillos), has announced plans to take their acts on a London tour. The bands making their trip are the Mekons, Gang of Four, Human League and The Scars. More details to follow.

● **JAMMY MUSIC** Publishers is celebrating its first year in business and has moved to new premises at Inchbank

Scottish news

and 'Psychic Eric'. The single will be available from most of the major record wholesalers. More information to follow when deals are concluded. The band is managed by George Duffin of the Edinburgh-based Cosmos Agency (226-4527).

The second band are Simple Minds. They hail from Glasgow and although they have nothing on plastic yet, they have been creating a tremendous buzz in the business both in Scotland and in London. Quite a few well-known names from the big smoke have jetted in to see them but as yet, no deals have been signed. However, from the many rumours flying around, that state of affairs will very soon be changed. The band is Jim Kerr (vocals and visuals), Charlie Burchill (lead guitar), Brian McGee (drums), Mick McNeill (keyboards) and Derek Forbes (bass guitar). An advance playback of their tapes suggests the band has a very strong future, so watch out for them!

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● **JAMMY MUSIC** Publishers is celebrating its first year in business and has moved to new premises at Inchbank

House, 957 Dumbarton Road, Glasgow. Jammy is looking for the songs to take note, young budding song-writers. Contact Andrew Harvey or Johnny McCallum at 041 334 9722.

● **RADIO-1's Rock On** programme will be focusing on Scotland next week with an interview with the men behind Scottish-based independent labels - Lenny Love of Sensible Records fame and Bruce Findlay of Zoom Records. It should be worth tuning into.

● **BRUCE'S RECORD** Shops has opened a branch in the new Clydebank Shopping Centre and figures at the end of the first week's trading indicate that it could become one of the chain's busiest shops. Video equipment has been installed and Brian Findlay, joint managing director of the firm, announced that all Bruce's shops will be similarly equipped in the next few weeks, using the Captain Video service.

Paddy O'Connell

IRELAND'S TOP 30

1	(2)	12	ONE DAY AT A TIME - Gloria (Release RL 873)
2	(8)	6	HOPELESSLY DEVOTED TO YOU - Olivia Newton-John (PICO 017)
3	(4)	8	SUMMERWONTS - Terry Travolta/Tina Turner/Madonna/John (RSC 118)
4	(3)	5	LUCKY STARS - Dean Friedman (Lifesong LS 402)
5	(9)	3	DARLIN' - Frankie Miller (Chrystals CHS 2255)
6	(1)	5	SANDY - John Travolta (Midkong/Polydor PCSP 6)
7	(5)	7	RASPUTIN - Boney M (Stratrol/Hansa K 1150)
8	New	1	PRETTY LITTLE ANGEL EYES - Showaddywaddy (Arista Arist 222)
9	(7)	3	MACARTHUR PARK - Donna Summer (Casablanca CAN 131)
10	(10)	2	RAT TRAP - BICOMBAT (Venus Venus 717)
11	(12)	4	BICYCLE RACE/FAT BOTTOMED GIRLS - Queen (EMI 2870)
12	(11)	2	HONEY - Betty Goobson (United Artists UA 2663)
13	(6)	5	SWEET TALKIN' WOMAN - Electric Light Orchestra (Jet 121)
14	(11)	12	TALKING IN YOUR SLEEP - Crystal Gales (United Artists UA 26422)
15	(21)	2	PUBLIC IMAGE - Public Image Limited (Virgin VS 208)
16	(27)	3	DON'T LOOK BACK - Boston (Epic EPC 6483)
17	(18)	3	DIPPY DAY - Father Abraham (Decca FR 13798)
18	(15)	10	MEXICAN GIRL - Smokie (RAK 283)
19	(20)	3	IF THE SHOE FITS - Brendan Shine (Play 117)
20	(26)	2	IS YOUR LOVE IN VAIN - Brix Dyan (CBS 8718)
21	(28)	2	DON'T LET IT FADE AWAY - Darts (Magyar MAG 134)
22	(34)	2	KEY IN THE TUBE STATION AT MIDNIGHT - Jim (Polydor PCSP 8)
23	(19)	3	HURRY UP HARRY - Sham 66 (Polydor PCSP 7)
24	(14)	8	I CAN'T STOP LOVING YOU (THOUGH I TRY) - Leo Sayer (Chrystals CHS 224)
25	(30)	2	PART TIME LOVE - Elton John (Rocket Ropes 1)
26	(25)	27	RIVERS OF BABYLON/BROWN GIRL IN THE RING - Boney M (Atlantic Hansa K 1120)
27	(29)	2	TIME MACHINE (EP) - Time Machine (Rip-Off Rip 6)
28	(16)	5	EVER FALLEN IN LOVE (WITH SOMEONE YOU SHOULDN'T YET) - Buzza (United Artists UA 26455)
29	(23)	2	ONE FOR YOU, ONE FOR ME - Jonathan King (GTO 237)
30	New	1	INSTANT REPLAY - Dan Hartman (Blue Sky CBS 6796)

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THE VARIOUS CLASSICAL marketing concepts which have come and gone have conclusively proved that the consumer responds best to subliminal, rather than hard-sell techniques. Indeed massive national promotions mounted in the popular field are only feasible for the classics when an individual artist such as James Galway becomes a cult figure who can place discs in the pop charts.

One significant trend during the past five years has been a more adventurous approach to classical sleeve design and presentation with the major companies taking their cue from smaller labels such as Enigma and none such, as well as their own popular marketing departments, where boldly imaginative packaging has been the order of the day.

Another discernible trend has been towards 'standardization', not just of series but of whole labels, as a cardinal selling-point. CBS found a dramatic sales improvement when it adopted its Masterworks logo and pioneering sleeve designs three years ago, while EMI's mid-price Greensleeves series - adopting packaging inspired by that name - did equally well a year later. Promotion and design for Polydor's prestigious Deutsche Grammophon and Archiv labels, much in evidence at major international music festivals, has long been the envy of classical departments on tighter budgets. Phonogram, too, has pursued a 'quality' image, particularly in the lavish packaging of its boxed sets.

For a full year new CBS has been reaping the benefits of its mid-price Maestro series, launched with a uniform sleeve format and logo in order to give it a coherent image and direction. As with other companies' special series promotions additional material included special browser cards and full-colour leaflets. The most recent example of these moves towards finding unified label images came recently with the complete relaunch of RCA's mid-price Gold Seal series. Ray Crick, the company's classical marketing manager, told *Record Business* that in the past Gold Seal had



The soft sell

little, visually, to link it with that colour. The new packaging he described as 'looking like a 12in Benson & Hedges cigarette packet, and this 'quality' theme is to be carried through all Gold Seal releases.

As if to underline that its facet is not merely skin-deep Gold Seal is also changing the direction of repertoire covered. The tendency now will be to draw more heavily on strong mainstream material from the company's back catalogue and abandon a former 20th-century bias.

Many of Decca's marketing successes have been in the popular classics field epitomized by long-running series such as 'Your 100 Best Tunes' and 'The World Of...'. The new distinctively-packaged budget price Jubilee label, drawing exclusively on mainstream back-catalogue material by 'name' artists, has been put through its paces over the past year.

Rather more subtle, however, was the link-up of Decca's Florilegium label - a

relatively small-selling yet highly acclaimed project devoted to authentic performance of repertoire up to the baroque era. At the York Early Music Festival, with the intention of promoting early music among children from primary school to sixth-form level, Florilegium presented every ensemble participating with a library of Decca early music recordings to the retail value of £25. Stimulation of interest in future

releases was thus encouraged - as well as valuable goodwill and publicity.

An indication of the way in which marketing techniques may be moving is provided by the increasingly prevalent 'premium offer' - the subsidizing by an unrelated commercial concern of a record series in return for the kudos of cultural association (and, predictably, fairly prominent sleeve publicity).

Like sporting sponsorship the classical counterpart has so far tended to attract products in the luxury or non-essential class. RCA's Harvey's of Bristol (sherry) series and the W. D. & H. O. Wills (tobacco) series are obvious examples.

EMI brings a gentlemanly touch to the premium offer concept with its recently-unveiled (or, perhaps, poured out) release of *Tea for Two* - a Yehudi Menuhin/Stephane Grappelli duo album promoted with a variety of gifts manufactured by Twinnings, the tea people.

In the summer EMI ran a campaign linked with Vladimir Vodka - the one made in Warrington, Lancs. Now the label is to explore forthcoming sponsorship with Eelsenham, the jam and marmalade manufacturers. As the Arts in general seek an increasingly large subsidy it may be that projects of this nature - often giving the opportunity of exploring repertoire which would otherwise not be commercially viable - point the way towards future classical marketing strategy.





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STOP PRESS

RCA proudly announces the forthcoming release of a major and new recording - 'Yed's Chelo' featuring Placido Domingo (Renata Scotto and Brenda Milnes).

The work is conducted by James Levine, with the National Philharmonic. The set will be released in early 1979.

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DOMINGO SCOTTO MILNES LEVINE DOMINGO SCOTTO MILNES LEVINE DOMINGO SCOTTO MILNES LEVINE

Enigma reads the 'sound of the 80s'

THERE IS a degree of logic that Enigma, by its very definition of its name and its well-defined independent approach to the recording of classical music, should be one of the first, if not the first British company to experiment with the Sound of the Eighties.

The company, founded two years ago by two ex-MFP men John Boyden and Peter Whiteside and recently brought into the WEA fold, has already tackled its first recording sessions using a revolutionary new approach to the traditional analogue (conversion of sound waves into electrical waves) method called the digital system, or to use the term by which it will become more commonly known PCM (Pulse Code Modulation).

The difference between analogue and digital is the difference between speech and Morse code. Speech can be converted into the pulses of the Morse code for transmission over radio or by telegraph wire and then reconverted into words by a trained operator. The same approach can be used to codify music and then unscramble the code by electronic circuitry. The result is a sound

The digital disc recording breakthrough

recording free of the blemishes of snap, crackle and pop which so often spoil the analogue recording and prove particularly infuriating to the perfectionist classical music collector.

The reason that the notably better digital system has not so far been accepted as the norm is that technical complications have restricted its use to sound laboratories where the highly sophisticated equipment is available to cope with the digital pulses and the concomitant requirements of hi-fi sound.

What has ignited Enigma's enthusiasm is a hugely exciting break-



THE ENIGMA team (left to right), Tony Faulkner (recording manager), Peter Whiteside (marketing director), John Boyden (managing director).

through which will provide simple low-cost digital sound consistent with the most exacting demands of audio fidelity. The solution to the problem has been found – inevitably by the Japanese – by the use of VIDEO. A video tape recorder able to record colour tv pictures to broadcast quality can (unlike audio tape) easily cope with the extremely fast influx of digital pulses required to record several channels of hi-fi sound. Supplemented by an essential add-on-unit, most domestic video machines have the technical capability to do this.

Sony is the first company to produce the necessary unit which is known as PCM and can be used in conjunction with the already available Betamax or Umatic systems. It is expected on the market at any time now and will cost about the same as the Betamax, thus providing a home digital sound recording system for about £1500, which will also have the capacity to record tv pictures in colour.

After showing the system in Germany last year, Sony brought one into Britain in January and it was this that Enigma used to record the London Gabrieli Brass Ensemble in a St. John's Wood church. Simultaneously Enigma recorded the session in analogue form for the commercial release of the record. Boyden reports that the improvement in sound quality was quite dramatic, on equipment costing under £2000 despite using tape running at less than one inch per second against the usual 15ips. Enigma would be delighted to change to an all-digital recording programme. But first of all, and without going into technical detail, there are problems to be overcome in the area of master-lacquer cutting and editing. A natural disinclination on the part of the recording industry to abandon costly investment in conventional multi-track recording suggests that any general swing towards PCM will be many years away.

Nevertheless, Enigma is proceeding with its digital experiments via recordings featuring Ian Partridge and George Malcolm singing some Purcell songs, the Tilford Ensemble, John Lill and a full orchestral session with the LSO. The company will be looking to produce a series of one-take recordings which

have not undergone plastic surgery by editing. Once this has been achieved, then Enigma will take the credit for having produced the first commercially available series of LPs recorded in Britain employing the digital system.

Meanwhile the company continues to flourish using traditional methods. When formed in 1976, Enigma set out to find a niche in the British market by recording local talent, ignored by the multi-national majors, playing the music which they could promote by their stage performances. Specialisation was shunned in favour of a broad-based repertoire policy – something which Boyden claims has not happened here in 50 years. Consequently Enigma's catalogue of 60 titles ranges from newsreader Angela Rippon narrating *Peter and the Wolf* with the Royal Philharmonic Orchestra to *Brass Music Of The Baroque* by the Gabrieli Brass Ensemble. Along the way, the label has showcased John Lill in Beethoven's piano sonatas on six LPs and has James Loughran engaged in recording all Beethoven's symphonies the first British conductor to do so. Opportunities for marketing have always been of prime consideration in Enigma's recording programme and out of this has emerged the successful Tapestry series. This is linked to famous historical figures via such recordings as *Music For Robin Hood And His Kind*, *Music For Christopher Columbus And His Crew* and *Music For King Wenceslas And His Page*. These concept albums are designed to appeal at different levels of musical appreciation and because of their historical theme to maintain consumer interest and awareness.

Earlier this year, Enigma was acquired by WEA, a company not noted for its interest in classical music. Outside of his respect for WEA-UK's m.d. John Fruin, Boyden rationalises his decision by referring to the financial resources upon which Enigma can now draw and which will become apparent in due course but equally importantly to the position that Enigma could enjoy in providing WEA, the world's fourth largest record company, with a spearhead into the classical market as a means of expanding its total repertoire base.

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Serenade for Strings
London Symphony Orchestra
Leopold Stokowski
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Cass 7310 027

BETHOVEN
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Stephen Bishop Kovacevich
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Bernard Haitink
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DEALER GUIDE TO CLASSICAL

Top artists now on mid-price albums

NOW THAT the top-price album leaves the customer with little more than his bus fare as change for a fever, it isn't surprising that more attention is being paid to those in the medium-price range. Once these were looked on as the poor man's classics, but today even Ford workers buy them.

The big companies have certainly taken note of the situation, the last few weeks having seen several medium-price labels completely revamped and heavily promoted. And their offers are more attractive than they used to be. Time was when such labels brought back old recordings which had done long service in the high-price bracket, which featured artists whose vogue was declining, or which had a new rival appearing in the company's own catalogue. The new series such as Phonogram's Festivo, on the other hand, includes quite recent recordings by their major artists who are still busy making new albums for customers less worried about counting their pennies.

Phonogram started the ball rolling with Festivo, retailing at £2.45, pushing out 10 initial releases last month. Repertoire has been carefully selected to please both the connoisseur and the man who



Colin Davis - on Festivo conducting Beethoven's *Emperor*.

just knows what he likes, the artists are all widely known, and sleeve designs are both elegant and striking.

Among the Festivo releases coming up next month are Stokowski conducting the London Philharmonic in Tchaikovsky's *Nutcracker* Suite and the Serenade for Strings (6570 027), Stephen Bishop-Kovacevich playing Beethoven's *Emperor* Concerto with the London Symphony conducted by Colin Davis (6570 013), and Claudio Arrau as soloist in the Brahms Piano Concerto No 2 with Bernard Haitink and the Concertgebouw Orchestra (6570 052).

RCA also couples popular major works with leading international names in its Golden Seal series (£2.49), similarly face-lifted with more lavish packaging than before. It issues a direct challenge to Festivo with its own

Brahms Piano Concerto No 2 bringing Sviatoslav Richter and the Chicago Symphony conducted by Erich Leinsdorf. (GL 11267). André Previn and the London Symphony get two bites of the cherry this month, playing Walton's Symphony No 1 (GL 42707) and accompanying star violinist Itzhak Perlman in Lalo's *Symphonie Espagnole* and Ravel's *Tzigane* (GL 11329). Many customers will be delighted to find you-know-who's *Man with the Golden Flute* (GL 25160) re-issued on this label too.

CBS has adopted the same rrp of £2.49 for its new Embassy Classics series, to be launched with eight albums next month. It looks at first like a personal label for Eugene Ormandy and the Philadelphia Orchestra, who feature on three of the releases, aiming directly at the popular end of the market with Johann Strauss: *The Blue Danube* (30097), *Sabre Dance* (30100), *Wagner The Ride of the Valkyries* (30102) and *Liszt Hungarian Rhapsodies* with pianist Ivan Davis (30098). Another collection of best-sellers is a Tchaikovsky album from Leonard Bernstein and the New York Philharmonic (30099) - and no prize for guessing it includes the *1812 Overture*.

EMI spread a coating of jam - gift packs from Elsenham's for responsive dealers - on its promotion of the Greenlee series, marginally more expensive at £2.85. This has long been a profitable label ranging from albums such as Shostakovich's Symphony No 5 with Paavo Berglund conducting the Bournemouth Symphony (ESD 7029) to a lollipop like this month's *Viennese*

Overtures with Willi Boskovsky and the Johann Strauss Orchestra (ESD 70561). Even the company's recent discovery Andrei Gavrilov has a Greenlee niche playing Rachmaninov's Piano Concerto No 3 (ESD 70332).

From the Decca stable, the Eclipse label boasts such classic performances as *The Firebird* by Ernest Ansermet and the Suisse Romande Orchestra (ECS 817), *The Planets* by Sir Malcolm Sargent and the London Symphony (ECS 600), and the Grieg and Raminov (No 2) Piano Concertos by Clifford Curzon. Outstanding on the company's Turnabout label are piano albums featuring Sviatoslav Richter playing Debussy's Preludes, Book II (TV 34360) and Alfred Brendel playing Beethoven's *Moonlight* and *Pathétique* Sonatas (RV 34122).

Rediffusion offers two series, *Heritage and Legend*, at £1.99. Taken from the Czech company Supraphon, they include a superb performance by the Czech Philharmonic Orchestra when it was at its peak.

Smelana's cycle of symphonic poems *Ma Vlast* (My Country) is full of character under the conducting of Vaclav Talich (Heritage HCN 8001/2), and *Dvorak's Stabat Mater* find orchestra and conductor again in splendid idiom - again with a fine quartet of soloists (HCN 8011/2). They also team up in fine style with Rostropovich in the Dvorak Cello Concerto (HCN 8004).

The Legend label includes a steady-selling album of the Suk Trio playing Beethoven's Piano Trio 'The Archduke' (LGD 002) and a highly praised recording of Beethoven's Piano Concerto No 4 featuring Ivan Moravec with the Wiener Musikverein Orchestra conducted by Martin Turnovsky (LGD 005).

Fifty essential classical albums

BEEHOVEN
Archduke Trio, Suk Trio. (Legend LGD 002) £1.99. *Emperor Concerto*. Chicago Symphony Orchestra/Askenazy/Solti. (Decca SXL 6855) £4.50. *Symphony 5*. Vienna Philharmonic/Kleiber. (DG 2530516) £4.35. *Symphony 6*. Vienna Philharmonic/Böhm. (DG 2530141) £4.35. *Symphony 9*. Schmidt-Isserstedt. (Decca Jubilee JB 12 49) *The Two Symphonies*. Berlin Philharmonic/Karajan. (DG 2740172) (8 records) £22.50. *Triple Concerto*. Oistrakh, Rostropovich, Richter, Berlin Philharmonic Orchestra/Karajan. (HMV ASD 2582) £4.40. *Violin Concerto*. Grieg/LPO/concertgebouw. (Philips 6500775) £4.50.

BIZET
Carmen. Bergonza, Domingo, Milnes, Cotrubas; LSO/Abbado. (DG 2740111) £4.00. (3 records) £10.00.

CHOPIN
Nocturnes. Volumes 1 and 2/Rubinstein (piano). (RCA SB 6731-2) £4.25 each.

ELGAR
Cello Concerto. Jacqueline du Pré (cello); Philadelphia Orchestra/Barenboim. CBS Masterworks 76529. *Coronation Ode*. (New) Philharmonia/Ledger. (HMV ASC 3345) £4.40. *Enigma Variations*. Cockaigne Overture. Chicago Symphony Orchestra. LPO/Solti. (Decca SXL 6795) £4.50. *Violin Concerto*. Pinchas Zukerman (violin); LPO/Barenboim. (CBS Masterworks 76528) £4.39.

GERSHWIN
Rhapsody in Blue. George Gershwin (piano, on 1925 piano roll); Columbia Jazz Band/Tilson Thomas. (CBS Masterworks 76509) £4.39.

HANDEL
Concerti Grossi Op 6. Collegium Aureum. Deutsche Harmonia Mundi. (153/996457) (3 records) £12.75.

HOLST
The Planets Suite. LSO/Previn. (EMI ASD 3002) £4.40.

JANACEK
Glagolitic Mass. Czech Philharmonic Chorus and Orchestra/Ančerl. (Supraphon SUP 50819) £2.99.

MAHLER
Fourth Symphony. Cleveland Orchestra/Szell (soprano soloist Judith Raskin). (CBS Classics 61056) £2.99.

MOZART
Horn Concerti. Denis Brain (horn); (New) Philharmonia/Karajan. (HMV ASD 1140) £4.40. *Piano Concerto 22* (K482). Alfred Brendel (piano); Academy of St Martin-in-the-Fields/Marriner. (Philips 9500145) £4.50.

ORFF
Garmia Burana. Fischer-Dieskau; Chorus of Orchestra of Deutsche Oper, Berlin/Jochum. (DG 139062) £4.35.

PAVAROTTI
The World's Best-Loved Tenor Arias. (Decca SXL 6649) £4.50.

PUGCCINI
Decca Royal Opera House Chorus and Orchestra; Caballé, Carreras/Davis. (Philips 6700108) (2 records) £8.99.

RACHMANINOV
Piano Concerto 2. Julius Klöthen (piano); LSO/Solti. Paganini Rhapsody. LPO/Boult. (Decca SFA 505) (World of ... Series) £2.35. *Piano Concerto 3* (at Carnegie Hall). Horowitz (piano); New York Philharmonic/Ormandy. (RCA RL 12633) £4.25.

RIMSKY-KORSAKOV
Scherzade. LPO/Haitink. (Philips 6500410) £4.50.

RODRIGO
Guitar Concerto. John Williams (guitar). ECO/Barenboim. (CBS Masterworks 76369) £4.39.

SCHUBERT
Octet in F. Academy of St Martin-in-the-Fields Chamber Ensemble/dlr/Ina Brown. (Philips 9500400) £4.50. *String Quintet in C*. Op. 163. Isaac Stern (violin), Alexander Schneider (violin), Milton Katims (viola), Pablo Casals (cello), Paul Tortelier (double bass). (CBS Classics 61043) £2.99.

SMETANA
Ma Vlast. Czech Philharmonic/Talich. (Heritage HCN 8001/2) (2 records, mono) £3.99.

STRAUSS
The Four Last Songs. Elisabeth Schwarzkopf (soprano); Berlin Symphony Orchestra/Szell. (HMV ASD 2888) £4.40.

STRAVINSKY
The Fire of Spring. National Youth Orchestra of Great Britain/Rattle. (Enigma MID 5001) £4.50.

SYMANOWSKI
King Roger (opera). Warsaw National Opera production. (Aurora 5161/2) (2 records) £6.98. *Two Violin Concerti*. Wanda Wilkomiriska, Charles Trebor/Warsaw Philharmonic. (Aurora AUR 5063) £3.49.

TCHAIKOVSKY
Overture. Beethoven: 'Wellington's Victory'. Minneapolis Symphony Orchestra. LSO/Dorati. (Philips SXL 3461) £4.50.

Symphonies 4, 5 and 6. Leningrad Philharmonic Orchestra/Mravinsky. (DG 2762040) (2 records) £5.18.

TCHAIKOVSKY and SIBELIUS
Violin Concerti. Kyung-Wah Chung (violin); LSO/Previn. (Decca SXL 6493) £4.50.

VERDI
La Forza del destino (complete opera). Price, Domingo, Cossetto; LSO/Levine. (RCA RL 01864) (4 records). *Spina/Levine* until January 31 £13.46. *Requiem*. Price, Baker, Luchetti, van Dam, Chicago SO and Chorus. (RCA RL 02476) (2 records). Special offer until January 31 £8.98.

VILLA-LOBOS
Music for Guitar. Eric Hill (Saga 5453).

FOUR SEASONS. Academy of St Martin-in-the-Fields/Marriner. (Argo ZRG 654) £4.50. *The Four Seasons*. Berlin Symphony/Marajan. (DG 2530296) £4.35.

WELL
Threnespy Opera. Lotte Lenya (soprano); various artists/Brückner-Rüggeberg. (CBS Masterworks 76279) (2 records) £5.49.

WILLIAMSON
Symphony in Organ/Alan Wicks. (Aurora KUR 5053) £3.49.

VARIOUS
Great Tenors of Today - Domingo, Gedda, Bergonzi, etc. (HMV ASD 3302) £4.40. *Instruments of the Middle Ages*. Early records. (Musical Consort/Munrow. (SLS 986) (2 records) £11.45. *Italian Centarias*. Wren Consort. (Meridian ET7010). *James Galway Plays Mozart Concerti*. LSO/Mata (RCA RL 0181) £11.45. *The Last Night of the Proms*. BBCSO/Davis. (Philips SSM 23033) £2.45. *The Man with the Golden Flute* - James Galway with various orchestras. (RCA Gold Seal GL 25180) £2.49.

Together - guitar duos with Julian Greig and John Williams. (CBS SB 8862) £2.15.

RECORD BUSINESS November 20 1978

New Releases from ENIGMA RECORDS



Brahms Piano Concerto No 1 in D min Op 15
John Lill/Halle
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Record K 53570
Cassette K 453570



Beethoven Symphony No 4 in Bb Op 60
Halle Orchestra/James
Loughran
Record K 53567
Cassette K 453567



The Romantic Cello
Julian Lloyd Webber/Yitkin
Seow
Record K 23524
Cassette K 423524



Schumann & Grieg Piano Concerto
Schumann Piano Concerto in
A min Op 54
Grieg Piano Concerto in A min
Op 16
Judit James/London
Symphony Orchestra
Eduardo Mata
Record K 53564
Cassette K 453564



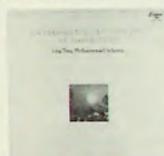
Tchaikovsky Symphony No 6 in B min Op 74 (Pathétique)
Royal Liverpool Philharmonic
Orchestra
Vernon Handley
Record K 23526
Cassette K 423526



Christmas Carols from Wells Cathedral
Wells Cathedral Choir
Record K 23525
Cassette K 423525



By Tram from Hammersmith with Holst & Vaughan Williams
Denis Wick/London Wind
Orchestra
Record K 53565
Cassette K 453565



Rachmaninov Second Symphony in E min Op 27 (1907)
Philharmonia Orchestra/Ling
Tung
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CLASSICAL TRUTH

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DEALER GUIDE TO CLASSICAL

State backs Wren Orchestra

STATE RECORDS, a WEA licenced label, has launched a classical series this month with three albums by the Wren Orchestra retailing at £3.79. The repertoire ranges over the kind of popular classics which Capital Radio brings to an estimated audience of a million through its weekly programme 'The Collection'.

The Wren was formed in the summer of 1976 by Howard Snell, formerly principal rumpet with the London Symphony Orchestra. As conductor of his own orchestra he set out to attract new audiences with programmes including good music in all its forms, from Mozart to McCartney.

Capital came into the picture by co-operating with the Wren over a series of concerts at London's Mermaid Theatre, and when the broadcasts proved a success took over as sponsor. Concerts have since been given, and recorded for transmission in 'The Collection', at the Royal Albert and Royal Festival Halls.

The first three albums, all produced by Chris Hazell, provide music for all tastes. Weightiest is a coupling of Haydn's Symphony No. 92 with Mozart's No. 40 (PRIM 1), the most varied a Tchaikovsky album bringing the *1812 Overture* and a selection of dances from his ballets. (PRIM 2).

THE NAMES TO WATCH



ANDREI GAVRILOV, winner of the Tchaikovsky Competition in Moscow in 1974, has at 22 already been hailed as a potential successor to Horowitz because of his dynamic virtuosity at the keyboard. His London debut had the critics looking up new superlatives, and his concerts throughout Europe and the US have been an uninterrupted success story. His solo recital of showpieces by Liszt, Balakirev and other composers (HMV ASD 3600) establishes him as a fully mature artist, while his album of concertos by Ravel and Prokofiev, with Simon Rattle conducting (ASD 3571), confirms the amazing power of his playing.



SIMON RATTLE, the youngest British conductor ever signed up by a major company, made his first recording, *The Rite of Spring* with the National Youth Orchestra, for Enigma (MID 5001). Now under contract to EMI, he has made a big hit with his album of the same composer's *Pulcinella* and Suites 1 and 2 with the Northern Sinfonia (HMV ASD 3604). He enjoys the advantage of appearing regularly throughout the country, conducting a variety of orchestras, and he has also branched out into opera with success at Glyndebourne itself and also with the Glyndebourne Festival's touring company.



CAROLYN WATKINSON is one of the many British singers who have made names for themselves abroad before receiving recognition at home. Thanks to her success in France she appeared in the CBS recording of Vivaldi's *Gloria* (76596) two years ago. Now the company has used her in the Rameau opera *Hippolyte et Aricie* (79314), in which she also appeared at Covent Garden last summer. Noted as a Handel singer she has recorded *Rinaldo*, also for CBS (79308), and will star in *Xerxes* which is to be made early next year. She hopes to move quite soon into the more popular territory of Mozart and Rossini.

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DEALER GUIDE TO CLASSICAL

NAMES TO WATCH...NAMES TO WATCH



CHRISTOPHER HOGWOOD, the busiest man on the early music scene, has a big place in the Decca catalogue with the albums he has made with his Academy of Ancient Music. A current hit is their authentic version of Handel's *Water Music* (Oiseau Lyre DSL0 543). He might be said to have made ancient music the modern craze, selling out the Royal Albert Hall well in advance for a Prom concert and attracting a wide audience to what was formerly music of minority interest. His new big venture for the company is a recording of all the Mozart symphonies as they were originally played, a mammoth project.



LYDIA MORDKOVITCH, a Russian violinist who inspired several composers to write works especially for her at an early age, moved with her family to Israel in 1974. She has since built a wide reputation touring as soloist with the Jerusalem Symphony Orchestra in Europe and America. (In Mexico and Brazil her concerts were televised to an audience of ten million viewers.) RCA, which has snapped her up on an exclusive contract, is bringing out a first album, featuring the Franck Sonata and Ravel's *Tzigane* (RL 25166) next January to tie up with her British debut with the Halle Orchestra.



KIRI TE KANAWA, the New Zealand soprano, was a star at Covent Garden and in New York and Paris before she came on to the record scene with Soli's *Carmen* for Decca and Colin Davis's *Don Giovanni* for Phonogram. Now she has joined CBS, who will shortly be releasing her album of Strauss's Four Last Songs and the complete sets of *Hansel and Gretel* and *Don Giovanni*. The recording of the Mozart opera is also the sound-track of the film made by Joseph Losey for French Gaumont in which she will be seen as well as heard. The recording is due in the New Year, the film is expected next April.



FREDERICA VON STADE, an American mezzo despite her name, was seen at Glyndebourne and Covent Garden before she won a wider public with her recordings. She is in the complete CBS Purcell, Liszt Debussy and others (76728). Early next year she will be in the news again with the release of more operas, singing the title-role in Massenet's *Cendrillon* and Hansel in Humperdinck's *Hansel and Gretel*. She will be in London in December for concerts and more recordings, then at Glyndebourne again next summer.



KRYSTIAN ZIMERMAN, who won the Warsaw Chopin Competition three years ago at the age of 18, already has three Polydor albums to his credit. His first, devoted to music by Chopin as might be expected of any self-respecting Polish pianist, was recorded live in Warsaw (Deutsche Grammophon 2530 826). Its success led to a recital disc of Mozart sonatas (2531 012), then to this month's album of Chopin Waltzes (2530 965). Concert tours, which have taken him to Japan and the US as well as everywhere in Europe, have shown him to have a wide repertoire which gradually appear on disc.

JULIAN LLOYD WEBBER is surely the most versatile of leading cellists. As a champion of British composers who are often neglected in favour of less worthy Continental rivals, he made an album of contemporary British solo and chamber works (Oiseau Lyre DSL0 18). He switched styles with a vengeance to star in his brother Andrew's *Variations* in the rock idiom (MCA MCF 2824). Last month featured an album in popular classical style: *The Romantic Cello* (Enigma K23 524). Now is the time for him to record one of the major cello concertos with orchestra, and it is whispered that one is being planned.



JANE PARKER-SMITH, based in London as organist of St James, Spanish Place, has won world-wide fame as a virtuoso of real grace and power. She first of all recorded recitals for CRD (VPS 1029) and Music for Pleasure (MFP 57006), then her first album for EMI included the great Widor Organ Symphony No 6 (HQS 1406). Last September she made a very successful album with Maurice André entitled *Music for Trumpet and Organ* (HMV ASD 3453). This brought together popular pieces like Handel's Largo and the Bach-Gounod *Ave Maria* which worked out splendidly in quite unexpected arrangements.



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Boyce still knocking down the barriers

THE PHENOMENON of the regional comedian, far from dying out as many predicted, seems to be taking root, at least as far as Max Boyce is concerned.

Very much second on the scene after Billy Connolly and with a gentler sense of humour, Boyce has nevertheless built up a following over the last two years that has now established him as a top showbiz live act and a surefire catalogue album seller.

"Originally," says Boyce, "they said that I couldn't get out of my own valley." He had actually just returned from his first Australian tour (where he did sell-out business) and is currently embarking on his second nationwide British tour this year. He also played the Royal Variety Show last week.

"When I first played Britain" he remembers, "say places like Wolverhampton or Bristol, where essentially the first people that'd heard of me were Welsh people. And they'd persuade their friends to come. And then as the years went by, through tv and radio, it went right across the board and back."

It has now got to a pitch where Boyce has broken three house records in Scotland, a peculiarly strong territory for him. "And you can't tell me there's 3,000 Welsh people in Aberdeen!"

Boyce discounts the theory that rugby is the linking clue to his success. After all, he points out, Scotland is not a strong rugby area. It's easy to put in



BOYCE: TV the big factor

little linking bits in his act to relate the rugby topics to local mores. In Australia he found out the names of the country's sporting heroes beforehand and adjusted his jokes accordingly. "With the regional thing, as long as you carefully link it there's no barrier."

Without a doubt, he says, it was the two BBC-1 tv series that broke him in a big way. "On the last series (earlier this year) it took the three albums back into the charts at one stage and even *Live At*

Troorchy went back at one stage and it was five years old."

Boyce has been one of EMI MOR Division's success stories from the start. His albums are inexpensive to record yet have an incredibly long life. Even an album of folk songs, *The Road And The Miles*, has sold 140,000 though "we agreed not to make a big sell of it in case people thought it would be a normal Max Boyce album but it's sales have been good for a folk album."

One album he has not been pleased to see out is Decca's *The World Of Max Boyce*. Made for a Welsh label in his early days and recorded in a pub, it was subsequently bought up by Decca and Max is still horrified to hear DJs playing tracks from it even though "I re-did the song on subsequent albums."

He's currently very happy with his EMI contract. "People knock record companies but when we initially made the contract and the percentages were agreed upon, nobody could have foreseen what would happen. Initially they pressed 3,000 of the first album and sold upwards of 300,000. So we re-wrote a new contract and I added another year or two on it."

Boyce is set for a BBC-1 tv special during Christmas week and will be doing another tv series in February or March.

Discography:

The World Of Max Boyce (Decca PA 469)

Live At Troorchy (EMI OU 2033)

We All Had Doctor's Papers (EMI MB 101)

The Incredible Plan (EMI MB 102)

The Road And The Miles (MB 103)

I Was There (EMI MAX 1001)

Industry sponsorship sought for Vitavox Talent Awards

VITAVOX SOUND equipment manufacturers have just announced their third annual Talent Awards.

These awards actively invite the participation of a&r men, DJs, pub and club owners and pop columnists. Entry for acts is by nomination by individuals or organisations within the music business. Each nominator may nominate more than one act.

The Awards are run in conjunction with an advisory panel which includes John Peel, Peter Skellern, Sally James and two a&r men.

The entry procedure is for a tape, preferably of a live show, to be sent to the organisers. First rounds will be decided on this evidence.

Actees are invited to perform live at various semi-final venues. Three of these will then be brought forward to the national finals in London. This final will take place in May 1979.

The Vitavox Award was first won by Landscape which has its debut album

due for release in the New Year. In 1977 the Award was won by Screens.

Besides winning the silver Vitavox Awards trophy and holding it for a year, the winners will also receive speakers valued at £1,500 and a day's recording time at Horizon Studios in Coventry.

Second placed act will receive equipment worth £500 and third placed, equipment valued at £250.

Nominations must be made on application forms available from:

The Vitavox Live Sound Award,
c/o 27/28 Grove Street,
Richmond,
Surrey TW9 1HY,
Tel: 01-940 9749.

Pre-Christmas gigs for new-look Darts

ALREADY INTERVIEWED on *Top Of The Pops*, new Darts' vocalist Kenny Andrews is now rehearsing with the band. A totally new-look show is being worked on and pre-Christmas dates are being planned.

Andrews and keyboards player Mike Deacon are the two men replacing Den Hegarty and Hammy Howell respectively.

Andrews is indeed the Boy From New York City. He originally had ambitions to be an opera singer but after gigging



KENNY ANDREWS

with a local New York band for the last two years he saw the Darts ad in *Showbusiness* magazine and became the lucky applicant out of 300.

Mike Deacon has previously played with Nick Lowe, Vinegar Joe, John Entwistle, Kiki Dee and Suzi Quatro.

The new Darts line-up will debut with a short season in cabaret in Jersey and dates are also tentatively being explored for both Northern and Southern Ireland plus there is the possibility of a special Christmas surprise gig in London. Darts' current single is 'Don't Let It Fade Away' (Magnet MAG 134) and album *The Amazing Darts* (K-Tel DLP 7981).

BRIEFS

ELO's three-album boxed set, released by Jet on December 1, will get another boost if the current negotiations at BBC-2 yield a further showing of the ELO At Wembley film over Christmas. The film attracted an audience of three million when shown last July.

THE ADVERTS look like continuing their chart singles with their first release "Television's Over" on RCA. Little has been heard of the band over the past few months and the move to RCA was the result of a decisive effort by the Bright label boss Martin Wyatt to ensure that overall efficient worldwide distribution was achieved at a critical time in the band's career. Although the band is now being produced by Tom Newman, producer of *Tubular Bells* and an apparently differing stylist, early interest seems to be high with good advance and initial orders. The Adverts have a new drummer, Rod Latter.

ALTHOUGH possibly a slow starter, Robert Johnson should soon be attracting some rock press credibility. His debut solo album is out next week on Ensign. The 25-year-old white singer/guitarist from Memphis was a member of weeks ago on the *Old Grey Whistle Test*. His track record includes a stint with the Isaac Hayes band at 16 years of age and an audition with The Rolling Stones when Mick Taylor's place became vacant (his personality was wrong, they said).

THE NEW disco album from GTO's French band Voyage is out this month. Titled *Fly Away* the album will yield a single 'Souvenirs' which will be in 12-inch for the first 8,000 copies.

NOW re-formed, Decca punk band Slaughter and the Dogs are currently gigging around the country. The act seems to be retaining something of its original following and it's ironic that it split initially in the week that its debut album had been generally well-received in the media.

A SAD farewell from the RB staff to Charlie Gillett who leaves Radio London's *Honky Tonk* programme soon to concentrate on developing his Oval label (now tied up with A&M) and a heartfelt plea to the powers-that-be not to alter the programme mix too much. It may not appeal to the largest audience but it has commanded fanatical loyalty and it's quite unique in these days of insipid, mass-taste broadcasting.

CHARLIE ANILEY, ex of pub rock band Charlie and the Wide Boys, is just being launched with a debut EMI single *Barney* *Open Your Door*. It remains to be seen whether Aniley's credible r&b styled celtic music can attract the same critical raves as he has been getting in The States and, more to the point, whether he can sell vinyl. Aniley has also signed to EMI Music for a three-year period.

KATE & ANNA MCGARRIGLE: Pronto Monto (Warner Bros K56561) Prod: David Nichtern

A return to the excellence of the McGarrigles' debut album. With a new producer sympathetic to the sisters' idiosyncratic style, the delightful instrumental touches which make the duo so distinctive are even more in evidence. Although there is nothing of the calibre of 'Heart Like A Wheel' or 'Mendocino', the material is of a consistently high quality.

WHITESNAKE: Trouble (EMI International INS 3022) Prod: Martin Burch

Coverdale and company are steadily gaining ground and this the second album plus a heavy touring schedule should start to register soon with the punters. Bone-crunching riffs, flashy guitar solos and thunderous drumming are preserved intact and Coverdale's own sense of style should help along this album to steady sales.

JAPAN: Obscure Alternatives (Ariola Hansa AHALH 8007) Prod: Ray Singer

Like the first Japan album this one still hasn't found an identifiable style, although Japan is attracting a certain grass roots interest at live level. The usual snatches of New York Dolls, snatches of metal, snatches of punk. This band has a great image but isn't capitalising on it yet.

Best of the rest

ROD ARGENT: Moving Home (MCA MCF 2854) Prod: Robin Lumley

Worthy album with some rated jazz and funk men adding instrumental class. The songs are evocative and the sound, although not entirely modern, is definitely an improvement on the normal singer/writer product. One to watch perhaps.

PORK DUKE: The Pork Dukes (Wood PORK 001) Prod: Willie Dunin

Hilarious porn-rock with aggressive, snappy punk format and suggestive, raw explicit, lyrics. Definitely X-rated, this should pick up some word-of-mouth sales. Available through Lightning.

ROBERT JOHNSON: Close Personal Friend (Ensign ENVY 4) Prod: Robert Johnson

It would be gratifying if this were to make the charts but it's more likely to build slowly via the predictably certain rave rock mag, reviews and perhaps Johnson will peak after he tours (not set yet). A white guitarist who has played with the Stax people, Johnson delivers a hot album on which just bass and drums are used with his own rhythm and lead guitars and vocals. The total effect is similar to The Pirates type

of mix - rock/r&b, but with more poise, rhythmic tension and ideas. In short one that is going to knock anyone with a rock 'n' roll soul sideways.

HEART: Dog and Butterfly (Portrait PRT 83080) Prod: Mike Flicker Heart Michael Fisher.

With its first side labelled 'Dog' and the second 'Butterfly' the talented Canadian outfit has split its current album into a heavy side and a more laid back section. The heavier material of 'Dog' is unremarkable, especially the opening track which was recorded live, but side two 'Butterfly' is really very good with the sister Wilson crooning in convincing Joni Mitchell-gets-rocking style on four quiet and classy songs backed with plangent acoustic guitar playing that recalls the band's debut work on *Dreamboat Annie*. Airplay should prompt steady sales.

TINA CHARLES: Greatest Hits (CBS 83201) Prod: Biddu

Two years ago this would have been a strong contender but even the inclusion of 'I Love To Love', 'Dance Little Lady Dance' and 'I'll Go Where The Music Takes Me' is unlikely to lift Tina Charles to chart heights now. She has been too quiet for too long. Even so there should be some nominal casual interest.

JERRY LEE LEWIS: The Essential Jerry Lee Lewis - 20 Original Rock 'n' Roll Hits (Charly CRM 2001)

Compiled by Barrie Gamblin of the Lewis Fan Club and with sleeve notes by the indefatigable Waxie Maxie, this features every big rock hit (as opposed to country) and although the Lewis catalogue has been packaged again and again in the past, this one is probably the gov'nor selection.

THE POLICE: Outlandos D'Amour (A&M AMLH 68502) Prod: The Police

The one-time punk band has gradually been moving in a more metal direction and has here produced a solidly laid down, aggressive album which may perhaps finally fall down for lack of a definite audience. A hit single would probably get the band away though.

SLADE: Slade Alive (Barn 2314 106) Prod: Chas Chandler/Slade

A collection of greatest hits and others derived from a 1976 American tour and a UK trek last year. 'Take Me Back 'Ome', 'Mama Weer All Crazee Now' and 'C'mon Feel The Noise' are included, but the latest impression is of Noddy Holder's splendid vocals and the band's raw firepower. Although the days of Top 50 domination are long gone, it seems inconceivable that the last has been heard of a band which still offers much in the way of gutsy excitement.

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SINGLES REVIEWS

BONEY M – MARY'S BOY CHILD/OH MY LORD (ATLANTIC/HANSA K11221)

Producers: Frank Farian
Writers: Farian Hairston Jay Lorin
Publishers: Bourne/Hansa/ATV/GEMA
Harry Belafonte's 1957 No.1 is an inspired seasonal choice by Boney, seemingly being tailor-made for Boney M's style. Unfortunately, all of the group's hallmarks are absent from this production, resulting in a very disappointing single – but that won't stop it from being this year's Christmas No.1.



BEE GEES – TOO MUCH HEAVEN (RSO 25)

Producers: Alby Galuten/Barry Gibb/Karl Richardson
Writers: Bee Gees
Publishers: RSO/Chappell
The first new recording from the Gibb brothers since *Fever* sees a move away from their successful disco sound into the supper-club soul field. As with all Bee Gees cuts it takes time to register, but this gentle ballad is sure to make top 5 at Christmas.

FATHER ABRAHAM & THE SMURFS – CHRISTMAS IN SMURFLAND (DECCA FR 13819)

Producers: Frans Erkelens/Marcel Stellman
Writers: Karter Martyn
Publishers: Burlington Britico
A cut from the Smurfs' charting album, this was an obvious candidate for extraction as a seasonal single. Inevitably it's a simple melody, arrangement and lyric, which should click immediately with its kiddie/parent market.



HOT CHOCOLATE – I'LL PUT YOU TOGETHER AGAIN (RAK 286)

Producer: Mickie Most
Writers: Don Black/Geoff Stephens
Publishers: Dick James/Cookaway
This song from the forthcoming musical *Dear Anyone* was chosen by Mickie Most as one of his all-time top ten records on Capita's recent 'Hall Of Fame' – though it still comes as a surprise to see it as a Hot Chocolate single! Most's astute touch and John Cameron's arrangement give it the sound of an obvious winner.

DAVID ESSEX – GOODBYE FIRST LOVE (MERCURY 6007 194)

Producer: Mike Batt
Writers: Keith Drewett/Peter Dymond/David Essex
Publisher: Imperial Wizard Songs
Essex's second single for Mercury – co-written with new writers Peter Dymond and Keith Drewett – is a beautiful ballad, for which his voice is ideally suited. Although one or two of the melody lines fall short on occasions, this is a classy record which is sure to bring Essex yet another top tenner.



STATUS QUO – ACCIDENT PRONE (VERTIGO QUO 2)

Producer: Pip Williams
Writers: Hutchins Williams
Publishers: Handle
The eternal boogie boys plough their familiar furrow once again, though the hard edges are a little more rounded than usual. Much credit should go to producer Pip Williams (who also co-penned the track). Taken from their current chart album *If You Can't Stand The Heat*.

MOTORS – TODAY (Virgin VS 236)

Third cut (though remixed) from the now repackaged *Approved By The Motors* album: a plaintive ballad which, like most of the band's material, has a feeling of déjà vu about it. Following two consecutive smashes, this should continue their chart run – though with so much competition about, it's unlikely to make Top 20.

LEO SAYER – RAINING IN MY HEART (CHRYSALIS CHS 2277)

Pic sleeve for another cut from Sayer's current album. The song – originally recorded by Buddy Holly – is extremely familiar, and this arrangement, though neat and commercial, doesn't add a lot to it. Should sell, though, on the back of his recent top tenner and current resurgence of popularity.

LINDISFARNE – BRAND NEW DAY (MERCURY 6007 195)

Although typical of Lindisfarne's sound, on first hearing this lacks the usual melodic catchiness of their previous work. After several spins however the listener is well and truly hooked. The record needs much airplay though, but with six stations behind it already this should meet with reasonable success.

ARTHUR MULLARD & HYLDA BAKER – DON'T GO BREAKING MY HEART (PYE TN 46139)

After their Travolta/Newton-John cover, the duo turn their not too considerable vocal talents to the Elton John songbook. Inevitably funny, the joke is milked for a couple of minutes too long; it's unlikely that there are enough people with sufficiently appalling taste to require the complete works of Mullard and Baker.

TOTO – HOLD THE LINE (CBS 6784)

Boasting several of L.A.'s premier session men including Jeff Porcaro and David Paich (who penned this cut), Toto look set to be a platinum-selling band of the future. This debut, currently storming the U.S. charts, is much in the Foreigner/Boston bracket; expect some airplay but little else in this Yuletide season.

CROWN HEIGHTS AFFAIR – I'M GONNA LOVE YOU FOREVER (MERCURY 6168 803)

'Galaxy Of Love' finally shot this hot U.S. disco act to fame here, and this similar (minus the sci-fi effects) cut from their *Dream World* album is already off to a break-neck start in both the disco and national charts. A strong airplay contender too, it can't fail to smash. Issued in 12" and 7" versions.

VILLAGE PEOPLE – Y.M.C.A. (MERCURY 6007 192)

A band who currently have three top 100 chart riding albums *Stateside*, but have never approached similar success here; mainly due, no doubt, to lack of promotion. With the Can't Stop tab now signed to Phonogram this cut will be the start of much chart action for the queens of disco music.

FUNKADELIC – ONE NATION UNDER A GROOVE (WARNER BROS K17246)

Top of the U.S. soul charts, and a strong seller in RB's disco chart, for several weeks as an import, this long-awaited 2-part funk opus finally makes it time for Clinton & Co's arrival on these shores. Extremely hip, and could well cross to the pop chart as well. Strikingly pic-sleeved.

RECORDS – STARRY EYES (THE RECORD LABEL NB 2)

A new band (and a new Virgin-distributed label) debut with an excellent single, which will unfortunately get lost in the Christmas rush. Co-written and produced by ex-Kursaal Flyer Will Birch, this mid-tempo rocker mixes the best of U.K. pop and 1960's West Coast rock. Could catch some radio action.

SYLVESTER – DANCE (DISCO HEAT) (FANTASY FTC 163)

Second single from the *Step II* album and already a smash side in the States. A brilliant Harvey Fuqua production with many of 'Mighty Real's' instrumental touches, including a rattling electronic disco beat, this looks set to spiral similarly chartwards.

ADVERTS – TELEVISION'S OVER (RCA PB 5128)

First on RCA from a new wave band who have been quiet for some time since their initial pair of hit singles. This cut is energetic as ever and commandingly tight, but it lacks the essential hook they found in items like 'Gary Glitter's Eyes'. The name and coloured bag will still sell it quite healthily, though.

BUZZCOCKS – PROMISES (UNITED ARTISTS UP 36471)

Familiar sounding up tempo cut from these – by now – chart regular new wavers. Less immediate than their recent top tenner, but sure to attract their legion of fans, especially with the coloured bag and personalised label.

BBC changes promise wavelength confusion

THE MASSIVE BBC promotion of its wavelength changes has provoked only modest retaliatory drum beating by the commercial stations.

Chief activity comes from the IBA, which in liaison with the tv companies and the AIRC, is planning to run a series of "commercials" on the tv stations to promote the fact that the ILR stations will not be moving. (Actually many of the ILR stations will be moving, but only by a matter of two kilo-hertz.) The radio companies are also involved in their own promotional activities, with LBC in London and Radio City in Liverpool buying tv time.

Capital Radio has already had to move frequency once, after the London station had been allocated a temporary frequency when it opened. Managing director John Whitney is delighted to see that ILR will receive its own promotion on tv, although has preferred to spend Capital's "very considerable" promotional budget on newspaper and magazine advertising. "I appreciate what a huge problem the BBC is tackling. They might have been better to have mounted four campaigns for the four networks, but only time will tell. I'm confident that

by David Longman

at the end of the day, next years JIC-RAR audience figures will show a landslide to ILR," he says.

Mike Townsin, media director of advertising agency Young & Rubicam, doesn't share Whitney's confidence. "I don't see ILR making that much headway in the audience battle. The stations really must pull something out of the bag if they are to attract more national advertising. The pop music format seems to have found a level beyond which it cannot pass. If any increases are going to be made, there are going to have to be more original programming ideas," he comments.

Mike Vanderker head of the BHS sales company feels that those ILR stations mounting their own big campaigns will cash in on the BBC's Wavelength confusion. He concedes that few stations can afford major promotions, but points to the enterprise of City and the two London stations. Beacon Radio in Wolverhampton, has produced its own door drop - a simple leaflet saying that the station isn't moving - and this is being distributed to 270,000 homes in the area.

Vanderker argues that the BBC made a mistake in publicising the wavelength changes at the same time as the now aborted programme moves. "The whole campaign seems to have been confusing from beginning to end. From mail we have seen, the public appear to think that all the stations are on the move, and that is my only worry. I'll be recommending that our stations carry out dipstick research after Christmas just to see how we stand," he concludes.

Gerry Zierler, Air Services' managing director, also shares confidence that the commercial network may benefit from the BBC moves. He says: "I firmly believe that ILR will end up the winner from the changes, and although some of the smaller stations won't be able to afford massive expenditure, their loyalty is so much stronger. It is the larger stations, which because of their size are less personal, which have most to lose."

Airplay analysis

ONLY SIX commercial stations have 'station picks' so even the **Bee Gees** have to be flattered to pick up four (208, Capital, Clyde, Pennine) last week with a single that lacks the obvious impact of a 'Night Fever'. Stragglers servicing of stations denied RSO the chance of a grand slam - Forth and Downton didn't have the disc in time - but even the Gibbs may have to yield domination of the Christmas airwaves to **Boney M.** 'Mary's Boy Child' threatens saturation play within a fortnight and strong adds by **Billy Joel**, **Leo Sayer** and **Ike** are unlikely to trouble this Munich machine smash.

PICK UPS

A week for duos. **Quatro & Norman** have added Radio 1 to their ILR full

house, **Ross & Jackson** are picking up the remaining regions and there is strong Radio 2 and ILR interest in **Streisand & Diamond**. Radio 1 play-listing on **Clout and Dean Friedman** will see them well back into the charts. Promising hit-picks on **Lindisfarne**, **Motors** and **Rachel Sweet**.

SLEEPERS

Much-needed Radio 1 listing has revived up **Meat Loaf** at last but despite a clutch of small ILR stations, **Frankie Valli** seems to have nowhere to go in the big six commercials or the BBC. Watch promising adds on the **accapella Airwaves** single and **Dollar's Shooting Star**. **Dollar** is following the same pattern as **Exile's** 'Kiss You All Over' smash and could be the Christmas sleeper.

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No Smokey without the right fire

Artist: SMOKEY ROBINSON

Venue: London Palladium (2,325)

Tickets: £5 to £2.50

Promoter: Derek Block/John Martin
Audience: Dedicated Smokey freaks and general Motown maniacs

Current Product: Single 'Shoe Soul' (TMG 1129); album *Love Breeze* (STML 12081)(E)

WHETHER the Motown veteran after this miserably supported outing? Should he move back to the funkiness of Hammersmith Odeon and a sure, street-level sell, or further upwards into the very expensive supper club circuit?

Judging by his choice of material, an even mixture of old Miracles hits and his classier solo material, Smokey is caught in the dilemma. Despite his class, he still needs to be recognised by the up-market audience. Hence the subdued atmosphere at the Palladium where diehard fans failed to give his set a proper sense of occasion.

It was therefore no surprise when he didn't appear for an encore after delivering a stunning and emotive 'So Warm' as the set closer. It seems



Smokey and Motown need to find a new approach to market this somewhat misunderstood talent.

PETER HARVEY

Artist: ISAAC HAYES

Venue: Rainbow (2,890)

Tickets: £5 downwards

Audience: Mostly his fans from the 'old days' plus cross-section of black music followers

Current Product: New Polydor album not yet on U.K. release; and *Chronicle* compilation of hits on Stax.

ON HIS first visit to Britain for several years, and without any recent record success to his credit, Isaac Hayes might have been forgiven for expecting a comparatively lukewarm reception from this two-thirds-full Rainbow first house. In fact, the burst of applause which greeted his initial bound onstage might have been for a top-of-the-chart act, and this enthusiasm must surely have fired the performance which followed.

The opening number 'Stranger In Paradise' (From his first Polydor album) did not bode too well: the sound balance was far from perfect and Hayes' voice totally eclipsed by the cast of thousands (his own excellent rhythm section plus sizeable strings and woodwind contingents) with whom he shared the stage. Two numbers on, however, as Hayes preceded his shift from front stage to behind an organ with the announcement of "a little medley of our tunes from over the years", the classic symphonic soul sound all came into balance.

The medley must actually have lasted nearly an hour, most of his major hits and best-known LP cuts (virtually the full contents of the *Chronicle* set, in fact) were included, and there were a couple of his famous

extended 'raps'. Most of it was familiar to the audience; each segment greeted with enthusiasm. The fidelity of stage sound to original recordings was remarkable by now, and the lead guitarist in particular excelled.

The best was left until last however. The show concluded with two numbers from the forthcoming album, which immediately put the earlier repertoire into the shade. Billy Joel's 'Just The Way You Are' was slow and super-charged, and featured amazing sax breaks from the man himself; the closing re-vamped 'Theme from Shaft' had the entire instrumental ensemble (with Hayes conducting) in volcanic form. The audience was on its feet, but no encore was forthcoming.

BARRY LAZELL

Artist: BILLIE JO SPEARS/Ronnie Prophet/Vernon Oxford/Lloyd Green/Frank Yonco and The Superglades

Venue: Wembley Conference Centre (2,700)

Tickets: £5 to £2

Promoter: Mervyn Conn

Audience: Diehard country fans

ALTHOUGH THE star Billie Jo Spears has recently scored a chart hit she is perhaps not the most charismatic artist to head a package and it was fair to say that at least some thunder (such as there was) was stolen by Ronnie Prophet, the zany country entertainer who made such an impression at Wembley earlier this year.

Billie Jo Spears has marginally improved on her earlier visits to Britain. In addition to rocking her body back

and forth she now walks a few steps. In short, apart from the interest of seeing the star who made the record, you could stay at home and listen to the record and perhaps be just as happy.

Prophet acted mainly as link man for the show and pioneered a new era for normally conservative country music with his tales of 'Harold The Horny Toad' and some echoey guitar playing which could almost be termed 'country dub'. He was really the star of the show.

Vernon Oxford was well enough received with his down-home, Hank Williams type of music and Lloyd Green carried off a solo spot on steel with assurance although he is actually a rather modest live performer. Frank Yonco and The Superglades kicked the show off in lively fashion, carrying the flag for British country. But a half-full auditorium indicated that this package lacked a suitably big name.

DAVID REDSHAW

Artist: THE CHIEFTANS

Venue: London, Royal Albert Hall (5,600)

Tickets: Harvey Goldsmith

Promoter: £4.75 to £1.50

Audience: Irish Exiles and the Thinking Man's Adult

Current Product: Album *Chieftans* — 8 (CBS 83262)(C)

THE SUCCESS of the Chieftans continues to be one of the more exhilarating facets of a scene not renowned for its honesty and purity. Exposure to the high-powered realities of the business have left their wounds in the last 18 months, but they returned to their most sparkling and inventive with their Albert Hall set.

They have learnt the merits of programming and shading and they earned themselves an ecstatic reaction, moving from the persuasive subtlety of Derek Bell's harp interludes to the full-blown power of the band gathered around Paddy Moloney's constantly inspiring uilleann pipe playing. In between there's an occasional vocal from bodhran player Kevin Conniff, this night performing a fine version of 'The

Forgetful Sailor', to enhance the variety where at times in the past they've been amazingly that seven middle-aged musicians can command such an audience grip, purely by music, but, beguiling gentlemen that they are, they enveloped the Albert Hall with ease, with even a Sean Potts tap dance to celebrate. Other Irish traditional music groups emerge and disappear, but the Chieftains deservedly reign on.

MICHAEL J. CHANNON

Artist: FABULOUS POODLES

Venue: London Nashville (350)

Tickets: £1

Audience: Hardcore fans to a person

Current Product: Album *Unsuitable* (Pye NSPH 25) Single 'Mirror Star' (Pye 7N46118)

AFTER GIGGING all round the circuit for a couple of years, the Fabulous Poodles have changed from a humourous four-piece with a bit of rock thrown into a rocking four-piece with light relief.

Unfortunately, the music, although crisply put together is simply too forgettable to prop up an hour's standard set before the humourous interludes are utilised towards the end to procure an encore.

Material including the single 'Mirror Star', a pleasant but hardly exceptional pop workout and various tracks from the album, which only caught fire when some fine electric violin fills were thrown in by Bobby Valentino.

Then came the funny bits, including an audience request spot which found leader Tony De Meur bowing to demand to render 'Puppy Love' and other ridiculous tunes, and brought the band a great send-off.

However likeable the act might be, it is difficult to foresee a big future for a band still so radically stuck between two stools.

JOHN HAYWARD

Artist: HI-FI

Venue: Marquee Club, London (450)

Tickets: £1

Audience: Drunks, punks, rock fans and regulars

Current Product: single 'Run, Run' (Aura AUS 105)(C)

HI-FI IS certainly one of the better bands currently banging its way around the London pub and small venue circuit. Fronted by former Mungo Jerry guitarist, Larry Berridge, the outfit pedals a potentially commercial mix of rock and pop, catchy lyrics and distinctive hooks.

The Marquee audience displayed surprising enthusiasm, and it will be interesting to see whether the recent spate of gigs has generated demand for the band's debut single 'Run, Run', released on Friday, and arguably the most commercial number in HI-FI's present repertoire. The band still probably has a long way to go, but it's definitely worth keeping an eye on.

TIM SMITH



POODLES: still between stools

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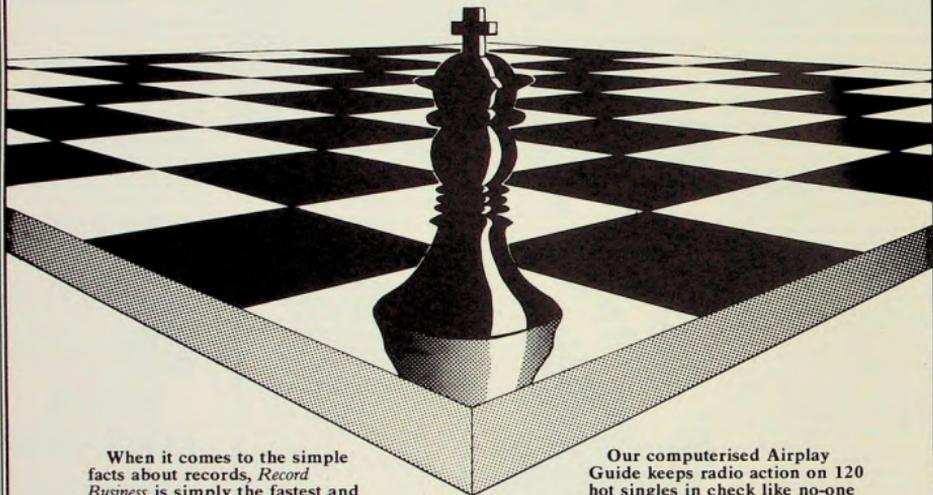
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THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

The Record Business Top 100 is compiled from sales and airplay on a chart adapted from the charts of the successful US trade paper *Record World*. The Top 30 is based on sales alone. Positions 31-100 are determined by the sales rating + 4% of the airplay rating. 300 shops report weekly sales, average reporting time being Thursday noon.

SALES RATING
100 = Strong No. 1 Sales

AIRPLAY RATING
100% = maximum radio play plus BBC's Top Of The Pops

Action Of The Week



BOOMTOWN RATS: The Trap shuts on Grease

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Label/Cat. No.	D	Drain Use
★1	3	7	81 81	RAT TRAP BOOMTOWN RATS	● ENSIGN ENY 16	F
2	1	4	80 71	HOPELESSLY DEVOTED TO YOU OLIVIA NEWTON-JOHN	▼ RSO 17	F
3	4	11	55 58	SUMMER NIGHTS JOHN TRAVOLTA & OLIVIA NEWTON-JOHN	★ RSO 018	F
4	2	8	53 59	SANDY JOHN TRAVOLTA	★ MIDSONG/POLYDOR POSP 6	F
★5	7	8	44 70	DARLIN' FRANKIE MILLER	▼ CHRYSALIS CHS 2255	F
★6	17	3	38 61	MY BEST FRIEND'S GIRL CARS	▼ ELEKTRA K 12301	W
7	6	4	38 80	PRETTY LITTLE ANGEL EYES SHOWADDYWADDY	▼ ARISTA ARIST 222	F
★8	10	5	37 73	INSTANT REPLAY DAN HARTMAN	▼ BLUE SKY SKY 6706	C
9	8	10	36 59	BLAME IT ON THE BOOGIE JACKSONS	▼ EPIC EPC 6683	C
★10	13	3	36 81	HANGING ON THE TELEPHONE BLONDIE	▼ CHRYSALIS CHS 2266	F
11	5	7	35 81	MACARTHUR PARK DONNA SUMMER	▼ CASABLANCA CA 131	A
★12	36	2	30 72	DA' YA THINK I'M SEXY? ROD STEWART	▼ RIVA 17	E
13	11	5	26 75	BICYCLE RACE - FAT BOTTOMED GIRLS QUEEN	▼ EMI 2870	E
14	15	10	24 64	GIVING UP GIVING IN THREE DEGREES	▼ ARIOLA ARO 130	A
★15	23	3	23 61	I LOVE AMERICA PATRICK JUVET	▼ CASABLANCA CA 132	A
★16	25	3	22 48	DON'T LET IT FADE AWAY DARTS	▼ MAGNET MAG 134	E
17	9	8	22 49	RASPUTIN BONEY M	● ATLANTIC/HANSA K 11192	W
18	16	9	20 9	DIPPETY DAY FATHER ABRAHAM	▼ DECCA FR 13798	S
19	12	5	20 5	PUBLIC IMAGE PUBLIC IMAGE LTD	▼ VIRGIN VS 228	C
★20	21	6	19 83	PART TIME LOVE ELTON JOHN	▼ ROCKET XPRES 1	F
21	14	8	18 47	SWEET TALKIN' WOMAN ELECTRIC LIGHT ORCHESTRA	▼ JET 121	C
★22	24	4	17 5	GERM FREE ADOLESCENTS X-RAY SPEX	▼ EMI INT. INT 573	E
★23	28	3	16 46	TOAST - HOLD ON STREETBAND	▼ LOGO GO 325	R
★24	49	3	15 58	I LOST MY HEART TO A STARSHIP TROOPER SARAH BRIGHTMAN	▼ ARIOLA HANSA AHA 527	A
★25	27	3	14 57	ALWAYS AND FOREVER - MIND BLOWING DECISIONS HEATWAVE	▼ GTO GT 236	C
26	19	6	14 16	HURRY UP HARRY SHAM 69	▼ POLYDOR POSP 7	F
27	18	10	13 10	LUCKY STARS DEAN FRIEDMAN	▼ LIFESONG LS 402	C
28	22	6	13 10	DOWN IN THE TUBE STATION AT MIDNIGHT JAM	▼ POLYDOR POSP 8	F
29	20	10	13 5	EVER FALLEN IN LOVE (WITH SOMEONE YOU SHOULDN'T 'VE) BUZZCOCKS	▼ UNITED ARTISTS UP 36455	E
★30	34	4	13 68	I LOVE THE NIGHT LIFE (DISCO 'ROUND) ALICIA BRIDGES	▼ POLYDOR 2066 936	F
31	26	5	12 71	RADIO RADIO ELVIS COSTELLO & THE ATTRACTIONS	▼ RADAR ADA 24	W
★32	41	4	13 26	DON'T CRY OUT LOUD ELKIE BROOKS	▼ A&M AMS 7395	C
★33	52	3	12 33	HAMMER HORROR KATE BUSH	▼ EMI 2887	E
34	31	6	9 55	EAST RIVER BRECKER BROTHERS	▼ ARISTA ARIST 211	F
★35	55	4	10 34	SHOOTING STAR DOLLAR	▼ CARRERE EMI 2871	E
★36	44	3	8 60	GIVING IT BACK PHIL HURTT	▼ FANTASY FTC 161	E
★37	63	3	10 17	LAY LOVE ON YOU LUISA FERNANDEZ	▼ WARNER BROS K 17061	W
★38	50	3	9 28	STRUMMIN' CHAS & DAVE WITH ROCKNEY	▼ EMI 2874	E
★39	61	3	7 70	STUMBLIN' IN SUZI QUATRO & CHRIS NORMAN	▼ RAK 285	E
40	32	5	7 46	TEENAGE KICKS (EP) UNDERTONES	▼ SIRE SIR 4007	W
41	35	7	7 53	PROMISES ERIC CLAPTON	▼ RSO 21	F
★42	57	2	8 14	I'M GONNA LOVE YOU FOREVER CROWN HEIGHTS AFFAIR	▼ MERCURY 6168 803	F
★43	64	2	6 57	EASE ON DOWN THE ROAD DIANA ROSS & MICHAEL JACKSON	▼ MCA 396	E
44	33	9	7 44	RESPECTABLE ROLLING STONES	▼ ROLLING STONES EMI 2861	E
45	38	5	5 58	WHAT A NIGHT CITY BOY	▼ VERTIGO 6059 211	F
★46	NEW	1	8 4	DANCE (DISCO HEAT) SYLVESTER	▼ FANTASY FTC 163	E
★47	NEW	1	4 66	LYDIA DEAN FRIEDMAN	▼ LIFESONG LS 403	C
48	39	11	7 14	BRANDY O'JAYS	▼ PHIL. INT. PIR 6658	C
★49	100	2	5 53	REDS IN MY BED 10CC	▼ MERCURY 6008 036	F
50	51	4	6 33	RIDE-O-ROCKET BROTHERS JOHNSON	▼ A&M AMS 7400	C
51	45	4	6 17	PRANCE ON EDDIE HENDERSON	▼ CAPITOL CL 16015	E
52	37	4	7 1	WIDE OPEN (EP) SKIDS	▼ VIRGIN VS 232	C
★53	NEW	1	7 2	DESTINATION VENUS REZILLOS	▼ SIRE SIR 4008	W
★54	NEW	1	6 13	LE FREAK CHIC	▼ ATLANTIC K 11209	W
55	58	3	5 23	A WHITER SHADE OF PALE MUNICH MACHINE	▼ OASIS 5	C
★56	NEW	1	6 11	IN THE BUSH MUSIQUE	▼ CBS 6791	C
57	30	11	6 6	I CAN'T STOP LOVING YOU (THOUGH I TRY) LEO SAYER	▼ CHRYSALIS CHS 2240	F
★58	95	2	3 61	RAINING IN MY HEART LEO SAYER	▼ CHRYSALIS CHS 2277	F
59	54	7	4 52	YOU NEVER DONE IT LIKE THAT CAPTAIN & TENNILLE	▼ A&M AMS 7384	C
★60	80	2	5 11	GOODBYE GIRL SQUEEZE	▼ A&M AMS 7398	C

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A—A&P, B—One Stop, C—CBS, E—EMI, F—Phonodisc, H—Lightning, K—Creole, L—Luglons, O—President, P—Pinnacle, R—RCA, S—Selecta, T—Futury Products, U—Scala, W—WEA, X—Oyde Factors

KEY

- New Entry
- Re-Entry
- ★ Bullet
- ☆ Platinum Disc (1 million sales)
- ☆ Gold Disc (1/2 million sales)
- ☆ Silver Disc (1/4 million sales)
- ☆ Index below 0.5

(Platinum, Gold, Silver Disc information supplied by the British Phonographic Industry)

Ones To Watch

- 101 Old Shep, Elvis Presley (RCA PB 8334)
- 102 Well All Right, Santana (CBS 6776)
- 103 Grand New Day, Lindisfarne (Mercury 6007 195)
- 104 Engage Road, Matumbi (Harvest HAR 5168)
- 105 Walk'n' Beach Refugees, Fyis (EMI 2867)
- 106 Kinky I've Been Messing You, Bunny Maloney (Gull GULS 65)
- 107 Disco Dancin', Stanley Turrentine (Fantasy FAN 142)
- 108 Stevin' Alive, Richard Axe (Blue INC 2)
- 109 Take That To The Bank, Shamalar (RCA PB 1379)
- 110 Today, Motors (Virgin VS 236)
- 111 I'm Every Woman, Chaka Khan (Warner Bros. K 17268)
- 112 Yankee Doodle Boy, James Cagney (United Artists UP 36385)
- 113 Still The One, Child (Ariola Hansa AMA 528)
- 114 B-A-B-Y, Rachel Sweet (Self BU 39)
- 115 Themes From The Wizard Of Oz, Mecca (CA XB 1057)
- 116 Natbush City Limits, Ike & Tina Turner (United Artists UP 35562)
- 117 Are You Receiving Me?, XTC (Virgin VS 231)
- 118 Back In The U.S.A., Linda Ronstadt (A&M K 13133)
- 119 All Revved Up With No Place To Go, Meat Loaf (Epic EPC 6797)
- 120 Let's Man Under A Groove, Funkadelic (Warner Bros. K 17246)

THE SINGLES CHART 6-10

This Week	Last Week	Wks. on Chart	Sales Index	Artist Index	TITLE/ARTIST	Label/Cat. No.	D	Order Use
61	42	14	6	3	GREASE FRANKIE VALI	RSO 012		
62	62	5	4	32	CLOSE THE DOOR—ONLY YOU TEDDY PENDERGRASS	PHILINT. PR 6713	C	
63	40	15	6	*	YOU MAKE ME FEEL (MIGHTY REAL) SYLVESTER	FANTASY ETC 160	E	
64	NEW	1	4	25	JUST TO BE CLOSE TO YOU COMMODORES	MOTOWN WM 1127	E	
65	48	10	5	5	MEXICAN GIRL SMOKEY	RAK 283	E	
66	NEW	1	5		HOMICIDE 999	UNITED ARTISTS UP 36467	E	
67	60	6	4	13	(YOU GOTTA WALK) DON'T LOOK BACK PETER TOSH	ROLLING STONES EMI 2859	E	
68	29	15	4	9	TALKING IN YOUR SLEEP CRYSTAL GAYLE	UNITED ARTISTS UP 36422	E	
69	69	4	2	60	(I WANT TO SEE THE) BRIGHT LIGHTS JULIE COVINGTON	VIRGIN VS 225	C	
70	99	2	4	8	IT SEEMS TO HANG ON ASHFORD & SIMPSON	WARNER BROS K17237	W	
71	43	11	4	10	LOVE DON'T LIVE HERE ANYMORE ROSE ROYCE	WHITFIELD K17236	W	
72	47	10	4	1	NOW THAT WE'VE FOUND LOVE THIRD WORLD	ISLAND WIP 6457	E	
73	NEW	1	3	36	TOO MUCH HEAVEN BEE GEES	RSO 25	F	
74	82	2	1	64	MY LIFE BILLY JOEL	CBS 6821	C	
75	46	5	4	2	SILVER MACHINE HAWKWIND	UNITED ARTISTS UP 35381	E	
76	86	4	4	2	ALTERNATIVE ULSTER STIFF LITTLE FINGERS	ROUGH TRADE RT 004	M	
77	NEW	1	4		TELEVISION'S OVER ADVERTS	RCA PB 5128	R	
78	NEW	1	1	60	LET IT GROW CLOUT	CARRERE EMI 2884	E	
79	67	9	3	6	BLAME IT ON THE BOOGIE MIKE JACKSON	ATLANTIC K11102	W	
80	NEW	1	3	16	Y.M.C.A. VILLAGE PEOPLE	MERCURY 6007 192	F	
81	56	4	2	26	HOT BLOODED FOREIGNER	POLYGRAM RUM 007	F	
82	59	6	3	*	GET IT WHILE YOU CAN OLYMPIC RUNNERS	POLYGRAM RUM 007	F	
83	97	2	2	21	HOT CHILD IN THE CITY MIKE GILDER	CHRYSALIS CHS 2226	E	
84	NEW	1	7	23	DON'T WALK AWAY TILL I TOUCH YOU ELAINE PAIGE	EMI 2852	E	
85	53	8	3	1	GO TO GET YOU INTO MY LIFE EARTH WIND & FIRE	CBS 6663	C	
86	NEW	1	1	11	PROMISES BUZZCOCKS	UNITED ARTISTS UP 36471	E	
87	94	2	1	40	LAY YOUR LOVE ON ME RACEY	RAK 284	E	
88	92	3	2	2	NEEDLE IN A HAYSTACK VEEVELETTS	MOTOWN WM 1124	E	
89	90	4	2	10	SUN EXPLOSION MANU DIBANGO	DECCA FR 13810	S	
90	NEW	1	2	2	LOVE HUSTLE FAMILY AFFAIR	CASINO CLASSICS CC 41	A	
91	NEW	1	2	2	DR.WHO MANKING	PINNACLE/FREEDRIM PIN 71	P	
92	78	31	2	3	RIVERS OF BABYLON - BROWN GIRL IN THE RING BONEY M	★ ATLANTIC K11120	W	
93	70	3	1	28	WHY ANDY GIBB	RSO 22	F	
94	72	5	2	17	LOVE IS THE SWEETEST THING PETER SKELLERN	MERCURY 6008 603	F	
95	NEW	1	2	2	A STITCH IN TIME JETHRO TULL	CHRYSALIS CHS 2260	F	
96	NEW	1	2	7	GOODBYE FIRST LOVE DAVID ESSEX	MERCURY 6007 194	F	
97	NEW	1	2	2	WHOLE LOTTA ROSIE AC DC	ATLANTIC K11207	W	
98	NEW	1	2	3	PREDICTION SPIKE STULSE	ISLAND WIP 6441	E	
99	NEW	1	2	2	ACCIDENT PRONE STATUS QUO	VERTIGO QUD 2	F	
100	NEW	1	1	19	YOU DON'T BRING ME FLOWERS BARBRA & NEE	CBS 6803	C	

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Record Business Research

All charts and listings in *Record Business* are produced by the paper's own research department, employing a staff of four and an ICL 1503/43 computer known as ARTHUR—the Airplay, Retail, Television, Hit-Potential & Exposure Reporter.

The set-up technique in Britain and is modelled on the approach used successfully for many years by the three major US trade papers, especially *RB's* associate publication, *Record World*.

All enquiries about *RB* Research should be made to the Research Manager, Godfrey Rust (01-836-3311).

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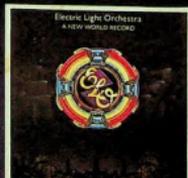
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