

RECORD BUSINESS

WITH
RADIO WEEK

Singles Chart, 10-12; Album Chart, 26; New Singles, 7; Small Labels, 5; Spartan Records Feature, 9; Virgin Megastore Special, 20-25.

September 8, 1980 VOLUME THREE Number 25

60p

Companies set autumn plans

RCA discount or returns plan

RCA IS offering dealers a novel incentive to encourage early ordering of autumn stocks. It embraces either extra discounts or a higher returns allowance.

The scheme, tagged 'A Helping Hand From RCA' covers about 400 LPs and their tape equivalents and is split into two periods. The first runs from September 15-November 14. Dealers can choose extra discounts growing from 7 1/2 percent for 50 units up to 20 percent for 350 units, plus normal trade terms and returns allowance.

The alternative is to accept a reduced level of discount ranging from 5 percent - 17 1/2 percent off invoice value, for orders from 50-350 units, plus a 15 percent returns allowance. Settlement discounts and total stock returns allowance will not be affected if this scheme is preferred.

The second stage begins on November 17 and runs until December 19, when the extra returns allowance will be dropped and a reduced level of extra discounts ranging from 3 1/2 percent - 17 percent will be offered.

As an added bonus, RCA will be running a prize draw every week from September 19. Every order of 50 units will qualify for one ticket. Prize each week will be worth £100 in vouchers for gifts, merchandise, drinks or Bonus Bonds.

A main feature of RCA's autumn product plans, revealed last week at the Birmingham Sales Conference will be a heavy concentration on the International label which carries a £2.99 list price. The company has been building a catalogue during the year and October releases will bring the total strength to about 60 albums. Promotional spending will focus on family magazines.



VIRGIN CHAIRMAN Richard Branson gives a grand-prize style winners salute by spraying the crowd with champagne at the opening of the Glasgow Megastore. See pages 20-25 for special feature on Virgin's latest retail development.

Phonogram co-op ads deal

CO-OPERATIVE PRESS advertising with dealers and extra discounts form the mainstays of a wide-ranging Phonogram autumn back catalogue campaign under the banner 'Star Buys.'

The entire Phonogram catalogue with the exception of tv-advertised albums and new releases is included. The scheme which runs from September

LIBERTY UNITED Records is embarking on its biggest tv campaign since its *Shirley Bassey 25th Anniversary LP* in 1978 for *The Very Best Of Don McLean* (UAG 30314).

The three-week peak time tv push kicks off on September 22 with a series of 30-second animated commercials in STV, Granada, Border, Ulster, Yorkshire, Tyne Tees and ATV regions. Tracks include 'Crying,' 'American Pie,' 'Vincent' and 'And I Love Her So'.

The campaign will be backed by the company's largest-ever window display campaign with 600 sites being dressed with sleeves, showcards and posters. McLean is touring the UK between September 7-October 1.

1-December 11. Charisma records are also included.

Dealers wishing to run local press campaigns on the scheme will receive help from Phonogram with advertising costs. The company is reluctant to reveal the discount scale but it will vary according to quantities ordered.

Phonogram will be providing point-of-sale merchandising material along with special 'Star Buy' stickers for the product. New LP releases become eligible for the scheme one month after release date.

WITH THE disappearance of the 'Featured 40', *Record Business* this week introduces a new Radio-I airplay report as part of its *Airplay Guide* (pages 18/19).

Singles will be given one of the following ratings: A ('Heavy play'), B ('Medium play') and C ('Occasional play'), based on the actual number of plays published in the scripts for the major Radio-I daytime strip shows.

CBS schedules five big ones

WITH AN undiminished marketing spend at its command, CBS is aiming to dominate the autumn album charts with five big releases.

The company's Torquay sales conference heard on Friday of major campaigns for *Gully* by Barbara Streisand with Barry Gibb, due in October; a Jacksons LP featuring Michael Jackson, Bruce Springsteen's long-awaited double album *The River*; and Earth Wind And Fire's new offering *Faces* also set for October. An as-yet-untilled Abba LP is being rush-released on October 10.

The company is also extending its rock boxed set series this season with a selection of three-album packages from such artists as Billy Joel, Earth Wind and Fire, Judas Priest, Barbara Streisand, Santana and Bruce Springsteen. Most will be available in cassette form for the first time at £14.49.

The *TiVo* tv team, back on screens for 26 weeks from September weigh in with a mid-price LP called *The Four Bachelors*, and as usual CBS is running a back catalogue discount scheme offering substantial - but undisclosed - extra margins during the Christmas run-up.

From America CBS and Epic are expecting albums from Cheap Trick - *All Shook Up*, Crystal Gable, Steve Forbert and Kansas. From the UK roster the Nolans, Shakin' Stevens, Bruce Woolley, Mike Batt, Sinceros and the Hit Men are awaited.

Managing director David Betheridge told the sales meeting: "Our marketing spend is not diminished and we intend to invest our company's money in not only breaking new acts but by taking our existing hit acts and delivering top sales in the market place."

QUARTZ
ALBUM
STAND UP AND FIGHT
SINGLE
STOKING UP THE FIRES OF HELL

QUARTZ

STAND UP AND FIGHT

WHITE SPIRIT
SINGLE
MIDNIGHT CHASER

WHITE SPIRIT
SINGLE
MIDNIGHT CHASER

MCF-3080

MCF-3079

BOTH BANDS ON TOUR WITH GILLAN

MCA RECORDS

1000 Parkway Drive, Dept. 1177
Denver, CO 80202

Wholesalers undercut by IRD's Warwick terms

WITH THE aim of boosting business through the retail trade, the Multiple Sounds Group has set up a wholesale subsidiary, to be known as Independent Record Distributors. Man in charge is Tony Hamlin, one of the founder directors of Relay, the distribution firm which specialises in servicing independent record outlets with tv merchandisers' releases.

Located in 10,000 sq. ft. of warehouse accommodation at 3 Standard Road, London NW10 (01-961 5466), IRD and its staff of 28 will initially only be handling Multiple Sound Distributors product. MSD will continue to service the major multiple accounts, Woolworth, Boots and W.H. Smith direct. However, with manufacturing and distribution facilities now available MSG chairman Ian Miles will be looking to develop IRD as an outlet for pressing-distribution deals for other labels as well as competing tv merchandisers.

Setting up IRD and particularly if it becomes a service unit for tv product, will effectively fill a gap in the distribution chain so far as independent dealers are concerned. For long enough they have complained that they are overlooked in favour of the major multiples when tv albums are available. With IRD, Multiple Sounds will be making a positive effort to overcome this problem.

However, the move is not likely to meet with great approval from the wholesalers who have been supplying Warwick albums to shops. With IRD Hamlin and Miles are making it an attractive proposition to deal direct. On top of the normal Warwick discount of 25 percent, 21 percent better than the opposition, IRD will be offering a sliding scale of additional discounts up to an extra 5 percent for orders of £25 and over. "This means the independent dealer will be in line to get a better margin from us than from the wholesaler," commented Miles. He stressed that he

Adams to A&A

A BROADENING of its music interests to maximise catalogue potential is likely following the arrival at Ariola-Arista of Dave Adams as commercial director. Adams joined the company from CBS where he was commercial marketing manager.

Adams will be responsible for co-ordinating all commercial activities and new ventures. His brief will include taking over the duties previously handled by sales manager Ray Jenks who has left the company. Also under his control will be exports, juke box sales, liaison with Pickwick on Irish sales and with the UK p2d partners PolyGram and PRT.

Additionally Adams will seek opportunities for secondary licensing for budget and mid-price release and the 700-title classical catalogue. TV promotion and video will also be under his supervision.

would continue to deal with wholesalers and felt that their operations, offering a range of choice and speed of delivery, would continue to be attractive to retailers.

Over 2000 independent accounts have been keyed in to MSD's IBM computer installation which has an on-line link to the IRD warehouse.

Warwick's rate-card spend this autumn is budgeted at £1.5 million covering more than one dozen packages. First release is *Little Miss Dynamite*, a Brenda Lee hits compilation. This will be followed by a joint venture promotion together with PRT of a Robin Sarsent album. Other albums, previously tested and due for autumn promotion, will be by Val Donicon, Gallagher and Lytle and Acker Blik.

An offbeat Warwick release will feature actress Joan Collins talking about health and beauty techniques. Her album will be issued to tie in with publication of *Joan Collins' Beauty Book*.

Arden drops six acts but re-signs ELO

JET RECORDS boss Don Arden denied industry rumours last week that he was about to change the company's deal with CBS from pressing and distribution to a full licence arrangement. The detail followed news last week that Jet had hired 11 staff redundant and had chopped six long-term development acts from the roster including Truckster, Carl Perkins, Raymond Froggatt, Wilson Gale and Co, Violinski and Adrian Gurvitz.

Jet's staff had been trimmed to managing director Ronnie Fowler, marketing and promotion man Adrian Williams, a/r and artist liaison chief Arthur Sharp, Don David and Sharon Arden plus secretaries and personal assistants. Sales manager Ray Cooper was a casualty in the original cut-back but was reinstated later in the week.

Acts remaining on the roster are: Ozzie Osbourne, ELO, Magnum, Gary Moore's G Force, Gil, Alan Price and new artists Stonehenge and P45.

Don Arden told *RR*: "There are no negotiations in progress and we are not changing to a licence deal with CBS, although he added "Contracts were made to be re-negotiated."

He blames the streamlining of the company on the current industry climate, but claimed that he had recently signed Jeff Lynne and ELO to a further six-year deal and that he was preparing to spend a lot of money on recording and promotion in the current months.

"The fact is that people are not buying records in the quantities they used to three years ago," said Arden. "The sooner people realise this, the better off we will be."



DAVE DEE, head of the Double D label, maintains his sequence of off-beat signing pictures by making Deptford band The Kraze an offer they couldn't refuse.

Page clinches Indian deal

A LICENSING deal just concluded by Larry Page, head of the Larry Page Group, will provide opportunities for his own and other UK artists to have their product released in a number of territories not normally easily accessible to Western talent.

After negotiations which began during Midem 1978, Page has finalised arrangements with the Indian Record Manufacturing Company of Calcutta for representation in India, Pakistan, Sri Lanka, Bulgaria, USSR, German Democratic Republic, Czechoslovakia, Hungary, Poland and Rumania.

"Under the terms of the government licence, IRMC is required to export 60 percent of all the material it releases to the other markets," said Page, who is also empowered to act as agent for IRMC in the UK and sign lease tape and label deals.

"It has taken two years for me to set up this deal and it would take anybody else just as long," said Page. "Obviously it makes sense for anybody interested to contact me first."

There is no possibility of any advances, but I regard it as more important for material to be released and for a royalty payment to be made than for it not to be released because up-front payments are being asked for."

Page reckons that 24 albums will be released in the next 12 months through IRMC. The first batch will be out in November featuring two LPs by Johnny Pearson's Orchestra, two by the Larry Page Orchestra, one by Hunter and a disco compilation album.

Bands battle for £3000 prize

A FIRST prize of £3,000 and an album recording contract is being offered by the organisers of a talent contest for unsigned groups. And those who nominate the 12 finalists each receive a fortnight's Riviera holiday valued at £140.

Bands are asked to send in a cassette of two original songs plus a cover version, a photograph and brief biography and previous live experience to Battle of the Bands Ltd., London House, Fulham Road, London SW10 9EL. Entries are restricted to amateur or semi-professional outfits.

The best 72 acts will take part in (paid) regional heats with the winning bands appearing on a special compilation album. The 12 regional winners will then play at the grand final at the Rainbow Theatre London on February 3. All styles of groups are eligible for entry.

Said organiser Steve Lishman: "This

Indie claims world first for video EP

A TINY Doncaster independent label has scooped the majors by issuing the world's first video EP. It features five songs by Mansfield hard rock trio Lime-light.

Future Earth Records boss Dave Moffitt produced the tape himself. It will only be available on the VHS format and is on mail order direct from the company at 19, Darrington Drive, Warmworth, Doncaster, South Yorks DN14 9LF at £19.95, from Friday.

Plans are now being made to distribute the EP to record dealers, via indie distributors Pinnacle. Apart from being the first video EP - it boasts a playing time of 28 minutes, it is also the first music video to be released by a small label and the first to feature a heavy rock group. Songs include the two on their latest single 'Metal Man' and 'Hold Me, Touch Me' plus 'Walk On Water', 'Don't Look Back' and 'Man Of Colours'.

The cassette, which cost just £500 to make will come in a special plastic library case which opens like a book with a poster wrap-around.

MCPS ban on Streisand LP

THE MCPS has notified record importers that Barbra Streisand's new *Gaily* album is the subject of its latest import ban.

A circular from the society informs importers that Chappel Music, the copyright holder, is not prepared to grant an import licence for copies of the record made by CBS in America. Any import or sale would constitute a breach of copyright and renders anyone dealing in the imported albums liable to an injunction, damages, delivery up of all copies of the record and costs.

is not just a one-off competition. It is going to be an annual event which we aim to build eventually into an international talent award. Our aim is to make this the premier international event in rock music and the launching pad for the major rock stars of the future."

So far the organisers have not decided with which company the recording contract will be.

WE HAVE been asked by the MTA to point out that the present PRS charge for background and demonstration music is approximately 23.7p per square metre and not 18.2p, as reported. The new rate of 24.2p is only 2 percent higher and not 33 percent. The MTA stresses that no changes to the existing PRS tariff has yet been decided on and a further announcement will be made in due course.

MULLINGS

TIMES MAY be hard out there – but Virgin retail chief Steve Mandy highly delighted that in its first week of trading the Glasgow megastore did £35,000 worth of business, which may not be the best of news for the other record stores close by... although there has been the usual speculation linking CBS with John Lennon's impending return to disc, his onetime road manager Tony Bramwell, now Polydor's director of promotion, reckons that the man hasn't done a deal with anybody yet – and has jetted off to the Big Apple to check over the Lennon sessions and renew acquaintance with an artist whose disc comeback will undoubtedly attract the interest of all the big guns, PolyGram included... it's interesting to see occasionally how the official word is differently interpreted. In a comment on the performance of its UK companies, the annual PolyGram report stated: "Polydor and Phonogram had disappointing sales in line with the rest of the market, but had strong repertoire bases. Polydor was the UK's leading singles company." An accompanying press release, datelined Hamburg/Baarn, summed up their performance thus – "During the period under review, PolyGram's British record companies Phonogram and Polydor, reported considerable success across a wide range of repertoire." Would that it was always so easy to convert "disappointing sales" to "considerable success".

SPECULATION GROWING around the parish that it can't be long now before the Ariola-Arista combination ceases to be divided into three and becomes a wholly integrated unit, with only one managing director... further to our recent mention of the frantic bidding reportedly going on for rockabilly act StrayCats – one managing director, who's not in the fight, reported in awestruck tones that a figure of £250,000 is now being bandied around. And we thought the industry was hard up... watch out for *Campaign's* forthcoming special report on Music and Marketing – among the goodies in store will be the low-down on 'How to sell a £5 album and a £1 single', something most record companies will want to know all about... Sparta Florida chief Hal Shaper reveals company has an interest in a stage musical *The Streets Of London*, vastly expensive and now being cast for an October opening... at an intimate lunch for favoured scribes hosted by Polydor to launch the first Shadows album on the label, Hank Marvin gaged: "Cliff stays with EMI because he has a pension arrangement", Brian Bennett couldn't make it – he was conducting the LSO at a recording project. Bruce Welch reckoned there had been 13 Shadows one way or another since the group was formed. Mullings will be pleased to award a copy of the album to the first brain of Britain to come up with a correct (or nearly correct) list of names... the act's former vocalist takes another step towards his EMI pension on October 14 with the celebration of his 40th birthday – and undoubtedly a major hit with 'Dreamin', written and produced by Alan Tarney, who wrote 'We Don't Talk Anymore', his three weeks at London's new Apollo theatre, from September 19, are already sold out. Beforehand he makes his first visit to Rome for a tv show, then plays a concert in Copenhagen followed by two weeks in Germany. After London he's doing a charity gospel tour of Africa. Not bad for an old 'un... apologies to John Howes (RCA) for uncertainty about the spelling of his name in last week's story. Obviously those merger negotiations caused confusion with John House, PRT's a&R manager... **LIKE EVERYBODY** in the industry, recording studios are feeling the pinch – but the unkindest cut of all came for one when the operator removed the Space Invader machine because the takings were insufficient. Such is the popularity of these fiendish playthings with musicians that a studio share of £400 a week is not unknown... conspicuous by their absence from the historic Barclay James Harvest free concert for 170,000 West Berliners were the hatchmen of the British rockpress – entirely due to the fact that none had been invited as a result of past treatment which has not exactly endeared them to the band or its management... a *Daily Mail* story that Bill Haley was planning legal action against Walls for parodying 'Rock Around the Clock' on a new ice cream commercial has mystified the MCPS which confirmed that copyright owners Kassner Music gave Walls permission for the project. MCPS now curious to see whether Haley's management works the trick again when another licensed parody is unveiled shortly...

RECORD BUSINESS

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WHOSE PROBLEM

am I?



The compelling Motels single
is No Problem on Radiol,
Capital, BRMB, Hallam,
Swansea, Mercia and 210.

MOTELS

featuring Martha Davis
CL 16162

Now supported
by consumer ads
in MM, NME, R. Mirror
& Sounds

London & Regional
flyposting



Gee and Davison form Liaison & Promo Co

A NEW liaison and co-ordination service has been launched by two former record executives to ensure smooth relations and give back-up support between small and large labels.

Former GEM Records general manager Clifford Gee and Gary Davison, previously head of Infinity Records in the UK, have set up the Liaison and Promotion Company offering a full range of marketing, advertising, sales, promotion, press, dealer liaison and production control services to major and independent companies, management companies and artists.

Commented Gee: "We believe this is a revolutionary new service and a much needed one. Record company staff cuts are making it increasingly hard for them to offer a full range of facilities to their artists and independent labels."

The company can also handle international work with several deals already

lined up. "If required we can act for international artists, manager or labels in a total co-ordination role," said Davison.

The new firm is based at 4D Oxford and Cambridge Mansions, Old Marylebone Road, London NW1 (Tel: 01-723 36230).

Money on Magic Moon

A NEW independent record company called Magic Moon has licensed a Zoot Money album from Paul McCartney's MPL company as its first LP release.

Out on September 26, Mr. Money (LUNE 1) is Money's first solo album for ten years and will be complemented by a single on September 19 - a version of the Fats Waller classic 'Your Feet Too Big' (MACH 35).

Magic Moon has been formed by Ral Lofing, previously a manager who also handles a&R. Marketing is the responsibility of Robin Bryson. Distribution is through Pinnacle and the company can be contacted on 01-221 2936.

Oliver and Bruce Welch has clinched several forthcoming Mervyn Conn Organisation projects, including public relations work for the 17-date Nashville Cavalcade Show which tours the UK in September plus the launch of the Mervyn Conn Presents record label as well as promotion work on initial releases from Wanda Jackson, Kazzy Kramer and T.J. Barrie.

KINGDOM RECORDS, first launched in 1973, is being refloated in the UK in November with a maximum album from Caravan. It will be followed by a reggae single from 'lovers rock outfit Revelation'. Negotiations for distribution are currently under way. In the meantime Kingdom can be contacted at 9-11 Monmouth Street, London WC2 (Tel: 01-836 4763).

The label ceased UK operations 18 months after its launch but carried on in France and the Benelux countries through Disques Vogue.

MARK HARRISON has formed his own independent promotions company to be known as Harrison Promotions at 66, Beaufort Road, Ealing, London W5 (01-997 9650).

KOROVA RECORDS has signed new London group The Sound which previously released a single on the small Torch label. Debut single from The Sound is 'Heyday' out last Friday, with an album to follow later in the year.

DA BIZ has signed a long term deal with Sire Records and release a single 'On The Beach' (SIR 4045) on Friday. The song was previously out on the band's own Small Operations label.



THE CLIMACTIC moments of the Barclay James Harvest free concert for German fans, played against a backdrop of the Reichstag building in Berlin. The concert was staged by the group as a special gesture of thanks to their fans in West Germany who during the last 12 months have bought 1.4 million copies of the group's albums. It turned out to be one of the biggest open-air gatherings in Germany since the war and the official estimate of the attendance was 170,000 people. The massive parkland site was thronged with fans and a free and easy party atmosphere developed as the band played a two-hour set from a specially erected stage framed by the massive former government building. The newly-created show featured most of the classic BJH material, including Les Halroyd's haunting composition 'Berlin' dedicated to the city. The band's elegant, sweeping style of synthesizer-enhanced ballads lent itself well to the occasion and despite the vastness of the site, the use of four supplementary speaker towers strategically placed at some distance from the stage produced particularly high quality reproduction. However, rather than risk the possibility of a political incident, a plan to site one set of speakers facing the adjacent Berlin Wall was dropped. Nevertheless, there were reports of fans in East Berlin congregating on their side of the Wall to hear what was possible of the music. The cost of the event was estimated by manager David Walker to be about £160,000 of which the band contributed about £50,000. The rest of the money was made up from contributions from a number of sources including the Axel Springer publishing group, the Berlin Senate, Mama Concets, organisers of the band's 26-date tour earlier in the year, and Hande Artists, the UK management company. The event was filmed by Keith MacMillan's Keef & Co. video company.

Merchandising

HEAVY METAL band Vardis's first single for Logo Records will contain a free 'live' single with the first 10,000 copies.

Entitled 'Lei's Go' (VAR 1) the 45 is released in a picture bag on September 12. The band's first album 100 m.p.h. (MOGO 4012) is out on October 17 with the first 10,000 copies containing a free two-colour poster. It will retail at mid-price and both products will be backed by heavy in-store merchandising.

THE REVILLOS album Rev Up (DID X3) released on September 12, will be backed by extensive promotion including 'mini pages' in the consumer press, ZigZag and Smash Hits, store visits in the provinces, fly-posting in tour towns and London and extensive display material.

WITH THE reformation of Atomic Rooster, B&C Records is re-releasing the band's two hits 'Devil's Answer' and 'Tomorrow Night' on one single (BGS 21) available from September 19 to coincide with Rooster's six-week UK tour. Also re-issued is the double album *Home To Roost* (CRD 2) at £5.99.

Meanwhile Trojan Records is putting out a maxi-single of Judge Dread's first three hits, as part of its Maxi-Trojan series, under the title 'The Big One' including Big Six 'Big 7' and 'Big 8'. It

comes in a special bag and will retail at £1.49 released on September 12.

DR FELGOOD'S new album is released on United Artists on September 12 supported by trade and consumer press advertising, posters and widespread window displays with a national tour to follow in the Autumn. Entitled A Case Of The Shakes (UAG 30311) it is produced by Nick Lowe.

VIRGIN RECORDS is to release a four album boxed set by Tangerine Dream titled *Tangerine Dream 70-80*, a compilation of selected back catalogue and new material recorded for the occasion along with a 24-page booklet. The album, which features a reunion of the founding band members precedes a national tour in November.

Colin Burn goes to Stones label

COLIN BURN, formerly general manager of EMI LRD, has been appointed general manager of Rolling Stones Records. He will be responsible for co-ordinating the group's recording activities worldwide outside the US and Canada, including marketing and promotion activities, and for talent acquisition.

RCA to handle Fantasy and Stax

FOLLOWING THE termination of Fantasy/Stax's EMI licence deal, RCA is taking over distribution of the labels in the UK with immediate effect.

RCA plans to operate the agreement through its existing contract for Milestone-Prestige and only release selected new product until a new release schedule can be organised and a full and independent licence deal brought into line.

Future releases from the labels will include new product from Sylveste, Fat Larry Band, Fever and Idris Muhammad.

Deals

FORMER RUSH-Release director Barry McCloud has set up his own management, agency, promotions, publishing and record companies under the banner of Barry McCloud Enterprises.

The promotions company will cover national and local radio, club mailing and monitoring and trade promotion through a regional team. Initial product includes 'The Whisper' by The Selector and 'Mantovani' by the Swinging Cats for Chrysalis.

McCloud has signed wrestler and country singer Brian Maxine for management, publishing to his McCloud7 Music company and to his Subway Records for recording. First release will be a single in October and a Maxine album, acquired from DJM, to be remixed and scheduled for November.

McCloud has appointed Marion Wright as personal assistant and to handle national radio coverage. From September 8 the company will be based at 10, Longfield House, 18-20 Usbridge Road, London W5 (Tel: 01-579 5902).

NEWMARKETING and Communications, the pr company formed by Brian

SMALL LABELS

Edited by JOHN HAYWARD

Big push on Kennedys LP

CHERRY RED is mounting a big bona fide promotion campaign around release of the Dead Kennedys album *Fresh Fruit For Rotting Vegetables* (BRED 10) this week.

The album has secured advance orders of more than 18,000 and is launched with an initial phase of trade and consumer press advertising space plus posters and streamers for dealer use and London fly-posting. There is also a

free colour poster with every LP and badges and armbands are being distributed.

If sales hold up, a second phase of promotion comes into effect in a fortnight's time. Later in September a cassette version of the album (CARED 10) is released. New versions of the indie chart hits 'Holiday In Cambodia' and 'California Uber Alles' which have been included on the LP.

Next the sound of Surrey

BURIED DEEP in the heart of picturesque Surrey (Leatherhead to be exact) Surrey Sound Studios has launched its own label - to be known, not entirely surprisingly, as Surrey Sound Records.

The initial signing is Jeff Scott and the Hitmakers, a combo from the West Coast of America with a distinctly un-laid-back sound called 'Keep On Proving It' (HMS 1) out last week and available through Pinnacle.

Ja label for one-stops

THE GHETTO community label Black Roots/Youth Production which operates out of Kingston Jamaica run by Sugar Minott, Barry Brown and Tony Tuff has arranged UK distribution through Rough Trade and Jet Star.

Released at the end of last month

under the arrangement were 'Mother In Law' by the Gaylords with a debut album now awaiting release and 'You've Lost It' by Sugar Minott - an alternative version of the Righteous Brothers' 'You've Lost That Loving Feeling' standard.

See New Singles page for Distributor Code details

THE INDIE CHART

SINGLES EPA

1	CAN'T CHEAT KARMA, WAR/SUBVERT	26	14	DON'T WANT YOUR MONEY	(No. 27)
2	PARANOID Black Sabbath	Cross 421984 (3) (H)	27	RADIO DRILLTIME	(No. 17)
3	HOLIDAY IN CAMBODIA	NEMS BSS 101 (5)	28	LIAR DEMON	Postcard BO-3 (P)*
4	YOU WILL TEAR US APART	Dead Kennedys	29	BORN IN FLAMES Red Clayds	Day 4 (H)
5	BLOODY REVOLUTION PERSONS	Joy Division	30	SOLDIER SOLDIER	RT 054 (H)
6	UNKNOWN CRASS	Poson/Gifs	31	YOU CAN BE YOU (GIRL ON THE RUN)	RTSO 3 (H)
7	ARMY LIFE Exploited	Exploited EXP 1001 (H)	32	JEALOUSY	Cross 521984-1 (H)
8	TERROR COUPLE KILL COLONEL	Banana	33	MAN NEXT DOOR	Bridge House BHS 5 (H)
9	THERE GOES CONCORDE AGAIN	And The Native Hipsters	34	THE MATROSENE/SPLIT	RT 041 Y (H)
10	CALIFORNIA UBER ALLES	Dead Kennedys	35	MOTORHEAD	Motorhead 'Big Beat' NTS 13 (H)
11	TRANSMISSION	Factory FAC 12 (P-H)	36	DRUG TRAIN CRAMPS	Illegal ILS 0021 (H)
12	HOW I WROTE ELASTIC MAN CITY	HORNGUN Fall	37	NO ESCAPE	Chelsea Final Solution FS 02 (H)
13	RIGHTY ASYLUM	Cross 194540 (H)	38	SNOW MEXICANS	Ried Rhvo RED 7 (H)
14	FEELT BACK BPP	Discharge	39	CARTBOULE	Adm Adm The Ants
15	OUR MOTHER WAS A FRIEND OF AN ENEMY OF THE PEOPLE	Blurt	40	TREASON (IT'S JUST A STORY)	The Terrors Exploited
16	BLUE BOY	Orange Juice	41	BETTER SCREAM	Wah! Heat
17	EDWARD FOX Smack	Apring 001 52N 28 (P)	42	THE PICTURE ON MY WALL	Charm'd Head
18	REALITY OF WAR DISCHARGE	Clay 2 (H)	43	LIMITED ENTERTAINMENT (E)	Y 6 (H)
19	FINAL DAYS	Wasted Youth	44	SWEET & INNOCENT	Media SCREEN 1 (P)
20	WHERE'S CAPTAIN KRKK?	RT RSO 4 (H)	45	JUST LIKE EDDIE-SUN FIGHT	Silicon Teens
21	SPINZ	Spinz Energy	46	GOING THROUGH THE MOTIONS	RT 040 (H)
22	SPINZ	Amelton/Spez	47	JANE FROM OCCUPIED EUROPE	RT RHOUGH 15 (H)
23	SPINZ	Amelton/Spez	48	DOME	Grain Lewis & Bruce Gift
24	SPINZ	Amelton/Spez	49	INFLAMMABLE MATERIAL	Salt Lines
25	SPINZ	Amelton/Spez	50	MUSIC FOR PARTIES	MUSIC STUMM 2 (H)

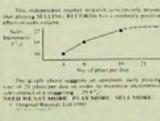
1	CLOSER	Joy Division	11	JANE FROM OCCUPIED EUROPE	RT RHOUGH 15 (H)
2	SIGNING OFF	Graduate GRP L2 (M/T)	12	DOME	Grain Lewis & Bruce Gift
3	UNKNOWN PLEASURES	Ubu	13	INFLAMMABLE MATERIAL	Salt Lines
4	THE ART OF WALKING	Factory FAC 25 (H-P)	14	MUSIC FOR PARTIES	MUSIC STUMM 2 (H)
5	PAPA UBU	Young Marble Giants	15	GILLOTINE/THE ELECTRIC CIRCUIS	Vicious
6	THE VOICE OF AMERICA	RT RHOUGH 14 (H)	16	WORLD WAR III	Mickey Dread
7	STAYIONS OF THE CRASS	Cross 521984 (H)	17	STARSHIP AFRICA	Creation Rebel
8	FRUIT FRUIT FOR ROTTING VEGETABLES	Dead Kennedys	18	KLEINEN UND DIE BOSEN	Deutsch Amerikanische Freundschaft
9	LIVE AT LAST	Black Sabbath	19	ARE WE TIME POP GROUP	Mute STUMM 1 (H)
10	TOTAL'S TURN IT'S NOW OR NEVER	Fall	20	RETURN OF THE DURITT COLUMN	Duritt Column

*Postcard, 185 West Pines Street, Glasgow G4 8BZ.

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NEW ALBUMS

The Record Business's Star Album Guide

- ***** CHART BUSTER - platinum album
- **** HT - major album with silver or gold potential
- *** HOT - COMMERCIAL - major release from established act or expected breakthrough
- ** STADY - worthwhile catalogue or specialist album with potential or simply new and hopeful
- * STRICTLY LIMITED - specialist market sales only
- Single likely to boost album sales

ARTIST/TITLE LABEL	LP/Price	Cassette/Price	Dist.	Release	
ANDREW AND SIMPSON'S MUSICAL AFFAIR (Warner Bros)	K65840	3.04 K65840	3.04 W	SEP 5	
*New and Val returns with a new set that will set the cartilage in America but will do precious little over here *New music, but lacks appeal for British ears					
ATOMIC EYE (Atlantic)	EMC 3341	3.07 TC EMC 3341	3.07 E	SEP 6	
*Retained early 70's hit bandinger Ganga Bhat instead of Carl Palmer on drums while originals members remain and the album is a fine release from a fine band					
CARLOS SANTANA SINGLES OF DELIGHT (CBS)	CBS 22075	3.44 CD 22075	3.44C	SEP 5	
*New double including 13.59 hours great musicians such as Herbie Hancock, Wayne Shorter and Ron McClain's jazz orchestra to music					
CAROLYN IS HOLD ON MERCURY	6837 105	3.04	F	SEP 5	
*Consumer ads back second Mercury set from US female rock singer who Phlegm her vanity to break it					
CHICAGO CHICAGO XIV (CBS)	CBS 86118	3.24 CD 86118	3.24 C	SEP 5	
*Fourteen set is actually unusual. The cover simply has a knockout on it					
DANCE BAND FAMILY FOOTLOOSE (Double D)	DD 111	2.43	A	SEP 18	
*First album from Dave Dee's new label features rock'n'roll band. Retail price is £3.99 for first 3,000 and consumer ads, win/drop discs and posters support 30 date UK tour starts on Sep 10. Price means £3.05 trade and £5.00 more after 3,000					
DUSTY SPRINGFIELD MEMPHIS PLUS (Philips)	6810 023	1.86 7715 023	1.86 F	SEP 5	
*50th anniversary of Dusty's debut album recorded in Memphis and produced by Aladdin, Tom Dowd and Jerry Wexler. Bonus of two previously unreleased tracks support original live-which included "Son of a Preacher Man" and "Breakfast in Bed"					
FRANK SINATRA - THE BEGINNING (CBS)	CBS 27158	3.44 CD 27158	3.44C	SEP 12	
*Double album collection of early Sinatra recordings with CBS UK and sets from Capitol and WEA					
HOUGHTON WEAVERS UP YOUR MATE (Mercury)	HRW 1001	2.45 TC HRW 1001	2.45 E	SEP 29	
*Debut on new label of English beat comedy-rock group. Marketed single not an album. Press ads plus video and in-store displays in WH plus national concert and TV appearances support EMU MOR release. Suggested retail price is £4.10					
KEITH EMLEN ENTERTAINING - SOUNDTRACK (Atlantic)	K2573	3.94 K42573	3.04 W	SEP 12	
*Rock keyboard supremo records his 1981 solo album with a soundtrack to a spectacular movie opening in London on Sep 18 and going national on late October					
MARTINA AND THE MUFFINS FRANCES AND DANCE (Dindig)	DD 5	3.20 DD 5	3.20 C	SEP 26	
*Second set from Martina is currently doing well in USA and first 20,000 LPs take with a live live LP. Consumer ads and trade ads, posters, in-store displays and badges promote it					
MATCHBOX MONTHLY (DYNAMIC MAGS)	MAG 3062	3.22 ZC 3062	3.22 A	SEP 26	
*Rockabilly band from LAH includes new singles "When You Ask About Love" and gets 100,000 copies, 500 in-store displays and £3.00 new on posters for dealers in the way of promotion					
NANA MOUSKOURI SONGS FROM HER TV SERIES (Phonix)	639 069	1.98 7206 069	1.98 F	SEP 5	
*Mid-price album features standards such as "Blow The Wind Sounding" and "My Country, My Country"					
NORMAN CRASNAK TAKES TO THE SEAS (Mercury)	HRW 1002	2.50	F	SEP 19	
*Successful release with US for men behind Starling Orchestra with disc-in-store availability to sell outside territories					
QUARTZ OF THE NIGHT (PHOT MCA)	MCS 2080	3.04 MCF 2080	3.04 C	SEP 19	
*One of two HM signings to MCA with both artists at the studio. Alvin & Aardine split as supporting band on 35 date UK tour through September/October. Consumer & trade ads, posters plus in-store displays, live shows, posters, badges and in-store displays promote it					
REVELLON - THE GREAT ESCAPE (Mercury)	HRW 1003	2.50	GGW 3	3.20 C	SEP 12
*Rock/funk survivors with first LP/album on their own label. Promotion includes consumer and trade ads, posters, posters, in-store displays, posters, live shows, posters, badges and in-store displays. Retail price is £2.95 and national concert in London in conjunction with Virgin label. National tour runs Sep 11 to Oct 25 and personal appearances are likely					
RORY GALLAGHER RORY GALLAGHER LIVE (Chrysalis)	CHR 1280	3.04 ZCHR 1280	3.04 F	SEP 19	
*New live recording from Irish new wave band					
SEA LEVEL BALLOON (A&M)	SPART 1145	3.00	F	SEP 12	
*First album for Anita from US rock'n'roll outfit formed by refugees from Wings and The Allman Brothers. Single mix-up has changed since his new wave set					
SMOKE SMOKE'S THIS (RCA)	SRM 540	3.29 TC SRM 540	3.29 E	SEP 12	
*14 tracker includes 11 top 20 hits and new single. Full page trade and consumer ads plus in-store displays supplement TV campaign which starts Sep 15 for two weeks on the Ties. National campaign starts Oct 20. Set 89 to guide for further details					
SOUNDTRACK CADDISFLY/CASH	CBS 70182	3.04	C	SEP 12	
*Soundtrack to trailer about Virginia's wildlife. Includes artists such as Kenny Loggins, Johnny and Paul Collins. Single by Kenny Loggins will lead album					
SPECIALS MORE SPECIALS TO YOU	CHR TT 5003	3.24 CHR TT 5003	3.04 F	SEP 19	
*Second album from the best of their own label contains alternative version of their new single "Rocky" but doesn't contain "Val Star"					
STEVE HALLY & COMPANY REBEL (S&P)	EMC 3345	3.07 TC EMC 3345	3.07 F	SEP 6	
*Successful hitmakers Judy Terry, Maki McMeekin, "Mr. Butler" and other singles plus selected album tracks					
STIFF LITTLE FINGERS (Mercury)	HRW 1004	2.45	ZCHR 1004	2.43 F	SEP 12
*Sixth album price of £3.99 but includes consumer and posters of this live album from 1981. Includes live through mid-price live broadcast appeal					
T. REX THE UNBORN BROTHER (RCA)	NR 29	2.06 TC NR 29	2.13 E	SEP 6	
*Collection of songs by Andy and Sid Vicious including his last "Johnny's Summer". Aimed at fans through mid-price live broadcast appeal					
UB40 SINGING OFF (Gambit)	6840 LP 1		M	AUG 29	
*Double album includes "Ying, 'Tood For You" and "This Is Going To Rain Today" but not "My Way Of Thinking". Fine 12cm single which comes with posters plus in-store videos and window displays in addition to consumer ads					
UB40 SINGING IN THE RED (EMI)	EMC 3343	2.43 TC EMC 3343	2.43 E	SEP 6	
*Samples of younger British rock outfits started towards slide reggae and new wave. Groups include The Police, UB40, UB5, UB6, Steve Gibbons Band and Bannister. Full page consumer ads support					
V.I.'S THE V.I.'S (Ginn)	STEAL 1	2.75	M	AUG 5	
*West Coast rock produced by ex-Gunsler Larry Carlton Gears musicians include Tom Scott, Michael Omartian and Paulie Oakenfold					
THE NEW WAVE WARRIORS (Logo)	MGG 4011 24.3		R	SEP 12	
*Large mid-price HM compilation features 18 tracks by bands such as Tubi, Stormtrooper, Vardis, Kush and others. Consumer and half-page consumer ads promote it					
VARIOUS BBC COMEDY TALKS (Mercury)	RH 387	2.71a ZCR 387	2.78 A	SEP 12	
*An original artists collection features themes from "Stepno And Sons", "Darts Army", "M.A.S.H.", "Goodies", "Mossy Prison", "Some Mothers Do 'Ave 'Em", and many others					
VARIOUS BANDS BRASS CLASSICAL BRASS (Decca)	TAB 6	2.03 KRC 06	2.28 F	SEP 6	
*Brass band recordings of famous light classical heavily featuring the Fanny Bland. The KRC Bye Myths Band and the Royal Albert Hall Brass Band					
VARIOUS THE GREAT OF SPAIN (Nones)	NIS 201	2.49 TC NIS 201	2.62 E	AUG 1	
*Sampler of Spanish music					
VARIOUS THE GREAT OF ITALY (Nones)	NIS 211	2.49 TC NIS 211	2.62 E	AUG 1	
*Sampler of Italian music					
VARIOUS BANDS IT'S TEN O'CLOCK (100/Universal)	Z84 116		F	SEP 5	
*Released by Polygram in conjunction with London's 101 Club. Featuring tracks from 12 new wave acts including Why? & The Bains and Art for Art					
WHITE SPIRIT WHITES SPIRIT (Mercury)	MCF 3079	3.04 MCF 3079	3.04 C	SEP 19	
*New heavy metal going to MCA. For Amazon see Quartz column					

See New Singles page for distributor code details

ALBUM REVIEWS

Top 10

GARY NUMAN: Telekon (Beggars Banquet **NEGAN 19**) Prod: Gary Numan

Telekon features two of Numan's most expert and evocative pieces to date in "I Dream Of Wires" and "Remember I Was Vapour" - both mysterious little vignettes of the future and techno-affection. Elsewhere there are good examples of Numan's painful alienation like "The Joy Circuit" and the title track with its affectively sparse arrangement but "Remind Me To Smile" sounds like a slice of the dreaded rock star self-pity. Numan's appeal lies in his naivete, and if he loses it and becomes weary of fame it would be damaging to his electronic persona. Meanwhile the album comes with a fine single containing previously unavailable tracks from the video and ought to chart high.

'KATE BUSH: Never For Ever (EMI **EMA 794**) Prod: Kate Bush/Jon Kelly

Kate Bush's albums never seem to fulfil the promise of her excellent hit singles and this one's no exception with a selection of witty and diverting song ideas that nonetheless lack something in final punch, too often becoming fragmented pieces in which Ms Bush's quirky voice is the only focal point. But she is Kate Bush and assisted by its attractive cover this album will do well.

Top 60

NINE BELOW ZERO: Live At The Marquee (A&M **AMBL 68515**) Prod: Mickey Morone & Nine Below Zero

Good move from A&M to record Nine Below Zero's debut album at the spiritual home of British r'n'b The Marquee club, and then to cram in 12 strong cuts from the great reservoir of Chicago music, songs like "Tore Down", "Ridin'" on the L&N, "I Can't Quit You Baby" and "Got My Mojo Working". The remaining two tracks are originals which augur well for the future of his hard-working-four-piece which features a rather special young harmonic player in Mark Feltham and a good rasping vocal-cum-guitarist called Dennis Greaves. The live mix is very punchy, and the LP ought to sell to fans of The Blues Band and the many who have caught a club performance recently.

The B52's: Wild Planet (Island **ILPS 9622**) Prod: Rhett Davies & B52's

The B52's appear to have survived jazz's ballyhoou quite well and now get down to the not-quite-so-serious-as-salsa-but business of making records. Specialising in pop-oriented songs with an alien kick, the zany West Coast band obviously have the skill to become influential in the world of mutant rock and will soon take over the mantle of Devo as numbers like "53 Miles West Of Venus" and "Quiche Lorraine" get around. Bel on strong enough initial sales to make a chart entry.

UB40: Signing Off (Graduate **LP2**) Prod: Bob Lamb, Astro, Jim Brown, Al Campbell, Robin Campbell, Eric Falconer, Norman Hassan, Brian Travers, Michael Virtue.

UB40's unique style of jazz-bud reggae has earned them much acclaim and two hit singles to date. Unfortunately the formula wears a little thin when spread over a whole album. "King", "Food For Thought" and "I Think It's Going To Rain Today" are all included together with seven new tracks in a similar but less distinctive vein. Having found a hit formula UB40 seem unable or unwilling to experiment but if the hits are to keep on coming significant changes will be required.

Best of the rest

BRINSLY SCHWARZ: The New Favourites Of... (Liberty-United **LBR 1033**) Prod: Dave Edmunds

Well justified re-issue on Liberty-USA's Pop File series of an album originally released in 1974 when the band numbered Nick Lowe, Bob Andrews, Brinsley Schwarz, Ian Gomm and Billy Rankin - a remarkable line-up for a group that was by then almost entirely confined to the pub circuit. The quality of the material is almost ridiculously high with main writers Lowe and Gomm going through their country-style Beatles period. Nick Lowe fans alone should make for steady demand.

VARIOUS ARTISTS: New Electric Warriors (Logo **MGG 4011**)

Good sampler of 16 new metal bands (where do you find them?) with much variety and few falling into the trap of playing the 'new' heavy style with its increasingly predictable simplistic riffs. Bands like Turbo, Streetfighter, Stormtrooper, Vardis and Kosh all have something to offer in terms of commitment and imagination. Can be recommended to fans of the genre.

PAT BENATAR: Crimes Of Passion (Chrysalis **CHR 1275**) Prod: Keith Olsen

Certainly one of the best looking lady rockers around and a moment for Benatar allows for a fine cutting edge in her voice that puts her in the top division. However, her choice of material could be better, and there is hardly a let up in the full volume breathless approach which makes for a low-contrast experience over two sides of an album, although her tilt at K. Bush's "Wuthering Heights" is interesting.

SACHA DISTEL: The Pacha Distel Collection (Pickwick **SDA 077**)

It's a doubly-doubtful case of romantically-inclined songs which you can imagine everybody's favourite Frenchman crooning even as you look at the titles - "Rainingdrops Keep Falling On My Head", "Feelings", "What Now My Love", "How To Handle A Woman" and so on. Total of 24 numbers and Sacha's handsome visage adorning the sleeve.

Spartan: giving indies credibility and clout

TWO YEARS ago when Spartan Records set up business in a cornered bakery in Wembley with the aim of distributing independent labels, not even the most optimistic observer would have rated very highly the company's chances of survival.

But the foresight of Tom McDonnell and Dave Thomas, two former Record Merchandisers executives who founded the company with Pran Gohil, has paid off handsomely. In a time of industry recession, Spartan has become one of the outstanding success stories of recent years. While other companies are contracting, Spartan is engaged on an expansion programme which will not only provide new job opportunities, but will see the installation of a £60,000 computer and the purchase of a record pressing factory.

While the industry generally was slow to recognise the burgeoning influence of the small and not so small indies, Spartan has flourished impressively. Hits like 'Day Trip To Bangor' by Fiddlers Dram and UB40's two winners, 'Food For Thought' and 'My Way of Thinking', have helped turn the spotlight on the company and have proved Spartan's ability to deliver when the pressure is on.

When McDonnell and Thomas launched Spartan, their belief in their own ability to succeed was such that they second-mortgaged their homes to raise £40,000 of the £80,000 capital needed.

IN THE first year, Spartan turned over £930,000 worth of business, better than expected after an initial six months when rather more was going out than coming in. By the firm's second anniversary at the end of June, turnover had grown to £2.5 million, with a healthy bottom line, and next year Spartan is budgeting for £4 million worth of business.

Even in the nail-biting first six months, there was no doubt in the minds of McDonnell and Thomas that Spartan would survive and become an important force in the UK industry. "We were totally committed to the belief that there were lots of labels and music that people wanted," says McDonnell. Trouble was that there was not an organisation in existence specifically geared to cater for them. Previously the only alternative to major record companies had been wholesalers. If they didn't want to handle the line, where did they go?

Spartan, as Thomas points out, could have taken the easy route by "renting an old garage and calling ourselves national distributors." Instead, they decided to do the job properly in order to give the company the credibility it needed in the eyes of prospective customers. So they went for premises of 15,000 sq. ft. and took on the overheads of employing 20 people, including a team of six salesmen covering the country and utilising the services of Courier Express to provide fast delivery support for the

INDEPENDENT LABELS and independent distributors have come and gone since the boom four years ago. But Spartan is one indie distributor that has proved the possibility of selling small label's product on a consistently successful basis. 120 little labels are currently utilising Spartan's services.

personal service.

The sales team, under the watchful eye of Sales manager Mike Denton, has now been expanded to a total of nine field representatives and a six-strong telephone sales department.

The field team cover upwards of 1,800 accounts each month while the tele-sales operation covers between 350 - 400 shops daily.

After taking the orders, Spartan spares no effort to ensure that they are despatched on the same day through the distribution operation which is headed by Pat McDonnell.

WHILE THE tendency over the past 12 months has been for a general reduction in the dealer discount, Spartan is keen to do nothing which it feels would endanger its carefully cultivated relationships with the trade.

some of the acts which received their first chance through Spartan distribution. Among them are Stiff Little Fingers, Specials, UK Subs, RUB, UB40 and of course, Fiddler's Dram.

Although Spartan had already seen chart action with some of its releases it was the 1979 Christmas hit by Fiddler's Dram, 'Day Trip To Bangor' which really brought the company to national prominence.

Spartan had heard the group perform the song in concert and fancied its potential as a single - but not in the form in which they were singing it. It was typical of the way that Spartan likes to get involved with records at the earliest possible moment that Dingles re-recorded it several times before a version came up which was regarded as really commercial. "It wasn't," says McDonnell, "just a



SALES MANAGER Mike Denton (far left) and members of the Spartan sales force get together at the company's Wembley HQ. Also pictured with md Tom McDonnell, marketing director Dave Thomas and distribution manager Pat McDonnell, are female members of the staff and two visitors from Graduate Records, md Dave Virr and promotions manager Dave Ingham.

"The dealers are the front-line of this industry and we want to support them," says Thomas. "We have no intention of cutting their 33 per cent margin."

The arrival of Spartan was welcomed not only by labels but also the retail trade. Dingles, Cherry Red, CMO, Tangents, Rough Trade, Faulty Products, Charly, Safari, Fellside, Release, Ipi Tombi and Graduate were among the early clients. Many are still sharing Spartan's success today. At the retail end, instead of finding it hard to sell, Spartan was pleasantly surprised by the dealers' reaction. Major multiples immediately opened accounts and owner-operated outlets welcomed the arrival of a supply source for new-wave labels and their street music acts which were gaining increasing consumer interest but in many cases were difficult to locate.

Looking back it is interesting to list

question of handling a hit record - it was total involvement. We advised on the design of the picture bag, and then helped on promotion, like *Top Of The Pops* and getting press coverage."

The record became the best-seller of that Christmas. It proved, if proof were needed, that Spartan could handle a really massive national seller. The record ended up by selling over 600,000 copies, and it is Spartan's proud boast that never once did they go out of stock. "It was more than just a test of our distribution system," says McDonnell. "We were also responsible for manufacture and we had to liaise with six different factories on supplies."

However, the company will not need to deal with six different factories again.

To further improve its service to clients, Spartan has bought from Multiple Sound Distributors a record

pressing plant in Caerphilly. With 10 semi-automatic presses and with space to expand, the plant can turn out 125,000 singles and 50,000 LP's per week.

"We are going into manufacturing so that we can provide a complete service to our labels. Although we have been given good service by the independent presses, we are vulnerable at certain times of the year. Having our own factory will enable us to cope with all our requirements if the pressure is on," says McDonnell.

Spartan's achievements and reputation as a distribution company serving small labels is best underlined by the company's claim that in its two years of existence it has never had to make the first approach to the client.

Right from the beginning, small labels found out about Spartan and they have never stopped knocking on the door since. At the last count there were 120 utilising Spartan's services in one form or another and although the company's name has been built on success with new wave and ethnic material, it is now looking to broaden its appeal to the trade with a wider range of repertoire. It has for instance, just taken on Nimbus, the specialist classical label from Wales with a reputation for high quality pressings and Sepia, the label owned by the Dankworths which will give Spartan the opportunity to sell *An Evening With Cleo Laine*, a 2LP recorded in Australia.

SPARTAN'S CONVICTION that "small is beautiful" means that the company is wary of taking on what Thomas describes as "large catalogue labels." "We are here to build our labels into major international creative sources." The company is keen to grow in step with its clients and is looking to labels like Graduate, Safari and Cherry Red to develop as major independent outfits, while also expecting big things in the future from more recent acquisitions like Cocteau, Hurricane, Secret, Silent, Superstition, Play, Aura and Albion.

In signing a distribution deal, Thomas and McDonnell are more interested in longterm prospects and client empathy rather than taking on the quick one-off release.

Because the aim is commitment to artist and label development, Spartan takes the necessary steps to protect itself from putting in all the hard work only to see the act poached by wealthy major companies. Signings are for a minimum period of two years, but in a positive sense the company believes that if it does its job properly, then neither act nor label would wish to take its business elsewhere.

It is already hard to think of the record industry without thinking of Spartan. However, if present progress is maintained, there is no doubt that the company is set to become one of the biggest success stories of the 80s.

THE SINGLES CHART 1 - 60

Record Business Guide to last week's market strength

SALES RATING
100 = Strong No. 1 Sales

AIRPLAY RATING
100% = Top Of The Pops
maximum radio play plus BBC's 1

The Record Business Top 100 is compiled from sales and airplay on a system 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 ± 5% of the airplay rating. 300 shops report weekly sales, average reporting time being Thursday noon.

Action Of The Week



QUEEN: No 34 pop, No 19 disco

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Label/Cat. No.	D	Dealer Use
1	1	5	65 72	ASHES TO ASHES DAVID BOWIE	○ RCA BOW 6	R
2	2	4	63 83	START JAM	POLYDOR 2059 266	F
★	3	3	7 58 78	FEELS LIKE I'M IN LOVE KELLY MARIE	○ CALIBRE PLUS PLUS(L) 1	A
★	4	7	5 45 81	EIGHTH DAY HAZEL O'CONNOR	A&M AMS 7553	C
5	5	3	43 69	I DIE YOU DIE GARY NUMAN	BEGGARS BANQUET BEG 46	W
6	4	9	39 59	9 TO 5 SHEENA EASTON	○ EMI 5066	E
★	7	10	7 31 51	SUNSHINE OF YOUR SMILE MIKE BERRY	POLYDOR 2059 261	F
8	8	7	34 68	TOM HARK PIRANHAS	SIRE/HANSA SIR 4044	W
★	9	13	5 27 30	BANKROBBER CLASH	CBS 8323	C
10	6	7	26 79	THE WINNER TAKES IT ALL ABBA	EPIC EPC 8835	C
11	11	4	26 100	DREAMIN' CLIFF RICHARD	EMI 5095	E
★	12	16	5 26 44	MODERN GIRL SHEENA EASTON	○ EMI 5042	E
★	13	19	5 24 40	CAN'T STOP THE MUSIC VILLAGE PEOPLE	MERCURY MER 16	F
14	9	13	24 27	OOPS UPSIDE YOUR HEAD GAP BAND	MERCURY MER(X) 22	F
★	15	29	3 22 48	IT'S ONLY LOVE ELVIS PRESLEY	RCA 4	R
★	16	20	8 21 84	IT'S STILL ROCK AND ROLL TO ME BILLY JOEL	CBS 8753	C
17	14	9	21 63	GIVE ME THE NIGHT GEORGE BENSON	WARNER K17673 (LV 40)	W
★	18	40	4 20 80	ONE DAY I'LL FLY AWAY RANDY CRAWFORD	WARNER BROS K17680(T)	W
19	12	9	20 32	UPSIDE DOWN DIANA ROSS	○ MOTOWN (12)TMG 1195	E
★	20	27	3 19 58	I WANT TO BE STRAIGHT IAN DURY & THE BLOCKHEADS	STIFF BUY 90	C
21	21	4	17 79	BEST FRIEND - STAND DOWN MARGARET BEAT	GO-FEET FEET 3	F
★	22	35	5 17 4	PARANOID BLACK SABBATH	NEMS BSS 101	S
23	23	5	17 57	MARIE, MARIE SHAKIN STEVENS	EPIC EPC 8725	C
★	24	30	4 17 47	CIRCUS GAMES SKIDS	VIRGIN VS 359	C
25	15	7	16 60	OH YEAH (ON THE RADIO) ROXY MUSIC	POLYDOR 2001 972	F
26	17	10	15 18	FUNKIN' FOR JAMAICA (N.Y.) TOM BROWNE	ARISTA ARIST (12)357	F
27	18	7	15 62	ALL OVER THE WORLD ELECTRIC LIGHT ORCHESTRA	JET 195	C
28	31	6	14 71	I GOT YOU SPLIT ENZ	A&M AMS 7546	C
29	32	3	14 45	UNITED JUDAS PRIEST	CBS 8897	C
30	22	6	13 75	A WALK IN THE PARK NICK STRAKER BAND	CBS 8525	C
★	31	51	3 11 54	I OWE YOU ONE SHALAMAR	SOLAR SO (12)11	R
32	34	4	10 82	MAGIC OLIVIA NEWTON-JOHN	JET 196	C
33	33	4	10 54	THE WHISPER SELECTER	CHRYSALIS CHS S1	F
★	34	1	11 28	ANOTHER ONE BITES THE DUST QUEEN	EMI 5102	E
★	35	42	2 11 15	WEST ONE (SHINE ON ME) RUTS	VIRGIN VS 370	C
36	24	7	10 24	PRIVATE LIFE GRACE JONES	ISLAND (12)WIP 6629	E
37	37	5	9 48	SUMMER FUN BARRACUDAS	ZONOPHONE Z5	E
38	38	5	8 74	SOUND OF CONFUSION SECRET AFFAIR	I-SPY SEE 8	F
★	39	1	10 6	GENERALS AND MAJORS - DON'T LOSE YOUR TEMPER XTC	VIRGIN VS 365	C
40	43	4	7 77	SARTORIAL ELOQUENCE ELTON JOHN	ROCKET XPRES 41	F
41	26	10	9 20	MARIANA GIBSON BROTHERS	ISLAND WIP 6617	E
42	36	6	9 26	YOU GOTTA BE A HUSTLER IF YOU WANNA GET ON SUE WILKINSON	CHEAPSKATE CHEAP 2	R
43	39	11	9 6	SLEEPWALK ULTRAVOX	CHRYSALIS CHS 2441	F
★	44	50	4 6 73	LATE IN THE EVENING PAUL SIMON	WARNER BROS K17666	W
45	28	4	9 7	BIKO PETER GABRIEL	CHARISMA CB 370(1)2	F
46	46	3	6 67	ALL THE WAY FROM AMERICA JOAN ARMATRADE	A&M AMS 7552	C
47	41	14	9 2	LIP UP FATTY BAD MANNERS	MAGNET MAG 175	A
★	48	57	2 8 *	ARMED AND READY MICHAEL SCHENKER GROUP	CHRYSALIS CHS 2455	F
49	45	5	6 51	YEARS FROM NOW DR.HOOK	CAPITOL CL 16154	E
50	48	5	7 9	UNLOCK THE FUNK LOCKSMITH	ARISTA ARIST (12)364	F
51	25	11	7 10	MORE THAN I CAN SAY LEO SAYER	○ CHRYSALIS CHS 2442	F
★	52	59	3 7 7	DYNAMITE STACY LATTISAW	ATLANTIC K11554(T)	W
53	53	5	7 14	BACKSTROKIN' FATBACK	SPRING POS(P)X 149	F
★	54	70	4 6 26	TASTE OF BITTER LOVE GLADYS KNIGHT & THE PIPS	CBS (13) 8890	C
55	49	6	6 29	ANOTHER DAY (ANOTHER GIRL) LAMBRETTAS	ROCKET XPRES 36	F
56	56	6	5 38	IF IT'S ALRIGHT WITH YOU BABY KORGIS	RIALTO TRES 118	A
★	57	71	2 6 17	SEARCHING CHANGE	WEA K79156(T)	W
★	58	1	6 12	D.I.S.C.O. OTTAWAN	CARRERE CAR 161(T)	W
★	59	1	6 *	ARE EVERYTHING - WHY SHE'S A GIRL... BUZZCOCKS	UNITED ARTISTS BP 365	E
60	60	2	5 17	DANCIN' ON A WIRE SURFACE NOISE	GROOVE GP 102(T)	W

THE SINGLES CHART 61-100

- **Bullet**
Strong upward movement in sales and/or airplay
- **New Entry**
- **Platinum Disc**
[million sales (BPI certified)]
- **Gold Disc**
[million sales (BPI certified)]
- **Silver Disc**
[million sales (BPI certified)]
- **Sales or Airplay Index less than 0.5**

For details of distributor codes, see New Singles Page
Brackets as part of catalogue numbers indicate 12-inch availability, e.g. CASIL503 indicates catalogue numbers as follows:

CASB 503 — 7-inch single
CASL 503 — 12-inch single

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61	60	4	5	21	DON'T MAKE ME WAIT TOO LONG ROBERTA FLACK	ATLANTIC K 1555571	W	F
62	61	1	5	13	TWO LITTLE BOYS SPOGDESSAHOONS	DERAM ROLF 1	W	F
63	47	12	6	3	USE IT UP AND WEAR IT OUT ODYSSEY	O RCA PB 1962	R	R
64	64	1	5	21	MISUNDERSTANDING GENESIS	CHRISMA CP 369	F	F
65	64	13	5	3	COULD YOU BE LOVED BOB MARLEY & THE WAILERS	ISLAND WP 6110	F	F
66	78	2	4	27	JOHNNY AND MARY ROBERT PALMER	ISLAND WP 6638 E	F	F
67	68	1	3	51	IF YOU'RE LOOKIN' FOR A WAY OUT ODYSSEY	RCA 12126	R	R
68	81	2	3	53	PEACHES DARTS	MAGNET MAC 179 A	A	A
69	73	2	3	47	GOTTA PULL MYSELF TOGETHER NOLANS	EPIC EPC 8878	C	C
70	61	1	3	43	THE QUARTER MOON V.I.P.'S	GEM GEMS 39	R	R
71	66	11	5	**	HOLIDAY IN CAMBODIA DEAD KENNEDYS	CHERRY RED CHERRY 13 M	F	F
72	61	1	5	**	CRAZY TRAIN OZZY OSBOURNE/BLIZZARD OF OZZ	JET 187 <th>C</th> <th>C</th>	C	C
73	78	5	4	15	LOVE MEETING LOVE GET ON	POLYDOR 10170 <th>F</th> <th>F</th>	F	F
74	74	1	4	11	BIG TIME RICK JAMES	MOTOWN (SPTM) 1198 E	F	F
75	89	6	4	16	BODY LANGUAGE DOOLEYS	GTG 07 276	C	C
76	72	6	3	14	RACE WITH THE DEVIL GIRLSCHOOL	BROUSE BRO 100 E	F	F
77	37	3	3	10	EQUINOXE (PART V) SHADOWS	POLYDOR POSP 148 F	F	F
78	84	9	3	16	THERE, THERE MY DEAR DEE 5 MIDNIGHT RUNNERS	PARLOPHONE RE038 E	F	F
79	62	5	2	37	IT'S REALLY YOU BARBARA DICKSON	EPIC EPC 8838	C	C
80	61	6	4	2	FREE ME ROGER DALTRY	POLYDOR 2001 980 F	F	F
81	66	4	**	**	KINGS OF THE WILD FRONTIER ADAM & THE ANTS	CBS 887	F	F
82	90	2	3	16	HUNGRY FOR LOVE REVELLOS	DINO/SIC Z 20 C	F	F
83	85	7	3	1	C30, C80, C90 GO BOB-WOW-WOW	EMI 5088 E	F	F
84	84	3	3	3	POP YOUR FINGERS ROSE ROYCE	WHITFIELD K17674 W	A	A
85	68	2	3	13	TOKYO NIGHTS KROKUS	ARLIDA ARIOLA 241 A	A	A
86	82	10	3	2	BABOSHKA KATE BUSH	O EMI 5085 E	F	F
87	88	1	3	2	YOU SHOOK ME ALL NIGHT LONG AC DC	ATLANTIC K11600 W	F	F
88	86	13	3	**	BLOODY REVOLUTIONS - PERSONS UNKNOWN CRASS - POISON GIRLS	CRASS 421984-1 H	F	F
89	89	1	3	1	MANTOVANI SWINGING CATS	2 ONE CHS TT14 F	F	F
90	90	7	2	21	THEME FROM NEW YORK, NEW YORK FRANK SINATRA	CBS 387	F	F
91	88	3	**	**	TRANSMISSION, JAY DIVISION	FACTORY FAC 13 F	O	O
92	83	4	2	27	ROLLER JUBILEE ALI MEOLA	CBS 1131 8003 C	F	F
93	88	1	3	**	WAYWARD CHILD RORY GALLAGHER	CHRYSALIS CHS 2453 F	F	F
94	84	1	1	51	SPLIT DECISION DETROIT SPINNERS	ATLANTIC K1155871 W	F	F
95	96	2	3	**	SUZIE SMILED TYGERS OF PAN TANG	MCA 634	F	F
96	98	9	3	2	ARE YOU GETTING ENOUGH OF WHAT MAKES YOU HAPPY HOT CHOCOLATE	RAC 1219AK 318 E	F	F
97	97	2	2	3	I'M THE LEADER OF THE GANG II AMI GARY GLITTER	GTG 07 282 C	F	F
98	97	6	2	1	STEPPIN' SHAKATAK	POLYDOR POSP01 163 F	F	F
99	96	2	2	3	DIERS IRE SKY	ARLIDA DIES 1	A	A
100	88	1	2	**	CAN'T CHEAT KARMA ZOUNDZ	CRASS 421984-3 H	F	F

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- 110 BEHIND THE MASK WENDY MAGIC (DROGHERA) (LAMA ANSIF) 7558
- 111 LET'S GET OFF CAMP (ISRAEL) (SALSOUL SAC) 1234
- 112 A DAY WITHOUT ME 02 (ISLAND VPM 6820)
- 113 THE ZEPHYRUS SCORPIONS (HARVEST HAR 8212)
- 114 HE'S SO SHY PINTER SISTERS (PLANET) K12470
- 115 WHEN THE CHIPS ARE DOWN BOB (RAK 520)
- 116 THREE LITTLE BOYS BOB MARLEY & THE WAILERS (ISLAND WP 6641)
- 117 POP YOUR FINGERS HEART EAT JOES (GOLDGURU) 11
- 118 YOU'RE LYVING LIX (CHRYSALIS CHS 1212441)
- 119 RESCUE ME A TASTE OF HOME (CAPTOL 11226) 1568
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ALL RECORD BUSINESS Charts are compiled by Record Business Research and are used by newspapers and broadcasters throughout the UK including Capital Radio, Luxembourg, Independent Television, New Music News, Daily Star, Sounds, Smash Hits, Black Echoes and the London Evening News.
All enquiries concerning RB charts and listings should be referred to the research director, Godfrey Ruff (01-836 9311).

2CR brings ILR to Bournemouth



"FORGET ABOUT broadcasting and start talking to people." 2CR programme controller John Piper told the IBA that this was how he would brief his staff should Two Counties Radio be awarded the Bournemouth ILR franchise. The station begins broadcasting on Monday (15), chosen from five groups bidding for this lucrative, if "geriatric" slice of the south coast.

Piper won his broadcasting wings at BBC Radio Solent in a career which began with an angling spot and survived through a popular morning show to a current affairs programme. Having spent 20 years working in Fleet Street he moved to Bournemouth, driving daily to Solent's Southampton studios and mentioning his home town at every available opportunity. "I have always dreamt of being involved in Bournemouth radio," he says.

As Piper prepared his programme schedule word got out that 2CR would sound like the "BBC with commercials" but Piper accepts this view good naturedly. "Radio 11-21 with commercials would be quite a station." Certainly the area's demographics have needed special treatment in programming terms. 48 percent of the available audience are over 55. Standard ILR fodder would simply alienate the majority.

2CR's story from appointment to day-one has also deviated from the ILR norm. It is punctuated with set-backs and disappointments but an imaginatively built radio station is emerging within the 11,000 square feet that began life as an indoor bowling green before becoming an MFI warehouse.

Having formed the consortium with chairman Lord Stokes, David Spokes was turned down by the IBA as chief executive due to his youth and inexperience. While continuing to run his Bournemouth press agency Spokes remained acting chief executive until former Metro sales director Norman Bilton took up the managing directorship two months ago. By that time only one appointment was left to be made. Previously Radio Forth's sales director Derek Gorman had been offered the position but turned it down at the eleventh hour.

One of the disappointments has been the failure of the station's 16-track music studio to meet the IBA's acoustic requirement. Nearly half the £150,000 spent on Neve equipment was ploughed into this studio - one of the highlights of 2CR's application. It has 24-track capability and will be one of the best recording studios on the south coast. Unfortunately some "fine tuning" is necessary - the railway station is quite close by and every 15 minutes rumbles from passing trains can just be discerned.

The station's reception area is nearing completion on the ground floor, offices

and studios situated above. Only Bilton, Piper and chief engineer Stan Horobin have their own offices. Sales staff, presentation staff, administration and secretaries share a huge open area with access to studios, newsroom, racks room, music library, offices and an enormous ballroom-type area containing nothing much.

A window from the studio complex overlooks the main area fitted with closed-circuit TV for easy monitoring. The street-to-studio set-up was designed with maximum security in mind. The music library also has one large window overlooking the open plan area.

Beside the newsroom is access from the rear of the building via ramp while a car park is tucked underneath. Horobin, who began his ILR career at Swansea Sound, says it was a joy to come to Southcote Road where space is not at a premium. One of the main problems at Swansea was lack of storage space.



Programme controller John Piper in jovial mood with curiously attired presenters in 2CR's studios. Left to right: Michael Hooper, Tim Butcher, Glenn Richards, Simon Ward, Geoff Allen and Lisa Rayne.

"There aren't many buildings in Bournemouth suitable for a radio station," he says, "but this building proved excellent for adaptation."

Apart from the recording studio, 2CR has two self-op studios, (one on-air, one commercial production) and a news booth. The latest Neve desks are fitted with a new automatic delay system which, if used, electronically spaces out subsequent words in natural pauses to revert to live transmission, putting an end to the need for tape loops.

2CR scored an unfortunate first when test transmissions were due to begin on August 24. Key staff arrived at the station at the crack of dawn to await feedback on reception quality and distance but nothing happened. Tuning to 362 metres resulted in a resounding silence. Unusually 2CR medium wave transmitters run on an aerial shared with the BBC and before leaving the site for the bank holiday weekend BBC engineers had left it disconnected.

Apparently special tests had to be undertaken to ensure transmissions would not interfere with local airfield communications before the final go-ahead was given by the Home Office.

The BBC was due to transfer one of its services on to the site after the holiday and presumably believed the IBA would not require transmissions until then either. Test transmissions eventually began at 9am on August 27 and to everyone's relief the signal was loud and clear.

At this stage of the company's financial life, its £500,000 launch capital used up, revenue income is imperative. Bilton's major worry is lack of national sales. Bournemouth is one of the most well-heeled areas in the country and 90 percent of revenue for the sold-out first week is local. Bilton believes that advertising money will move towards the more affluent areas in the south but so far national advertisers are showing their usual reluctance to buy time on a station yet to begin broadcasting.

For sales controller David Oldroyd, formerly at Radio 210 in Reading, September 15 will see a welcome end to selling "fresh air". Locally he and his

home of Barclays International headquarters. While many piers along the coast are falling into permanent disrepair, Bournemouth's pier is being rebuilt. The resort also attracts around 25,000 foreign students a year to language schools.

The official figure for holiday makers to the area is 80,000 a night but Piper's programming policy makes no special plans for them. "I'm sure people here on holiday are more than happy to hear the local station," he says. "The only time I will expect to hear anything on air for them is if it's thundering and pouring with rain and then we would air alternative leisure activities for holiday makers."

He's actually trying to attract three different audiences. "There's no way you can kid yourself that it is possible to put out programmes that will appeal to people aged 17-60 at the same time. But there is an alternative to 'station sound' and Debbie Fishive Ward was educated at Gordonstown, started broadcasting on Radio Forth and then moved to 4HT in Tasmania for three years where he was

"discovered" by Max Bygraves who has been closely involved with the company since inception, but who is denied a seat on the board at the moment by IBA small print.

Output begins like any other ILR station: station jingle (written, incidentally, by David Riley who has worked closely with Max Bygraves' son, the whole package produced by the station) at 5.59am, followed by IRN's three-minute news feed straight into the breakfast show, entitled *Two Counties Call* with Glenn Richards formerly at Devonport and Victoria.

At 9am John Piper presents *Home Patch* in the same time slot he occupied for six years on Radio Solent. He says the two-hour programme pattern will change every morning. There'll be music, fillers, guests, talking points and phone-ins. From 11am-1.30pm Geoff Allen, who has been freelance for City, Orwell and the BBC, presents a show aimed at young adults with competitions and poppy Top 40 material with best-selling album tracks.

There follows a 10-minute show called *Dateline* which singles out a specific town on a certain day each week, look-

ing back at the week's happenings. This show runs six days a week, is produced and presented by the news department, and is designed to link the station very specifically to towns on the boundaries of the transmission area.

Between 2pm-3pm is a quaintly titled *Cabbages and King* hour which, as its name implies, can take in anything, topical or not, with just a couple of musical breaks or illustrative material. It is presented by one of a team of three presenters: Richard Gwynn from BFBS, Michael Hooper who was with Swansea Sound before working in New Zealand, and Lisa Rayne - an actress who, with Debbie Fisher, is the only presenter without previous radio experience. Piper felt she had a "fantastic" voice. She had previously worked with Granada and Southern TV.

(One of the things that most impressed Bilton on his arrival at Bournemouth was the range and style of voices hired. Piper's policy is unusual for ILR, using tens of presenters and different voices in rotation. The terminology he uses is also unashamedly BBC.)

A music-based drive show runs 3pm-6pm introduced by Sean Street called *Three's Company*. He left Radio Solent over three years ago to join a theatre and ballet school in Tring where he taught microphone technique and drama. Each night at 6pm the news department presents *2CR Reports* covering news, current affairs, sport and city report.

Once the teenage contingent has been catered for, a two-hour "John Dunn-type presentation" magazine show follows. Called *After Eight*, it is presented in rotation by Gwynn, Hooper or Rayne. It will feature a spokesman from one of the area's hundreds of clubs and societies, with a specialist favour sailing, gardening and so on "all broken up with music - nothing dull."

At 10pm there's specialist music with a difference. Every night a member of the society concerned introduces a selection of recorded music promoting that society: Monday: Bournemouth Electronic Organ Society; Tuesday: Birmingham Symphony Orchestra; Wednesday: Blandford Jazz Circle; Thursday: Country & Western; Friday: Bournemouth Big Band Society; Saturday: Carlos Romanos and his Latin Library, and Sunday: Folk, with five clubs from the area involved.

The last programme, *By Candlelight*, is perhaps the most unusual of all. There's no presenter, just a technical operator who plays non-stop music of the Conniff Singers variety for older people. "I hope it works," says Piper. "My fingers are crossed." Close-down is at midnight.

As previously reported 2CR has no playlist, just a general bribe to stick to the melodic side of the Top 40/MOR. There will be no requests because the music library is nothing like large enough - just dedications. Librarian Nina Fleming, who previously worked for a record shop after a spell at University, thinks her job is probably more difficult without a playlist format. The sizeable library dwarfs the sparse number of records already stacked, but she doesn't think she will have to much difficulty in obtaining the records she needs although she

Airlines

ANNOUNCEMENT EXPECTED from the board of Radio 210 that **Neil French Blake**, programme controller and deputy managing director, is no longer with the company. Officially he is on holiday, working on a project at home while **David Addis**, news editor, is acting programme controller. An article in last Friday's *Reading Evening Post* questioned NFB's future, but firm denials that he has left the station from managing director **Chris Yates**. . . **ILR** revenue for July increased only 20 per cent over last year - £3.1 million against £3.7 million - a figure which doesn't cover inflation, and that's with three extra stations on air. The annual figure is just 27 per cent up on last year - £25.9 million against £20.4 million and August remains largely unsoft. . . The BBC's first local radio station for 10 years opens on Thursday (11) at 5.55pm, chosen to coincide with the start of East Anglia's regional TV show *Look East* which will broadcast **Radio Norfolk's** first few minutes on air in a programme largely devoted to the new station. . .

It looks as though **Jimmy Gordon's** attempt to secure the **Ayr ILR** contract on behalf of **Radio Clyde** and "a number of prominent Ayrshire interests" has failed. The IBA is expected to award the franchise to **Ayrshire Broadcasting Company**, a local consortium backed by the Royal Bank of Scotland. . . **Graham Moon** has launched his promised marketing research document on the lines of ITV information. It's ILR's first - 32 pages giving the marketing facts about

Severn Sound's transmission area, its people, the market place and retail trade. "One day all stations will be as professional as **Severn Sound** in their approach to marketing," predicts **Greg**. . . All **BMS** stations except **Trent** no longer offer weekly packages. Instead the agency has devised **Combined Segment Rates**, providing discounted airtime for those advertisers prepared to buy airtime covering longer time spans. **Trent** is in the middle of a computerisation programme and will introduce the change early next year. . .

Four creative judges have been added to the panels for the **ILR Advertising Awards**. They are **Quixote's Alan Fitter**, **Radio Operators' Tony Hertz**, **Hobo's Chris Sandford** and **Redwood Studios' Andre Jacquemin**. Chairing the judges is **Dennis Barham**, chairman and managing director of **Leo Burnett UK**. . .

Capital's weekend programmes to change somewhat. Rumours are flying, including one predicting the departure of **Gerald Harper** who has been giving away champagne and roses Sunday lunchtimes since the station took to air. **But Dave Cash** will definitely take over two of the three hours **Kenny Everett** vacates with a new programme - *Countrypolitian* (12-2pm). **Duncan Johnson** then regains an hour he lost sometime ago (2-5pm), no change for **Greg Edwards** (5-8pm), then **Nicky Horne** is an hour earlier with three hours of *Six Of The Best* followed by **David Rodigan's Roots Rockers**



(11pm-1am) . . . Those who tuned in to **Radio 4's Tuesday Club** on August 19 will hear the director general **Sir Ian Trethowan** take part in a phone-in version disappointed. The announcement was a mistake. **Tre** September 16 instead. . .

Piccadilly's Ray Treter is predicting that "D.I.S.C.O." by Spanish band **Ottawan** will enjoy chart success. Soon to be realised by **Carrere**? At present **Piccadilly** is the only station in the country to have a copy. . . **BRMB's** new programme controller **Bob Hooper** is speaking at the 1980 DJ Convention in Birmingham on Sunday, October 19. . . **Radio Industries Club** Ball at Grosvenor House September 19. . . **Chris Sandford** of **Hobo Radio Productions** a little fed up because the **IBA** took *Caddyshack* commercial off air because of an old music hall joke used in the script: "It's all about fooling around at the country club." . . . "Oh, the country club. I'm not a country member." . . . "I remember," Sandford says he wouldn't mind but just hours earlier **Kenny Everett** used the joke in his **Capital** programme. . .

Rockshow Report

MOST AIRPLAY

Descending Order

- 1 BACK IN BLACK** Atlantic K50735
- 2 DISTINGUISHING MARKS** Virgin V2170
Fingerprints
- 3 GLORY ROAD** Virgin V2171
Gilly
- 4 DIRTY LOOKS** Sire SEE 22
Dirty Looks
- 5 VIENNA** Chrysalis CHR 1296
Chrysalis
- 6 CLOSER** Factory FACT 25
Joy Division
- 7 DO A RUNNER** B&M AMLE 68541
Athletic Spirit 80
- 8 TYERS OF PAN TANG** MCA MCF 3075
MCA
- 9 EMOTIONAL RESCUE** CUN 3911
CUN
- 10 DRAMA** Atlantic K50736
Yes

MOST ADDED

Descending Order

- 1 TELEKON** Beggar's Banquet BEGA 19
Beggar's Banquet
- 2 AFFECTIONATE PUNCH** Fiction 2383 585
Associates
- 3 CRIMES OF PASSION** Chrysalis CHR 1275
Pat Benatar
- 4 MICHAEL SCHENKER GROUP** Chrysalis CHR 1302
Michael Schenker Group
- 5 A** Chrysalis CHR 1302
Jeffrey Tull
- 6 PURITY OF ESSENCE** Sire SEE 22
Purity
- 7 BRUTE FORCE** MCA MCF 307
Various

LOTS OF news from individual DJs this week. First and foremost, the **Rockshow Report** welcomes back two stations to the panel: **Beacon** and presenter **Mick Wright** and **Capital** and presenter **Nicky Horne**. **Beacon** bowed out of the original panel when its rockshow was taken off the air indefinitely and **Capital** while **Nicky** became increasingly hard to locate. This brings the total number of reporting stations on the panel to 32.

Graham Neale of **Nottingham** will be leaving the station to join **Trent** on the 15th September. **Graham** will be presenting a 90-minute show five nights a week. In addition to his duties at **Nottingham**, **Graham** also works with **Winton Cooper** at **Sheffield** doing interviews and news items. Writes

Winton: "Sad loss for me - but will help in a job I know he'll not enjoy, but will do successfully" and a postscript adds "AND from now on be doing interviews for my own show."

Andy Lloyd of **Mercia** reports the following **Jan Gillan's** acceptance to his show while he's on holiday, he contacted by **Bev Bevan** and arranged for him to record a two-hour programme which will go out sometime after the **Gillan** show. Also **Mercia**, a new monthly feature, **Mercia Sound Rockshow Chart**, was presented last week. The chart is compiled from phone nominations.

Stuart Colman of **London** has been waxing poetic about his white copy of the **Immates A Shot In The Dark** LP on **Radio**. Says **Stuart**: "I found the best British album so far 1980: **The Immates**. . . There I've just my neck out - just you wait and see"

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- RICK JAMES BIG TIME Motown TMG 1198
- MADNESS BAGGY TROUSERS Stiff BUY 84
- CARLENE CARTER BABY RIDE EASY F-Beat XX 8
- VIP'S THE QUARTER MOON Gem GEMS 39
- GIBSON BROTHERS METROPOLIS Island (12)WIP 6640
- SAD CAFE LA-DI-DA RCA SAD 5

DISCO/SOUL

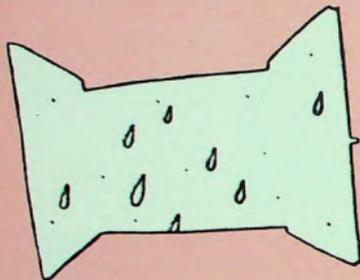
Top new sellers on RB's Disco Chart

- OTTOWAN D.I.S.C.O. Carrere CAR 161(T)

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| DAMNED THE HISTORY OF THE WORLD PART 2 | Chiswick CHIS 135 |
| DIANA ROSS MY OLD PIANO | Motown (12) TMG 1202 |
| MOTORHEAD BOMBER/LOUIE LOUIE/NO CLASS/OVERKILL | Bronze |
| (4 re-issues) | 4 re-issues) |
| JERMAIN JACKSON YOU'RE SUPPOSED TO KEEP YOUR LOVE | Motown TMG 1201 |
| MIKE OLDFIELD ARRIVAL | Virgin VS 374 |

ROCK

Topaction from the **RB Top 100** and **Indie Chart**

- | | |
|---|-----------------|
| OZZY OSBOURNE BLIZZARD OF OZZ CRAZY TRAIN | Jet 197 |
| AC DC YOU SHOOK ME ALL NIGHT LONG | Atlantic K11600 |
| SWINGING CATS MANTOVANI | 2 Tone CHS TT14 |

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arts on these radio stations:

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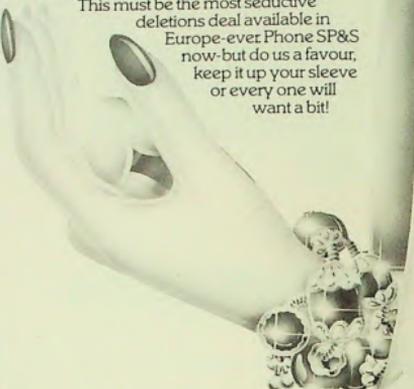
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VIRGIN MEGASTORE in Glasgow

Virgin Glasgow, a new leisure concept

Virgin's latest megastore in Glasgow will stock £180,000 of records and tapes. But its much more than just a record shop. Tim Smith reports on Virgin's latest pioneering retail venture.

IT TOOK Virgin just under four weeks to transform the former furniture department store at 28-32 Union Street in the heart of Glasgow's shopping centre into a retail outlet that probably represents the chain's most ambitious venture to date.

However the planning of its new Glasgow megastore – Scotland's largest music store – took a great deal longer. It required a two-and-a-half year search to find the ideal site, which just happens to be situated 20 yards away from the city's HMV store.

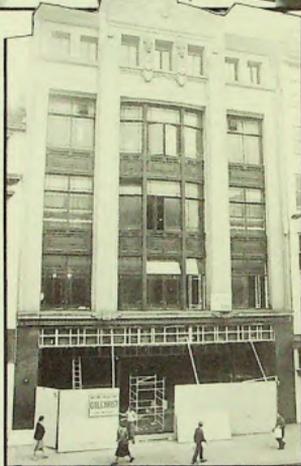
Situated on five floors, with a basement turned over to administration offices, it has cost Virgin Retail just under £200,000 to open the 15,000 square store. The vast majority of this sum has been taken up by refitting costs.

Opening of the store has cost Virgin another £15,000 plus in promotional costs – which have included heavy radio and press advertising and



an extensive campaign on Glasgow buses, not to mention personal appearances by various Virgin artists.

The unique feature of the Glasgow megastore is obviously the wide range of product lines carried – a completely new development for



TOP IS the completed street-level frontage of Glasgow's megastore. Below is the building as it was. Neon lighting has been installed all the way up the front of the former furniture store.

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Sole purveyors of imported records to the Virgin retail group wish Virgin Records all the success they deserve with the new Glasgow megastore.

Virgin but something that the chain has steadily been working towards over the last few years.

With a stock holding of over £180,000, record and cassettes continue to dominate the store's retail direction. But the range of complimentary product lines effectively marks Virgin's move to into the concept of the department store.

Virgin Retail managing director, Steve Mandy, explained: "We are still record retailers, but looking towards the long term the record industry is getting smaller so we have decided to move into complimentary product areas that fit into our existing customer profile."

VIRGIN MEGASTORE in Glasgow

He continued: "It's really just a logical extension of our policy. We regard video as particularly important - the home entertainment field is going to be one of the few retail growth areas during the 1980s."

Pete Stone, Virgin Retail's marketing director, has been responsible for the detailed planning of the new Glasgow megastore.

He told *Record Business*: "Our expansion philosophy has not been to open up hundreds of little outlets. We have restricted the size of the chain and developed larger and larger stores in major city centres."

"But you arrive at a situation where you cannot expand the record side beyond a certain point. While we will continue to concentrate on records and tapes, this is why we have decided to move into other product areas."

Stone continued: "With Glasgow this is exactly what we are doing. It's a whole department store and we hope that the customer traffic for records will generate business in the other areas and vice-versa."

As for the actual breakdown of the new megastore, the ground floor carries nothing but albums - predominantly chart material, special offers but also mainstream back catalogue material.

The first floor is turned over to jazz, soul and reggae product, singles, pre-recorded cassettes, blank cassettes and a sizeable selection of posters, badges and T-shirts. This floor also houses jewelry and clothing licensees, the latter specialising in the punk and bondage clothes.

Hi-fi, video hardware and video software take

up the second floor - via a local Glasgow licensee Robert Smith Hi-Fi. Hi-fi falls within the mid-price range, and the selection of pre-recorded video cassettes is likely to expand with the market.

The third floor is dominated by books, operated by Virgin itself, but there is also a greetings card section. The fourth floor is licensed to local company Thrift Jeans, which runs a Dirty Dicks type operation, on similar lines to the successful London cut-price operation.

Virgin has utilised many of the merchandising concepts that have proved so successful in its Oxford Street megastore as well as a number of its other outlets, including the dump racks display units, special lighting and specially designed check out units.

The record departments at the Glasgow megastore are run by 12 staff, under manager Gordon Montgomery, who has been with Virgin Retail for the last three years most recently managing the Manchester outlet. There are also five security staff.

Montgomery commented: "Obviously we've had the usual problems opening the shop up - late deliveries and a few stock shortages. But business has been better than we ever thought it would be. In the first three days we took well over £13,000."

A week after the opening of the megastore, the majority of the licensees were still moving in, so it is too early to assess the initial business they are achieving. However, if the first week takings on record and tapes are anything to go by, the future definitely bodes well for the latest concept in retailing from Virgin Records.

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VIRGIN MEGASTORE in Glasgow



LEFT, MANAGER of the Glasgow megastore Gordon Montgomery. Above, Norman Harrison shopfitting company, which does all such work for Virgin, moves in to transform the old five-floor furniture shop.

Glasgow shows Virgin leads

HOW VIRGIN is continuing its innovative tradition towards record retailing.

THE OPENING of Virgin's new Glasgow megastore not only heralds the latest phase in the chain's long-term development plans but also emphatically confirms the company as the most innovative force in UK record retailing.

While records and tapes are obviously intended to be the mainstay of the Glasgow megastore's business, the introduction of numerous complimentary lines, prompted by the continuing decline in record sales, marks the arrival of a new concept in retailing.

For the first time, Virgin has opened a departmental store aimed at catering for almost all the leisure/entertainment requirements of consumers between the ages of 14 - 35. In addition to music there is video, hi-fi, books, jewelry, clothes and posters.

The development process that resulted in last month's opening of the Glasgow megastore - the 25th outlet in the Virgin chain - has been running for much of the last five years, and is today far from complete.

Prior to the opening of the Oxford Street megastore last summer, Virgin had been gradually improving its retail chain, resiting

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It could only be The Megastore

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A&M Records

VIRGIN MEGASTORE in Glasgow



ANOTHER VIEW of the album department showing alphabetical racking.

numerous shops and introducing self-service systems wherever possible.

Since the launch of the first megastore this process has continued. The Plymouth outlet has been doubled in size with the introduction of a new book section, the success of which led to the large book department in the Glasgow megastore.

Virgin has refurbished its Birmingham store, increasing its size to 4,500 square feet including a book section. The Virgin shop in Brighton has been spruced up and a new outlet has been opened in Exeter. In addition the Nottingham store has been resited.

And with the Glasgow megastore now off the ground, Virgin has plans for new superstores in Edinburgh and Sheffield plus the redesigning of the massive Marble Arch branch.

Responsible for this steady development programme is the retail chain's managing director, Steve Mandy, who, despite the record industry recession, has managed to continually increase Virgin's market share and retail turnover.

The last financial year (1979-1980) saw Virgin clock up an impressive £12 million turnover — £1 million more than was originally forecast. And for the current financial year, turnover is expected to fall only slightly below the projected £15 million.

Mandy told *Record Business*: "Like everyone else in the record retail trade we are being hit by the recession, but compared with the rest of the market we are definitely holding our own."

He continued: "On current performance it does look like we will fall slightly below our 1980-1981 target of £15 million but it's still pretty healthy and a considerable gain on last year."

"Our philosophy toward retailing has always been to consolidate our sites," said Mandy. "It's our responsibility to open shops where appropriate, steadily improve them, but also to close down shops if market conditions suggest that we can redeploy staff and resources more profitably in other locations. Nevertheless we

have only had to make three people redundant since January."

He added: "It is our policy to reinvest our profits in the continual redevelopment of the chain — but the rest goes towards staff wages. We have wage reviews every six months and our staff are better paid on average than those in any other retail chain."

Mandy places a great deal of emphasis on staff training and he believes that much of the success of the chain stems from the high professionalism and expertise of the 237 people who work for Virgin Retail.

Looking at the future of record retailing in general, Mandy is fairly pessimistic — although he is confident that in the long-term the falling market will consolidate Virgin's position.

He said: "The record industry recession will definitely get worse as consumer spending power continues to be eroded. There are too many record retailers and those that survive will be the stronger, tighter more efficiently run."

Mandy is also highly critical of the "negative" approach of many record companies towards the industry's problems — although he does single out such companies as A&M and CBS for their progressive approaches.

So what would he like to see record companies doing? "Manufacturers must be more consistent on margins," said Mandy. "The whole issue of rrp and "list" prices is confusing.

He also insisted that record companies, and retailers, had to use price to attract customers and compete with other consumer lines — otherwise more and more retailers would move into the cheap imports market, something that as so far been resisted by Virgin.

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VIRGIN MEGASTORE in Glasgow

Books – a revolutionary new area

OF ALL the numerous product lines complementing records and cassettes carried by Virgin's new Glasgow megastore, only the book department is being run by the retail chain itself.

Peter Stone, Virgin Retail's marketing director, explained this somewhat surprising policy decision. "We want to be absolute specialists in every area of retailing that we control ourselves. We did think seriously about operating the other areas ourselves but basically we don't have the experience at present."

He continued: "In the future we may well take over control of the other departments, especially video, but for the time being we want to be experts in each field. Virgin doesn't want to end up like a multiple."

The retail chain's experience of book retailing has been gradually built up over the last 12 months following the introductions of book sections in the Plymouth, Birmingham and Kensington High Street branches.

The lessons learnt from these experiments have enabled Virgin to introduce a massive book department – carrying over 5,000 titles – in its new Glasgow outlet. Titles are geared towards Virgin's existing customer profile, spanning not just music



5,000 TITLES in Virgin Glasgow's shop. Virgin is also considering breaking the no-discount agreement which exists in book selling.

publications, but fiction, science fiction and the entire spectre of youth culture.

"For Virgin, books are an exciting and revolutionary new area," commented Stone. "We're not aiming at impulse buying but the tastes of the sort of people that regularly shop at Virgin Records."

Virgin has also developed what it believes is a new concept to book display – putting out the entire range of titles in dump racks in a similar way to its discs.

Advertising for the Glasgow megastore will also emphasise the book department.

Stone also confirmed speculation that Virgin has been considering breaking the net book agreement on books, which outlaw any discounting.

"We don't have any immediate plans to break the net book agreement," he said. "But we do disagree with the whole set-up and discounting on books would create a lot more excitement about the market."

Congratulations on your first M^c Megastore

and with artists like
The Beach Boys, Earth Wind & Fire,
Dr. Hook, Fleetwood Mac and The Byrds...
we'll help you.

THE



2.99 LINE

Virgin Records extends a great Hampden roar to the Glasgow Megastore.

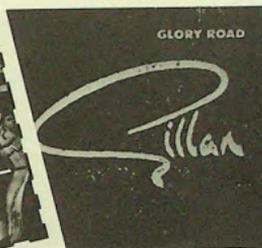
Virgin

MEGASTORE

Top 3 albums



FINGERPRINTZ Disturbing Marks V2170



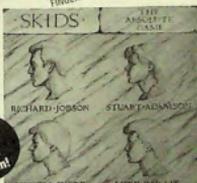
GILLAN Glory Road V2171



XTC Black Sea V2173

Forthcoming
releases

Comes
with a
FREE
album!



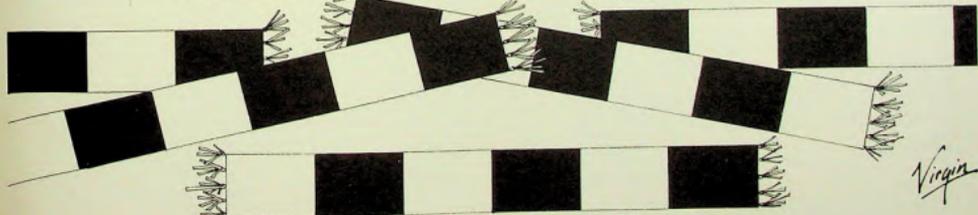
SKIDS The Absolute Game V2174



TANGERINE DREAM Boxed Set VBOX2



CAPTAIN BEEFHEART
AND THE MAGIC BAND Doc at the Radar Station V2172



Virgin

Singles Albums & Cassettes (E 199)

- 1 **THE SHOW MUST GO ON** SHM (HSC) 3035
- 2 **THE FIRST TIME EVER I SAW YOUR FACE** SHM (HSC) 3032
- 3 **THROTTLE ME** SHM (HDC) 3037
- 4 **CATHY'S CLOWN** SHM (HSC) 3030
- 5 **FLY GIRLS** SHM (HSC) 3033
- 6 **DON WILLIAMS WITH THE POZZO SECO SINGERS** SHM (HDC) 3031
- 7 **ELVIS THE KING** CDS 1190 (CAM 500)
- 8 **VITAL VINYL VOL. 1** Various SHM (HSC) 3036
- 9 **BEST OF THE NOLAN SISTERS VOL. 2** SHM 284 (HSC 372)
- 10 **IN LOVE** Tammy Wynette SHM (HSC) 3026
- 11 **MULF KINZIE** Campbelltown Pipe Band SHM (HSC) 3039

Double Albums & Cassettes (RRP £399)

- 1 **THE SACHA DISTEL COLLECTION** PDA (PDC) 071
- 2 **THE DAVID ESSEX COLLECTION** PDA (PDC) 069
- 3 **THE NOLAN SISTERS COLLECTION** PDA (PDC) 067
- 4 **THE KNKS COLLECTION** PDA (PDC) 072
- 5 **BLACK MAGIC** Various FLDC (6000)

mFp TOP 15

Single albums and cassettes where available (RRP £7.99)

- 1 **ROCK ON WITH THE SHADOWS** MFP 50488
- 2 **ROCK ON WITH CUFFY** MFP 50489
- 3 **NEIL DIAMOND** 50419
- 4 **FLY GIRLS** Various Wonder 50431
- 5 **TICKET TO RIDE** Carpenters 50431
- 6 **DO I DO OUR WAY** Various 50481
- 7 **YOUR HUNDRED FAVORITE LOVE SONGS VOL. 1** Geoff Love Singers 50473
- 8 **CLIFF RICHARD - LIVE** 50077
- 9 **HAVE ON US** Jody Holm 50176
- 10 **THE MANHATTAN TRANSFER** 50287
- 11 **RELICS** Pink Floyd 50397
- 12 **TOP 1000 SONGS** Various 50430
- 13 **COUNTRY LINE SPECIALS** Various 50427
- 14 **THE VERY BEST OF Don McLean** 50353
- 15 **SO DEEP IS THE NIGHT** Tony Christie 50396

For cassette add 10c extra

denotes not available on cassette

TV GUIDE

Forcoming TV-advertised albums

- 1 **THE VERY BEST OF Don McLean** (2nd, 2 weeks) (E 95 2.95) UA (TG) 30314
- 2 **THE VERY BEST OF Don McLean** (2nd, 2 weeks) (E 95 2.95) UA (TG) 30314
- 3 **THE VERY BEST OF Don McLean** (2nd, 2 weeks) (E 95 2.95) UA (TG) 30314
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- 14 **THE VERY BEST OF Don McLean** (2nd, 2 weeks) (E 95 2.95) UA (TG) 30314
- 15 **THE VERY BEST OF Don McLean** (2nd, 2 weeks) (E 95 2.95) UA (TG) 30314

THE ALBUM CHART 1-60

This Week	Last Week	Wks on Chart	TITLE ARTIST	LP (cassette) No.	Dist.	Prices RRPps
1	1	1	TELEKON GARY NUMAN	BEGIARS BEGA (BEC) 19	W	3.04 (3.04)
2	1	15	FLESH AND BLOOD ROXY MUSIC	POLYDOR POLHCJ 2	F	3.50 (3.50)
3	2	3	DRAMA YES	ATLANTIC K445676	W	3.04 (3.04)
4	23	4	BACK IN BLACK AC DC	ATLANTIC K445675	W	3.04 (3.04)
5	5	5	BREAKING GLASS HAZEL O'CONNOR	AMM AMHL (CAM) 64820	C	3.04 (3.04)
6	4	8	GIVE ME THE NIGHT GEORGE BENSON	WARNER BROS K445683	W	3.04 (3.04)
7	1	1	SIGNING OFF UB40	GRADUATE GRADLP (GRADC) 2	M	2.89 (2.89)
8	1	1	I'M NO HERO CLIFF RICHARD	EMI (TDE)M 796	E	3.29 (3.29)
9	7	8	KANADU SOUNDTRACK	JET JETJL (JETCX) 526	C	3.20 (3.22)
10	5	5	GLORY ROAD GILLAN	VIRGIN (TCV) 2171	C	3.20 (3.20)
11	11	16	ME MYSELF I JOAN ARMATRADE	AMM AMHL (CAM) 64809	C	3.04 (3.04)
12	33	3	I AM WOMAN VARIOUS	POLYSTAR WOMTY (WOMMC) 1	F	3.23 (3.25)
13	16	1	I JUST CAN'T STOP IT THE BEAT	GO-FEET BEAT (TCBT) 001	F	2.80 (2.91)
14	1	1	THE MICHAEL SCHENKER GROUP MICHAEL SCHENKER GROUP	CHRYSALIS (ZICHR) 1302	F	3.04 (2.43)
15	23	2	WILD CAT TYGERS OF PAN TANG	MCA MCF 3074	C	3.04
16	1	1	A JETHRO TULL	CHRYSALIS (ZICDL) 1301	F	3.22 (3.22)
17	6	5	KALEIDOSCOPE SIOUXSIE AND THE BANSHIES	POLYDOR 2422 177 (3184 146)	F	3.25 (3.38)
18	9	20	SKY 2 SKY	AROLA ASDK (ZC5KY) 2	A	3.76 (3.76)
19	8	51	OFF THE WALL MICHAEL JACKSON	EPIIC EPIC (40) 8348	C	3.04 (3.04)
20	21	3	ONE-TRICK PONY PAUL SIMON	WARNER BROS K445684	W	3.04 (3.04)
21	15	9	DEEPEST PURPLE DEEP PURPLE	HARVEST (TCIEM) 25	E	3.07 (3.07)
22	32	4	CAN'T STOP THE MUSIC SOUNDTRACK	MERCURY 6399 051 (7199 051)	F	3.44 (3.59)
23	19	4	LIVING IN A FANTASY LEO SAYER	CHRYSALIS (ZICDL) 1297	F	2.89 (2.89)
24	14	50	REGGATA DE BLIND POLICE	AMM AMHL (CAM) 65292	E	3.07 (3.07)
25	13	8	SEARCHING FOR THE YOUNG SOUL REBELS DEXY'S MIDWINTER RUNNERS	Libra Nigh Labels (TOPCS) 7213	E	3.07 (3.07)
26	20	13	DIANA DIANA ROSS	MOTOWN (TCISMA) 8033	E	3.30 (3.46)
27	17	8	CLOSER JUDY DIVISION	FACTORY FACT 25	P	2.79
28	26	10	THE GAME QUEEN	EMI (TCIEM) 295	E	3.29 (3.29)
29	19	105	BAT OUT OF HELL MEAT LOAF	EPIIC EPIC (40) 8253	C	3.04 (3.04)
30	24	10	IF YOU WANT BLOOD YOU'VE GOT IT AC DC	ATLANTIC K445621	W	2.44 (2.44)
31	22	8	VIENNA ULTRAVOX	CHRYSALIS (ZICHR) 1296	F	2.78 (2.78)
32	25	53	MAN! OW MAGIC BARRY MANLOW	ARISTA ARTVIC (2)	F	3.05 (3.05)
33	44	14	GLASS HOUSES BILLY JOEL	CBS (40) 86108	C	3.22 (3.22)
34	12	12	LIPSUBING BOB MARLEY AND THE WAILERS	AMM AMHL (CAM) 85802	E	3.07 (3.07)
35	27	73	OUTLANDS D'AMOUR POLICE	AMM AMHL (CAM) 85802	E	3.04 (3.04)
36	28	15	PETER GABRIEL PETER GABRIEL	CHRISMA CDS 4049 (7150 075)	F	3.04 (3.04)
37	21	22	WHEELS OF STEEL Saxon	CARRERE CAL (CAC) 111	F	3.04 (3.41)
38	30	24	DUKE GENESIS	WARNER BROS (CB) 101	F	3.18 (3.24)
39	56	6	NOW WE MAY BEGIN RAY CRAWFORD	CHRISM BROS K4456781	W	3.04 (3.04)
40	35	14	READY AN WILLING WHITESNAKE	UA (TG) (TCX) 30302	E	2.95 (2.95)
41	38	15	HIGHWAY TO HELL AC DC	ATLANTIC K445628	W	2.44 (2.44)
42	41	3	ELVIS ARNOLD PRESLEY (25th Anniversary Boxed Set) ELVIS PRESLEY	RCA (ELV) 525	R	21.89 (31.28)
43	23	10	EMOTIONAL RESERVE ROLLING STONES	HOLLING STONES (TCIGUN) 39111	E	3.07 (3.07)
44	1	1	24 CARROTS AL STEWART	RCA (AL) (ZC) 25306	R	3.04 (3.04)
45	1	1	CLIVE ROBERT PALMER	ISLAND (LPS) (ZC) 9522	E	3.07 (3.07)
46	34	10	LIVE AT LAST BLACK SABBATH	NEMS BSC (0)	S	2.75 (2.75)
47	45	87	PARALLEL LINES BLONDE	CHRYSALIS (ZICDL) 1192	F	2.89 (2.89)
48	42	32	THE WALL PINK FLOYD	HARVEST (TCI)SHW 411	E	4.87 (4.87)
49	50	71	RUMOURS FLEETWOOD MAC	WARNER BROS K4456344	W	2.44 (2.44)
50	39	106	JIFF WAINSWORTHY "THE WAR OF THE WORLDS" VARIOUS	CBS (40) 96300 W (0) 10	C	4.85 (4.85)
51	29	16	MCCARTNEY II PAUL MCCARTNEY	PARLOPHONE (TCI)CPT 258	E	3.29 (3.29)
52	47	7	THE DARK SIDE OF THE MOON PINK FLOYD	HARVEST (TCI)SHV 804	E	3.29 (3.29)
53	5	3	ON THE RIVERA GIBSON BROTHERS	ISLAND (LPS) (ZC) 9520	E	3.07 (3.07)
54	1	1	WILD PLANETS B JZ	ISLAND (LPS) (ZC) 9522	E	3.07 (3.07)
55	1	1	FAME SOUNDTRACK	RSD 2479 253 (3216 865)	F	3.25 (3.38)
56	37	7	ANOTHER STRONG OF HOT HITS SHADOWS	EMI (TDE)MC 3339	E	3.07 (3.07)
57	60	2	MOVICAR ROGER DALTRY	POLYDOR POL (C) 5034	F	3.25 (3.38)
58	54	6	LIVE 1979 HARVINKIND	BRONZ (TC)GRUN 527	E	3.07 (3.22)
59	1	1	WARM LETTERETTE GRACE JONES	ISLAND (LPS) (ZC) 9582	E	3.07 (3.07)
60	43	45	ONE STEP BEYOND MADNESS	STIFF (Z)BEEZ 17	C	2.89 (3.00)

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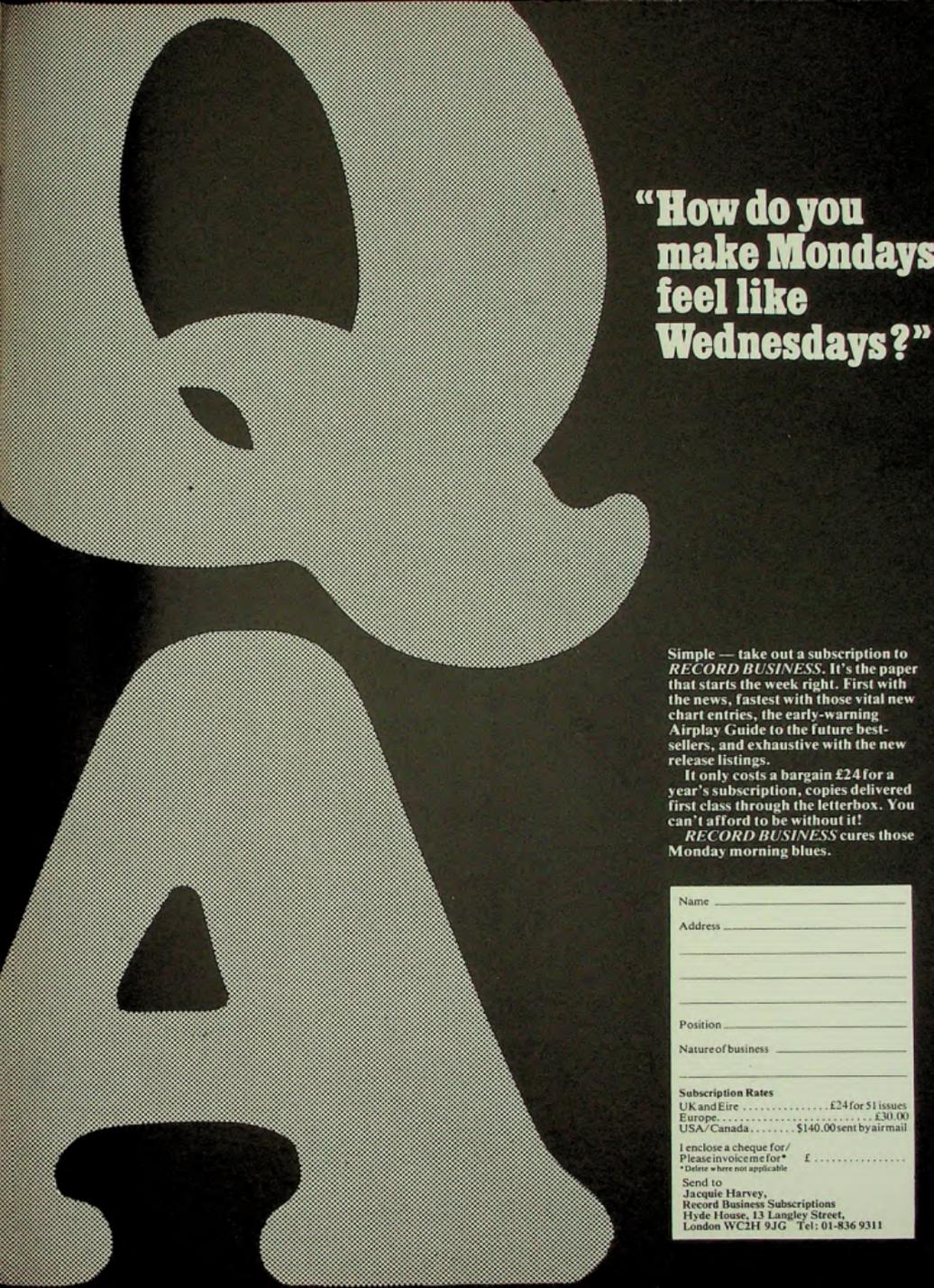
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See New Singles page for Distributor Code details



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