



Singles chart, 12-13: Album chart, 29; New Singles, 30; New Albums, 26; Airplay quide, 20-21; Video, 9-10; Retailing, 25

October 27, 1980 VOLUME THREE Number 32



PART TWO in the series of the costumes record company staff will wear to get their picture in RB. Epic promo men Colin Davey (left) and Roger Bowman (right) dress up as cowboys to deliver the new After The Fire single 'Wild West Show' to Radio-I's Mike Read.

# 'Serious situation' as hopes fade of mechanical royalty solution HOPES THAT an early agreement will should be paid on wholesale price plus Michael Kuhn, for the BPI, said that he

be reached between record companies and music publishers over a formula for payment of mechanical royalties are rapidly fading.

Negotiations for a new deal have been running for almost three years, but the latest dispute has been snarked off by the decision of various major record companies to abolish rrp - the figure upon which the 61/4 percent royalty was negotisted

The MRS, representing publishers, has now proposed that the 61/4 percent royalty should be paid on wholesale price plus 43 percent. However the BPI is understood to be insisting that it 30 percent.

Ron White, MRS vice-chairman and md at EMI Music, told Record Business last week: "The recent dealer survey we carried out showed that retailers make an average profit of 30 percent. This is the equivalent of wholesale price plus 43 percent. The BPI proposal is totally unacceptable and it's becoming a very serious situation."

Polygram legal affairs director

as unwilling to comment on the issue when negotiations were continuing. But he added that the PolyGram dealer survey showed that in many cases dealers were making less than 30 percent profit on product.

60

The MRS now plans to hold a special meeting on November 11 to discuss the BPI's proposal and canvass opinion among publishers. Another meeting with the BPI will then be set up.

# Industry anger at secrecy of **BPI** chart-hype report WIDESPREAD DISSATISFACTION

with the way the BPI handled the recent report of its committee of enquiry into chart hyping findings was being voiced around the record industry last week by companies not represented on the

The legally-vetted press statement the only document non-council members of the industry watchdog are likely to see - was condemned for failing to name specific culprits in the chart manipulation game, while several companies thought they were entitled to see the full report.

Cherry Red Records boss Jain McNav told RB: "There were no firm sanctions against major companies which breach the code of conduct mentioned in the statement, but it is obvious that none of the majors would ever be expelled.

"I have contacted BPI director general John Deacon in an effort to get the investigation committee's full report circulated to all members."

GTO Records managing director Dick Leahy added: "I would welcome the opportunity to see the report and

have a chance to consider what the council discussed. As a contributing member I think I am entitled to see it

What was the point of having an enquiry if only those companies which have council representation are allowed to see it. It makes you wonder if they have something to hide."

Alan Wade, joint head of Record Sales was incensed at the paragraph in the press statement which accused 'certain paid agents' of 'transgressing' the code of conduct while record companies were merely said to have 'infringed the spirit' of the code.

"I personally take exception to these comments of the BPI. We are a legitimate promotion company which simply can't afford to give away unrelated albums or gifts to the 1,000 independent record dealers we visit," he said.

However, Chrysalis Records joint chairman Chris Wright who chaired the BPI meeting which discussed the report answered: "There was nothing we were trying to hide, but it was felt in the best interests of the industry that it should • TURN TO PAGE 2

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# Mohammed's £1/4m spend on unknown UK busker

NO DOUBT reflecting upon his recent Radio Capital, posters on 1,000 bus and unpleasant experiences in Las Vegas, the Louisville Lip appears to have decided that the music industry may provide a more secure income than through to January. pugilism.

The former world heavyweight champion is currently investing an estimated £250,000 to launch a one-time London busker known as Michel, whose debut LP First Flight Of The Gizzelda Dragon (ALI 101) is now available via Spartan on the Camelion label.

According to his London-based PR. Michel jetted to Los Angeles and bluffed his way into a meeting with Mohammad Ali, who, overcome by his talent, decided to employ his own talents launching Michel's recording career.

In the UK, the campaign for the lbum is to feature TV commercials on Thames and LWT, advertising on 60s psychedelic country rock.

underground hoardings, trade, consumer and national press advertising, commencing next month and running

Selected record dealers are also apparently now being sent personal telegram by The Greatest - although it appears many seem to think it's a hoax, and a one hour TV special titled 'From Mohammed Ali With Love' is currently being touted around by Ali's UK representative Gordon Steel for a UK airing. It naturally features various numbers by Michel

A single titled 'Open Door' (ALI 105) by Michel will also be released via Spartan in the near future

Asked to describe the album, a spokesman for Spartan said: "It's late

# Comment

# That BPI chart report: where is the sting?

WHAT IS to be made of the statement disapproval? released to the press by the BPI purporting to be a resume of the findings of the committee of enquiry into the allegations of chart-hyping disclosed by the World In Action programme?

The simple answer is - not very much. Predictably the BPI Council has closed ranks with an adroitness which the legal and medical professions could scarcely have bettered. If there was real evidence adduced, then the 14 good men and true are keeping the details to themselves. The rest of the BPI membership are denied access to the report. Press enquiries for further information or clarification are discouraged at the Regent Street hq.

The barest minimum of information has been disclosed. Certain companies, says the statement, have 'allowed a situation to develop where there has been widespread infringement of the Code of Conduct".

"Certain paid independent agents" are also blamed. But are the guilty ones identified? Not on your life. Why not? Well, admits the statement in the lamest of cop-outs: "It is not possible to state firmly that it has been a firm corporate policy of some companies to manipulate the charts." It came as no surprise to learn that no company is going to be expelled from the BPI. But is it necessary for a clearly defined ompany policy to be laid down before the continued hoodwinking of the retail trade, the public and most of all the BPI's partners at the BBC, for whose benefit it seems the singles chart is produced, meets with official

The statement even seeks to excuse the exposed transgressions of WEA. The attention paid to the company, it is suggested, was due to John Fruin's BPI chairmanship and the availability of redundant personnel. Would similar palliatives have been sought if the programme had lasted for 60 minutes instead of 30 minutes and the time had been available for more detailed investigation of other companies?

It is a pity that nowhere in the BPI's statement is there a phrase, a word even, which can be taken as an expression of regret for or condemnation of what has been going on. There is scarcely a statement of intent that there will be a real effort in the future to put the industry's own house in order. To be sure there are limp recommendations about reminding members of their Code of Conduct obligations. There is even a suggestion that the Code should be strengthened to include "substantial sanctions against infringing companies. Unfortunately, these are not defined. But, shaddes of Belfast, the new chart contractor will have to provide aa Freephone for trade and public to report any unethical practices.

If the BPI is really serious about stopping chart manipulation then it might have done rather better than this. But then, when you are your own judge and jury, the quality of mercy certainly won't be strained. In the meantime, of course, the industry could always recognise the limitations of a one-chart monopoly.



DESPITE THEIR current legal hassles with manager Robert Stigwig, th Heebeegeebees managed to find the time to visit wholesaler Stage-1 recently to preview a new mystery single. Pictured in the scarves are Dobbin, Norris and Garry and far right is Brian Smith, Stage-1 sales manager.

# Pinnacle in Criminal link

CRIMINAL RECORDS has terminated a two-year distribution arrangement with Spartan in favour of a year's exclusive association with Pinnacle and the tiny independent is on the point of clinching a major deal to market a well-known catalogue.

The deal comes at a time of heavy activity for Criminal with large-scale promotion going on around new signing Susan Fassbender's debut single 'Twilight Cafe', and the latest album from Supercharge. Criminal is one of the first small labels to leave the successful Spartan stable

NEWS

Plans are already far advanced to exploit the catalogue material due to come Criminal's way, but legal complications have delayed the announcement of marketing plans and artists involved

# Jeans tie-in for Rod's new 'Foolish Behaviour' album

RIVA RECORDS has confirmed the already come in for two weeks of TV release date for Rod Stewart's new album Foolish Behaviour as November 21 with a single 'Passion' readied for October 31

It is Stewart's first studio album for two years and is self-produced with entirely self-penned material. It has advertising at a cost of £250,000 via a link with Gloria Vanderbilt jeans in the London, ATV and Granada regions with radio commercials to coincide.

The jeans commercials are based around Stewart's forthcoming UK tour and offer tickets to customers buying Gloria Vanderbilt clothing. The company has purchased 8,000 tickets for the shows, and will be providing in-stor displays for the tour and album in all its

For its part, Ria Records is inserting a two feet by three feet colour poster in every album, while tape buyers will hear an extra track and a special long version of the single not included on the LP version, and can also send off for the free poster by mail.

# **RCA-CBS** deal denied

RUMOURS THAT RCA Records is currently considering a pressing and distribution deal with a UK major probably CBS Records - were firmly denied by the company last week.

It is understood that discussions have been held with CBS recently and were also taking place prior to the aborted merger talks with PRT.

However, RCA deputy managing director, Ed Lavish, told Record Business: "There is no deal. The only reason that these rumours have got so strong is that we have been looking for sup-plementary pressing capacity because of our recent success on singles sales. Washington is just having difficulty meeting demand."

# Big band test for Ronco TV LPs

RONCO IS using a big band compilation album to test public response to lower-priced TV-promoted product. The LP The Legendary Big Bands is being sold at £3.99 list, £1 less than Ronco's mainline product, but is still being given the benefit of a national

### INDUSTRY ANGER. From Page 1.

not be generally distributed, otherwise there was a risk of it getting into the wrong hands and sensationalised. I am not against other record companies seeing it, but I am against it getting into hands outside the record industry."

And WEA acting chief Nesuhi Ertegun added: "It was certainly shown that our company never broke the code of conduct wilfully. Now I am making sure our people adhere to it 100 percent and I think other companies will observe its last comma now

 RB RESEARCH reports no slackening in the number of new singles showing unpredictable upward movement in the past week, with certain BMRB chart entries being widely at variance with sales logged in RB panel shops.

£200,000 campaign which breaks on November 26.

Repertoire on the album is drawn from Ronco's Big Band Gold box-set of three records which retails at £6.99, and Sean O'Brien, general manager, explained that because a "reasonable royalty" had been negotiated for the 3LP, it had become possible to take a reduced margin on the single album. Artists featured include Glenn Miller, Count Basie, Louis Armstrong, Artie Shaw, Les Brown, Harry James and Tommy Dorsey.

"We don't know whether price is a factor where TV-motivated purchases are concerned, but this will give us the information we need. If it works, then we will be looking to more mid-price releases next year," he said.

A late addition to Ronco's Autumn product line-up is The Diamond Symphonies by the London Philharmonic Orchestra. This comprises symphonic treatments of Neil Diamond's best known material and TV promotion is scheduled to begin nationally from November 19

# Fast joins indie network

THE GROWING independent tribution network establised another important link this week with the news that Edinburgh's Fast Products is moving into handling outside labels.

Fast has two basic aims for the step to fill the gap which currently exists in Scottish shops for small label back catalogue and to offer Scottish indies a pipeline to the now well-established network South of the border. Heavy delivery charges have prevented this in the past.

Said Fast's Bob Last: "We have been finding that people are looking around for early singles by Spizz, for example, and finding they can't get them.

We would also like to cut out the ridiculous situation where people are hitch-hiking down the motorway with boxes of records for Rough Trade."

The company has already taken on cots bands and labels like TV21, Metropak and Groucho Marxist, and Fast is inviting calls on 031-661 5811.

# MULLINGS

AFTER DISPOSING of the historic collection of vintage gramophones for £137,000 recently, economy-conscious EMI added another £100,000 to its income at the Abbey Road Studios Sale Of The Century. In conjunction with the masters of second-hand equipment the Jackson brothers, EMI proved that the legend of the Fab Four lives on. Mike Oldfield bought a Mellotron and original tapes used by the Beatles for £1000, a brass ashtray into which Ringo Starr actually stubbed a ciggie went for £130, while a toilet roll which they rejected as being a touch rough on tender areas went for £85. Unfortunately, more expensive hardware like studio consoles was left unsold, despite its historical associations with vestervear's greats . well, the WEA topjob is still unfilled, although some of our runners of last week are still not short of support. Two outsiders who came into the reckoning last week were Sire's Seymour Stein, whose ear for British talent is well tuned, and Paul Turner, boss of WEA's Australian company. In the meantime, Turner's number two Peter Ikin is en route for London to take over the marketing function . . . BPI deputy chairman Chris Wright now willing to stand as chairman if invited to do so when the job comes up for voting at this week's council meeting. UNEXPECTEDLY SPEEDY parting of the ways between Multiple Sounds and Tony Hamlyn, recruited from Relay to run the company's independent distribution operation . . . all music journalists will wish Tony Barrow well and a return to full health as he leaves with his wife Corrine and family to live in Morecambe. The last assignment of a distinguished career was to let Fleet Street know of the birth of a son to longtime client Cilla Black . . . personal statement new addition to Ariola/Arista awaited from CBS a&r man Chas De Whalley . press office will be Record Mirror writer Ronnie Gurr . . . BBC Records hosting a party for Not The 9 O'Clock News, album, supported by all the cast, reckon the buzz is greater than anything previously experienced and predict the album will go gold on initial orders . . . new Laserock show opens at London Planetarium on October 30, with the laser projection system at the Planetarium much improved and a new sound system installed .

CAN HISTORY repeat itself – Give Epstein, brother of the late Brian has entered an outfit called The Saraks in the Barled OT The Banks latent cortext, having failed to persuade a&r men to leave London to hear them \_\_\_\_\_ with Polydor press for the sate they producing. Peter Shilton and Ray Clemence have recorded a new version of 'Side By Side' – on which Polydor has first refusal \_\_\_\_\_ one TV merchandise; unable to find UK pressing capacity pleasanly surprised to find that he was able to arrange for the work to be done in France – at fourpence per ablem less than he would have paid in the UK\_\_\_\_\_.

USUAL PRE-RELEASE Incurps for Stevie Wonder and his new Hatter Than Typi altum. Motorn advised licences to delay release while Wonder made last minute improvements to the cassette. Everybody responded – except Holland. As a result import copies arrived in the UK, which a few stations started using and forced Motown office to release promotion copies catiler than planned ... Hope Achnetic nationed John Eichler and booker Roz Bea of the Albon agency have organised a two-week festival at the pub from October 39. November 14 to raise monto to bud yours for eleven the statement of the Albon agency have schedule and the statement of the Albon agency have schedule and the statement of the Albon agency have schedule and the statement of the Albon agency have schedule at the schedule and the statement of the Albon Sector 27, Madness, Bad Manners, Revillos, Rumour, Selecter and Ian Duryto mane but a few are alredy committed to play...



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Oct. 31 The College of Rippon & York St. John Nov. 1 Derby, Lonsdale College Nov. 5 Newport Gwent, Stoaway Nov. 7 Birmingham University Nov. 8 Bristol, Berkeley Nov. 14 Rainbow Dec. 5 Aberdeen University Dec. 6 Strathclyde University

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# NEWS

# Kaupe to Magnetic Video

ALAN KAUPE, managing director of EMI LRD until its closure earlier this year, has been appointed general manager of Magnetic Video UK, a subsidiary of 20th Century Fox and a leading distributor of pre-recorded video cassettes. Kaupe will report directly to Andre Blay, president of the Magnetic Video Corporation, and will be responsible for all the UK subsidiary's activities and for liaison with the companies European licensees and distributors.

### National ads for new Oldfield LP

THE NEW Mike Oldfield album QE2, due to be released by Virgin on October 31, will be backed by national and consumer press advertising and in-store displays. Also lined up is co-operative advertising with the Virgin retail chain, Our Price Records and Woolworth.

Additionally, Virgin will be releasing tree compilation albums in October 31. They are a 13 track sampler titled Cath Genzs, retailing at only 21.15 and featuring XTC, the Skids, PIL, Captain Beetheart and Kevin Coyne, and an electronic rock compilation titled Machines, Retailing at 53.99, this will feature numbers by Tubeway Army, John Foxx and The Human League.

TO BACK up release of Utopia's new allown Deface: The Music on Bearveille Records, Island is patting together a common press adversing, campaign and an in-store promotion path. The core of the LP is said to comian a hidden message when ployed backwords on a record deck. In addition, Jiandi to teredestaming the tray of mathematical in the terestaming the resonance of the terminol of Musik Hollows which have been maximished in the UK for 18 months. They will be out on the IRSP series at a 23-45 fits protect.

Island is also scheduling two dub albums by current signings Basement 5 and Linton Kwesi Johnson.

Basement 5 In Dub (IPR 2038) is the first dub production by Martin Hannett and comes in a limited edition of 1,000 copies at £2.50, to be followed by the band's official debut album in the early New Year. The group is now managed by Kris Needs.

LKJ In Dub is the Linton Kwesi Johnson LP (ILPS 9650) to be released on

# Merchandising

November 10, featuring mixes from LKJ's two Island albums with dub treatment by Dennis Bovell.

ARISTA RECORDS has launched a full scale marketing campaign to support the new Alan Parsons Project LP *The Turn Of A Friendly Card*, released last week.

It will be spearheaded by TV advertising on LWT from October 31 to November 2 and November 7 to November 9, national, consumer and trade press advertising and a joint radio advertising campaign on Capital with Our Price Records.

HMV Oxford Street will also be turning its entire window over to the album between November 4 and 11 and customers will be able to hear the new LP on Sony Stowaway cassettes in specially constructed booths.

DECCA RECORDS is releasing four maxi singles on October 31 featuring hits from the 60s. All will be available in full colour picture bags. The four singles are Amen Corner's Bend Me, Shape Me', Jet Harris and Tony Meehan's 'Diamonds', 'Tusis And Shout' by Brian Poole and The Tremeloes and 'Reflections On My Life' by Marmalade.

TO PROMOTE the current Bad Manners single 'Special Brew', Magnet Records is to release 10,000 copies as a limited edition picture disc featuring Buster Bloodvessel locked in an embrace with some poor female.

SECRET RECORDS releases a new Brian Brain single mid-November in 12-inch format and titled The Fun People EP'. The single will be available in an "unusual" picture bag and Brain bagins a short UK tour in December.



NEVER ONE to do things by halves, Peter Sinfield decides to sign two big contracts at the same time. With one band he inks the marriage register to wed ex Miss Spain, Mariona Rosel, with the other an exclusive songeriting contract with Paper Music for the world. Both were witnessed by Paper Music executives Billy Lawrie and Lawrence Ronson.

FOLLOWING STRONG airplay and heavy initial demand, CJMO Records has drawn up promotion plans for the LP The Ovaliney. Sing Your All Time Favourite, distributed by Spartan Records. The campaign will include trade press advertising, advertising in the TV Times and posters. Window displays are available from Spartan.

EAGLE RECORDS releases a followup single to Ginger's 'Blind Date' next week. Titled 'Something Wasn't Quite Right', the first 10,000 copies will be available in full colour picture bags.

ENSIGN RECORDS is lining up a full marketing push for the debut album from hit reggae band Black Slate called *Amigo* (ENVY 15) and due for November 7 release.

Apart from a national tour in November, there will be trade and consumer music press advertising, window displays and fly posting in tour towns plus promotional T-shirts and badges. Posters are being mailed to clubs and discos.

# Deals

ACTRESS SIAN Phillips has signed with Chrysalis Records to release her debut single 'Bewitched Bothered and Bewildered' (CMS 2470) on Friday in a picture bag.

EPIC RECORDS has signed Garland Jeffries worldwide. He was previously with A&M and Warner Brothers. An album is planned in the New Year.

THIRTEEN, A five-piece Oxford band has been signed to Island Music's Square Records and plans a debut single 'So Hard' c/w 'It's About Time' on November 7.

TV PERSONALITY Isla St. Clair has signed a deal with Ariola Hansa. Her first release will be the Fleetwood Mac song 'Song Bird' (AHA 566) packed in a picture bag.

NEW PROMOTION company Twilight Promotions by Brian Jacobs and Dean Guinane to concentrate on helping up and coming bands from West London. The company is based at 01-749 4717 and is staging regular Monday nights at Acton's White Hart.

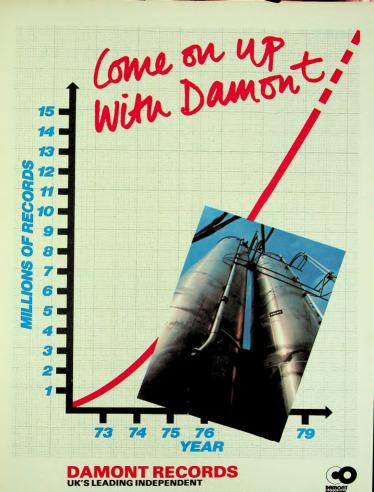
SWISS/ITALIAN new wave duo Krisma has signed a worldwide publishing deal with Intersong Music.

HEAVY METAL specialist Neat Records has signed six-piece Teeside combo Axis to its Metal Minded label. 'Lady' c/w 'Messiah' is the first 45 (MMI) available in a picture bag with distribution through the indie network.

INDEPENDENT PROMOTION company Rush Release has been retained by Secret Records to handle 'Rubber Ball' by Zoe Nicholas – the record which will be raising money for the Harefield Hospital Heart Transplant Trust.

VICTIMS OF Pleasure have formed their own label P.A.M. to release a debut EP of three original compositions 'When You're Young, 'IfI Was' and 'Sporting Pastimes' (VOP I) which is available direct from Steve Flack on 01-606 6262.





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# CEATURE

# Pioneer Benjamin bows out after 21 years

VAN SELLING, direct distribution, budget, TV promotion, all areas of record company operation which have become taken for granted with the passage of time, were among trendsetting initiatives developed by Pye during Louis Benjamin's 21-year association with the company.

His direct involvement has come to an end with the detailed restructuring of the company in the wake of the breakdown of the proposed Pye PRT-RCA merger. This saw Benjamin stand down as chairman to concentrate on his other responisbility as managing director of the Moss Empire theatrical chain, and withdraw from an arena where astute business acumen, allied to a compelling personality and capacity for leadership comed by the reigning incumbents. had made the man into something of a legendary figure

PRT's tactical withdrawal from the West End to more cost effective accommodation at the Mitcham factory, has left Benjamin and a secretary the sole occupants of what was once the bustling Pye executive floor. There he no doubt reflects on happier times when the company took a perverse pleasure in ruffling the feathers of the industry Establishment as it battled to find a permanent place in the British market. Times when a good little 'un was giving the market leaders a run for their money, both with a string of hits from potent British talent and through a habit of picking up licensing deals which the competition would have welcomed.

Indeed, Benjamin made a habit of not conforming. Possibly because had not worked his way through the record company ranks, he did not absorb en route the accepted way of doing things. Worked through the ranks, of course, he did having joined impressario Val Parnell at Moss Empires in 1937 as an office boy and moving steadily upwards until he became general manager of the Winter Gardens, Morecambe, the job he was holding down in 1959 when the opportunity came of moving back to London. While at Morecambe he had married, typically having taken a one night honeymoon after hitching a lift after the close of business Saturday in the band coach to make the wedding ceremony in London the next day

But the duties of a theatre manager did little for contented domesticity, particularly since wife Rica had her roots back in the capital. Benjamin sought the opportunity to head South. Parnell offered him three jobs - Muzak, bowling alleys or the ailing Pyc-Nixa company. "Since I knew nothing about any of them, I thought I might as well try the record company," Benjamin recalls. On such chance decisions are legends born.

As sales controller, Benjamin joined a company which had grown out of a small classical label, Nixa, formed by Hilton Nixon, whose first secretary was Madeline Halkvard, PRT's long-serving company secretary. Along the way, Pye of Cambridge, the electronics firm had taken an interest, which ATV subsearrived the company had formed an with the wholesale and retail trade. Pye

WHEN LOUIS Benjamin left Pye after 21 years he left a legacy of innovations which are all too

association with producer Alan Freeman and had an artists roster featuring such names as Marion Rvan, Garv Miller, Dick James (his 'Robin Hood' single was cut for Pyc) and the top-seller Lonnie Donegan

But Pye was suffering because of distribution problems. Wholesalers like Lugton and H.R. Taylor existed, but the main sources of distribution were firmly in the hands of EMI and Decca and the presence of a third company with ambitions was not exactly wel-

With Pye fearing commercial strangulation, a drastic remedy was called for, Before Benjamin had arrived, the decision had been taken to cut on existing wholesale arrangements and to direct. It was a reflection of the grip wholesalers had on the retail trade in



LOUIS BENIAMIN: a habit of not conforming

ance on the part of the trade to support Pye's initiative, for fear of compromising existing sources of supply

It looked like a stalemate situation limited access to existing distribution outlets and traditional dealer apathy in face of any move likely to rock the boat. The answer was provided by a fasttalking American, Dave Miller who enjoyed a battle just as much as Benjamin himself. At that time there was nothing like a budget operation on the lines of today's MfP or Pickwick. Decca came nearest with its Ace of Clubs line, but that was reserved for reissued classical catalogue. Miller offered Pve access to his 101 Strings easy-listening orchestral concept, but wanted to see Pye pricing the albums low enough to reacj a mass market. "The average lease tape deal in those days was 8-10 percent of the retail price, but Dave agreed to accept 4 percent of 85 percent if we would bring the LP out at a budget price. Since business couldn't have become much worse we agreed." says Benjamin

The outcome was the launch of the Golden Guinea lable - "a magic price" quently bought out. When Benjamin but not without some further hassles

readily taken for granted in today's industry, BRIAN MULLIGAN reports.

reduced the wholesale discount from 17½ percent to 15 percent and not surprisingly the companies declined to handle the line. Retailers too didn't respond with much enthusiasm to the prospect of being able to sell LPs for £1.1s. The drastic remedy was to go on television, a move which Benjamin can claim was the first time in this country that the medium was used to promote records

Weekend spots on the ATV network worked spectacularly. On Monday morning, as Benjamin remembers it. shops were beseiged by customers demanding copies, "They were obliged to come to us with their orders." he recalls The distribution stranglehold was broken once and for all. It was the beginning of direct selling and it was a marvellous time for Pve.

It was indeed a glorious time for the buccaneering young company which proceeded to give the majors a run for their money as the sales boom triggered by the Beatles got underway. Pye scored impressively with acts like the Searchers, the Kinks and Sandie Shaw, while the assoication with the 18-yearold producer writer Tony Hatch provided new impetus for Petula Clark, with hits like 'Downtown' and 'Don't Sleep In the Subway' gaining international acceptance. Pye also moved strongly into the licensing market, picking up the Chess-Checker catalogue at a time when Chuck Berry was providing curious British pop fans with their first taste of R&B. When Frank Sinatra ended his prolific association with Capitol and parted the EMI fold, his new label Reprise was launched in Britain through Pye and later when the merger with Warner Bros Records took place, the new owners switched their own business to Pye rather than taking Reprise to Decca. Pye also launched the A&M label in Britian

The conservative approach of the era was to soft pedal on giving label identity to new American licensees, in the belief that such generosity would only help them gain a foothold in the UK market, at the expense of the Britishlicensor Benjamin suffered from no such inhibitions. "In those days there was no shortage of American labels wanting licensing deals in Britain. The problem was to be selective. I was criticized for giving label identity, but it was like trying to stem the tide. In fact, I was able to acquire labels from the competition because of this," says Benjamin, wondering whether the current industry recession might force some of the American independents to look once again at the advantages of licensing.

Another outstanding example of Pye's forward thinking was the estab-lishment, under Walter Woyda, of the Precision Tapes subsidiary. It was timed perfectly to take advantage of the new vareness of tape being created in Britain in the early-70s. A tape duplicat-

ing factory was opened and until the market expanded to the point where licensing became unprofitable to the repertoire owner, and the companies sought to repossess their tape business, Precision was in a dominating position.

There have, of course, been disappointments as well as natural highs. During the halcyon days of worldwide demand for British music in the 60s. Pye chose not to establish companies of its own in key territories, relying on catalogue deals or, in the case of America, individual artist arrangements with suitable labels. It was a profitable position to be in and. Benjamin feels, the best way of maximising opportunities, bearing in mind that Pye, unlike EMI Records was not the dominating contributor to ATV's corporate profits, "With hindsight, it could be said that if the parent company had invested more in those days, it could have rued it in today's marketplace," he observes. When the time came finally to make a drive into the American market, it was in the form of a joint-venture with GRT-Janus, a partnership not destined for longevity but which allowed Pye to establish the Precision Tapes operation, as the British end of the deal. On balance, it is likely that Pye came out with the better part of the bargain.

In recent years, Benjamin has combined the dual role of chairman of Pve now known formally as PRT and managing director of Moss Empires. It has been a period of dramatic change in the record industry, with the small independent labels developing contemporary pop acts with more efficiency than the once dominating majors. Having taken a conscious decision to pass on punk, the company concentrated its attention most successfully on UK MOR acts like Max Bygraves and Lena Martell, while maintaining its reputation as a sharp sales and distribution organisation for third-party repertoire

"We have chosen ", says Benjamin-"to try to develop talent rather than buy big names, and while we have not been as successful as we would have liked with contemporary artists, we have continued to try to operate on all levels of repertoire.

He admits to being disappointed that the proposed merger between Pye and RCA did not materialise. "The great RCA catalogue and the Pye catalogue would have formed a strong base for a new company. The logic was the plan was very good, plus the future involvement of video. The problem, in the end, was the protracted length of negotiations."

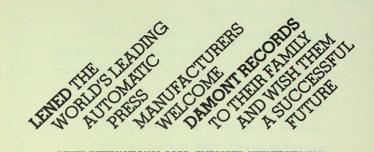
He views his departure philosphically. "Of course I am sad to end my association after all these years," he says. "But if by virtue of my concentrating on other responsibilities in the group, it gives opportunities to others, then that is for the good. We are going to have a good record business in this ountry again. It will be leaner and hungrier, and PRT will be making a significant contribution

RECORD BUSINESS October 27 1980

# TO MONTY AND THE REST OF THE TEAM AT **DAMONT** "BEST WISHES FOR YOUR CONTINUED SUCCESS" FROM **MILTON GELFAND AUDIOMATIC CORPORATION** 1290 AVENUE OF THE AMERICAS, NEW YORK, NY 10019.

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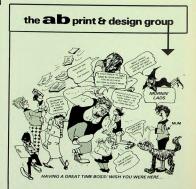


Ley Monty In retrospect, we founding fathers are usually full of crap and sentimental distoque . Ill disponse with both and cite hand facts only - Demont has the highest growth rate in the U.K. music industry bicked up by quality and dependability. Keep growin' Doby Dove Miller

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# Precision hits the big time

A FAMILIAR name from the tape market but now making a lot of noise in video, Precision Video's first batch of feature film releases and music concert videos will expand interest in the genre enormously.

WITH THE first titles from ITC's impressive movie catalogue now in the shops, Precision Video has been transformed overnight from just one of numerous video distributors into a major force in the UK software market.

Drawn from Lord Grade's ITC feature movie and TV film company, many of the Precision titles have sales potential equal to the catalogues announced recently by WEA's Warner Home Video, CIC Video and Intervision.

As already reported, they include The Muppet Movie, Porridge, Jesus of Nazareth (on four cassettes), Return Of The Pink Panther, The Boys from Brazil and To Russia With Elton and carry retail



WALTER WOYDA: "Buying one video cassette is no more expensive than a night out."

prices of between £29.95 and £39.95 with distribution via PRT.

Precision Video managing director, Walter Woyda, enthused: "Now that we've got these titles out we are finding that dealers are beginning to take really significant quantities, usually between 25 and 50 units per title. The advance orders on *The Muppet Movie* have been well over 1.000."

The metamorphosis towards Precision Video's current status in the UK video market began back in January this year when the company was officially launched, originally as a subsidiary of Pye/PRT and now, since the upheavals at PRT, a direct subsidiary of parent company ACC.

Under the direction of Walter Woyda, Precision Video steadily built up its turnover via distribution of a growing range of video catalogues – among them Derran, Mountain, IPC, Electric Picture Palace, Video View, Vampix and Video Media, which in total gave the company over 300 titles.

The continuing experience has subsequenty created a perfect launching pad for Precision/ITC's own video software catalogue with a dealer network established of over 500 video specialists and about 100 record retailers who are fully committed to video product.

However, despite the fact that Woyda has built up a respectable retail network.

he remains highly critical of the record retail trade's response to the video software market.

Woyda told Record Business: "Bearing in mind the proliferation of specialist video shops in many areas, and the interest now being shown by photographic shops and the TV rental chains, the record retail trade is going to miss out completely if it doesn't start stocking in depth very quickly."

Woyda ascribes the record retail trade's reluctance to move into video to pure economic considerations - the heavy initial investment that is required. In the meantime, Precision is being realistic by concentrating on other outlets.

With this in mind, Precision has just finalised a deal with the Thorn-EMI and Rediffusion TV rental chains for its own product to be available on a rental basis – at about 55.00 for a three-day period. It will only be available on a direct sales basis to other outlets.

Woyda commented: "Although we have done these rental deals our emphasis will very definitely be on direct sales. I firmly believe that there is a magic about owning a film on video cassette in the same way that people want records and hard-back books."

He added: "And I don't think that video cassettes are too expensive. In real terms buying one cassette is no more expensive than a night out and a lot of the movies have an enormous repeatability potential."

Looking to the future, Precision will be releasing three new titles in November - Mores, Alien Attack and Cassandra Crossing - and a further ten titles during January which will include the new movie All Quiet On The Western Front.

And on the music side, Precision plans to release various ATV music programmes in the Spring, including concerts by Sad Cale, the Average White Band, Selecter and Elike Brooks, a move that is facilitated by the current temporary agreement between ITV and the unions over release of programmes on video casette.

# Briefs

A SELECTION of top ABC feature films are released in the UK this month – among them the Dustin Hoffman/Susan George movie Stratw Dogs.

It follows the conclusion of a deal between ABC Video Enterprises and the Peterborough-based operation Guild Home Video, which is exclusively handling distribution in the UK and Eire.

The agreement covers 45 titles. They are available for both rental (£5.00 for three days) and direct sale at a retail price of £36.95.

In addition to Straw Dogs, titles include Ring of Bright Water, starring Bill Travers and Virginia McKenna, Hitchocok's Rebecca with Laurence Olivier, Spellbound, Notorious, Kotch, Suppose They Gave A War And Nobody Came and Hell In The Pacific.

# VIDEO TOP 10

	(WTND-OP, Manchester)		
1	ELECTRIC BLUE, VOL 3 World of Video 2000 EB 003	1	A
2	ELVIS - A TWO HOUR SPECTACULAR World of Video 2000 SP1	3	Ť
	BUDDY HOLLY STORY Hokushin VM-24		R
	BLACK SABBATH VCL M0068 DELINQUENT COLLEGE GIRLS VCL M0068	5	TS
5	COME PLAY WITH ME Hokustin VM-01 ELECTRIC BLUE, VOL 2	7	B
	World of Video 2000 EB 002	8	8
5	HARD CORE Intervision A.92	9	E
P	ELECTRIC BLUE, VOL 1	10	P

		HM	IV.	Oxt	lord	St
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	A MUSIC SHOW	Intervision MS1
	EAGLEHASLANDED	Precision BIPC 3009
3 THE	SOUND OF MUSIC	Magnetic Video 44,020

- 5 THE WILD GEESE Park 7800 0130 6 SATURN 3 Precision BIPC 2003 7 BUTCH CASSIDY & THE SUNDANCE KID
- 8 BLONDIE EATTO THE BEAT Brent Walker 9 ELECTRIC BLUE, VOL 3
  - ORRIDGE World of Video 2000 EB 000 Precision BIPC 2014

VHS PHILIPS

# **NEW VIDEO**

NEW TITLES AVAILABLE FOR RENTAL ONLY		BETA	GRUNDIG
CARRIE (Men Son) 98 mms Colour	by He	19504	N.A.
LAST TANGO IN PARIS Intervisionu 129 minis Colour	by the	79600	N A
HAIR (Mervision) 121 mms Calour	by the	7.950a	NA
REVENCE OF THE PINK PANTHER Untervision	dy Me	7950+	NA
99 mins Colour ROCKY (Menvision)	by the	7.95¢w	NA
121 mins Colour BOCKY II (Intervision)	by Hite	795pa	NA
SEMI-TOUGH (Intervision) 108 mins Colour	5y 186	7.950a	N A
COMING HOME (Intervision) 127 mins: Colour	by Hic	795sw	N.A.
LENNY (Intervision) 112 mos Calcul	by fills	7.95pw	NA
A BRIDGE TOD FAR Intervision 176 mas Datour	by the	7.95pw	NA
NETWORK (Mervison) 121 miles Colour	by the	7.95¢#	NA
ROLLERBALL (Intervision) 123 miles (colour	by Site	7.95pw	NA
CASABLANCE Chickwisioni	54.152	79004	NA
THE PINK PANTHER STRIKES AGAIN (Intervision) 110 mins, colour	4y 116	7.95pa	NA
FIDLER ON THE ROOF (Hervison)	by 100	79608	NA
WEST SIDE STORY (Intervision)	by the	7.950a	NA
EVERTHING YOU ALWAYS WANTED TO KNOW ABOUT SEX INTER-SOME	by life	7 95pm	NA
CHITTY CHITTY BANG BANG (Intervisori) 142 miles Colour	ty 10k	77604	N.A.
MUSIC NINA LIVE (VOL)	W2588	23.80	NA
45 millions Colour	MOKER	23 16	
NANCY WILSON (ACL) 60 mins. Colour	MAKE		NA NA
STH DIMENSION WITH DIONNE WARWICK & THE CARPENTERS VCL 60 mms Colour	M0678	23.80	NA NA
RACQUEL WELCH (VCL) 60 mills: colour			
SONNY & CHER (VCL) 60 mins (allour	M(638	33.80	NA
10CC LIVE IN CONCERT (VCL) 60 mins, colour	MO658	23.80	44
STATUS QUO - OFF THE ROAD (VCL) 30 miles Colour	M066A	19.55	NA
TOM JONES IVEL 60 mins colour	40578	23.80	NA
60 mirs Celour	A0688	23.50	NA
SAD CAFE (VCL) 60 mirs. Cabur	MOES8	23.80	NA
LOU RAWLS (VCL) E0 mins. Colour	M020B	23.80	NA
RANDY EDELMAN (VCL) 30 mms. Colour	MOZIA	19.55	N A
JAZZ FESITVAL (VCL) E0 mins. Colour	M0728	23.80	NA
BERT KAEMPFERT (VCL) 60 mins Colour	W0738	23.80	NA
GOLDEN GREATS OF THE MONKEES (VDL) 30 mms Calcut	W0754	19.55	NA
ROGER DALTREY - RIDE & ROCK HORSE (VCL) 30 mins Colour	M078A	19.55	NA
SANTANA - SOUND OF THE CENTURY (CL)	10768	23.80	NA
BOCK & BOLL REVIVAL IVCLI	M0778	23.80	NA
Congr			
SECRETS OF THE ALL BLACKS, VOL 2 (PC)	RUZ	23.99	NA
PLAY BUTTER TENNIS (IPC)	W2	19.99	
CATCHING UP IVEL	5092B	23 80	NA
60 miles Colour MUHAMMAD ALI VS ARCHIE MOORE (VCL)	\$0938	23.80	NA
60 mins Colour			

### 4A-020 on BIPC 2002

VIDEO

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# VIDEO

AT TOSHIBA's trade show last May, some degenity miniaturated (not net microsmitation and the second second

The same trend is clear in video. Within weeks, JVC is introducing an elegant portable, the HR-2200, which, claims JVC md Kurt Lowy (from whom more will be heard in a later article) "will be the smallest and lightest portable on the market. It's got all the facilities the mains machine has, yet it weighs nearly 1 lb less than the lightest now available Its matching tuner, the TU 22 is also a charger and mains unit. The HR-2200,' he adds, "uses a nickel-chrome battery which has three times the life, and also, I think, five times quicker charging time." Studying the portable's glossierthan-glossy brochure, one reads that "now. . . the age of true 'in-hand' video has arrived." It claims that the "New Portable is fully comparable to any deck-type recorder with it playback facility. That is, in the comfort of one's living room, its variable-speed playback capability will freeze the image on the screen, slow down the speed. . view the picture frame by frame." It's "incomparably small in size" - 28.8 x 10.3 x 26.7 cm, and weighs only 5.2 kg. Shuttle search, remote control unit, and all the optional accessories you could possibly dream of come with this new small marvel. Compare the dimensions of the Philips 2020, which are 540 x 365 x 152cm and its weight, all of 17.5 kg (admittedly, this goes with an extremely sturdy machine) and consider that these two very different animals have been launched within, at most, four months of each other.

This is not to disparage the Philips at all, or to overpraise the JVC, but simply to emphasise that size and weight are increasingly going to be factors manufacturers cannot afford to ignore, and buyers will take seriously when they choose a video. Sony's Trinicon camera. for instance, is beautifully light and small, as delectable to handle as a Pentax camera (another field where, apart from professional usage, size has continuously come down and flexibility of equipment and film endlessly improved, a revolution started by the Leica) and the Trinicon also produces pictures of superlative colour quality. Thus, these days, small isn't just convenient, it delivers the goods as well.

A clear sign of the times about videotape comes from Intervision, whose new United Artisst titles arised, to be copied from Umarice, but from one-inch broadcast-quality film. The statement by Son's David Hamid (this column. September 1) that "while column. September 1) that "while are 110 percent commitsed, and we are 110 percent commitsed in the acts, who ask "is the end of the '/son's query book and?" Not for a couple of years at least, they reckon, but see several portents to indicate that V\_sinch.



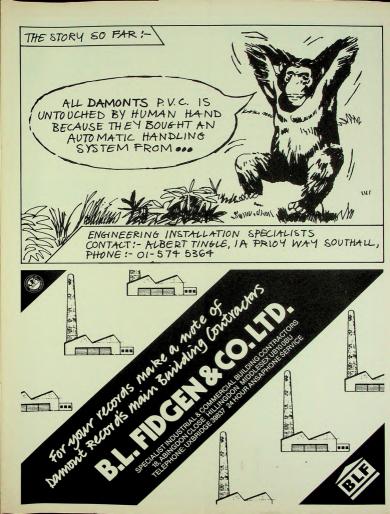
may not continue its dominance of the video consumer market much longer than that. "Scoff if you will, but recall how ½-inch was scoffed at by ¼-inch buffs just four years ago." Then then instruct

They then instance Sony's 'Video Movie' system, whose prototype has attracted - deservedly - a great deal of attention. It's a one piece single chip CCD colour camera/VCR combination that weighs only about 4.4 lb. uses 8 mm tape. Sony Chairman Akio Morita is quoted as saying that Sony does not want "confusion in the future", which is a Japanese way of emphasising that he would like to see standardisation. Sony, while stressing that it is not locked into this system, is in touch with other video manufacturers - and major photographic companies - to try and establish a single standard system, so that Video Movie won't just be one among a horde of inccompatible formats. Standard is beautiful, too. The Video Movie system records a 20 minute tape, which you can then edit in the companion Home Editor. The ultrasmall cassette - it looks bulkier but not that much larger than an audio cassettewill only cost, in the States, around \$10. The battery will give 40 minutes of recording time, and the camera has 3-1 zoom. Hoped for cost is under \$1000.

As for 1/4-inch tape, Funai will be bringing out a 1/4-inch model in the U.S. anytime now under the Technicolor brand name. Initial shipments will go to some 100 dealers in about 30 markets. This machine weighs only 7 lbs, and an \$8.95 cassette (also sized like an audio cassette, small enough to put six in a cassette box) will play 30 minutes. Conventional cameras have to be used at the moment, but Funai is said to be working on an "evoluntionary" small camera - as well as a one piece camera VCR, which would be incompatible with Sony's Video Movie. Funai hopes, too, in the new year, to market a combination VCR/TV set, with a 7-inch screen, and expects to have a 60 minute tape on sale in 1981

Remember Toshiba's LVR, Vaidel system, the one that runs at enormous speed and changes tracks every 24-0 sconds's Brillmain feed, areadio picture quality, when last observed. But apparently the picture is better now. the system has not (yet) died the death, and the base of the system has not (yet) died the death, and the base of the system has not (yet) and the base of the system has not (yet) and the base of the system has not (yet) and the base of the system has not two shows at the same time. The other two shows at the same time, the characterist markets in [98], Implication, does this mean two si-inter tracks?

Further implication: if the omens mean anything, big efforts are going to be made any the make V-inch the pace shoron Mount Everest was technical the shoron shrink the world: but how incredbly shrinking, too, are the instruments of communication.



THE SINGLES CHARTI - 60 Martin - 60 Martin

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 0.31 + 100 sets determined by the sales tating  $\pm$  5% of the unplay rating 300 shops report weakly sales, average reporting time being Thursday noon.





_	-	-	-			_		-
This Week	Last	Wks	en	V	TITLE/ARTIST		Label/Cat. No.	D Dealer Use
* 1	4	5		99	WOMAN IN LOVE BARBRA STREISAND		CBS 8966	С
- 2		8			D.I.S.C.O. OTTAWAN	0	CARRERE CAR 161(T)	w
	2	6			DON'T STAND SO CLOSE TO ME POLICE		A&M AMS 7564	C
* 4		4			WHAT YOU'RE PROPOSING STATUS QUO		VERTIGO QUO 3	F
5	3	7			BAGGY TROUSERS MADNESS	0	STIFF BUY 84	C
6		8			IF YOU'RE LOOKIN' FOR A WAY OUT ODYSSEY		RCA (12)5	B
* 7	10	5			WHEN YOU ASK ABOUT LOVE MATCHBOX		MAGNET MAG 191	A
* 8	12	5	36	67	ENOLA GAY ORCHESTRAL MANOEUVRES IN THE DARK		DINDISC DIN 22(12)	c
9	7	4	30	34	ET LES OISEAUX CHANTAIENT (AND THE BIRDS SING) SWEET PEOPLE		POLYDOR POSP 179	F
* 10	14	9	28	70	GOTTA PULL MYSELF TOGETHER NOLANS		EPIC EPC 8878	C
* 11	32	6	28	48	SPECIAL BREW BAD MANNERS		MAGNET MAG(P) 180	A
12	8	7	24	34	MASTERBLASTER (JAMMIN') STEVIE WONDER	0	MOTOWN (12)TMG 1204	E
* 13	23	4	24	77	LOVE X LOVE GEORGE BENSON		WARNERS K17699 (LV 41)	W
* 14	28	3	24	22	DOG EAT DOG ADAM & THE ANTS	_	CBS 9039	C
* 15	19	6	20	100	ALL OUT OF LOVE AIR SUPPLY		ARISTA ARIST 362	F
16	15	5	20	55	CASANOVA COFFEE		DE-LITE MER(X) 38	F
17	9	6	19	43	MY OLD PIANO DIANA ROSS	0	MOTOWN TMG 1202	E
18	11	7	19	60	AMIGO BLACK SLATE		ENSIGN ENY 42(12)	F
19	17	7	18	52	YOU'RE LYING LINX		CHRYSALIS CHS (12)2461	F
* 20	33	6	14	50	WHY DO LOVERS BREAK EACH OTHERS' HEARTS? SHOWADDYWADDY		ARISTA ARIST 359	F
21	13	5	14	31	KILLER ON THE LOOSE THIN LIZZY		VERTIGO LIZZY 7(7)	F
22	22	5	14	84	ARMY DREAMERS KATE BUSH		EMI 5106	E
23	18	9	13	25	SEARCHING CHANGE		WEA K79156(T)	W
24	25	7	13	79	WHAT'S IN A KISS GILBERT O'SULLIVAN		CBS 8929	С
25	20	7	12	52	THREE LITTLE BIRDS BOB MARLEY & THE WAILERS		ISLAND (12)WIP 6641	E
* 26	39	4	12	53	I NEED YOUR LOVIN' TEENA MARIE		MOTOWN (12)TMG 1203	E
* 27	30	3	12	49	TOWERS OF LONDON XTC		VIRGIN VS 381	С
* 28	63	2	12	52	SUDDENLY OLIVIA NEWTON-JOHN & CLIFF RICHARD		JET 7002	С
29	21	12	11	13	ONE DAY I'LL FLY AWAY RANDY CRAWFORD	0	WARNER BROS K17680(T)	W
30	36	5	10	56	LET ME TALK EARTH WIND & FIRE		CBS (12) 8982	С
* 31	-	1	9	42	ONE MAN WOMAN SHEENA EASTON		EMI 5114	E
32	26	5	10	68	SHE'S SO COLD ROLLING STONES		ROLLING STONES RSR 106	E
33	16	5	9	41	TROUBLE GILLAN		VIRGIN VS 377	С
34	34 43	6	9	36	PARTY LIGHTS GAP BAND		MERCURY MER(X) 37	F
★ 35 ★ 36	43	3	8	60 42	DON'T SAY I TOLD YOU SO TOURISTS LOVING JUST FOR FUN KELLY MARIE		RCA TOUR 2	R
* 37	79	2	9	29	NEVER KNEW LOVE LIKE THIS BEFORE STEPHANIE MILLS		CALIBRE PLUS PLUS(L) 4	A
* 38	66	2	9	36	LOVELY ONE JACKSONS		20TH CENTURY TC(D) 2460	R
39	40	3	9	25	GOODBYE CIVILIAN SKIDS		EPIC EPC 9302	С
* 40	71	2	7	52	LONDON TOWN LIGHT OF THE WORLD		VIRGIN VS 373	C
* 41	48	3	8	14	SLADE ALIVE AT READING (EP) SLADE		ENSIGN ENY 43(12)	B
42	24	6	8	19	STEREOTYPE SPECIALS		CHEAPSKATE CHEAP 5	F
* 43	76	2	7	39	GIVE ME AN INCH HAZEL O'CONNOR		2 TONE CHS TT 13 A&M AMS 7569	C
* 44	-	1	7	27	CAN'T FAKE THE FEELING GERALDINE HUNT		CH. FIZZ 501 (FIZY 5001)	C
* 45	-	1	7	11	PARTY IN PARIS UK SUBS		GEM GEMS 42	R
46	46	3	7	10	GENTLEMEN TAKE POLAROIDS JAPAN		VIRGIN VS 379	C
* 47	-	1	6	30	DREAM A LIE UB40		GRADUATE (12)GRAD 10	M
48	27	8	7	8	ANOTHER ONE BITES THE DUST QUEEN		EMI 5102	E
* 49	67	2	7	22	IN MY STREET CHORDS		POLYDOR POSP 185	F
50	45	4	6	33	WHOSE PROBLEM MOTELS		CAPITOL CL 16162	E
* 51	80	2	7	1	I COULD BE SO GOOD FOR YOU DENNIS WATERMAN		EMI 5009	E
52	49	5	6		PASSING STRANGERS ULTRAVOX	-	CHRYSALIS CHS 2457	F
53	29	14	7		FEELS LIKE I'M IN LOVE KELLY MARIE	•	CALIBRE PLUS PLUS(L) 1	A
54	53	3	5		DANCING WITH MYSELF GEN X		CHRYSALIS CHS (12)2444	F
55	37	3	6		1-2-3 PROFESSIONALS		VIRGIN VS 376	C
56	42	6	6		WHEN I DREAM TEARDROP EXPLODES		MERCURY TEAR 1	F
57	52	3	6		ATMOSPHERE JOY DIVISION		FACTORY FACUS 2 LIK	Р
58	35	10	5		I OWE YOU ONE SHALAMAR		SOLAR SO (12)11	R
59	59	3	6		THE BREAKS KURTIS BLOW		MERCURY BLOW 8(12)	F
60	44	6	5	36	THE WANDERER DONNA SUMMER	No.	WARNER/GEFFEN K79180	W

\*\*\*\* \*\* \*\*\*

# Ones To Watch

101 MAGIC NIGHT VILLAGE PEOPLE IMERCURY

101 MAGIC NIGHT VILLAGE PEOPLE IMERICUHT MERCI 30) 102 SOME ARE BORN JON ANDERSON (ATLANTICK 1161) 103 JUBILATION JEFF WAYNE (EPIC EPC 8941) 104 BABY RIDE EASY CARLENE CARTER (F-BEAT XX 8) 105 TRAVEL SIMPLE MINDS (ARISTA ARIST

372) 106 ACE OF SPADES MOTORHEAD (BRONZE BRO 106)

BRO 106) 107 INTO THE LENS YES (ATLANTIC K11622) 108 (JUST LIKE) STARTING OVER JOHN LENNON (WARNER/GEFFEN K79186) 199 CELEBRATION KOOL & THE GANG (DE-LITE

100 CELEBRATION XOC, A THE GANG DE UTE KOCI 1010 ROBER (UNITED ARTSTS UP 638) 111 NO YOURSEL ANOTHER HOL BLUES 112 35 CHIC ATACHTER TO CHILLES 112 36 CHIC ATACHTER (151 (77)) 113 SHOOTING CALLINY 114 BHANING THE MONT TO GETHER OR HOCO (CATTOL C. (1971) 116 MA AIDDLE DOCLING (GTO GT 283) 116 MA MIDDLE DOCLING (GTO GT 283) 110 DOCLING WITH BLUY DUL (EBS

9031) 118 I NEVER GO OUT IN THE RAIN HIGH SOCIETY (EAGLE ERS 002) 119 ELSTREE BUGGLES IISLAND WIP 6624)

120 A DAY WITHOUT ME U2 (ISLAND WIF

# Singles Business

STREISAND DOMINATES the chart this week (her first No. 1 and the fifth penned by a Gibb), despite severe stock shortages for some unlucky dealers. Watch Blondie move this week, and Geraldine Hunt (chartbuster at 44) live up to her promise with a big Top 20 crossover.

DJM have their promised three disco hits up and running this week (44, 61 and 83), and Champagne may score a hat-trick with 'You And Me' from top Dutch band Spargo, a big Eurohit, See the New Singles lists for details

Pic discs are aiding strong moves by Bad Manners and Dollar. A Skids pic disc is doing the rounds, but has the same VS 373 number as the normal version and can't be ordered specifically. 12-inch boosts have quietly appeared for Earth Wind & Fire (with a 12, not a 13 CBS prefix) and the unstoppable Orchestral Manoeuvres.

Big cult sales in prospect for Spandau Ballet, self-styled as London's most-fashionable band, who have finally entered the recording scene after years of select gigs with 7- and 12-inchers on a disc bearing the logos of Chrysalis and their own Reformation label. The south's well-dressed young trendies are the market here. Of wider appeal is Chas Jankel's interesting 'Ai No Corrida', held in high esteem at A&M and picking up good early sales and airplay. The title is taken from an erotic Japanese film. Jankel, of course, was Ian Dury's collaborator.

Watch those B-sides: with the irrepressible 'Oops Upside Your Head' now backing up the Gap Band's 'Party Lights' to keep sales moving, dealers with any old stock of Gladys Knight's last 12-inch 'Landlod' (CBS 12 8542) will find the newie 'Bourgie Bourgie on the flip.

First fruit of Dr Hook's Phonogram deal shows this week ('Girls Can Get It', MER 51), bringing it into a straight fight with EMI's reissued 'Sharing The Night Together'.

THE	SINGLES	CHART	61-100
This Last Wks on Sales A	THEY THE CANTER		Desler

This Week	Last Week	Wks on Chart	Sales	Airplay	TITLE/ARTIST		Label/Cat. No.	D Deale
* 61	69	3	5	21	FALCON RAH BAND		DJM DJS 10954(DJR 18014)	C
62	31	13	6	4	I GOT YOU SPLIT ENZ		A&M AMS 7546	C
* 63	-	1	5	15	INHERIT THE WIND WILTON FELDER		MCAITI 646	C
* 64	100	2	5	1	THIGHS HIGH (GRIP YOUR HIPS AND MOVE) TOM BROWNE		ARISTA ARIST (12)367	F
65	38	10	5	5	IT'S ONLY LOVE ELVIS PRESLEY	0	BCA 4	B
66	41	12	5	2	PARANOID BLACK SABBATH		NEMS BSS 101	S
67	57	3	3	42	WITHOUT YOUR LOVE ROGER DALTREY		POLYDOR POSP 181	F
* 68	-	1	4	4	WE ARE THE FIRM COCKNEY REJECTS		ZONOPHONE Z10	E
69	64	4	3	32	SAILING CHRISTOPHER CROSS		WARNER BROS K17695	w
70	47	4	4	12	THE HISTORY OF THE WORLD PART 2 DAMNED		CHISWICK (12)CHIS 135	F
71	55	4	2	52	TAKE THE LONG WAY HOME (LIVE) SUPERTRAMP		A&M AMS 7550	C
* 72	-	1	3	25	TAKIN' A CHANCE ON YOU DOLLAR		WEA K 18353(P)	w
73	50	8	4	8	JOHNNY AND MARY ROBERT PALMER		ISLAND (12)WIP 6638	E
74	51	12	4	2	EIGHTH DAY HAZEL O'CONNOR	0	A&M AMS 7553	C
k 75	-	1	4		KILL THE POOR DEAD KENNEDYS		CHERRY RED CHERRY 16	M
76	73	3	4	4	THE PUPPET ECHO & THE BUNNYMEN		KOROVA KOW 11	W
k 77	-	1	4		I LIKE (WHAT YOU'RE DOING TO ME) YOUNG AND CO.		EXCALIBER EXCIL) 501	4
t 78	97	2	3	9	SUN OF JAMAICA GOOMBAY DANCE BAND		EPIC EPC 9057	C
79	54	12	3	3	MODERN GIRL SHEENA EASTON	0	EMI 5042	E
80	72	6	3	19	ARRIVAL MIKE OLDFIELD		VIRGIN VS 374	C
k 81	-	-	3	1	NEW LIVE & RARE VOL 3 (EP) DEEP PURPLE		HARVEST SHEP 101	E
82	61	7	3	3	BE THANKFUL FOR WHAT YOU'VE GOT WILLIAM DE VAUGHN		(12)EMI 5101	E
k 83	-	1	3	4	HUNT UP WIND HIROSHI FUKUMURA		CH EIZZ 502 (EIZY 5002)	C
* 84	-	1	2	33	AM I NORMAL? EYE TO EYE		AUTOMATIC K 17688	w
85	86	3	3		REQUIEM KILLING JOKE		MAL DAMAGE EGMDIXI 1.00	N
86	88		3	7	NIGHT CRUISER DECOATO		WARNER BROS K 17696(T)	W
87	-	1	3	3	FASHION DAVID BOWIE		RCA BOWITH 7	8
R 88		1	2	42	FLIGHT 19 B & BORFRISON		ASYLUM K12482	w
89		12	3	2	MARIE, MARIE SHAKIN STEVENS		EPIC EPC 8725	C
¥ 90	-	1	3		COULDN'T GET IT RIGHT UFO		CHRYSALIS CHS 2454	F
91		15	2	5	IT'S STILL ROCK AND ROLL TO ME BILLY JOEL		CBS 8753	c
92	-	1	1	43	LIES (THROUGH THE '80S) MANERED MANN'S FARTH BAND		BRONZE BRO 103	E
93		1	2	6	MIDNIGHT COWBOY SOUNDTRACK		UNITED ARTIST UP 634	E
94	94	3	2	8	BOCK HARD SUZI QUATRO		DREAMLAND DLSP 6	F
95	82	7	2	14	LA-DI-DA SAD CAFE		RCA SAD 5	R
96		2	2	24	MAD AT YOU JOE JACKSON		A&M AMS 7563	C
97	95	2	2	-	LUKE CHINESE MONTY PYTHON		CHARISMA CB 374	F
98	87	18	2		HOLIDAY IN CAMBODIA DEAD KENNEDYS		CHERRY RED CHERRY 13	M
99		1	2	4	WHEN THE LIGHTHOUSE SHINES ACROSS THE BAY CONBAD VEIDT		EMI POP 2021	F
	-		2	12	ONE IN A MILLION YOU LARRY GRAHAM		WARNER BROS K17685(T)	W

INDEX A-Z Guide to PRODUCER (PUBLISHER) Chart Position

1-2-3 PALL COOK/STEVE JONES (WARNER

1-3-3 PAUL COOK/STEVE JONES WARKER BIDDI 66 ALL OUT OF LOVE DOIE POINTER RIVALRISM/ AUSTAN 18 AMI INGUMAL 7 BETT DAVES/EVET OF THE AMOTHER ONE BITTE FINE OWER OLDER AMOTHER ONE BITTE FINE OWER OLDER DOIES AMOTHER ONE BITTE FINE OWER OLDER DOI AMOTHER ONE BITTE FINE OWER OLDER DOI AMOTHER ONE BITTE FINE OWER OLDER DO AMOTHER ONE BITTE FINE OWER OLDER DO AMOTHER OWER OWER OWER OLDER DO AMOTHER OWER OWER OWER OLDER DO

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B T LES OISEAUX CHANTAIENT (AND THE BIRDS SING) STAAY IGATORI 9 ALCON RICHARD HEWSON IDICK JAMESI 61 ASHON TORY VISCONTI ISEWLAY BROS/ FLEUR 87

\* Bullet

- New Entry
- Platinum Disc I million sales (BPI centified)
- · Gold Disc
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THIS ONE T LOVE AND ROLL TO ME PHIL RAMONE (A/REL) 31 JOHNNY AND MARY ROBERT PALMER ISUNCALOW/ISLAND 73

JOHNNY AND MARY ROBERT PALMER BUINGLOW ISLAND 73 RUL THE POOR NOT LISTED (VRGN) 75 RULER ON THE COSE THAN USLY (AT WOOLKN IGHAPPELL 21 LA OLGA BUES STWART GAMT ANNESI 95 LIST ME FALK MARKEE WHITE BOODGR/ COPYRIGHT CONTROL 31 LIST (THROUGH THE 'BOOM MARKED MANN MOT LISTED 22

\* Sales or Airplay Index less than 0.5

SEARCHING JACOUES FRED PETRUS INVARIANT BROSI 23 SHI'S BO COLD THE GUINNER TWINS (EMI 32 SLADE ALIVE AT READING IEP) MIXED BY SLADE MARKE FORMSON BURLINGTON/ CHAPPELL/WHILD JOHN/LEEDSI 41 NG JACOUES FRED PETRUS (M

- D Distributor Code details: see New Singles
- () Brackets as part of a catalogue r sicates 12-inch availability, eg: CAB(L)

503 indicates: CAB 503 = 7-inch single CABL 503 = 12-inch single

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SPECIAL BERW NOCIEL LOMAS (MARCHT) 11 STENDETTYE JAHPYE CAMMERS (DAVE) JORDAN PLANGENT VISIONSI 42 SUN 05 JAMANCE J PETRESENI 16 CLINTON SUN 05 JAMANCE J PETRESENI 16 CLINTON TARE THE LONG WAY HOME LUVEJ PETRE HENDERIGON INSISLI FORF (MORODI 11 TAREN A CHANCE ON YOU CREG VIALSH) DOLLAR JOCCAL AREMACEA VIALMENE

NAME REPORTS

20 20 MUTHOUT YOUR LOVE JEFF WAYNE IGH. MUSICI 07 WOMAN IN LOVE BARRY GBB/ALDHY GALUT KARR, RICHARDSON IRSOCHAPFELLI 1 YOU'RE LYING BOB CARTER/DAVID GRANT/ PETER MARTIN (SOLD/AVES/ MARTIN-COLITER) 19

ALL RECORD Business charts and listings are ALC HECOHO Bookiness thans and insings are compiled by RB's own research departments and are used by newspapers and broadcasters throughout the UK including Radios Capital and Luxembourg. ITV. Daily Star, Sounds. Smash Hits, Black Echoes and London's Evening News. All enquiries to the research director

(01.836 9311)

# FEATURE

# The sound of Africa – coming to you on a new label with big ambitions

LAGOS INTERNATIONAL Records is the first wholly-owned major African label to be formed outside the continent. Based in London, it aims to sell African-rooted music in Britain, besides providing a new and better outlet for British labels selling in

Nigeria. AFRICAN MUSIC has not made much of an impression in Britain so far. Apart from being evident in the music of one-off successes like Osibisa, black African influences have only manifested very indirectly – via the jazzier end of soul, for instance.

Now a new label is being launched in Britain which aims to promote these musical sounds. Lagos International Records, the label in question, is the first major record company to be wholly owned in Nigeria but formed outside Africa.

Its parent company is the big Nigerian conglomerate. The Punch Organisation, which owns newspapers and manufactures a variety of consumer goods, besides running the Skylark record label and distributing discs. The purpose of Lagos International Records will in fact be twofold.

The handling of licensing, pressing and distribution in Nigeria has, in recent years, left much to be desired. LIR aims to offer British labels a reliable pressing and distribution service there. The existence of a London office should facilitate business and make it easier to check on previously contenious subjects such as royalty payments.

But a major part of the company's aim is to establish a serious presence in the UK market, either with African acts or with musicians who in some way use African roots in their music.

Keni St. George is the man running the A&R function in Britain. He is also overall UK label manager. A professional musician who has played in bands like Ozo and Dalai Lama, his job is to create for Lagos International Records a real label identity which will use African musica as base but not restrict the bands signed from creating upon that original feel.

His own influences take in Pink Floyd and Tangerine Dream – music for the mind. This aspect of music will be important to him when looking for new talent. "There are no barriers", he says. "I would sign a good act."

The first two acts on LIR are Hammatan and Nature

Hammatan's first single is a 12-incher in a sexy picture sleeve titled 'Nite Of Bliss'. It has a marked lilting reggae feel. An album *The Chameleon*, is due soon. Nature is the other group, an all-girl, Jamaican three-piece outfit with a more definite African feel to its music. The LIR label was conceived jointly between Keni St. George and the head



of the Punch Organisation Chief Olu Aboderin.

Running of the record operation is being left to St. George and Ricky Hopper, who is in charge of sales and marketing. A big part of the operation, says St. George, is the attempt to sall LIR to the Third World countries. These will constitute a major part of the possible market. Fortunately, he emphasizes, Punch International has the enable sale of the same same same same velopment of LIR in what is after all a velopment of LIR in what is after all a relatively untried musical area.

The promotion campaign for LIR

HAMMATAN, FIRST signing in Britain to Lagos International.

kicks off on October 27 with extensive advertising in the music preses. There is also a competition for dealers which can be entered by ordering a box of Hammatan's The Chameleon album, and this will be followed in November by a competition for DJs with £1,500 worth of disco equipment as prizes. Details of this will be appearing in due course in the national press.

Spartan is being used for distribution of Lagos International.

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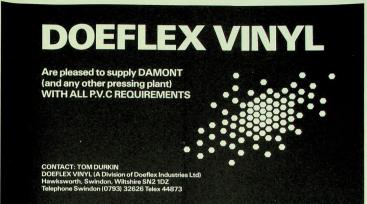
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THE PEOPLE who run LIR. Ricky Hopper, sales & marketing director, Chief Olu Aboderin, chairman of the Punch Organisation of Nigeria, Gioria Dale, head of promotions and publicity, and Keni St. George, label manager and a&r head. Peter Hazell-Smith has also been taken on to handle press enquirés.

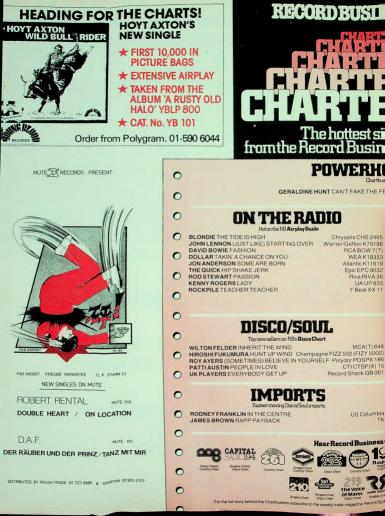


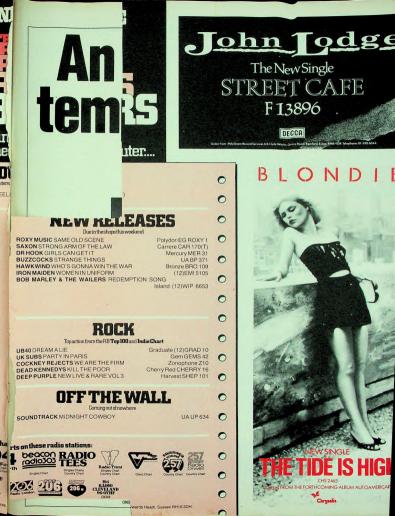


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oming TV-advertised albums. A dealer prices except K-tel (rrp)

NATIONAL: All Regions STREET LEVEL Various (Now, 2 weeks) (3.36 3.70) COUNTRY LEGENOS Various (29th 4 weeks) (3.36.3.701 0000 (4C)RTL 2050

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ITTLE MISS DYNAMITE Brenda Lee (Now, 1 week) (3.25<sup>1</sup>/2 3 45) Warwick WW(4) 5083 GOLD Three Degrees (Now, 2 weeks) (4 99 4 99) K-tel (ZC) 3D2

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### GRAMPIAN

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### GRANADA

LITTLE MISS DYNAMITE Brenda Lee (Nov. 1 weeks) (3.25): 3.5) Warweck WW(4): 5083 THE VERY BEST OF Enor John (Nov. 2 weeks) (3.25): 5.25) Warweck WW(4): 5083 (Nov. 2 weeks) (3.25): 5.25) Warweck WU(4): 6083 MAKING WW/45; Notani Maki

 
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ULSTER LITTLE MISS DYNAMITE Brenda Lee

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 (Now, 1 avec) (1257; 3:45)

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Last Was 3 10 YOU'RELYING LIND \*1 1 5 CASANOVA COFFEE De-Lite MEBIX138 E 126 665 Carroto CAR 1611TI W 124 4 4 LOVE X LOVE GEORGE BENSON Warney Bros K17699/LV 411 W 116 3 LONDON TOWN LIGHT OF THE WORLD \*5 12 3 LONDON TOWN COUNT CONNECTION AND A STREET AND A STREET YOUR LOVING TEENA MARIE Molown (12) TMG 1203 E 110 +5 6 7 AMIGO BLACK SLATE 34 9 CAN TEAKE GEBALDINE HUNT THE FIZZ SOLUEIZY SOOTL C 14 3 THIGHS HIGH TOMBROWNE 7 7 IF YOU'RE LOOKING FOR A WAY OUT ODYSSE' RCA (12)5 R Slow 27 2 NEVER KNEW LOVE STEPHANIE MILLS Century TC(D) 2460 8 114 17 4 FALCONRAHBAND DJM DJS 10954 (DJR 18014) C 120 14 15 4 NIGHT CRUISER DEODATO Warner Bros K17697(T) W 114 8 13 SEARCHIN CHANGE WEAK79156(T) W 125 621 16 5 7 MASTERBLASTER STEVIE WONDER Motown (12)TMG 1204 E 132 2 GROOVE-ON WILLIE BEAVER HALE +17 \*18 1 HUNT UP WIND HIROSHI FUKUMURA FIZZ 502 (FIZY 5002) CBS 8982 C 112 5 LET ME TALK EARTH WIND & FIRE 30 19 LUKE WHAT YOU'RE DOING YOUNG & C 9 6 MY OLD PIANO DIANA BOSS Motown (12) TMG 1202 F 119 265 21 4 LOVELY ONE JACKSONS EDICEPC 9302 C 122 3 JUST & GROOVE GLEN ADAMS AFFAIR 10 10 LOWE YOU ONE SHALAMAR Solar SO(12) 11 R 114 669 Mercury BLOW 8(12) F 115 79% MCAIT1646 C 116 65% 20 5 THE BREAKS KURTISBLOW 25 2 INHERIT THE WIND WILTON FELDER Island WIP 6641 E Reg. N.A. 18 6 THREELITTLE BIRDS BOR MARIEY 16 10 ONE DAY I'LL FLY AWAY BANDY CRA Warner Bros K17680(T) W Slow 55% 29 26 5 EVERYBODY GET OFE DAYBREAK (Prelude PRLD 602) Imp 115 100% 41 2 FUCHI (FREE SPIRITS) JAZZ SLUTS EpcEPC (13)8974 C 31 37 3 GET DOWN GET DOWN MELODY STEWAR (Roy 8 RBDS 2512) Imp 122 1001 32 10 LOVEDON'T MAKE IT ASHFORD & SIMPSON armer Bros K17679(T) W 110 781 +33 57 2 ALL NIGHTLONG CLOUD Flashback FLASH 001 FL Flamingo FM (12)7 R 118 35 24 3 WIDE RECEIVER MICHAEL HENDERSON Buddah BDS(L) 494 A 125 87% 7 BETHANKFUL WILLLIAM DEVAUGHN (12)EMISTOT E 108 37 31 4 DOUBLE DUTCH FRANKIE SMITH (Fantasy 4W8 5351) Imp 118 1005 38 25 3 ONE IN A MILLION LARRY GRAHAM Warner Bros K12685(T) W Slow 76% \*39 (USColumbia 1-11371) Imp 110 N.A. 1 IN THE CENTRE ROONEY FRANKLIN \*40 1 (COMETIMES) BELIEVE IN YOURSELE DOY AVED Polydor POSPX 185 S 100 100% \*41 1 LOVE JUST FOR FUNKELLY MARIE Calbre Plus PLUS(L) 4 A De-LoeKOOL 10(12) F 122 123 2 CELEBRATION KOOL & THE GAI 43 29 8 ANOTHER ONE BITES THE DUST QUEEN EMI5102 E 110 NA \*44 1 RAP PAYBACK JAMES BROWN 45 35 5 GIVE ME THE SUNSHINE LEO'S SUNSHIPP vine Red REDC 3 R 95 100% 4 YOUR LOVE IS A LIFESAVER GAYLE ADAM Epic EPC (13)8987 C CTICTSP(X) 15 F \*47 1 PEOPLE IN LOVE PATTIAUSTIN 3 FOR YOUR LOVE IDRIS MUHAMMAD Fanlasy FTCT 191 8 109 1001 49 55 5 PARISIENNE GIRL INCOGNITO FOUDDENY 44(12) E 50 46 11 IHEARDIT MCFADDEN & WHITEHEAD TSOP (13)8964 C 119 785 7 HOUSE PARTY ERED WESLEY BSO Curtom BSO(X) 67 E 104 605 52 1 EVERYBODY GET UP UK PLAYERS GB 001 85 53 44 2 ISTILL LOVE YOU MOUZON SELECTRIC BAND 100% 54 42 9 TAKEIT TO THE LIMIT NORMAN CONNORS 895 55 52 3 LET'S GET FUNKY TONIGHT EVELYN KING (RCAPB 12075) imp 122 80% 2 MAGIC NIGHT VILLAGE PEOPLE 2 HOW LONG LIPPS INC Casablanca CAN(L) 212 A 30% 58 38 6 THE WANDERER DONNA SUMMER Warner Geffen K79180 W 137 2 ULTIMATE MASTERPIECE RUSLATEST ARR (VR SB 1001D) In 50 1 STEPINTO MY LIFE REALITY BAND Record Shack GALD 004 RS 1005

### See New Singles page for Distributor Code details

INHERIT THE WIND Wilton Feld TRIUMPH Jacksons VICTORY Narada Michael Wald CELEBRATE Kool & The Gang GIVE ME THE NIGHT George Fasson

THE GLOW OF LOVE Change NIGHT CRUISER Deodato

IAM WOMAN Various T.P. Teddy Pendergrass LOVE APPROACH Tom Browne ABOUT LOVE

George Benson NOW WE MAY BEGIN

Gladys Knight & The Pips

18 19 20

### **UK DISCO LPS** IMPORT LPS colate City MCA Warner Bros Warner Bros WEA Warner Bros Elektra Twennynine With Lenny Whi 8 6 AT PEACE WITH WOMAN Philin Jones Girls 9 11 SEAWIND Seawind 10 --- UTOPIA PARKWAY Mike Man 11 12 LA TOYA JACKSON La Toya Jackson 12 13 LAND OF THE THIRD EYE DIANA Diana Ross IRONS IN THE FIRE Teena Mane UPRISING Both Marley & The Walters GAP BAND II Gap Band IAM WOMAN Vandus Vang Polydor Arista GRP 13 15 BEAVER FEVER Willie Beave 14 8 SLIPPIN' AND DIPPIN' Collect RSO Curtom CBS HERE TO CREATE MUSIC Warner Bros Ashford & Simpson Warner B OFF THE WALL Michael Jackson B ROUTES Ramsey Lewis O MOTOWN'S 20TH ANNIVERSARY ALBUM UNT UP WIND H HUNT UP WIND Hiroshi COMING OUT Alfonzo S BODY BAIT Symba



RECORDBUSIN

SERALDINE HUNT CAN'T FAKE THE FEEL

# British indie label 12-inchers are

also regaining strength, with Clouds' 'All Night Long' from the West Country's Flashback Records knocking on the door of the top 30, and the discs from the UK Players and Reality Band steaming in in its wake. Both of these emanate from London's Record Shack; the latter is a remix of a 12-incher which was around briefly on white label a few weeks back, while the Players' disc (a double A-side with 'Rivers') is one of the strongest funk dance outings to emerge for a while, and would seem a cert to be grabbed by a major label.

Startling action again at the top of both album charts, with Wilton Felder, Narada Michael Walden and Kool & The Gang all crossing from big import sales to even bigger movement on domestic sales, while Cameo's Feel Me and Spyro Gyra's Carnaval - both new into import shops this week crash in to replace the departed aforementioned trio at the top of the imports listing.

Other notable new import albums include Bohannon's One Step Ahead (Phase 2); People's Choice by the band of the same name (Casablanca); and Night Song by Ahmad Jamal (Motown). Mike Mandel's Utopia Parkway (Vanguard) and Twennynine With Lenny White (Elektra), both mentioned here last week, have now both made their presence strongly felt on the chart.

Several 7-inch import singles also seem to be getting some initial reaction, among them Sadao Watanabe's 'No Problem' (US Columbia); 'Just Holdin' On' by Ernie Watts (Elektra); 'Look Up' by Patrice Rushen (Elektra); Linda Clifford's 'Shoot Your Best Shot' (RSO/Curtom); and 'I Wanna Be With You' by Coffee (De-Lite). On 12-inch, Dynasty's 'Do Me Right' (Solar); and 'Billy Who' from Billy Frazier And Friends (Biljuma) both look promising, sales-wise

BARRY LAZELL SCO Chart

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9 9 WHAT'S IN A KISS GILBERT O'SULLIVAN				A C A	A		A	A A A B	1	A	A	A C			A	A	A	A	* E	A			T 7002	C	61	RADIO 2
10 12 SUDDENLY OLIVIA NEWTON-JOHN & CLIFF RICHARD 11 12 DON'T SAY I TOLD YOU SO TOURISTS	A		A	4			A	AB	В		A	B	11	A	A	A	A	B	A / A	A A	-		OUR 2		60	A Heavy play B Medium play C Occas onal play
11 12 DON'T SAY I TOLD YOU SO TOURISTS 12 11 IF YOU'RE LOOKIN' FOR A WAY OUT ODYSSEY	В	С		A A	A 7	A	A	AA		A	A	A	A	A /	A	A	C	A	A A	A			CA 5	RW	59 58	LUXEMBOURG
13 14 D.I.S.C.O. OTTAWAN	A	-	B	1		A		AA	A	A	A	A	A .	A 1/	A	A	A	+	4	A			AR 161 HS 2465		57	A A List B B List C C List
14 THE TIDE IS HIGH BLONDIE	A		*	* 1		t B		*	4			B	в.	Δ.	* *	*				T	*		79186	W	56	<ul> <li>Bullets</li> </ul>
15 1 III (JUST LIKE) STARTING OVER JOHN LENNON 16 24 CASANOVA COFFEE	B			A	E			AA		A	A	A	в.	A	AA	A	С			A /			IER 38		55	-IN Powerplay CAPITAL
17 17 ENOLA GAY ORCHESTRAL MANOEUVRES IN THE DARK	A					k A		A A		-	A	В		B	AA	A	A	В	A	4			IN 22 PC 9302		<u>54</u> 54	Londen A A List
18 140 LOVELY ONE JACKSONS	A		A	-1	A 1	A		AY					A .	A .	AA	A	A	C	AI		AA		RIST 359		52	8 8 List C C List
19 23 WHY DO LOVERS SHOWADDYWADDY	B		B	BI	R	A		AA		A	A	A	в	B	1	B	B	B	1	1	T		RAD 10	M	51	* Dimbers
20 1 52 DREAM A LIE UB40 21 26 TOWERS OF LONDON XTC	A	1		B	1,	4		B		T	A			B	A A	A			A				S 372		51	CLYDE
22 29 DON'T ASK ME WHY BILLY JOEL	C	в			8 -			A	1		A	A	A	С	B /	В	В	В	В	A	A		BS 9031	C R	51 50	Glaspow A Tatan 30 B Cambers
23 1 FASHION DAVID BOWIE	A			CI		* 4		*	1	3	-	В		B	B	CA	A		-	+			IOW 7	W	49	+ Hd Picks
24 1 35 FLIGHT 19 B A ROBERTSON	B	-	*	*		A A	A	A	A ,	+	B			AB	A A				A	A	1		AG 180	A	49	Current Choice PICCADILLY
25 28 SPECIAL BREW BAD MANNERS 26 15 GOTTA PULL MYSELF TOGETHER NOLANS			A			BA	A			AA					AA						AA	A E	PC 8878	С	49	Manchester * Protty Plans
26 15 GOTTA PULL MYSELF TOGETHER NOLANS 27 27 SHARING THE NIGHT TOGETHER DR HOOK		С	*	A	в.	A B	A			AA					B /			A		A	AE		L 16171	E	49	A A List B B List
28 1 54 LOVING JUST FOR FUN KELLY MARIE			A		A		A	A		B	A				A /				A		1		ML5106	AE	48	CCLst
29 7 ARMY DREAMERS KATE BUSH	B	C	B			AA	A	A	A	AA	A		A		AA			A			A		CBS 8982	C	43	Liverpool
30 16 LET ME TALK EARTH WIND & FIRE 31 ① 57 BOURGIE BOURGIE GLADYS KNIGHT	C	С	B		B		A			BA			в			B		B		в			CBS 9081	C	43	A Top 30 B Beakers + Hit Picks
31 1 57 BOURGIE BOURGIE GLADYS KNIGHT 32 25 I NEED YOUR LOVIN' TEENA MARIE	В		A			AA			A		A	B	в	С	A			С	A		A		TMG 1203	E	43	BRMB
33 1 62 TAKIN' A CHANCE ON YOU DOLLAR		A	*	С		AB	4			A E		C			B				A		+		K18353	W	42	Birmingham A Playist
34 1 39 GIVE ME AN INCH HAZEL O'CONNOR	AB	-			В	в	+		BA		В	B		BC	-	0		8	BA		A		AMS 7569 ENY 43	C F	42	B Rockelay C C Lol
35 20 LONDON TOWN LIGHT OF THE WORLD 36 12 69 PASSING STRANGERS ULTRAVOX	A		A	A		- 10		в			t	B		Ŭ		ť	1		^				CHS 2457	F	40	DOWNTOWN Beltast
36 1 69 PASSING STRANGERS ULTRAVOX 37 1 49 FIND YOURSELF ANOTHER FOOL BLUES BAND	A						A		в							۹.			в	*		BI	BOOT 3	F	40	A Playist * HI Picks
38 1 SOME ARE BORN JON ANDERSON	В		В	A					*	B	-	-			-	-	B			_	-		K11619	W		
39 1 III HIP SHAKE JERK THE QUICK	A	-	-		в	BE		A	-	A	A	A	-		в			*	A	CB	-		EPC 9032 WIP 6624	CE	38 37	HALLAM Shattleld
40 1 45 ELSTREE BUGGLES 41 1 1 47 WHOSE PROBLEM MOTELS	B	-		в	A	BIC	A			A		AB		Â	B		A		A		A		CL 16162	E	36	A Top 40 B New Relations
42 1 74 DOG EAT DOG ADAM & THE ANTS	A				A	в		в						С	A				A				CBS 9039	C	36	* HE Poks TRENT
43 33 MY OLD PIANO DIANA ROSS	В	_	В			CA					A	A		A	A		C		A		A		TMG 1202	E	36	Notlingham A A List
44 38 OFFICIAL SECRETS M	B	-	в	в		AE			в	В	-	B A	-		B	A	AB		BB	В	-		MCA 650	C	35	B B List
45 ☆ 41 INHERIT THE WIND WILTON FELDER 46 ☆ 58 DANCE AWAY ELKIE BROOKS	C	C			D	E		A		A	A	в	-		B	Δ 1		A	A		A		MCA 646 AMS 7567	C		. He Picks
46 O 58 DANCE AWAY ELKIE BROOKS 47 10 BAGGY TROUSERS MADNESS	C				A	A						AA		A	A	A	4		A	A			BUY 84	C		Newcaste
48 13 AMIGO BLACK SLATE	C			A		В	-		A	A		E		A	A		4	C	A		A		ENY 42	F	32	
49 1 59 CAN'T FAKE THE FEELING GERALDINE HUNT	C		A	*	B		A		-	B	-	A	*		A	+	P		-				FIZZ 501	C		
50 1 PASSION ROD STEWART 51 31 LIES MANFRED MANN'S EARTH BAND	B		1	в		A	BA	1		A	+	-1	1	B	в		-1		В		-		RIVA 26	E	31	FORTH
51 31 LIES MANFRED MANN'S EARTH BAND 52 1 E LADY KENNY ROGERS	0				*	A	1			A	A		*	-	*	A	*		B		A		BRO 103 UP 635	E		
53 36 TROUBLE GILLAN	B			A				в	A					C	A				A				VS 377	C		+ HIPEKS
54 48 AM I NORMAL? EYE TO EYE	E		-		B		4			-	-	B	C			-	C	-	В				K17688		/ 30	⇒ Staton Hit TEES
55 18 YOU'RE LYING LINX	0		B		R	в	4	B	A	*				B		A		1		1		B	XX 11	V		A Pavisi
56 18 YOU'RE LYING LINX 57 1 I DON'T WANT MY BODY PIRANHAS	E							B	-					1	-	~			A		-		CHS 2461 SIR 4046	F		A PEODIS PLA
58 1 SHOOTING GALLERY SHAKIN' STEVENS	E		B	8		С	в			В		в	B	8					3 8		A	в	EPC 9064	C		
59 19 TAKE THE LONG WAY HOME (LIVE) SUPERTRAMP	E			-	-			A		1	-		1	1	В		A	E		A	A	A	AMS 7560	C	2	5 BB List
60 1 E I COULD BE SO GOOD FOR YOU DENNIS WATERMAN	_ (		1		AB	B	B /	A	-	в	A	A .	A	+	A		В				A		EMI 5009	E		VICTORY
61 0 M AI NO CORRIDA CHAS JANKEL 62 63 GOODBYE CIVILIAN SKIDS	8		ť	1	A			3	B	B		A	в	1			B	B	B	B		B			2	5 Portsmouth
63 173 IN A RIDDLE DOOLEYS		1	1				B	4	В	A			CE	3	В		B	в	4		A	в	VS 373 GT 283		2	B 8 List
64 60 ONE STEP CLOSER DOOBIE BROTHERS	- 0	3		-			В	A	*	*		в	AE	3 4	B	*			* /				K17707		V 2	ORWELL
65 51 ET LES OISEAUX CHANTAIENT SWEET PEOPLE	-				A	C				C			C		A	A	_		A J	4			POSP 179	F		5 A 100 40
66 O WHERE DID WE GO WRONG LEO SAYER 57 O SAME OLD SCENE ROXY MUSIC	-	в	1	A	1	В	B	*	-			B	CI	* /	В	*	B	*	AE	BE	-	-	CHS 2469	F	2	4 + HE PICO
67 C SAME OLD SCENE ROXY MUSIC 68 56 YOU PICK ME UP SHARON CAMPBELL		C (	2	8		A		A	в				+	1	F			+			-	-	ROXY 1	F		4 SWANSEA SO
60 8 SHE'S SO COLD ROLLING STONES		в					-		A				1	CE			C	+	B		A	A	RCA 6 RSR 106		2 2	2 B INDIVERSION
70 1 89 SOMEONE I USED TO LOVE NATALIE COLE	_		B	BB	8			1	1		A		T	T		A	×		A				CI 16166		1	
							1	100		1							-					-	1.00 70 100		-	-

The Airplay Guide features playlists NEW ADDI	TIC	DN	S T	0	PL	AY	LIS	STS	A	RE	S	HO	W	1 11	1 8	OL	D	TY	PE		-	Basi	c K	ey	laylist/Chart
which are in force in the current week (except for Radio Hallam which due to	1	r	r	5	1	r	r	1	7	r	r	5	T	r	7	1	7	B				<b>B</b> – E	Brea	ker	s/Climbers
production deadlines is for last week).	UNE	1	PI	1	an our	2	1		1		1.		100		1	E	Chin	80°	2			C-E			
Playlists normally only affect daytime	ano	O.M	10	040	1	NIN	HULLIN	TR	METHO	CORIN	BENES	ALC: NO	SWANELL	NEMSEA	PENN	PLYN PIC	CRO	PEN	COTU ARO	1		*-H ☆-S	lit P tati	ICK	S Pick
Monday-Friday shows.	10	JER J	F	OF	P.X	BAMB	NI	PN	I RV	21	TEES	34	2 PF	EA	3/	NE	G	IFF	AN	B					TION
71 C CONELY TOGETHER BARRY MANILOW	в	B	C	*		* /	A		A	-	+	*	A	*	*	B		-	-	-	ARIST 373 ARE 13	B F	22		Key To
72 C KING ON THE MIDNIGHT TRAIN NICK STRAKER	C		*	-	A	-		в	*	1	BA			* 4	-	в	+	BI	в	в	AHE 13 CBS 9008	C			Station
74 70 GIRLS ARE ALWAYS RIGHT ANY TROUBLE	В			B		,	Ą									-	в	1	3		BUY 94	C	22	2	Playlists
75 181 METROPOLIS MOTORS 76 34 WITHOUT YOUR LOVE ROGER DALTREY	BC	D	-	-	-		A	B	A		-	B					A			A	VS 363 POSP 181	C	2.		MERCIA SOUND
77 () SLADE ALIVE AT READING (EP) SLADE	B	D	+	-		ľ	~	D	~	~	ť	10		A	1	+	~			A	CHEAP 5	R			Coventry
78 🛈 🚥 SIMON JOAN ARMATRADING	C		в			*		T				T	A	1	B			* .		B	AMS 757	C	2	1	B B Ust + Hz Picks
79 CELEBRATION KOOL & THE GANG 80 42 PARTY LIGHTS GAP BAND	C	-	* * A		С		A	A	-	-	A	+	в		-			BA			KOOL 10 MER 37	F	2.		PENNINE Bradilord
81 0 93 HEARTACHE NO.2 DELEGATION	B	-	B	-		H	-	-		-	-	+	D		B			B			ARO 246	A			A A List B B&C Lists
82 64 FALLOUT DATA	С		BB				1					C		1	-		C	*			BPS 001	A			C D List • Hit Picks · Pennine Pick
83 44 MASTERBLASTER (JAMMIN') STEVIE WONDER 84 32 DANCING WITH MYSELF GEN X	C	- 1	В	A		B	A	A B B	в	A	-	A		A	C	-	-	A	1	4	TMG 120- CHS 2444	F	20		<ul> <li>Pennine Pick</li> <li>210</li> </ul>
85 30 STREET CAFE JOHN LODGE		С	B					B			в	-		B		-	A			t	F13896	F	20		Thames Valley A A List
86 67 MAD AT YOU JOE JACKSON	C		C				в	В					В				B	A	С		AMS 756				B B List C C List
87 84 GIVE A LITTLE MORE LOVE JOHNNY LOGAN 88 C HIGHS HIGH TOM BROWNE	С		B 8	-	A		1	1		-	-	В			B	-	-	A B	-	+	EPC 9043 ARIST 36	C 7 F	18		* HI Picks
89 71 MOVE ON UP FLYING LIZARDS	В	1	-	t	1		в	1	-		1	-		ť	1			3	1		VS 381	C			A A List B B List
90 1 I NEED A WITNESS LITTLE ROOSTERS	В											-									AIS 107	A	1	7	+ Hit Picks
91 MAGIC NIGHT VILLAGE PEOPLE 92 94 HOW LONG LIPPS INC	C C			B	A		A	В	*	•	В	-	A			BB		A *		+	MER 39 CAN 212	F	1		CRC
93 THOULYWOOD SMILES GLEN CAMPBELL		8	1	f	в		A	0	î	A	-	1	Â	B	E			Â		AB		E	11		Cardill A Top 30 B B List
94 46 KILLER ON THE LOOSE THIN LIZZY	С			A				A						A	_		B	A	С		LIZZY 7	F	1!		+ HIT Picks BBC SCOTLAND
95 SPANISH EYES AL DI MEOLA 96 M KISS ON MY LIST DARYL HALL & JOHN OATES		C	E		-		A		C		В	-	-	B	BE	BB			-	-	CBS 8946 BCA 15	i C R			AALSI
96 KISS ON MY LIST DARYL HALL & JOHN OATES 97 76 FALCON RAH BAND		-	BA		+	*	+	+	C	-	-	A			в	+	С		в.	AE	B DJS 1095				+ HI Picks
98 22 THREE LITTLE BIRDS BOB MARLEY & THE WAILERS	С							A		A			C			-	В	A			WIP 664	E	1	5	HEREWARD Peterborough
99 THE NIGHT, THE WINE AND THE ROSES LIQUID GOLD	С	-	B	B	A	-		A B B	B		-	A	-	*	A	3		*		+	POLO 6	C			A Playlist • Station pick
100 D BUENA JOE 'KING' CARRASCO	C	-	+	t	+	H	ľ		t			-	+			+	-				BUY 88		+	2	
BREAKER STOMPIN' WITH THE CAT FABULOUS POODLES	C			T									A							A	BLU 201				
BREAKER LOOK WHAT YOU DONE TO ME BOZ SCAGGS BREAKER ISLAND IN THE SUN MINNIE RIPERTON	CC	С	-	-	-		-	-	A		-	E		в	A	B		B B		A	A CBS 903 CL 16165				
BREAKER I BELIEVE IN YOU DON WILLIAMS		С	1		+	H		+	-			-	-	D	~		1	D	D	~	MCA 631				
BREAKER MYSTIFIED BLACK RUSSIAN	С								L							В					TMG 119	9 E	1	4	
BREAKER 26 CHIC BREAKER HOLIDAY ROMANCE FAMOUS NAMES	c	-	-1	1	-		A	B	-		В	-	-		-	8	+	A	-	-	K11617 TR 001	V S			
BREAKER FIRST TIME LOVE LIVINGSTON TAYLOR		в	E	3	t		1							H		1	A				EPC 902				The Radioactive sym-
BREAKER 1-2-3 PROFESSIONALS	С							BA	-												VS 376	C			bol 1 is awarded for a gain of at least 3%
BREAKER MIDNIGHT COWBOY SOUNDTRACK BREAKER DON'T LOOK DOWN PLANETS	c	+	1	1	+	-		+	В	-	в	E	3	В	B	A B A	÷	A	B	A	B UP 634 TREB 11	E 3 A			in the airplay rating - equivalent to one
BREAKER 634-5789 RY COODER	C			t	1				1	1	Ŭ		A	*		,			*		* K17713	V			major or two or three minor ILR station
BREAKER MAKE ME YOURS HIGH INERGY			,					B				A			A			A		_	TMG 120	5 E			playästs.
BREAKER I NEVER GO OUT IN THE RAIN HIGH SOCIETY BREAKER DUMB WAITERS KORGIS	C	C	8		+	-	-	B		-	в	+	+	R		BBB	в		в	A	ERS 002 A TREB 12:		1		Each playlist is
BREAKER SUN OF JAMAICA GOOMBAY DANCE BAND	C		B	-		в	A			F	0	CE	3		A			A		A	EPC 905				weighted according to approximate fre-
BREAKER WILD BULL RIDER HOYT AXTON		В							-	-				В		-		В		-	YB 101	F			quency of play and audience reach as
BREAKER LOVE'S GOT A HOLD ON YOU WILLIE ELLISON BREAKER A DAY WITHOUT ME U2	C		-	0	+				-	-		+	-		A	c	-	-	-	+	B RBUS 57 WIP 663			10	indicated by available published research.
BREAKER THREE BELLS IN A ROW TENPOLE TUDOR	C				1												c				BUY 98	(	1	0	Key To
BREAKER POISON PEN MAIL SNIFF'N'THE TEARS	С				-								-		-	-	-			-	CHIS 13	E		10	Distributors
BREAKER INVITATION: WHAT HAVE WE TO LOSE? SECTOR 27 BREAKER WHEN THE LIGHTHOUSE SHINES CONRAD VEIDT	C	В		+	+	-		-	+	-		-			A	B		A	B	-	SEC 28 B POP 202			10	A-Pye B-One Stops
BREAKER HOUSE PARTY FRED WESLEY			1	A	1				t	E					*		T	В			RSO 67	F	1	10	C-C8S D-Stage One E-EMI
BREAKER IT'S ALRIGHT CURTIS MAYFIELD	C		-	-	+		A	-	-	-	-	C	+		в	+	+	B	*	-	RSO 68			10	F-Polygram G-Rough Trade/
BREAKER ARRIVAL MIKE OLDFIELD BREAKER LEAVING L.A. DELIVERANCE	C	С	-	B	+	-		+	+			-	+	H	B		-	1		1	A VS 374 EPC 890			10	
BREAKER HAPPY DAYS ARE HERE AGAIN OVALTINEYS		-		*					t								T				OVAS 10	0 1	4	9	Sparan H-Fast I-Faulty Products J-Fresh K-Crecie L-Lugtons M-Spartan N-Neat D Braidant
BREAKER JUBILATION JEFF WAYNE	С			T	A			-		A		-	1.		BA	A		A		A	A EPC 894 B K17695			9	K-Crecie
BREAKER SAILING CHRISTOPHER CROSS BREAKER FEELS LIKE THE RIGHT TIME SHAKATAK	-			*	+	A		-	1	A			A	H	A	A	1ª	A	A	A	POSPX 1			9	M-Spartan N-Next
BREAKER STOP THIS GAME CHEAP TRICK	C			1		В			t				1			С	C				A EPC 907	1 (	2	9	P-Pinnacle
BREAKER WHY DO FOOLS FALL IN LOVE? JONI MITCHELL	C		В	С	-	в		-	T				1			-	*	В		-	K12478 K11622		N	9	
BREAKER INTO THE LENS YES BREAKER ON MY BIKE DAVID ESSEX	C		-	+	+	B		-	+	-	в		+	*	-	-	1	A	H	A	MER 47			8	U-Hough Trade R-RCA S-Stage Dine T-Graduate U-MSD V-Red Rhino W-WEA X-Reddingtons
BREAKER YOU'RE SUPPOSED TO JERMAINE JACKSON	ľ	С						AE	3 4		Ē		в	В		в	1		8		TMG 12	01 1		8	V-MSD V-Red Rhino
BREAKER IT'S HARD TO BE HUMBLE MAC DAVIS		C		-	-	В				-			-	-		В	A	A			CAN 210 TMG 120		A	8	X-Reddingtons
BREAKER THE LAST SONG LYNDA CARTER BREAKER TRAVEL SIMPLE MINDS	C	B	-	+	+				2	В						*		A			ARIST 3			8	Y-Wynd Up Z-Bullet
	1	-	-	-	-	-	-	-	-	-	-	-	-	-			-		-	-		-			

# PINNACLE RECORDS WELCOMES



# AND LOOKS FORWARD TO THEIR FIRST 2 HITS.

"Peaches & Cream/Foxy" SUPERCHARGE swag 20

`Twilight Cafe' SUSAN FASSBENDER SWAG 24

# Airlines

WILL ALL be well so far as the IBA is concerned over Nicky Horne's possibly ill-advised references to Lady Barnett in his Six Of The Best feature on Saturday (18) show? People who heard the show have expressed the opinion that it was definitely not in the best of taste and did nothing for the station's good name The IBA has advertised the Bury St. Edmunds ILR site, closing date likely to be January 16, 1981. The area is expected to overlap with Radio Orwell's and the Authority invites applications from both self-financing groups and those working in association Orwell . . . Radio Hallam and BBC Sheffield are linking up in the name of unemployment. In the week beginning November 3 both stations are co-operating in a move to create 50 opportunities or jobs a day with special features under a common jingle coinciding with a public launch, a caravan with phone links in the town centre and a seminar aimed at persuading employers to create opportunities, especially for the young unemployed

In the wake of London difficulties, the AIRC has reached agreement with the ABS/ACTT for the provinces soon after an agreement was reached with the NUJ . . . Radio Luxembourg has now officially announced the formation of Radio Tele Luxembourg (UK) chaired by 208 chairman Sir John Rodgers with vice-chairman Patrick Cox on the board, Viscount De L'Isle, VC, KG John Hawkesworth of IPC, Sir Keith Skinner (who created the Upstairs Downstairs TV series and the Duchess of Duke Street) and Anthony Weldon. One of the company's prime intentions is to expand RTL's English service in to the realms of TV production for the ITV companies. A statement explains that RTL(UK) "is not an extension of 208 which remains a dynamic but very small element in the RTL group

# Managers out on deck as **Capital battles strike**

ate its own news service when the ACTT strike received support from union members at IRN.

On Thursday (16) ACTT engineers discontinued feeding Capital with the hourly 3-minute IRN bulletin. At the same time sympathetic NGA members blacked the station's teleprinter service. To compensate, Capital's already overstretched staff have been airing an hourly news service 6am-8pm, collecting news from a variety of sources and using non-Equity members as readers. Managerial staff such as head of music Tim Blackmore and Peter Black, head of programme administration/special fe-

# More JICRAR research to be commissioned

THE AIRC has confirmed its intention to commission three HCRAR studies in 1981, but the ILR network continues to fund this research without financial aid from advertisers or advertising agencies. RSGB, the AGB associate, is undertaking the studies as previously but at the beginning of 1982 the radio contract will be offered for tender.

RSGB has worked closely with AIRC the past in the development of JICRAR audience research, but the companies feel that it would be appropriate that such a major research contract should go to tender once its pattern is firmly established. This intention does in fact leave the area open for other options such as a similar set-up to that arrived at with joint ITV/BBC research with the introduction of BARB.



NEW trend in outside broadcasts? Piccadilly programme controller Coli Walters was laid up with recurring back trouble when his turn came to present the station's new magazine programme Scene at 6.30. At the time station staff were stretched to the full themselves organising coverage of the Brimingham motor show, so Walters tackled the phone-in from his sick bed.

RECORD BUSINESS October 27 1980

CAPITAL RADIO was forced to gener- atures have become news readers, as well as classical music presenter Peter Iames

At press time the strike was in its eighth week and members were due to meet on Thursday (23) to discuss the situation following an ACTT committee meeting two days before which itself followed two meetings with Capital

# **Centre pays** tribute to Lady Barnett THE SAD death of Lady Isobel Barnett

last weekend means the board of Centre Radio, the company granted the Leicester ILR franchise, is faced with the need to appoint a new chairman

Spokesman and board member Terence Harris told RB: "She was a very good chairman and played an outstanding part in the group's interviews with the IBA. We are all very sad. She hadn't been well for a long time

Lady Barnett did not play a part in the day-to-day running of the company. Most likely replacement is vicechairman Kenneth Bowder, subject to IBA approval. Bowder, a former Lord Mayor of Leicester, is a local solicitor and county councillor. Through his legal work he is chairman of several public companies.

Centre Radio is scheduled to begin broadcasting in the Autumn of next



REPORTED (On The Mone September 29) John Welington has been appointed programme controller of Radio Eastway, the company con tracted to provide ILR in Southend Chelmsford, Wellington, 35, has nearly 20 years broadcasting experience in this country and abroad. He has worked for Capital, LBC and Metro as well as being Radio Orwell's first programme controller.

He is currently deputy head of programmes at the National Broadcasting School and will take up his Eastway duties in the late spring of 1981 when he will be closely involved in the preparations for an Autumn launch with particular emphasis on the broadcasting team and equipment.

DOWNTOWN RADIO has appointed Eamon Mallie as political correspondent. He joined the station in its first year of broadcasting in 1976 as a reporter in the news team from the BBC in Relfast where he was a journalist. He has always taken a keen interest in the coverage of Northern Ireland politics and played a leading role in the station's reporting of the last Westminster and European election. His is a familiar voice on IRN with stories emanating from the province.

# Rockshow Report

	MOST AIRPL Descending C	
	ZENYATTA MONDATTA Police	A&M AMLH 64831
	THE RIVER Bruce Springsteen BEAT CRAZY	CBS 88510
-	Joe Jackson PARIS	A&M AMLH 64837
	Superframp BLACK SEA	A&M AMLH 66702
6	ABSOLUTELY	Virgin V2171
7	Madness THE ABSOLUTE GAME Skids	Stiff SEEZ 29 Virgin V2174
8	SCARY MONSTERS & SU CREEPS	JPER Virgin V21/4
9	David Bowie CHINATOWN	RCABOWLP 2
10	Thin Lizzy BEATIN' THE ODDS	Vertigo 6359 030
	Molly Hatchel	Epic 84471

THIS WEEK sees Zenvatta Mondatta going from strength to strength as it's airplay increases far beyond that of any album in the chart. Stations featuring the album are: BRMB (Robin Valk), Beacon (Mike Wright/Mike Davies), Downtown (Davy Sims), Metro (John Coulson/Grant Goddard), Orwell (Pete Barraclough), Pennine (Bob Preedy), Piccadilly (John Evington), Plymouth (Ian Calvert), Trent (Graham Neale), 2CR (Simon Ward), Victory (Matt Hopper), London (Stuart Colman/Mike Sparrow), Medway (Mike Brill) and Nottingham (Jave C).

MOST AL	
Descending	Order
1 MORE GEORGE	
George Thoropood & th	e Dastrovers
orege mongree a m	Soort SNTE 850
2 THE TURN OF A FRIE	NOLY CARD
Alan Parsons Project	Arista DLART :
<b>3 LOVE ZOMBIES</b>	
Monochrome Set	Dindrac DID 8
4 SAD CAFE	
Sad Cafe	RCA SADLP
5 MAKING MOVIES	
Dire Strats	Vertico 6359 034
6 JUST SUPPOSIN'	
Status Quo	Vertico 6302 057
7 THE LABEL	
Reluctant Stereotypes	WEA K58201
8 AUDIO VISIONS	
Kansas	Kirschner KIR 8450
1100.000	

No off-the-wall go from anyone this week but Robin Valk at BRMB seem very insistent that Ry Cooder's Borderline and Rockpile's Seconds Of Pleasure should be at the top of each and every playlist. News from Davy Sims at Downtown is that Queen's University is to hold its annual Rock Week and that there will be reps from major labels there to view the local talent.

In the OOPS! Department Rockshow extends an apology to all and sundry at Metro Radio for crediting John Coulson's comments on lack of servicing to music director/rockshow presenter Malcolm Herdman. PAT THOMAS



RECORD BUSINESS October 27 1980

# RETAILING



# EQUIPMENT

### POLYTHENE WINDOW DISPLAY STRIP

1 pack will support and display up to 18 LP record sleeves. (Can be adjusted to take 7" sleeves). Price per pack £3.25 + 15% VAT +P&P. 10 packr 10% direcut port free.

VENUS WHOLESALE, 23 THE WOOLMEAD. EAST STREET, FARNHAM, SURREY, Tel: FARNHAM 723566 (0252)

# MESSENGERS



# Therecession: how much is the companies' own fault?

CLEARLY, THE continued reporting of the recession in the record industry in most forms of the media is a matter of great concern for all sections of the music trade. There are many and varied reasons for the general recession but as far as records are concerned the causes fall mainly under three headings: changes in style of retail outlets, price confusion, and record companies' performance.

The 1970s saw the rapid growth in non-enecific ratail outlets when most of the chain stores set up record departments. Because of the multiples relatively low overheads-to-space ratio, and ability to buy centrally at bulk discounts, many High Street record specialists were unable to compete and disappeared from the scene. As this occurred the multiples were able to reduce the dept of stock and, with recession, some have cut back further to virtually chart albums only. Now there are less outlets to fill the "catalogue" style of retailing, so back-catalogue sales have fallen dramatically.

In spite of the recession, I know that many specialist retailers who have survived and perservered are finding little or no decline in overall sales. In fact, they are getting more consumer recognition against the background of limited availability in the multiples.

In parallel with the growth of "tecord departments", the later 70s also saw the advent of heavy discounting. Initially such discounting, Initially overall unit tailes. But few outlets could afford to discount every item while maintaining a comprehensive catalogue diffective research and rapid-order system. Hence, another reason for the elsecopting of tasles to a reduced numbern to hor up the price wars as dealers best for hor have of a failing market.

Such price was are aided and abstret by the availability of EEC product. That EEC countries can often supply importens with current chart albums to retail price does nothing to help the situation. The UK manufacturers are forced to give their major multiple accounts a reasonably competitive bulk discount, so cash is affected and the situation reduced cash-flow is to lay off staff, pressing and distributing is affected and thus the spiral of decline is fuelled.

Much of the blame for the reported decline in sales must be hiad right on the companies' doorsteps. Throughout the 70s they actively encouraged the multiples in preference to the specialists, and there is still little sign that they are any more interested in the survivors. The later 70s also saw much wheeler-dealing, with the chart-return and category A

outlets getting freebies and special discounts. So, a situation of the haves and the have-nots has been created; little wonder the more agressive dealers have looked to imports, either directly or through wholesalers.

So much for the history. Looking at the developing situation I believe that some companies have overlooked their redundancy activities. A brief look at delivery notes in the last few weeks is enough to send shivers of apprehension down the dealers' spines. Many record companies are simply not coming up with the goods on time, or even at all; on one recent order with EMI, for instance, 40 percent of the items ordered were out of stock. The present spate of out-ofstock items, extensions and delays in delivery of new releases does nothing to help either the retailers' turnover or the companies' cash-flow problems. With further redundancies reportedly in the pipeline, the situation looks bleak for Christmas, I'm not alone in this view, several dealers I have spoken to are of the same opinion. While all this is going on, there is no doubt that the last few weeks have revealed a remarkable upsurge in sales; even the multiples seem to be taking notice with some beginning to expand stock once again. Perhaps this will be the spur for record companies to rethink their staffing levels



It is of interest to look at the possible reasons for a new buoyancy in the record market, despite continued recession generally. Two reasons spring to mind Firstly, the TV campaigns have started with a vengeance; after quite a lull there are now some ten albums being displayed on Anglia TV. Secondly, many long-awaited albums are now being released. Yet, underlying this apparent good news there are pointers to some of the questionable aspects of record companies' marketing policies. I think it's a bit shortsighted for companies to hold many of their prime releases to the late September/early October slots, Had these releases been more evenly spread sales may have been more stable

In preparing this article laws tried to solicit some opinions from the companies at the sharp end, every tele-sale person IV ve spoken to has said, when IV e commented on the difficulty of getting through, on delayder dreakes, or on late deliveries, "we're very hous and hort staffed" I Neweer, my enquiring short staffed" I Neweer, my enquiring botcked by his staff at PRT, and John Mair, CBS sales director, bothered to respond.

What is needed is equal treatment of all credit-writing accounts: a steady supply of new release product throughout the year; adherance to notified release detes; adherance to delivery time objectives; a maximisation of order fills, timely information of releases and release dates and, in particular, of special campaigns.

Managing Directors: get to it, and get this industry on an even keel.

MARTIN ANSCOMBE

# NEWALBUMS

The Base in	
The Record Business S	multic trileiners to excelete discutive of specialist album
**** HOT - major album with silver or gold potential *** UP-AND-COMING - streng release from established act or expected breakthrough	<ul> <li>STEADY – worthwhite coalogue of speciarity with crossover potential or simply new and hopeful • STRICTLY LIMITED – specialist market sales only • Single likely to boost album sales     </li> </ul>
and the second	
A II THE WITCH OF BERKELEY (Polyater)	2383 5e7 3.01 3170 587 3.04 F 0C1
ATTELTITE (Lake) A II THE MITCH OF BERKLEY (Poyder)	In later 79 is a rive set. Band support likes Maxim on their FPC 82525 III na ian 82525 3 na C. DCT 10
<ul> <li>Latest from rock band whose singles are tar more poppy than heavy</li> </ul>	either their LP's or live shows both of which are lood and
<ul> <li>Alabama based country rock outfit with UK debut LP (also the rade</li> </ul>	or hest for RCAL Group have had two US country hits to
ALLAN CLARKE THE DNLY DNE (Aura) + Plostoft tock solo outing from Hollies' lead singer who has written by Clarke with Gary Bensier and Spencer Protect, he b	AUL 711 289 M CCT 17 Initiana rejo rea tre group countiess times. Songs are
AMOS GARRATT GO CAT GO (Monethore) *East-coast tota guidenst not dispiratar to Ry Deoder in his r	
AVERAGE WHITE BAND AVERAGE WHITE BAND UBCA INTY	INTS 5045 1.67 INTK 5049 1.98 B. OCT 10 2 The Pieces and faunched the Average Whiles on their
RABBADA THOMPSON DADATHERMAN IS LIVE INCA	MCSP 309 4.44 C 0CT 31
Live double from jezz woodwind lacy whose single. Sunset at consumer press promote: UK four runs from Oci 10 to 28. Recer supplement feature.	inted up some interest recently. Ads in black, saze and it media coverage includes a TV special and a Sunday.
BEACH BOYS SUNFLOWER (Canbou) + Re-issue of 1970 LP signally on States or in UK. Then I	CR8 31773 1 82 40-31773 1 82 C 0CT 10 L included Cotionfields' but re-issue rates not
****R-BLAC ET POLICY Surgers, en Solatede en UK. Then     EXCK SABBATE (PUX);     EXCK SABBATE (PAX);     EXCK SABATE (PAX);     EXCK SABATE (PAX	NEL 6005 145 S 001
BLACK SABBATH GREATEST HUTS INEWSI	NEL 6009 1.45 MET 6009 1.75 5 0CT
BLACK SABBATH SABBATH BLOODY SABBATH (NEWS)	NEL 6004 1.45 S 001 NEL 6017 1.45 S 007
BLACK SABBATH SABOTAGE (NEMS) BLACK SABBATH PARANOID (NEMS)	NEL 6003 1.45 NEC 6603 1.75 S DCT
BLACK SABBATH WE SOLD OUR SOULS FOR ROCK AND ROLL (NEMS) * * Stage One distributes the NEMS Black Sabbath catalogue that	NELD 101 225 \$ 001
BLACK SABATH # Stop Drs Soulds FoR Rock. Add Foll. (NEMS) * Stop Drs Soulds The VENS Stave. Schedule caledge in the ULS BROTHERS BLUES BROTHERS – SOUNDTRACK. Klannen * Sky Date and Anter Familia are guess in Film abort Row Sould Sould Sould Sould Sould Sould Film State B02 SEARCES AND BAND DOT SCHOOL Sould Sould Sould Film * Band Walk to Heisberg (1922 and boods to Scholl * Band Hand Bod School Sould Sould Sould Film State * Band Hand Bod School Sould Sou	has dominated the RB Indie Chan in recent works  K50715 3.04 W. OCT 10
• Ray Charles and Arefra Frankin are guests in Firm about band	who have 11 days to take \$5,000 for a run they call
BOZ SCAGGS AND BAND BOZ SCAGGS AND BAND (CBS)	CBS 31848 1.82 40 31846 1.82 C 0CT 10
Penguin Music is basically 301 and 6015 R&B. Film current BOZ SCAGGS AND BAND 802 SCAGGS AND BAND (CBS)	ng the grifty R&B side of Scaggs that is now submerged
BRENDA LEE LITTLE MISS DYNAMITE (Warwick) +++ Gradient his compliation includes Let's Jump The Breom Drighally out on March 17 this year it is being to promoted as Chris	WW 5053 3.25 WW4 5083 3.45 U REP stick. As Usual: "Sweet Mobilitys" and many others uthas cleans new: See RB TV (builde for h/l) TV campaign
	NS 0002 250 0 001
CARAVAN THE ALBLAM (Kingtom) **New set from former Decca atlists, who have romaned ess CHAS JANKEL CHAS JANKEL (ASM)	shially a cuit tend •
	AMLH 65518 3.04 C DCT 24 socied by new single "Ai No Comids on 7" & 12" •
CRYSTAL GAYLE THESE DAYS (CBS) . Leter here CAW sometimes above takes rained have the	CBS 84529 3.04 40.84529 3.04 C 0.07 17
DELLA REESE THE CLASSIC DELLA (RCA International) + Black US temaie antist best known in more recent times for 18 II teaturing her adaptations of classical itemes. Album comes in	Los of watch         Set 0         Set 0
<ul> <li>Latest from ex-Dreed Taylor composer arranger conductor key big on import that American shops couldn't buy it as their one</li> </ul>	doard man includes single Night Cruster and was to stops sold all the stock to Birtsh clients ●
DIRE STRAINS MAKING MOVES (Vertigo) ***This set from Mark Knopfler and crew again cominated by brough tooth tame and attacts (imitations, Trads and consumer ads)	6359 034 3.44 7150 634 3.53 F 00T 24 the former's distinctive guilar and vocal styles which puts window displays support while rockshow a rplay is
proving DOLLY PARTON YOU ARE DOLLY PARTON (RCA International) • 12 Insol UK compilation features Appleark. You Are: We A Doly Isoporties	INTS 5044 1 82 INTK 5044 1 58 R OCT 10
<ul> <li>         12 Intok UK compilation teatures Applejack Trou Are: Me A Dolly, taxourites     </li> </ul>	ind Little Andy and Shareved Image plus many cities
DONKA SUMMER THE WANDERER (Asmer Getter) • • Optimals debut on Warner Getter sees Giorgio Monder reu usual in UK and may reflect in disappointing sales	K99124 3.04 K499124 3.04 W OCT 24 nited with Pete Bellotte but single success is lists than
	K52254 3.04 W OCT 17 Fite: Love Her Masty and Riders On The Store
A greatest hits set including 'Hello I Love You.' Light My     EAT LABRY'S BAND STAND UP (Faither)	File Love Her Mady and Rides On The Stern F9609 3.04 FS 9609 3.04 R OCT 17
FAT LARRY'S BAND STAND UP (Fantacy) + LNBSI set is produced by Fat' Larry James Initsoll but sety	res a bit single to make a worthwhile proposition
FIVEPENNY PIECE THIS IS FIVEPENNY PIECE (This is) *Mid-price set from popular task out!	THS 21 182 TC THS 21 182 E OCT 13
FOUR BUCKETEERS FOUR BUCKETEERS (CBS) + Detxd album from Towage learn features tracks from TV show	BUCK 1 186 BUCK 40 1 1.56 C 0CF 17 Including Bright Every Suggested Heal price is £2.59
	AUL 712 2.89 M OCT 31 West single Dying To Live With You. Benson also
LANT BENSON MOUNCHEN WALKNO AND **MORpoolson: Don't Three Hill Away Intraker Indust caliborates with Alian Clarke on the latters sole set ● CERARD KENYT LIVING ON WUDGE (RICK ** Lated from MORpool singer-songwithe appearing with St Tomeran Court Rack on Normee 2nd	PL 25318 3.04 PK 25318 3.04 R OCT 17 reens Easten and Dennis Wateman at the Dominion
GROVER WASHINGTON JR WINELIGHT (Elekra) + Hero of the jazz-furk fans with new Elekina set after fullling con- item, but will be bought by fans	KS2282 3.04 W OCT 17 ractual obligations through Motown CTL doal. Not a chart
GUY MITCHELL HIT SINCLES 1950-1960 (CBS) ++Mid-once double includes Singing The Blues and Stell	CBS 22109 3.6415 40 22109 3.6415C OCT 24 Avans Red Feathers from clean cut 50 s fromthrob
HAMMATAN THE CHAMELEON (Lagos International) *Follows on term Nile (CBIos single which success under the A with production handled by Kerl SL George Set page 14 Lagos J	UAG 05 2.32 M 0CT 31 inplay Orat for several works. Recorded in April lact year international feature for full background. RRP is 13.99
HONEY BOY ARISE (Diamond) *Latest from long-standing regger artist available through Jo	DAVLP 403 2.40 J OCT
INVADERS TEST CARD (Polydor)	
Debut Polydor set lisen Pep rock tand featuring Soo Luc     JAMES BROWN HOT ON THE ONE – LIVE (Polydor)     All and the bit form shore other a direct direct form the set.	2683-085 4 11 F OCT . tation these days but who is said to have produced a good
new single. Rap Paytack, for TK in USA having left Polyda	
• Extual Polycer set time Reproduct and Mattering Soc Lucy IAMES BROWN HOT ON HE Clock – UVK (Polycer) • Allow double throm such here whose objudic down i match his rep- met single "Rep Polycack for Y in USE Name (III Polycer) IAPAN GUNTENENT TARE POLAPOUS (Virgini • Allow double throw you do allow the Tale Yolgen encoding with mil- advert displays, consumer add, tick year with major studples : E399	single John Punter produces and promotion includes ind merchandsing material Istital quantities will retail at
TIMMY MAFLEN JIMMY MAELIN (EDIC)	EPC 84211 304 C SEP 5
+ Jazz erummen percussional     JOHN WETTON CAUGHT IN THE CROSSFIRE (PolysonEG)     + Ex-family, UK, Roy, Uran Heep and King Crimson basis	EQLP 107 3.01 EDWC 107 3.04 F OC1 of with first solo outing produced by John Punter

★ Donny Bruce and John Hiat co-produce the which's ballst se	MCF 3078 3.04 P	550.2
Verue en Oct 27 .	MOF 30/8 304 C Hiat is moscally similar to Elvis Costello and plays The	
JOHN ASTON YOU TAKE THE BEAVE FOR THE MUSES PREDY FACES	MMLP 1017 231 P	001
	EPC 84477 3.04 40 84477 3.04 C	001 10
	aving personable and otherwise umemarkable Eurovision really hang on the take of Abure singles	
KANSAS AUDIO VISIONS (Kitischer) **Latest hom: Carry On Wayward Son. millor himakers who	KIR 84500 3.04 40-84500 3.04 C see brand of eeck suits IIS tables more than those in UK	001 17
KILLING JOKE KILLING JOKE (Polydor) **First abum for Polydor mixes new wave heavy music w	EGND SAS 325 ECHADO SAL 328 F	001
KIRKBY MOORSIDE TOWN BRASS BAND MOORS DE BRASS (Loca	It source now wave doce  k) UKLP 6471 220 p	001
Erass bind album     LINDA RONSTADT GREATEST HITS VOL 2 (Asylum)     **Tacks include: Blue Bayes. Hurt So Bad. 'It's So Easy	<ul> <li>Tumbling Dice and Back in The USA'</li> </ul>	OCT 24
A 10XX 10XX 10XX 10X 10X 10X 10X 10X 10X	THIS 24 1.82 TC THIS 24 1.82 E	001 13
	BDLP 4056 3.07 A antion by Norman Conners features Herviceson's smooth	001 10
Latest self-produced set from soul vecalist brought to our ab voice trigged with a drog of funk.	V2181 320 TCV 2181 320 C	16 100
MIKE OLDFIELD 0E2 (Ving n)	V2161 320 ICV 2161 320 C all chall press, consumer press and LT underground ads	00131
NIGHTWING SOMETHING IN THE AIR (Diation)	OV 1757 3251/2 A	001
<ul> <li>HM band centred around Liverpublian Singer songwater ba in Eavaged and Holivation Broast marks a prostation for During the State of the State of the</li></ul>	ssist producer Gordon Rewley with debet album recorded align	
ORCHESTRAL MANDEUVRES IN THE DARK ORGANISATION (Ded 	sc) D(D 6 320 D(DC 6 320 C t single Engla Ga/ •	OCT 24
OTTAWAN OTTAWAN (Camere)	CAL 118 3.04 W	OCT 10
OTTAWAN OTTAWN (Career) • • Fotoxa nucleo nos single frem Goadete clain doct which county: Podoction is by Daniel Xangade (of Goade Reine) OVALTINEYS SING YOUR ALL TWAE FAVOURIES (CLMO) • • Revisal of a grant? British radio group who performed to 20 Day Are Hore Again: A cassine will believe and the possible	in over the last year has chasted in nearly every European ins fame)	-
OVALTINEYS SING YOUR ALL TIME FAVOURITES (CJMO) • • Beviral of a grout(7) British radio group who performed for 20	OVA-1 2.89 M Dycars from the 30 s to the 50's contains the single 'Happy	1 100
Day Are Here Again A cassette will follow and the possibil PENELOPE KEITH TO THE MANOR BORN (BBC)	Iv of a Christmas smach cannot be discounted  REB 395 2.7512 2CF 395 2.92 A	0CT 10
<ul> <li>Excepts from the high-taket correctly series</li> </ul>		
PHIL HARRIS THE BEST OF PHIL HARRIS (RCA International) • Phil Harris is the voice behind Baroo The Bear in Jungle   Woosman Spare Trail Tree	Book and is here leatured on tracks such as Woodman.	001 10
POISON GIRLS CHAPPAQUIDICK BRIDGE (Crass)	4219842 1.95 H	0CT 24
POISON GIRLS CHAPPAQUEICK BRIDGE (Crass) • First long player horn four piece cano with female le personal-polinical yorks. Music by the band as a whole and (prinnenced Bantow)	ad vocals features a mixture of musical moods and lyrics by V. Subversive: Production by Penny Rimbaud.	
(prenumbed Ranboa)	x58201 3.04 W	001 10
* Jazz-influenced ska-based band from Country fouring w	ate Q Tips from Sep 27 to Nov 13 .	
Introduced Workson     Introduced Workson     Internet State     Advantage State     Advantage	KNLP 7 3.04 KXC 7 3.04 W Edmunds to recent topether on their own terms sharing	OCT
sessions' EP Consumer ads & window displays promote while	feacher and initial process come with free Gapital Hadro band continue to lour UK, starting Oct 12 and ending Nev.	
SPYRO GYRA CARMAVAL INCA)	MCF 3087 3.04 MCFC 3087 3.04 C	OCT 31
SPYRO GYRA CARNWAL (MCA) • Morring Dance himakes induity with their fined abum Clande precise and campaign includes ads in Lenson Field Capital Radio prus window displays Heavy imperi sales	(though the second was old material). Beckenstein and ings consumers trades black press jazz pross and on	
Capital Radio plus window displays. Heavy import sales SUIDAR BLUE CROSS ROADS (TOL)	101 1 2.87 BSC 3004 2.87	100
SUGAR BLUE CROSS R0ADS (TOL) • OctoL UP from Paro based American blues harmonica vocal Pontaci and material is incomed from Freebind in Paris Son coder from 01-624-1843	int who played on the last two Stores aburts. Single is new a module of energials and old bacardies	
ordsr from 01 624 18430	SRX 6035 3 04 SRC 6095 3 04 W	007 24
TALKING HEADS REMAIN IN LIGHT (Sire) + Second Brain Eng produced set from American easil coast in TANGERINE DREAM TAVGERINE DREAM '70' 80 (Virgin) + Bis set flashes best hacks from last decade plus new i-	tow wave outfit best known in UK for Psycho Killer single VBDX 2 7.99 TCVX 2 7.67 C	
TANGERINE DREAM TANGERINE DREAM 70-80 (Virgin)     * *Box set features best tracks from last decade plus new i	VBDX 2 7.99 TCVX 2 7.67 C material from Oldheld-esque teukoric synth-reck artists	001 31
THREE DEGREES GOLD (Ph.1 int)	EPC 22110 3.641/2 40.22110 3.641/2 to tracks from their days with Philly and liberi Enc. Spress	001 24
Include Take Good Care Of Yourself Dirty Of Man We're TOM WAITS HEART ATTACK AND UNF (Asylum)	e All Alone' and 'What I Do For Love' K5250 3.04 W	007.10
Include Take Good Care Of Yourself "Dify Of Man" We'n TOM WAITS HEART ATTACK AND VINE (Asylum) ● ● Of Ically acclaimed benefits about from individual LA taxe bis model hereines and the anneal Peaker the as used is	All Alone' and 'What I Do For Love'     K52252 3.04 W     disinger tonger termarks a successful attempt to breaden     two Process Houre	001 10
TOM WAITS HEART ATTACK AND VME (Asylvm) + + Critically acclaimed sevenin abum from individual LA tase his musical horizers and his appeal. Production as usual is TRADITION SHORTASE (Areaux)	r All Alone' and 'What I Do For Love' KS2252 304 W di singer songariter marks a successful altempt to broaden by Borns: Howe CUT 10 2.40 J	0CT 10 0C1
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RECORD BUSINESS October 27 1980

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# THE CHAMELEON

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THEIR FIRST ALBUM OUTNOW



# ALBUM REVIEWS

# Top 10

DIRE STRAITS: Making Movies Vertigo 6359 034) Prod: Mark Knopfler/Jimmy lovine

Third album from the JJ. Cale soundlikes and closer in style to their gritty labut album, than the slighty give popning. Jaich back. Communique, lonity produced by Mark Knogher and with Bruce Springsteen, the only signirand development is the addition of cayboards courtesy of Roy Bitan. With December UK tour lined up and the usual heavy promotion, it's a guaraneed heavy seller.

### EARTH WIND & FIRE: Faces (CBS 84490) Prod: Maurice White

When it comes to really classy dances music Earth Wind & Fire are up there with the true giants and this double album will only enhance an already uge reputation. There is so much uge reputation. There is so much uge to put of a single and with the 12 members soaring away like a soul orchestra, the agile hom setion spinning in and out with its lightning trademark riffs and the White brothers thundering in the rhythm section *Faces* sees the band moving onwards and upwards.

### STEVIE WONDER: Hotter Than July (Motown STMA 8035) Prod: Stevie Wonder

After the indulgent complexities of the Plants album, it's good to find Stevie Wonder taking care of business once again and doing what comes naturally His return to basics, with tracks virtually sequing into each other, has a decided emphasis on up-tempo numbers like 'Did I Hear You Say You Love Me', 'Do Like You', 'Masterblaster' and the racially pointed 'Cash In Your Face', where assorted rhythmic patterns provide a vital base for the construction of some real gems of soulful high-tension. In contrast there are the simple ballads of love found and lost, like the poignant 'Lately', a highlight of his Wembley shows, where some of the other songs were given an initial airing. An album obviously destined for the upper reaches of the top 10



### WILTON FELDER: Inherit The Wind MCA MCG 4019) Prod: Felder/ Hooper/Sample

Another example of what fine albums he Crusaders can make when they chose to operate as front-men with heir own hand-picked musicians. Just as they provided lift-off for Randy Crawford, this album has re-energised he career of vocalist Bobby Womack via the haunting title track and hopeully will lead to further collaborations. t also gives a chance to Wilton Felder Inr, who sings on 'Insight', a repetitivey funky dance floor winner. Felder's own elegant sax work, however, is the eal focal point of the album and it is aultlessly inventive throughout in aried moods and at assorted tempos. Has to be a strong chart contender.

### ORCHESTRAL MANOEUVRES IN THE DARK: Organisation (DinDisc DID 6) Prod: Mike Howlett/Orchestral Manoeuvres in the Dark

Sreat follow-up from the leading allselectronic duo in the country. With Enols Gay – the pairs highly ambihe chart al a rapid rate – OMO looks kie firmly establishing itself in good ime for the Christmas market. Not all one or the Christmas market. Not all one of the Christmas market. Not leak and depressing kind, but the song treatments are always skilluby appresend for maximum impact and main copies contain a free EP of milal copies contain a free EP of



### ARIOUS ARTISTS: Heavy Duty EMI SHSP 4115)

Another metal compilation, but this some consu ime from the EMI stable which is rich debut album.

in the genre and able to combine old faves like Deep Purple and Whitesnake with exponents of the new style, iron Maiden and Scorijons. Also included are transatlantic acts Riot and April Wine and the compliation gives an opportunity to silde in an Atomic Rooster track to aid that band's relaunch. With Whitesnake's "Fool For Your Loving" leading off the set and a \$3.99 price tag, there could well be a quick charing.



Nobcdy else is working in quite the same idam as Steve Forbert any more – just standing there with a guitar and a harmonica and being a singersongwirter in the old tradition. Well, not quite, because here he is backed by and adaptable and versatile band withich can switch indo country or rock with fuency and puts the drive beind withich can switch indo country or too with fuency and puts the drive beind paparacy into more thought list if like Longly Girl'. He's not the new Dylan.

### THE DANCE BAND: Fancy Footwork (Double D DDLP1) Prod: Bob Andrews

In the steamy atmosphere of a club, the Dance Band are indeed a good bet for customer participation and resultant enthusiasm. There's a contagious vitality about their music that makes their name well chosen. On record the impact of their Stax revivalist style is less impressive. In the instrumental department the band cooks as to the manner born, but there's an obvious need for a lead vocalist of real authority. After all there never was a soul outfit of real substance without a dominating front man. Nevertheless. the band's club following should see some consumer response to their



A RETURN to basics and more up-tempo material for Stevie Wonder after the complexities of the last album, *Plants*.

### THE DOORS: Greatest Hits (Elektra ELK 52 254) Prod: Paul A. Rothschild/Bruce Botnick/The Doors

Although all this seminal band's abums are sill available and there have been hits compilations before, the newcomer to The Doors couldn't do much better than grab a copy of hits one. The full version of 'Light My Fire' and the atmospheric Ridets On The Low You', 'Low Me Two Times', 'LA Woman and 'Break On Through'. Ten tracks in all that show what a debt certain British new wave acts ove to the Lizzar King and his men.

### JOHN MARTYN: Grace & Danger (Island ILPS 9560) Prod: Martin Levan

It's been a two-year wait for John Martyn's new album, but certainly worth it. After half a decade of rather unsatisfactory experiment resulting towards the end in a completely shattered, echoplexed musical wasteland, Martyn is now working with keyboards. hass and drums and has turned his guitar into a sharp and telling instrument while his voice, though still slurred out of all recognition, is at least delivering lyrics again. The results at their best on the title track and 'Save Some (For Me)' surge along in the manner of Martyn's Solid Air masterpiece, aided by Phil Collins on drums and backing vocals.

### COLIN NEWMAN: A-Z (Beggars Banquet BEGA 20) Prod: Mike Thorne

Colin Newman used to be a member of Wire, an adventurous combo which probably did a bit too much too soon. As a solo arist he is joined by Desmond Simmons, Robert Gotobed and producer Mike Thorne to continue a career on the outer edges of the musical landscape. A-2 makes for some unsettling listening moments, which are only to be expected, but offers little in the way of entertainment and that's bound to restrict sales to specialist level.

### BLACK RUSSIAN (Motown STML 12412) Prod: S. & N. Kaputsin/ Vladimir Schneider

Four years have elapsed since Black Russian guit their homeland to settle in the States. Their Motown debut presents an intriguing mix of slick Stateside packaging with, touches which indicate unusual musical influences at work. They have an outstanding advantage - the hauntingly beautiful voice of Natasha Kaputsin. The solo lead throughout, she is often better than the songs, but when voice and song are as one, particularly on the lovely ballad 'Love's Enough' or the slightly pacier 'Leave Me Now', it's obvious that a special talent is at work which seems to have drawn its way of phrasing from Stevie Wonder. Of her much more will be heard.

# THE WHO: My Generation (Virgin V2179)

The latest revivalist mod artifact from Virgin it's the classic Who abum of the md-60s, the one with tracks like 'La-La-La-Lie', 'W Generation', 'The Kids Are Airight', 'Tha Ahan', and 'A Legal Matter' on it, an abum that happens to be full of definitive Who singles and which may therefore hold some interest for today's mods. It comes in the original sleeve which depicts the band draped in archetypal Camaby Strete stylings.

### NOT THE NINE O'CLOCK NEWS (BBC Records REB 400)

Hilarious collection of items culled from the popular TV show. Chosen for their original aural humour the material loses nothing on album and includes such goodies as 'Death Of A Princess', 'Gay Christians', 'General Synod's Life Of Python' and a selection of the team's exceedingly funny song routines.

### JENNY DARREN: Jenny Darren (DJF 20569) Prod: Tony Sadler

A more measured style nove for DLMs songstress. Along with her more collfeured and tailored visual look has about equal balance between ballads about equal balance between ballads util son't being horny Darron has quite an attractive edge to her voice at times but is sin't being tuly utilised yet. Her song ideas need more polish and development and the backings just don't have smooth the mainstream, identific rock.

### VARIOUS ARTISTS: Times Square (RSO 2658145) Prod: Various

Sourdhask LP in new Signecon more about the adventures of a couple of teenage runaways in New York. Features music from the acceptable face of new wave (The Pretenders, Gary Numan, Josubschort To Hamotes) Numan, Josubschort To Hamotes) Reed, Suci Quarto, Marcy Lavy and Reed, Suci Quarto, Marcy Lavy and Robin Gibb. Tis a slightly bizarre collection that doesn't aim at any one market, but should still pick up aales in December, however the level is in December, however the level iskey to depend on the movie.

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# NEW SINGLES

The Record Business Singles Marketing Guide Social bag (Mhile) Special Vinyi (C) 49-recommended Real Price) 117 Singles Scheduled for release Oct 31 Monday Nov 3

111	Singles Scheduled for	r release Oct 31 Monday Nov 3
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IEN CORNER BEND ME SHAPE MEHigh in The Sky Gin House Blues The World Of Broken Hisats (Decca)	AAA 106 F13897	A F
TI-PASTI FOUR SORE POINTS (CP) 1980 No Government Two Years Too Late Something New (Dose) ETHA FRANKLIN WHAT A FOOL BELIEVES/Schooldays (Arista)	<ul> <li>F13897</li> <li>DOSE 001</li> <li>ARIST 377</li> </ul>	ł
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CARDLEFES DO ANMALS DREAM Home On The Rance (RK)	<ul> <li>CHS 2465 BK 1032</li> </ul>	F
OCK BROTHERS THE BUNKER Beetley Man (MacDonale & Lydon)	(NA)	Fr B1 (Tel 01-583 8744)
N POOLE & THE TREMELOES TWST & SHOUT Do You Love Me Candy Man Someone Semeone (Dicca)	<ul> <li>F13893</li> <li>K18365</li> </ul>	F
CE SPRINGSTEEN HUNGRY HEART Held Up Without A Gun (CBS)	CBS 9309	č
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Y BALL SDAP YoursBound To Feel Like A Monkey When You Grow Old (am) BODDY WAIT IN LINE/Taken in Again (Bellaphon)	A/5 109 BPS 006	A A
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