

RECORD BUSINESS

INSIDE

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May 18, 1981 VOLUME FOUR Number 9

60p



MICHAEL JACKSON holds his triple platinum award for 750,000 sales of his album *Off The Wall*, surrounded by Epic staff. Pictured are, from left to right, Malcolm Eade, international &R manager, Barry Humphreys, head of product management, David Betteridge, CBS md, John Mair, CBS sales director, Michael Jackson, Frank Brunger, product manager, Peter Robinson, international &R director, Martin Nelson, field services manager, Judy Lipsey, press officer, Jackson's bodyguard, Ron Weisner, his manager, and Tony Woolcott, senior director. Kneeling are Jonathan Morish, head of publicity, Judd Lander, promotions head, and Roger Bowman, promoter.

BPI in raid on London importer — LPs are seized

A TEAM of BPI investigators armed with a High Court order raided the premises of a leading London import, wholesale and retail operation last Monday, taking away nearly 4,000 discs.

The visits took place at Warrens Records, Simons Sales and Simons Records Ltd — all in London — and among product seized were albums with Motown labels.

As RB went to press, company representatives were preparing for a High Court appearance on Friday in answer to writs alleging dealing in counterfeit records. It was understood Simons and Warrens would deny the BPI allegations.

TV merchandisers prepare to attack the direct mail market

SPURRED ON by the availability of cutprice screentime for direct mail advertising of records, Britain's three leading TV merchandiser labels are planning moves into this developing area of sales.

Both K-tel and Ronco have direct response packages ready to go, while Warwick is also readying a release for June. None of the records will be available in shops.

Their decision to compete with the activities of companies like Tellydisc is largely motivated by their concern that as major TV spenders they are seeing their volume business undermined by direct response advertising for records and tapes, often at highly discounted peaking time rates. They claim this is having the effect of forcing up rates they are being charged and, a matter of equal concern, contributing to further saturation of TV screens with advertising for records in a declining market. Those contractors offering cutprice time recourse by monitoring sales and charging clients a percentage of the price charged.

For the TV merchandisers, accustomed to bearing the total cost of their TV advertising, this cheapbackdoor route to sales promotion is frustrating, bearing in mind the high risk attached to smallscreen promotion, but simultaneously attractive as a means of maintaining essential volume, particularly with slack summer months approaching.

Colin Ashby, K-tel md, told *Record Business*: "We are doing this reluctantly and our main business will continue to be through the retailer. But we spend between £3-£4 million a year on television and we are major advertisers. When we see brand new companies coming in and getting these sort of deals, we feel we should have a piece of the action."

He felt that direct response advertising had contributed to the difficulties encountered by TV merchandisers in generating proper consumer response to their TV campaigns.

K-tel did its groundwork earlier in the year by testing a £6.99 3LP package of *Classic Rock* albums in three regions, with encouraging results bearing in mind that the repertoire has already been released in the normal way. The company's main thrust takes place this week, another triplepack *Elvis Presley—American Trilogy*, selling at £9.99. Fifty tracks and two hours of music are featured. First exposure will be in the Trident area, with London, Granada

and probably Southern to follow.

Ronco general manager Sean O'Brien also expressed the company's reluctance to tackle non-retail selling. "We would prefer to sell only through shops, but as long as this keeps up we shall continue to be involved."

Ronco is promoting a £6.99 2LP compilation by top MOR artists entitled *Thank You For The Music*, which will be on the Trident screens in June. Will also be readying for direct response advertising is a *Body Machine*, a combined manicure-pedicure set, which offers 10 attachments including a body massager. This will sell for £7.99.

Price stickers on 40 new WEA LPs

WEA HAS trebled the albums available on its X-tra Value catalogue campaign and is going ahead with plans to sticker them with "expect to pay around £2.99".

Following last week's RB story about dealer anger about stickers which interfered with their right to set retail price WEA general manager of sales and promotion Mike Heap contacted major chains to explain the decision.

"They seem happy with the 'expect to pay around' stickers and our experience is that most dealers take advantage of our reduced trade prices to sell records at £2.99. With a dealer price of £1.82 the dealer can afford to make the full mark-up by selling the catalogue at around £2.99," said Heap.

WEA has added a further 40 titles to the 20 previously available at £1.82 dealer price, and another 40 will be added before the end of the

year. The latest batch includes 'best of' collections by Otis Redding, Arthur Conley, Wilson Pickett, Judy Collins, Buffalo Springfield, Sonny & Cher and Bill Haley.

"This is a prime example of how we are helping the dealer. We are sure that this is the best way of working catalogue and it puts both us and the dealer in the position to sell records. These are very good catalogue items at a very good price and we believe that the overall pricing structure is a positive move to sell records," Heap added.

Unlike similar campaigns there is no minimum order requirement to qualify for the reduced price tag because WEA has found that dealers select a good cross section of titles and order reasonable quantities.

Heap concluded that WEA would take note of the dealers' objections.

SON OF A GUN

EASTSIDE STORY..

NEW ALBUM Includes the hit single "Is That Love"

Produced by Roger Bechirian and Elvis Costello



Court ban on Thorn EMI music videos

THORN EMI Video Programmes was last week forced to withdraw six of its video titles following legal action by various music publishers.

Mr Justice Walton granted an interim injunction banning Thorn EMI from manufacturing or selling *Scott Of The Antarctic*, *That'll Be The Day*, *The Railway Children*, *Stardust*, *Far From The Madding Crowd* and *It Shouldn't Happen To A Vet*.

The action was brought by music publishers Boosey & Co, Bosworth & Co, Sparta-Florida Music, Southern Library of Recorded Music, Westminster Music and Fabulous Music with the backing of the MRS.

Mr Justice Walton ruled that the warranties received from EMI Films by Thorn EMI Video Programmes did not cover music publishing copyright and that the titles had therefore been released without a licence.

Gotch to WEA as new a&r head

TARQUIN GOTCH, former head of a&r at Arista, has been re-united with Charles Levison this week as his appointment as WEA a&r chief is confirmed.

Gotch worked with Levison for two years at Arista, where he was responsible for signing the Blues Band, The Stray Cats and The Wait. He will be assisted at WEA by Dave Walters with Alana St. Albans as a&r secretary. His first signing to WEA is BIM - a former Arista act - whose first single under the new deal is 'Romance' released on May 15.

The move means that Moira Bellas relinquishes the a&r responsibilities she held since the resignation of Dave Dee in early 1980, although she remains head of WEA's press office.

Bron settles with Station

THE TEMPORARY injunction which held up the launch of new rock artists agency The Station last week has been lifted after the new operation reached doors-of-the-court settlement with the Bron Agency last Tuesday.

Bron had obtained the injunction to prevent its former general manager and Station chief Steve Hedges from poaching from its roster.

Under the agreement, Bron retains representation of giant touring bands like Black Sabbath, Blue Oyster Cult, Motorhead, Girl-school and the forthcoming visit from The Tubes, while The Station opens with a list featuring The Specials, Madness, Genesis, Peter Gabriel, Echo and the Bunnymen, Teardrop Explodes, Peter Tosh, Orchestral Manoeuvres in the Dark and other contemporary bands.

Copies of the six film titles already in the shops will not be recalled. However Thorn EMI was ordered by the High Court to provide details of all sales.

David Lester, the solicitor representing the music publishers, commented: "Works belonging to the six music publishers were reproduced on video cassette without a licence. It was a straight case of copyright infringement."

Meanwhile negotiations are continuing between the MRS and the BVA over royalty rates for music on video programmes and an agreement is expected before the BVA's first annual meeting on June 4.

PRS drafts open letter to counter MP's charges

THE BATTLE of words currently being waged between a Labour MP and the Performing Right Society took another turn last week with the publication of an open letter to Leslie Huckfield from PRS chairman Richard Toeman.

In it Toeman replies to eight major charges made against the Society by Huckfield in recent open letters and in Parliament. He specifically denies an allegation that the PRS runs a secret 'black box' fund.

"The Society has no black box or secret funds of any kind. Its sources of income are published in exhaustive detail, as are its methods of distribution and the results of them," he wrote.

Toeman rejects allegations of secrecy in its general business administration and denies that PRS licensing representatives are: "A small army of snoopers who . . . suddenly appear at the door demanding large sums of money in almost Dick Turpin fashion," pointing out that tariffs are not arbitrary and can be referred to a Performing Right Tribunal in the event of a dispute.

Also refuted are claims that members are charged heavily for clarification of their royalty statements, that chief executive Michael Freargard received a 50 percent salary increase, that the PRS



EDDY GRANT'S Ice label has signed a one-off distribution deal with R. C. A. for his new album 'Can't Get Enough', which is released this weekend. Pictured above, concluding the pact in the customary fashion are, left to right: John Howes, RCA's Deputy Managing Director, Marketing, Eddy Grant and Tony Calder, Gant's Business Manager.

was under an obligation to publish its list of voting members and a series of allegations that the Society's affairs are controlled by a group of top-earning, multiple vote carrying members.

"Members with one or ten votes have 64 percent of the voting power," said Toeman. "Those with 20 (numbering 485 at the time of the 1980 AGM) therefore have 36 percent of the voting power, whereas their works earned and received 61 percent of the Society's distribution to its members the previous year. Entitlement to additional votes is a result of, and not a cause of, high earnings."

Referring to publishers in the 20-vote group of members, Huckfield had said: "There is good reason to believe that an enormous proportion of the Society's income falls into the hands of few hands and that the destinies of the 12,000 members of PRS are in great part controlled by this group."

But Toeman replied that 101 of the 485 20-vote members were publishers who had between them 7 1/2 percent of the total vote although performances of their works entitled them to 32 percent of the distributions made to PRS members in the preceding year.

Casablanca moves to Phonogram

POLYGRAM-OWNED Casablanca has joined Phonogram in the UK and its first release is a single by Starpoint available this Friday (May 22).

"I Just Want To Be Your Lover" by the black disco group is available in both seven and 12-inch forms (CAN 1001 and CANX 1001 respectively). It is followed

a week later by the new Mac Davis single 'Me And Fat Boy' (CAN 2002).

Other acts on the label include funk band Cameo - which will have its first album under the deal released in June - Parliament, Captain & Tennille, Nick Gilder, Pure Prairie League, Robin Williams, 707 and others.

Day out - Day in at Capitol?

AIDAN DAY, programme controller, who has resigned after nearly eight years with Capital Radio, may retain a connection with the station, of which he is a founder member.

Day's future plans will be revealed

Alan Parsons Project sued for \$45m in US

ALAN PARSONS and Eric Woolfson, his partner in the top-selling Alan Parsons Project, are being sued for \$45 million in the New York Federal Court by Arista and Careers Music Inc, publishers. The damages are being claimed for an alleged breach of contract.

The statement of claim alleges that advances of \$4.4 million made by Arista to Woolfson's, the record company had not recouped \$1.9 million by March 31, while no money from a \$1.5 million advance from Arjola had been recouped. Of a further advance of \$925,000 to Woolfson's, Careers had not recouped about \$42,000 at April 21.

The litigation surrounds a new album from the Parsons Project, due for delivery on February 21. However, after Arista's refusal to make changes in the artists' contract, it received two tapes from Woolfson's featuring only instrumentals. Although entitled *The Sicilian Defence*, Arista felt that the tapes didn't constitute the master specified in its contract.

In a letter Arista expressed itself "amused" by the tapes after which the artists' attorneys said they regarded this as a rejection of the album and consequently regarded the artists as free due to a breach of contract.

Arista and Careers want an injunction preventing Woolfson's from delivering material to any other label. They also want the court to enforce Woolfson's contractual obligations to provide albums and original songs.

Chess experts describe the Sicilian Defence as a sharp opening move involving unimportant pieces with three pawns moving in a gambit that allows for further attack.

Ronco looks for first number one

RONCO'S *Buy One-get-one-free* promotion on the *Disco Daze* and *Dino Dino* is going so well after its launch in the Granada area that general manager Sean O'Brien is predicting a national roll-out into five more areas could put the company in line for its first number one album.

"Sales so far have been marvellous, and once we are in the other areas I am certain the albums are going to fly," said O'Brien. So far 100,000 copies of both albums have been shipped, and O'Brien reckoned that if sales in Granada were repeated across the country then a chart topper was in prospect.

Last week Ronco began a five-week promotion in London, using two weeks on Capital Radio for starters, and four weeks on ATV in the Midlands. From June 3, the two albums will be featured in Anglia, Scotland and Trident.

Other TV activity of a national nature concerns K-Tel's *Themes* (NE1122) compilation of music from films, tv series and stage shows. It includes the best-selling 'Chi Mai'.

MULLINGS

BEHIND THE publicity-conscious front of the music industry there are many unsung heroes in backroom jobs who have given a lifetime's service which has never been publicly recognised. **George Shepherd** who has just finally retired after 51 years in the business, over 31 of them at the PRS, is one of them. Finally? Well, Shepherd actually finished fulltime employment with PRS in November but has since been working as a consultant. He joined PRS as an index clerk from Paxton's and retired as department manager, having built up a file of over 2.5 million song titles, which he reckons grows at the rate of 80,000 titles a year. "There's no truth in the rumour that I know every one of them," gags Shepherd – and then adds: "If pushed I could probably name the composer and publisher of about a half-million." He needed a memory of encyclopedic proportions because the department is always dealing with wrong or half-remembered titles, often based on a familiar line of lyrics. Shepherd, a Bethnal Green man all his life, has gone to live in Peterborough. "If this offer of a home had not come along, then I doubt that I would have left the PRS. I just like work," he says. *Mullings*, on behalf of all those who have had reason to consult this exceedingly polite memory man over the years, wishes him a long and happy retirement. . . .

IT'S ALL happening for **Capitol-EMI America** with the number one single in each of the American trades – 'Bette Davis Eyes' by **Kim Carnes** (*Billboard*), 'Angel Of The Morning' by **Juice Newton** (*Record World*) and 'Morning Train' by **Sheena Easton** (*Cashbox*). The claim is being made that no company has ever achieved this before. . . . **Stan White**, famed RCA personnel manager who has probably seen more staff come and go than any of his counterparts, himself a recent departure from the company along with senior product manager **Gerry Fyfe**, whose home number is 898 2787. . . . finally and formally agreed, an agreement for **Barry McCloud Enterprises** to act as agents for bookings of the David Smart Circus big top at Battersea on a non-exclusive basis. . . . with **Peter Gormley** now managing **Cliff Richard** from the rural elegance of Esher, **Brian Gordon** who manages the **Shadows** and **Labbi Saffre** has moved his **Love Sounds Productions** from 14 Harley House to 28 Harley House (486 2389). . . .

PRESS release from one **Germaine Berger**, vice-pres (press) of **Singing Dog Records** of Manchester St. W1 caught the eye. She writes that **Humphrey Stingstein**, "a legend in his own lifetime", has come out of retirement with a new label distributed by **Syranon**. Enclosed was a photograph of a cooker spaniel wearing sunglasses – which may account for the following list of directors – **Lassie** (USA), **Saint Bernard-Pass** (àkr), **Al Corgi** (In quarantine), **Artie Mongrel** (USA), **Monty Woolfer** (Germany), **Cairn East**, **Bassett Menon** (Indian) and **Nick Canine** LL.B. With such fertile imagination she should go far. . . . in the Land of The Rising Sun, the **Nolans'** sales triumphs continue – they scored three Top 10 albums in seven months – a remarkable achievement considering they have only recorded two. Album three is a compilation drawn from the first two, with the addition of 'Sexy Music', their recent **Tokyo Songfest** winner. . . . a daughter for **Celebrity director Dave Howman** and wife **Sue**. . . . in **New York Island** is recording and releasing within 48 hours 5000 copies of the debut album by **Rockcats** (a rockably band, match), which sounds like a rerun of the **Toots** and **The Maytals** promo idea used by **Island** here last year. . . .

FOR THE BENEFIT of 600 faithful who spent 13 hours in **Crystal Palace** hotel at the first national convention of the **Barry Manilow Fan Club**, the golden-haired one sent a taped message in which he described former **Arista** boss **Charles Levison**, now at **WEA**, as "my favourite record company executive" and added the intriguing remark that **Levison** would be "a part of my life forever". For services rendered the club presented **Barry Awards** to **Levison**, **DJs David Hamilton** and **Dave Lincoln**, promoter **Andrew Miller**, **BBC** producer **Stewart Roberts** and publicist **Howard Harding**. . . . surprise, surprise – the **Bee Gees** and **Robert Stigwood** have made it up and the lads have said they regret the distress caused etc. etc. . . . **Promos people's** hot single phone now supplemented by two lines on 935 1247.

RECORD BUSINESS

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• REFORMATION •



SPANDAU BALLETT

ACT. I

SINGLE CASSETTE

GLOW

TO CUT A LONG STORY SHORT

THE FREEZE

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Five Novello nominations for EMI Publishing score

EMI MUSIC Publishing has scored five nominations in this year's Ivor Novello Awards, due to be presented on May 19 at a Grosvenor House lunch. Only Robin and Barry Gibb come anywhere near this achievement with four nominations for the song 'Woman In Love'. This has been shortlisted as Best Song, Outstanding British Lyric, International Hit and Best-selling A-side.

EMI Music's potential winners are 'Babushka' by Kate Bush (Best Song), 'Juliet Bravo' arranged by Derek Goom (Best TV Theme), 'Flash' by Brian May (Best Film Theme), 'Another One Bites The Dust' by John Deacon (International Hit), 'No-one Quite Like Grandma' by Gordon Lorenz (Best-selling A-side).

Full list of other nominations is as follows: **Best Song:** 'Together We Are Beautiful' by Ken Leroy (Brampton Music); 'Your Eyes Should Be Burning Now' by Tony Macaulay and Don Black (Dick James Music/Tony Macaulay Music); **Best Pop Song:** 'What You're Proposing' by Francis Rossi and Bernard Frost (Dump Music/Eaton Music); 'Don't Stand So Close To Me' by Sting (Virgin Music), 'Stop The Calvary' by Jonah Lewis (Street Music); **Best TV or Radio Theme:** 'Fox' by George Fenton (Eaton Music); 'I Could Be So Good For You' by Gerrard Kenny and Pat Waterman (D&J Arlon Enterprises/Chappell); **Best Film Theme:** 'Silver Dream Machine' by David Essex (April Music/Imperial Wizard Songs); 'Xanadu' by Jeff Lynne (Jet Music/April Blackwood Music); **Outstanding British Lyric:** 'That Look Of Your Face' by Don Black (Really Useful Company/Dick James); 'Stop The Calvary' by Jonah Lewis; **International Hit:** 'Another Brick In The Wall' by Roger Waters (Pink Floyd Music); **Most Performed Song:** 'Together We Are Beautiful' by Ken Leroy, 'January, February' by Alan Tarney (ATV Music); 'I'm In The Mood For Dancing' by Ben Findon, Michael Myers, Robert Puzey (Black Sheep Music); **Best-selling A-side:** 'Don't Stand So Close To Me' by Sting.

In's & Outs

ANDY STEPHENS has been appointed international manager of CBS UK. Stephens was previously at CBS Paris where he was a product manager and had worked for Jet Records, Polydor, and State Records after starting his career as an engineer at EMI's Abbey Road Studio.

JO MANUEL, for the past three years one of Midem's London representatives, has joined the New York firm of Ballato, Jones and King, which specialises as agents for international TV and video distribution. She can be contacted for the time being on 624-0167. Her job in the Midem office has been taken over by Libby McKinley.



BILL KIMBER, centre, has been appointed to the newly created position of divisional manager of a&R for RCA, after two and a half years with the company. He is pictured receiving gold and silver discs for Bucks Fizz 'Making Your Mind Up' and Landscape's 'Einstein A Go Go', from Bob Summer, president RCA Record Division, left, and Don Ellis, RCA UK md.

Merchandising

PHONOGRAM RECORDS is re-promoting the Teardrop Explodes album *Kilimanjaro* (6359035 and MC 7150035) in a new cover and including the hit single 'Reward'. The album has been in the *RB* Top 60 for nine weeks in its original form and includes the new single 'Treason'.

EDDY GRANT releases his new album *Can't Get Enough (JCEL/ICEK 21 - album and cassette) on his own Ice label through RCA on May 22. The cassette is available at standard price but will be a "ruse for the price of one" release with one side containing Grant's first album Message Man. The release will be advertised in consumer and trade papers and on major radio stations. There will be dealer posters and fly-posting in major cities.*

PHONOGRAM IS giving away a free album with the first 10,000 copies of the new Bill Nelson album *Quit Dreaming And Get On The Beam* (6359055 and 7557 010 cassette) and the first 10,000 cassettes are double-play.

VIRGIN RECORDS this week releases three singles by new signings in both seven and 12-inch forms: *Heaven 17's* second single *'I'm Your Money (VS417)* was released on Friday, with the 12-inch (VS41712) a special disc mix lasting nearly six minutes. The 'B' side in this version

SIMON POTTS has been appointed head of a&R for Arista-Ariola Records. He has been with the company for 18 months having previously been promotion manager at Anchor and Arista Records. During his time in a&R he took a hand in the Stray Cats and Beat signings.

THE PRESS, radio and TV promotion departments of A&M Records are no longer situated at the company's New Kings Road HQ. They are now to be found at Richard House, 30-32 Mortimer Street, London W1 (Tel: 01-580 3176).

FIONA GRIMSHAW has been appointed Nigel Dick's assistant in the Staff Records press office. Following the departure of Sue Johnstone, Sally Payne has taken over as international press officer having worked in the

Cherry Red from Spartan to Pinnacle

CHERRY RED, the first independent record label to sign a national distribution deal with Spartan Records, has switched to the rival Pinnacle organisation.

The pioneer indie made the change when its three-year Spartan deal expired on May 18.

All back catalogue from Cherry Red, Pipe and Heartbeat Records is now available from Pinnacle on an exclusive basis, along with initial new releases 'Too Drunk To Fuck' (Cherry 24) from the Dead Kennedys and the Quentin

Crisp live double album (DRED 2 and CRED 2).

Said Cherry Red managing director Iain McNay: "Both Spartan and Cherry Red have come a long way since we both started three years ago, especially over the past few months when we have both had our successful periods.

"However, we simply felt it was time for a change. We have had a very positive response from Pinnacle over future product and plans, and are very excited about the new era."

Good UK bookings for Muxexpo

AS MUXEPO enters its seventh year with a new Florida location at Fort Lauderdale, British registrations are already looking healthy, although the event is still six months distant.

Organiser Roddy Shashoua reported that 20 UK companies have so far registered, among them Goodwood Music, Amphonic Music, BK Music, DJ Music, Echo Records, Scratch Records, Chopper Music, Performance Records and Margaret Brace Copyright Bureau.

The exhibition, America's answer to Midem, is being held at the Marriott Hotel, Fort Lauderdale, a marina complex with facilities for poolside accommodation of 100 booths. This, according to Shashoua, will make for a more businesslike atmosphere since the temptations of the beach as a counter attraction have been removed.

Last year's event attracted over 1,000 companies and 2,600 participants from 44 countries. This year Shashoua ex-

pects to do at least as well, particularly since he reckons that American participation is now more attractive to Europeans than Midem itself. He notes that an unadorned Midem booth costs about \$3,000 whereas a Muxexpo package costing \$2,750 offers a fully equipped, air-conditioned and decorated booth, free registration for all company representatives, a brochure advertisement and 15 minutes time daily on closed-circuit video. By arrangement with PanAm, return fare to Miami will be \$455.

With major US companies cutting down on overseas travel, Shashoua anticipated broad involvement at this level plus the support of about 300 American record production and publishing companies which have yet to attend a European function.

As in previous years, Muxexpo will be supplemented by a number of workshop seminars devoted to music and video matters.

KILLING JOKE'S new single 'Tension' (EGMDS 101) on the Malicious Damage/EG label through Polydor is also available in a 10-inch version (EGMDD 101) with an extra track. Both are available in full colour bags.

DECCA RECORDS has rush released the hot reggae single 'Natural High' by Claudia Fontaine (F.13905 and FX 13905) in both seven and 12-inch forms after picking it up from the JB Music label.

Before going into management Bell, aged 28, was press officer at Rogers & Cowan.

Letters

FURTHER TO your report (RB May 5) regarding the release of the album Shakin' Stevens At The Rockhouse by my company, Magnum Force Records. In it you state that, "Barrett denies any intention to release the other material which he does not own," I would like to point out that Magnum Force does not actually own any recordings by Shakin' Stevens. The album is owned by a Dutch producer from whom we have leased it. We are interested in entering into licensing deals with any bona fide owner of Shakin' Stevens recordings. **PAUL BARRETT, Magnum Force Records, Penarth, S. Glamorgan.**

international office for the past six months.

JOHN NORBURY has been appointed managing director of Tinley-Robor Labels in Birmingham. He was previously Cassette and Record Services managing director.

DOUGLAS KEAN has been appointed head of promotion at Red Bus covering both publishing and recording activities. He was previously with Island. Krissie Jayawardena has joined as assistant to Morgan Khan, with responsibility for the Excelsior label.

PHONOGRAM RECORDS has appointed Colin Bell, manager of Tom Robinson and Sector 27, as a press officer. He joins Norman Divall in the press office.

ALBUM REVIEWS

Top 10

STARFOUND: Stars On 45 (CBS 86132) Prod: Jaap Eggermont

The full album of the single currently doing so well is actually a total trip down memory lane. The second side contains tracks like 'Boogie Nights' and 'Video Killed The Radio Star' along with other 50s and 60s faves while there's also a section put together by Long Tall Ernie and the Shakers of rock 'n' roll's nuttier novelties. Should clean up.

Top 40

JUDIE TZUKE: I Am The Phoenix (Rocket Train 15) Prod: Paul Guglielmo

The third album from the sweet-voiced British singer just isn't as good or subtle as the previous two. With the exception of one or two songs like 'Come Hell Or 'Waters High' and 'I Am The Phoenix' the material isn't as strong and the arranger's ideas seem to have fossilised — one can't help harking back to the jazz-tinged instrumental tapestry that embellished *Welcome To The Cruise* so successfully. But Judie Tzuke is growing in popularity all the time.

THE PSYCHEDELIC FURS: Talk Talk Talk CBS (CBS 84892) Prod: Steve Lillywhite

Second albums seem destined to be "less immediate" than the debuts they follow, and this is again the case with the Psychedelic Furs *Talk Talk Talk*. It is however, far from disappointing. The band is a relatively large one — six members — but no one is redundant with each instrument having its moment, always linked by the unique vocals of Rep Butler.

THE MOODY BLUES: Long Distance Voyager (Threshold TXS 139) Prod: Pip Williams

The tenth album in the 16 year career of the Moodies and it is one of the best. Melodic and harmonic beauty is the trait expected of the group and there are excellent examples of this in songs such as 'In My World'. There are also real rockers like 'Gemini Dream'. Mawkishness is avoided by the creative input of each member of the group as an individual and former Yes keyboard player Patrick Moraz, on his first Moody album, adds a new dimension to the sound.

Top 60

CLASSIC NOUVEAUX: Night People (Liberty LBG 30325) Prod: Sal Solo/ Mik Sweeny

The temptation is to describe this album as an instant classic. After the spectacular success of 'Guilty' the young group is enjoying a second hit with 'Tokyo' and there is plenty in this album to suggest further hits will come along. For the sake of ease the music can be termed futurist, as it is heavily reliant on electronic instruments. The strong visual image of the band is

backed with real talent and the music has a light, quirky quality which shows a variety of diverse influences.

MANHATTAN TRANSFER: Mecca For Moderns (Atlantic K50789) Prod: Jay Graydon

One day perhaps, Manhattan Transfer will take the plunge and deliver the definitive jazz vocal album, which may be the only way their incomparable skills as a vocal quartet, as well as their adventurous inclinations, can be adequately showcased. The signs are there on the remarkable B-side of this album, with its stunning recreation of the Count Basie classic 'Corner Pocket'.

BARBARA DICKSON: You Know It's Me (Epic EPC 84551) Prod: Alan Tarney

From the first notes of 'Think It Over' the distinctive production touches of Alan Tarney (see also recent Cliff Richard material) are clearly evident. While this inevitably means little in the way of auditory surprises, his accomplished way with the mid-tempo song and the catchy hook certainly ensures an album of tuneful pop singles like her 'Only Seventeen' winner.

TOM PETTY AND THE HEARTBREAKERS: Hard Promises (MCA/Backstreet MCF 3098) Prod: Tom Petty/Jimmy Iovine

How does the man do it? The fourth album from Tom Petty and his Heartbreakers is another collection of perfect American pop songs and subtle but heart-breaking ballads. If slightly less instant than *Damn The Torpedos*, *Hard Promises* becomes more compulsive with every play.

SQUEEZE: East Side Story (A&M AMQH 64854) Prod: Roger Bechirian/Elvis Costello

Severe charges have been wrought in the Squeeze sound by Bechirian and Costello and the loss over the past couple of years of three-fifths of the band. The songwriting partnership of Glen Tilbrook and Chris Difford is still intact, however, and it must be said that their material is still of the highest quality.

GRACE JONES: Nightclubbing (Island ILPS 9624) Prod: Chris Blackwell/Alex Sadkin

Now firmly established as a media favourite for the judicious wacking of the dreaded Russell Harty, Grace Jones has now turned in the album that will make her name on the sales charts. Teamed with the ubiquitous Sly and Robbie rhythm section she snarls her way through nine devastatingly danceable cuts for the sophisticated disco-goer.

WILD HORSES: Stand Your Ground (EMI EMC 3368) Prod: Kit Woolven/Jimmy Bain/Brian Robertson

The new album from ex-Lizzy man Brian Robertson's band certainly has a few echoes of the old alma mater still there and is none the worse for it. Gritty vocals from Jimmy Bain are allied to heavy rock that owes more to the thoughtful, lyrical style as purveyed by Lynott and company than to modern British metal. The song ideas are well thought out and the album deserves to do well in the heavy market.

Jim Steinman the man behind Meat Loaf

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Singles Top 100

SALES RATING
100 = Strong No.1 Sales

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

The Record Business Top 100 is compiled from sales and airplay on a system adapted from the charts of the successful US trade paper Record World.

The Top 30 is based on sales alone. Positions 31-100 are determined by the sales rating + 5% of the airplay rating. 300 shops report weekly sales. Average reporting time being Thursday noon.

- **Bullet** Strong upward movement on sales and/or airplay
 - **New Entry**
 - ◆ **Platinum Disc** 1 million sales (BPI certified)
 - **Gold Disc** 1/2 million sales (BPI certified)
 - **Silver Disc** 1/4 million sales (BPI certified)
 - ◆ **Sales or Airplay Index** less than 0.5
- All indices are rounded to nearest whole number.
D **Distributor Code** details: see New Singles Page
() **Brackets** as part of a catalogue number indicates 12-inch availability, eg. CAB(L) 503 indicates: CAB 503 = 7-inch single
CAB 503 = 12-inch single
- Record Business guide to last week's market strength*

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Label/Cat. No.	D	Chart
★ 1	1	3	147 76	STAND AND DELIVER ADAM & THE ANTS	○ CBS CBS A 1065	C
★ 2	5	3	78 77	YOU DRIVE ME CRAZY SHAKIN' STEVENS	○ EPIC EPC A 1165	C
	3	2	5 75 74	STARS ON 45 STAR SOUND	○ CBS CBS A1(13)401102	C
	4	3	7 38 55	CHI MAI ENNIO MORRICONE	○ BBC RESL 92	A
	5	4	5 33 71	GREY DAY MADNESS	○ STIFF (Z)IBU 112	C
★ 6	23	3	33 67	CHEQUERED LOVE KIM WILDE	RAK RAK 330	E
★ 7	10	5	28 73	SWORDS OF A THOUSAND MEN TENPOLE TUDOR	STIFF (Z)IBU 109	C
★ 8	14	8	24 67	KEEP ON LOVING YOU REO SPEEDWAGON	EPIC EPC 9544	C
	9	6	9 24 60	MAKING YOUR MIND UP BUCKS FIZZ	● RCA 56	R
★ 10	29	3	21 84	BETTE DAVIS EYES KIM CARNES	EMI-AMERICA EA 121	E
★ 11	41	2	21 4	OSSIE'S DREAM TOTTENHAM HOTSPUR F.A. CUP FINAL SQUAD	SHELF SHELF 1	A
	12	9	7 21 53	MUSICAL BOUND - GLOW SPANDAU BALLET	REFORMATION CHS (12)2509	F
★ 13	25	4	20 68	STRAY CAT STRUT STRAY CATS	ARISTA SCAT 3	F
	14	8	13 20 51	CAN YOU FEEL IT JACKSONS	○ EPIC EPC (13)9554	C
	15	7	8 19 61	GOOD THING GOING SUGAR MINOTT	○ RCA RCAIT(1) 58	R
	16	12	10 18 35	ATTENTION TO ME NOLANS	EPIC EPC 9571	C
★ 17	40	2	18 59	I WANT TO BE FREE TOYAH	SAFARI SAFE 34	M
★ 18	21	3	18 71	WHEN HE SHINES SHEENA EASTON	EMI EMI 5166	E
	19	3	17 23	THE SOUND OF THE CROWD HUMAN LEAGUE (RED)	VIRGIN VS 416(12)	C
	20	15	9 16 70	AI NO CORRIDA (I-NO-KO-REE-DA) QUINCY JONES	A&M AMS(X) 8109	C
	21	17	8 16 67	ONLY CRYING KEITH MARSHALL	ARRIVAL PIK 2	P
★ 22	26	4	16 47	TREASON (IT'S JUST A STORY) TEARDROP EXPLODES	MERCURY TEAR 3(12)	F
★ 23	31	3	15 61	IT'S GOING TO HAPPEN! UBERTONES	ARDECK ARDS 8	E
	24	16	7 15 60	CAN'T GET ENOUGH OF YOU EDDY GRANT	ENSIGN ENY(T) 207	R
	25	2	3 13 29	DEAR MISS LONELY HEARTS (EPY) THIN LIZZY	VERTIGO LIZZY 8(12)	F
	26	11	9 12 23	NIGHT GAMES GRAHAM BONNET	VERTIGO VER 1	F
★ 27	49	3	12 15	POCKET CALCULATOR KRAFTWERK	EMI EMI 5175	E
	28	28	13 12 50	IS VIC THERE? DEPARTMENT S	RCA D 1003	R
	29	18	5 12 40	DROWNING - ALL OUT TO GET YOU BEAT	GO FEET FEET 6	F
	30	20	12 11 2	THIS OLD HOUSE SHAKIN' STEVENS	● EPIC EPC 9555	C
★ 31	52	3	10 67	CHARIOTS OF FIRE - MAIN THEME VANGELIS	POLYDOR POSP 246	F
★ 32	36	7	10 46	BERMUDA TRIANGLE BARRY MANILOW	ARISTA ARIST 406	F
★ 33	■	1	10 18	DON'T SLOW DOWN UB40	DEP INT. 7(12) DEP 1	M
	34	3	7 9 47	DON'T BREAK MY HEART AGAIN WHITESNAKE	LIBERTY (TC)BP 395	E
	35	13	11 10 12	LATELY STEVIE WONDER	○ MOTOWN (TC)TMTG 1226	E
★ 36	44	3	9 28	CARELESS MEMORIES DURAN DURAN	EMI (12)EMI 5168	E
★ 37	47	2	10 5	THE ART OF PARTIES JAPAN	VIRGIN VS 409(12)	C
	38	24	11 9 10	IT'S A LOVE THING WHISPERS	SOLAR SO(T) 16	R
	39	27	8 9 24	JUST A FEELING BAD MANNERS	MAGNET MAG 187	A
★ 40	71	5	9 29	HOW 'BOUT US CHAMPAIGN	CBS CBS A(12)1046	C
★ 41	57	3	7 48	ANGEL OF THE MORNING JUICE NEWTON	CAPITOL CL 16189	E
★ 42	48	2	7 31	THE THIRD MAN SHADOWS	POLYDOR POSP 255	F
★ 43	53	3	7 46	DON'T LET GO THE COAT WHO	POLYDOR WHO 5	F
★ 44	55	2	7 31	HOUSES IN MOTION TALKING HEADS	SIRE SIR 4050(T)	W
	45	30	12 8 6	EINSTEIN A GO-GO LANDSCAPE	○ RCA RCAIT(1) 22	R
★ 46	■	1	7 43	BEING WITH YOU SMOKEY ROBINSON	MOTOWN TMG 1223	E
★ 47	77	2	6 59	IS THAT LOVE SQUEEZE	A&M AMS 8129	C
★ 48	50	6	7 14	SING ME A SONG MARC BOLAN	RARN MBFS 001	S
	49	46	4 7 9	LIFE IN TOKYO JAPAN	HANSA HANSA (12)4	A
	50	34	7 7 6	AND THE BANDS PLAYED ON SAXON	CARRERE CAR 180(P)	W
	51	32	10 6 21	NEW ORLEANS GILLAN	VIRGIN VS 406	C
	52	37	9 6 19	MAKE THAT MOVE SHALAMAR	SOLAR SO(T) 17	R
	53	35	5 5 34	THE MAGNIFICENT SEVEN CLASH	CBS CBS A(13)1133	C
	54	45	3 6 4	DUMB WAITERS PSYCHEDELIC FURS	CBS CBS A 1166	C
	55	39	9 6 3	INTUITION LINX	○ CHRYSALIS CHS (12)2500	F
	56	38	5 5 30	LOVE GAMES LEVEL 42	POLYDOR POSP(X) 234	F
	57	65	20 5 1	KINGS OF THE WILD FRONTIER ADAM & THE ANTS	CBS 8877	C
	58	43	6 5 15	FLYING HIGH FREEZE	BEGGARS BANQUET BEG55(T)	W
	59	42	6 5 *	CROCODILES ECHO & THE BUNNYMEN	KOROVA ECHO (1M)	W
	60	51	10 5 5	D DAYS HAZEL O'CONNOR	○ ALBION (12)CION 1009	M

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SMALL LABELS

How distributor Stage One has moved on from US imports to become such an important part of the UK indie scene.

STAGE ONE Records, once specialist in American imports, has become expert in the export and UK distribution of Britain's major independent labels.

Based in Haslemere, Surrey, the company was formed eight years ago by managing director Nigel Howick. Turnover increased steadily over the years but the real breakthrough came in 1979 when a deal with NME was concluded for the release of Black Sabbath's back catalogue, as well as the new *Live at Last* album.

With publicity from the reactivated Sabbath hit, 'Paranoid', smaller indie labels began to look to Stage One for their own distribution deals. Dave Fa-

New stages in the Stage One story

gence, labels manager comments, "We were careful about which companies we did deals with. If we don't feel we can market a record properly, we won't take it on."

The policy appears to work, as the first half of 1981 has proved. Terry Shand, marketing director, explains. "We've had a big singles with The Exploited, *The Hitch Hikers Guide to the Galaxy*, Au Pairs, Sliis, the Marc Bolan EP and Rita Marley. The new Exploited album *Punks Not Dead* is drawing large orders every week. With them, the Au Pairs and Girls At Our Best. We have the three best indie bands in the country and we're prepared to go hell for leather for their releases."

Stage One has a stable of about 15 labels, and claim to look at each one signed on a long-term basis, which means turning down a lot of material. Is the policy a successful one? "Turnover is certainly increasing, next year we could expect a 50 percent expansion," says Shand.

The company is well-equipped to cope with this - the Haslemere headquarters has extensive systems for tele-sales, distribution and accounting in its 18,000 square feet of office space.

One of Stage One's most recent distribution deals - finalised at this year's Midem - was agreed with Geoff Goy's White Line Records. The label, in turn, has licensed Dave Skilkin's Dinosaur Discs - first single under the deal was the Chicanes' 'Cry A Little', released last month, and a second, 'Hot Seat' by Empire could be chart material. Empire consists of guitarist Bob 'Derwood' Andrews and drummer Mark Laff, both previously with Generation X, plus Simon Bernal on bass. A first album *Expensive Sound* (D/E001) was released on May 8.

US indies on cassette only

REACHOUT INTERNATIONAL Records of New York plans a programme of live albums on cassette only. The first three releases available in late May are James Chance and the Contortions, 8 Eyed Spy (with Lydia Lunch) and the Dictators. All can be ordered from Roir Cassettes on 212-477 0563.

Additional material from 8 Eyed Spy is available on June 18 from British label, Fetish Records. The album (LP) features one side of live performance and one side of studio work. The material is different from the Reachout cassette recording.

Edited by SARAH LEWIS



STAGE ONE, ever ready to promote a promising band on every suitable occasion, arranged an impromptu gig for Empire, new signings to the Dinosaur Discs label. They played heavily their second-ever gig at the Stage One HQ for an audience of employees and journalists. Standing behind Simon, Mark and Derwood from the band are Dave Skilkin, Dinosaur Discs, Terry Shand, marketing director, Stage One, Dave Fagence, labels manager, Stage One, and Geoff Goy, White Line Records.

Indie Albums

- | | | |
|----|--|-----------------------|
| 1 | PUNKS NOT DEAD | Secret SEC 1 |
| 2 | TO EACH... | |
| 3 | A Certain Ratio | Factory FACT 35 |
| 4 | HE WHO DARES WINS | SSSSS IP |
| | Thames of Halls | Albion ITS 999 |
| 4 | CONCRETE 869 | Do It Right 3 |
| 6 | DINK WEARS WHITE SOX | Graduate GRAD LP 2 |
| 6 | RISING OFF LIAO | Factory FACT 25 |
| 7 | CLOSER Joy Division | Safari SAT 105 |
| 8 | TOYOH TOYOH TOYOH Toyah | Safari LIFE 2 |
| 9 | MESH AND LACE | 4AD CAD 105 |
| 10 | UNKOWN PLEASURES | Factory FACT 10 |
| 10 | PHAYERS ON FIRE | 4AD CAD 104 |
| 12 | LUBRICATE YOUR LIVING ROOM | Accusatory ACC-001 |
| 12 | 390 DEGREES OF SIMULATED STEREO - UBU LIVE | Rough Trade ROUGH 23 |
| 14 | STATIONS OF THE CRASS Crass | Cross CTS1984 |
| 15 | IN THE FLAT BELT O' BILLY | 4AD CAD 13 |
| 16 | GROTESQUE (AFTER THE GRAMME) | Fall |
| 17 | LIVE AT THE COUNTER EUROVISION 79 | Major 6 Major |
| 18 | CHAPPAQUIDICK BRIDGE | Crass CTS1984-2 |
| 18 | FRUIT FOR ROTTING VEGETABLES | Cherry Red BRED 10 |
| 20 | THE BLUE MEANING Toyah | Safari EYA 569 |
| 21 | THIRD CLOCK DVA | Fetish FR 202 |
| 22 | COLORSAL YOUTH | Rough Trade ROUGH 9 |
| 23 | INFLAMMABLE MATERIAL | Rough Trade ROUGH 11 |
| 24 | SONS AND LOVERS | Hazel O'Connor |
| 25 | WHATEVER HAPPENS NEXT | Rough Trade |
| 26 | FRESH FAVORITES | Mute STUMM 3 |
| 27 | SHEEP FARMING IN BARNET | Toyah |
| 28 | AFRICAN GIRL | Black Roots BRLP 400E |
| 29 | THE ULTIMATE ACTION | Edsel ED 101 |
| 30 | SCIENTIST MEETS THE SPACE INVADERS | GreenNews GREEN 19 |

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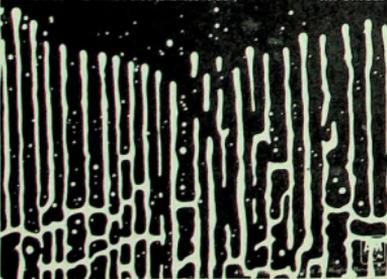
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AI NO CORRIDA

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HIT SINGLE



RECORD BUSINESS RECORD BUSINESS RECORD BUSINESS

Disco Top 50

1	STARS ON 45 STAR SOUND	CBS A(13)1102
2	GOOD THING GOING SUGAR MINOTT	RCA(T) 58
3	AIN'T NO STOPPIN' - DISCO MIX 1981 ENIGMA	Creole CR(12) 9
4	CAN'T GET ENOUGH OF YOU EDDY GRANT	Ice/Ensign ENY(T) 207
5	AI NO CORRIDA QUINCY JONES	A&M AMS(X) 8109
6	BODY TALK IMAGINATION	R&B RBS(RBL) 201
7	WIKKA RAP EVASIONS	Groove GP 107(T)
8	CAN YOU FEEL IT JACKSONS	Epic EPC (13)9554
9	CANDIDATE FOR LOVE T.S. MONK	Mirage K11648(T)
10	LOVE GAMES LEVEL 42	Polydor POSPX) 234
11	IT'S A LOVE THING WHISPERS	Solar SO(T) 16
12	THE MAGNIFICENT DANCE CLASH	CBS A(13)1133
13	BODY MUSIC STRIKERS	Epic A(13)1299
14	HOW 'BOUT US CHAMPAIGN	CBS A(12)1049
15	EASE YOUR MIND TOUCHDOWN	Record Shack SHACK 7(12)1
16	JUST THE TWO OF US GROVER WASHINGTON JR.	Elektra K12514(T)
17	ON MY OWN DEBRA LAWS	Elektra K12529(T)
18	FLYING HIGH FREEZE	Beggars Banquet BEG 55(T)
19	TWO HEARTS STEPHANIE MILLS	20th Century TC(D) 2492
20	GET ON UP NOW PLAYERS ASSOCIATION	(Vanguard SPV 41)
21	MAKE THAT MOVE SHALAMAR	Solar SO(T) 17
22	GIVE IT TO ME BABY RICK JAMES	Motown (12)TMG 1229
23	SIXTY THRILLS A MINUTE MYSTIC MERLIN	Capitol (12)CL 16190
24	IF YOU FEEL IT THELMA HOUSTON	RCA RCA(T) 17
25	DOWNSIDE UP RAH BAND	DJM DJS(DJR) 10967
26	BY ALL MEANS ALPHONSE MOUZON	Excaliber EXCL(L) 509
27	HUMPIN' GAP BAND	Mercury MER(X) 63
28	IF YOU REALLY WANT ME SISTER SLEDGE	Atlantic K11591(T)
29	LET SOMEBODY LOVE YOU KENI BURKE	(RCA PD 12229)
30	INTUITION LINX	Chryslas CHS (12)2500
31	TURNED ON TO YOU EIGHTIES LADIES	(Uno Melodic UMD 7002)
32	TIME LIGHT OF THE WORLD	Mercury MER(X) 64
33	HIT 'N RUN LOVER CAROL JIANI	Champagne FIZZ(FIZZY) 506
34	RUNAWAY BANZAI	Groove GP 106(T)
35	I'LL BE YOUR PLEASURE ESTHER WILLIAMS	(RCA PD 12209)
36	MONSTER MAN JEFF LORBER FUSION	Arista ARIST 12 410
37	POSSESSED L.A.X.	Epic A(13)1103
38	CAN I TAKE YOU HOME MEL SHEPPARD	(TSDB TS 2002)
39	LATELY STEVIE WONDER	Motown TMG 1226
40	HEED THE WARNING CHAKA KHAN	Warner Bros K17793(T)
41	NEVER UNDERESTIMATE KLYMAXX	(Solar YD 12224)
42	DANCIN' THE NIGHT AWAY VOGGUE	(Celsius CLS 7004)
43	TAKE ME TO THE BRIDGE VERA	(Rio 8)
44	NASTY DISPOSITION AURRA	Salsoul SAL(T) 9
45	YOU MIGHT NEED SOMEBODY RANDY CRAWFORD	Warner Bros K17803(T)
46	BEING WITH YOU SMOKEY ROBINSON	Motown TMG 1223
47	YOU LIKE ME DON'T YOU JERMAINE JACKSON	Motown (12) TMG 1222
48	TAKE IT TO THE MAX FLAKES	(Salsoul SG 345)
49	YOU'RE HOT TIMES SQUARE	(New York City NYCR 14(1)2)
50	LOVE (IS GONNA BE ON YOUR SIDE) FIREFLY	Excaliber EXCL(L) 506

Indie Top 50

1	13	I WANT TO BE FREE TOYAH	Safari SAFE 34
2	1	WHY DISCHARGE	Clay PLATE 2
3	3	SLATES (EP) FALL	Rough Trade RT 071
4	4	OBSESSED 999	Albion ION 1011
5	6	SING ME A SONG MARC BOLAN	Ram MBFS 1
6	■	DON'T SLOW DOWN/DON'T LET IT PASS YOU BY UB40	Graduate 7(12) DEP 1
7	8	CANDYSKIN FIRE ENGINES	Pop/Aural POP 010
8	2	DOGS OF WAR EXPLOITED	Secret SHH 110
9	10	ONLY CRYING KEITH MARSHALL	Arrival PIK 2
10	5	REBEL WITHOUT A BRAIN THEATRE OF HATE	Burning Rome BRR 1
11	11	NAGASAKI NIGHTMARE CRASS	Crass 421984/5
12	24	CHANCE MEETING JOSEF K	Postcard 81/5
13	7	DREAMING OF ME DEPECHE MODE	Mute MUTE 013
14	17	CEREMONY NEW ORDER	Factory FAC 33(12)
15	14	'ALL SYSTEMS GO' POISON GIRLS	Crass 421984/8
16	9	FOUR FROM TOYAH (AP) TOYAH	Safari TOY 1
17	25	FOUR SORE POINTS (EP) ANTI-PASTI	Rondelet ROUND 2
18	12	D-DAYS HAZEL O'CONNOR	Albion (12) (C)ION 1009
19	19	LET THEM FREE (EP) ANTI-PASTI	Rondelet ROUND 5
20	20	CARTROUBLE ADAM & THE ANTS	Do It DUN 10
21	16	JUST LIKE GOLD AZTEC CAMERA	Postcard 81/3
22	26	BELA LUGOSI'S DEAD BAUHAUS	Small Wonder TEENY 2
23	15	POOR OLD SOUL ORANGE JUICE	Postcard 81/2
24	21	UNEXPECTED GUEST UK DECAY	Fresh FRESH 26
25	18	ORIGINAL SIN THEATRE OF HATE	SS3
26	32	ZEROX ADAM & THE ANTS	Do It DUN 8
27	22	DECONTROL DISCHARGE	Clay CLAY 5
28	23	TESTCARD (EP) YOUNG MARBLE GIANTS	Rough Trade RT 059
29	31	EXPLOITED BARMY ARMY EXPLOITED	Secret SHH 113
30	27	LOVE WILL TEAR US APART JOY DIVISION	Factory FAC XXIII (XII)
31	33	BULLSHIT DETECTOR VARIOUS	Crass 421984/4
32	36	TRANSMISSION JOY DIVISION	Factory FAC 13(12)
33	39	YOU'RE NO GOOD E.S.G.	Factory FAC 34
34	28	ATMOSPHERE JOY DIVISION	Factory FACUS 2 UK
35	40	SIMPLY THRILLED HONEY ORANGE JUICE	Postcard 80/6
36	30	ROCKIN' HORSE CHELSEA	Faulty Products SF 17
37	37	I'LL KEEP HOLDING ON ACTION	Edsel ED 101
38	47	WORK BLUE ORCHIDS	Rough Trade RT 067
39	■	PAPA'S GOT A BRAND NEW PIG BAG PIG BAG	Y10
40	■	COMPLETE DISORDER EP DISORDER	Disorder ORDER 1
41	43	ARMY LIFE EXPLOITED	Secret SHH 112
42	■	WIKKA RAP EVASIONS	Groove Productions GP 107(1)
43	40	WORKING GIRL MEMBERS	Albion (12) ION 1012
44	46	JUNGLE ROCK SHAKIN' STEVENS	Battle Of The Bands BOB 2
45	■	CHILDREN OF THE SUN MISUNDERSTOOD	Cherry Red CHERRY 22
46	34	ANTI-POLICE DEMOB	Round Ear ROUND 1
47	44	BLOODY REVOLUTIONS/PERSONS UNKNOWN CRASS/POISON GIRLS	Crass 421984/1
48	41	BLUE BOY ORANGE JUICE	Postcard 80/2
49	■	24 HOURS CHEFS	Atlix RB 13
50	48	REALITIES OF WAR DISCHARGE	Clay CLAY 2

AU PAIRS



playing with a different sex



Cat. No: HUMAN 1
Release Date: May 15th

TOUR DATES

May 18	EDINBURGH	Tiffany's University
21	MANCHESTER	Brady's University
22	LIVERPOOL	University Coatham Bowl
23	NEWCASTLE	Marquee
24	REDCAR	Marquee
27	LONDON	Marquee
28	LONDON	Marquee
29	LONDON	Marquee
30	BIRMINGHAM	University

MARKETING CAMPAIGN

- FIRST 15,000 ALBUMS INCLUDE FREE IRON-ON T-SHIRT TRANSFER
- 60 x 40 COLOUR POSTER — FLY POSTED IN ALL MAJOR CITIES
- COLOUR POSTER FOR IN-STORE DISPLAYS
- COLOUR WINDOW STREAMERS
- ADVERTISING IN THE GUARDIAN, COSMOPOLITAN, NEW MUSICAL
- EXPRESS, RECORD MIRROR, SOUNDS, MELODY MAKER, TIME OUT/SMASH HITS/FACE/ZIG ZAG

ALBUM TRACKS

Side 1	Side 2
WE'RE SO COOL	COME AGAIN
LOVE SONG	ARMAGH
SET UP	UNFINISHED BUSINESS
REPETITION	DEAR JOHN
HEADACHE for Michelle	IT'S OBVIOUS



HUMAN RECORDS
284 Pentonville Road, London N1 9NR. Telephone: 01-278 3481. Telex: 8938C

Distributed by STAGE ONE RECORDS. Phone orders to (0428) 4001

SMALL LABELS

Briefs

J C CARROLL, the Members' guitarist, has a solo single, 'Casual Trouserers' (FRESH 28) out this week. JC remains a full-time Member.

RYME TIME Records is a new Scottish label which plans to release around 20 singles – most in picture bags – every year. The first two are by The Recognitions 'Too Much Fiction' (WRS 801) and Saigon 'Where Are The Roses' (WRS 802).

Album Reviews

THE EXPLOITED: Punks Not Dead Secret (SEC 1) Prod: Dave Leaper/The Exploited

The Exploited here not only succeed in confirming that punk actually is dead, but provoke serious doubts that it was ever alive. It's not that this four-man Edinburgh band lack enthusiasm, conviction, or – most significantly – popu-

larity, but there's just not a single new or original idea on this album. They sound like a thousand other bands religiously inspired by the late and great Sex Pistols, despite not actually forming until 1979. Of course the issues they touch on (superficially) are every bit as relevant today as five years ago – 'SPG', 'Dole Q', 'Army Life' (Part 2) – but the hackneyed treatment they are given is so clichéd.

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RADIO

All change for Beacon presenters



PETER CRAIG hands over his 'Night Survival Kit' to 'Beacon New Boy' Tony Paul, and steps into the limelight when he takes over the afternoon shift on Monday May 4. See story left.

IT'S ALL CHANGE for the presenters at Beacon Radio as the new Spring schedules are announced. Main changes include late night man Peter Craig moving from his afternoon slot to present the station's breakfast show from 6am-9am. The newest addition to the station, Tony Paul, takes over the late night show during which he will be reviewing the main news stories of the day as well as playing music.

Other changes include an extension of Richard Caperton's weekday afternoon show, which now runs from 12 noon-3pm. At weekends Peter Craig will be presenting the Saturday breakfast show and John Scragg will play 'beautiful music' from 6pm-9pm Saturday evenings. The station's classical show has been extended by a half an hour and John Hammersley, the station's religious adviser will host his own programme from 10am-12 midnight every Sunday.

Sales agency talks progress

THE DIRECTORS of Associated Newspapers Group Ltd. and Selkirk Communications Ltd., who recently announced their proposal for the merger of their two radio sales operations, Air Services and Radio Sales & Marketing, have agreed to set up a jointly held company to help further the progress of the talks. The chief designate of the new company will be Tony Logic and its co-chairmen will be Philip Birch and George Cromarty Bloom.

THEIR FIRST ALBUM

PUNKS NOT DEAD

SEC1

TELEPHONE ORDERS STAGE ONE 0428-53953

LOCAL HEROES 509

"NEW OPIUM" LP. OVAL 302

with
KEVIN ARMSTRONG
"HOW THE WEST WAS WON"



RECORDS 01-622 0111

£2.50

Two sides of KEVIN ARMSTRONG for the price of one. Independently distributed in the UK: LIGHTNING FAST INFERNO FRESH REVOLVER SERVICE RED RHINO ROUGH TRADE (+OVAL) also: 12" 45 by AIRSTRIP 1: English Guns/ Longer to Live/Crime. Oval OVEP 19/84.

MOST AIRPLAY

1	FUTURE SHOCK	Virgin VQ2196
2	FACE DANCES	Polydor WH00 5037
3	FUN IN SPACE	EMI EMC 3369
4	Rock 'n' Roll	Epic EPC 84700
5	HI INFIDELITY	Liberty LBG 30326
6	RED SKIES OVER PARADISE	Swan Song SSK 58411
7	TWANGIN'	Liberty LBG 30326
8	DAVE EDMONDS	Chrysalis CHR 1391
9	BUTT ROCKIN'	CBS 84946
10	ZEBOP	Chrysalis CHR 1339
11	90 100 FT	Virgin V2199
12	SKIN 'EM UP	
13	Shakin' Pyramids	

MOST ADDED

1	COME AND GET IT	Liberty 30327
2	NUMBER THE BRAVE	MCA MCF 3103
3	THE COMPLETION BACKWARDS PRINCIPLE	Capitol E ST 26285
4	SUCKING IN THE SEVENTIES	Rolling Stones CUN5 39112
5	HIT 'N' RUN	Chrysalis
6	POTATOLAND	Bronze BRON 534
7	SUTHORI! AUTHORI!	Beggars Banquet BEGA 23
8	SCARS	PRE PREX 5
9	WIDE EYED SOUTHERN BOYS	A&M AMLH 6435
10	100% PURE	Abion TS 999
11	JUREBOX AT ERIC'S	Eric's ERICS 008
12	Vanessa	

INDEPENDENT MUSIC NEW RELEASES

STAT4	POSITIVE NOISE	CHARM'AND YET AGAIN	7"
RT069	ZOUNDS	DEMYSTIFICATION	7"
MT001002	ESSENTIAL BOP	CROAKED/BUTLER	7"
FAC19	JOHN DOWIE	(IN RUNNING SHORTS)	7"
RAE2	THE VISITORS	HARD TO BE AN EGG	7"
		COMPACTIBILITY/	7"
		POETS END	7"
TVEY	COLOURS OUT	DANCING WITH JOY!	7"
	OF TIME	MAMBO GIRLS MAMBO	7"
Y10	PIG BAG	PAPA'S GOTTA BRAND NEW	7"
ROOM1	OUT ON BLUE SIX	PARTY MOOD	7"
PC81X	JOSEF K	CHANCE MEETING	7"
FAC34	E.S.G.	YOU'RE NO GOOD	7"
RT071	THE FALL	SLATES	10"
CR13	CRISIS	HYMNS OF FAITH	12"
PLATE2	DISCHARGE	WHY?	12"
FAC35	CERTAIN RATIO	TO EACH	LP
SR104	X	LOS ANGELES	LP
SEC1	THE EXPLOITED	PUNKS NOT DEAD	LP
AP162	BLADDER FLASK	ORHEL SESPER MUSIC	LP
ROUGH21	THE SWELL MAPS	RETROSPECTIVE	LP
BACKS	0603 25658	REVOLVER	0272 299105
FAC PRODUCT	031 661 5811	ROUGH TRADE	01 221 1100
LIGHTNING	01 969 5255	PROBE	051-227 5646
RED RHINO	0904 36499	FRESH	01 258 0572

GENE WILDER AND RICHARD PRYOR AND THOSE 'STIR CRAZY' MEN, ARE RUNNING RIOT IN 'SILVER STREAK'



'Silver Streak,' one of Magnetic Video's latest releases, stars that zany duo, Gene Wilder and Richard Pryor.

In fact, their recent box office success and publicity resulting from 'Stir Crazy,' promises a sure-fire boost to the already successful 'Silver Streak.'

Chosen for a Royal Film Performance, it's a comedy/adventure that's brimming with plenty of laughter and romance. The trouble starts in this story of a West Coast publisher when bodies hurtle past his window while aboard a luxury express train. Art forgery, fake Rembrandts, gun-happy henchmen, and 200 tons of 'Silver Streak' crashing into the Chicago Rail Terminal ensure 108 minutes of non-stop entertainment.

The following titles are also newly released:

1. THE ROSE
She's sensational and the wilder she gets, the more her fans love it. It's a story of a heroine of her time. Bette Midler's performance made the film an instant worldwide success.

2. BUS STOP
Marilyn Monroe sparkles in a joyous combination of coquettish comedy, wide-eyed innocence and pathos as she is abducted by a randy Montana cowboy. One of her classic roles.

3. TERRYTOONS II
Created by Paul Terry, Terrytoons are the symbols of laughter the world over. An elephant, a duck, two bears and other fabulous characters will continue to convulse cartoon lovers for decades with their zany antics.

4. THE HEARTBREAK KID
Neil Simon's screen play and Elaine May's subtle direction combine to present a keenly felt "Graduate"-type satire on the happiness fantasies of the modern American male.

5. LAURA
An American detective (Dana Andrews) falls hopelessly in love with the portrait of Laura (Gene Tierney), he believes has been murdered. A clever build-up and a surprise twist. Otto Preminger produces/directs.

ORDER NOW. PHONE
TOM CLARK ON 01-991 0945.



MV MAGNETIC VIDEO A TWENTIETH CENTURY-FOX COMPANY.
Perivale Industrial Park, Greenford, Middlesex UB6 7RU

Move to the groove

MAINSTREET RECORDS has released a first single, 'No Trees In Brixton Prison' by Bob Manton. It is a song about the frustrations of inertia life, and is already receiving national air play. Distribution by Stage One.

INITIAL RECORDS has switched distribution to Stage One. First releases available through the new agreement include an album by Jack Nitzsche and a single, 'Automatic' by 30 seconds.

arily, but there's just not a single new or original idea on this album. They sound like a thousand other bands randomly invented by the

Disco Albums

- | | | | |
|----|-----------------------------|---------------------|-------------|
| 1 | JAZZ-FUNK | Impromptu | Ensign |
| 2 | STARS ON LONG PLAY | Starsound | CBS |
| 3 | SECRET COMBINATION | Warner Bros | AM |
| 4 | THE DUDE QUINCY JONES | AM | NCA |
| 5 | STREET CRED | Mercury | Mercury |
| 6 | M.V.P. Harvey Mason | Arista | Motown |
| 7 | GOTTA TAKE IT TO THE STREET | Mercury | Motown |
| 8 | WHYCHA GONNA DO FOR ME | Mercury | Motown |
| 9 | READY FOR TEDDY | Teddy Pengearas | TSOP |
| 10 | WHELPLIGHT | Grove Washington JZ | Elektra |
| 11 | RE MI TU TU | Vanox | Champion |
| 12 | ROLL ON Various | USC | Polygram |
| 13 | BEAT LITTLE Various | USC | USC |
| 14 | INTUITION Linx | Chrysalis | Elektra |
| 15 | IF YOU SPECIAL | Debra Laws | Elektra |
| 16 | 8 RING L | Pittanour | Solow |
| 17 | IMAGINATION | Whispers | Motown |
| 18 | BE WITH YOU | Smoko Robinson | Warner Bros |
| 19 | GIVE ME THE NIGHT | George Baker | Mirage |
| 20 | HOUSE OF MUSIC | T. S. Monk | Mirage |

Import Albums

- | | | | |
|----|----------------------------|---------------------|--------------|
| 1 | LET YOUR BODY GO | Playmen Association | Vanguard |
| 2 | ONE WAY LOVE AFFAIR | Sadane | Warner Bros |
| 3 | CLOSER | Gino Soccio | Celebration |
| 4 | STEPHANIE | Stephanie Mills | 20th Century |
| 5 | NO TIME FOR MASQUERADING | Misty Fe | Elektra |
| 6 | GALAXIAN | Jeff Lorber Fusion | Arista |
| 7 | NEVER GONNA BE ANOTHER ONE | Never | RCA |
| 8 | SEND YOU LOVE | Aura | Salsoul |
| 9 | INSIDE OF ME | Esther Williams | RCA |
| 10 | RAIN FOREST | Jay Hoggard | Contemporary |
| 11 | EXPRESSIONS OF LIFE | Heath Brothers | US Columbia |
| 12 | UNLIMITED TOUCH | Unlimited Touch | Prelude |
| 13 | VOYEUR | David Sandrom | Warner Bros |
| 14 | BY ALL MEANS | Agostino Mouton | Pausa |
| 15 | LET ME BE THE ONE | Wendell Lewis | Enigma |
| 16 | TANTRA: THE DOUBLE ALBUM | Tantra | Importe |
| 17 | LET THE MINSTRELS PLAY ON | Dave Pike | Mute |
| 18 | TOMORROW SKY | Delia Erdoghe | Inner City |
| 19 | NEVER HAD IT SO GOOD | Arlene Bee | Beckolt |

Twelve Inchers

- | | | |
|----|-----------------------|----------------|
| 1 | STARS ONE'S Starsound | CBS |
| 2 | AIN'T NO STOPPIN' | DISCO MIX 1981 |
| 3 | IMAGINATION | Enigma |
| 4 | GOOD THING GOING | Sugar Minott |
| 5 | WIKKA RAP | USC |
| 6 | CANDIDATE FOR LOVE | T. S. Monk |
| 7 | RAISE YOUR MIND | Touchdown |
| 8 | ONLY OWN | Debra Laws |
| 9 | BIND CORRIDOR | Quincy Jones |
| 10 | CANT GET ENOUGH | YOU |
| 11 | EDDY GAY | Mercury |
| 12 | IF I LOVE THING | Whispers |

- | | | | |
|----|-----------------------|---------------------|--------------------|
| 14 | LET SOMEBODY LOVE YOU | Keni Burke | RCA (imp) |
| 15 | GET ON UP NOW | Players Association | Vanguard (imp) |
| 16 | TURNUD ON TO YOU | Eguchi | Unlo Melodic (imp) |
| 17 | TWO HEARTS | Stephanie Mills | 20th Century |
| 18 | MAGNIFICENT DANCE | Clash | Motown |
| 19 | GIVE IT TO ME BABY | Rick James | RCA (imp) |
| 20 | IF YOU FEEL IT | Thelma Houston | |

Futurist Dance

- | | | | |
|----|--------------------------------------|-----------------|-------------------|
| 1 | POCKET CALCULATOR | Kraftwerk | EMI 7" |
| 2 | COMING TO GET YOU | Michael | EDM 12" |
| 3 | HILLS OF KATMANDU | LAS COLINAS | 20th Century |
| 4 | DE KATMANDU | Tantra | Importe 12" (imp) |
| 5 | NORMAN BATES | Landscap | RCA 12" |
| 6 | THE SOUND OF THE CROWD | Herman | Virgin 12" |
| 7 | TOKYO CLASS | Nouveaux | Liberty 7" |
| 8 | SPARDIUS | Belles | Reformation 12" |
| 9 | DREAMING OF ME | Despache Mode | EMI 12" |
| 10 | DON'T SAY THAT'S JUST FOR WHITE BOYS | Way Of The West | Mercury 12" |

Disco Dealer

GROOVE Records' 'Wikka Rap' by the Evisons is easily the week's fastest disco mover, crashing the top ten at No. 7 after only a week on release.

Word-of-mouth promotion and a couple of airplay shots were all it needed to get the buzz about "that Alan Whicker record" spreading like wild fire. The orders are into many thousands of copies already, and it might have been expected that EMI would have immediately exercised its option to pick up the master for release on the Groove/EMI label. It seems, however, that the major passed on 'Wikka' at an early stage, which made Groove's Chris Palmer determined to retain the record as an entirely independent commodity. EMI is now very interested indeed, but at the moment Groove, Discus and Pinnacle are pushing out copies of the record adequately to meet the frenzied demands of the specialist shops. If, as is likely, it spreads quickly into wider pop appeal, conceivably another deal must be struck.

Groove also has a second string to tie, bow with 'Banzai's' 'Runaway', which makes a strong entry at No. 34. Most of the other new entries come from the current crop of import 12-inchers, but also notable amongst them are the three Motown singles. Rick James suffered at first from the delivery hiccup which seen these days to plague anything on EMI which has a 12-inch pressing, but 'Give It To Me Baby' is now breaking strongly everywhere, and should be strongly into the top 20 next week. Less expected were the appearances of Smoko Robinson and Jermaine Jackson, both of which have been on

release for some considerable time, and built their sales with painful slowness in the early weeks. Both are now big American hits, particularly Smoko's 'Being With You', which almost topped the US top 100, and this may have helped the rekindling of interest which has finally led to the current sales splash.

Import seller for some time which are now on US release include the Strikers' 'Body Music' and 'Possessed' by L.A.X., both on Epic. The Strikers' disc almost made the top 10 on the Prelude import 12-inch, quite an outstanding achievement in this day and age - it is only to be hoped that CBS doesn't find the potential market already fully catered for at this late stage.

Michael McGlothy's 'Won't You Let Me Be The One', a big import around the London area a month or so ago, is also to see UK release next week via Record Shack - the first American acquisition for this label which has launched a lot of home-grown disco and funk to success during the last year. The catalogue number will be SHACK 2 (12-inch 12 and 7-inch 7), with availability through the Shack and Pinnacle.

Current movers on import, excluding those already showing in the chart, are a mixed bag. Grace Jones' 'Pull Me To The Bumper' (Island) is on 7-inch only, but selling steadily. Tantra's 'The Hills Of Katmandu', long the staple of their *Tantra: The Double Album* set on Importe, is now also available as a 7-inch single, with a re-recorded version in Spanish as 'Las Colinas De Katmandu' suddenly appearing on 12-inch. Other 12-inchers with strong support include Two Man Sound's 'La Musica' (JC); 'Get On Up Do It Again' with Suzy Q (JC); Vivien Vee's 'Come Back' (Unidisc); and 'Hot Wax' by the oddity-named Mother (F) (Matra).

New import albums are fairly thin on the ground, with new arrivals by Side Effect, Wanda Walden, Freddie James, Grace Jones and Klique getting some reaction. Perhaps the most interesting import, though, is the US Chrysalis pressing of Linx' *Intuition* album which features three of the tracks in a remixed form with American musicians adding their talents to the band. The cuts in question are 'Wonder What You're Doing Now', 'Together We Can Shine' and 'Throw Away The Key'.

BARRY LAZELL

HARVEY MASON
'HOW DOES IT FEEL'
B/W 'ON & ON'
(Plus 'TILL YOU TAKE MY LOVE' on 12")
7th ARIST 359 12th ARIST 12399
From the album M.V.P.
(AB 4283)

Jeff Lorber Fusion
'MONSTER MAN'
B/W 'MAGIC LADY'
(Plus 'SPUR OF THE MOMENT' on 12")
7th ARIST 410 12th ARIST 12410

Shirley James & Danny Ray
'WHY DON'T YOU SPEND THE NIGHT'
7th BJ 4509 12th BJD 4509



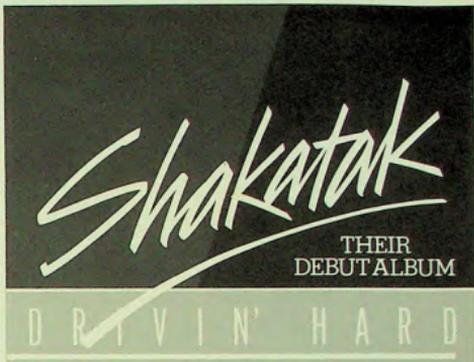
BRAND NEW SINGLE
'THAT OLD SONG' ARIST 417
From the album 'A WOMAN NEEDS LOVE' (SPART 1152)
Also features 'A WOMAN NEEDS LOVE' and 'ALL IN THE WAY YOU GET DOWN'.
'A WOMAN NEEDS LOVE' SINGLE AND LP
ALREADY TOP 20 SMASHES IN THE U.S.

ORDERS TO: Polygram Record Operations Ltd, Clyde Works, Grove Road, Romford, Essex, Tel: 01-590 6044, or the Tandem Sales Team.

New Albums

TOTAL RELEASES: 102

ARTIST/TITLE (Label)	LP/Dealer price	Cassette/Dealer price	
AIR SUPPLY THE ONE THAT YOU LOVE (A&M)	SPART 1169 3.05	8395 94.30	F
ART BARNETT (Mercury)	Mercury 1002 3.31		O
ARTHUR FIEDLER & THE BOSTON POPS ORCHESTRA (SATURDAY NIGHT FUNKER (Buldog)	BDL 1032 1.30		O
AU PABLO PLAYS WITH A DIFFERENT SEX (Mercury)	HUMAN 1 2.65		O
BJORN LSON LINDH WET WINGS (Sovart)	SWET 854 3.04		M
BLACK SLATE (GMA) (GMA)	LP 1 2.89		A
BOY RICE (GMA) (GMA)	STROM 004 2.89		M
BRIAN KNIGHT A DARK HORSE (PVC)	BRV 1 2.89		M
BRIAN KEAY & PETE SAYER COUNTRY FOLK VOLUME 1 (V.F.M.) (Class Only)	VCA 506 0.63		P
BURT BACHARACH WONDERLAND MAGIC MOMENTS (BB)	HL 111 0.60		P
CARL PERKINS DANCE ALBUM (Charly)	CRW 2012 1.73		F
CHARLIE PRYOR (GMA) (Mercury)	ALP 509 2.67		M
CHERRY BLOOD ON THE MOON (Don't Fall Off the Mountain)	KB 2 2.44		O
CHICK MANDONE THOU WASTELLA (Double album) (A&M)	AMALM 6853 4.25/5		C
CONFEDERATES ROCKABALLY SPECIAL (BB)	(Class Only)	BBM 103 0.60	P
CRAZY CAVAN & HIS RHYTHM ROCKERS MISTER COOL (Charly)	CR 3003 2.23		F
DARK STAR (Dark Star) (Mercury)	AALP 5063		M
DAVE TRAVIS & THE BAD NINE BAND COUNTRY MUSIC VOLUME 10 (V.F.M.)	(Class Only)	VCA 537 0.63	P
DAVE WALSHER BLOOM (Charly)	CHL 5027 2.63		M
DOLL BY DOLL DOLL BY DOLL (Magnum)	MAGL 5039		A
DOLLY PARTON DIXIELAND ORCHESTRA SWANEE RIVER/ART PARTY (BB)	(Class Only)	BBM 100 0.60	P
DUFFY BROTHERS HILLBILLY COUNTRY (V.F.M.)	CM 504 2.69		M
ERIC BLOE NOW I'M EAST (Charly)	CM 504 2.69		M
FAMILY BROWN NOTHING REALLY CHANGES (RCA)	RCAFP 5021 2.67		R
FATS WALLER FATS AT THE ORGAN (Academy)	AWL 5007 1.80		F
FLANAGAN & ALLEN VESTERBY'S ORGAN (Reflections)	REF 5019 1.73		M
FRANK BALLARD R&B PARTY (Charly)	CRM 2014 1.73		M
GARY FRACKO DRIFT IN THE WIND (ECM)	ECM 1165 3.30		F
GILBY KNIGHT & THE PIPE TEEN ANGLISH VOLUME 3 (Charly)	CRM 2017 1.73		M
HAGEN GARBAREK/GISMONDI FOLK SONGS (ECM)	ECM 1170 3.30		F
HOLLYWOOD SOUNDS ROCK MOVIE ORCHESTRA YOUR FAVORITE CLASSICS (BB)	(Class Only)	BBM 95 0.60	P
INNER CITY UNITS THE MAXIMUM EFFECT (A&M)	AALP 5064		M
JIM REEVES THESE'S ALWAYS ME (RCA)	PL 13827 2.67		R
JIMMY MCCrackLIN JIMMY MCCrackLIN & HIS BLUE BLASTERS VOLUME 1 (A&M/Charly)	HL 108 2.88		N
KENNETH WILLIAMS MONKEY (Mercury)	MON 418		M
KUNNYA KUNNYA (BB)	(Class Only)	BBM 94 0.60	P
LAMARRETTA AMBERICE (RCA)	TA8 29 3.04		F
LINA WARTTEL SOMETHING SIMPLE (BB)	TAB 29 2.63		F
LONDON SALON ORCHESTRA THE LOOK OF LOVE (BB)	(Class Only)	BBM 93 0.60	P
LONDON SALON ORCHESTRA YOUR FAVORITE CLASSICAL POT POURRI VOLUME 1 (BB)	(Class Only)	BBM 90 0.60	P
LONNIE BROOKER TURN ON THE NIGHT (Charly)	SNIT 5018 3.04		A
MANHATTAN FESTIVAL JAZZ GROUP (DYNAMIC JAZZ (BB)	(Class Only)	HL 113 0.60	P
MARSHALL BACK ON THE ROAD (Decca)	TAB 19 2.03		F
MARTIN WINDSOR & JEANNE TICE COUNTRY & FOLK VOLUME 2 (V.F.M.)	(Class Only)	VCA 091 0.63	P
MAURICE JARBE LION OF THE DESERT (RCA)	RCAFP 5001		A
MIKE DAVID SINGERS THE RAY CONROY WAY (BB)	(Class Only)	BBM 92 0.60	P
MOODY BLUES LONG DISTANCE VOYAGER (Thetaphone)	TXS 130 3.19		F
MONTY BRISBY & HIS VILLAINS (BB)	(Class Only)	BBM 98 0.60	P
MONTY BRISBY & HIS VILLAINS (BB)	(Class Only)	BBM 95 0.60	P
PARLIAMENT IMPROMPTUATION (Casablanca)	NBLP 3249		A
PERRY COME ON TOUR (Charly)	RCAFP 5008 3.34		R
PETE CASTLE TALE OF THE LAND AND SONGS (V.F.M.)	(Class Only)	VCA 023 0.63	P
PETE CASTLE THE HARD TIMES OF OLD ENGLAND (V.F.M.)	(Class Only)	VCA 077 0.63	P
PETER NOVELLO GOLD AWARDS FOR THE BIG HAWKING ORGAN (BB)	(Class Only)	BBM 91 0.60	P
PHIL SWEET MEMPHIS BLUE STREAK (Charly)	CR 3026 2.79		M
R.E.F. THE HEATS (GMA)	AMHR 6852 2.83		O
RAY CAMPI & HIS ROCKABALLY REBELS THE NEWEST WAVE (Thetaphone/RCA)	ABOUT 1000 3.04		F
RAY DREYER COUNTRY MUSIC VOLUME 5 (V.F.M.)	(Class Only)	VCA 009 0.63	P
REG GARNETT OUTFIT WELCOME TO THE WORLD OF JIM REEVES (BB)	(Class Only)	BBM 99 0.60	P
REG HAYNES OUTFIT COUNTRY MUSIC VOLUME 22 (V.F.M.)	(Class Only)	VCA 079 0.63	P
RON RYAN & THE DUFFY BROTHERS KINDA BLUE (V.F.M.)	(Class Only)	VCA 036 0.63	P
RUER BROWN BLACK & BROWN AND BROWN IS BEAUTIFUL (Paraphone)	AL 1000 2.69		O
RUER BROWN BLACK & BROWN AND BROWN IS BEAUTIFUL (Paraphone)	AL 1000 2.69		O
SCREEN REFLECTIONS HELLO TO LOVE (BB)	(Class Only)	HL 112 0.60	P
SCREEN REFLECTIONS MODERN WOODS (BB)	(Class Only)	HL 116 0.60	P
SCREEN REFLECTIONS YESTERDAY (BB)	(Class Only)	HL 115 0.60	P
SHAKESPEARE GREENER POSTURES (Do It)	RCE 5 2.89		F
SOULBEST SIZE STORY (A&M)	AMLM 6484 3.04		C
STAR WALKER'S CHICKEN SHACK ROADIES CONCERTO (RCA)	RCAFP 5013 3.34		R
TANTALUS COUNTRY & FOLK (V.F.M.)	(Class Only)	VCA 096 0.63	P
TONY CAROLINE & THE FENWICK STRINGS LOVE STORIES (BB)	(Class Only)	HL 114 0.60	P
UNUSUS TRIBUTE TO BOB MARLEY (BB)	(Class Only)	BBM 89 0.60	P
VAL DOWNHAM QUIET MOMENTS (RCA)	RCAFP 5018 2.67		R
VARIOUS BREAKING INTO (BB)	(Class Only)	CB 1 1.62	M
VARIOUS COUNTRY MUSIC STANDARDS VOLUME 1 (BB)	(Class Only)	BBM 98 0.60	P
VARIOUS COUNTRY MUSIC STANDARDS VOLUME 2 (BB)	(Class Only)	BBM 81 0.60	P
VARIOUS HANS CHRISTIAN ANDERSEN (BB)	(Class Only)	BBM 80 0.60	P
VARIOUS HARD ROCK LEGENDS VOLUME 1 (BB)	(Class Only)	BBM 101 0.60	P
VARIOUS HARD ROCK LEGENDS VOLUME 2 (BB)	(Class Only)	BBM 102 0.60	P
VARIOUS HOW TO D.K. (Sovart)	(Class Only)	CB 3 1.82	M
VARIOUS HOW TO SHAKENTANAS (Sovart)	(Class Only)	CB 2 1.82	M
VARIOUS HUMPTY DUMPTY (BB)	(Class Only)	BBM 78 0.60	P
VARIOUS JUST GO WILD OVER ROCK ROLL (Charly)	CMJ 2016 1.73		M
VARIOUS KEEP ON TRUCKIN' (RCA International)	INTS 5076 2.00		R
VARIOUS LITTLE RED RIDING HOOD (BB)	(Class Only)	BBM 82 0.60	P
VARIOUS MUSIC MACHINE 3 12 SAYER HITS (BB)	(Class Only)	BBM 89 0.60	P
VARIOUS MUSIC MACHINE VOLUME 4 (BB)	(Class Only)	BBM 84 0.60	P
VARIOUS NIGHTLY TALKY VOLUME 3 (RCA)	PL 4475 2.67		F
VARIOUS PUFF THE MAGIC DRAGON (BB)	(Class Only)	BBM 79 0.60	P
VARIOUS ROCKABALLY (Charly)	CMJ 2015 1.73		M
VARIOUS START SWIMMING (Sovart)	YANK 1 2.43		C
VARIOUS SUPER HITS OF THE '70s (BB)	(Class Only)	BBM 86 0.60	P
VARIOUS SUPER HITS OF THE '80s VOLUME 1 (BB)	(Class Only)	BBM 87 0.60	P
VARIOUS THEMES FOR ME (BB)	NE 1122 5.49		C
VARIOUS THIS IS LONDON (Decca)	SPA 503 1.80		F
VARIOUS TIME FOR MEMORIES (Decca)	(Class Only)	NMOR 2 8104 3.13	F
VARIOUS THREE ANGELS (Mercury)	TLP 1		M
VARIOUS Who Put the Bomp (London)	DWS 3 3.04		F
VITOUS BURMAN KIRILAND CHRISTENSEN WINDSLAY VITOUS GROUP (ECM)	ECM 1185 3.30		F
WALCOTT/CHERRY/WASCONCOLD COONZA 2 (ECM)	ECM 1177 3.30		F
WALTON JENNINGS & JESSI COLTER LEATHER & LACE (RCA)	RCAFP 5017 3.34		F
WELL SOLD PLEASE (BB)	RCE 4 2.89		F



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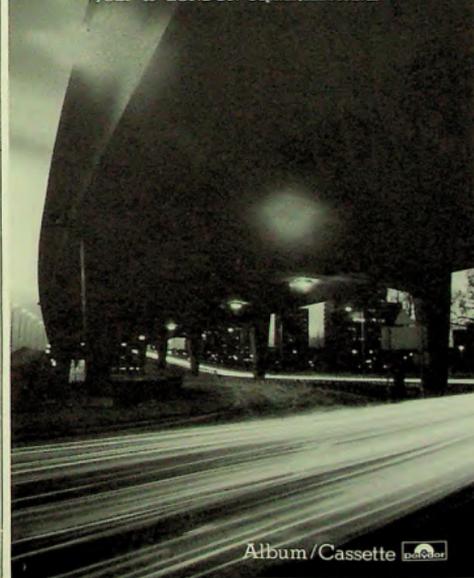
Album POLS 1030 Cassette POLSC 1030
ON TOUR

- MAY 19 SOUTHEAST Talk Of The South
22 HAYWARDS HEATH Taverners
23 MELTON MOWBRAY Painted Lady
24 MIDDLESEX & HERTS Country Club
27 LONDON The Venue
28 NEATH Talk Of Abbey
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Album / Cassette



FEATURE

WITH THE acquisition of the World Records Retrospect catalogue Conifer Records, once a "birdsong and belly-dance" specialist – at least in the eyes of its competitors – is undergoing a rapid and spectacular expansion.

Tucked away in the corner of WEA's West Drayton plant Conifer used to be squeezed into a tiny warehouse with cupboard sized offices attached – but no longer. Both warehouse and offices have been greatly expanded.

At the heart of Conifer is a staff with an average 13 years in the record industry and at its head is John Deacon, an EMI man of the old school.

"They had people in those days who could train you – all you had to do was hold your beer and listen," he remembers.

In 1960 he started the EMI import operation before leaving for Europe. He worked for the company in France, Belgium, the Lebanon, Cyprus and Greece – for six years – before returning to England in 1977 with nothing but a handful of seemingly useless information about the Arab market.

He started selling tapes for the growing Arab tourist market in London and did £75,000 of business in the first 10 months. Harrods and HMV Oxford Street gave him encouragement and today the latter is still the largest Arab outlet in the world.

Small & beautiful, still Conifer's motto

Conifer Records has just acquired the World Records Retrospect catalogue, but the sudden expansion of business at the Middlesex distributors has not detracted from the basic small, dynamic philosophy, as PAUL CAMPBELL discovers.

Deacon took over CRD and attracted Arion, CBS France, Erata and other labels before winning the EMI import agency contract on the closure of the EMI import division. The World Records deal has pushed Conifer into another vast expansion.

"It is a tribute to what we have achieved that World Record came to us. It's not what we look like, it's what we do that counts. Turnover has increased by 21 times in the past year and the renewal of the EMI contract is imminent," said Deacon.

He confesses to be embarrassed by the number of companies which now want Conifer to distribute their product but refuses to expand for the sake of it.

"Conifer exists to fill in the gaps left when it becomes uneconomical for the

major to deal in items. When EMI UK deletes a record we nearly always bring it in from other sources. It is sad to say but the success of small companies is in inverse proportions to the repertoire expertise of the majors," said a critical Deacon.

All this is not to say that Conifer has not suffered like every other business in the general recession. Cash flow is watched carefully and bank charges are high. For this reason Deacon is asking for more understanding from dealers about orders extended for reasons beyond the control of the company. Conifer may be forced to surcharge extended orders.

Deacon is also aware of the pitfalls of rapid success: "There is a danger of it not being so much fun for us. We are not seeking glory or public recognition. We like good records and have a very competent staff which is providing a good service."

Conifer retains the proud boast that it never carries parallel imports. They always buy from the manufacturers of product, not other wholesalers, and this ensures a constant, reliable service. The staff pride themselves on being helpful to enquirers even when business is not directly involved and Conifer will order any record from anywhere in the world for a customer.

The "small is beautiful" theme is echoed by general manager Mike Yarow, an EMI man for 17 years and with international experience in Germany. "In small firms you have to do everything. We are a team, everyone can, and has, done every job and everyone has responsibilities," he said.

Without a computer all the systems he introduced had to be self-checking and Conifer deals with well over 1,000 consignments each week. New accounts

were growing at about 10 per week before the World deal and it is estimated that it could acquire 2-3,000 new customers as a result.

All members of staff will enthusiastically take a visitor around the racks – more than doubled in size to accommodate World – and all are knowledgeable about the product.

Labels carried are Arion, DRG, Jeklin, Cellier, Playasound, Caprice, Erato, Sonodisc, Barclay, Lyrita, CBS France, EMI Australia, Austria, Denmark, France, Germany, Greece, Holland, Italy, Spain, Sweden and USA.

Having made its name in classical, folklore, nostalgia and natural history, Conifer now has a growing popular repertoire selection. Current hot records include *The Beatles In Italy*, and *Rarities* (butcher sleeve), *Gregg Mulligan Walk On The Water* the *Pal Joey* soundtrack and stage cast albums, Gene Vincent, Frank Zappa, Gerald Finzi, Pachelbel's *Ganon* (source of the theme for *Ordinary People*), Julio Iglesias and neglected Swedish romantic classics. Quite a variety!

Conifer has five reps on the road (four of them ex-Decca) including one of only four in Scotland, and has added new lines to aid telephone enquiries. The numbers to call are West Drayton 49140/49149/40450 and 48531 (ext 268). The Conifer catalogue is thought to be the first of its kind in that it lists not only records stocked but also any others it is possible to get from its overseas suppliers.

Sales and promotion is handled by Alison Wenham who entered the industry in retailing after completing a music degree, and who had previous wholesaling experience. "I am excited by the developments and think that Conifer can retain the service and personal care when we are bigger," she said.

Another promising sign noticed by Deacon is a growing acceptance of imports. He thinks that the public in general is no longer concerned with country of origin and is more prepared to buy import albums and tapes. As far as the classical market is concerned he believes that buyers have most of the standard releases and turn to the sort of product carried by Conifer in search of something different. Both factors promise well for the continuing success of Conifer.



WORLD RECORDS comes to Conifer with a handshake between Deacon, left, and Austin Bennett, mf of World.



CONIFER

The world's most respected classical and popular music labels from one source



Arion
Barclay
Bluebell
CBS France



Caprice
Cellier
DRG
EMI Imports



Erato
His Master's Voice
Jeklin
Lyrita



Playasound
Sonodisc
Sterling
World Records
"Retrospective Series"

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Telephone: 08954-49140/40450 and 48531, Extn. 268 for orders and catalogue

Albums/Tapes Top 60

* Platinum Disc (500,000 copies)
 • Gold Disc (100,000 copies)
 □ New Single
 For Distributor Code details

This Week	Last Week	Wks.	Artist/Title (Producer)	Cat. No.	(Price)	Dist. Code	Dealer	This Week	Last Week	Wks.	Artist/Title (Producer)	Cat. No.	(Price)	Dist. Code	Dealer
1	2	27	ADAM & THE ANTS KINGS OF THE WILD FRONTIER ☆ (Chris Hughes)	CBS 403845/9	(7.42/7.24)	C		31	30	13	CHRISTOPHER CROSS CHRISTOPHER CROSS (Michael Omartian)	WARNER BROS 4105/78	(2.44/2.44)	W	
2	50	2	BEAT WHA PEP?! ○ (Bob Sargeant)	GO FEET BEAT (TC)813	(3.05/2.65)	F		32	41	23	NOLANS MAKIN' WAVES (Ben Folan/Nicky Graham)	EPIC EPIC 4401003	(3.44/3.44)	C	
3	7	10	SHAKIN' STEVENS THIS OLE HOUSE (Shawn Coltrin)	EPIC EPIC 4014945	(2.74/2.74)	C		33	3	3	ENNIO MORRICONE THIS IS ENNIO MORRICONE (Ennio Morricone)	EMI (D) THIS 33	(1.82/1.82)	E	
4	3	5	GILLAN FUTURE SHOCK ○ (Gillan)	VIRGIN (TC)W2196	(3.25/3.20)	C		34	1	1	EXPLOITED PUNKS NOT DEAD (Exploited)	SECRET SEC 1	(2.42)	S	
5	29	2	STEVIE WONDER HOTTER THAN JULY ☆ (Chris Wonder)	MOTOWN (TC)STMA 8025	(2.29/2.29)	E		35	23	17	VISAGE VISAGE ○ (Visage/Midge Jagger)	POLYDOR 2490 157 (3.18/4.15)	(3.25/3.20)	F	
6	17	2	JIM STEINMAN BAD FOR GOOD (Todd Rundgren/Jim Steinman)	EPIC EPIC 40084381	(2.74/2.74)	C		36	26	135	MEAT LOAF BAT OUT OF HELL ☆ (Todd Rundgren)	EPIC EPIC 4409219	(2.74/2.74)	C	
7	1	1	STAR SOUND STARS ON 45 (Lipsy Eggemeyer)	CBS 40186132	(2.74/2.74)	C		37	24	8	LINX INTUITION (Bob Carter/David Grant/Peter Martin)	CHRYSALIS (Z)CHR 1322	(3.04/3.04)	F	
8	14	30	DIRE STRAITS MAKING MOVIES ● (Jimmy Iovine/Mark Knopfler)	VERTIGO 6259 (7150) 534	(3.04/3.14)	F		38	41	11	SHEENA EASTON TAKE MY TIME ○ (Christopher Yeh)	EMI (TC)EM 3354	(3.07/3.07)	E	
9	4	11	SPANDAU BALLET JOURNEYS TO GLORY (Peter J. Dinklage)	REFORMATION (Z)CHR 331	(3.04/3.04)	F		39	12	3	GARY HUMAN LIVING ORNAMENTS 79 (Gary Human)	BEGGARS BANQUET BEGAC24	(3.64/3.64)	A	
10	75	4	VARIOUS ROLL ON (Various)	POLYSTAR REDIV/PREDCM1	(2.94/3.09)	F		40	1	1	ENNIO MORRICONE CHI MAI (Ennio Morricone)	BBG REH(Z)CR 414	(3.04/3.04)	A	
11	1	35	GARY HUMAN LIVING ORNAMENTS 79/90 (Gary Human)	BEGGARS BANQUET BOX(C)1	(1.88/1.88)	W		41	1	1	VARIOUS DISCO NITES, DISCO DAZE (Various)	RONCO (AC)RT 2056 A/B	(5.49/5.49)	G	
12	1	1	UNDERTONES POSITIVE TOUCH (Roger Bechtelin)	ARCOCK (TC)ARD 103	(3.04/3.04)	F		42	25	9	WHO FACE DANCES ○ (Bill Symyong)	POLYDOR WHD(C) 5037	(3.25/3.25)	F	
13	5	6	WHITESNAKE COME 'N' GET IT (Frank Zappa)	LIBERTY (TC)LIB 3032	(3.07/3.07)	E		43	1	1	FRANK ZAPPA TINSEL TOWN REBELLION (Frank Zappa)	CBS 4008516	(4.24/2.24)	C	
14	38	3	YANAGIS CHARIOTS OF FIRE (Yanagis)	LOCK DODGEM (JUN Lennon/Yoko Ono)	(3.01/3.04)	F		44	29	27	JOHN LENNON/YOKO ONO DOUBLE FANTASY ☆ (John Lennon/John Lennon/Yoko Ono)	GEFFEN 6490/31	(3.04/3.04)	W	
15	27	16	NEIL DIAMOND THE JAZZ SINGER ☆ (Bob Seidus)	CAPITOL (TC)CAST 12120	(3.28/3.28)	E		45	33	17	ADAM & THE ANTS DIRK WEARS WHITE SOX (Adam Ant)	DO IT RIDE 3	(2.98)	M	
16	21	5	REO SPEEDWAGON HI INFIDELITY (Kevin Beamish/Kevin Cadogan/Gary Katzoff)	EPIC EPIC 40184700	(2.74/2.74)	C		46	44	13	STRAY CATS STRAY CATS ○ (Dave Edmunds/Brian Setton/Siray Cats)	ARISTA (STRAYCAT) 1	(3.05/3.05)	F	
17	15	3	VARIOUS CHARTBLASTERS '81 (Various)	K-TEL NE 1118 (CE 2118)	(4.49/4.49)	G		47	27	5	PUBLIC IMAGE LTD THE FLOWERS OF ROMANCE (Frank Zappa)	VIRGIN (TC)VIC 85	(3.20/3.20)	C	
18	1	1	JUDIE TIZUE I AM THE PHOENIX (Paul Muggleton)	ROCKET TRAIN(S)NT 15	(3.04/3.14)	F		48	23	8	BARRY MANILOW BARRY ☆ (Ron Dante/Barry Manilow)	ARISTA (AR)ARTD72	(3.34/3.34)	F	
19	1	1	PHIL COLLINS FACE VALUE ☆ (Phil Collins/Khugh Houghton)	VIRGIN (TC)VIC2185	(4.43/3.20)	F		49	5	1	ROGER TAYLOR FUN IN SPACE (Roger Taylor)	EMI (TC)EM 3388	(3.07/3.07)	E	
20	1	1	KRAFTWERK COMPUTER WORLD (Kraftwerk)	EMI (TC)EM 3370	(3.04/3.04)	F		50	51	34	MADNESS ABSOLUTELY ☆ (Steve Langer/Alan Winstanley)	STIFF (Z)SEEF 29	(3.07/3.49)	C	
21	11	4	STIFF LITTLE FINGERS GO FOR IT (Chris Young)	CHRYSALIS (Z)CHR 1339	(3.04/3.04)	F		51	34	9	LANDSCAPE FROM THE TEA-ROOMS OF MARS TO THE HELLHOLLS OF URANUS (Landscape)	REALLY/3 3033	(3.34/3.34)	R	
22	20	6	QUINCY JONES THE DUDE (Quincy Jones)	ASAP AMU(K)CAM 8721	(3.04/3.04)	C		52	37	3	INCognito JAZZ FUNK (Alan Paul/Maurice/Paul Tubbs/Williams/Joe Williams)	ENIGMONEW 54	(3.42/3.34)	A	
23	17	12	ULTRAVOX VIENNA ● (Conny Plank/Ultravox)	CHRYSALIS (Z)CHR 1296	(3.04/3.04)	F		53	47	8	DIANA ROSS TO LOVE AGAIN (Michael Masser)	MOTOWN (TC)STMA 12154	(3.07/3.07)	E	
24	7	5	GIRLSCHOOL HIT 'N' RUN (Vic Mabe)	BROCKE BRONCO 534	(3.01/3.04)	F		54	49	5	SCARS AUTHORITY AUTHORITY (Robert Bramble)	FRE PREX(P)RCS 5	(2.81/2.81)	F	
25	18	9	SKY SKY 3 ● (Dorothy Reid/Andy Clark/Dip)	ARISTA (Z)CRK 3	(3.34/3.34)	C		55	1	1	MOODY BLUES LONG DISTANCE VOYAGER (Pip Williams)	THREE+OLD TSKX(TK)139	(3.19/3.29)	F	
26	39	8	BARRY MANILOW MANILOW MAGIC ☆ (Ron Dante/Barry Manilow)	ARISTA (ARTVIC) 2	(3.05/3.05)	C		56	42	5	SANTANA ZEBOP (Bill Graham/Dave/Jo Carlos Santana/Keith Olsen/Santana)	CBS 4004946	(2.74/2.74)	C	
27	4	1	CURE FAITH (M. Hodgson/R. Smith)	FICTIO(N)C 6	(3.01/3.04)	F		57	1	1	TEMPOLE TUDOR EDDIE OLD BOB DICK & GARY (Bob Andrews/Alan Winstanley)	STIFF (Z)SEEF 3	(3.07/3.43)	C	
28	8	3	GARY HUMAN LIVING ORNAMENTS 80 (Gary Human)	BEGGARS BANQUET BEGAC25	(3.04/3.04)	W		58	39	3	VARIOUS AXE ATTACK II (Various)	K-TEL NE 1120 (CE 2120)	(5.49/4.49)	G	
29	1	1	BARBARA DICKSON YOU KNOW IT'S ME (Alan Lerner)	EPIC 40048551	(2.74/2.74)	C		59	46	3	TEARDROP EXPLODES KILIMANJARO (Chambers/Chris Langan/Alan Winstanley/Mick Hawke)	MERCURY 6359 (7150) 525	(3.04/3.14)	F	
30	31	6	THIN LIZZY THE ADVENTURES OF THIN LIZZY (Larry Coryell)	VERTIGO (LZ)TV(L)M(C) 1	(3.25/3.30)	F		60	1	1	CLASSIX NOUVEAUX NIGHT PEOPLE (Saf/Solo/Mik Sanchez)	LIBERTY (TC)LIB 30325	(3.04/3.04)	E	



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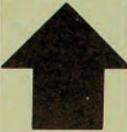
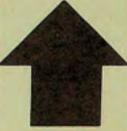
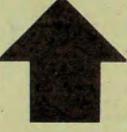
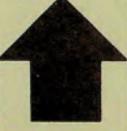
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