

# RECORD BUSINESS

## INSIDE

Singles chart, 6-7; Album chart 21; New Singles, 23; New Albums, 17; Airplay guide, 18-19; Small 20-22.

September 14, 1981 VOLUME FOUR Number 26

60p

## Bands seek end to TV pop show mime restrictions

A NUMBER of rock musicians are joining forces in an attempt to bring to an end to the current restrictions on miming, imposed by the Musicians Union, which affects appearances by artists promoting records on TV shows like *Top Of The Pops*.

Leader of the musicians is Peter Thons, trombonist with the RCA act Landscape. Thons has put down a

motion for discussion at the September 22 meeting of the Central London Branch of the MU at Conway Hall.

His motion suggests that the present restrictions are not in the best interests of members. He is asking that the Executive Committee be asked to rescind the requirement that a record should be re-recorded before it can be performed because the practice "pro-

duces a sub-standard version of the original recording and does not allow a session musician to benefit from his contribution to making a record popular."

Thon's proposal is that a payment, equivalent to the present pre-recording fee, should be made to the artist for the use of the tape; that a payment be made for the TV appearance; that session

musicians used on the original recording should also receive the 'use of tape' fee; and that only British MU members should be recompensed.

According to a spokesman for Landscape, Thons has received promises of support from Spandau Ballet, Linx, Ian Gillan, Phil Collins, Pete Townshend and Virgin Records.



NICOLA FISHWICK, whose beat is North London and the Home Counties, collects as EMI Salesperson of the Year award, after exceeding her sales targets on no less than ten occasions. Pictured with her at the Bournemouth sales conference are (left to right) Andy Trotter (national sales manager), Keith Staton (regional manager) and Mike Edwards (general sales manager).

## Buoyant CBS sets Abba, Adam, Joel, Jacksons LPs

A CONFIDENT CBS is entering the run-up to Christmas with one of its strongest release schedules of recent years, with albums due from blockbusters like Shakin' Stevens, Billy Joel, Adam and the Ants, Earth Wind and Fire and Abba, the company's Bournemouth sales conference heard last week.

A keynote speech from outgoing managing director David Bertridge that stressed the company's recent achievements in breaking UK artists into international stars prefaced a September supplement that has already seen a Top 5 album for Meatloaf, and LPs from Art Garfunkel and the original London cast recording of the new *Sound*

of Music show.

These are to be followed by *Shaky* (EPC 10027) from Shakin' Stevens, and Billy Joel's *Song In The Attic* (CBS 85273) before the end of this month.

By the end of the peak sell-in season, CBS and Epic will have delivered a new Abba album, a live Jacksons LP, an Earth Wind and Fire outing and an Adam and the Ants long player called *Prince Charming* (CBS 85268).

In addition, 25 more titles will be added to the mid-price Nice Price catalogue series including albums from The Beach Boys, Abba, Leonard Cohen, Earth Wind and Fire, Art Garfunkel, Santana and Billy Joel, backed by trade discounts and a heavy in-store display push as well as co-operative advertising schemes. As usual full price catalogue will be promoted by a dealer incentive scheme.

To mark his 25th anniversary as a recording artist Johnny Mathis's *Celebration* (CBS 10028) coincides with a major UK tour for the singer. The album will be marketed for three weeks during peak time in the Anglia and ATV regions from September 9 backed by poster sites and in-store displays. The campaign will then roll through other TV regions.

● MCA's Autumn plans were revealed by new managing director Stuart Watson, who led off with Nils Lofgren's *Night Fades Away* (MCF 3121) due on September 18, followed by *This Is The Way*, Rossington Collins' second album for the label, and *The Look* by The Look, (MCF 3120) in October.

A boxed set containing *Jesus Christ Superstar*, *Joseph* and *The Amazing Technicolor Dreamcoat* and *Evita* comes out in November as *The 70s Shows*.

## RCA shifts Euro — centre to UK

RCA RECORDS has shifted more responsibility for its European operations to London with Don Ellis being elevated to the position of vice-president of European market development and Ed Lavish assuming control over financial operations for the continent.

Both retain their positions as md and joint deputy md respectively of the UK company but the additional responsibilities will require greater European involvement.

In recognition of the traditional strong position of UK acts in the world markets RCA has given the company a central role in its a&r plans.

## All-industry promo hopes recede

ALTHOUGH THERE is no official confirmation, it is looking increasingly unlikely that the record industry will be funding a generic advertising campaign.

At a meeting of the BPI Council last week, it was decided to postpone the projected all-industry push from this Autumn to at least next Spring, although investigation into the idea will continue.

BPI chairman Chris Wright told *RB*: 'The feeling of the meeting was that we would rather spend the money when the economy was a bit better off.'

'The BPI is still formulating plans for a generic campaign, but there is nothing decided about the form such a campaign would take or how we would raise the considerable funds necessary to pay for it.'

Love can hurt

Clive Sarstedt

New single available on:



Spectra Records SPC2 Telephone: 01-863 0635  
Order from: Pinnacle Telephone: 0689 73146

## Tape emphasis in WEA's new marketing plan

TOP MARKETING STRATEGY priorities for WEA in the next 12 months will be the development of pre-recorded tape sales, a push on back catalogue and an entry into the expanding direct-response TV market.

This was announced by newly-appointed marketing manager Stewart Till at last week's WEA Warwickshire sales conference, when he urged: "We need to acknowledge that tapes account for 30 percent of our sales.

"It means all of us treating the cassette as an important product in its own right and WEA will be experimenting with giving tape a price advantage. Cassettes are cheaper to manufacture, there are less faulty returns, and some artists have a lower royalty rate so, from an accounting point of view, it would be possible to have a lower dealer price."

Till went on to propose the improvement in quality of raw tape used in pre-recorded cassettes and said he would be looking closely at Island's recent introduction of high-quality tape in its I-1 series.

"Tape packaging was described as 'poor value for money' and Till said he was also seeking better distribution of tapes into non-specialist outlets where potential customers who are hostile to record shops could buy it, for in-car entertainment. In future tape pack-shots will be included in album advertising, there will be more tape-only compilations and possible links with cassette hardware manufacturers for joint promotions.

On back catalogue Till laid down a five-point plan which included the extension of the £1.82 X-Tra Value series, re-releasing titles that regain their sales potential, concept re-release series like Heavy Metal or Soul, special compilations and back catalogue made available on tape.

Till said direct response TV campaigns would become more important in the company's marketing strategy, and he revealed that talks with Tellyd are well in an advanced stage for release of a Manhattan Transfer album.

WEA would continue to deal with Ronco and Reader's Digest said Till, who was also keen to open direct negotiations with the TV contractors for similar projects.

He outlined the advantages of direct response as: low capital outlay on advertising; the fact that it reaches people who do not go into record stores, it spins off sales of the artist's back catalogue and offers secondary marketing opportunities and the building up of a mailing list of potential buyers of similar product.

Till concluded by asking for the help of the sales force in gauging the effectiveness of the various marketing tools used by WEA, and pledged a return to the TV marketing arena and a willingness to enter the field of non-music merchandising.



GRADUATE RECORDS staff took advantage of the opening of their new offices to show off the proudest possession — a platinum disc commemorating sales of UB40's *Signing Off* album. On the left are directors David and Sue Virr, on the right, independent press lady Claudine Marinetti-Riley and promo man Neil Ferris.

## Polystar adds £2.99 TV range

POLYSTAR IS joining the £2.99 catalogue campaigners this Autumn when its TV-advertised product will be offered to dealers at £1.82 in the company's first such campaign.

The promotion is to be called 'Sale Of The Season' and will include some 13 albums from the past 15 months including seven special compilations of hits plus albums by James Last, Slade, The Hollies, Ray Charles, Ella Fitzgerald and Bert Kaempfert.

Promotion includes a four-page consumer leaflet and in-store display material including a 20 x 30 inch colour poster and a window display. A video compilation of the TV campaigns will be available.

Polystar head Brain Baird told the conference that the division had restricted releases to just two this year because of the poor market but was confident that the Autumn programme could 'annihilate' the opposition.

The programme is headed by *Monster Tracks*, a 16-title compilation of Polygram artists such as The Who, Genesis, Adam & The Ants, Status Quo, Soft Cell, Rainbow and Dexy's. TV promotion begins in the first week of October on ATV and Granada and rolls out by the end of the month. Dealer prices are £2.94 for the album and £3.03 for the cassette.

In November there is a new James Last compilation of interpretations of this year's hits to be called *Hansimania 81*. It is currently being recorded and Last will be touring the UK at the time of nationwide TV exposure.

Also in November Polystar releases *The Best of Billy Connolly* with the comedian delivering the commercial himself. It will be the subject of a heavy TV campaign prior to Christmas.

## Beeb sets big Autumn albums

BBC RECORDS Autumn programme is headed by the release of a second Not The Nine O'Clock News album *Hedgehog Sandwich* to follow the group's platinum debut.

The new album is released on October 9, the same day as BBC-TV screens a compilation of the best sketches from the third series. Promotion is through consumer advertisements and commercial radio.

## MIDEM cut to five days in thrift move

MIDEM '82 will be an economy occasion. Faced by an ailing international record industry, organisers of the year's major international gathering have trimmed next year's event from the planned week's duration to five days.

It will run from Monday January 25 to Friday January 29, thus unexpectedly cutting out the weekend which in recent years has proved to be the busiest time of the whole exhibition.

According to an official statement, the cutback has been instigated at the request of participants and is a response "to the double objective of economy and time saving."

At the same time, Midem stands, of which 53 percent have already been renewed, will cost the same as this year, while travellers from major cities will be able to enjoy reductions of up to 40 percent on regular prices on flights and hotels.

"In spite of a high inflation rate,

Midem is determined to contribute to the efforts of the profession," says the statement.

Clarification of Midem's 1982 structure means that the Department of Trade subsidy for UK exhibitors has been revised. Against a 4-unit stand rental of 14,470 francs a subsidiary of 11,270 francs is available, while on a 3-unit the subsidy is 8,070 francs on an 11,270 rental fee. Cut off date for joint venture application is November 13.

Other developments next year will be the equipping of stands with video playback facilities and a concentration on top quality galas and marquee shows to which top TV and radio executives will be invited.

On the discussion front, the international lawyers will be discussing Video and Copyrights, while a further roundtable debate will consider the current problems of the industry and seek possible solutions.

## 'No capacity problems if trade orders early' — majors

AS LONG as dealers plan their pre-Christmas ordering carefully, the trade should avoid the seasonal production bottleneck forecast by independent presser Monty Presky in last week's *RB*.

That was the reaction of the major record companies which have all now revealed their big Autumn releases and catalogue incentive campaigns. Said EMI publicity executive Brian Southall: "The situation is not dissimilar to the one quoted by Monty Presky, but we have good stocks of catalogue which we are urging dealers to order during the next three weeks.

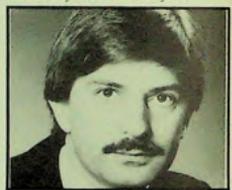
"After that our priority will be to fulfill orders for big new albums like our 'live' genre collection, the new Kate Bush LP and others. Traders who do not take advantage of our stocking-up offers could find it difficult to get supplies of catalogue later.

At WEA, managing director Charles Levison said: "Despite the fact we have a heavy release schedule coming up, we do not anticipate any problems supplying the trade and we have contingency plans to deal with any extra demand.

"We are running aggressive catalogue campaigns, and dealers are simply advised to take advantage of them, for

obvious reasons, and get their orders in now."

And at CBS, chairman Maurice Oberstein told *RB*: "From every reaction from the retailers last year, CBS did a very good job in keeping our hits in stock, so I am not anticipating that we will do any less well this year."



MAN CHOSEN to head the new MGM-CBS Home Video operation in the UK is Colin Bayliss who has been appointed general manager. Bayliss switches to pre-recorded software after five years with blank tape manufacturers Memorex International. He joined the company as sales manager, consumer products and subsequently has held positions as European sales manager and international marketing manager. Aged 32, he holds an honours degree in economics at Hull University.

The first release this month of 17 titles will be under a 'no restrictions' rental policy, similar to that operated by CIC Video. Among the first batch of films will be *The Wizard Of Oz*, *2001: A Space Odyssey*, *Trailhouse Rock*, *ELO Live At Wembley*, *Being There* and *That's Entertainment*. (A full report will appear in coverage of the CBS sales conference in next week's issue).

# MULLINGS

**QUOTE FROM Ramon Lopez**, the philosophic Spaniard who runs PolyGram Record Operations—“Sales conferences are like pregnancies. They are planned for months, yet when they arrive are always emergencies” . . . herewith then a selection of tittle-tattle from the recent spate of emergencies involving the aforementioned **PRO, EMI, WEA** and **RCA** from our lads and lasses on the spot, who all express their thanks for the provision this year of lights on the press tables . . .

LET US first of all convey our condolences to Radio-1's **Andy Peebles** who had taken himself off for a few quiet days at the £45 a night Carlton Hotel in Bournemouth and found himself in the midst of the EMI maelstrom. Peebles sensibly declined to join the final night dinner, after which an excellent set by the **Jets** had the room well and truly bobbing, but did agree to consume the odd half. And at the same time further condolences to pr chief **Brian Southall** who found himself the sole occupant of the Honeymoon Suite, complete with four-poster bed and sunken circular bath for two . . . some EMI OBs popped in from the Royal Bath down the road, after the bar had closed, to join the fun, having on the previous night succeeded in luring their former colleagues to a **Level 42** gig, thanks to free tickets distributed by **Robbie Dennis**. Whether PolyGram or RCA visitors from the rather more distant **Dormie Hotel** at **Ferndown** were responsible remains a mystery, but certain EMI people found potatoes in car exhaust pipes as they tried to leave for home on Saturday morning . . . incidentally, the aforementioned **Jets** who were accommodated in the Penthouse Suite of England's last privately-owned five-star hotel, recalled that the last time they were at the Carlton was as unofficial visitors to the car park where they slept in their van . . . AN EMERGENCY of sorts befell the **Thorn EMI Video Programmes** presentation—after Hollywood epic-style build up for the appearance of marketing director **Philip Nugus**, the spotlight flashed on to the rostrum and picked out marketing manager **Jonathan Martin**. Nugus had been delayed, and Martin immediately stricken by a mike breakdown was heard to ask plaintively: “Is it being solved—or shall I just shout?” . . . the following trailer for a **Kate Bush** video can be attributed to **Geoff Kempin**: “Many a Bush on hand is better than beeing about the rush.” And **Cliff Busby's** concluding remark was: “I look forward to the future with great confidence—particularly as I shall be on holiday for the next two weeks.” He was bound for LA . . .

**POLYGRAM PARTICLES**—A generous distribution of prezies to delegates included a Swiss knife with a thing for getting peel off oranges from **Robert Lemon** (Bronze), a sweater modestly emblazoned **Polydor No. 1**, a digital clock ballpoint pen from **Brian Baird** (Polystar), a Phonogram bomber jacket, a book by astrologer **Ann Petrie** and a **Decca** t-shirt. **Barry Barnes** and his team of in-nominals put together a smooth show which included live spots from **Bananarama**, **Dexy's** and a highlight appearance by goodlooking piano-playing sisters **Katia** and **Marielle Labaque** . . . reps have champion artist **Cliff Lazareno** to thank for (apparently) low autumn targets. The normally accurate **Lazareno** was strangely missing 180s when he threw his darts to select them . . . and after the bracing Bournemouth break, head office staff are steeling themselves for the long-delayed migration from Stratford Place to the new St. George Street ghg . . . **Pamela Stephenson** as **Angela Rippond**, had the audience in stitches with her oathful delivery of the PolyGram News . . .

**RCA RAPPINGS**—former UK and **Jack Graigue**, now the grand fromage in New York, recorded one of his own entitled ‘**Jack The Rapper**’, played to conference acclaim to greet the arrival of **Nigel Grainge** and **Ensign** to **RCA** . . . dedicated **Presley fan Roger Simon**, head of the singles sales team, dressed as his idol to introduce the reissue of the King's EPs. He concluded his remarkable lookalike appearance by explaining why he had joined **RCA**—“I've bought Elvis records all my life and this seemed a good way of getting my money back,” he joked . . . and **Don Ellis** was heard giving a realistic impression of an irate neighbour when his a/c department chose to play RPO's ‘**Hooked On Classics**’ plus a rousing version of ‘**Can Can**’ at two in the morning . . .

**WEA WHATNOTS**—Nobody seemed to be losing sleep over the loss to CBS of the **Geffen** label (on a purely money basis). **WEA** keeps **Donna Summer** for the world and retains the **John Lennon-Yoko Ono** catalogue. Only, act lost to CBS is **Sammy Hagar** for the UK . . . according to **Mel Posner**, Elektra-Asylum vice-chairman, a **Jerry Wexler**-produced **Linda Ronstadt** album has been shelved, but a new one directed by **Peter Asher** is on the way . . . the delectable **Carlene Carter** played her part to perfection, even perching tantalisingly on many a salesman's knees . . . to introduce **Elvis Costello's** country album, prankster **Jake Riviera** played what he claimed was a promo EP specially made by **WEA**. Was it just a malicious sense of humour that made it sound as though it had more than its fair share of snap, crackle and pop?

# MADNESS



MADNESS

SHUT UP

THEIR NEW SINGLE  
**SHUT UP**  
 OUT NOW  
**STIFF BUY 126**

ORDER YOUR COPIES FROM CBS TELESales 01-9602155

**RECORD BUSINESS**

Hyde House, 13 Langley Street, London WC2H 9JG  
 01-836 9311. Telex No: 262 554

Subscription Enquiries: Jacqueline Jackson.

Published by Record Business Publications Ltd., Hyde House, 13 Langley Street, London WC2, set by TypeMatters (London) Ltd., and printed by Garrod and Louthouse Ltd., Crawley. Registered at the Post Office as a newspaper.

## Merchandising

## Big campaign from Virgin for Bauman's third album

VIRGIN RECORDS is releasing the third album from former Tangerine Dream Peter Baumann on September 25. *Repeat Repeat* (V2214) is co-produced by Robert Plamer and Virgin plans an extensive campaign including consumer press advertising, in-store displays, videos, and radio and press PAs by Baumann. A single also called "Repeat Repeat" (VS446) is available now.

ENSGN RECORDS this week release Gary US Bond's Greatest Hits (ENGY 506). It is a collection of 12 tracks including "New Orleans" and "Quarter To Three" recorded in the early 1960s, before his Springsteen inspired revival. Advertisements will be taken in the trade and consumer press and point of sale material will back up the release. A single of his two biggest hits (ENY 219) will be released to coincide with nationwide concert tour.

DECCA RECORDS is releasing a collection of Camel tracks taken from all of the band's career entitled *Chameleon: The Best Of Camel* (SKL 5325). It is being supported by a dealer spot and consumer advertising.

## Ins &amp; Outs

OLIVER DRAKE has been appointed MCA contracts executive, following the departure of Laurie Hall to CIC Video. Drake was previously contracts department manager at EMI and will now report to managing director Stuart Watson. His duties will include third-party licensing and secondary market catalogue exploitation.

JACKIE WILLIES, formerly studio co-ordinator at Battery Studios, has been appointed office co-ordinator at the Zomba Productions recently-launched *Five* label. *Joyce Howe* has been promoted to her replacement at Battery's newly expanded North Bourton HQ while Bridget Longden has been made receptionist at Zomba's head office.

MICK WALL has been appointed Virgin Records new press officer, following the re-shuffle caused by the departure of Al Clark and promotion of Keith Bourton. Wall was previously a contributor to Sounds and independent publicist with Heavy Publicity.

RON LIVERSAGE, director and co-founder of Cavalcade Music, has resigned from the company he helped establish two and a half years ago, although he will remain a consultant to the firm. Liversage can still be contacted on 01-493 9681.

TONY ADLER has been made marketing manager in a re-organisation of staff at IMS after

IRON MAIDEN have a four track 12-inch EP released by EMI this week. "Maiden Japan" (IZEMI 5219) was recorded in Japan and is available only as a 12-inch.

BRONZE RECORDS this week release the second single by the Young and Moody Band, featuring, Linda and Colleen Nolan, Lemmy, Cozy Powell and Ed Hamilton. "Don't Do That" (BR0 130) is available in a full colour limited edition picture bag.

DECCA RECORDS this week releases a number of early tracks from The Rolling Stones entitled *Slow Rollers* (TAB 30) on its *Rock Echoes* series which carries a dealer price of £2.03. The album contains "Ruby Tuesday", "Time Is On My Side" and an Italian version of "As Tears Go By" previously unissued in this country. Point-of-sale material is available.

EMI RECORDS releases the first single by keyboard wizard Thomas Dolby this week. "Europa And The Pirate Twins" (IZ R0651) is available on seven and 12-inch, the latter containing an extra track "Leipzig" previously available on the Armageddon label. An album is being recorded.

ZONOPHONE RECORD release a live *Angelic Upstarts* album on September 24. *Angelic Upstarts Live* (ZEN 102) contains a free flexidisc featuring four extra live tracks. The band is touring the UK in October.

experience at Polydor Records. He will be involved in product selection, marketing and promotion, liaison with marketing companies, the catalogue sales team and the warehouse.

EMI's MAIL Order World Records Division has appointed Paul Leadbitter (25) as marketing manager reporting to Marketing director Michael Kennedy. Andrew Nolan (24) becomes marketing executive and John Howard (28) takes on the newly-created post of product development executive reporting to repertoire boss Chris Ellis.

VAL FALLOON has been appointed senior editor of Videogram, an international video and communications business monthly magazine published by NordMedia. Falloon was previously deputy editor of *Music Week* and London manager of Record World.

ANNIE CHALLIS has been appointed special projects manager of Phonogram Records with immediate effect. Her responsibilities will include the development with Phonogram of Rocket Records acts in addition to selective Phonogram signings. She joined the company in 1978 as head of radio promotion.

JOHN WHITE has been appointed to the position of quality/technical manager at WEA's West Drayton plant. He will report directly to Roy Matthews and will be responsible for the quality functions at the plant, which will soon include in-house processing of lacquers. White has spent the last 17 in senior technical positions with PRT.



EVERYBODY'S SMILING became Nighy Grainger's Ensign Records gets its own label identity in the USA for the first time since its formation back in 1977. Pictured after signing a deal which takes Ensign to RCA for the US and Canada (left to right) are: business manager Tony Calder; divisional vice president of RCA in USA and Canada Jack Craig; RCA business affairs and international administration vice president Ekke Schnabel and Ensign managing director Nighy Grainger.

## Deals

MAGNUM ASSOCIATE Promotions has clinched deals to put together promotion campaigns for two RCA bands Landscape and Voyager. Both bargains ran from September through November and take in radio, television and personal appearance and interview tours. The company is also currently handling Earl Klugh's "Dance With Me" for Liberty and "Muchas Gracias" by The Pack for Escape Records.

THE AGENCY is a new company which was formerly known as the Bron Agency headed by former Bron boss Neil Warnock. Based at 7th Floor, Premier House, 150 Southampton Row, London WC1 5AY (Tel: 01-278 3331) the company has taken with it during its amicable split with the Bron organisation, all staff and artists. Its telex number is 23892.

BRONZE RECORDS has signed producer Vic Maile to a worldwide recording contract and his debut single is "Not Fade Away" (BR0 129) set for release in a full colour bag on September 18. The single was recorded in mono and Maile has worked with The Kinks, Tim Hendrix, The Who, Hawkwind, Tom Robinson and in recent months Motorhead and Girlschool.

CLASSIS NOUVEAUX has signed a long term worldwide publishing agreement with Chappell Music which will include the band's back catalogue.

BBY INTERNATIONAL via its agglomeration with the Songwriters Workshop label, has concluded an exclusive licence and publishing deal with Iceland's Steiner Records. The label will be distributed through Pinnacle and initial releases come from jazz-funk group Mezzoforte (Stener LP01), and due to disco demand this album will also be available through City Sounds distribution. Pop duo Shady Lady also has product forthcoming, plus Jacky Magnusson's album called Jack Magnat.

## PUBLISHING

ROYALTIES STAFF at companies like ATV, Bocu, Carlin and Chappell look like having a few headaches between them when the next record company royalty distribution comes round - for they are some of the publishing companies whose titles were featured in the flood of medley singles which hit the charts during the summer months.

Unexpected chart activity for their 'golden oldie' copyrights proved to be a welcome Summer bonus for the publishers involved, but their administrative people now have the task of sorting out who gets what from the melee of short bursts of copyrights on more than 20 medley singles.

"There is an established system for dealing with mechanicals from medley," explained Graham Churchill of MCPSS. "The standard copyright royalty is divided by the number of titles used, subject to a minimum payment of 0.13p for each extract. The length of each snippet of music doesn't matter."

At the minimum rate, a silver record will only generate about £780 for a publisher - and that has to be split with the writer. There could be a strong reaction from some publishers because a few bars of one song will end up earning as much as a large slice of another. This topic has often caused heated 'discussions' between publishers in the past.

PRS operates a similar formula and the vast amount of airplay received by the medley records is likely to result in a mound of extra paper work in Berners Street. "Each medley is classed as a new work and each performance value is divided by the number of titles involved," explains the lawyer of PRS. "But we have to split up those bits between all the writers and publishers."

EMI Music's faith in staff writer Bob Heatlie (ex Headboys) over the last two years has finally paid off. He wrote "Japanese Boy" for Aneka. Following the success of that record, he is now being shown a lot more attention by a&R men. "We're looking to develop Bob as a writer/producer," says EMI's Brian Hopkins. "He co-produced the Aneka record."

On the new signings front, EMI has finally dealt with Birmingham band, Fashion, who have just signed to Arista Records. "They're going into the studio later this month and should have their first single out before Christmas. Their debut album will be released early next year" said Hopkins.

Cyril Simons, managing director of Leeds Music, says that the proposed name change for the company to MCA Music (RB August 31) is not intended as an image-boosting exercise, but is part of company's international strategy to bring all the MCA-owned publishing companies in line with each other. This will follow the appointment from October 1 of Leeds Levy as President of MCA Music Inc, replacing Sal Chiantia who becomes chairman of the board of NMPA and the Harry Fox Agency. Simons, by the way, points out that although he has signed a new long term contract, he has had no thoughts of retirement.

BRIAN OLIVER

## Release fewer to sell more, says Levison

WEA MANAGING director Charles Levison seized the opportunity to rally his company, when he spoke to sales conference delegates in Warwickshire last week.

He admitted that the past year had seen the company struggling but with four singles in the Top 40 at the time he spoke, he was able to say: "We are back, we are hot again and we have a great future."

Levison stressed the revolution in home entertainment that will happen in the 80s and how strongly WEA's parent WCI corporation was prepared for it.

He pin-pointed some of the industry's problems, accusing the Government of 'muddled thinking' over the blank tape levy issue and implored his delegates to write to their MPs on the subject.

On faulty pressing problems he conceded: "A lot of you in the field have been distressed about the number of returns you have had. It is not only your

problem, and the quality of pressing needs to be improved.

"But it is hard to make first class records at a price which we can afford."

He said the industry was still releasing far too many records, although WEA had reduced its number of releases and the result had been more sales, not less, overall. "At least four of our current hits might not have broken through without this cut-back," he said.

And on the vexed question of the BBC chart - from which he gave WEA's notice recently, only to withdraw it after discussions with the BPI - he said current success in the chart had not diminished his determination to see the compilation system improved.

"We are gaining allies for our stand and we are starting to get support from other record companies. I am confident more changes in the chart will be forthcoming. Our tactics are working and the industry as a whole is going to benefit."

## Costello, Numan, Saxon LPs due from licensed labels

NEW ALBUMS from Elvis Costello, Saxon, and Gary Numan spearheaded licensed label presentations at the WEA sales conference last week.

From carriers, delegates heard of the signing of the re-formed Buggles who release a single 'I Am A Camera' - a song first performed by Yes, on September 25 with an album to follow in November.

Saxon's latest LP outing *Denim and Leather* is set on September 18 and has already shipped 35,000 copies. 'Princess In The Night' will be the single on October 2, with an 18-date UK tour to coincide. Other releases include material from Sheila (previously B. Devou-

tion) with a rockier image, Church (a psychedelic band), Ottoway and Rose Tattoo who tour in October.

Beggars Banquet concentrated on Gary Numan's *Dance* album and the media coverage that will surround his six-week single-handed aeroplane trip round the world and the second album from Bauhaus entitled *Mask*.

Jake Riviera of F-Beat Records presented just one LP, the country album from Elvis Costello called *Almost Blue* from which 'Good Year For The Roses' has been lifted as the first single.

Riviera explained that the cover comes in five shades - all of them almost blue - and that heavy advertising had been taken in the rock press.

## Surprise catch of Elaine Paige

A&R DIRECTOR of WEA, Tarquin Gotch, surprised the company sales conference with the news that singer Elaine Paige had been signed and had already recorded an album. A single 'The Second Time' will be her debut for the label.

Under an unusual deal Scottish duo The Associates have been signed to WEA, producing records on their own Downy Hip label.

Former Manfred Mann vocalist Chris Thompson comes to WEA with his new band The Islands. It is a co-deal with WEA's German company.

From America WEA has picked up The Dukes, produced by Inif Mardin with a disco sound, while The Armatras have recorded a version of 'Me And The Boys' which is to be rush-released in order to beat another treatment by Dave Edmunds - now with Arista - into the shops.

## 29 title catalogue in video lease scheme

WARNER HOME Video's controversial 'lease-only' scheme was launched in a big way at the WEA sales conference.

Based around a system of 28-day renewable leases charged on a sliding scale that gets cheaper as the lease is renewed, Warner is offering an initial 29-title catalogue with many big movie hits of the last five years.

Under the lease arrangement, dealers must order a minimum of ten tapes which will be paid for by direct debit a week in arrears of each 28-day cycle. Leases will be renewed automatically unless the dealer cancels by arranging for stock to be collected.

All tapes remain the property of Warner Home Video, so although tapes that become defective through normal wear and tear will



Dubbed 'The First Team', WEA's sales chiefs take a photo-call before taking part in the company's Warwickshire sales conference. Pictured left to right are: Field sales manager Steve Betts; special projects manager Mike Olivier; general sales/promotion manager Geoff Beard; London and home counties area manager Roy Dougan; managing director Charles Levison; Midlands and North-West area manager Bill Whitney and sales and marketing director Mike Heap.

## Nicks, Henley duet on WEA International

IN HIS former guise of WEA International general manager, Stewart Till told the conference of the updated product now coming out on the label.

Under a deal recently completed in New York, WEA International has picked up four Bob Marley albums recorded between 1968-1972 the first of which is *Chances Are* from which 'Reggae On Broadway' will be pulled as a single on both 7 and 12-inch.

Stevie Nicks is releasing another duet, this time 'Leather And Lace' sung with Eagle Don Henley in the third week of September, Helen Schneider, a new American rock singer, debuts with *Schneider With A Kick* in the third week of September, while John Martyn makes his first record for the label supported by heavy rock press advertising and a major tour. A single 'Glorious Fall' prefaces the album.

be replaced free of charge, videos that are lost will be charged at £50 per unit to cut down piracy chances. Persistent problem accounts will be struck off the scheme.

Warner Home Video director Geoff Grimes said the company was aiming for 1,000 independent outlets before Christmas, and was backing the launch with a major marketing push, starting with full colour space in the video trade magazines and following up with pages in the five leading video consumer papers.

"We are offering the trade a low-cost entry into video, with a special introductory offer of 15 percent discount on the first three months leases. That offer is available until November," he said. Under the banner 'We make

## Varied music from Elektra Asylum

WITH VICE-CHAIRMAN of Elektra Asylum Mel Posner and Solar Records boss Dick Griffey as well as Elektra Asylum a&r vice president Kenny Battice in the audience, delegates to WEA's Warwickshire sales conference heard 16 albums presented from the division.

General manager Simon Frodsham told of the plan to re-sell in the American version of Gilbert and Sullivan's *Pirates Of Penzance* during October to coincide with renewed activity in the UK including the opening of the musical in London in November and the shooting of a major film.

It will be a busy Autumn season for Elektra Asylum with strong country product from Tompall and the Glaser Brothers, Hank Williams Jr., Johnny Lee and Joy Scarbury, while on the rock side, Bill Champlin releases *Runaway*, former Starship singer Mickey Thomas puts out *Alive Alone*, and there will be albums from The Rockets, Riot and The Kings whose second Elektra album is entitled *On The Beach*.

Meanwhile James Mandell has *No More Illusions* planned and Donald Byrd's *Love Byrd* recorded with Isaac Hayes' *Hot Buttered Soul* is also due. Black music was also strongly represented by an excellent cut from Stanley Turrentine's forthcoming *Tender Together* and new bands *Pieces of a Dream* and *Black*.

The division is hoping for big things from new signing Rupert Holmes whose *Full Circle* is a ten-song cycle chronicling the story of a relationship. His LP will be in the shops by mid-October.

The important American Solar label was also strongly represented with Dynasty's second album *Second Adventure* which features 'Going Back' as a single, and two new signings *Collage* and *The Sylvers* both preparing LPs for late September or early October.

television worth watching' the full WHV release list, out on September 23, is: *Suspense: The Movie; Dog Day Afternoon; Scarin' II The Heretic; The Candidate; Every Which Way But Loose; The Bugs Bunny Road Runner Movie; 10; Alice Doesn't Live Here Any More; The Prisoner Of Second Avenue; Cool Hand Luke; Rio Bravo; Whatever Happened To Baby Jane; House Of Wax; Who's Afraid Of Virginia Woolf; The Enforcer; The Goddamned; Chisum; The Great Race; Train Robber; The Swarm; The Thief Who Came To Dinner; M.Q.; Night Moves; Beyond The Poseidon Adventure; Badlands; The Fiendish Plot Of Fu Manchu; Fleetwood Mac; and Mr Men movies.*

And Grimes added that WHV would be retaining more titles, some of them only 12 months after their cinema launch.

# Singles Top 100

**SALES RATING**  
100 = Strong No. 1 Sales

**AIRPLAY RATING**  
100% = maximum radio play plus BBC's  
= 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** 500,000 sales (BPI certified)  
○ **Silver Disc** 1/4 million sales (BPI certified)  
○ **Sales or Airplay Index** less than 0.5  
All entries are rounded to nearest whole number.  
D **Distributor Code** details: see New Singles Page  
I **Brackets** as part of a catalogue number indicates 12-inch availability, eg: CABL 1 503 indicates CAB 503 = 7-inch single CABL 503 = 12-inch single  
Record Business guide to last week's market strength

This Week	Last Week	Was on Chart	SALES RATING	AIRPLAY RATING	TITLE/ARTIST	Label/Cat. No.	D	Dist. Code	
1	1	8	123	61	TAINTED LOVE SOFT CELL	SOME BIZZARE BZS 2(12)		F	
★	2	12	2	85	52	PRINCE CHARMING AMB & THE ANTS	CBS CBS A1408	C	
3	2	5	43	73	JAPANESE BOY ANEKA	HANSA-ARIOLA HANSA 5		A	
4	3	6	42	60	LOVE ACTION (I BELIEVE IN LOVE) HUMAN LEAGUE (RED)	VIRGIN VS 435(12)		C	
★	5	8	4	41	87	WIRED FOR SOUND CLIFF RICHARD	EMI EMI 5221		E
6	4	8	40	76	HOLD ON TIGHT ELECTRIC LIGHT ORCHESTRA	JET JET 7011		C	
★	7	15	4	36	53	SOUVENIR ORCHESTRAL MANOEUVRES IN THE DARK	DINDISC DIN 24(10)		C
★	8	9	4	32	71	START ME UP ROLLING STONES	ROLLING STONES RSR 108		E
9	5	6	32	64	ONE IN TEN UB40	DEF INTERNATIONAL 7DEP 2		M	
★	10	26	6	26	75	HANDS UP (GIVE ME YOUR HEART) OTTAWAN	CARRERE CAR 183(T)		W
11	13	5	22	68	ABACAB GENESIS	CHARISMA CB 388		F	
12	7	4	21	36	SHE'S GOT CLAWS GARY NUMAN	BEGGARS BANO.BEG 6(2T)		W	
★	13	17	5	21	63	EVERYBODY SALSA MODERN ROMANCE	WEA K188(15T)		W
★	14	29	7	20	74	SLOW HAND POINTER SISTERS	PLANET K12530		W
15	6	8	20	52	HOOKED ON CLASSICS ROYAL PHILHARMONIC ORCHESTRA - LOUIS CLARK	○ RCA RCA(T) 109		R	
★	16	22	7	18	61	YOU'LL NEVER KNOW HI-GLOSS	EPIC EPC A131(1387)		C
17	11	5	18	58	THE THIN WALL ULTRAVOX	CHRYSALIS CHS 1(2)2540		F	
18	10	9	18	31	GIRLS ON FILM DURAN DURAN	EMI 1(2)EMI 5206		E	
★	19	19	3	16	59	PASSIONATE FRIEND TEARDROP EXPLODES	MERCURY TEAR 5		F
20	14	9	16	37	THE CARIBBEAN DISCO SHOW LOBO	POLYDOR POSP(X) 302		F	
★	21	21	6	15	77	CHEMISTRY NOLANS	EPIC EPC A1485		C
★	22	43	3	15	87	PRETEND ALVIN STARDUST	STIFF BUY 124		C
★	23	33	6	14	80	ONE OF THOSE NIGHTS BUCKS FIZZ	RCA RCA 114		R
24	20	6	14	86	RAINY NIGHT IN GEORGIA RANDY CRAWFORD	WARNER BROS K17840		W	
25	16	9	14	31	GREEN DOOR SHAKIN' STEVENS	○ EPIC EPC A1354		C	
★	26	41	2	14	68	SO THIS IS ROMANCE LIXX	CHRYSALIS CHS 1(2)2548		F
★	27	61	2	12	37	ENDLESS LOVE DIANA ROSS & LIONEL RICHIE	MOTOWN TMG 1240		E
★	28	35	3	12	55	IN AND OUT OF LOVE IMAGINATION	R&B RBS (RBL) 202		A
★	29	37	3	12	26	EUROPE AFTER THE RAIN JOHN FOXF	METALBEAT VS 393(12)		C
★	30	32	6	12	81	HAND HELD IN BLACK AND WHITE DOLLAR	WEA BUCK 1(1CT)		W
31	30	3	10	16	PLAY TO WIN HEAVEN 17	VIRGIN VS 433(12)		C	
★	32	46	3	9	55	HOLLIDAZE (A MEDLEY) HOLLIES	EMI 5229		E
33	18	9	10	14	BACK TO THE 60'S TIGHT FIT	JIVE JIVE(T) 002		C	
34	25	8	9	49	WUNDERBAR TENPOLE TUDOR	STIFF BUY 120		C	
35	27	10	8	56	(SI SI) JE SUIS UN ROCK STAR BILL WYMAN	A&M AMS 8144		C	
36	36	5	8	67	EVERLASTING LOVE REX SMITH & RACHEL SWEET	CBS CBS A1405		C	
37	24	9	9	22	HAPPY BIRTHDAY STEVIE WONDER	○ MOTOWN (12)TMG 1235		E	
★	38	42	5	9	19	AS THE TIME GOES BY (VOCAL) FUNKAPOLITAN	LONDON LON(X) 001		F
★	39	■	1	8	16	BIRDIE SONG TWEETS	PRT 7P 219		A
★	40	53	5	6	51	BETCHA' WOULDN'T HURT ME QUINCY JONES FEATURING JAMES INGRAM	A&M AMS(X) 8157		C
★	41	■	1	6	56	JUST ANOTHER BROKEN HEART SHEENA EASTON	EMI EMI 5232		E
★	42	50	6	6	45	WALKING INTO SUNSHINE CENTRAL LINE	MERCURY MER(X) 78		F
43	23	8	7	13	WATER ON GLASS - BOYS KIM WILDE	RAK RAK 334		E	
★	44	52	3	6	37	DAY AFTER DAY PRETENDERS	REAL ARE 17		W
45	31	7	6	16	STARTRAX CLUB DISCO STARTRAX	PICKSY KSY(X) 1001		F	
46	34	13	6	3	FOR YOUR EYES ONLY SHEENA EASTON	EMI EMI 5195		E	
47	48	4	5	39	BEACH BOYS MEDLEY BEACH BOYS	CAPITOL CL 213		E	
48	51	3	6	14	QUIET LIFE JAPAN	HANSA HANSA I (2)6		A	
49	39	7	6	20	FIRE U2	ISLAND (U)WIP 6679		E	
★	50	79	2	5	27	UNDER YOUR THUMB GODLEY & CREME	POLYDOR POSP 322		F
★	51	81	2	5	39	I'M LUCKY JOAN ARMATRADING	A&M AMS 8163		C
52	40	13	6	8	TAKE IT ON THE RUN REO SPEEDWAGON	EPIC EPC A1207		C	
★	53	75	2	6	* CLASSICAL MUDDLY PORTSMOUTH SINFONIA	SPRINGTIME WIP 6736		E	
★	54	■	1	6	* READY TO ROCK MICHAEL SCHENKER GROUP	CHRYSALIS CHS 2541		F	
55	38	9	6	2	CHANT NO.1 (I DON'T NEED THIS PRESSURE ON) SPANDAU BALLET	○ REFORMATION CHS 1(2)2528		F	
56	28	11	5	9	BEACH BOY GIDEA PARK	STONE SON(L) 2162		A	
57	49	4	5	21	AIN'T NO MOUNTAIN HIGH ENOUGH - REMEMBER ME BOYS TOWN GANG	MOBY DICK DICK 1(T)		W	
58	45	6	5	31	I LOVE MUSIC ENIGMA	CREOLE CR 1(2)14		C	
★	59	99	2	5	24	SEASONS OF GOLD GIDEA PARK	POLO POLO 1(2)14		C
★	60	■	1	5	1	CHANT NO.2 BEGGAR & CO.	RCA RCA(T) 130		R





After receiving the conference with a well-entertained set of hard-rocking new songs, F-Beat's Carlene Carter is presented with a bouquet by managing director Charles Levinson.

## Warner Bros TV ads, to widen George Benson appeal

PROBABLY WARNER Brothers biggest project of the last part of 1981 will be a TV advertised George Benson double album entitled *The Collection* due out on November 5.

It draws together Benson's past recordings in an attempt to unify his across-the-board market from jazz to MOR disco.

WB backs this up with an as-yet-untitled Rod Stewart album also due for November 5, Neil Young's *Reactor LP* on October 30, Carly Simon's *Torch* on October 2, a double live Lena Horne LP called *The Lady And Her Music* which collects hits from her entire career and albums from Prince (*Controversy*), Climax Blues Band (*Lucky For Some*) Emmylou Harris (*Cimarron*), while there is a Fleetwood Mac LP due in January.

Presenting the Warner Brothers product, general manager Ellie Smith announced a large-scale marketing and promotion effort for Randy Crawford's forthcoming six-night London season at Drury Lane Theatre in October when "Secret Combination" will be released as a single. She previewed two cuts from Rod Stewart's new LP scheduled for November 5.

*Jump Street*, scheduled for September 18 is Rose Royce's new album, and on the back of expected interest in contemporary country, the label is hoping to spin off a hit for important new signing Rodney Crowell. Strong marketing back-up will be called in for his debut single "Stars On The Water".

Sire's new signing The Necessary have an album *Big Sky* out on October 2, and although there will not be a Talking Heads LP until the new year, Jerry Harrison from the band is planning a solo album for November.

## 45s packages from Blackfoot & Foreigner

TWO SPECIAL single packages from hard rockers Blackfoot and Foreigner headlined immediate promotion plans from Atlantic Records.

Blackfoot's colour gatefold 45 will contain two studio cuts from their *Marauder* album "Dry County" and "Too Hard To Handle" plus a free live 45 with "Train Train" and "Highway Song".

Foreigner's "Juke Box Hero" also comes in a colour gatefold cover released in a fortnight with the story of the song on the jacket.

On the album front, Chic have an LP planned for October, as well as Sister Sledge, while if a projected superstar solo package tour of the UK comes off featuring Sam and Dave, Wilson Pickett, Percy Sledge, Ben E. King and others, there will be heavy catalogue promotion.

In October, new signing Kix release an album of the same name, and the following month T.S. Monk release an as-yet-untitled data album.

AC/DC have not yet named their record, but it is confidently expected for November. A Best of Dave Edmunds LP will be due around the same time.

Atlantic general manager Mary Hooten concluded her presentation with tracks from Mink DeVille, newly-signed to the label and ready with an LP called *Coup De Grace* at the end of this month to be followed by a UK tour from November 5.

## WEA catalogue incentive scheme

WEA WILL be pushing its back catalogue during the Christmas run-up with two dealer incentive schemes, announced general sales manager Jeff Beard at the company's sales conference.

The promotion is based on free product and runs from late September to November 27.

On the range of titles carrying a £2.44 to £3.04 trade price, dealers ordering between 100-299 units will receive five free albums for every hundred on their orders; between 300-499 they will get eight free per hundred; between 500-999 it will be 10 albums per hundred, and on orders of 1,000 and over dealers will receive 10 free albums per hundred plus an extra five percent discount on the total invoice.

WEA's X-TRA Value range of £1.82 dealer price catalogue LPs - which has sold a total of 450,000 units since its inception earlier this year - will also be promoted by a range of free product offers.

Beard said 20 more titles had been added to the range bringing it up to 100 in all. Traders buying in 250 or more titles will receive a 10 percent extra discount, and the range will come in for heavy in-store promotion during the offer period.

## EM is now back to breaking own talent

A HIGHLY confident and enthusiastic EMI team was told by managing director Cliff Buss at the annual conference: "We are slim and we are tough. I believe we are seeing a new generation of EMI people. I don't have any fears about the future."

Two years have elapsed since EMI's last conferences, when the company was still operating with group and licensed repertoire divisions. Referring to the "year of turmoil", Bussy commented: "We have come here as one company. At the last conference we were two companies trying to be one."

Recalling a prediction made by an opposition executive 12 months ago that EMI would be "buried", Bussy remarked: "If we are buried, then all I can say is that we make a handsome corpse." He pointed out that EMI's success over the past year had been achieved despite a lack of major artist albums and was largely due to results gained with new talent like Sheena Easton and Duran Duran.

"We have been able to persuade

people to join us because we look good in the marketplace and that is because of you," he told the sales force.

Commenting on the impending departure of Motown after 18 years as a licensed label, Bussy said: "We are back to where we used to be, making and breaking our own talent."

Ken East, chief operating officer of the EMI Music group, also referred to the forthcoming departure of Motown. Recognising that this had caused concern among the sales force, East recalled his own time as a salesman in 1952-53 when EMI had lost CBS and RCA. "I thought the world had come to an end," he said, but the result had been to make EMI concentrate on its own repertoire. This had initiated a great era for EMI around the world and had produced artists like Cliff Richard and the Beatles whose records were still in great demand. Noting that in Europe EMI had lost the contracts for MCA, Arista and Motown at the end of 1979, East revealed that EMI was now selling more records there than ever.

## Video software now in 6,000 outlets

THE IMPRESSIVE strides made by Thorn EMI Video Programmes in building its software business in the past six months were disclosed to the conference by marketing manager Jonathan Martin.

From an initial figure of 200 outlets offering "tired films" TEVP since launch had secured distribution of video cassettes into more than 6,000 outlets. Martin said that there had been accusations that the company was being over ambitious in aiming for sales of 5,000 copies of its top titles, but some had already doubted that figure and by the end of the year it was likely that the top sellers would have gone over the 20,000 copies mark as part of total sales of 250,000 tapes. He praised the EMI Records sales force for its efforts in helping TEVP to secure a 20 percent market share, which could be doubled in 1982 when total software sales would be three times greater than this year.

Martin said that market research conducted by Gallup indicated that there was a trend away from using VCR machines for time-shift purposes in favour of screening pre-recorded films. The survey, costing £20,000 and involving 3,000 people had provided preferences for 317 film titles.

Discussing the Autumn plans, Martin said that the 150-titles catalogue would include 34 new programmes, among them *Life Of Brian*, *Elephant Man*, *Jazz Singer*, *Flash Gordon* and *Mirror Crackle*. With a £500,000 TV campaign and extensive print advertising and in-store activity, a target of 100,000 units pre-Christmas had been set, with top titles expected to ship around 15,000 units each.

As a dealer incentive, a 10-cassette rack would be offered free to dealers ordering 20 or more tapes, while an

order for 75 copies would result in a free revolving rack holding 48 tapes. A newly designed TARDIS merchandising unit would be provided for orders of 150 tapes.

Looking forward to TEVP's first 1982 release in March, Martin said that further 30-40 titles would be added, including eight major films, one of them *Time Bandits*.



A group of EMI staffers take a sunshine break during the annual sales conference at Bournemouth. Pictured (from the top) are Charles Webster (EMI product manager), John Bagnall (a&r department), Dwayne Welch (product manager), Noreen Welch (secretary), Malcolm Hill (product manager), Liz Flower (secretary), Ashley Goodall (a&r department) and Vicky Pelmore (secretary). The identity of the camera-shy owner of the jeans in the foreground is a closely guarded secret.

EMI

## Multi-talent Dolby signs with EMI

EMI's VIDEO dominated conference, which began with presentations from the new EMI Video Programmes and selections from EMI's own music videos [RB September 7], acquired additional smallscreen emphasis during product presentations.

The whole sequence was crisply presented as a series of video productions with the managers appearing on screen.

David Hughes, marketing manager of the rock division, disclosed that the multi-talented Thomas Dolby had been signed. Dolby is a singer, writer, and producer (the new Joan Armatrading LP) who also builds his own synthesizers. He plays keyboard with Lena Lovich and wrote her last single. His first effort for EMI is 'Europa And The Pirate Twins', with another single to be released before his LP debut in February.

Hughes also mentioned another new signing Bumble and the Bees, a five-strong act led by Michael Riley, formerly of Steel Pulse. They will be supporting Hazel O'Connor on her tour, a role previously undertaken by Duran Duran. He also mentioned that a Strangers album was due in mid-November to coincide with a month-long UK tour.

Ann Kavanagh, EMI label manager, reported that new material was expected in the present financial year from Iron Maiden, a new Queen studio album, Kraftwerk, Whitesnake and Gerry Rafferty. He also played tracks by Hi-Tension and Kate Bush, who has an LP due in November, along with Sheena Easton, to tie in with a nationwide tour. A further awaited release is the solo debut of John Watts, former lead singer with Fischer Z, which although now defunct has sold 180,000 albums in Germany.

A hot commodity item will be a live recording of Dame Edna Everage's *Last Night Of The Poms*, due to be presented at the Albert Hall this week. The show is further to be recorded by London Weekend TV and EMI is preparing rush-release of the album by the end of the month.

Martyn Cox, manager of the Capitol, EMI-America & Liberty labels, reported that former Motown and WB stalwarts Ashford and Simpson had signed for Capitol and that Diana Ross was working on her first album release. Further albums for product due during the autumn included Taste Of Honey, Earl Klug, Melba Moore, BB&Q Band, Tavares, Ronnie Laws, Noel Pointer, Billy Squiers and Bob Seger's live LP *Nine Tonight*.

Marketing director Peter Buckleigh, who introduced the product presentation, wrapped it up by disclosing that further albums were anticipated before the end of March from Paul McCartney, Max Boyce, Kim Wilde, Scorpios, Angelic Upstarts, Jon Lord, another album from Sheena Easton to coincide with an American tour, and Pink Floyd.



"RCA plays in the first team" says m Don Ellis

## Strong UK creative presence

DON ELLIS, managing director of RCA Records and newly appointed vice president of market development in Europe, had plenty to be pleased about at the company's annual sales conference in Bournemouth. On RCA's controversial pricing policy, Ellis confirmed, "We are now comparative with every other label. The others rose in price and then passed us."

"The key to the success of RCA is the strong UK creative presence. We have shown people that we can sign and back up artists in the UK - the secret is the development of artists." Referring to RCA's Eurovision Song Contest winners, Bucks Fizz, Ellis said he hoped to build six or eight similar success a year.

The company plans to enter the video market next year. "We're late, but that's not so bad. We will start with blank tapes so that the sales people can learn about the video business thoroughly," said Ellis.

On the recent acquisition of the Motown label, he commented: "RCA plays in the first team. I think every major wanted to land them. EMI didn't want to let them go. It's a real opportunity to back artists unknown in the UK. Rick James, Tiana Marie - I believe if we'd had the Motown label in the second half of 1981, we'd be the number one company in the UK now."

### CLASSICAL

The Gold Seal classical series plans seven new releases for the Autumn including works by Rachmaninov, Shostakovich and Gershwin. Gold Seal issues its first opera - Puccini's *Tosca*.

Garth Harris said that the MOR Real Seal series was to be marketed in the future like any pop release. An important new signing is cellist Julian Lloyd Webber, whose album is titled *Rio*. Other Autumn releases include Mario Lanza's *With A Song In My Heart* and a selection of Beatles tunes from flautist Brian Duran.

### INTERNATIONAL - MID PRICE

Lee Simmons presented an audiovisual display showing some of the 50 mid price (£2.99) albums that will be available by the end of 1981. Highlights were Perry Como's *Greatest Hits 2*, Fats Waller's *African Rhythms*, Iggy Pop's *Last For Life*, Frank Sinatra's *Sings The Standards*, Eddie Fisher's *Greatest Hits* and Elvis Presley's *Greatest Hits 1*. There will also be an album of *Vintage Blues* from the RCA vaults.

### BLACK MUSIC

Introducing the Black Music Section, Tony Lytle said: "I ours are now visible rather than just the dancefloor hit. It's more than 'club' music. Our objective is to make singles artists into album sellers". November singles include 'Inside Of Me' by Ester Williams, '96 Tears' by Thelma Houston and 'It'll Be Alright' by Odyssey. Singles are due from the Chi-Lites, Staples Singers, Sylvester and the Whispers.

### STAX

The re-launched Stax label is to re-issue 10 singles in the original 60s sleeves in November. They include 'Private Number', 'Knock on Wood' and 'Shaft'. The double album *Shaft* by Isaac Hayes will be available as a single album, *Best of Shaft*.

### JAZZ

RCA's Prestige and Milestone jazz labels have four albums out in November, including *Charlie Mingus at Monterey* (1964).

### MOTOWN

The Motown presentation began with a 15-minute history of Motown video, linked by Smokey Robinson. There was also a taped message from head of the label, Berry Gordy. In addition to back catalogue releases (The Chiffons, Temptations, Marvin Gaye) manager Gordon Fruin told the conference of new October singles by The Temptations and Jose Feliciano. November sees the release of a Best Of Diana Ross album.

### LICENSED AND ASSOCIATED

Nigel Grainge's Ensign label has no Autumn releases, but launches into action next year with an album from Incognito and new signing Another Pretty Face, who will be changing name shortly. The Slow Children have a single, 'Spring in Fialta' out in early '82. Scratch Records has a single, 'Stars' by Nicky Robson and produced by Gary Numan, out this month. An album by ex-Wings guitarist Danny Lane, *Anyone Can Fly*, is released in November.

The Cheapskate schedule, presented by Chris Clavin, consists of a new top and Top Secret, and its September single 'Don't Say No'.

Paul McNally's Why Fi label, launched last May, announced a single from Sparks, 'Funny Face' and one from Teardrop Explodes person Troy Tate, 'Kamikaze'.

Original content a comedy theme with albums from Alternative Cabaret featuring Griff Rhy Jones and *Never Mind The Originals, Here's the HeeBeeGeeBees*.

Logo releases *Straight To The Heart* by Brian 8 in October. It will be supported by fly posting in London and

coverage in the rock press. November sees a campaign for *Take It From the Boys* by Marcia Hines.

### US PRODUCT

October albums include Rick Springfield's *Working Class Dog* - Springfield has recently had a US number one. Dave Davies (Kinks) *Glamour* and the American Laurie lake. Dealer price for the latter is £1.82. In November a *Teen Dreams* compilation is available, featuring Dion, the Chiffons and 4 Pennies among others.

The Elvis Presley EP Collection was presented by Presley lookalike (a heavily disguised Roger Semon). It consists of 10 EPs, four of which, Real Elvis, Heartbreak Hotel, Loving You and Elvis Presley were previously unreleased in the UK.

### GOLDEN GROOVES

A new batch of Golden Grooves singles are due out in October - the series has sold 100,000 units since June 1981. The reissues include titles by Perry Como, Barry White, Jim Reeves, Dion and The Chiffons.

### UK PRODUCT

RCA has recently signed licensing deals with KR Records (pop/reggae) and Ice Records (fronted by Eddy Grant). Both will be releasing singles this Autumn. The company has also signed two acts, Sugar Minott and Beggar and Co. directly to RCA. Minott has an album, *Good Thing Going* out in November and Beggar and Co. have a single 'Mule Chant 21' on 10".

The major October album is the Bow Wow Wow debut, curiously entitled *See Jungle! See Jungle! Go Your Own Gang Yeah City All Over Go Ape Crazy*. It will be supported by a series of ads in the rock press, plus radio ads and Bow Wow Wow rings.

Other October albums include Hawkwind's *Sonic Attack*, to be backed with press ads, posters and a tour, Eurythmics' *In The Garden*, backed by ads in the rock press, gigs in retail outlets and a tour, Kate Robbins' debut album, backed by national press ads, underground posters and TV ads, and a re-launch of James Galway's album as *The Pachelbel Canon*, to include the theme from the film *Ordinary People*. It will be supported by TV ads during October. November kicks off with the Steve Gibbons band *Saints and Sinners* album, backed with a tour. Heavy Metal group Budgie release their *Nightlight* album, along with a single, 'Keepin' A Rendevous' issued as a limited edition picture disc. The soundtrack to the successful play *Ordinary People* is also scheduled for November release and will be supported by a campaign which includes ads in *Private Eye*, and the actors will be taking part in radio ads.

Finally, Phil Patton introduced six of the major RCA singles for Autumn 1981: 'The March' by Random Hold, available in a picture bag, 'Is There A Reason For The Mood' 'European Man' from *The Tears Of Mars* album - by Landscape, 'Never My Love' by Sugar Minott, 'Dynamo Beat' by Shock (who appeared live at the conference) and the RPO's follow up to their hit 'Hooked on Classics', 'The Can Can'.

## SALES CONFERENCES

# PolyGram to be 'envy of the industry'

RAMON LOPEZ, PolyGram Record Operations managing director provided the cattail cry at its Bournemouth conference when he predicted that the group would be the envy of the industry next year.

"You have heard that the aim is for this group to become number one and this is imperative. We are on course in the first six months and all it will take to finish on target is additional effort.

"We mustn't underestimate the competition because the additional market share we want must come from them and they will not give it up easily," warned Lopez.

He went on to praise the work of the three companies in developing new talent and stressed that the individual identities of the marketing and talent acquiring companies must remain.

"We must not allow PolyGram to blur the individual talent bases. I want to see Polydor and Phonogram vying for the number one label position with each other in the next year," he said.

Lopez went on to talk of the profitability of the group, saying that although profits were being made there was a need to increase them so that greater investment could be made.

He promised no further upheavals but said that no increases in staff were envisaged. Any changes would, he said, be minor adjustments to keep pace with the market.

PolyGram is predicting a massive growth in the album market starting the last quarter of this year and continuing for several years.

Commercial director Clive Swan opened the conference with a confidence-boosting list of indicators. The falling value of sterling, EEC price rises, the efficiency of UK companies, and the aftermath of dealer destocking promised well, he said, with or without an upturn in the economy as a whole.

He pointed out that UK companies had supplied only 80 percent of the £413 million estimated to have been spent on records last year. Currency changes alone, would, he predicted, bring that figure close to 100 percent and represent growth for the UK companies.

Swan introduced the conference logo on a growing figure 1 and his message was equally to be point. "We quite simply intend becoming the dominant and most profitable record group in the UK."

"The excess of delivery problems that

we had have are over. However, retailers deserve better than they have had from us and our urgent attention is being given to ensuring that they get it.

"What dealers want is a consistent, simple, reliable distribution service. They want to be able to pick up a phone, get through and receive the product which they need when they need it. To this end we have appointed BASKO as consultants to look at ways of improving distribution. I would welcome any suggestions from the trade," said Swan.

He pointed out that each individual company had increased its share of the singles market and 21 percent of all Top 75 entries this year were PolyGram acts. 75 of the new acts reaching the Top 75 nearly a quarter were with PolyGram labels.

Business planning manager Bill Judd, predicted that the young people attracted by the strong singles sales of the past five years could be weaned over to albums in the coming year.

He said that growth in record sales had always been parallel with the activities of growing, independent record shops and chains, such as been seen in the past five years.

Marketing manager Tony Powell cited Bill Nelson as another artist who proved that Phonogram was right to commit itself to developing new talent. A new single 'Living In My Limousine' taken from the *Quiet Dreaming* album is released this week.

Phonogram had signed ABC against intense competition and a first single is released in October while Shepherd in paying tribute to Chris Briggs' aker team added the name of Junior Gongcogne to those of whom big things are expected.

Albums later in the Autumn include releases by Van Morrison, Lindsay Buckingham, Pamela Stephenson, Dexy's Midnight Runners, Soft Cell and The Teardrop Explodes.

Rocket Records were represented by Sally Actons who had the task of announcing the departure of Judie Tzuke but the more pleasant job of revealing the latest Elton John project.

A video of *The Fox* will be available this Autumn complete with TV advertising and a major press campaign. Rocket hopes that it will revitalise interest in the album of the same name.

She paid tribute to the salesman who had made Fred Weather's 'Older Swinger' a hit and played his new single 'Jobsworth' which is in a similar vein. On the development front she said that great things were expected of Johnny Warman and Dramatics, the Gary Numan backing band who have an album *For Future Reference* released on October 12 with Numan handling vocals on one track.

Chris'sia's Autumn programme was presented by marketing manager Mike Watts. It includes the British comedy record *We Are Most Amused*, *Variety Rag* by Sir John Betjeman, *Abacab* by Genesis and the debut by Afraid Of Mice.

PolyGram

## Develop stars to boost classical

ONE YEAR after its inception PolyGram Classics, the Deutsche Grammophon and Philips amalgam, has established itself as a profitable section of the PRO group, reported general manager Peter Russell. But he foresees a difficult year ahead.

Russell estimated the classical market to be just 10 percent of the total market with PC taking about 40 percent. A position which he thinks must be improved.

"We must escape from the Radio 3, Gramophone and Festival Hall market to a wider audience. I am convinced that there is a far greater audience for classical music if we can reach it. This business should be about stars; it is not that different from pop. Personalities bring in crowds and we believe that we have the classical market's outstanding characters," he said.

Russell then introduced Ivo Pogorelich, Claudio Abbado and Katia and Marielle Labèque (who performed live to the conference) as being the exciting new generation of classics stars appealing to a wider, younger audience.

He did not forget the established stars such as Karajan, Placido Domingo, Sir Colin Davis, all of whom will be featured in the autumn schedule. Russell also paid tribute to the late Karl Böhm, whose last recording, as digital Beethoven's Ninth is released by DG this month.

Anne-Marie Nichol, DG label manager, announced that Leonard Bernstein would be an exclusive artist soon and forthcoming releases would include a new version of *West Side Story*. Dealers would soon be given details of a competition which could earn them a trip to Berlin to meet Karajan in February.

Mike Sage, Philips label manager, announced the release of the first digital version of Wagner's *Ring* in October. The box would include 16 albums and a book about the music and the production, which was filmed for possible video release.

A change in sales operations means that the PRO catalogue team now deals with all the group's classical releases, including Decca, and in fact the team is composed of 10 former Decca reps.

Decca general manager John Preston said that the label would maintain its lead by retaining its image of top quality and its policy of signing exclusive deals with world stars.

Michael Letchford and Andrew Dawson presented highlights from the Autumn releases including: Riccardo Chailly's *Rossini Overtures*, a new Ashkenazy release, the first digital Philip Jones Brass Ensemble and opera from Tippett and Ponchielli and an all star Beggar's Opera.

## Big Polydor acts ready Autumn LPs

DARTS FORMED the central theme of the Polydor presentation with the company claiming a full circle of musical styles and the ability to hit the bullseye this Autumn.

With album product from virtually all the major acts this Autumn Polydor intends to consolidate its position among the leading labels and although there are no Jam albums, there is a single in October and a Christmas EP to look forward to.

Polydor and Tony Morris, congratulated the salesforce on getting 24 albums in the charts this year but asked them for more emphasis on the development acts such as Kirsty MacColl, Havana Lets Go, and Pete Godwin.

Polydor's new acts include King Crimson, the first material for several years, Sad Cafe, Ian Dury, Tom Jones, Kandidate and Victorian Parents. Reduced prices will be introduced for initial quantities of records by new acts. November sees a boxed set of seven albums from Roxy Music with a dealer price of £16.

Robert Lemon, director and general manager of Bronze records, presented his company's autumn releases but began by praising the way Polydor had worked its material in the 10 months since a deal was signed.

He asked them to push cassettes in the future in light of the Motorhead live album selling 23 percent on tape. "This

has to be down to the Walkman machines but it shows that tape sales can be very healthy," he said.

Lemon reported that Bronze was attempting to broaden its image with the signings of Jeep, Sundance (with Mary Hopkin) and release of a single by the Young and Moody Band with two Nolan Sisters on it.

Album releases include a new Sally Oldfield release, and a compilation *A Quiet Night In*. The next Motorhead album is not due until 1982 although a costing for a picture disc is being considered at present and a big campaign is promised.

Ashley Newton for RSO Records announced the new single 'He's A Liar' from the Bee Gees which is out next week with heavy promotion plus an album by Andy Gibb and Victoria Principal. Other release are 'Mowtown Mix', and singles by Billy London, Bell & Buchannan and 39 Lyon Street (The Associates). An Autumn release is *Shogun*, the Maurice Jarre soundtrack.

## Emphasis on new acts pays for Phonogram

A PERIOD of heavy concentration on new acts had paid off for Phonogram, said Brian Shepherd reported. Of 12 acts signed to fewer than eight had had hits, scoring 13 chart entries between them.

"We have successfully broken new artists now we must go on to develop album artists. The indications are that we will deliver in the next year," said Shepherd.



Lopez: no further upheavals at PolyGram

## Decca pouring resources into breaking new acts

CATALOGUE EXPLOITATION remains the main money spinner for the Decca label but it is investing profits in building a small but successful roster of new acts.

"Last year we came to the conference as new boys but we are now fully integrated into the group. Decca UK is a small team, of 11 people, but we have established the priority of developing new talent while the catalogue remains the basis for profitability," said general manager John Preston.

To this end the World Of series is to be re-established in October and additions are being made monthly to the Elite, Recollections and Rock Echoes series. This will include albums by The Rolling Stones, Val Doonican, and Bing Crosby.

"Decca is pouring its resources into developing new acts, perhaps half a dozen artists. We are releasing records we believe can be hits and it cannot be a matter of indifference when they pass by," warned Preston.

Marketing manager Keith Bennett, concentrated on the wealth of catalogue when he introduced some of the titles to be included in the Decca Originals series of hits. He said that Decca intended to double its sales of catalogue singles this year.

Singles forthcoming are by such artists as Carole King, Tommy Steele, Dobie Gray, Tom Jones, Englebert Humperdinck, Arrival, Val Doonican, The Zombies, Kathy Kirby and The Rolling Stones.

Bennett reported that the 10-ins album has been successfully relaunched with Tommy Steele and Billy Fury and further releases were planned. These included *Songs By Tom Lehrer* (LFT 1311) and *More Songs By Tom Lehrer* (LFT 1323) with a dealer price of £2.03, and *Ready Steady Go* and *6.5 Special* albums.

Of the new acts Decca intends to promote a large campaign around the release of the Kit Hain debut album with London bus posters and national newspaper advertisements.

Rob Warr, Deram label manager, talked of his confidence in TV21 and

Funaopolitan, an act which had relaunched the London label and he promised singles and albums from both acts.

Gary Crowley of TV and radio fame, a former Decca postboy, then introduced Bananarama who mimed to their latest single 'Aie A Mwana'. One of the trio Siobhan was also once with Decca.

## Jazz is a major success for IMS

IN JUST two years IMS has grown into a company which claims to be the biggest importer in the UK and one of the most profitable areas of the PolyGram group.

With a turnover of more than £1 million and an annual seven times stock turn IMS has succeeded in exploiting the overseas repertoire available to PolyGram. Peter Gabriel and The Jam brought them great success during the year.

Rock and pop provides IMS with most of its turnover with jazz taking 35 percent and classical five. "Jazz has long been the poor relation of the industry but at IMS we treat it with small company enthusiasm and large company resources and this makes us the number one UK jazz supplier," said Barry Griffiths.

POLYGRAM VIDEO may not have the catalogue of blockbusters enjoyed by its competitors, said its head Derek Jones, but it did have the ability to acquire good product and market it expertly.

In addition to having a large selection of silent screen classics PV was doing well with documentaries and also had some potential big-sellers planned for the Autumn.

These are headed by the Who film *Quadrophenia* which Jones said was destined for a long stay in the Top five, and include *Pink Floyd Live At Pompeii*, *James Last Live* and films from the classic Korda collection.

## Foreigner delivers less than audience expects

### FOREIGNER

#### London, Hammersmith Odeon

THE LATEST visit to England for a two-city tour by mammoth UK act Foreigner was perhaps a little subdued by heavy rock standards but was certainly an improvement on the last visit when the band just didn't have a profile here.

Success in America doesn't automatically mean success in Britain and Foreigner have had to wait until the revival of heavy rock here before being confident of commanding some kind of response.

It certainly wasn't headbanging stuff. This was an older audience with money to spend and girlfriends in attendance. Foreigner has described itself as a 'heavy melody' band and that is a pretty accurate description. The band plays simple but tuneful rock but doesn't aspire to the pomp and visual show of Boston or ELO.

In a way, this was perhaps its problem. The music was ponderous and predictable and some kind of presentation, however chided, would maybe have helped matters. Singer Lou Gramm, attired in dowdy rock threads, staggers around the stage in standard heavy fashion trying to create a show but otherwise the only visual interest is guitarist Mick Jones' purple jacket. One got the impression that the audience had come expecting more.

The sound just wasn't as crisp as the records either. 'Cold As Ice' sounded to be turning to slush although the group's new single 'Urgent', sounded impressive and perhaps showed that the band comes together better on faster numbers.

So Foreigner consolidated its British audience while not exactly grabbing it by the ears.

DAVID REDSHAW

### ANY TROUBLE

#### London, The Venue

ANY TROUBLE returned to the stage after some time to turn in one of those

magical, mercurial performances which exude Northern wit and vitality.

Clive Gregson spends his spare time singing in folk clubs and the influence on his voice can clearly be heard. It can rise from a controlled, word-spilling growl into a soaring tremolo, seemingly without effort, to ensure maximum effect.

Any Trouble appeared for the first time in London as a five-piece, keyboard player Nigel Gibbons joining three original members and new drummer Martin Hughes, for this tour at least. The added dimension is a further plus for the group.

With a set of songs consisting largely of tracks from *Wheel In Motion* but including old favourites the band kept a large audience ecstatic for an hour and half including encores when they were joined by the horn section of the Q-Tips - a combination which would work wonders on record.

PAUL CAMPBELL

### THE CHI-LITES

#### London, The Venue

NOT JUST a Chi-Lites but the group with original members Eugene Record, Marshall Thompson, Red and Squirrel singing in a harmony so close it is amazing they ever separated.

The crowd came to hear 'Have You Seen Her' and 'Oh Girl', songs which made the group the hottest black act of 1971, and they were not disappointed. Record is, of course, one of the most fluent and gifted sweet tenors around and his voice has lost none of its purity.

Even the recent material which has stubbornly refused to cross from the confines of the disco charts were greeted with applause from an audience largely interested in the hits. This was not a wake for past but a live performance in every sense.

PAUL CAMPBELL



Foreigner: more of a show is needed

:multivizion:



the single on situation 2

available as 7&12 inch (sit8/8t) through  
DISC EMPIRE, CITY SOUNDS,  
ROUGH TRADE & PINNACLE

## GROVE PRODUCTIONS

LONDON'S NO. 1  
DISCO LABEL

NOW AVAILABLE  
TWO PRIME MOVERS  
FROM THE GROOVER

**DR. YORK**  
"SHAKE - N - SKATE"

12" GP110 (T)  
7" GP110

No. 37  
In Disco Chart

**LINDA TAYLOR**  
("YOU'RE) IN THE POCKET"

12" GP109 (T)  
7" GP 109

No. 63  
In Disco Chart

DISTRIBUTION  
TEL. 0689 73146

**P**  
PINNACLE  
RECORDS

RECORD BUSINESS RECORD BUSINESS RECORD BUSINESS

# Disco Top 50

1	5	SO THIS IS ROMANCE	LINX	Chrysalis CHS(12)2548
2	9	IN AND OUT OF LOVE	IMAGINATION	R&B RBS(L)202
3	1	WALKING INTO SUNSHINE	CENTRAL LINE	Mercury MER(X)78
4	2	LOVE HAS COME AROUND	DONALD BYRD	Elektra K12559T
5	7	EVERYBODY SALSA	MODERN ROMANCE	WEA K18815(T)
6	6	HARD TIMES/LOVE ACTION	HUMAN LEAGUE (RED)	Virgin VS435(12)
7	4	YOU'LL NEVER KNOW	HI-GLOSS	Epic EPC A(13)1387
8	8	AS THE TIME GOES BY	FUNKAPOLITAN	London LON(X) 001
9	3	THE CARIBBEAN DISCO SHOW	LOBO	Polydor POSP(X) 302
10	25	HANDS UP (GIVE ME YOUR HEART)	OTTAWAN	Carrere CAR183(T)
11	14	RAINY NIGHT IN GEORGIA	RANDY CRAWFORD	Warner Bros K17840
12	11	MULE (CHANT NO. 2)	BEGGAR & CO	RCA RCA(T)130
13	11	HOOKED ON CLASSICS	ROYAL PHILHARMONIC ORCHESTRA/LOUIS CLARK	RCA RCA(T)109
14	18	BETCHA WOULDN'T HURT ME	QUINCY JONES WITH PATTI AUSTIN	A&M AMS(X)8157
15	17	NUMBER ONE	K.I.D.	Record Shack SHACK 125
16	26	YOU'RE THE BEST	KENI BURKE	RCA RCA(T) 126
17	15	CHANT NO. 1	SPANDAU BALLETT WITH BEGGAR & CO	Reformation CHS(12)2528
18	23	WE'RE IN THIS LOVE TOGETHER	AL JARREAU	Warner Bros K17849(T)
19	10	AIN'T NO MOUNTAIN HIGH ENOUGH/REMEMBER ME	BOYS TOWN GANG	Moby Dick DICK 1(T)
20	12	YOU SURE LOOK GOOD TO ME	PHYLLIS HYMAN	Arista ARIST(12)428
21	42	JOY AND PAIN	MAZE FEATURING FRANKIE BEVERLY	Capitol(12)CL211
22	41	YOU GOT THE FLOOR	ARTHUR ADAMS	(The Incalculable Band 481)
23	50	LOVE ALL THE HURT AWAY	ARETHA FRANKLIN & GEORGE BENSON	Arista ARIST(12)428
24	38	ENDLESS LOVE	DIANA ROSS & LIONEL RITCHE	Motown TMG1240
25	19	BACK TO THE '60s	TIGHT FIT	Jive JIVE(T)002
26	20	HAPPY BIRTHDAY	STEVIE WONDER	Motown(12)TMG1235
27	13	LIFT YOUR VOICE AND SAY	LOVE UNLIMITED ORCHESTRA	Unlimited Gold ULGA(13)1496
28	28	SHAKE IT UP TONIGHT	CHERYL LYNN	CBS CBS A(13)1454
29	22	I'M IN LOVE	EVELYN KING	RCA RCA(T)95
30	29	TURN IT ON	LEVEL 42	Polydor POSP(X)286
31	21	DO YOU LOVE ME	PATTI AUSTIN	Qwest K17838(T)
32	24	NICE AND SOFT	WISH	Excaltiber EXC(L)511
33	47	SUMMER GROOVE	JONESES	(Good 77733)
34	11	LOVE ME TONIGHT	TREVOR WALTERS	Ital ITD204
35	49	I CAN'T TURN AWAY	SAVANNA	R&B RBS(L)203
36	11	I WANNA FEEL YOUR LOVE	CANDY BOWMAN	(RCA Import)
37	11	SHAKE-N-SKATE	DR. YORK	Groove GP 110(T)
38	31	SHE'S A BAD MAMA JAMA	CARL CARLTON	20th Century TCD(T)2448
39	27	I LOVE MUSIC	ENIGMA	Creole CR(12)14
40	44	THE DIP	KEITH DIAMOND BAND	(Millennium YD 11812)
41	11	THIS KIND OF LOVING	WHISPERS	Solar SO(T)22
42	32	SEARCHING TO FIND THE ONE	UNLIMITED TOUCH	Epic EPC A(13)1454
43	11	IT WILL BE ALRIGHT	ODYSSEY	RCA RCA(T)128
44	11	WE'VE GOT THE FUNK	HI-TENSION	EMI (12)EMI 5225
45	30	INTERPLAY	ATMOSFEAR	Elite DAZZ 9
46	16	GIVE IT UP (DON'T MAKE ME WAIT)	SYLVESTER	Fantasy FTCT 197
47	37	SQUARE BIZ	TEENA MARIE	Motown (12)TMG1236
48	46	HOT SUMMER NIGHT	VICKI SUE ROBINSON	(Prelude PRLD 617)
49	39	BODY MUSIC	CHRIS RAINBOW	EMI (12)EMI 5215
50	40	I LIKE YOUR LOVING	RICHARD 'DIMPLES' FIELDS	Epic EPC A 1554

# Indie Top 50

1	1	ONE IN TEN	UB40	DEP International	7 DEP 2
2	2	INCONVENIENCE AU PAIRS		Human HUM 8(T)	
3	3	ALL-OUT ATTACK (EP)	BULTZ		No Future 01 1
4	5	RELEASE THE BATS/BLAST OFF	BIRTHDAY PARTY		4AD AD 111
5	7	I DON'T WANT TO LIVE WITH MONKEYS	HIGSONS	Romans In Britain	HIG 2
6	8	NEW LIFE	DEPECHE MODE		Mute 7(12) MUTE 014
7	6	PAPA'S GOT A BRAND NEW PIG	PIG BAG		Y Y10
8	9	PUPPETS OF WAR (EP)	CHRON GEN		Fresh FRESH 36
9	10	KITCHEN PERSON	ASSOCIATES		Situation 2 SIT 7(T)
10	11	ANOTHER ONE BITES THE DUST	GENERAL SAINT/CLINT EASTWOOD	Greensleeves	OINK1/GPRED56
11	16	FOUR SORE POINTS (EP)	ANTI-PASTI		Rondelet ROUN 2
12	4	ONE LAW FOR THEM	4-SKINS		Clockwork Fun CF 101
13	15	CEREMONY	NEW ORDER		Factory FAC 33(12)
14	14	NERD	THEATRE OF HATE		Burning Rome BRR 1931
15	12	MOTORHEAD	HAWKWIND		Flicknet FLS(EP) 205
16	13	THE RESURRECTION (EP)	VICE SQUAD		Riot City RIOT 2
17	17	SMILES AND LAUGHTER	MODERN ENGLISH		4AD AD 110
18	20	KINGS CROSS	CHARGE		Test Pressing TP3
19	22	NEU SMELL (EP)	FLUX OF PINK INDIANS		Crass 321984/2
20	19	MATTRESS OF WIRE	AZTEC CAMERA		Postcard 81-8
21	30	DREAMING OF ME	DEPECHE MODE		Mute MUTE 013
22	32	NAGASAKI NIGHTMARE	CRASS		Crass 421984/5
23	29	LAST ROCKERS	VICE SQUAD		Riot City RIOT 1
24	—	HOLIDAY IN CAMBODIA	DEAD KENNEDYS		Cherry Red (12) CHERRY 13
25	25	ARMY LIFE	EXPLOITED		Secret SHH 112
26	31	EXPLOITED BARMY ARMY	EXPLOITED		Secret SHH 113
27	—	LOVE WILL TEAR US APART	JOY DIVISION		Factory FAC 23
28	33	REALITY ASYLUM	CRASS		Crass 19454/0
29	23	DOGS OF WAR	EXPLOITED		Secret SHH 110
30	18	LET THEM FREE (EP)	ANTI-PASTI		Rondelet ROUN 5
31	27	FEEDING OF THE 5,000 (SECOND SITTING)	CRASS		Crass 621984/4
32	34	GRASS/TRADE UNIONS	ROBERT WYATT/DISHARI		Rough Trade RT 081
33	—	LEATHER, BRISTLES, STUDS & ACNE	G. B. H.		Clay PLATE 3
34	—	YOU SCARE ME TO DEATH	MARC BOLAN		Cherry Red CHERRY 29
35	42	SHE'S IN LOVE WITH A MONSTER MAN	REVILLOS		Superville SV 1001
36	26	WHITE MICE/KRAY TWINS (LIVE)	MODETTES		Human HUM 10
37	50	ATMOSPHERE	JOY DIVISION		Factory FACUS 2 UK
38	38	DECONTROL (EP)	DISCHARGE		Clay CLAY 5
39	—	4 MOVEMENTS (EP)	THOMAS LEER		Cherry Red (12) CHERRY 28
40	43	24 HOURS	CHEFS		Graduate GRAD 11
41	21	(COVER PLUS) WE'RE ALL GROWN UP	HAZEL O'CONNOR		Albion (12) ION 1018
42	28	TOO DRUNK	DEAD KENNEDYS		Cherry Red CHERRY 24
43	36	TRANSMISSION	JOY DIVISION		Factory FAC 13(12)
44	39	BELA LUGOSI'S DEAD	BAUHAUS		Small Wonder WEENEY 2
45	37	A TRIBUTE TO THE PUNKS OF 76	FRIENDLY HOPEFULS		Abstract ABS 004
46	46	TELL ME EASTER'S ON A FRIDAY (REMIX)	ASSOCIATES		Situation 2 SIT 1
47	45	ENDS WITH THE SEA	G. LEWIS & B. C. GILBERT		4AD AD 106
48	35	BLOODY REVOLUTIONS/PERSONS UNKNOWN	CRASS/POISON GIRLS		Crass 421984/5
49	48	APE MAN	ERAZORHEAD		Test Pressing TP 4
50	—	REALITIES OF WAR (EP)	DISCHARGE		Clay CLAY 1

## INDEPENDENT MUSIC NEW RELEASES

17 SINGLES

WOLF 16	DEPECHE MODE	JAYE CANT	LET ENOUGH
NEW	IVORY COSQUINA	LAUGHING/THREE ARMED	TOO FAR
01	RED 114	REGGAE	ALL SET STICK
02	BOYS	ACTS	SINCE I GOT MY 6800 - I P
03	ACTS	ACTS	BRAND AND BANG
04	ACTS	ACTS	SMILE
05	MARK BOLAN	MARK BOLAN	HOLIDAY IN SPAIN
06	MARK BOLAN	MARK BOLAN	WOLF 16 (DON'T USE TO WORK)
07	MARK BOLAN	MARK BOLAN	SMILE
08	MARK BOLAN	MARK BOLAN	SMILE
09	MARK BOLAN	MARK BOLAN	SMILE
10	MARK BOLAN	MARK BOLAN	SMILE
11	MARK BOLAN	MARK BOLAN	SMILE
12	MARK BOLAN	MARK BOLAN	SMILE
13	MARK BOLAN	MARK BOLAN	SMILE
14	MARK BOLAN	MARK BOLAN	SMILE
15	MARK BOLAN	MARK BOLAN	SMILE
16	MARK BOLAN	MARK BOLAN	SMILE
17	MARK BOLAN	MARK BOLAN	SMILE

AVAILABLE FROM

BACKS	0863 2566	REVOLVER	0272 299105
FAST PRODUCT	031 861 5811	ROUGH TRADE	01 221 1100
LIGHTNING	01 986 5255	PROBE	061 227 5848
RED PHIND	0864 36489	FRESH	051 256 0572
		GRADUATE (WEST MIDLANDS)	0584 59048

### OUT NOW ON SUPERVILLE

# THE REVILLOS!

## NEW SINGLE

SHE'S FALLEN IN LOVE WITH A



CV 1001

PICTURE BAG

HOTLINE: 0689 73146

DISTRIBUTION TEL: 0689 73146

PICTURE RECORDS

Get in on...

# THE ACT

## Debut Single

# TOO LATE AT 20



HNS 701

REPRODUCED BY STAGE ONE PRODUCTIONS LTD TEL: 0688 4441

# ALBUM REVIEWS

## Top 10

**CLIFF RICHARD: Wired For Sound (EMI EMC 3377) Prod: Alan Tarney** Apart from the excellent single which kicks this album off the material is generally lacklustre and uninspired. Cliff Richard's continued use of Alan Tarney sounds to be less of a good idea these days. The American is letting a tedious, MOR rock feel creep into the music and the songs are not even very good to compensate. This album will certainly do very well on the back of the single but isn't it time for Richard to have someone else pitch him some new ideas? This album sounds to have been designed for the American market where the artist is at last breaking.

## Top 20

**JOAN ARMATRADING: Walk Under Ladders (A&M AMLH 64876) Prod: Steve Lillywhite**

Joan Armatrading maintains her remarkably consistent quality of output with her seventh A&M album. Changing producers to Steve Lillywhite — best known for rockier work — has given her sound an added percussive drive, while her sense of melody and phrasing is still as original as ever. This time she adds a dash of reggae to the mix, and joined by Sly and Robbie on 'I Can't Lie To Myself', or by Rico and Dick Cuthell from The Specials on 'Romancers' she sounds completely at home. Other stand-out tracks are 'I'm Lucky' and the combative novelty 'Eating The Bear'. Ballads are not neglected 'Only One' being the best.

## Top 60

**TANGERINE DREAM: Exit (Virgin V2212) Prod: Edgar Froese/Chris Franke**

Latest album from German electronic wizards Tangerine Dream is one of their most fluently lyrical to date. TD have always had the ability to conjure strong images with their swirling electronic constructions and this has led naturally to film soundtrack work. However there is more to this group than most electronic exponents and this album contains six melodic visions.

**JOURNEY: Escape (CBS 85138) Prod: Mike Stone/Kevin Elson**

TOP US pop-rock outfit which is known to British live audiences but which hasn't scored significant success here yet. The music is well put together and convincing of its type and with CBS pushing hard this time to try and break the band a Top 60 placing might result.

**THE MICHAEL SCHENKER GROUP: MSG (Chrysalis CHR 1336) Prod: Ron Nevison**

Heavy rock for the more cultured person, this album features all the trademarks of the genre but just done a bit better. Gary Bardens' vocals are

powerful in the Rainbow kind of mould while the guitarwork of Schenker himself is a delight throughout, never going totally over the top.

## Best of the rest

**WILLIE NELSON: Blue Skies (CBS 10025)**

CBS have put together a compilation of their artist's country star which concentrates on the MOR side of the singer's talents. Nelson has written and recorded many winsome ballads and this is the direction of this album 'Stardust', 'Blue Eyes Crying In The Rain', 'Georgia On My Mind', 'That Lucky Old Sun', 'Funny How Time Slips Away' and so on, with just 'My Heroes Have Always Been Cowboys', and 'Whiskey River' straying over into more countrified territory. 20 tracks in all and great value for money, this is being TV-tested regionally and if it goes national a Top 60 placing could result.

**SCOTT WALKER: Fire Escape In The Sky, The Godlike Genius Of Scott Walker (Zoo ZOO TWO) Prod: John Franz**

If Julian Cope of Teardrop Explodes does nothing else in his entire future career, he will be remembered for this compilation of cuts licensed from Scott Walker's four solo albums with Phonogram, which is now available on the independent Zoo label through Pinnacle. These 12 tracks are all written by Walker and reveal him, in retrospect, to have been not just a warm and technically brilliant singer, during this period, but a songwriter of passion and perception, with an eye for the surreal and social goings-on, surrounded by Johnny Franz's lush arrangements.

**DANNY RAY: All The Best (Black Jack BLP 02) Prod: Danny Ray**

A collection of sweet, soulful reggae from singer Danny Ray who has the quality to add new vocal dimensions to such diverse numbers as Stephen King's 'Love The One You're With' and Bob Marley's 'Waiting In Vain'. With backing from the cream of Jamaican musicians such as Sly, Robbie and Ansel Collins, Ray creates the most accessible reggae albums to be released for some time.

**CHATTON: Playing For Time (RCA LP 5058) Prod: Brian Chatton/Andy Dalby**

Bolton-born Brian Chatton has been in the shadows for too long if this album is anything to go by. Throughout a career which has seen him play with everybody from Gary Baker to Phil Collins he has kept out of the limelight and that is a shame. His undoubted pedigree creates a sophisticated rock album which Genesis fans would be proud to own. His own mastery of the keyboard is augmented by the contributions of friends like Collins and Steve Holly. It deserves rockshow airplay and success.

**VILLA DE VILLE: For The Time Being (RCA LP 5045) Prod: Greg Walsh**

Pop music of the highest calibre from a

band which has spent five years steadily expanding its following from its Derbyshire base. High, almost hysterical, vocals along the lines of Sparks or Supertramp set off a sound which is both immediately listenable and complex enough to stand repeated plays. 'Subculture 22' is the most immediate track and really should be a hit, reprotonic could not do the band any harm.

**NEIL DIAMOND: Solitary Man (Pickwick SHM 3053) James Galway: The Exceptional Talent Of James Galway (Camen CDs 1205)**

The Neil Diamond set features some recognisable hits from the singer's 'mid period' — things like 'He Ain't Heavy He's My Brother', 'Holly Holy', 'Chelsea Morning' and the earlier 'Solitary Man'. Should be a good Diamond potboiler for a long time in the budget racks. James Galway is featured on a collection of all-classical pieces by Mozart, Bach, Vivaldi, Debussy, Gluck, Paganini and Berkeley. All accessible 'lollipop' pieces of good quality which should appeal to those who are generally unfamiliar with classical music but wish to delve into it via the charismatic flautist.

**ENGELBERT HUMPERDINCK: Release Me (Pickwick/Contour CN 2034) MANTOVANI: Beautiful Music (Pickwick/Contour CN 2035) DEMIS ROUSSOS: Magic (Pickwick/Contour CN 2042)**

'Release Me', 'The Last Waltz' and 'Everybody Knows' head the Humperdinck compilation plus nine other tracks, all in the romantic ballad mould. Some familiar titles also spearheaded the Mantovani album — 'Tie A Yellow Ribbon', 'Edelweiss' and 'Green Cockatoo' in this case and 12 tracks in all. 'Happy To Be On An Island In The Sun' is the pinpoint track of the Demis Roussos album, backed up with other strong titles like 'Because' and 'When Forever Has Gone'.

**A TENT: Six Empty Places (Cherry Red RED 17) Prod: Gavin Povey**

Ambient music from keyboard player Gavin Povey plus such notables as Dudu Pukwana on saxophone. Several long tracks explore themes in a jazz tradition, but this is far from being an album of mainstream jazz. Povey instills considerable menace into his works and the overall impression is of avant garde music which resembles soundtrack music in its ability to conjure mental images.

**VARIOUS: Perspectives And Distortion (Cherry Red RED 15)**

A collection of 17 numbers by different acts, on the face of it performing in widely divergent styles of music. The unifying factor is that the pieces are all left-field or avant garde but not necessarily obscurely so. The inclusion of Robert Fripp's 'Remorse Of Conscience' of Kevin Coyne's 'Hell's Judas' should ensure a favourable reception and there are also tracks by Lol Coxhill, Morgan Fisher, Mark Perry and Thomas Leer. From the new wave there are contributions from Matt Johnson (who had a track on the *Some Bizzare* album) Virgin Prunes and

Lemon Kittens, while two of the best tracks come from A Tent and Eyeless In Gaza.

**FRANK CHACKSFIELD ORCHESTRA & CHORUS: How Deep Is Your Love (Audio Fidelity AFEMP 1010) Prod: (Not listed)**

Soothing, albeit characterless, choral treatments of a broad range of MOR material which hardly extend Chacksfield's arranging gifts. Songs like 'Nobody Does It Better', 'How Deep Is Your Love', 'Blue Bayou' and 'Don't Give Up On Us Baby' get the well-scrubbed vocal treatment and suggest that the recording is not exactly of the most recent vintage.

**HARRY SCOMBEE: A Song And A Prayer (Celebrity ACLP 013) Prod: Chris Harding**

Scomebe is in hearty voice on this collection of hymns and religious material, reverently treated and considerably enhanced by the contributions of an excellent choir. 'Onward Christian Soldiers', 'Swing Low Sweet Chariot', and an inspirational 'The Lord's My Shepherd' are among the enduringly popular items presented.

**JAMES LAST: Tango (Polydor Super 2372 080) Prod: James Last**

No argument that for this album Last has scored some of his most beguiling arrangements, as befits the sensual nature of this most stylised of all ballroom terpsichore. Particularly alluring is the skill with which he mixes voices used instrumentally with the strings. However, the concentration on the same strict tango throughout gives the album a lack of variety which a broader sweep of Latin rhythms would easily have avoided. Still, the faithful will doubtless remain undeterred.

**CHRIS SPEDDING: Friday The 13th (Passport/Pacific PB6007) Prod: Chris Spedding/ Busta Jones**

Recorded live in New York earlier this year this is Spedding the guitar hero dominating a trio including Talking Heads Bassist Busta Jones, with a driving sound best illustrated by his big hit 'Motorbikin'. Absence of similar success has driven Spedding to New York and London has lost one its most enigmatic guitarists. In 'Guitar Jamboere' he gives examples of all the great styles, Berry, Hendrix, Clapton, Fripp etc with an ease which is stunning.

**LOBO: Caribbean Disco Show (Polydor POLS 1045) Prod: Eric Boom/Roy Belmont/Henk Kramer**

To coin a phrase — you can't tell an album by its cover. After Lobo has done his reprise of Harry Belafonte's greatest hits, the calypso concept that provided a piece of the handclapping, soulful action goes steadily downhill. It peaks out complete on the B-side. The remaining half of the A-side is taken up with a disco instrumental, while the reverse has a collection of atrocious pop songs, remarkable only for featuring lyrics of total banality.

# SHOWCASE

## CLASSIFIED ADVERTISEMENT RATES

£4.00 per single column cm (minimum 4cm). Box number charge £1.00.  
 Send Box No. replies c/o Record Business, 1st Floor, Hyde House, 13 Langley St., London WC2H 9JG  
 Series discounts: Monthly, 10%; Quarterly, 15%; Weekly, 20%.  
 THE DEADLINE FOR BOOKINGS AND COPY IS NOON TUESDAY  
 ONE WEEK PRIOR TO PUBLICATION

Advertisements may be submitted as flat artwork or typed copy and layout for typesetting.  
 PAYMENT IN FULL MUST ACCOMPANY EACH ADVERTISEMENT.  
 For further information Contact: Jane Redman: 1-836 9311, Hyde House, 13 Langley Street, WC2H 9JG.  
 Record Business cannot be held responsible for claims arising out of advertising on the classified pages.

## DISCS



### S. GOLD & SONS (RECORDS) LTD VIDEO DIVISION

#### Now available:

Hokushin, Inter-Ocean, Media, World of Video 2000, Electric Video, VCL, Brent Walker, Warner Home Video, TCR, TCX, VIFC, Interviision, Derann, IPC, Mountain, Videomedica, Precision, Universal & Paramount (CIC), Guild Home, Rank, Hikom, Intercontinental, Iver (Videorama), EMI, Vision on Video, Intercity, Cal Vista, Krypton, Dapton, Go Video, Polygram etc.

DEALERS - Send for Comprehensive Catalogue - Updated to include 1,400 titles. s.a.e. 9" x 7" please. Extra catalogues, plain cover 35p.

All tapes supplied on Sale or Exchange.

Carriage paid U.K. Mainland on minimum of 5 tapes.

**S. GOLD & SONS (RECORDS) LTD.,**  
 777-779 High Road,  
 Leytonstone,  
 London E11 4QS  
 Tel: 01-558 2121  
 Telex: 894793 S. Gold

24 Hour Answering service: 01-556 2429

## THRIFTY'S

TELESALES CASH & CARRY  
 WAREHOUSE

Next day delivery. No minimum order.  
 Exclusive lines of T-shirts and badges  
 (T-Shirts £1.85, Badges 10p each). Ex-juke  
 box records from 10p each.

11A Raleigh Hall,  
 Ecclehall, Staffs  
 Tel: 0785-851249

## EQUIPMENT

POLYTHENE RECORD CARRIERS  
 PRINTED TO YOUR DESIGN  
 FROM 1000 UPWARDS.

L.P. Carriers for less than 3p each.  
 Singles Carriers for less than 2p each.  
 We also supply badges from stock or made to order.

ROLAND S. WARD (LOUTH) LTD.,  
 61 MOUNT PLEASANT  
 LOUTH, Lincs LN11 9DW  
 Tel: (0507) 605331

TO ADVERTISE  
 IN SHOWCASE  
 CONTACT  
 JANE REDMAN  
 TEL: 01-836 9311

## MERCHANDISING

### T SHIRTS/BADGES

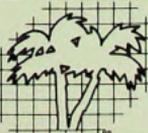
Original range of T-shirts and 1" badges at competitive prices. Service by post or Red Star over whole of U.K. Samples and prices sent on request.

LOUD PRODUCTS,  
 353 HOLLOWAY ROAD,  
 LONDON N7 0RN  
 Tel: 01-807 1414

## PROMOTION

### PTE GRAPHIC

19 Cathedral Street Norwich NR1 1LZ  
**FULL TOUR PROMOTION**  
 Badges Posters T-Shirts Stickers Print  
 Design and Artwork Services  
 Write or Phone for information  
 Telephone Norwich (0603) 614949



## DISCS

# SP&S Space Age

Major Tom to satellite mission control... Over... we read you Major Tom over... Am orbiting SP&S Records 30,000 square foot Stratford base... I've never seen so much space... all functions here positive... vast showroom areas heavily populated... well-heeled dealers smiling broadly, buying heavily... racking complex buzzers with activity they seem to stretch into infinity... loading bays are GO... their computer read-out... stocks in excess of 3,000,000 major label LP & Cassette units... amazing sounds emanating... ITS NO USE CONTROL... I'VE GOT TO GET DOWN THERE... Affirmative Major Tom... OK Scottie beam us down too...  
 SP&S RECORDS No. 1 in Europe star-base.



No. 1 in Europe - Finest deletions - fastest service - and friendly too!



Wharf Road Stratford  
 London E15 2SU  
 Tel: 01-555 4321  
 Telex: 8951427

Glampore House 47 Bengal Street  
 Manchester M4 6AF  
 Tel: 061-228 6655

## JOB VACANCIES

# "OPPORTUNITIES IN VIDEO"

A new but financially sound audio/video operation recently established needs staff at all levels, to include retail, wholesale, mail order, export, marketing and management in general. The age of applicants mostly likely to be accepted will be in the 17 to 35 age bracket, and the knowledge of an "unusual" foreign language will be an asset. Some previous experience in the record, hi-fi or video industry could be beneficial but certainly not a necessity. Sex is totally immaterial at all corporate levels. Since the company will be staffing over the next week to ten days, please send your C.V. right away to Box No. RB 225.

# SSSCRUNCH ON THIS !!

# Jasper Carrott

NEW  
ALBUM



As seen on TV  
Includes Special Extra Track  
'DAY TRIP TO BLACKPOOL'

Recorded Live at the London Palladium  
**BEAT THE CARROTT**

Album DJF 20575 Cassette DJH 40575



Album DJF 20465  
Cassette DJH 40462



Album DJF 20482  
Cassette DJH 40482



Album DJF 20518  
Cassette DJH 40518



Album DJF 20560  
Cassette DJH 40560



Album DJF 20560  
Cassette DJH 40560

**THESE CARROTT'S ARE GREAT  
FOR YOUR EARS!!**

ORDER FROM - CBS DISTRIBUTION: 01-960 2155

**OUT NOW**









## SMALL LABELS

# Depeche Mode new new single

DEPECHE MODE have a new single, 'Just Can't Get Enough' (MUTE 016) out this week on Mute Records. Distribution is through Rough Trade and Spartan.

Fresh Records are to release their first single by Wilko Johnson (in collaboration with Nighthawk Records). The song is 'Casting My Spell Over You' (FRESH 31) by Johnny Otis.

'Shake To Date' is the title of a New York compilation album, featuring the dB's and the Cosmopolitans, who release a single, 'How To Keep Your

Husband Happy' this week. Album and single are on Albion Records.

Human Sexual Response have their second album, *In a Roman Mood* out on September 15 through the indie distributors.

The Act have their debut album, *Too Late At 20* released by Hannibal Records this month.

Creole Records releases a first single from Kevin Kitchen, 'Crash Course in Survival' (CR 11), which is based on the joint themes of nuclear war and love. The song is set to a disco beat.

PINNACLE RECORDS has announced exclusive UK distribution agreements with the following labels: Superville Records - first release is the Revilous single 'Monster Man' (SV 1001), S&G Records - a London based reggae label, Elite Records - first release from this jazz-funk label is a 5 track 12-inch single by Atmosphere (DAZZ 8), Do It Records - current single is 'Can't Wait Till The Summer Comes' (DUN 15), Solid Gold Records - first release on this reggae label is 'Wonderman Lover' (SG 001) by Thelma Mae.

NEW YORK band the dB's sign a worldwide longterm recording label to British indie label Albion Records. The band have just completed work on their second album *Repercussions*, scheduled for release in late September.

BULK CEMENT Marketing believes in diversification. The company represents a major international engineering firm for their bulk handling machinery and trade in cement, timber and has recently got into ship leasing.

Current plans include serious consideration of the jeans market, but BCMIT's



CLAUS NIELSEN and actress Sally Thomsett have launched their own label, Spectra Records. The first signings are Mothers Ruin, who have a single 'Streetfighter' (SPC1) out now, and Clive Sarstedt, whose current single is 'Love Can Hurt' (SPC 2). Distribution is by Pinnacle. Seen above are Nielsen (left) and Clive Sarstedt.

latest project is an almost unprecedented step - the record business.

Binij Records, a BCMI associate company, is a new indie label which at present features one artist, 19-year-old Karl Whitworth. First release is Whitworth's 'Names, Numbers and Places/Identity' (BINIJ 1), which he wrote and sung himself.

Produced by Nick Tauber, the single is the first of several planned by Whitworth on the new label. Binij hopes to have an album out in the Autumn - again featuring all his own material.

Distribution for Binij Records is by Pinnacle. Enquiries on 01-481 1884.

STEP FORWARD has released a retrospective album by The Fall featuring material recorded between 1977-79. *Early Years* (SFLP 6) includes 'Fiery Jack', 'Rowche Rumble', 'Bingo Masters Breakout' and is expected to retail at £3.99.

Edited by SARAH LEWIS

## Indie Albums

1	1 PRESENT ARMS	DEP International/LP DEP 21
2	2 RED MECCA	Rough Trade ROUGH 27
3	3 THE LAST CALL	Ronsoleet ABOUT 5
4	4 FEND ENYV Grass	Crass 32/19841
5	5 SIGNING OFF	Graduate GRAD LP 2
6	6 COVER PLUS	Albion ALB 108
7	7 PLAYING WITH A DIFFERENT SEX	Human HUMAN 1
8	8 WRE AND FOOLISH	Milly in Roots People Unite PU 101 ALB
9	9 100 BUCKS NOT DEAD	Exploited
10	10 ANTHEM Toph	Scored SEC 1
11	11 CLOSER Joy Division	Safari V008 1
12	12 T. REX IN CONCERT	Factory FACT 25
13	13 MATE BOLE	Marc ABOLAN 1
14	14 STRAITS OF THE GRASS	Crass
15	15 DRAMA OF EXILE Nico	Crass 521984
16	16 UNKOWN TREASURES	Aure AU 715
17	17 JOY DIVISION ON FIRE	Factory FACT 10
18	18 BURNING PARTY	4AD AAD 104
19	19 77 - EARLY YEARS - 79	Step Forward SFLP 6
20	20 IN THE FLAT FIELD	4AD AAD 104
21	21 THE ONLY FUN IN TOWN	Postcard 81-7
22	22 BLACK SOUNDS OF FREEDOM	Greenies GREL 23
23	23 BLACK LIBRARY	Greenies GREL 23
24	24 DOCUMENT AND EYEWITNESS	Wipe
25	25 TOYAH! TOYAH! TOYAH!	Rough Trade ROUGH 29
26	26 MESH AND LACE	Safari LIVE 2
27	27 NAMES AND LOVERS	Albion ALB 105
28	28 FRESH FRUIT FOR ROTTING VEGETABLES	Albion ALB 108
29	29 DEAF KENYAKA	Cherry Red B RED 10
30	30 SONS OF THUNDER	Deaf Kenyaka
31	31 INFLAMMABLE MATERIAL	Greenies GREL 22
32	32 THE BLUE MEANING	Sift Little Fingers
33	33 THE WEARS WHITE SOX	Rough Trade ROUGH 29
34	34 ADAM & THE ANTS	Safari IEVA 666
35	35 LABOUR OF LOVE Meas	Do I Ride 3
		4AD AAD 107

## DISTRIBUTOR AND WHOLESALERS DIRECTORY 1981

### SONET RECORDS AND PUBLISHING

121 Leckbury Road, London W11 2AG

Telephone: 01-229 7267

Contact: Dee Sparrow

Labels Distributed: Sonet, Specialty, Kickbox Mule, Takoma, Titanic, Stone Alligator, (some) Rounder, Grand Prix, Red Stripe, A Side Dialectic Catalogue request and information from Sonet. Record orders from Pye order phone.

**Penthouse RECORDS LIMITED IN ASSOCIATION WITH management east**  
Presents:

# SKA'S on 45

# THE SKA-DOWS

+ SUPPORT  
"THE B SIDE"

featuring: Buggy Trousters, Monkey Man, Ranking Full Stop, Can Can, Apache, Man of Mystery, One Step Beyond, Telstar, Ghost Town, Crossroads, Palla+um, I.T.N. News, Turkish Song, Toast, Bohemian Rhapsody, Coronation Street, Shaddappayouface, Volga Boatman.

TONY BIRTHOPES - VOCALS STEF MORLEY - BASS  
JOHN BASSETT - DRUMS ANDY DUMMETT - SAK BEVDOLY - GUITAR  
Produced by John Bennett and Step Muley. Recorded at Stage One

**OUT NOW**  
A MUST FOR DISCOS

7" version PENT 7  
12" version PENT 127

Available from:  
**PINNACLE**  
**HOT LINE**  
Tel: 0689 73146

**A FLOCK OF SEAGULLS**

**NEW SINGLE**

**TELECOMMUNICATION**

TELECOMMUNICATION by A FLOCK OF SEAGULLS

JIVE 4 7 INCH B+W INTRO  
JIVE 7 4 12 INCH B+W INTRO TANGILMARA

ORDER FROM CBS TELEPHONE SALES (01) 960-2155

# Albums/Tapes Top 60

Platinum Disc (1,000,000 sales)  
 Gold Disc (500,000 sales)  
 Silver Disc (100,000 sales)  
 See New Scores for  
 Cash Box/Date Code Details

The Week	Last Week	Artist Title (Producers)	Wks.	Cat No.	(Price)	Dat. Code	Dealer	The Week	Last Week	Artist Title (Producers)	Wks.	Cat No.	(Price)	Dat. Code	Dealer
1	2	<b>MEAT LOAF DEAD RINGER</b> (Mick Luff/Stephen Gadd)	3	EPIC EPCH4836AS	(2.74/2.74)	C		31	1	<b>SHAKIN' STEVENS SHAKY</b> (Clayton Kopp)	1	EPIC EPCH49100T7	(3.25/2.25)	C	
2	3	<b>ROLLING STONES TATTOO YOU</b> (Nick Aspinall/Alan Richards)	2	ROLLING STONES/STONES 39114	(3.07/3.07)	E		32	27	<b>VANGELIS CHARIOTS OF FIRE</b> ● (Vangelis)	20	POLYDOR/POLSDI 1026	(3.01/0.04)	F	
3	41	<b>GARY NUMAN DANCE</b> (Gary Numan)	1	REGGARS BANQUET REGSREGC28	(3.04/3.04)	W		33	15	<b>STEVE NICKS BELLA DONNA</b> (Limmy/Joanne/Tom Petty)	16	WEA K14 99169	(3.04/3.04)	W	
4	1	<b>ELECTRIC LIGHT ORCHESTRA TIME</b> (Jeff Lynne)	6	JET/ELPLUETCA236	(3.04/3.04)	C		34	36	<b>ULTRAVOX VIENNA</b> ● (Corry Plank/Ultavox)	36	CHRYSALIS/ZCHR 1236	(3.04/3.04)	F	
5	45	<b>JOAN ARMATRADRACH WALK UNDER LADDERS</b> (Steve Lillywhite)	2	ASY/AMLHCAM4878	(3.04/3.04)	C		35	25	<b>TOYAH ANTHEM</b> ● (Nick Tautou)	17	SAFAR/VOGRIC 1	(2.89/2.89)	M	
6	15	<b>UB40 PRESENT ARMS</b> ● (Chris Black)	7	D E F INTERNATIONAL LP/PCPEP 1	(2.89/2.89)	M		36	16	<b>BEATLES BEATLES BALLADS</b> (George Martin/Phil Spector)	16	PARLOPHONE/CTOPCS 7214	(3.04/3.04)	E	
7	13	<b>DURAN DURAN DURAN DURAN</b> (Colin Thurston)	13	EMIT/EMTC 3572	(3.07/3.07)	E		37	42	<b>BEACH BOYS 20 GOLDEN GREATS</b> (Beach Boys/Brian Wilson/Nicklas Venet)	42	CAPITOL/CTMFM 1	(3.04/3.04)	E	
8	1	<b>SIMPLE MINDS SONS AND FASCINATION</b> (Steve Hillage)	1	VRGN V2207	(3.20)	C		38	1	<b>CHRIS DE BURGHE BEST MOVES</b>	1	ARM/AM/AMHL 88532	(3.04/3.04)	C	
9	12	<b>CLIFF RICHARD LOVE SONGS</b> ● (Various)	12	EMIT/EMTF97	(3.26/3.26)	E		39	26	<b>TEARDROP EXPLODES KILIMANJARO</b> ○ (Chambers/Chris Langan/Alan Winstanley/Mike Howlett)	26	MERCURY 6289 (7150) 035	(3.04/3.14)	F	
10	57	<b>RANDY CRAWFORD SECRET COMBINATION</b> ○ (Tommy Lipman)	3	WARNER BROS K14/69304	(3.04/3.04)	W		40	1	<b>ART GARFUNKEL SCISSORS CUT</b> (Art Garfunkel/Ruby Hayes)	1	CBS/4085259	(2.74/2.74)	C	
11	152	<b>MEAT LOAF BAT OUT OF HELL</b> ☆ (Todd Rundgren)	1	EPIC EPCH4902419	(2.74/2.74)	C		41	43	<b>BARBARA STREISAND GUILTY</b> (Barbara Streisand/Bary Chab/Karl Richardson)	43	CBS/4086632	(2.74/2.74)	C	
12	22	<b>REO SPEEDWAGON HI INFIDELITY</b> ○ (David Bandholtz/John Covich/Gary Richards)	6	EPIC EPCH4904700	(2.74/2.74)	C		42	1	<b>COMSAT ANGELS SLEEP NO MORE</b>	1	POLYDOR/POLSDI 0338	(3.01/0.04)	F	
13	4	<b>BOB DYLAN SHOT OF LOVE</b> (Bumps Blackwell/Bob Dylan/Chuck Plekier)	14	CBS/4085178	(2.74/2.74)	C		43	26	<b>JOE JACKSON JUMPIN' JIVE</b> (Joe Jackson)	26	ARM/AM/AMCAM 66638	(3.04/3.04)	C	
14	6	<b>PRETENDERS PRETENDERS II</b> (Chris Thomas)	13	REAL SRK5SC 3572	(3.03/3.04)	W		44	23	<b>SHAKIN' STEVENS THIS OLE HOUSE</b> ○ (Shawn Colvin)	23	EPIC EPCH4904945	(2.74/2.74)	C	
15	31	<b>LONDON SYMPHONY ORCHESTRA/ROYAL CHORALE ROCK CLASSICS</b> ● (Sir Jarrald Con Redman)	6	K-T-TEL ONE 1153JCE 2153	(5.49/5.49)	G		45	29	<b>DEBBIE HARRY KOO KOO</b> (Mike Rodgers/Brian Edwards)	29	CHRYSALIS/ZCHR 1347	(3.22/3.22)	F	
16	46	<b>STEVE WOODER HOTTER THAN JULY</b> ☆ (Steve Wooder)	1	MOTOWN/CTG5MA 8035	(3.29/3.29)	E		46	35	<b>BRUCE SPRINGSTEEN THE RIVER</b> ○ (Bruce Springsteen)	35	CHRYSALIS/ZCHR 1347	(4.25/4.25)	F	
17	6	<b>OFFICIAL BBC ALBUM OF THE ROYAL WEDDING</b> ○ (Cynthia Carter)	10	BBC REP/CH2413		A		47	1	<b>POINTER SISTERS BLACK AND WHITE</b> (Richard Perry)	1	PLANET 14/652200	(3.04/3.04)	W	
18	17	<b>JIM STEINMAN BAD FOR GOOD</b> ○ (Todd Rundgren/Jim Steinman)	17	EPIC EPCH4904361	(2.74/2.74)	C		48	56	<b>FLEETWOOD MAC RUMOURS</b> (Ken Caillat/Richie Platt/Fleetwood/Mac)	56	WARNER BROS K14/56344	(3.07/3.07)	W	
19	1	<b>HAZEL O'CONNOR COVER PLUS</b> (Tony Visconti)	1	ALBION/CAJAL 108		M		49	11	<b>MICHAEL JACKSON THE BEST OF MICHAEL JACKSON</b> (Various)	11	TAMLA MOTOWN/CTG5MA 9009	(2.44/2.44)	C	
20	1	<b>ULTRAVOX RAGE OF EDEN</b> (Ultavox/Conny Plank)	1	CHRYSALIS/ZCHR 1338	(3.04/3.04)	F		50	24	<b>SIXSUXIE &amp; THE BANSHIES JU-JU</b> (Hugh Cornwell/George F. The Sarnies)	24	POLYDOR/POLSDI 1024	(3.01/3.04)	F	
21	14	<b>HUMAN LEAGUE TRAVELOGUE</b> (Thomas Leer)	11	VRGN V2160	(2.43)	C		51	28	<b>HUMAN LEAGUE REPRODUCTION</b> (Thomas Leer)	28	VRGN V2163	(2.43)	C	
22	50	<b>UB40 SIGNING OFF</b> ☆ (Bob Lemo/UB40)	10	GRADUATE GRANT/GRADOC 2	(2.89/2.89)	M		52	2	<b>CALIFORNIA DREAMIN'</b> (Various)	2	K-T-TEL ONE 1126 (CH 2126)	(5.49/5.49)	G	
23	10	<b>KIM WILDE KIM WILDE</b> ○ (Rocky Widlo)	10	BAKTC/GRMA 544	(3.07/3.07)	E		53	1	<b>U2 BOY</b> (U2)	1	ISLAND/IZCALP 9646	(3.04/3.04)	E	
24	1	<b>MARC BOLAN T-REX IN CONCERT</b> (Tony Visconti)	1	MARC/ARLAN 1	(3.04)	P		54	28	<b>SPANDAU BALLET JOURNEYS TO GLORY</b> (Richard James Burgess)	28	REFORMATION/ZCHR 1331	(3.04/3.04)	F	
25	8	<b>BUCKS FIZZ BUCKS FIZZ</b> ● (Andy Hill)	8	HC/ARCAL/PJLCA/2560	(3.04/3.04)	F		55	17	<b>AC/DC IF YOU WANT BLOOD YOU'VE GOT IT</b> (Harry Vanda/George Young)	17	ATLANTIC K14 56532	(3.04/3.04)	W	
26	1	<b>STEVE HACKETT CURED</b> (John Kopy/Steve Hackett/Magnus)	1	CHARISMA/CDS 4021 (7/14) 1533	(3.04/3.14)	F		56	33	<b>RICKIE LEE JONES PIRATES</b> (Plus Stephen Lilly White)	33	WARNER BROS K14/56816	(3.04/3.04)	W	
27	44	<b>ADAM &amp; THE ANTS KINGS OF THE WILD FRONTIER</b> ☆ (Chris Hughes)	1	CBS/4084549	(2.74/2.74)	C		57	53	<b>CHRISTOPHER CROSS CHRISTOPHER CROSS</b> ○ (Michael Omartian)	53	WARNER BROS K14/56789	(2.44/2.44)	C	
28	61	<b>PHIL COLLINS FACE VALUE</b> ☆ (Phil Collins/Hugh Padden)	1	VRGN/CTV2185	(2.43/2.20)	C		58	40	<b>MOTORHEAD NO SLEEP 'TILL HAMMERSMITH</b> ○ (Vic Mahey)	40	BRONZE BRONC/1535	(3.01/3.04)	F	
29	19	<b>LEVEL 42 LEVEL 42</b> (Mike Vernon)	19	POLYDOR/POLSDI 1036	(3.01/3.04)	F		59	37	<b>STAR SOUND STARS ON 45</b> ● (Lauri Eggertson)	37	CBS/4086132	(2.74/2.74)	C	
30	47	<b>DIRE STRAITS MAKING MOVIES</b> ○ (Limmy/Steve Mink/Kapriel)	1	VERTIGO 6350 (7150) 024	(3.04/3.14)	F		60	1	<b>MICHAEL SCHENKER GROUP MSG</b>	1	CHRYSALIS/ZCHR 1236	(3.04/3.04)	F	

**Yes Folks! You too can be as successful as me...**

With Promoppeople Today! (and Tomorrow!)

ARE YOU FED UP WITH BEING JUST ANOTHER RECORD?  
 IS THERE A SIDE TO YOU THE PUBLIC HASN'T HEARD YET?  
 DO YOU HANG YOUR HEAD IN SHAME ON THE BEACH WHEN  
 YOU TALK OF YOUR SLEEPY F...  
 DO OTHER, MORE SUCCESSFUL RECORDS KICK OUT INTO  
 YOUR GRADUATES IN FRONT OF YOUR GRIEVOUS F...  
 HOW WOULD LIKE TO CONQUER THE WORLD?

IF YOUR ANSWER TO ALL THE ABOVE IS YES  
 SIMPLY FILL IN THE COUPON, INDICATING  
 THE PARTS YOU WANT DEVELOPED AND IT WILL  
 CHANGE YOUR LIFE! (honest!)

ALL THIS IN JUST 14 DAYS!

ARTIST SINGLE ALBUM/RE-RELEASE/PUB PICTURE/SLEEVE PLEASE SEND THE PAYMENT NOW

50 100 150 200 250 500 750

## ARMAGEDDON RECORDS



JOWE HEAD - (PINCER MOVEMENT)  
(LP) Heddon 5



THE OPTIMISTS - MULL OF KINTYRE  
(single) AS 018

Ron Cuccia - Music From the Big Tomato  
(LP) Arm 10

Kevin Dunn & The Regiment of Women  
The Judgement of Paris  
(LP) Arm 3

The Swimming Pool Q's - The Deep End  
(LP) Arm 12

Soft Boys - Two Halves For The Price Of One  
(LP) Bye 1

Adrian Mursey - The Main Theme  
(Single) AS 015

Distribution: Stage One Records,  
2 Kings Road, Haslemere, Surrey. Tel: 0428-4001



Armageddon: 01-731 4572

\* For further information contact Clifford Gee at Liaison & Promotion on 01 935 5988

## SMALL LABELS

### Marathon's first release

MARATHON RECORDS, formed by Brian O'Donoghue, strides into the indie market with a first release, 'Letter To Linda' (RUN 1) by a band called Posh. Distribution is by Pinnacle, marketing and promotion by Promo People. All Marathon enquiries on 01-278 3481.

New label 5 Dials is launched with a single from Shea Ramah, written and produced by Simon Townshend. It is 'And More With You' (SD 001).

Based Ideas is the name of a new label formed to release the debut single by Ellery Bop from Liverpool. 'Hit The Moon' (BASE 1) is available through the indie network. The label intends to help other Liverpool acts, especially black musicians.

Double-Dancer Records, a new specialist label, will concentrate on all forms of modern dance music and product will be aimed at clubs, discos and disc jockeys. First release is a double A side 'Oh No Not Another Medley/You Gotta Get Up to Get Down' by Manchester band Bacchus. The label has been launched by Steve Foley, head of Smile Records, and Dave Christie.

PAX IS the name of a new indie label based in Sheffield. Putting the emphasis on value for money, only 12-inch maxi singles and albums will be released,



ALGY WARD concentrates on the spelling of his name as his band, Tank, sign to new indie label Kamouflage. Getting carried away behind him is Fast Eddie Clarke of Motorhead, who makes his debut as a producer on Tank's 3-track EP, 'Don't Walk Away'. Holding the historic pen is Kamouflage's Nick Raymonde; holding Eddie are Tank members Mark Brabbs and Pete Brabbs. A free patch will be given away with the first 5,000 copies of the disc, which is distributed by Pinnacle.

consequently there will be a minimum of 20 minutes music on all Pax output.

The label is linked with a fanzine and concert promotions. The first 12-inch singles are '5 Miles to Midnight' by I Scream Brothers, the Doormen and Mortuary in Wax (PAX 1), and 'There Is No Shame in Death' by The Dance Society (PAX 2). Both are available for around £1.75 (or £1.50 from Bonaparte and Rough Trade).

# "How do you make Mondays feel like Wednesdays?"

Simple — take out a subscription to **RECORD BUSINESS**. It's the paper that starts the week right. First with the news, fastest with those vital new chart entries, the early-warning **Airplay Guide** to the future best-sellers, and exhaustive with the new release listings.

It only costs a bargain **£24** for a year's subscription, copies delivered first class through the letterbox. You can't afford to be without it!

**RECORD BUSINESS** cures those Monday morning blues.

Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Position \_\_\_\_\_

Nature of business \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Subscription Rates**

UK and Eire ..... £24 for 51 issues

Europe ..... £30.00

USA/Canada ..... \$140.00 sent by air mail

I enclose a cheque for/  
Please invoice me for\* £ .....

\*Invoice where not applicable

Send to  
Jaquie Harvey,  
Record Business Subscriptions  
Hyde House, 13 Langley Street,  
London WC2H 9JG Tel: 01-836 9311



NEW DOUBLE LIVE ALBUM

# IT'SNAZ

## NATIONWIDE TOUR

September

17th HULL City Hall

18th NEWCASTLE City Hall

19th EDINBURGH Odeon

20th GLASGOW Apollo

22nd BRADFORD St Georges Hall

23rd BIRMINGHAM Odeon

24th POOLE Arts Centre

25th NOTTINGHAM Rock City

26th LIVERPOOL Royal Court Theatre

28th CARDIFF Sophia Gardens

29th SHEFFIELD City Hall

30th WEST RUNTON Pavillion

October

1st DUNSTABLE Queensway Hall

2nd LONDON Hammersmith Odeon

NATIONWIDE TV & RADIO CAMPAIGNS • IN-STORE AND WINDOW DISPLAYS  
TRADE AND CONSUMER PRESS ADS • OUTDOOR POSTER ADVERTISING  
FULL PROMOTIONAL BACK UP

# Nazareth



NELD 102

(nms)

AVAILABLE FROM STAGE ONE  
TELEPHONE: 0428 4001