

RECORD BUSINESS

INSIDE

Singles chart, 10-11; Album chart, 25; New Singles, 26; New Albums, 23; Airplay guide, 18-19; Indie Labels at MIDEM, 6-17; Publishers at MIDEM; 20-22; Retailing, 5.

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Industry confident that imports tide has been turned

CONFIDENCE IS growing among major UK record companies that the flood of parallel imports, reckoned at its peak to account for 30 percent of all albums sold in Britain, is no longer the problem that it once was.

Legal activity by the BPI and keener pricing of local repertoire have obviously had an effect, but the decline in the strength of sterling from its 1979-80 peak has probably done more than anything to actually bring about signs of a reversal in the trend, with UK pressings once again becoming an attractive export item.

Peter Buckleigh, marketing director of EMI Records, is not only convinced that the import era is over for the time being, but also reckons that in its wake UK manufacturers' figures are reflecting a new strength and stability for the home market.

"I'd say the worst of the sales slump ended about six months ago, at least so far as EMI is concerned," Buckleigh told *RB*. Most dramatic evidence of the

decline of parallel imports he thinks can be found in the UK sales of *Queen's Greatest Hits*, which has just passed the one million mark, the first EMI album to do since *The Shadows Greatest Hits* in 1978. "We originally planned to release the album for Christmas 1980, but decided against it because we knew sales would be heavily affected by cheap imports. This year we felt quite confident about releasing it and we were able to secure initial orders of 503,000 copies. A year ago we would have been lucky to have sold that many UK pressings altogether."

The exact level of the decline is impossible to quantify, but all companies contacted reported that there was less reason for concern by comparison with say a year ago. One marketing chief noted that 12 months ago major accounts could use the threat of stocking cheap imports as a means of negotiating better terms. "That doesn't happen anymore, and we are not getting many reports back from our salesmen about



PRT EXECUTIVE Walter Woyda is pictured signing a new agreement with Elliot Cohen for labels Red Bus, Excaliber and Chibell - thus keeping acts like *Imagination*, *Savanah*, *Joe Dolci*, *Kelly Marie* and *Joe Dolan* in the fold.

shops stocking cheap imported copies."

Another pointer towards growing confidence regarding the volume potential of superstar releases can be gained from the treatment by CBS of *Abba's* album *The Visitor*. To focus consumer attention of UK manufactured copies of *Super Trooper*, their previous release, CBS organised a consumer competition with a Saab car as the prize. It was not felt necessary to repeat the competition gimmick this time.

Senior director Tony Woolcott reck-

● To P.2

UK companies prepare for busy MIDEM

BRITISH PARTICIPATION at this year's 16th MIDEM international music fair in Cannes will number almost 200 companies - 70 of which have booked stand space. The figure is well up on last year, and reflects the growing confidence of the UK music industry and its influence on world markets.

The past three years have seen an ever-stronger presence for the British independent label sector, but the major record companies have been experiencing unprecedented success with home-grown talent around the world recently, and companies like *WEA* and *PolyGram* are taking part in MIDEM again after a lengthy break.

However, the normally strong contingent of British publishers is down on previous years.

To attract extra custom to Cannes in 1982 - MIDEM is two days shorter than usual this year - organisers have instigated a computerised databank of international licenses available on the market, as well as installing 200 three-standard video recorders on stands.

Among the attractions to record executives are IFPI meetings to discuss and report on the international battle against piracy and a session on 'New Technology - Friend or Foe?'. And this year's gala concerts are spearheaded by an impressive all-star MOR bill featuring *Shirley Bassey*, *Vic Damone*, *Steve Lawrence* and *Eydie Gorme*, *Jack Jones*, *Peggy Lee* and the *Lettermen*.

The concert is jointly sponsored by K-tel, which plans to issue a double live album in the late Spring to coin-

● To P.2

CBS takes honour in RB year end chart survey

IN A *Record Business* survey of 1981 chart performance which takes into account for the first time in the UK the total activity of all labels handled, CBS has emerged as the number one company on albums and singles.

Based on the performance of its distributed labels like *A&M*, *MCA*, *Virgin* and *Stiff*, as well as its own *CBS* and *Epic* operations, CBS claimed an average weekly share of 25 percent

(singles) and 28 percent (albums). *PolyGram* was runner-up with 24 percent (singles) and 25 percent (albums), with *EMI* in third place with 16 percent (singles) and 18 percent (albums).

Polydor emerged as the top singles label with 6.0 percent followed by *CBS* (5.2 percent) and *RCA* and *Epic* (5.0 percent), but could only manage third position among the leading album labels with 6.6 percent, compared with a winning 8.7 percent from *CBS* and 7.0

percent from *Epic*.

The survey also points to the strength of independent distribution in the UK. Although duplication of distribution responsibilities make it impossible to provide an accurate breakdown of individual company performance, the combined efforts of companies like *Spartan*, *Pinnacle*, *Rough Trade* and *Stage One* now account for 10 percent of the singles chart. Full details of the survey can be found on P.4.

NEW SINGLE AVAILABLE NOW

Soft Cell

some
bizarre



IN BOTH 7" BZ7 & 12" BZS 712

SAY HELLO
GOODBYE

marketed by
pho-no-gram

● MIDE M. From P.1.

cide with an anticipated TV broadcast of the concert in the UK. The gala has been put together by Applause label owner Artie Mogull, with whom K-tel is currently conducting negotiations for a closer tie-up.

Other British acts performing at concerts during the week will include The Blues Band, Madness, and Shakin' Stevens, while American attractions include Alice Cooper, Marty Balin and Shalamar.

MIDEM will witness a long train of UK indie labels looking to expand their local success by clinching overseas licence deals, ranging from brand new outfits like Jeremy Thomas's Batterssea Records company to older-established operations like Beggars Banquet which is hoping to extend international interest in newer acts on its spin-off labels, 4AD, Situation Z and Don't Fall Off The Mountain.

Batterssea has been set up in conjunction with Ned Thomas Management and Chelsea Bridge Songs by former Cube-Electric general manager Jeremy Thomas. Thomas is now based at the Bayswater offices of Redan Records, whose director Jon Miller is also on the board of Batterssea.

Ned Thomas Management handles Andrew Shand, formerly of Curved Air, a new Colorado-born jazz singer called Julie Monley and a band called The Dogs. All are signed to Batterssea Records which expects to sign a German licence deal in Cannes. Thomas hopes to tie up deals for the rest of the world while in Cannes.

Towerbell Records chief Bob England will be at MIDEM to translate recent British chart success into a wider international representation.

Veteran MIDEM-goers like John Brewer's Avatar Records - which recently took on Bearsville - say they are in the market for more acquisitions, while Red Bus Music and Records have taken a stand after a good 1981 in the UK and will be seeking sub-publishing deals in various major territories and catalogue deals for its R&B and Excaliber labels in the GAS countries, Scandinavia, Australia and South America.

David Walker, md of Handle Artists will be at MIDEM to open negotiations for two publishing catalogue deals. The Handle Music catalogue, containing copyrights by Rocky Sharpe and the Replays, Candidate, Pip Williams and Mike Vernon is available for all territories, excluding Germany, Austria and Switzerland. Also becoming available for the world in September this year will be the Barclay James Harvest catalogue.

For the second year running radio station Europe 1 is presenting its music clip video awards, hosting a ceremony on Tuesday to hand over a selection of prizes - many of which have been carried off by British artists.

Grand prize for the best video clip goes to Ultravox's Vienna tape, with the Kinks', Ray Davies being judged Best Actor in 'Predictable' and the Stray Cats video of 'Stray Cats Strut' gets an award for best promotional impact.

Human League blast the poster pirates

HOT GROUP The Human League is preparing to issue writs against 'poster pirates' and other merchandisers who have been attempting to cash-in on the band's success by selling unofficial and unapproved material.

The group has noticed an explosion of T-shirts, badges, posters and poster magazines in the past few months and the quality of many of the items has angered them.

"It's always been an important factor that we control everything we are

involved in. The T-shirts and other merchandise sold on our tour was an example, we designed and approved everything on sale and the fans seemed to like them."

"What appears to be happening is that every cowboy company in the country is obtaining out-of-date photos and inaccurate, ancient information, sticking it in nasty packages and using the name Human League to sell it. We are going to try to stop it, after all we can afford the lawyers now," said founder member Phil Oakey.

Brown leaves to launch video co

AFTER SIX years with Chrysalis Records, international director Des Brown has left to launch an independent video production and distribution company with leading video producer Scott Millaney.

The new company - to be known as Premier Programming - will originate "quality entertainment programmes with a broad appeal" for video cassette and disc, TV, cable and satellite, with particular emphasis on the American market. A number of projects are already in the pipeline.

While at Chrysalis, Brown was responsible for co-ordinating the Blondie *Eat To The Beat* cassette and Billy Connolly's *Bite Yer Bum* video. Millaney, a leading music video producer, recently formed a joint production company with directors Russell Mulcahy, David Mallet and his long-standing partner Brian Grant.

In addition to Premier Programming, Scott Millaney and Des Brown have formed another company - Millaney-Brown - which will handle management of directors and producers in the video field.

● Imports. From P.1.

oned that moves like last year's decision by CBS to cut 12½ percent of its prices and also beef up its mid-price line had helped make repertoire notably more attractive compared with imported copies.

Tony Morris, md of Polydor, agreed that the level of imports had dropped, but felt that there were still too many coming in, particularly from North America when hit repertoire was involved. The recent Court of Appeal decision had caused people to doubt the validity of the Canada-Holland-UK route. "But even if the problem had been reduced by as much as 50 percent, that would still mean an awful lot of records coming into the UK," he added.

Charles Levison, WEA md, reckoned that at the height of the boom, his company was losing 25-30 percent of its business to imports. "Now I am told the problem is negligible," he said, noting that British manufacturers were generally coping with demand "which must be healthier for us all."



TOB TABLE guests at a suprise dinner hosted by Spartan Records to mark 20 years in the record industry for md Tom McDonnell (third from the right). With McDonnell and his partner David Thomas, all accompanied by their wives, are Frank Pearce and Monty Presky (Damont) and John Fruin (Pickwick). Fruin was EMI's area manager when McDonnell began work in the industry at the company's London wholesale depot.

Virgin shops in Japanese music promo with CBS

CBS RECORDS and Virgin Retail are co-operating in a first-ever promotion of Japanese product throughout February and March.

The CBS Japanese Promotion surrounds the releases of *Neuro-mantic* (Alfa ALS 85393) by Yukihiro Takahashi and *Radio Fantasy* (Epic EPC 85395) by Ippu Do which includes extensive advertising, newspaper features, promotional visits and point-of-sale material.

Virgin is running an incentive scheme throughout its chain with a £500 video cassette recorder as the prize for the manager who gives the promotion the best feature in his store.

This promotion follows the 'January Bonanza' co-operative campaign between Virgin and WEA Records.

It includes radio advertisements on Capital, Tees and Victory and 150,000 leaflets were distributed. The albums are available at discount prices with vouchers enabling buyers to claim a free T-shirt.

Leeds Music name change

AS PART of a new worldwide MCA music publishing policy to unify and revamp its corporate image, Leeds Music has changed its name to MCA Music. The new masthead coincides with a series of new appointments announced last week when company president Leeds Levy was in London. Serena Benedict, who joined the company from Virgin Music six months ago, to run the legal and copyright department, has been promoted to assistant to the managing director Cyril Simons.

Peter Waterman has been appointed consultant creative controller where he will be aiming to expand the company's professional staff and work on representing MCA's songwriting team.

The decision to re-vamp the long-established Leeds Music firm was taken in the USA, and will also apply to Leeds' Australian company.

EMI Music Group profit improves

IN A rather non-committal reference to its Music Group activities, Thorn EMI's interim statement speaks of improved profitability, but makes no mention of increased sales.

The report credits the better performance to "rationalisation actions taken in earlier years, particularly in the UK and Europe." Business levels had held up well in the US and other international markets.

However, things were not so good for Films, Video and Leisure. The high level of investment in video software and the lack of any real success in recent film releases led to a loss. But an indication of Thorn EMI's involvement in TV and video rental can be gleaned from a reference to depreciation charges for hardware of £64.3 million against £47.3 million in the same period last year.

Also disclosed are the severe staff cutbacks which have occurred since the merger with EMI in December 1979. Then there were 101,000 people on the payroll. Current labour strength in the UK is 79,000 partly due to the disposal of some businesses, but largely due to 16,000 redundancies.

In the six months to September 30, Thorn's turnover was up to £1,182 million (£1,041 million). Pre-tax profits amounted to £45.5 million (£38.6), an increase of nearly 18 percent.

Phonogram new ethnic outlet

PHONOGRAM RECORDS has formed a label with the intention of providing an outlet for music of other cultures. The label is called The Mobile Suit Corporation and a compilation album *Mobile Music* featuring music from Japan and India is due for release in either late February or early March. The first single on the label will be 'Ever So Lonely' by Monsoon, picked up from the Indipop label, also due at the end of next month.

MULLINGS

IT'S GRAMMY time again, with the Brits as usual making their mark among the nominees, even if in the final event nationalistic fervour will see most of them excluded from these most prestigious American awards. Most intriguing will be the competition between Adam and the Ants and Sheena Easton for the Best New Artist citation, with the Go-Gos, Luther Vandross and James Ingram representing the locals. The lovely Ms. Easton is also up for Best Female Pop Vocal Performance, against two other EMI ladies Juice Newton and Kim Carnes, while Lulu is in the frame for the Best Female Rock Vocal Performance. Among our other hopefuls are the Police, shortlisted for Best Group Rock Performance and Best Rock Instrumental, "Mutt" Lange, with Mick Jones, for Producer Of The Year, Rod Stewart for Best Male Rock Performance and, intriguingly, Paul McCartney for Best Spoken Word recording, namely his interview for *Musician* magazine, released by CBS. Nigel Gray is nominated for Best Engineered Recording with *Zenyatta Mondatta*, along with Alan Parsons for *Turn Of A Friendly Card*. On the classical front, producers Ray Minshull, Suvi Raj Grubb, John Willan, James Mallinson and engineer Michael Sheady, plus Simon Rattle, Neville Mariner and James Galway among those in with a chance . . .

ALAN SMITH of Dakota reckons by a process of elimination that Denny Cordell is the most likely candidate to have produced 'Let It Be' for Joe Cocker (Mullings Jan. 18) who, it is rumoured, may give his recording career yet another try courtesy of Island . . . in his annual statement, P.H. Byam-Cook, chairman of NSS Newsagents states that its two wholesale companies (one of them Wynd-Up) 'failed to achieve targets', but notes that Wynd-Up is anticipating "exceptional sales growth" from video . . . incidentally, Wynd-Up Carnaby's London sales manager Mike Cavanagh a recent departure . . . in case, dear readers, you missed the dramatic announcement in last week's *Daily Express*, there was on special offer the present no self-respecting industryite can afford to be without - 6-ins high porcelain figures of Nipper, the world's most famous dog (after Lassie, that is), going for a mere £7.95 . . . further to our note last week re Ian Miles' new Roller, Terry Ellis actually drives a Rolls Corniche, that is when he is not at the wheel of his futuristic Aston Martin Lagonda (registrations numbers TCE 1/2) - what a way to start the day, having to decide which of those to go to work in . . .

SEEMS VIRGIN might have been a mite hasty in signing the Human League to A&M for the States. A reliable New York source suggests that twice as many dollars were available from CBS for the asking. But what a sad commentary on current American indifference to UK pop that there wasn't a queue of jet-setters, cheque books at the ready, bidding to sign the country's hottest act . . . there's no song like an old song - in zappy downtown Bedford some bright spark has opened the Beatles And Stones Club (not so strange as it seems if the current listening tastes of *Mullings'* youngest are any guide) . . . The Cheaters, from Manchester, having been dropped by EMI have signed to Revo, distribution through Albion. They reckon to be one of the hardest-working outfits in the country, having covered 57,000 miles in a year's gigging, which required the consumption of 2478 gallons of diesel fuel (for the van) and 853 lbs of chips and 5800 pints of bitter (for the band) . . . parting of the ways for director Mike Collier and Carlin Music . . . expect surprise announcement of the return of Al Clark to the Virgin group fold imminently . . .

MARROONED IN the remote Surrey hamlet of Weybridge due to the floods and snow, Jet md Ronnie Fowler was forced to conduct business from a call box when his own blower went on the blink . . . for those who care about such things, Dave Woolfson of Magnet Band Blue Zoo (latest single 'Love Moves In Strange Ways') appears in the altogether in the next issue of *Playgirl* . . . CBS product manager Pete Winkelman appeared as one of the 'Spin The Bottle' naughty quiz contestants on the erratic OTT show. Also seen hitting himself on the head with a breeze block was RB's chart boffin Tony Riley, who is old enough to know better.

RECORD BUSINESS

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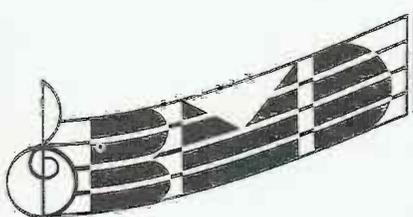
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Virgin puts 12-inch 45s up by 21p

VIRGIN RECORDS is to increase the trade price of its 12-inch singles from £1 to £1.21 from February 1. The company will also adjust the price of some back catalogue titles, with all albums and tapes from prefix number V2191 to V2205 - with the exception of Human League's *Dare* (V 2192) will have the new dealer price of £2.74.

Among the albums included in the new structure are Gillan's *Future Shock*, Tangerine Dream's *Thief*, D.A.F.'s *Alles Ist Gut* and John Foxx's *The Garden*.

MCPs warns importers on B52s album

THE MCPS has warned importers not to handle copies of The B52s album *Mesopotamia* (MIMI 3641) manufactured in America by Warner Brothers because British copyright holders Island Music have refused to grant the disc an import licence. Anyone importing, selling or dealing with the album renders himself liable to an injunction, damages, delivery-up of all copies of the LP and costs.

Ins & Outs

IN A top-level reorganisation at DJM Records, David Ions has taken over as general manager of the company in addition to his role as general manager of Dick James Music.

Still to be finalised is the position of a&r chief at DJM, although Ions has appointed Graham Stokes, previously with Arista, as head of promotion and Sue Pearson as press and promotion assistant. She was formerly with Radio Luxembourg.

Merchandising

FOLLOWING EMI'S success with the Human League's 'Being Boiled', Virgin Records has decided to promote its own versions of the song. It originally appeared - in a prerecorded version from that released by EMI - on the 'Holiday '80' EP in April 1980.

This EP (SV 105) is being repromoted by Virgin, which is releasing a new 12-inch version containing two extra tracks. It will be out on February 5 and carry the catalogue number (SV 105-12).

'Being Boiled' also appears on *Travelogue* in its rerecorded form and on the Virgin compilation *Machines*. Both are currently available.

PAMELA STEPHENSON'S debut release for Phonogram is a double pack single in a full colour gatefold sleeve. Four tracks 'Mister Wrong/Music Bitch Weekly/Italian Shoes/Pretty Boys' (PAM 2). A poster featuring the single sleeve photograph of the Not The Nine O'clock News star is available to dealers and there will be trade and consumer press advertising. Produced by Richard Burgess of Landscape the record features Gary Kemp of Spandau Ballet.

CONSUMER PRESS advertising is being taken for the new ABC single 'Poison Arrow' (NTX 102) through Phonogram. It is available in a picture bag. ABC will be touring nationwide discos to promote the release.

PICTURE DISC copies of the new Iron Maiden single 'Run To The Hills' (EMI(P) 5263) are being made available in a picture bag and features new vocalist Bruce Dickinson, formerly of Samson. An album Number Of The Beast is scheduled for March 5 when the band will be touring.

PICTURE DISC copies of the new Gillan single 'Restless' (VSY 465) are being made available by Virgin Records. The edition is limited to 10,000 copies but the records will carry the standard 79p dealer price.

AN ADDITIONAL live track is contained on the 12-inch version of the new single by AC/DC. 'Let's Get It Up' is taken from the For Those About To Rock album.

WINDOW DISPLAYS, consumer press advertising and free posters with the first 20,000 units are features of the Chrysalis campaign for the new UFO album *Mechanix* (CHR 1360).

ROCK SHOW themes from three Radio-1 shows are combined on a Polydor single (POSP 168) out this week. The tracks are 'Take It Off The Top' by Dixie Dregs - theme from the Friday Rock Show - 'Belgian Tom's Hat Trick' - by Whitesnake - theme from Rock On - and 'Pickin' The Blues' by Grinderswitch - theme from The John Peel Show.

SIMPLE MINDS have another single rereleased by Arista on Friday (January 29). The record is 'I Travel' (ARIST 448) which will also be available as an extended live version on 12-inch (ARIST 12448) plus a live version of the standard 'B' side 'Thirty Frames'. The label brings out a compilation of the best material Simple Minds recorded during their contract, next month. It is called *Celebration* (SPART 1183).

HALF SPEED mastering has been used on the debut album by the Breakfast Band. *Dolphin Ride* (IOU 001) is a self-produced album through the band's Breakfast Music company and is released on Monday (February 1), through Pinnacle.

The album also contains a full-colour pullout and special protective inner polythene bag and is pressed on superior quality vinyl. Despite this the album will carry the standard recommended retail price of £5.49.

NEW BAND The Venigmas are launching a three-pronged campaign to establish their debut single on the Biba Music label entitled 'Strange Live' c/w 'Souls On Fire' (TVP 001), scheduled for January 29 release.

Packaged with the Spartan-distributed 45 will be a pull-out sheet informing purchasers of how to buy the band's two songs on video cassette at the bargain price of £6 and also of an electronic instrumental version of the songs on cassette tape at 75p - both prices being subject to a postage and packing surcharge.



HIGHLY-RATED Manchester Band Any Trouble inspect their new management contract with Blues Band manager Ray Williams. The group, currently without a recording deal, is working on a new LP and Williams will be talking to record companies at MIDEEM. Left to right are bass guitarist Phil Barnes, Williams, and singer-songwriter Clive Gregson.

MIKE HARDING'S new album *Take Your Fingers Off It* is being released on his own Moonraker Records (MOO 1) and will be available only at concerts in his 64 date tour and by mail order from Moonraker Productions, Suite 48, 15 Piccadilly, Manchester M1 1LT. The tour will stretch from February to May and a new TV series begins shortly after Easter.

CHAPPELL MUSIC is taking advantage of Manilow-mania with a promotion on its extensive range of music books featuring his music. A poster sized leaflet is being sent to accounts to promote the range.

CENTRAL LINE, the first British funk band to make inroads in America, have their debut album released by Mercury in February. *Breaking Point* (MERC 001) is being supported by trade and consumer press advertising and will be available at the special low dealer price of £2.44 for album and £2.54 cassette.

Indie Albums



- 1 - SEXTET A Certain Ratio Factory FACT 35
- 2 - SPEAK AND SPELL Depeche Mode Mute STUMM 5
- 3 - MOVEMENT New Order Factory FACT 50
- 4 - STILL Joy Division Factory FACT 40
- 5 - TWO BAD DJ Clint Eastwood & General Saint Greensleeves GREL 24
- 6 - THE BEST OF THE DAMNED Damned Ace DAM 1
- 7 - 6 EXPLOITED LIVE Exploited Superville EXPLP 2001
- 8 - 5 ANTHEM Toyah Safari VOOR 2
- 9 - 8 UNKNOWN PLEASURES Joy Division Factory FACT 10
- 10 - 9 PRESENT ARMS IN DUB UB40 DEP International LPS DEP 2
- 11 - 10 PRESENT ARMS UB40 DEP International LPS DEP 1
- 12 - 11 CLOSER Joy Division Factory FACT 25
- 13 - 15 THE LAST CALL Anti-Pasti Rondelet ABOUT 5
- 14 - 13 L.C. Durutti column Factory FACT 44
- 15 - 14 SIGNING OFF UB40 Graduate GRADLP 2
- 16 - 12 PUNKS NOT DEAD Exploited Secret SEC 1
- 17 - 19 TOYAH! TOYAH! TOYAH! Toyah Safari LIVE 2
- 18 - WA DO DEM Eek-A-Mouse Greensleeves GREL 31
- 19 - 17 CARRY ON Oll Various Secret SEC 2
- 20 - 18 STATIONS OF THE CRASS Crass Crass 521984
- 21 - 30 CHANGES Mighty Diamonds Music Works 11981
- 22 - 22 WILD AND WANDERING Wasted Youth Bridgehouse BHP 005
- 23 - ROCK AND GROOVE Bunny Wailer Solomonic Productions
- 24 - 21 FOR MADMEN ONLY UK Decay Fresh FRESHLP 5
- 25 - 25 THE BLUE MEANING Toyah Safari IEYA668
- 26 - 28 IN THE FLAT FIELD Bauhaus 4AD CAD 13
- 27 - PENIS ENVY Crass Crass 321984-1
- 28 - LET THEM EAT JELLYBEANS Various Alternative Tentacles VIRUS 4
- 29 - 29 DAS KABINETT Bill Nelson Cocteau JC 2
- 30 - 16 FRESH FRUIT FOR ROTTING VEGETABLES Dead Kennedys Cherry Red B RED 10

RB YEAR END MARKET SHARE SURVEY - COMPANIES AND LABELS

TOP COMPANIES - SINGLES

Based on average weekly share.

1	CBS	25%
2	POLYGRAM	24%
3	EMI	16%
4	WEA	10%
4	INDIES	10%
6	RCA	8%
7	PRT	7%
TOTAL:		100%

TOP COMPANIES - ALBUMS

Based on average weekly share.

1	CBS	28%
2	POLYGRAM	25%
3	EMI	18%
4	WEA	9%
5	PRT	4%

TOTAL: 100%
(Figures include all distributed product.)

TOP LABELS - SINGLES

Based on average weekly share.

1	POLYDOR	6.0%
2	CBS	5.2%
3	RCA	5.0%
3	EPIC	5.0%
5	EMI	4.5%
6	VIRGIN	4.3%
7	CHRYSALIS	3.3%
8	MERCURY	3.2%
9	A&M	3.1%
10	STIFF	3.0%
TOTAL:		42.0%

(Labels whose average weekly share was less than 3% make up the remaining 50% of the chart.)

TOP LABELS - ALBUMS

Based on average weekly share.

1	CBS	8.7%
2	EPIC	7.0%
3	POLYDOR	6.6%
4	EMI	5.1%
5	VIRGIN	4.7%
6	CHRYSALIS	4.4%
7	K-TEL	4.0%
8	WARNER BROS	3.4%
9	MERCURY	3.1%
10	A&M	3.0%
TOTAL:		50.0%

(Labels whose average weekly share was less than 3% make up the remaining 58% of the chart.)

Dealers – get those rare albums here

TO REKINDLE the spirit of service in the record industry *RB* intends to introduce a 'dealers' wants' list column on its retail page.

There are many dealers who do their utmost to try to fill customer requirements and it is probable that many of the difficult and deleted records that some dealers are asked for are gathering dust in another dealer's browsers, in either new or second hand condition.

RB will regularly feature a list of wants requested by dealers. If you have a problem record which you think this service can fill send details to 'Record Business Wants Service', 2 Harvey Street, Watton, Thetford, Norfolk, IP25 6EP, enclosing an SAE for a reply.

RB will then print the wants in order that dealers throughout the country can search through their unwanted stocks.



Natural Art album wanted

DEALERS' WANTS LIST

Artist	Title	Format/Cat No.
Bill Medley	Sweet Thunder	LP: LT 1024
Bobby Hatfield	Messing in Muscle Shoals	LP: SE 4727
Coolidge/Kristofferson	Natural Act	C: CAM 64690
Fuzzy Duck	Fuzzy Duck	LP: MAMAS 1005
Jack The Lad	It's Jack The Lad	LP: CAS 1085
Malcolm Vaughan	Best of	LP: OU2043
Max Miller	Golden Hour	LP: GH675
Noel Coward	Cowardy Cowardy	LP: SER 5656/7
Pussycat	First of All	LP/C SNTF/ZCN 725
Righteous Brothers	This is New	LP: MOONGLOW 1003
Sammy Davis	At the Town Hall	LP: N/K
Ted Heath	Ted Heath	LP: PFS 4018
Various	Alan Feed's Memory Lane	LP: PKL 5572
Various	Bison Bop	LP: BBLP 2014
Various	Constellation	LP: MFI 5263
Various	Cotton Sicking Rock	LP: ABCL 5247
Various	Lemon Popsicle	LP: WW 5050
Vipers Skiffle Group	Skiffle Hits	LP: OU 2148

Have you any of the above? If so, send details, condition (New, secondhand) price required including post/packing and VAT, to "Record Business Works Service", c/o 2 Harvey Street, Watton, Thetford, Norfolk IP25 6EP. Trying to fill a customer requirement? Send your

wanted list, with one SAE per item, to the same address. The editor reserves all rights over publication of wants lists, and responsibility for ensuring exchanges remains solely between the dealers concerned.



ALBUMS SCHEDULED FOR TV ADVERTISING

NATIONAL

HITS HITS HITS Now 5 days
Various Ronco (4CIRT) 2063 5.49
WE ARE MOST AMUSED Now 5 days
Various Ronco (4CIRT) 2067 5.49

ANGLIA

DREAMING Now 1 week
Various K-tel NE 1159 (CE 2159) 5.99
LOVE SONGS 3 Feb 3 weeks
Barbra Streisand CBS (40)10031
THE VERY BEST OF 1 Feb 1 week
Louis Armstrong Warwick WW(4) 5112 5.49
THE BEST OF 8 Feb 1 week
Fifth Dimension Warwick WW(4) 5114 5.49
THE BEST OF 15 Feb 1 week
Oakridge Boys Warwick WW(4) 5119 5.49

CENTRAL

100 GOLDEN GREATS Now 1 week
Max Bygraves Ronco (4CIRT) 1065 5.49
THE BEST OF Now 1 week
Four Tops K-tel NE 1160 (CE 2160) 5.99
THE VERY BEST OF 1 Feb 1 week
Louis Armstrong Warwick WW(4) 5112 5.49

GRANADA

LOVE SONGS Now 2 weeks
Barbra Streisand CBS (40)10031
THE VERY BEST OF 1 Feb 1 week
Louis Armstrong Warwick WW(4) 5112 5.49

LONDON

THE VERY BEST OF 1 Feb 1 week
Louis Armstrong Warwick WW(4) 5112 5.49
25 GOLDEN GREATS OF Now 3 days
Adam Faith Warwick WW(4) 5113 5.49

TVS

LOVE SONGS Now 2 weeks
Barbra Streisand CBS (40)10031
25 GOLDEN GREATS OF Now 3 days
Adam Faith Warwick WW(4) 5113 5.49

STAGS

THE VERY BEST OF 1 Feb 1 week
Louis Armstrong Warwick WW(4) 5112 5.49
GREATEST HITS 22 Feb 1 week
Ray Price Warwick WW(4) 5117 5.49

TRIDENT

THE VERY BEST OF 1 Feb 1 week
Louis Armstrong Warwick WW(4) 5112 5.49

ULSTER

THE VERY BEST OF 1 Feb 1 week
Louis Armstrong Warwick WW(4) 5112 5.49

TSW

THE VERY BEST OF 1 Feb 1 week
Louis Armstrong Warwick WW(4) 5112 5.49

Moving message display



DEALERS LOOKING for a more dramatic means of getting sales messages across might be interested in the 'Tellit' moving message display (above) a continuous tape which will take 115 letters. Manufactured in the UK for the

first time the display is available from Plasmec Marketing Ltd, Weydon Lane, Farnham, Surrey at £139 each, with reductions for trade and quantity purchasers. The tapes cost £6.95 and are available within 24 hours of order.

New import distributor but no parallels stocked

PAUL FAIRES is the name of a new distribution network which specialises in imports, but makes a point of not stocking parallels.

The firm is based at 62a High Street, Rochester, Kent, (Medway 0634 407535) and has national van sales, regular mailouts and telephone sales.

Paul Faires has formed the company to handle specialist imports and personally carries out all the buying. All product required by law is given an MCPS stamp and the firm brings in albums, tapes, 12-inch singles and picture discs.

Product is purchased in America, Canada, Japan, Australia and, of course, EEC Europe. Paul Faires offer a five percent returns allowance and 30 day accounts on successful application.

A comprehensive 1982 catalogue is available now and enquiries from any UK dealer will be welcomed. The company offers a 24-hour service and van sales routes are reversed in order to share the 'last call'.

The product Paul Faires specialises in is either records which have not been released in the UK or have been deleted from domestic catalogues. Free delivery is given on orders over £50.

Sixth Shopex competition looks for window displays

SHOP WINDOW displays of distinction are being sought by the National Shop Window Display Competition to be judged at the Shopex International exhibition in June.

The competition is now six years old and entries have increased each year. Winning entries are shown at Shopex at Olympia, this year from June 13-17.

Entry is free and retailers simply send a 10 x 8 inch matt colour photograph of a current or recent window display with

certification by a director, shop owner or manager.

Closing date is March 12 and there are two categories. One is for retail organisations with professional or full-time display facilities, and the other is for all others.

There are cash and trophy prizes and entry forms are available from Westbourne Exhibitions, Crown House, Morden, Surrey, (01-540 1101). Envelopes should be marked 'Competition'.

Sunday trading laws bill introduced again in Lords

ANOTHER ATTEMPT is being made to abolish the Sunday trading laws in order to give shopkeepers the right to open on Sundays.

Lady Trumpington has introduced a Bill in the House of Lords – the ninth Bill of its kind – and it is being warmly

supported by both the Consumers' Association, publishers of *Which?*, and the National Consumer Council.

Dealers with arguments for or against Sunday trading should write to their local MP or the National Consumer Council, 18 Queen Anne's Gate, London SW1.

John Hayward and Sarah Lewis report on how the UK independents are cashing in on the industry recession.

HERE, FOR a change, is a success story about 1981. While the established record industry was closing pressing plants and 'slimming down' its services, the UK independent labels were having a marvellous year.

The reasons for the growing impact of the indies are many, but can be narrowed down to a couple of basic underlying factors. The first is rooted in the genesis of efficient distributions systems designed especially to handle the flood tide of new labels.

The second is more complex, and is a combination of the major record companies' inability to keep tabs on absolutely everything going on in the small labels world, coupled with a reluctance on the part of a new breed of creative producer/managers to hitch themselves to the old, mass marketing methods of the established industry.

Increasingly the majors have abandoned whole sectors of the rock and new music market to the new young labels, preferring to concentrate on the guaranteed sellers . . . and who can blame them in a zero-growth economy in which perhaps a quarter of its prime consumers are on the dole?

That very enforced idleness has resulted in a new group boom, often offering identikit songs of aggression and frustration, but which strikes a chord with the kids most affected by current economic circumstances.

UK indie system can now deliver hits on its own

The rapid growth of companies like Rough Trade, Stage One, Pinnacle and Spartan is a testimony to the vigour of the new labels during 1981, and there are now some very bullish predictions beginning to be made by these distributors, who feel they are on the verge of something really important, and want to spread the word to like-minded operations around the world.

Rough Trade's Richard Scott for instance can say: "I think it is perfectly feasible that within 18 months, 50 percent of the national chart will be made up of indie records," and not be dismissed as a complete crackpot.

Earlier last year, Pinnacle's Tony Berry reckoned a target national market share of five percent was attainable by his sales force, and by the end of the year he was not far out.

Often the independent scene is dismissed by the major record companies as too reliant on one-off acts, but the continuing chart action of

answer is almost certainly 'yes'.

Two years ago there was a feeling that independent labels were all very well for the English, but the music was too insular and aggressive for foreign-meaning mainly American-taste.

Now there are well-established small label scenes in Holland and France, while the volume of imports currently being shipped into the USA has rocketed and is rising all the time.

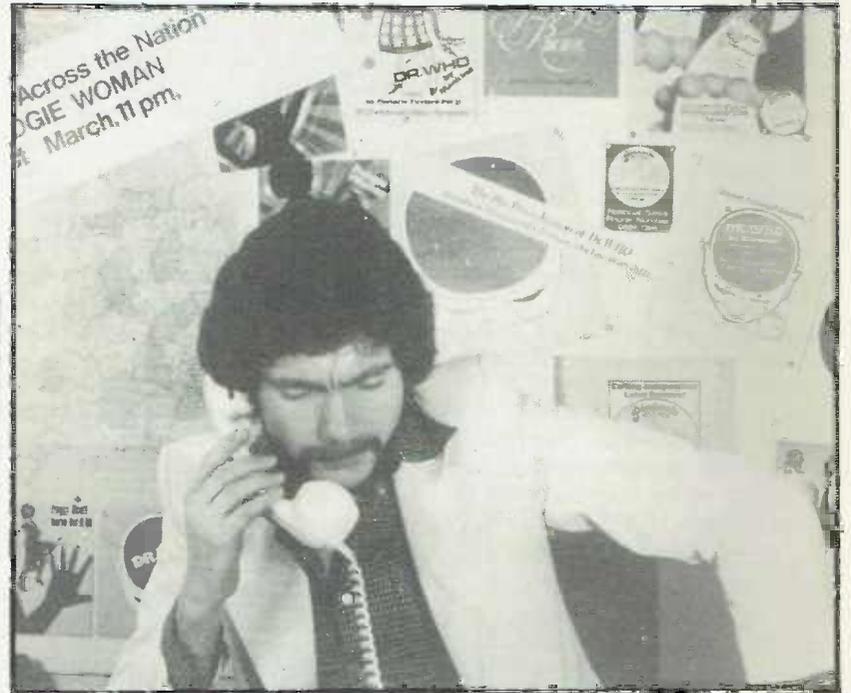
In MIDEM this week, Pinnacle, Spartan and Stage-1 will all be looking to expand their overseas business, while Rough Trade's approach will be rather lower-key, because of a belief that drumming up extra trade could actually damage its system.

America, in particular, is now looking like a perfect market. The East Coast is soaking up electronic dance material by the plane-load, and some of the discs are now getting airplay, strangely by courtesy of the black music stations which are often hippier

UB40 or Mute's Depeche Mode points to a maturing of a system that can deliver big hits without the aid of the major distributors.

Of course, neither Richard Scott nor anyone else on the scene believes that a whole new independent label mass marketing structure can be built overnight.

"We do have some areas we have yet to explore," confirmed Scott. "The mechanics of consistently dealing in larger volumes, putting together proper contracts with labels and artists



"The rapid growth of companies like Pinnacle (whose manager Tony Berry is shown above) is a testimony to the vigour of the new labels. Within 18 months, 50 percent of the national could be made up of indie records"

and an accounts and stock control system for instance.

"But we have defined our objectives and have begun to re-jig our press and promotion aspects. We realise we have to deal with the more upmarket areas of the business, and it would not be realistic to expect to change the structure of radio stations or the Press in five minutes."

Scott is personally astounded at the rapid expansion of Rough Trade during the past three years, feeling that the company has been pulled along by filling a gap which few people thought existed.

Could that gap also exist in other territories around the world? The

and can see which way the wind is blowing.

And while the States has been a musical wasteland until recently, the wider availability of top British product has prompted the arrival of a crop of solid new bands which understand that the idea is to make good music on your own terms, and not merely sound like a Johnny Rotten clone.

The UK experience has proved that commitment and product knowledge, with the astute use of regional wholesaling centres can deliver the most unlikely records and turn them into chart material. Could it happen in the USA? It's already starting.

JUMP, JIVE, BUCK DANCE & BOOGIE!

TO THE TOE-TAPPIN' NEWS FROM THE HOUSE OF THE BLUES

WOKE UP THIS MORNIN' AND FOUND MYSELF DEAD: Jimi Hendrix, from the Carousel Club, St. Louis, Missouri. RL 0015

DRINKIN' T N T AND SMOKIN' DYNAMITE: Buddy Guy, Junior Wells with BILL WYMAN RL 0034

THE DEVIL'S MUSIC: From the B.B.C. T.V. series Big Joe Williams, Booker White, Mose Vinson, Sonny Blake, Fenton Robinson, Billy Boy Arnold and many others. RL 0033

COME ON HOME BLUES: Clayton Love, from the Carousel Club, St. Louis, Missouri. RL 0029

I SHOULD'A BEEN A PREACHER: Little Johnny Taylor. RL 0030

LIVE GOTTA NEW CAR: Troyce Key, J.J. Malone and the Rhythm Rockers. RL 0028

From deep in the heart of the Norfolk Delta, RED LIGHTNIN' RECORDS brings you our latest batch of red hot R&B platters.

For a complete catalogue write to RED LIGHTNIN' RECORDS, The White House, The Street, North Lopham, Diss, Norfolk, England. Available from all VIRGIN outlets and good record shops everywhere.

FOR MAXIMUM LISTENING PLEASURE PLAY THESE RECORDS AT EXCESSIVE VOLUME. THIS IS HI-FI CONVULSIVE THERAPY. GET IT INTO YOUR SYSTEM.

MIDEM SPECIAL

Indie Labels
at MIDEM

Stage One

IN JUST 14 months Stage-1 has become one of the Big Four distributors of independent labels, boasting a healthy sequence of entries on both RB's national and indie charts.

Of course, the company hardly appeared from nowhere. The Haslemere-based operation had been one of the major import and export firms for some years and had built up good contacts with the retail trade during that period.

So it followed naturally that when Dave Fagence took over as head of distribution at the company, he had a well-tryed system working for him.

But a system is never enough. To attract the best indie labels some kind of track record is necessary and it quickly became clear - only two months before MIDEM last year - that Stage-1 needed a carrot to dangle in front of the young companies that were used to sympathetic service from the

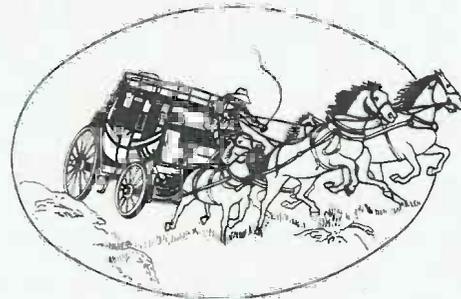
existing competitors in the market like Spartan and Pinnacle.

That carrot was NEMS Records with its priceless Black Sabbath back catalogue. The heavy metal heroes' early albums were issued through Stage-1 and immediately took over the top places in the indie album chart.

Another early deal was concluded with Original Records, whose Hitchhikers Guide to the Galaxy had previously reached the trade via circuitous routes, and only made the chart after the Haslemere company took over.

"Yes it's true that NEMS got us off to a flying start," said Fagence. "And after that we were approached by other good labels, who were prepared to go into the market with us on a long-term basis. We don't automatically turn down one-offs - we did well in '81 with The News on KA and Marc Bolan on Ram - but our main business has been with just 11 labels." They were Secret Human, Statik, Happy Birthday, NEMS, Jello Biafra's Alternative Tentacles, Hannibal, Eagle, Abstract, Zilch and Country Roads.

● TO P.8



STAGE ONE (RECORDS) LTD

Europe's fastest growing distributor of independent & major labels

Exclusive distributors for:

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STATIK	Dead Kennedys/Positive Noise/Dance
NEMS	Damned/UK Subs/Nazareth/Black Sabbath
HANNIBAL	Defunkt/Kate & Anna McGarrigle
HUMAN	AuPairs/Eddie Maelov & Sunshine Patteson/Charge
HAPPY BIRTHDAY	Girls At Our Best/Fallout Club
ALTERNATIVE TENTACLES	Black Flag/D.O.A./Flipper/Bad Brains
ZILCH	Michael O'Brien/Skyscrapers/The Force (featuring Sean Tyla & Deke Leonard)
EAGLE	Jo-Anna Forte/Fabulous Wonderfals/Ginger/The Americans
COUNTRY ROADS	Max D. Barnes/Pete Sayers/Tom Gribbin
ABSTRACT	Plain Characters/FK9
SPINACH	Bad Girls

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Haslemere, Surrey GU27 2QA
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Telex: 858226

GREENSLEEVES NEW ALBUM RELEASES

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Debut album "Two Bad DJ" (GREL 24). New single "Talk About Run" (7" OINK2, 12" - 12 OINK2)

EKK-A-MOUSE

New LP Wa-Do-Dem (GREL 31)

PRINCE JAMMY

"Prince Jammy Destroys The Invaders" (GREL 29)

DO NOT FORGET TO KEEP THE FOLLOWING RECENT RELEASES IN STOCK

"Whole New Generation Of DJ" (GREL 26)
AL CAMPBELL "The Other Side Of Love" (GREL 30)
MICHAEL PROPHET "Michael Prophet" (GREL 27)
BLACK UHURU "Black Sounds Of Freedom" (GREL 23)
WAILING SOULS "Fire House Rock" (GREL 21)
DR. ALIMANTADO "Sons Of Thunder" (GREL 22)
SCIENTIST "Scientist Rids The World Of The Evil Curse Of The Vampires" (GREL 25)

GREENSLEEVES RECORDS
44 Uxbridge Road, London W12
Tel: 01-749 3277

Distribution: Spartan, Jet Star, Rough Trade, Markus.

V-TONE RECORDS

Welcome to Midem '82
January release

THE RUBBETTS
'DON'T COME CRYING'
and the new smash by

STARTURN
'STARTURN FOR EUROPE'
(The people's choice for Eurovision)
Distributed by Spartan.
V-Tone tel: 01-551 3578

Once part of the system, Stage-1's labels have the benefit of one of the country's top telephone sales operations - one that is the envy of many a larger operator. The company has ten people making outgoing calls, with five lines given over exclusively to incoming calls manned by two 'floater' salespeople. The team is not static at the headsets merely taking orders, but roams around the racks of records, pulling records out of the racks as they go and selling them in aggressively. If the record is not in stock the salesperson and the dealer knows immediately, which saves time and aggravation at the trade level, while the telephonists are kept at peak performance by being paid largely on a commission basis.

The telesales department achieved 10,000 sales of the 4-Skins latest EP in a week recently.

Fagence also reports a steadily improving trade in back catalogue items as the company's labels begin to build up well-known releases.

"I don't think we ever want to see more than 20 labels here," he commented. "It would be unfair to our clients. I like to talk to our labels daily to plan marketing strategy. I believe that too many records are released each week, and we don't want to be trying to sell in rubbish, because the dealers soon get tired of having your records stuck on their shelves.

"It's much better to be in our position with a small number of labels

all getting regular hits. The idea is only to supply the trade with class and not to flood them with discs that have no identifiable market and no airplay."

Meanwhile, Stage-1 directors Terry Shand and Nigel Howick are continuing on their policy of international expansion. Nine months ago they set up an American distribution arm called Intercontinental, in partnership with well-known local operator Countrywide, and is now shipping planeloads of UK material to fulfill demand from Countrywide's 2,000 American outlets. The link had provided a good opening for Stage-1's British labels in the notoriously tough US market, while local indies are starting to come to the firm for national representation.

Europe has not been ignored, for Stage-1 has forged links with two continental distribution operations and is in the process of building the market there.

Now Terry Shand is becoming very interested in acquiring rights to back catalogue material with a view to putting budget or mid-price albums through the UK system on an exclusive distribution basis as well as bringing his foreign connections into play. This is likely to be a company priority in 1982, acquisition of a re-packaged and re-launched jazz series. Negotiations are afoot with other major companies here and abroad for rock packages that can be handled this way.



The Au Pairs on Stage One

Recreational

AFTER TWO years in business, Secret Records has amassed a creditable number of RB independent chart hits among its 29 singles and three albums catalogue - so much so that there are a further five LPs in the pipeline to add to an ever-building success rate.

The label shares premises with Panache Music and is distributed by Stage-1, so company chief Martin Hooker will be found around the latter's stand.

So far, Secret has locked up deals in France, Benelux, Germany, Scandinavia, Italy and New Zealand, with the consequence that Hooker's priorities will be to clinch arrangements for major territories like North America, Spain, Australia and

South Africa, and he is prepared to take on any material that looks promising for the UK.

For his Secret label has an across-the-board approach with acts as far apart as pop singer Lovely Previn and the new punk stance of Infra-Riot or The Exploited - the band that has provided such strong British sales. For instance, Hooker is keen to sign a good heavy metal act.

On his first visit to Cannes, Hooker will be taking with him finished masters of new albums from Lovely Previn (Shatterproof), Temporary Title - said to be a pop band in the Altered Images style - and Infra-Riot's new LP Still Out Of Order plus unfinished tapes of the Exploited's new album.

Statik

STATIK RECORDS was formed in April, 1981. A first album was released the following May, titled Heart Of Darkness (STAT LP1) by Positive Noise. Head man at Statik Laurie Dunn's background has been with Virgin Records, and this is his first independent venture.

Dunn will be staying at the Mediterranean Hotel and may be contacted at the Stage One stand (Statik's UK distributors). The label will be looking for licensing deals for the Dead Kennedys in Mexico and Latin America, as well as general publishing possibilities.



Talisman: priority act

TO P13

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REVOLVER	Berkley Cres Triangle Bristol	0272 299105
ROUGH TRADE	137 Blenheim Cres London W11	01 221 1100

EXPORT

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For details of suppliers in other parts of the world contact Richard at Rough Trade

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"WILD AND WANDERING"
AND
GERRY McAVOY
"BASSICS"

Both Debut Albums
Distributed by Pinnacle, Rough Trade, Fresh.
MIDEM CONTRACTS for both albums
BILL MARTIN (Martin Coulter Music)
CARLTON HOTEL (Cannes)

FIVE NEW RELEASES FROM FIVE MUSIC CAPITALS OF THE WORLD

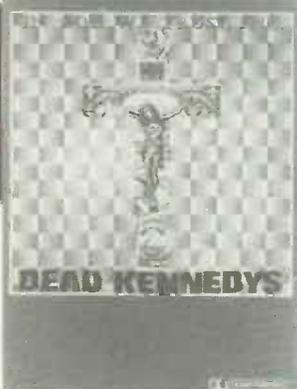
TOKYO

MURDERED BY THE MUSIC
Yukihiro Takahashi Stat LP6
A stunning solo album from the drummer of Japan's highly acclaimed Yellow Magic Orchestra



SAN FRANCISCO

IN GOD TRUST, INC
Dead Kennedys Stat C302
A cassette version of the E.P. with the bonus of a side of blank tape and a free armband!



LONDON

NEW AGE STEPPERS
Stat LP9
The debut album featuring Ariana on vocals. This Adrian Slierwood creation has been unavailable for some time and includes a free single in a picture sleeve.



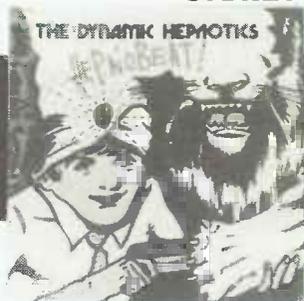
KIRKBYMOORSIDE (?)

YOUR SECRET'S SAFE WITH US
Various Artists Stat LP7
20 excellent tracks from 18 new bands from the North of England. All recorded specifically for this double album. Packaged in a gatefold sleeve and selling for the price of a single album. Hear tomorrow's stars today.



SYDNEY

HEPNÓ BEAT
The Dynamic Hepnotics Stat 10
A great danceable debut single. Sweaty, soulful and staggeringly dynamic!



ALREADY AVAILABLE
Stat LP 1
Positive Noise - 'Heart of Darkness'
Stat LP2
New Age Steppers - 'Action Battlefield'
Stat LP3
The Dance - 'In Lust'
Stat LP4
Creation Rebel - 'Psychotic Jōnkañō'
Stat LP5
T.C. Matic
Stat EP2
Dead Kennedys - 'In God We Trust, Inc'
WATCH OUT for forthcoming new releases from POSITIVE NOISE, LUNA TWIST and MEN WITHOUT HATS



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WEDNESDAY 20TH NEWCASTLE CITY HALL
THURSDAY 21ST EDINBURGH PLAYHOUSE
FRIDAY 22ND GLASGOW APOLLO THEATRE
SATURDAY 23RD DUNDEE CAIRD HALL
TUESDAY 26TH MANCHESTER APOLLO
WEDNESDAY 27TH MANCHESTER APOLLO
THURSDAY 28TH SHEFFIELD CITY HALL
FRIDAY 29TH SHEFFIELD CITY HALL
SUNDAY 31ST LONDON HAMMERSMITH PALAIS

FEBRUARY

MONDAY 1ST LONDON HAMMERSMITH PALAIS
TUESDAY 2ND LONDON HAMMERSMITH ODEON
WEDNESDAY 3RD LONDON HAMMERSMITH ODEON
THURSDAY 4TH POOLE ARTS CENTRE
SATURDAY 6TH BRIGHTON CONFERENCE CENTRE
SUNDAY 7TH BRISTOL COLSTON HALL
MONDAY 8TH BRISTOL COLSTON HALL
TUESDAY 9TH ST. AUSTELL CORNWELL COLISEUM
THURSDAY 11TH LEICESTER DE MONTFORT HALL
FRIDAY 12TH STOKE ON TRENT VICTORIA HALL
SATURDAY 13TH COVENTRY APOLLO
SUNDAY 14TH BIRMINGHAM ODEON
MONDAY 15TH BIRMINGHAM ODEON
TUESDAY 16TH BIRMINGHAM ODEON
SATURDAY 20TH BELFAST WHITLA HALL
SUNDAY 21ST BELFAST WHITLA HALL
TUESDAY 23RD DUBLIN STADIUM
WEDNESDAY 24TH DUBLIN STADIUM
FRIDAY 26TH CORK CITY HALL
SATURDAY 27TH GALWAY LEISURELAND

DEP
INTERNATIONAL

Top 100 Singles

RECORD BUSINESS
BESTSELLERS
RECORD BUSINESS

- 1 5 7 **THE MODEL/COMPUTER LOVE**
KRAFTWERK EMI (12)EMI 5207 EMI
- 2 1 11 **THE LAND OF MAKE BELIEVE**
BUCKS FIZZ RCA RCA 163 RCA ●
- 3 7 3 **OH JULIE**
SHAKIN' STEVENS EPICEPCA1742 CBS
- 4 3 7 **GET DOWN ON IT**
KOOL & THE GANG DE-LITE DE(X) 5 POLYGRAM
- 5 16 3 **GOLDEN BROWN**
STRANGLERS LIBERTY BP 407 EMI
- 6 9 3 **BEING BOILED**
HUMAN LEAGUE FAST PRODUCT'S FAST 4 EMI
- 7 4 12 **MIRROR MIRROR**
DOLLAR WEA BUCK 2 WEA ○
- 8 6 8 **I'LL FIND MY WAY HOME**
JON & VANGELIS POLYDOR JV 1 POLYGRAM ○
- 9 2 10 **DON'T YOU WANT ME**
HUMAN LEAGUE VIRGIN VS 466(12) CBS ●
- 10 25 11 **ARTHUR'S THEME (THE BEST THAT YOU CAN DO)**
CHRISTOPHER CROSS WARNER BROS K17847 WEA
- 11 25 10 **DEAD RINGER FOR LOVE**
MEAT LOAF CLEVELAND EPC A1697 CBS
- 12 34 2 **MAID OF ORLEANS**
ORCHESTRAL MANOEUVRES IN THE DARK DINDISC DIN 40 CBS
- 13 21 3 **DROWNING IN BERLIN**
MOBILES RIALTO RIA 3 PINNACLE
- 14 11 8 **WAITING FOR A GIRL LIKE YOU**
FOREIGNER ATLANTIC K16896 WEA
- 15 10 8 **I COULD BE HAPPY**
ALTERED IMAGES EPIC EPC A(13)1834 CBS
- 16 8 10 **IT MUST BE LOVE**
MADNESS STIFF BUY 134 CBS ●
- 17 19 8 **I JUST WANNA (SPEND SOME TIME WITH YOU)**
ALTON EDWARDS STREETWAVE STR A(13)1897 CBS
- 18 28 10 **EASIER SAID THAN DONE**
SHAKATAK POLYDOR POST(X) 375 POLYGRAM
- 19 22 8 **DON'T WALK AWAY**
FOUR TOPS CASABLANCA CAN(X) 1006 POLYGRAM
- 20 20 3 **YELLOW PEARL**
PHILIP LYNOTT VERTIGO SOLO 3 POLYGRAM
- 21 30 7 **I WANNA BE A WINNER**
BROWN SAUCE BBCRESL 101 PRT
- 22 12 9 **ONE OF US**
ABBA EPIC EPC A(11)1740 CBS ●
- 23 13 9 **ANT RAP**
ADAM & THE ANTS CBS CBS A(11)1738 CBS ●
- 24 50 2 **LISTEN/SAD-EYED PEOPLE**
STIFF LITTLE FINGERS CHRYSALIS CHS 258 POLYGRAM
- 25 70 2 **EUROPEAN SON**
JAPAN HANSA-ARIOLA HANSA (12)10 PRT
- 26 37 2 **SENSES WORKING OVERTIME**
XTC VIRGIN VS 462(12) CBS
- 27 15 8 **YOUNG TURKS**
ROD STEWART RIVA RIVA 34 WEA
- 28 31 8 **TICKET TO THE MOON/ HERE IS THE NEWS**
ELECTRIC LIGHT ORCHESTRA JET JET 7018 CBS
- 29 14 12 **DADDY'S HOME**
CLIFF RICHARD EMI EMI 5251 EMI ●
- 30 17 11 **WEDDING BELLS**
GODLEY & CREME POLYDOR POSP 369 POLYGRAM
- 31 40 9 **THEME FROM 'HILL ST. BLUES'**
MIKE POST WARNER BROS K12576(T) WEA
- 32 57 2 **RESTLESS**
GILLAN VIRGIN VS 465 CBS
- 33 18 10 **ROCK 'N' ROLL**
STATUS QUO VERTIGO QUO 6 POLYGRAM ○

- 34 69 2 **THE BOILER**
RHODA WITH THE SPECIAL A.K.A. 2 TONE CHSTT 18 POLYGRAM
- 35 53 2 **NEVER GIVE UP ON A GOOD THING**
GEORGE BENSON WARNER BROS K17902 WEA
- 36 27 11 **MY OWN WAY**
DURAN DURAN EMI (12)EMI 5254 EMI
- 37 24 9 **SPIRITS IN THE MATERIAL WORLD**
POLICE A&M AMS 8194 CBS
- 38 100 7 **LOVE PLUS ONE**
HAIRCUT ONE HUNDRED ARISTA-CLIP CLIP 2 POLYGRAM
- 39 41 28 **TAINTED LOVE**
SOFT CELL SOME BIZZARE BZS 2(12) POLYGRAM
- 40 60 2 **DO YOU BELIEVE IN THE WESTWORLD**
THEATRE OF HATE BURNING ROME BRR 2 ROUGH TRADE
- 41 29 13 **BEDSITTER**
SOFT CELL SOME BIZZARE BZS 6 POLYGRAM ○
- 42 44 3 **LANDSLIDE**
OLIVIA NEWTON-JOHN EMI 5257 EMI
- 43 36 26 **LOVE ACTION (I BELIEVE IN LOVE)**
HUMAN LEAGUE VIRGIN VS 435(12) CBS ○
- 44 56 3 **TROUBLE**
LINDSEY BUCKINGHAM MERCURY MER 85 POLYGRAM
- 45 26 21 **BIRDIE SONG**
TWEETS PRT 7P 219 PRT ●
- 46 64 2 **I CAN'T GO FOR THAT (NO CAN DO)**
DARYL HALL & JOHN OATES RCA RCA(T) 172 RCA
- 47 77 7 **FOOL (IF YOU THINK IT'S OVER)**
ELKIE BROOKS A&M AMS 8187 CBS
- 48 74 2 **THAT GIRL**
STEVIE WONDER MOTOWN TMG 1254 RCA
- 49 NEW 1 **LET IT RAIN**
UFO CHRYSALIS CHS 2576 POLYGRAM
- 50 32 12 **FLASHBACK**
IMAGINATION R&B RBS(RBL) 206 PRT
- 51 52 3 **STREETS OF LONDON**
ANTI-NOWHERE LEAGUE WXYZ ABCD 1 PINNACLE
- 52 89 2 **IMAGINE**
RANDY CRAWFORD WARNER BROS K17906 WEA
- 53 33 14 **LET'S GROOVE**
EARTH WIND & FIRE CBS CBS A(13)1679 CBS ○
- 54 79 2 **NO LOVE**
JOAN ARMATRADE A&M AMS 8179 CBS
- 55 NEW 1 **THE LION SLEEPS TONIGHT**
TIGHT FIT JIVE JIVE 9 CBS
- 56 NEW 1 **SHE LOVED LIKE DIAMOND**
SPANDAU BALLET CHRYSALIS CHS 2585 POLYGRAM
- 57 38 14 **WHY DO FOOLS FALL IN LOVE?**
DIANA ROSS CAPITOL CL 226 EMI ○
- 58 62 18 **OPEN YOUR HEART**
HUMAN LEAGUE VIRGIN VS 453(12) CBS
- 59 NEW 1 **MIRROR MIRROR**
DIANA ROSS CAPITOL (12)CL 234 EMI
- 60 55 35 **PAPA'S GOT A BRAND NEW PIG BAG**
PIG BAG Y Y 10 ROUGH TRADE/INDIES
- 61 85 2 **FELICITY**
ORANGE JUICE POLYDOR POSP(X) 386 POLYGRAM
- 62 43 16 **JOAN OF ARC**
ORCHESTRAL MANOEUVRES IN THE DARK DINDISC DIN 36(12) CBS
- 63 35 13 **CAMBODIA**
KIM WILDE RAK RAK 336 EMI

TITLE
 ARTIST Label Catalogue No DISTRIBUTOR

Key

- ☆ Platinum Disc 1 million sales (BPI certified)
- Gold Disc 1/2 million sales (BPI certified)
- Silver Disc 1/4 million sales (BPI certified)
- () Brackets as part of a catalogue number indicates 12-inch availability, eg: VS 435(12) indicates: VS 435 = 7-inch single VS 43512 = 12-inch single

- 64 NEW 1 **QUEEN OF THE RAPPING SCENE (NOTHING EVER GOES)**
MODERN ROMANCE WEA K18929 WEA
- 65 72 3 **LET'S CELEBRATE**
NEW YORK SKYY EPIC EPC A(13)1898 CBS
- 66 39 16 **BEGIN THE BEGUINE**
JULIO IGLESIAS CBS CBS A1612 CBS ○
- 67 67 8 **PERHAPS LOVE**
PLACIDO DOMINGO WITH JOHN DENVER CBS CBS A1905 CBS
- 68 92 2 **DON'T TELL ME**
CENTRAL LINE MERCURY MER(X) 90 POLYGRAM
- 69 NEW 1 **CALLS THE TUNE**
HAZEL O'CONNOR A&M AMS 8203 CBS
- 70 54 10 **WILD IS THE WIND**
DAVID BOWIE RCA BOW(T) 10 RCA
- 71 NEW 1 **SOME GUYS HAVE ALL THE LUCK**
ROBERT PALMER ISLAND WIP 6754 EMI
- 72 86 2 **COMING IN AND OUT OF YOUR LIFE**
BARBRA STREISAND CBS CBS A1789 CBS
- 73 NEW 1 **FUNGI MAMA**
TOM BROWNE ARISTA ARIST (12)450 POLYGRAM
- 74 51 9 **SWEET DREAMS**
ELVIS COSTELLO F.BEAT XX 19 WEA
- 75 63 7 **HEADBUTTS**
JOHN OTWAY & WILD WILLY BARRETT STIFF INDIE STIN 1 SPARTAN
- 76 NEW 1 **GROOVE BABY GROOVE (EP)**
STARGAZERS EPIC EPC A1924 CBS
- 77 47 11 **FOUR MORE FROM TOYAH (EP)**
TOYAH SAFARI TOY 2 SPARTAN
- 78 78 14 **VISION OF CHINA**
JAPAN VIRGIN VS 436(12) CBS
- 79 49 13 **TURN YOUR LOVE AROUND**
GEORGE BENSON WARNER BROS K17877(T) WEA
- 80 61 14 **STEPPIN' OUT**
KOOL & THE GANG DE-LITE DE(X) 4 POLYGRAM
- 81 99 2 **FALLING IN LOVE AGAIN**
TECHNO TWINS PRT 7P(12P) 224 PRT
- 82 84 23 **HAPPY BIRTHDAY**
ALTERED IMAGES EPIC EPC A(13)1522 CBS ○
- 83 94 2 **PIECE OF MY HEART**
SAMMY HAGAR GEFFEN GEF A1884 WEA
- 84 46 13 **UNDER PRESSURE**
QUEEN/DAVID BOWIE EMI EMI 5250 EMI ○
- 85 71 9 **STARS OVER 45**
CHAS & DAVE ROCKNEY KOR 12 PRT
- 86 45 14 **THE LUNATICS HAVE TAKEN OVER THE ASYLUM**
FUN BOY THREE CHRYSALIS CHS 2563 POLYGRAM
- 87 76 16 **EVERY LITTLE THING SHE DOES**
POLICE A&M AMS 8174 CBS ○
- 88 42 9 **THEME FROM 'BRIDESHEAD REVISITED'**
SOUNDTRACK CHRYSALIS CHS 2562 POLYGRAM
- 89 80 10 **THE OLD SONG**
BARRY MANILOW ARISTA ARIST 443 POLYGRAM
- 90 58 16 **FAVOURITE SHIRTS**
HAIRCUT ONE HUNDRED ARISTA-CLIP CLIP 1 POLYGRAM
- 91 NEW 1 **GO WILD IN THE COUNTRY**
BOW-WOW-WOW RCA RCA(T) 175 RCA
- 92 87 11 **IN GOD WE TRUST (EP)**
DEAD KENNEDYS STATIK STAT EP2 STAGE ONE
- 93 73 13 **VOICE**
ULTRAVOX CHRYSALIS CHS (12)2559 POLYGRAM
- 94 NEW 1 **NIGHTCRUISING**
BAR-KAYS MERCURY MER(X) 89 POLYGRAM
- 95 48 8 **THE HOKEY-COKEY**
SNOWMEN STIFF ODB 1 CBS
- 96 NEW 1 **TENDERNESS**
DIANA ROSS MOTOWN TMG(T) 1248 RCA
- 97 93 11 **I COULD NEVER MISS YOU (MORE THAN I DO)**
LULU ALFA ALS 01700 CBS
- 98 65 18 **PHYSICAL**
OLIVIA NEWTON-JOHN EMI EMI 5234 EMI
- 99 59 13 **I GO TO SLEEP**
PRETENDERS REAL ARE 18 WEA
- 100 NEW 1 **MOVE ON**
FASHION ARISTA ARIST 440 POLYGRAM

Bubbling Under

- 101 NEVER TOO MUCH LUTHER VANDROSS (EPIC EPC A(13)1857)
- 102 YOU DON'T LIKE MY MUSIC K.I.D. (EXCALIBUR EXC(L) 515)
- 103 DON'T STOP MOOD (RCA RCA(T) 171)
- 104 VIGELAGELA PIRANHAS (DAKOTA/DAK 2)
- 105 DON'T STOP BELIEVING JOURNEY (CBS CBS A 1728)
- 106 MICKEY TONI BASIL (RADIAL CHOICE TIC4)
- 107 BEAUTIFUL WORLD DEVO (VIRGIN VS 470)
- 108 WHAT'S FUNK PERRY HAINES (FETISH FE(T)14)
- 109 I'VE GOT TO LEARN TO SAY NO RICHARD D'IMPRESA FIELDS (EPIC EPC A 1918)
- 110 SPIRIT IN THE SKY CHEATERS (REVO/ALBION ION 10281)
- 111 SPIRIT OF THE DANCER EVELYN KING (RCA RCA (T)179)
- 112 I'VE HAD ENOUGH EARTH WIND AND FIRE (CBS CBS A(13)1959)
- 113 BANNED FROM THE PUBS PETER & THE TEST TUBE BABIES (NO FUTURE OI 4)
- 114 WATERLINE A CERTAIN RATIO (FACTORY FAC 52)
- 115 YESTERDAY'S HEROES 4-SKINS (SECRET SHH 125)
- 116 FRIDAY THE THIRTEENTH (EP) DAMNED. (NEMS NES 305)
- 117 MERRY CRASSMAS (EP) CRASS (CRASS COLD TURKEY 1)
- 118 DREAM LOVER DANA (CREOLE CR 26)
- 119 YOU'RE THE ONE FOR ME D TRAIN ((PRELUDE PRLD 6211))
- 120 MODERN LOVE IS AUTOMATIC/DNA A FLOCK OF SEAGULLS (JIVE JIVE(T) 8)
- 121 I WHO HAVE NOTHING MANFRED MANN (BRONZE BRO 137)
- 122 109 CHAS JANKEL (A&M AMS(X)8173)
- 123 I'M GLAD THAT YOU'RE HERE (VOCAL) ALPHONSE MOUZON (LONDON HL(X) 10581)
- 124 JAZZ THE GLASS CABARET VOLTAIRE (ROUGH TRADE RT 95)
- 125 SATURDAY NIGHT SPECIAL FAD GADGET (MUTE MUTE 17)
- 126 DISTORTION TO DEAFNESS DISORDER (DISORDER ORDER 2)
- 127 BOB HOPE TAKES NO RISKS RIP RIG & PANIC (VIRGIN VS 468(12))
- 128 THE SECOND TIME(THEME FROM 'BLITIS') ELAINE PAIGE (WEA K 18932)
- 129 THERE'S A PARTY GOING ON RACEY (RAK RAK 338)
- 130 CAN'T KEEP HOLDING ON SECOND IMAGE (POLYDOR POSP(X) 336)

Index A-Z Guide to producer

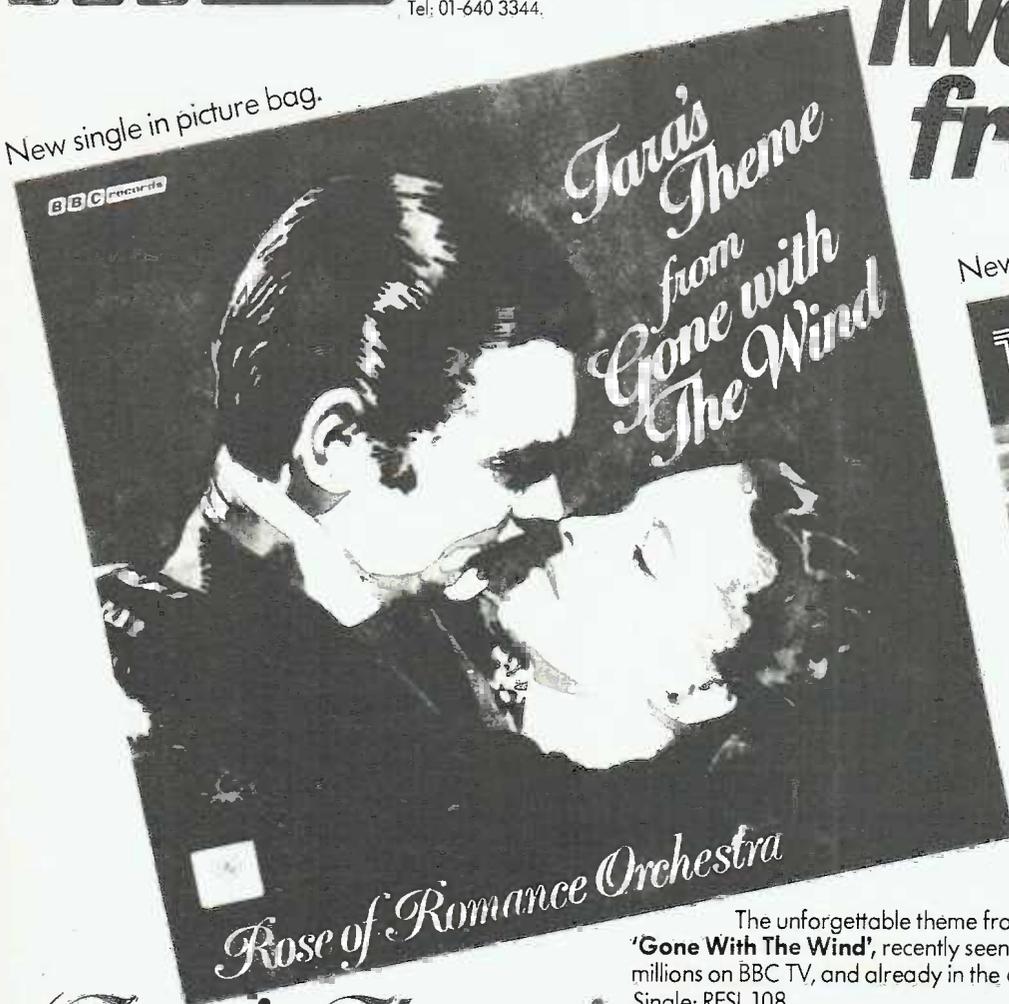
- ANT RAP CHRIS HUGHES (EMI) 23
- ARTHUR'S THEME STEPHEN PALEY/MICHAEL DMARTIAN (WARNER BROS) 10
- BEDSITTER MIKE THORNE (METROPOLIS/WARNER BROS) 41
- BEGIN THE BEGUINE RAMON ARCUJA (CHAPPELL) 66
- BEING BOILED HUMAN LEAGUE (VIRGIN) 6
- BIRDIE SONG HENRY HADAWAY (VALENTINE) 45
- THE TUNE (I) 69
- CAMBODIA R. WILDE (RICKIM/RACK) 63
- COMING IN AND OUT OF YOUR LIFE ANDREW LLOYD WEBBER (COPYRIGHT CONTROL) 72
- COMPUTER LOVE RALF & FLORIAN (EMI) 1
- DADDY'S HOME CLIFF RICHARD (PLANETARY NOM/LONDON) 29
- DEAD RINGER FOR LOVE MEAT LOAF/STEPHEN GOLFAS (DICK JAMES) 11
- DO YOU BELIEVE IN THE WESTWORLD MICK JONES (BLACKHILL) 40
- DON'T TELL ME ROY CARTER/CENTRAL LINE (LTL) 68
- DON'T WALK AWAY DAVID WOLFERT (RONDOR) 19
- DON'T YOU WANT ME MARTIN RUSHENT (VIRGIN) 9
- DROWNING IN BERLIN PAUL LYNTON (SERVECITY LTD) 13
- EASIER SAID THAN DONE NIGEL WRIGHT (SCRATCH) 18
- EUROPEAN SON JOHN PUNTER (NOMIS) 25
- EVERY LITTLE THING SHE DOES HUGH PADGHAM/POLICE (VIRGIN) 87
- FALLING IN LOVE AGAIN SIMON HUMPHREY/NICK BATTLE (CAMPBELL-CONNELLY) 81
- FAVOURITE SHIRTS BOB SARGANT (BRYAN MORRISON) 90
- FELICITY ADAM KIDRON (COPYRIGHT CONTROL) 61
- FLASHBACK TONY SWAIN/STEVE JOLLEY (RED BUS INTERNATIONAL) 60
- FOOL (IF YOU THINK IT'S OVER) GUS DUDGEON (RONDOR) 47
- FOUR MORE FROM TOYAH (EP) NICK TAUBER (SWEET & SOUR SONGS) 77
- SUNDE MAMA (I) 73
- GET DOWN ON IT EUMIR DEODATO (PLANETARY NOM) 4
- GO WILD IN THE COUNTRY (I) 91
- GOLDEN BROWN STRANGLERS/STEVE CHURCHYARD (EMI) 5
- GROOVE BABY GROOVE/JUMP AROUND (I) 76
- HAPPY BIRTHDAY MARTIN RUSHENT (BEAM DOWN/WARNER BROS) 82
- HEADBUTTS WILLIE BARRETT (AND SON/RED SHADOW) 75
- I CAN'T GO FOR THAT (NO CAN DO) (I) 46
- I COULD BE HAPPY MARTIN RUSHENT (BEAM DOWN/WARNER BROS) 15
- I COULD NEVER MISS YOU (MORE THAN I DO) MARK LONDON (ROCKET) 97
- I GO TO SLEEP CHRIS THOMAS (EDWARD KAFFNER) 99
- I JUST WANNA (SPEND SOME TIME WITH YOU) CAMERON (EMI) 17
- I WANNA BE A WINNER B.A. ROBERTSON (EDMONDS-ROBERTSON/ATV) 21
- IMAGINE TOMMY LIPUMA (NORTHERN SONGS) 62
- IN GOD WE TRUST (EP) NORM (VIRGIN/COPYRIGHT CONTROL/VOLTA/SOUND DIAGRAMS/EDITIONS SALABERT) 92
- IT MUST BE LOVE CLANGER/WINSTANLEY (MAM) 16
- I'LL FIND MY WAY HOME VANGELIS (B.V./TOUGH KNOT) 8
- JOAN OF ARC ORCHESTRAL MANOEUVRES/RICHARD MANWARING (DINDISC/DINSONG) 62
- LANDSLIDE JOHN FARRAR (RONDOR) 42
- LET IT RAIN (I) 49
- LET'S CELEBRATE RANDY MULLER/SOLOMON ROBERTS JR. (CARLIN) 65
- LET'S GROOVE MAURICE WHITE (SAGGIFIRE/YOUGOULE) 53
- LISTEN/SAD-FYED PEOPLE TIM FRIESE-GREEN (RIGID DIGITS) 24

- LOVE ACTION (I BELIEVE IN LOVE) MARTIN RUSHENT/HUMAN LEAGUE (DINSONG/VIRGIN) 43
- LOVE PLUS ONE BOB SARGANT (BRYAN MORRISON) 38
- MAID OF ORLEANS RICHARD MAINWARING/ORCHESTRAL MANOEUVRES (DINSONG) 12
- MIRROR MIRROR (I) 59
- MIRROR MIRROR 7. HORN ISLAND/CARLIN) 7
- MOVE ON (I) 100
- MY OWN WAY COLIN THURSTON (TRITEC/PETER MAN/CARLIN) 36
- NEVER GIVE UP ON A GOOD THING (I) 35
- NIGHTCRUISING (I) 94
- NO LOVE STEVE LILLYWHITE (RONDOR) 64
- OH JULIE STUART COLMAN (SHAKEY MUSIC) 3
- ONE OF US ANDERSON/ULVAEUS (BOCU/BLAR) 22
- OPEN YOUR HEART MARTIN RUSHENT/HUMAN LEAGUE (DINSONG/SOUND DIAGRAMS) 58
- PAPA'S GOT A BRAND NEW PIG BAG DAVE HUNT/DICK O'DELL/PIGSAG (ROUGH TRADE) 60
- PERHAPS LOVE MILTON OKUN (INTERWORLD) 67
- PHYSICAL JOHN FARRAR (BOCU/ATV) 98
- PIECE OF MY HEART KEITH OLSEN (PLANETARY NOM) 83
- QUEEN OF THE SCENE (NOTHING EVER GOES) (I) 64
- RESTLESS STEVE SMITH (PUSSY/CHAPPELL) 32
- ROCK 'N' ROLL STATUS QUO/JOHN EDEN (DUMP/EATON) 33
- SENSES WORKING OVERTIME HUGH PADGHAM/XTC (VIRGIN) 26
- SHE LOVED LIKE DIAMOND RICHARD JAMES BURGESS (REFORMATION) 56
- SOME GUYS HAVE ALL THE LUCK (I) 71
- SPIRITS POLICE/HUGH PADGHAM (VIRGIN) 37
- STARS OVER 45 CHAS & DAVE (I) 85
- STEPPIN' OUT EUMIR DEODATO (PLANETARY NOM) 80
- STREETS OF LONDON AURABLE PRODUCTIONS (ESSEX) 61
- SWEET DREAMS BILLY SHERILL (ACUFF-ROSE) 74
- TAINED LOVE MIKE THORNE (INTERSONG/BURLINGTON) 39
- TENDERNESS (I) 96
- THAT GIRL STEVE WONDER (JOBETE/BLACK BULL) 48
- THE BOILER JERRY DAMMERS (CHRYSALIS/PLANGENT VISIONS) 34
- THE HOKEY-COKEY PLATINUM (CAMPBELL CONNELLY/WALL STREET/CHAPPELL) 95
- THE LAND OF MAKE BELIEVE ANDY HILL/BIGNOTE MUSIC PRODUCTIONS (PAPER HILL) 2
- THE LION SLEEPS TONIGHT TIM FRIESE-GREEN (CROMWELL) 55
- THE LUNATICS HAVE TAKEN OVER THE ASYLUM DAVE JORDAN (PLANGENT VISIONS) 86
- THE OLD SONG BARRY MANILOW (WARNER BROS) 89
- THEME FROM BRIDESHEAD REVISITED FIRST COMPOSERS/DAVID JAPP (L&W CHESTER) 88
- THEME FROM HILL ST. BLUES MIKE POST (MTM/ASCAP) 31
- TICKET TO THE MOON/HERE IS THE NEWS JEFF LYNNE (JET/APRIL) 28
- TROUBLE LINDSEY BUCKINGHAM/RICHARD DASHUT (MCPS) 44
- TURN YOUR LOVE AROUND JAY GRAYDON (CARLIN/REHTAKULVECTS/JSH) 79
- UNDER PRESSURE QUEEN/DAVID BOWIE (QUEEN/EMI/JONES/MAINMAN/MCPS) 84
- VISION OF CHINA STEVE NYE (CHADWICK NOMIS/VIRGIN) 78
- VOICE CONNY PLANK/ULTRAVOX (MOOD MUSIC/ISLAND) 93
- WAITING FOR A GIRL LIKE YOU ROBERT JOHN LANGE (WARNER BROS) 14
- 'WEDDING BELLS GODLEY & CREME (ST. ANNE'S) 30
- WHY DO FOOLS FALL IN LOVE? DIANA ROSS (CHAPPELL) 67
- WILD IS THE WIND DAVID BOWIE/HARRY MASLIN (CARLIN) 70
- YELLOW PEARL PHILIP LYNOTT/KIT WOOLVEN (I) 20
- YOUNG TURKS ROD STEWART/JIM CREGAN (RIVA) 27



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'Tara's Theme' by The Rose Of Romance Orchestra.

The unforgettable theme from 'Gone With The Wind', recently seen by millions on BBC TV, and already in the charts. Single: RESL 108

Two fast movers from BBC TV.

New single in picture bag.



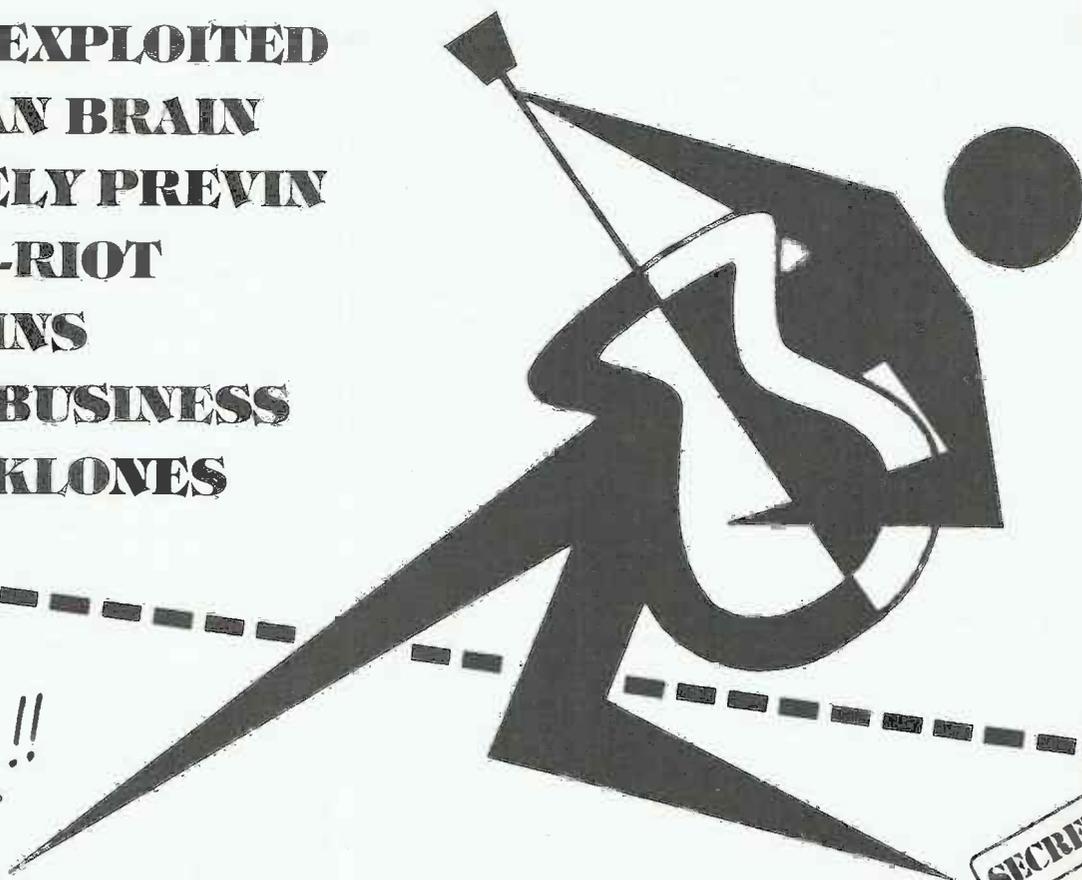
Featured on the Noel Edmonds Sunday Show BBC Radio 1

Taken from the spectacular BBC TV film 'Gibson And The Red Arrows', demand for 'Fly' is taking off fast. Single: RESL 95

'FLY' by the O.D.S. Band.

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Solid Groove Sounds

Solid Groove

SOLID GROOVE was formed by Ainsley MacKenzie five months ago in Croydon, Surrey. His partner, Tony Markham, will be going to Midem, taking with him their small but classy reggae-based catalogue – three albums and eight singles – of both released and unreleased material.

The albums are UK to JA – Lovers And Rockers, Spirit of Ecstasy by Tradition and Radical Dub Session, a compilation. The label is hoping to get a major distribution for Europe at Midem. *Solid Groove's* UK distribution is by Pinnacle.



Vince Edwards – founder of V-Tone

player from The Dark, but possibly the label's hottest UK property at the moment is the RB indie chart album from UK Decay. The near future will see a new album from The Lines and a Fresh Records compilation.

Steve Brown, who is also the man behind Red Records, wants to make contact with overseas distributors in countries where Fresh does not already have licence arrangements who are willing to bring in finished product.

Secret

AFTER BUILDING up a strong corporate image for West-Country distributor Revolver Records' label offshoot Recreational Records, Chris Parker is now keen to find outlets abroad for the firm's six-release catalogue.

"We have generated some European interest already," said Parker "And now that our principal aim of getting known in the UK is far enough advanced, we want to



Positive Noise and Men Without Hats – both Statik acts.

stimulate foreign sales."

Delegates interested in finding out more about the label's material and Recreational Music publishing catalogue can contact Charlie Crane on the ATV Music stand.

Recreational's priority band is Talisman – an up-and-coming reggae combo which has recently returned from a tour of Holland and Germany, while there are new releases on the way from new six-piece Bristol band Animal Magic who have a four-track 12-inch single scheduled for February in the PigBag dance mould, and The Ivory Coasters who are based in Brixton as an eight-piece, playing African high-life stylings with UK overtones. Parker is hoping to put together a package tour featuring all the label's working bands to tour abroad in the near future.

Also represented by Recreational is the



The Dead Kennedys on Statik



UB40 on DEP

● TO P.16

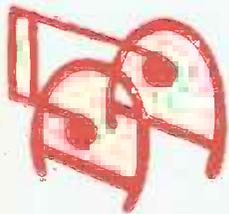
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PHONE THE HOTLINE: 0689 73146

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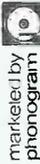
'NIGHTCRUISING'

'HIT AND RUN'



7" MER 89

12" MERX 89



marked by
phonogram

- 1 3 4 **GET DOWN ON IT**
KOOL & THE GANG DE-LITE DE(X) 5 POLYGRAM
- 2 1 5 **I JUST WANNA**
(SPEND SOME TIME WITH YOU)
ALTON EDWARDS STREET WAVE STR A(13) 1897
CBS
- 3 6 10 **EASIER SAID THAN DONE**
SHAKATAK POLYDOR POSP(X) 375 POLYGRAM
- 4 8 3 **YOU'RE THE ONE FOR ME**
DI TRAIN EPIC A(13) 2016 CBS
- 5 19 2 **FUNGI MAMA**
TOM BROWNE ARISTA ARIST (12) 450 POLYGRAM
- 6 7 2 **NEVER GIVE UP ON A GOOD THING**
GEORGE BENSON WARNER BROS K17902 WEA
- 7 NEW 1 **I CAN'T GO FOR THAT (NO CAN DO)**
DARYL HALL & JOHN OATES RCA/RCA(T) 172 RCA
- 8 5 7 **LET'S CELEBRATE**
NEW YORK SKYY EPIC A(13) 1898 CBS
- 9 23 3 **DON'T TELL ME**
CENTRAL LINE MERCURY MEX(X) 90 POLYGRAM
- 10 12 3 **THIS BEAT IS MINE**
VICKY 'D' (US SAM S-12343) IMPORT
- 11 NEW 4 **THAT GIRL**
STEVIE WONDER MOTOWN TMG 1254 RCA
- 12 14 7 **DON'T WALK AWAY**
FOUR TOPS CASABLANCA CAN(X) 1006
POLYGRAM
- 13 13 8 **THEME FROM HILL ST. BLUES**
MIKE POST WARNER BROS K12578(T) WEA
- 14 14 **YOU DON'T LIKE MY MUSIC**
(HUPENDI MUSIKI WANGO)
K.I.D. EXCALIBUR EX(L) 515 PRT

Disco Top 50

- 15 36 3 **NIGHTCRUISING**
BAR-KAYS MERCURY MEX(X) 89 POLYGRAM
- 16 13 6 **BODYSHAKE**
T.C. CURTIS GROOVE PRODS GP 112(T) PINNACLE
- 17 21 2 **DON'T DEPEND ON ME**
DIRECT DRIVE OVAL DRIVE 20
GREYHOUND/PINNACLE
- 18 42 2 **MIRROR MIRROR**
DIANA ROSS CAPITOL (12) CL 234 EMI
- 19 6 12 **FLASHBACK**
IMAGINATION R&B RBS(RBL) 208 PRT
- 20 4 15 **LET'S GROOVE**
EARTH WIND & FIRE CBS CBS A(13) 1697 CBS
- 21 11 9 **NEVER TOO MUCH**
LUTHER VANDROSS EPIC EPIC A(13) 1857 CBS
- 22 44 2 **HELP IS ON THE WAY**
WHATNAUTS (HARLEM INTERNATIONAL
HIR 110) IMPORT
- 23 16 11 **WHERE IS MY SUNSHINE**
CACHE GROOVE PRODS GP 111(T) PINNACLE
- 24 10 11 **LOVE FEVER**
GAYLE ADAMS EPIC A(13) 7498 CBS

- 25 33 3 **SHOUT ABOUT IT**
LAMONT DOZIER (M&M MM 103) IMPORT
- 26 32 3 **YOU TURN ME ON**
TOMORROW'S EDITION (ATLANTIC) IMPORT
- 27 22 7 **MAKE UP YOUR MIND**
ALURRA (US SALS SOUL SG 360) IMPORT
- 28 9 20 **TURN YOUR LOVE AROUND**
GEORGE BENSON WARNER BROS K17877(T)
WEA
- 29 NEW 1 **SPIRIT OF THE DANCER**
EVELYN KING RCA/RCA (T) 179 RCA
- 30 NEW 1 **IMAGINE**
RANDY CRAWFORD WARNER BROS K17906 WEA
- 31 26 12 **CAN'T KEEP HOLDING ON**
SECOND IMAGE POLYDOR POSP(X) 336
POLYGRAM
- 32 37 14 **LET'S START THE DANCE AGAIN**
BOHANNON (US PHASE II 4W902499) IMPORT
- 33 29 7 **WHAT'S FUNK**
PERRY HAINES FETISH FEET 14 ROUGH TRADE
- 34 NEW 1 **QUEEN OF THE RAPPING SCENE!**
(NOTHING EVER GOES)
MODERN ROMANCE WEA K18928(T) WEA

- 35 20 10 **I'M GLAD THAT YOU'RE HERE**
ALPHONSE MOUZON LONDON HL(X) 10581
POLYGRAM
- 36 NEW 1 **WAIT FOR ME**
SLAVE COTILLON K17702 WEA
- 37 NEW 1 **I'VE GOT TO LEARN TO SAY NO**
RICHARD 'DIMPLES' FIELD EPIC EPIC A 1918 CBS
- 38 40 2 **TENDERNESS**
DIANA ROSS MOTOWN TMG(T) 1248 RCA
- 39 24 11 **AY AY AY MOOSEY**
MODERN ROMANCE WEA K18883(T) WEA
- 40 NEW 1 **PORTUGUESE LOVE**
TEENA MARIE MOTOWN TMG(T) 1251 RCA
- 41 38 7 **JUST A LITTLE BIT**
CARROLL THOMPSON RED BUS RBUS(L) 05 PRT
- 42 NEW 1 **JUST A FEELING**
FIVE SPECIAL ELEKTRA K12588 WEA
- 43 30 9 **WE'LL MAKE IT**
MIKE & BRENDA SUTTON (US SAM S-12342)
IMPORT
- 44 NEW 1 **GO BACK**
GOLDIE ALEXANDER (CHAZ RO CHDS 2521)
IMPORT
- 45 39 6 **SHOOT THE PUMP**
J. WALTER NEGRO ISLAND WIP 6785 EMI
- 46 25 13 **STARCHILD**
LEVEL 42 POLYDOR POSP(X) 343 POLYGRAM
- 47 47 14 **KILIMANJARO**
LETTA MIBULLU (US MJS MJS-101) IMPORT
- 48 NEW 1 **GET UP AND DANCE**
MYNK POSSE IMPORT
- 49 28 27 **PAPA'S GOT A BRAND NEW PIG BAG**
PIG BAG Y Y 10 ROUGH TRADE/INDIES
- 50 NEW 1 **WATCH OUT**
BRANDI WELLS VIRGIN VS 479(12) CBS

- 1 2 4 **DO YOU BELIEVE IN THE WESTWORLD**
THEATRE OF HATE BURNING ROME BRR 2 ROUGH TRADE
- 2 7 2 **DROWNING IN BERLIN**
MOBILE RIALTO RIA 3 PINNACLE
- 3 1 6 **STREETS OF LONDON**
ANTI-NOWHERE LEAGUE WXYZ ABCD 1 PINNACLE
- 4 NEW **COUNTRY FIT FOR HEROES**
VARIOUS NO FUTURE OI 3 ROUGH TRADE
- 5 11 1 **IN GOD WE TRUST (EP)**
DEAD KENNEDY'S STATIK STAGE 2 EP 2 STAGE ONE
- 6 10 10 **DON'T LET 'EM GRIND YOU DOWN**
EXPLOITED & ANTI-PASTI SUPERVILLE EXP 1003 PINNACLE
- 7 3 3 **EVERYTHING'S GONE GREEN**
NEW ORDER FACTORY/BENELUX FAC BN 08 ROUGH TRADE
- 8 38 1 **PAPA'S GOT A BRAND NEW PIG BAG**
PIG BAG YY10 ROUGH TRADE/INDIES
- 9 8 8 **THIS IS YOUR CAPTAIN SPEAKING (EP)**
CAPTAIN SENSIBLE CRASS 321984/5 ROUGH TRADE
- 10 17 15 **THE "SWEETEST GIRL"**
SCRITTI POLITTI ROUGH TRADE RT 091 ROUGH TRADE/PINNACLE
- 11 2 2 **BANNED FROM THE PUBS**
PETER & THE TEST TUBE BABIES NO FUTURE OI 4 ROUGH TRADE
- 12 12 82 **LOVE WILL TEAR US APART**
JOY DIVISION FACTORY FAC 23 ROUGH TRADE
- 13 9 6 **MERRY CRASSMAS (EP)**
CRASS CRASS COLD TURKEY 1 ROUGH TRADE/INDIES

- 14 14 10 **LIE, DREAM OF A CASINO SOUL**
FALL KAMERA ERA 001 PINNACLE
- 15 13 10 **FOUR MORE FROM TOYAH (EP)**
TOYAH SAFARI TOY 2 SPARTAN
- 16 16 8 **HEADBUTTS**
JOHN OTWAY & WILLY BARRETT STIFF INDIE
- 17 19 8 **WATERLINE**
A CERTAIN RATIO FACTORY FAC 52 ROUGH TRADE/PINNACLE
- 18 23 13 **SIX GUNS**
ANTI-PASTI RONDELET ROUND 10 SPARTAN
- 19 15 9 **DISTORTION TO DEAFNESS**
DISORDER DISORDER ORDER 2 ROUGH TRADE
- 20 25 3 **SIX PACK (EP)**
BLACK FLAG ALTERNATIVE TENTACLES VIRUS 9 STAGE ONE
- 21 30 3 **LAST ROCKERS/RESURRECTION**
VICE SQUAD RIOT CITY RIOT 1/2 INDIES
- 22 18 10 **FRIDAY THE THIRTEENTH (EP)**
DAMNED NEWS NES 305 STAGE ONE
- 23 28 12 **HARRY MAY**
BUSINESS SECRET SSH 123 STAGE ONE
- 24 24 60 **HOLIDAY IN CAMBODIA**
DEAD KENNEDY'S CHERRY RED (12) CHERRY 13 PINNACLE

- 25 27 8 **JAZZ THE GLASS**
CABARET VOLTAIRE ROUGH TRADE RT 95 ROUGH TRADE
- 26 36 3 **TALK ABOUT RUN**
CLINT EASTWOOD & GENERAL SAINT GREENSLEEVES (12) OINK 2 SPARTAN/JET STAR
- 27 20 34 **TOO DRUNK**
DEAD KENNEDY'S CHERRY RED CHERRY 24 PINNACLE
- 28 32 11 **EVACUATE**
CHELSEA FAULTY PRODUCTS SF 20 PINNACLE
- 29 22 8 **THE BIG GOLD DREAM**
FIRE ENGINES FAST PRODUCTS POP 013 STAGE ONE
- 30 10 6 **BOLLOCKS TO CHRISTMAS (EP)**
VARIOUS SECRET SHH 126 STAGE ONE
- 31 38 2 **BALL OF CONFUSION**
ZEITGEIST JAMMING! CREATE 2 PINNACLE
- 32 29 9 **DEMOLITION OF WAR (EP)**
SUBHUMANS SPIDERLEG SOB 1 ROUGH TRADE
- 33 34 51 **NAGASAKI NIGHTMARE**
CRASS CRASS 421984/2 ROUGH TRADE/INDIES
- 34 26 18 **PROCESSION/EVERYTHING'S GONE GREEN**
NEW ORDER FACTORY FAC 53 ROUGH TRADE/PINNACLE

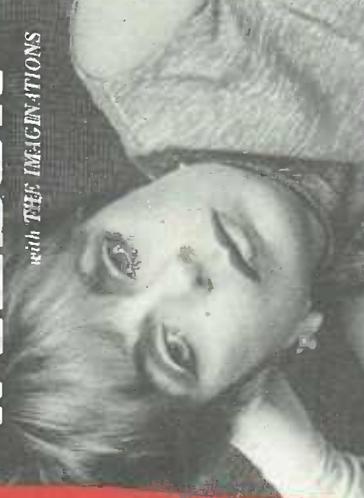
- 35 27 8 **THREE PEACE SUITE (EP)**
SNIPERS CRASS 321984/4 ROUGH TRADE/INDIES
- 36 40 58 **ATMOSPHERE**
JOY DIVISION FACTORY FAC US 2 UK ROUGH TRADE
- 37 37 11 **WHITE CAR IN GERMANY**
ASSOCIATES SITUATION 2 SIT 11 PINNACLE
- 38 34 12 **ALL-OUT ATTACK**
BLITZ NO FUTURE OI 1 ROUGH TRADE
- 39 33 20 **REALITY**
CHRON-GEN STEP FORWARD SF 19 INDIES
- 40 46 17 **DEAD CITIES (EP)**
EXPLOITED SECRET SHH 120 STAGE ONE
- 41 35 18 **POLICE STORY**
PARTISANS NO FUTURE OI 2 ROUGH TRADE
- 42 52 52 **EXPLOITED BARMY ARMY**
EXPLOITED SECRET SHH 113 STAGE ONE
- 43 39 15 **SUNNY DAY**
PIG BAG YY12 ROUGH TRADE/INDIES
- 44 43 76 **REALITY ASYLUM**
CRASS CRASS 1945/4 U ROUGH TRADE/INDIES
- 45 44 15 **KIDS OF THE 80'S**
INFRA RIOT SECRET SHH 117 STAGE ONE
- 46 50 77 **TRANSMISSION**
JOY DIVISION FACTORY FAC 13 ROUGH TRADE/PINNACLE
- 47 47 82 **ARMY LIFE**
EXPLOITED SECRET SHH 112 STAGE ONE
- 48 50 16 **JUST CAN'T GET ENOUGH**
DEPECHE MODE MUTE MUTE 016 SPARTAN/INDIES O
- 49 24 24 **NEW LIFE**
DEPECHE MODE MUTE MUTE 014 STAGE ONE
- 50 46 32 **PUPPETS OF WAR (EP)**
CHRON GEN FRESH FRESH 38 PINNACLE

Indie Top 50

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with THE IMAGINATIONS



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LIGHTNING	01 988 5255	PROBE	051 227 5648
RED RHINO	0804 30498	FRESH	01 258 0572
		GRADUATE (WEST MIDLANDS)	0384 58048

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ON WXYZ RECORDS ABCD 1



DOUBLE B-SIDE

STREETS OF LONDON

+ SO WHAT...

AVAILABLE FROM

FAULTY PRODUCTS (01 7270734) PINNACLE (0689 73126)

Riot City label run by Simon Edwards who was previously involved with the pioneer Bristol outfit Heartbeat. Its catalogue numbers a series of singles by the Vice Squad which have done good business in the UK along with 45s by The Insane, Abrasive Wheels, Court Martial, The Undead, and The Expelled.

V-Tone

V-TONE was launched by Vince Edwards and record producer Tony Atkins six months ago, in Redbridge, Sussex. The label's first release was 'Right Back Where We Started From' by the Jay-Vees, and a more recent minor hit was the 'Star Turn On 45 Pints' single.

Tony Atkins is staying at the Martinez Hotel and can be contacted through the ATV Music stand. V-Tone will be looking for new material from continental companies, as well as licensing for the label all over the world. The current single is 'Don't Come Crying' (V-TONE 004) by international hitmakers the Rubettes. UK distribution is by Spartan.

DEP International

DEP International, the label formed as UB40's exclusive outlet following the board's departure from Dudley's Graduate company started trading in May of 1981. The releases to date comprise two singles, two albums - the last of which was Present Arms in Dub (LP DEP 2).

The label will be represented by Paul

Rodwell, who will be staying at the Majestic Hotel and can be contacted at the ATV Music stand. The main purpose of the visit will be to liaise with licensees and to secure a deal for DEP International in America and Canada. It is already with CRI for Europe, and RTC for New Zealand. A new single, 'I Won't Close My Eyes' (7 DEP 3) by UB 40 will be issued during the first week of February, UK distribution by Spartan.

Bridgehouse

MOST YOUNG bands who have worked the London pub circuit know Terry Murphy and his goodtime gig The Bridgehouse in Camden Town.

But Terry is also well-known on the indie labels scene as the boss of Bridgehouse Records, a label that has consistently been in the forefront of East London music making and exclusively records the highly-regarded Wasted Youth as well as rock-blues bass player Gerry McAvoy's band.

Murphy is hoping to be in Cannes, where he will be closely connected with Martin-Coulter Music's stand.

"Both of Bridgehouse's current albums - *Wild and Wondering* from Wasted Youth and *Bassics* from Gerry McAvoy are free for the world outside of the UK," confirmed Murphy. "So we will be looking for licence deals. I am sure there will be plenty of demand because Wasted Youth's album has sold more than 8,000 copies here already. Sub-publishing on both



Terry Murphy at East London's Bridgehouse venue

albums is also available."

Like all the UK small labels, Bridgehouse will be on the look-out for new sounds from around the world.

Designal Push

DESIGNAL PUSH is a promotional company offering a specialist service to independent labels. The company policy is to approach the radio people favourable to the records concerned (not necessarily daytime airplay) and also to concentrate on club/disco plays.

Designal Push can be contacted at Midem through Pete Macklin on the Pacific Records stand.

Charly

ALTHOUGH THE company has no MIDEM stand this year, Charly Records will be strongly represented by chairman Jean-Luc Young and managing director Joop Visser, who are staying at the Montfleury Hotel, and on the look-out for new licence deals in a selection of territories.

As one of the longest-surviving British indies, Charly has carved out a strong business in the rock'n'roll, jazz and r'n'b sectors and is now looking to re-negotiate its Japanese licence and to renew a deal for Italy with Ariston. A new Spanish licence will come up in February while negotiations are proceeding apace with Eastern Bloc countries Hungary, Poland, Yugoslavia and Czechoslovakia.

Charly, which already has its own company in France, is hoping to

finalise arrangements for a wholly-owned Charly label in Brazil, while Charly Publishing Ltd has been split off as a publishing firm in its own right and will be seeking sub-publishing arrangements for its 700-title catalogue in Japan, the USA and South America.

As usual the label will be on the look-out to acquire new catalogues that fit in with its jazz/blues/rock'n'roll policy as well as pushing new African outfit The Shunters. When re-releases from The Sun, Affinity and other exclusive catalogues are added up, the label will be putting out 14 albums and two 10-inch 45s in January alone.

Red Lightnin'

RED LIGHTNIN', a well established blues/R&B label based in Norfolk will be presented at Midem by founder Peter Shertser.

For the first time this year, four UK independent labels specialising in r'n'b will be attending although Shertser believes he has some very competitive catalogue. Red Lightnin' is primarily interested in expanding distribution all over the world, particularly Europe and Japan. Shertser is also on the look out for any obscure R&B product to purchase, and will be taking an album by Roy Gaines and the Crusaders with him.

The label can be contacted on the Ace/Chiswick stand. UK distribution is handled by Pinnacle and the other indies.

REVOLVER DISTRIBUTION



RECREATIONAL RECORDS

- Sport 12 - Talisman/Dole Age (12")
- Sport 22 - Talisman/Run Come Girl (12")
- Sport 3 - Mouth/Ooh, Ah, Yeah!
- Sport 4 - Electric Guitars/Work
- Sport 52 - Animal Magic/Get it right (12")

Represented at Midem by ATV Music Ltd.



RIOT CITY RECORDS

- Riot 3 - Insane/Politics EP
- Riot 4 - Abrasive Wheels/Vicious Circle EP
- 12 Riot 1/2 - Vice Squad/Double EP (12")
- Order 1 - Disorder/Complete Disorder EP
- Order 2 - Disorder/Distortion EP

Represented at Midem by Cherry Red Music Ltd.

Distributed by REVOLVER, 1, Berkeley Crescent, BRISTOL 8. Tel. 0272 299105.



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- THE LINES • A FRESH SELECTION
- FORTHCOMING FRESH ALBUMS
- WILKO JOHNSON'S SOLID SENDERS
- JOHNNY THUNDERS AND
- THE HEARTBREAKERS
- CUDDLY TOYS • MATERIAL
- THE DARK • BRYGADA KRZYVS
- (POLISH NEW WAVE)

RB Indie Chart Survey 1981

Compiled for Record Business by MRIB

Top Labels On The Indie Singles Chart

- 1 Crass
- 2 Factory
- 3 Secret
- 4 Rough Trade
- 5 Rondelet
- 6 Mute
- 7 Clay
- 8 Safari
- 9 Cherry Red
- 10 Postcard
- 11 Riot City
- 12 Y
- 13 Do It
- 14 Fresh
- 15 Albion
- 16 Human
- 17 4AD
- 18 Situation 2
- 19 No Future
- 20 DEP International
- 21 Burning Rome
- 22 SSSS
- 23 Inevitable
- 24 Statik
- 25 Happy Birthday
- 26 Malicious Damage
- 27 Step Forward
- 28 Small Wonder
- 29 Flickknife
- 30 Romans In Britain

Labels With Most Singles In Chart

- | | | |
|---|-------------|----|
| 1 | Rough Trade | 26 |
| 2 | Crass | 15 |
| 3 | Factory | 8 |
| 4 | Fresh | 8 |
| 4 | Albion | 8 |
| 4 | Postcard | 8 |
| 7 | Human | 7 |
| 7 | Cherry Red | 7 |
| 7 | Secret | 7 |
| 7 | Situation 2 | 7 |

Labels With Most Weeks At No. 1

- | | | |
|---|-------------------|----|
| 1 | Safari | 11 |
| 2 | Mute | 10 |
| 3 | Do It | 8 |
| 4 | Factory | 6 |
| 5 | Cherry Red | 5 |
| 5 | DEP International | 5 |
| 7 | Crass | 2 |

- | | | |
|---|------------|---|
| 7 | Clay | 2 |
| 9 | Rondelet | 1 |
| 9 | Superville | 1 |

Top Labels On The Indie Album Chart

- 1 Factory
- 2 Crass
- 3 Safari
- 4 Rough Trade
- 5 4AD
- 6 Graduate
- 7 Secret
- 8 Cherry Red
- 9 DEP International
- 10 Do It
- 11 Greensleeves
- 12 People Unite
- 13 Albion
- 14 Human
- 15 Accessory
- 16 SSSS
- 17 Rondelet
- 18 Fetish
- 19 Statik
- 20 Postcard

Labels With Most Albums In Chart

- | | | |
|---|--|----|
| 1 | Rough Trade | 18 |
| 2 | Factory | 9 |
| 3 | Greensleeves | 6 |
| 3 | 4AD | 6 |
| 5 | Safari | 5 |
| 5 | Albion | 5 |
| 7 | Cherry Red | 4 |
| 8 | Crass | 3 |
| 8 | Mute | 3 |
| 8 | <i>No other label had more than two albums enter the indie chart</i> | |

Labels With Most Weeks At No. 1

- | | | |
|----|-------------------|----|
| 1 | DEP International | 11 |
| 1 | Do It | 11 |
| 3 | Factory | 8 |
| 4 | Crass | 5 |
| 4 | SSSS | 5 |
| 6 | Mute | 3 |
| 7 | Secret | 2 |
| 7 | Human | 2 |
| 7 | Rondelet | 2 |
| 10 | Rough Trade | 1 |

INDIE CHART SURVEY 1981

The Record Business indie chart survey is based upon a points analysis on the indie singles and album charts published in the magazine through 1981. The positions therefore tend to reflect chart consistency and longevity rather than overall sales.

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Airplay Guide

THE TOP COMPUTERISED GUIDE TO RADIO ACTION IN THE UK

AIRPLAY RATING

100% = maximum play on listed stations plus BBC's Top Of The Pops (added later)

			RADIO 1	RADIO 2	LUXEMBOURG	CAPITAL	CLYDE	PICCADILLY	CITY	BRMB	DOWNTOWN	HALLAM	TRENT	METRO	FORTH	TEES	BEACON	VICTORY	ORWELL	SWANSEA	MERCIA	PENNINE	PLYMOUTH	CARDIFF	HEREFORD	BBC SCOTLAND	Cat. No	Disl.	
1	↑	1	OH JULIE SHAKIN STEVENS	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	EPC A1742	C	87
2	↑	8	ARTHUR'S THEME CHRISTOPHER CROSS	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	K17847	W	83
3	↑	7	EASIER SAID THAN DONE SHAKATAK	A	A	A	A	A	A	A	A	A	A	C	A	A	A	A	A	B	B	A	A	A	A	A	POSP 375	F	83
4	↑	10	I'LL FIND MY WAY HOME JON & VANGELIS	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	C	A	A	A	A	A	A	JV 1	F	80
5	↑	12	DON'T WALK AWAY FOUR TOPS	A	A	B	A	B	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CAN 1006	F	79
6	↑	20	GOLDEN BROWN STRANGLERS	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	BP 407	E	72
7	↑	5	GET DOWN ON IT KOOL & THE GANG	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	C	A	B	A	A	A	A	DE 5	F	70
8	↑	13	WAITING FOR A GIRL LIKE YOU FOREIGNER	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	K16696	W	70
9	↑	3	THE LAND OF MAKE BELIEVE BUCKS FIZZ	A	B	A	A	C	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	A	RCA 163	R	68
10	↑	9	I JUST WANNA ALTON EDWARDS	A	A	A	C	B	A	A	A	B	A	A	A	A	A	B	A	B	B	B	A	A	A	STR A1897	C	67	
11	↑	16	THE MODEL KRAFTWERK	A	A	A	B	A	A	A	A	A	A	A	A	A	A	B	A	B	A	B	A	A	A	EMI 5207	E	67	
12	↑	31	THE LION SLEEPS TONIGHT TIGHT FIT	B	A	B	A	B	A	A	B	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	JIVE9	C	66
13	↑	35	MAID OF ORLEANS ORCHESTRAL MANOUVRES IN THE DARK	A	B	A	A	A	A	B	A	B	C	A	B	A	B	A	B	B	A	A	A	A	A	A	DIN 40	C	65
14	↑	41	TROUBLE LINDSEY BUCKINGHAM	A	A	B	A	A	B	A	A	A	A	A	A	A	A	A	C	A	A	B	B	A	A	A	MER 85	I	65
15	↑	18	I CAN'T GO FOR THAT (NO CAN DO) HALL & OATES	B	C	A	A	B	A	A	B	A	A	A	A	A	A	A	B	B	A	A	A	A	A	A	RCA 172	R	65
16	↑	19	LANDSLIDE OLIVIA NEWTON-JOHN	B	A	A	B	A	B	A	A	B	A	A	B	A	B	A	B	A	B	A	A	A	A	A	EMI 5257	E	63
17	↑	17	YELLOW PEARL PHILIP LYNOTT	A	A	A	B	A	A	A	A	A	A	A	A	A	A	A	B	C	B	A	A	A	A	A	SOLO 3	F	61
18	↑	2	I COULD BE HAPPY ALTERED IMAGES	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	A	B	A	A	A	A	A	EPC A1834	C	61
19	↑	14	YOUNG TURKS ROD STEWART	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	B	A	A	A	A	A	RIVA 34	W	59
20	↑	11	TICKET TO THE MOON ELECTRIC LIGHT ORCHESTRA	A	A	B	C	A	A	A	A	B	A	A	B	A	A	A	C	A	A	A	A	A	A	A	JET 7018	C	58
21	↑	27	SENSES WORKING OVERTIME XTC	A	A	A	B	A	A	A	A	B	A	B	A	B	A	A	A	A	A	B	A	B	A	B	VS 462	C	57
22	↑	30	NEVER GIVE UP ON A GOOD THING GEORGE BENSON	B	C	A	A	A	B	A	B	A	A	A	A	A	A	A	A	B	A	A	B	A	A	A	K17902	W	57
23	↑	22	DROWNING IN BERLIN MOBILES	A	A	A	A	A	B	A	A	A	B	A	A	A	A	A	B	C	B	A	A	A	A	A	RIA 3	P	55
24	↑	25	NO LOVE JOAN ARMATRADING	B	B	A	C	B	B	A	A	B	A	A	B	A	A	A	B	C	A	A	B	B	A	A	AMS 8179	C	55
25	↑	38	DEAD RINGER FOR LOVE MEAT LOAF	A	A	A	A	A	A	B	A	A	A	A	A	A	A	B	A	B	C	B	B	A	A	A	RPC A1697	C	53
26	↑	21	FOOL (IF YOU THINK IT'S OVER) ELKIE BROOKS	C	A	A	A	A	A	A	A	A	A	A	C	A	A	B	A	A	B	A	A	A	B	B	AMS 8187	C	52
27	↑	40	BEING BOILED HUMAN LEAGUE	A	A	A	A	B	A	A	A	B	C	A	A	A	A	A	A	A	A	A	A	A	A	A	FAST4	E	52
28	↑	24	IT MUST BE LOVE MADNESS	A	C	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	BUY 134	C	52
29	↑	28	DON'T YOU WANT ME HUMAN LEAGUE	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	A	B	B	A	A	A	VS 466	C	51
30	↑	61	109 CHAS JANKEL	A	B	B	C	A	A	A	A	A	A	A	A	A	C	B	B	A	A	A	A	A	A	AMS 8173	C	47	
31	↑	58	SOME GUYS HAVE ALL THE LUCK ROBERT PALMER	A	A	B	B	A	A	A	A	A	A	A	A	A	C	A	A	B	B	A	B	B	A	A	WIP 6754	E	47
32	↑	62	GROOVE BABY GROOVE JUMP AROUND STARGAZERS	B	C	A	B	A	A	B	B	A	A	A	B	A	B	A	B	C	B	A	A	A	A	A	EPC A1924	C	44
33	↑	6	ONE OF US ABBA	B	B	A	C	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	A	EPC A1740	C	43	
34	↑	26	THAT GIRL STEVIE WONDER	C	A	A	B	A	B	A	B	A	B	A	B	A	A	A	A	A	A	B	A	B	A	B	TMG 1254	R	43
35	↑	■	LISTEN SAD-EYED PEOPLE STIFF LITTLE FINGERS	A	A	A	A	A	C	A	B	A	A	A	A	A	A	A	A	B	A	A	A	A	A	A	CHS 2580	F	42
36	↑	15	LOVE PLUS ONE HAIRCUT 100	B	B	B	B	A	A	A	B	B	A	B	A	B	A	C	B	B	B	A	B	A	B	A	CLIP 2	F	42
37	↑	23	I WANNA BE A WINNER BROWN SAUCE	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	RESL 101	A	42
38	↑	65	IF I SHOULD LOVE AGAIN BARRY MANILOW	C	C	B	A	C	B	B	A	A	A	A	C	A	B	A	A	A	A	A	A	A	B	ARIST 453	E	40	
39	↑	■	CENTREFOLD J.GEILS BAND	B	B	B	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	FA 135	E	38	
40	↑	84	QUEEN OF THE SCENE MODERN ROMANCE	B	B	C	C	A	A	A	B	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	K18928	W	36
41	↑	■	GO WILD IN THE COUNTRY BOW WOW WOW	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	RCA 175	R	36
42	↑	4	MIRROR MIRROR DOLLAR	C	B	B	A	C	A	A	A	A	A	A	A	A	A	B	A	C	B	A	A	A	A	BUCK 2	W	35	
43	↑	54	RUN LIKE THE WIND BARBARA DICKSON	C	A	A	C	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	EPC A1858	C	35
44	↑	48	DON'T STOP BELIEVING JOURNEY	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CBS A1728	C	35
45	↑	■	DON'T LET GO JERRY FOSTER	B	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CON 2737	A	33
46	↑	49	I'VE GOT TO LEARN RICHARD 'DIMPLES' FIELDS	B	B	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	B	A	A	A	A	A1918	C	32
47	↑	42	CALLS THE TUNE HAZEL O'CONNOR	B	B	A	A	B	B	A	A	A	A	A	A	A	A	A	B	C	B	B	B	B	B	B	AMS 8203	C	32
48	↑	36	COMING IN AND OUT OF YOUR LIFE BARBRA STREISAND	A	B	B	A	A	B	A	B	B	A	B	A	B	A	B	A	B	C	A	A	B	B	B	CBS A1789	C	32
49	↑	■	I'VE HAD ENOUGH EARTH WIND AND FIRE	C	B	B	C	B	A	A	B	B	A	A	A	B	A	A	C	A	A	A	A	A	A	A	CBS A1959	C	31
50	↑	46	HOLDIN' OUT FOR LOVE ANGELA BOFILL	C	A	A	A	B	A	A	A	B	A	B	A	B	B	B	B	A	A	A	A	A	A	A	ARIST 433	F	31
51	↑	60	SHE LOVES LIKE DIAMOND SPANAU BALLET	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CHS 2585	F	30
52	↑	76	WE'VE GOT TONIGHT BOB SEGER	C	A	C	C	C	B	A	B	B	C	B	A	A	A	A	A	A	A	A	A	A	A	A	CL 235	E	30
53	↑	39	MIRROR MIRROR DIANA ROSS	C	B	B	B	A	B	A	B	A	B	A	B	A	A	B	A	B	A	B	A	B	A	B	CL 234	E	30
54	↑	■	HARDEN MY HEART QUARTERFLASH	C	A	A	A	A	A	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	GEFA 1838	C	30
55	↑	50	I WANNA BE WHERE YOU ARE JOSE FELICIANO	B	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	TMG 1252	R	29
56	↑	57	I'LL NEVER GET OVER YOU LOVELY PREVIN	B	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	SHH 124	S	28
57	↑	■	TOWN CALLED MALICE JAM	B	A	C	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	POSP 400	F	28
58																													

The Airplay Guide features playlists which are in force in the current week (except for Radio Hallam which due to production deadlines is for last week). Playlists normally only affect daytime Monday-Friday shows.

NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE

Basic Key
A - Main Playlist/Chart
B - Breakers/Climbers
C - Extras
 ★ - Hit Picks
 ☆ - Station Pick

			RADIO 1	LUXEMBOURG	RADIO 2	CAPITAL	PICCADILLY	CITY	DOWNTOWN	BRMB	HALLAM	TRENT	METRO	FORTH	TEES	BEACON	VICTORY	ORWELL	SWANSEA	MERCIA	PENINE	PLYMOUTH	210	HEREWARD	CARDIFF	BBC SCOTLAND					
71	47	DREAM LOVER DANA	A								A A			A													CR 26	C	19		
72	88	NIGHTS OVER EGYPT JONES GIRLS	C	A	★								A				★					★	★	C			PIRA 2031	C	19		
73	94	DEEPER THAN LOVE CHARLIE WAYNE	C				C B	B A	A B						A		A C	A B	C								JET 7010	C	19		
74	59	DADDY'S HOME CLIFF RICHARD	C				A				A						A										EMI 5251	E	19		
75	51	HANGING ONTO HEAVEN RANDY VANWARMER	B	B			A			B	A A	B	A	B A			A	B A									AAAB 116	M	19		
76	90	I'M NOT REALLY ME MADELEINE BELL & DAVID MARTIN	B B				A A			A B			B A	B	★	B C	B										DEB 102	M	18		
77	45	SWEET DREAMS ELVIS COSTELLO	C	C													B A										XX 19	W	18		
78	52	IMAGINE RANDY CRAWFORD				B C	C C	B A	B			A B	C				A A	A B	C A	B A	B E						K17906	W	18		
79	91	RESTLESS GILLAN	C							B A					B C												VS 465	C	17		
80	88	DON'T LOVE ME TOO HARD NOLAND	C				C B	B A	A	★	★	A	A C	★	★	★	★	★	★	★	★	★	★	★	★	★		EPC A1927	C	17	
81	88	AFRICA MINE PASSIONS	C			B							C														POSP 384	F	16		
82	64	EUROPEAN SON JAPAN	C				C				B B	B			B A						B	C	B	B			HANSA 10	A	16		
83	79	TENDERNESS DIANA ROSS	C				B A	A				B	B	B A			A					B A					TMG 1248	R	16		
84	37	WEDDING BELLS GODLEY & CREME	C	C				A		A			A	B A													POSP 369	F	16		
85	88	LOVE MAKES THE WORLD GO ROUND JETS	C	B	C							★		A			A		B								EMI 5262	E	15		
86	88	GETTING IT RIGHT MARTI WEBB	A															A									POSP 385	F	15		
87	88	WILD THING JULIE WALLIS	C												★													SPEED3	A	15	
88	53	ROCK 'N' ROLL STATUS QUO	C	C							A																QUO 6	F	14		
89	88	TAKE MY LOVE & RUN HOLLIES	A																								POSP 379	F	14		
90	82	LOVE MECHANICS	C					B A	A							B A											BRO 136	F	14		
91	34	SPIRITS POLICE	C					A		A A						A											AMS 8194	C	14		
92	63	DON'T TELL ME CENTRAL LINE		B	B	B				A B	C																E	MERX 90	F	13	
93	88	SEVEN TEARS GOOMBAY DANCE BAND	B				B			A						C											EPC A1242	C	13		
94	88	I GO TO PIECES NILS LOFGREN	C	C			B									B											MCA 757	C	13		
95	73	WORKING FOR THE WEEKEND LOVER BOY	C	B						A						A	A		B								CBS A1778	C	13		
96	87	THEME FROM HILL ST. BLUES MIKE POST		B				B		A	C	A	A	A	A	A	B	C									K12576	W	12		
97	88	DANCE ON COAST TO COAST	C	B																		B	B				POSP 382	F	12		
98	96	FUNGI MAMA TOM BROWNE	C		C						B							C	B	A							ARIST 450	F	11		
99	98	THE SECOND TIME (BILITIS THEME) ELAINE PAIGE	C							A	B					B		A	A								K18932	W	11		
100	88	I'M A MILLIONAIRE EMMA SHARP&THE FEATURES	C								B																MEAN4	P	11		
BREAKER		DIM DIM THE LIGHTS EDDIE RABBIT	C			B	B									A	B										B	MER 88	F	11	
BREAKER		JUST ONE CORNETTO POOKIE SNACKNBURGER	C							B																		BUY 138	C	11	
BREAKER		BEAUTIFUL AFFAIR STOCKTON'S WING	C	C				A		A								B										DJS 10983	C	11	
BREAKER		SAY IT WAS MAGIC ANDY BROWN			★																★	C		A	B			EMI 5245	E	11	
BREAKER		LOST IN THE KNIGHT(MAC THE KNIFE) SECRET AFFAIR	C																C			C	C					SEE 11	F	11	
BREAKER		MICKEY TONI BASIL	C	C		A										B												B	TIC4	C	10
BREAKER		ROCK 'N' ROLL GUITAR PICKER ALVIN LEE BAND	C																									AAA 117	M	10	
BREAKER		BONGO BRAIN REVILLOS	C																									SV 2001	P	10	
BREAKER		FOLLOW YOU ANYWHERE SAD CAFE	C							A	★	A	B	B									B		A	A	B	POSP 366	F	10	
BREAKER		LET'S START TO DANCE AGAIN HAMILTON BOHANNON			★																							HL 10582	F	9	
BREAKER		IT'S A PLEASURE SHEREE BROWN			B		B											A	A	C								CL 232	E	9	
BREAKER		I COULD NEVER MISS YOU (MORE THAN I DO) LULU	C	C																								ALS 01700	A	9	
BREAKER		I GOT YOU BABE HOLLY & JOEY	C		★				★									A	C									VS 478	C	9	
BREAKER		LOVED BY THE ONE YOU LOVE RUPERT HOLMES	C					B					A															K12572	W	9	
BREAKER		SHOULD I DO IT POINTER SISTERS	C					A		A																		K12578	W	9	
BREAKER		ANT RAP ADAM AND THE ANTS	C					A		A																		CBS A1738	C	9	
BREAKER		EVERYBODY'S GOING ON THE ROAD HOYT AXTON	C	C														A	★									YB 125	A	9	
BREAKER		I NEED YOU(EVERYBODY NEEDS)PRECIOUS WILSON	C	C				A								B		A										EPC A1854	C	8	
BREAKER		CHINA HUANG CHUNG	C								★	★																ARIST 447	F	8	
BREAKER		PERHAPS LOVE PLACIDO DOMINGO	C			B				B	A					B	B											CBS A1905	C	8	
BREAKER		YOU'RE ONLY LONELY MARIETTA	C							A									A									POSP 305	F	8	

Key To Station Playlists

210 - THAMES VALLEY

A A List
 B B List
 C C List
 ★ Hit Picks

PLYMOUTH SOUND

A Top 30 - Extras
 B B List
 ★ Hit Picks

CBC

A A List
 B B List
 C C List
 ★ Hit Picks

BBC SCOTLAND

A A List
 B B List
 ★ Hit Picks

HEREWARD

A A List

The Radioactive symbol ⬆ is awarded for a gain of at least 3% in the airplay rating - equivalent to one major or two or three minor -LR station playlists.

Each playlist is weighted according to approximate frequency of play and audience reach as indicated by available published research.

E L A I N E P A I G E
 N E W S I N G L E

The Second Time

THEME FROM "BILITIS" K18932

wea
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AS HEARD ON
 "TARKANSON"

With a tough 1981 behind them, British publishers are now looking forward to wider opportunities for music usage via technological advances. There will be changes in the way publishers work, is a widespread opinion — **Brian Oliver** reports on how the publishing industry expects to be facing the new challenges.

1982 IS likely to go down in British music publishing history as the year that science fiction became reality — and brought publishers even more opportunities for music usage . . . courtesy of new technological advances.

The number of 'music videos' on the market is likely to increase substantially, the video disc will be launched, the first European satellite broadcasting service could come into operation and the launch of the Compact Disc could help to stimulate record sales among more discerning and innovative record buyers. Cable TV 'pilot schemes' will be extended, the number of ILR stations will be increased — and a brand new TV outlet, Channel 4 will be launched in the Autumn.

Record sales appear to be picking up again. And slimmed-down record companies, with renewed confidence in the marketplace, might once again start signing acts (especially those 'unearthed' by publishers) — instead of leaving new talent and good songs out in the cold with nowhere to go.

"1982 is a year for optimism among UK publishers," says Music Publishers' Association President and EMI Music chief Ron White. "It will be a year of looking forward and finding new ways of utilising our copyrights."

But for many UK publishing companies it is also likely to be a year of finding new ways of surviving — and even questioning their role in the marketplace. For the recession has brought many changes in publishers' attitudes, functions and approaches to the task of exploiting their catalogues.

Publishing companies have had to take the recession full in the face, without the luxury of being able to control their own destinies — because they do not sell their product direct to consumers. They have had to rely on ailing record companies who have closed more doors to new copyrights than they have opened in the last three years.

"1981 was the toughest year I've ever known in the music business," says Len Beadle, md of MAM Music and his own company, Beadle Music. "Without a strong back catalogue, publishers were in real trouble. But in the last three months, business has started to pick up again."

Most companies have survived so far by cutting overheads and trimming staff (some have even moved out of the expensive West End of London).

Ron White says there are now heartening signs in record sales — and in greatly improved performance income. "But I have no doubt there are going to be changes in the way publishing works," he says. "There may well be a reduction in the number of publishers — with smaller companies being swallowed up by majors . . . or joining together to form larger, stronger units."

Richard Gillinson of Lionheart Music says that small, independent companies like his own can make the recession work for them "by making every song and every penny count."

'Minimal signings — minimal adv-

1982 — the year that technology comes to the help of music

ances' is the current formula for survival, according to most small and medium-sized firms. 'Telephone number' deals are strictly out for the majors too. And most companies are opting for flexibility on royalty splits, rather than risk expensively-borrowed money on 'shot-in-the-dark' advances.

One significant trend is the widespread cutback in the signing of 'pure' songwriters who only write for other artists. Writers who can offer an almost immediate outlet for their material — writer/performers, writer/producers and self-contained bands — are now at the top of most companies' 1982 shopping lists. If they've already got guaranteed record releases, that's even better, say most publishers.

"In terms of singles, the new bands have certainly done a lot to regenerate sales," says Lionheart's Gillinson, echoing the comments of many publishers.

There is no 'common' approach by companies trying to grab a piece of the New Music market. Many publishers, such as Leeds Music, April, Southern and Heathlevy, have appointed 'street level' creative staff who emulate record company a&r men and seek out new, young bands playing in clubs up and down the country. If they can snap them up just before they start to 'happen', the deals are less expensive.

Some companies, such as Beadle Music, have clinched co-publishing deals with companies with proven contacts and 'track-record' in the New Music area in order to find a way into the market. Others have been prepared to invest large sums in advances to acquire already-established bands.

Many publishers are now seeking new outlets for songs, instead of relying on 'traditional' cover versions that may never come.

Getting songs onto TV-promoted 'compilation' albums (and, in some cases, even proposing 'concepts') has become a favourite sport. The royalty per track might be lower than on other albums, but the high sales volume achieved by successful compilations boosts the overall return.

Intersong Music md, Bruno Kretchmar, says that the James Last album *Hansimania* (on which his copyright 'Ai No Corrida' appears) has sold over 250,000 copies already.

With performance income staying comfortably ahead of the rate of inflation (while mechanicals have substantially declined in real terms), some publishers are turning to library or 'background' music for additional revenue. Companies like Southern Music and April Music are expanding their

activities in this area by specially commissioning albums containing library-style material. Other companies, which want to avoid the cost of setting up their own libraries 'from scratch', have started leasing works to already-established operators like Bruton Music or EMI Music's KPM Library.

TV and film themes are also becoming more important because of the increasing value of performances. They can even lead to Number One singles, as EMI Music found last year with 'Chi Mai' — theme music from BBC TV's *The Life and Times of David Lloyd George*. And successful advertising jingles can now earn as much as a hit single.

Intersong Music is one company currently scoring well in both areas. A sub-publishing deal with Hollywood-



'Second usage' of songs for film, TV and commercial jingles has been getting increasingly important. The 'Day Trip To Bangor' single by Fiddler's Dram (above) has sold 600,000 copies but has earned as much again from its usage in a TV commercial for butter.

based MTM Productions has given the company rights to the *Lou Grant* and *Hill Street Blues* TV themes — while its copyright, 'Day Trip To Bangor', which sold 600,000 singles, has now earned as much again from its 'secondary usage' in an Anchor Butter commercial, according to md Bruno Kretchmar.

Printed music sales have also kept ahead of inflation in value terms. A 16 percent increase last year followed a 19 per cent rise in sales value in 1980. "The signs for 1982 are very encouraging," says EMI Music's Pat Howgill. "Retailers who are strong on printed music appear to be suffering less from the recession."

But sales growth is coming from 'concept' folios or books, rather than traditional songsheets, he says.

Bob Wise, Music Sales' chief, says that his company's sales have barely been affected by the recession and agrees that sales of 'music books' are buoyant — especially at the lower price end of the market.

A hundred years ago, sheet music sales were publishers' major income source. Today it is records and broadcasting. Will it be video and cable or satellite-based 'narrowcasting' in the future?

Many publishers are cynical about these new outlets for music and are wary of not getting a 'proper' return for the use of their copyrights. Most are still steering clear of new technology — as much as their predecessors did in the 1920s — and have adopted a 'wait and see' attitude.

"We are looking into these new areas, but I don't see an immediate explosion of income from video or cable this year," says April Music boss James Ware.

MPA President Ron White agrees, but adds that he believes publishers and copyright users should strive to work out a 'satisfactory' method of payment for these new forms of music usage this year . . . while they are still in their infancy.

A growing problem for publishers and MCPS alike has been the collection of mechanicals from the huge number of independent labels that have sprung up since 1978. "We are getting a lot tougher with some of them," says Montgomery. "And I think we are picking up money more effectively. But the cost of chasing small amounts of money has become more expensive. One way to increase profitability is to administer copyrights more effectively — and not let people get away with murder. We've just set up a new audit department."

Michael Freegard, PRS chief executive, believes that the new outlets for music will make an impact in 1982 — and that the trend of performance income becoming increasingly important to copyright owners will continue. "In the longer term, the development of direct satellite broadcasting linked to cable distribution systems is an exciting prospect — provided that the right of copyright owners to license the cable diffusion of broadcast programmes is clearly established in all the countries concerned," he says.

"More immediate problems confronting PRS in 1982 include the negotiation of an agreement with Channel 4 and the resolution of the dispute with the existing ITV contractors," he adds. "Serious problems have also arisen in the licensing of the ILR stations. The current agreement with the BBC comes to an end in April and the negotiations for a fresh agreement are expected to be difficult."

Most UK publishers are looking more to the international marketplace this year in order to boost sagging domestic revenue. But many admit that the growing dominance of New Music in Britain has pushed the UK market further away from the tastes of some overseas territories. Similarly, some US material is no longer 'workable' in Britain.

THE PEER-SOUTHERN ORGANISATION



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APRIL MUSIC

Cover the Songs

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CBS SONGS

Profile Southern: updating to a 1980s image.

SOUTHERN MUSIC has its roots in the hey-day of music publishers in the 1930s and 40s – but today it is the only major independent publishing company still based in Denmark Street – London's Tin Pan Alley of old.

Managing director Roy Tempest, who joined the company from EMI Music last July, is aware of his new firm's heritage . . . but his first move was to start 'updating' the company's image in the 1980s marketplace.

Southern's grand old building in Denmark Street is being refurbished to reflect the company's new style – and Tempest aims to get more involved in contemporary rock music. Southern's prestigious back catalogue spans several generations of music. From 'Deep in the Heart of Texas' to Buddy Holly to Donovan.

Tempest is boosting Southern's creative team and has recently brought in two former EMI Music executives – professional manager Alan Jacobs and International Coordinator Cathy Jackson.

"Alan is an excellent street level man," says Tempest. He has already picked up the new Gonzalez single, 'Closer To You', on Arista. He will be



Southern's new md Roy Tempest

concentrating on developing new blood for us, while I'll be working on the back catalogue."

Profile April: organisation a strong base

APRIL MUSIC, the UK publishing arm of CBS Songs International, is entering 1982 with an "expansionist" policy, according to managing director James Ware.

"We are taking the view that now is the right time to consolidate our base and be ready for the overall expansion in the market place when it comes," he says. "The recession hit us in 1980, but because of the strength of our new writers, and our ability to make full use

of back catalogue material, we are now seeing a small upturn. And we feel we can grow ahead of the market because we've got a strong organisation behind us."

Two major signings for April last year were ELO and the New York-based Entertainment Company catalogue which has already provided April with prestigious covers by Diana Ross, Barbra Streisand and the Four Tops. But Ware admits that the company lacked 'hit acts' in 1981.

"Despite that, we have been very successful because of a string of consistently good covers," says Ware.

Administratively, April is developing a global administration network.

Profile Virgin: its strongest-ever period

"VIRGIN MUSIC is now a major international publishing company," says managing director Richard Griffiths, "and in 1982 we want to bring that fact home to people from all parts of the world."

Griffiths says that Virgin is looking to sign more international catalogues as part of its expansion plans for this year. "We want to expand our contacts with international representatives," he says. "We will also be talking to most of the American lawyers at MIDEM to let them know that they need not automatically go to companies like Warner Brothers Music."

Despite the recession, Virgin Music is currently going through its best-ever period,

says Griffiths who joined the company just over six months ago after a spell as John Foxx's manager. Major contemporary acts like The Police, Human League, Orchestral Manoeuvres in the Dark, Devo, Japan and Mike Oldfield contributed to what Griffiths describes as an "incredible turnover" last year.

Griffiths says Virgin is "not frightened" to spend heavily on promoting its releases. "You have to spend money to gain money," he adds. "You have to think about marketing acts – just like a record company."

Virgin Music has tended to be viewed as 'Virgin Records' publishing company' in

the past, but Griffiths says that substantial success on other labels (such as The Police on A&M) has dispelled that belief. The company now has a deliberate policy to go for acts outside the Virgin camp.

"We are planning to develop our professional department later this year and intend to broaden its perspective," says Griffiths. He will be bringing in additional people to complement the company's existing team which includes general manager Brian Dunham, Danny Goodwin (A&R head), Maria Forte (copyright manager), Fran Emery (international co-ordinator) and royalties boss Martin Hall.

Aggressive

THE INTERNATIONAL MUSIC PUBLISHER

Virgin

MUSIC

CONTACT · RICHARD GRIFFITHS (MANAGING DIRECTOR)
 · BRIAN DUNHAM (GENERAL MANAGER)
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DISCO

Bubbling Under



- 51 27 WHY DO FOOLS FALL IN LOVE
Diana Ross Capitol
- 52 15 STEPPIN' OUT Kool & The Gang De-Lite
- 53 — AFTER ALL THIS TIME
Double Exposure (import)
- 54 58 DANCIN' TO THE BEAT
Henderson/Whitfield Park Place (import)
- 55 — KEEP ON TOUCH Elite
- 56 31 BOUNCY BOUNCY Jumps RCA
- 57 43 THE ADVENTURES OF GRANDMASTER
FLASH AND THE WHEELS OF STEEL
Grandmaster Flash Sugarhill
- 58 — GHETTO LIFE Rick James Motown
- 59 — TOO MUCH TOO SOON T.S. Monk Mirage
- 60 35 SHAKE G.O. Arista
- 61 50 YOUR LOVE Lime Excaliber
- 62 64 SIXTY-NINE
Brooklyn Express One-Way (import)
- 63 51 HIT 'N RUN LOVER (REMIX)
Carol Jiani Moby Dick (import)
- 64 60 THIS FEELING'S KILLING ME
Norma Lewis Jive
- 65 45 SHINE ON Celena Duncan RCA
- 66 — WILL I SEE YOU TONIGHT?
Xfira Brothers (import)
- 67 41 TWINKLE Earl Klugh Liberty
- 68 — GARDEN OF EVE
Yvonne Gage Atlantic (import)
- 69 — TIME Stone West End (import)
- 70 — EVERY WAY BUT LOOSE
Oneness Of Juju Sutra (import)

New Danceability

- 1 1 THE MODEL Kraftwerk EMI 12"
- 2 4 BEING BOILED Human League Fast 7"
- 3 3 I COULD BE HAPPY (HAPPY MIX)
Altered Images Epic 12"
- 4 5 DROWNING IN BERLIN
Mobiles Rialto 7"
- 5 — MAID OF ORLEANS
Orchestral Manoeuvres Dindisc 12"
- 6 — GO WILD IN THE COUNTRY
Bow-Wow-Wow RCA 12"
- 7 — THIS IS RADIO CLASH
Clash CBS 12"
- 8 10 TIME OF THE SEASON/RADIO JAPAN
Ippu Do Epic 12"
- 9 6 PAPA'S GOT A BRAND NEW PIG BAG
Pig Bag Y 12" (remix)
- 10 — MOVE ON Fashion Arista
New danceability chart from Flashback Records, Newport

Reggae 12-inchers



- 1 2 YOU BRING THE SUN OUT
Janet Kay Black Roots BR 033
- 2 — ONE IN A MILLION Pat Kelly Channel One pres
- 3 — IN LOVE Arema City Boy (no number)
- 4 — DISEASES
Papa Michigan & General Smiley
Greensleeves GRED 75
- 5 1 DONE MAN CONNECTION
Nicodemus Cha Cha (no number)
- 6 — I'M YOUR FOOL
One Blood Sound City (no number)
- 7 3 JUST A LITTLE BIT
Carroll Thompson Red Bus RBUS(L)65
- 8 — SIMPLE AS THAT
Sugar Minott Black Roots BR 034
- 9 4 TOP TEN Gregory Isaacs
African Museum (no number)
- 10 10 I'M YOUR PUPPET
Derek Harriott Hawkeye HD 39
Reggae 12" chart from Sunshine Records, North London

Twelve Inchers



- 1 1 GET DOWN ON IT Kool & The Gang De-Lite
- 2 2 YOU'RE THE ONE FOR ME D Train Epic
- 3 2 I JUST WANNA SPEND SOME TIME
WITH YOU Alton Edwards Streetwave
- 4 4 EASIER SAID THAN DONE
Shakatak Polydor
- 5 15 FUNGI MAMA Tom Browne GRP/Arista
- 6 6 NEVER GIVE UP ON A GOOD THING
George Benson Warner Bros
- 7 — I CAN'T GO FOR THAT (NO CAN DO)
Daryl Hall & John Oates RCA
- 8 8 THIS BEAT IS MONE Vicky 'D' Sam (import)
- 9 — DON'T TELL ME Central Line Mercury
- 10 5 LET'S CELEBRATE New York Skyy Epic
- 11 11 YOU DON'T LIKE MY MUSIC K.I.D. Excaliber
- 12 14 BODYSHAKE T.C. Curtis Groove Prod.
- 13 — HELP IS ON THE WAY
Whataurus Harlem International (import)
- 14 16 DON'T DEPEND ON ME Direct Drive Oval
- 15 — MIRROR MIRROR Diana Ross Capitol
- 16 — YOU TURN ME ON
Tomorrow's Edition Atlantic (import)
- 17 — SHOUT ABOUT IT
Lamont Dozier M&M (import)
- 18 7 FLASHBACK Imagination R&B
- 19 13 NEVER TOO MUCH Luther Vandross Epic
- 20 — SPIRIT OF THE DANCER Evelyn King RCA

Disco Albums



- 1 1 SOMETHING SPECIAL Kool & The Gang De-Lite
- 2 2 THE GEORGE BENSON COLLECTION
George Benson Warner Bros
- 3 3 LOVE IS WHERE YOU FIND IT
Whispers Solar
- 4 5 COME MORNING
Grover Washington Jr. Elektra
- 5 9 BODY TALK Imagination R&B
- 6 12 BREAKING POINT Central Line Mercury
- 7 — SECOND SUITE Various CBS
- 8 8 SECRET COMBINATION
Randy Crawford Warner Bros
- 9 7 YOURS TRULY Tom Browne GRP/Arista
- 10 4 RAISE Earth Wind & Fire CBS
- 11 16 NEVER TOO MUCH Luther Vandross Epic
- 12 11 WHY DO FOOLS FALL IN LOVE
Diana Ross Capitol
- 13 13 LEVEL 42 Level 42 Polydor
- 14 10 JACKSONS LIVE Jacksons Epic
- 15 20 SHOW TIME Slave Cotillion
- 16 6 ALL THE GREAT HITS Diana Ross Motown
- 17 18 DIMPLES Richard 'Dimples' Fields Epic
- 18 14 MONUMENT Beggars & Co. RCA
- 19 — SLIPSTREAM Various Beggars Banquet
- 20 — MORNING SUN Alphonse Mouzon London

Import albums



- 1 2 GET AS MUCH LOVE AS YOU CAN
Jonas Girls Phil. Int.
- 2 1 SILK Fuse One CTI
- 3 4 WATCH OUT Brandi Wells WMOT
- 4 3 LAMONT Lamont Dozier M&M
- 5 6 NOW THAT I'VE GOT YOUR ATTENTION
Resette Wilson Headfirst
- 6 10 SHOCK Shock Fantasy
- 7 9 SKYYLINE Skyy Salsoul
- 8 7 MEGATRON MAN Patrick Cowley Megatone
- 9 8 THE POET Bobby Womack Beverly Glen
- 10 5 ALIVE Bohannon Phase II
- 11 14 SOMETHING ABOUT YOU Angela Bofill Arista
- 12 11 MR. C Norman Connors Arista
- 13 — AKA AKA Bend Prelude
- 14 15 TIGHTEN UP Spunk Gold Coast
- 15 13 PARTY IN ME Gene Dunlap Capitol
- 16 — RISING Gemini Destiny
- 17 — SKOOL BOYZ Skool Boyz Destiny
- 18 — CHARIOTS OF FIRE Ernie Watts Qwest
- 19 12 HERE Godmoma Elektra
- 20 — OBJECTS OF DESIRE
Michael Franks Warner Bros

New Albums

TOTAL RELEASES: 96

ARTIST TITLE Label Album catalogue number Cassette catalogue number Price(s)
DISTRIBUTOR
Where two prices are shown, the first is for album, the second cassette

- ANGELA BOFILL SOMETHING ABOUT YOU Arista SPART 1179 3.05 POLYGRAM
- ANVIL HARD 'N' HEAVY Attic LAG 1100 2.89 PINNACLE
- ARCHIE LEWIS SINCERELY YOURS Decca Recollections RFL 16 1.80 POLYGRAM

- B52'S SMESOPOTAMIA Island ISFF 4006 ICT 4006 2.43 EMI
- BOB MARLEY & THE WAILERS SOUL REBEL Charly Out Now CFK 1020 2.78 SPARTAN
- BUD POWELL BUD POWELL VOLUME 1 Jazz Reactivation JR 112 1.81 PRT
- BUGGLES ADVENTURES IN MODERN RECORDING Carrere CAL 131 CAC 131 3.04 RCA

- CAPTAIN BEEFHEART & HIS MAGIC BAND SAFE AS MILK PRT NCP 1004 1.81 PRT
- CARL PERKINS ROCKING GUITARMAN Charly Out Now CFK 1015 2.78 SPARTAN
- CECIL PAYNE, CLARK TERRY, BENNY GREEN PAYNE, TERRY, GREEN Jazz Reactivation JR 105 1.81 PRT
- CHARLIE PRIDE & DIZZY GILLESPIE CHARLIE PARKER & DIZZY GILLESPIE Jazz Reactivation JR 101 1.81 PRT
- CHARLES AZNAVOUR THE CHARLES AZNAVOUR COLLECTION, VOLUME 1 Barclay BALP 1 KBAMC 1 3.04/3.13 POLYGRAM
- CHILLIWACK SO YOU WANNA BE A STAR Millenium XL 17759 2.67 RCA
- CLIFFORD BROWNE CLIFFORD BROWNE VOLUME 1 Jazz Reactivation JR 118 1.81 PRT
- COLIN NEWMAN NOT TO 4AD CAD 201 2.65 INDIES
- CRAZY CAVAN & THE RHYTHM ROCKERS LIVE AT THE RAINBOW Charly Out Now CFK 1016 2.78 SPARTAN
- CRAZY CAVAN & THE RHYTHM ROCKERS RED HOT 'N' ROCKABILLY Charly Out Now CFK 1013 2.78 SPARTAN
- C.M. LORD C.M. LORD RCA RCALP 3061 2.67 RCA

- DAVE SWARBRICK SWARBRICK Transatlantic TRF 118 1.82 RCA
- DAVID COVERDALE NORTH WINDS Purple TPS 3515 TC-TPS 3515 3.07 EMI
- DINAH WASHINGTON DINAH WASHINGTON SINGS, VOLUME 1 Jazz Reactivation JR 117 1.81 PRT
- DIZZY GILLESPIE DIZZY GILLESPIE, VOLUME 1 Jazz Reactivation JR 120 1.81 PRT
- DJANGO RHEINHARDT DJANGO RHEINHARDT VOLUME 1 Jazz Reactivation JR 119 1.81 PRT
- DUKE JORDAN, CHARLIE RAUSE, CECIL TAYLOR JORDAN, RAUSE, TAYLOR - LES LIASONS DANGEREUX Jazz Reactivation JR 106 1.81 PRT

- EDGAR FROESE AQUA Brain 0060 404 3.34 RCA
- EDGAR FROESE MACULA TRANSFER Brain 0060 008 3.34 RCA
- ELECTRIC SUN FIRE WIND Brain 0060 378 3.34 RCA
- ERIC CLAPTON STEPPIN' OUT Decca Rock Echoes TAB 21 KTBC 21 2.03/2.09 POLYGRAM

- FRANZ LAMBERT TOP HITS 2 Telefunken AS 624947 CT 424947 3.19/3.50 POLYGRAM

- GAIL DAVIES GIVING HERSELF AWAY Warner Bros K 56981 3.20 WEA
- GODDO PRETTY BAD BOYS Attic LAG 1120 2.89 PINNACLE
- GORDON LIGHTFOOT SHADOWS Warner Bros K56970 K456970 3.20 WEA

- HUEY LEWIS PICTURE THIS Chrysalis CHR 1340 3.40 POLYGRAM

- JANIS JOPLIN FAREWELL SONGS CBS CBS 85354 CBS 4085354 CBS
- JIM REEVES & PATSY CLINE GREATEST HITS RCA RCALP 3057 RCKA 3057 2.67 RCA
- JIMMY DESTRI HEART ON A WALL Chrysalis CHR 1368 3.04 POLYGRAM
- JON & VANGELIS THE FRIENDS OF MR. CAIRO Polydor POLD 5053 POLDC 5053 3.25/3.35 POLYGRAM
- JOHNNY HODGES JOHNNY HODGES VOLUME 1 Jazz Reactivation JR 107 1.81 PRT
- JUDY COLLINS TIMES OF OUR LIVES Elektra K52347 3.20 WEA
- JULIO IGLESIAS 33 ANLS CBS CBS 82712 CBS 4082712 CBS
- JULIO IGLESIAS A FLOR DE TIEL CBS CBS 82849 CBS 4082849 CBS
- JULIO IGLESIAS A VOUS LES FEMMES CBS CBS 83704 CBS 4083704 CBS
- JULIO IGLESIAS AMERICA CBS CBS 82846 CBS 4082846 CBS
- JULIO IGLESIAS EL AMOR CBS CBS 82868 CBS 4082868 CBS
- JULIO IGLESIAS MEXICO CBS CBS 82853 CBS 4082853 CBS

- KLAUS WUNDERLICH POP ORGAN HIT PARTY 2 EMI ODN 1005 TC-ODN 1005 3.07 EMI
- KNACK ROUND TRIP Capitol EST 12168 TC-EST 12168 3.07 EMI

- LIONEL HAMPTON & THE JUST JAZZ ALL-STARS LIONEL HAMPTON VOLUME 1 Jazz Reactivation JR 102 1.81 PRT
- LITTLE RICHARD GEORGIA PEACH Charly Out Now CFK 1014 2.78 SPARTAN
- LOUIS ARMSTRONG & HIS ALL STARS LOUIS ARMSTRONG, VOLUME 1 Jazz Reactivation JR 110 1.81 PRT
- LOVERBOY GET LUCKY CBS CBS 85402 CBS 4085402 CBS

- MAGNUM CHASE THE DRAGON Jet JETLP 235 JETCA 235 3.04 CBS
- MAHALIA JACKSON MAHALIA JACKSON, VOLUME 1 Jazz Reactivation JR 115 1.81 PRT
- MARC BOLAN/T. REX ACROSS THE AIRWAVES Cube ICS 1004 ZCICS 1004 3.07 PRT
- MICHAEL BLOOMFIELD LIVING IN THE FAST LANE BBJ DAMP 100 2.89 PINNACLE
- MILKSHAKES TALKING 'BOUT Patch MILK OB 2.90 ROUGH TRADE

- NATIONAL WAKE NATIONAL WAKE WEA K95038 3.20 WEA
- NECESSARIES EVENT HORIZON Sire SRK 3574 3.20 WEA
- NEIL NORMAN & HIS COSMIC ORCHESTRA GREATEST SCIENCE FICTION HITS PRT NCP 1003 1.81 PRT

- ONE BLOOD SUPER SHOWCASE Sound City MKRLP 002 2.65 JETSTAR
- ORIGINAL SOUND TRACK RAGTIME Elektra K52342 3.20 WEA
- ORIGINAL SOUND TRACK REDS CBS CBS 870213 CBS 40870213 CBS

- PINSKI ZOO INTRODUCE ME TO THE DOCTOR Patch PATCH 0001 2.68 PINNACLE
- PLACIDO ENGLAND'S STRANCE Patch PLA 001 2.30 ROUGH TRADE
- PLAYER SPIES OF LIFE RCA RCALP 3059 2.67 RCA

- RANDOM HOLD RANDOM HOLD RCA RCALP 3062 2.67 PRT
- RAVEN ROCK UNTIL YOU DROP Neat Out Now NEATC 1001 2.89 PINNACLE
- RAY MCVAY ORCHESTRA COME DANCING Transatlantic TRF 115 KTRF 115 3.34 RCA
- RED RIDERS AS FAR AS SIAM EMI EST 12145 TC-EST 12145 3.07 EMI
- ROGER WHITTAKER CHANGES EMI EMC 3398 TC-EMC 3398 3.07 EMI
- ROVERS THE ROVERS ATTIC LAG 1095 2.89 PINNACLE
- ROY ORBISON THE BIG O Charly Out Now CFK 1018 2.78 SPARTAN

- SARAH VAUGHN SARAH VAUGHN, VOLUME 1 Jazz Reactivation JR 109 1.81 PRT
- SHALAMAR FRIENDS Solar K52345 3.20 WEA
- SHIRLEY HORN TRIO ALL NIGHT LONG Steeplechase SCS 1157 SCM 51157 3.19 THE OTHER LABEL
- SHIRLEY BASSEY SHIRLEY BASSEY Pickwick SHM 3094 HSC 3094 1.99/2.25 PICKWICK
- SHOOTING STAR HANG ON FOR YOUR LIFE Virgin V2221 3.20 CBS
- SHUNTERS SINCE MORNING New Cross NC 002 32 SPARTAN
- SIMPLE MINDS CELEBRATION Arista SPART 1183 TCART 1183 3.05 POLYGRAM
- SINGERS & PLAYERS REVENGE OF THE UNDERDOG Situation SITU 42.65 PINNACLE
- SLIM WHITMAN MR SONGMAN Liberty LBG 30343 TC-LBG 30343 3.07 EMI
- STAPLE SINGERS AT THEIR BEST Stax STAXL 5004 STAXK 5004 1.82 RCA
- SYD LAWRENCE & HIS ORCHESTRA SYD LAWRENCE, VOLUME 2 Celebrity ACP 014 ACK 014 1.82 RCA
- SYNERGY AUDION Logo LOGO 1033 3.04 RCA

- TEDDY WILSON TEDDY WILSON, VOLUME 1 Jazz Reactivation JR 108 1.81 PRT

- VARIOUS BLUE MONDAY Stax STAXL 5005 1.82 RCA
- VARIOUS DREAMING K-tel NE 1159 CE 2159 5.99 K-TEL
- VARIOUS GEMS FROM TREASURE ISLE Trojan TRLS 206 2.60 PINNACLE
- VARIOUS KINGS OF SWING Decca Elite TAB 35 2.03 POLYGRAM
- VARIOUS TEEN DREAMS Laurie LRSPL 1003 LRSK 1003 1.82 RCA
- VARIOUS TIGHTEN UP, VOLUME 2 Trojan TRLS 207 2.60 PINNACLE

- WEATHER REPORT TBA CBS CBS 84326 CBS 4084326 CBS
- WILLIE (THE LION) SMITH WILLIE (THE LION) SMITH, VOLUME 1 Jazz Reactivation JR 113 1.81 PRT
- WYNTON NARSALIS WYNTON NARSALIS CBS CBS 85404 CBS 4085404 CBS

- YUSEF OATEES YUSEF OATEES Jazz Reactivation JR 104 1.81 PRT

- ZOMBIES SHE'S NOT THERE Decca Rock Echoes TAB 34 KTBC 34 2.03/2.09 POLYGRAM

Best of the rest

WHISPERS: Love Is Where You Find It (Solar/WEA K52344) Prod: Leon Sylvers/Ricky Sylvers/Nicholas Caldwell/Wallace Scott/Walter Scott

Rush released by WEA following the rave reception granted the import by specialist disco dealers. The group has enjoyed considerable success in the disco market, although crossover success has eluded them. This is the second album since Solar was attained by WEA and the company will be looking for big things of the strong material this album contains. The new single 'In The Raw' (K12597) is in the currently popular Kool & The Gang style.

HOLGER CZUKAY: On The Way To The Peak Of Normal (EMI EMC 3394) Prod: Holger Czukay

As one of the pioneers of electronic music more than ten years ago with the influential German band Can, Holger Czukay knows his way around the studio. Here he delivers an imposing album full of strongly-stated themes in the form of an extended work occupying the whole of the first side called 'Ode To Perfume' while side two is split into four cuts, again largely instrumental, with PIL's Jah Wobble featured on bass on 'Hiss'n'Listen'. Holger himself takes most of the credits, performing on a variety of keyboards plus some demented french horn. A technically excellent album which could well sell in the current musical climate.

GARLAND JEFFREYS: Rock & Roll Adult (Epic EPC 85307; Prod: Garland Jeffreys/Bob Clearmountain/Dick Wingate
The loose, New York R&B of Garland

Jeffreys is here presented on a live album, and while in theory his grainy kind of music should show up well in this context, the reality is a frustratingly uneven sound. The irony is that had the entire album been recorded in studio it might have been very good, for Jeffreys sounds to be getting hot support from that reliable British 'soul backing' band, The Rumour.

NEW YROK SKYY: Skyline (Salsoul EPC 85494) Prod: Randy Muller/Solomon Roberts Jr

Currently one of the hottest disco acts around New York Skyy is high in the disco chart with 'Let's Celebrate' from this album and the import sales have been good. With plenty of top disco product around NYS can easily hold its own with a blend of soft, sophisticated funk. The music sounds occasionally like The Jacksons, sometimes like Beggar & Co.

OST: Lili Marleen (Metropolis/Island ILPS 9708)

A new Rainer Werner Fassbinder film with music by Peer Raben, *Lili Marleen* is currently showing in London and should obtain a general release soon. The theme is known to anybody who ever donned khaki and the song is heard in English. There is also a version of Jerome Kern's 'Smoke Gets In Your Eyes' but mostly the music is either Raben originals or arrangements. While the music is pleasant it would no doubt be improved by seeing the film.

VARIOUS: A Splash Of Colour (WEA K58415) Prod: Mike Young

Had this album been released six months ago it would have been hailed as the first sight of a new wave of psychedelic music. Today it is hard, if not impossible, to see what the fuss was all about. While the bright cover



Ex-Can member Holger Czukay. Technically good album is right for current climate.

certainly had a splash of colour the music did not. The tracks seem sadly uninspired and even The Barracudas – who have been improving steadily since being dropped by EMI – only just manage to do themselves justice. Most of the music is as bleak as *Orchestral Manoeuvres* with the light on.

TAV FALCO'S PANTHER BURNS: Behind The Magnolia Curtain (Frenzi ROUGH 32) Prod: Panther Burns

Rockabilly in the form of the Stray Cats and all the other felines might have been last year's thing but there are still crazed people in the Southern States of America working the genre in its most primitive and impassioned form. Tav Falco and his band mix up songs from Muddy Waters, Leadbelly, and Junior Wells with MOR and country standards and then stomp all over them on an LP strong on atmosphere even if the players are more interested in the feel than accurately following the dots.

FELA ANIKULAPO-KUTI: Original Sufferhead (Arista SPART 1177) Prod: Fela Kuti

The Bruce Springsteen of African music, the fame of Fela Kuti has spread as far as France to date, but a visit to the UK could change all that. His lifestyle, political activity and massive entourage would be sure to generate more publicity than the music alone, but the music does deserve it. Kuti plays tenor sax and piano and writes a frothing form of African jazz which is captivating and exciting.

MATHEMATIQUES MODERNES: Les Visiteurs Du Soir (Celluloid ILPS 9690) Prod: Jacno

A genuine slice of Euro-rock from the Island-licensed Celluloid label. The band has been listening to plenty of Talking Heads and British electro-pop, because there is a good percussive feel to the tracks plus a rock-solid dance beat, in the main, and some good bubbling synthesiser. However, it will take heavy exposure in the trendiest clubs to get this one away.

GEORGE JONES: Still The Same Old Me (Epic EPC 84949) Prod: Billy Sherrill

The title ironically reminds that Jones is still very much a seller to the straight country market, his studio flirtations

with Elvis Costello notwithstanding. Indeed, Epic has attempted to cash in on this liaison by including with the album the 'Stranger In The House' single in picture bag. But the LP itself is plain, classy George Jones – hurting country vocals delivered from a closed throat, tasteful steels, a bit of orchestration – all the hallmarks of Billy Sherrill's usual production for the singer, and a good standard of song featured throughout. It won't break any pop barriers but it won't disappoint Jones' country following by the same token.

MICHAEL BLOOMFIELD: Living In The Fast Lane (Waterhouse DAMP 100) Prod: Norman Dayron

This is the last recorded work of one of America's most celebrated guitar players. He came to prominence with the Paul Butterfield Blues Band, played for Bob Dylan and took part in the *Super Session* with Steve Stills and Al Kooper. His music retained an earthy blues feel while his guitar technique stretched further into sophisticated territory. This album is a fitting tribute to his talent with 10 tracks displaying his blues talents.

VARIOUS: Could This Be Magic? (PRT NCP 1001)

VARIOUS: Do You Wanna Dance? (PRT NCP 1002)

Two interesting compilations from PRT courtesy of the Roulette back catalogue. *Could This Be Magic?* is a collection of 14 doo-wop tracks including such notables as 'Gee' by The Crows and 'Crying In The Chapel' by Sonny Til & The Orioles. The album is also notable for the inclusion of the original 'Daddy's Home' by Shep & The Limelighters as well as its half brother 'A Thousand Miles Away' by The Heartbeats. As its title implies, *Do You Wanna Dance?* has 14 dance tunes including Buddy Knox's Party Doll and Barbara Ann by The Regents as well as Bobby Freeman's original version of the title track. Packaging on both albums is attractive but of course much of the material has already been out on compilations.

EDDY GRANT: Live At Notting Hill (Ice/RCA LP 22) Prod: Eddy Grant/ THE MIGHTY DIAMONDS: Changes (Music Works LP 11981) Prod: Augustus 'Gussie' Clarke/VARIOUS: Wild Party Sounds Volume One (Cherry Red/On U BRED 24) Prod: Adrian Sherwood

Eddy Grant is one of this country's reggae giants, with his own label and several hits to his credit. This is the soundtrack of the film *Eddy Grant Live at the Notting Hill Carnival* and includes his two best known numbers 'Walking On Sunshine' and 'Living On The Frontline' among its 10 tracks on two discs. The live versions do justice to his originals. The Mighty Diamonds are among the best Jamaican vocal groups and this album, jointly distributed in the UK by Jet Star and Rough Trade, has 10 tracks which show just why that is true. The music is gently paced and sweet and the ubiquitous

LIVE MUSIC

Manilow can ignore jibes

BARRY MANILOW
London, Royal Albert Hall

NOTWITHSTANDING THE amount of criticism and snidery aimed in his direction, much of it for some strange reason concerned with the shape of his nose, Barry Manilow is still the archetypal Mr. Nice Guy. Gangling and a touch awkward on stage, he projects just the right amount of clean-cut charm to epitomise the acceptable face of pop, the idol of the straights who, on the evidence of his hugely successful Albert Hall concerts, span a wider age range than might have been suspected.

With Jones and Humperdinck now exiled, and Diamond a reclusive performer, Manilow has the MOR market to himself and his supremacy is in no danger of being challenged, even if his

vocal ability is not that of which legends are made. His speciality, as he proved time and again, at the London concerts is to switch on a conveyor-belt of bitter-sweet ballads which tell tales of broken love affairs, but where the possibility of a reconciliation is not totally out of the question. Songs like 'Made It Through The Rain', 'Somewhere Down The Road' and 'Even Now' tug painlessly at the emotions, admirable with their articulate lyrics and climactic melodies which he tackles with a relaxed skill. As he pointed out, good love songs never go out of style. But despite the accent on sentimentality, good humour was never far away, often at his own expense, even to a gag about the hooter. Manilow may not be one of the all-time great interpreters of popular song, but within the framework of his limitations, he knows how to deliver the goods. Like Liberace, and more recently Cliff Richard, his following is so dedicated that he can afford to ignore the written jibes. Obviously, blandness has its virtues.

BRIAN MULLIGAN

Albums/Tapes Top 60

RECORD BUSINESS
BESTSELLERS
RECORD BUSINESS

1	1	15	DARE HUMAN LEAGUE VIRGIN (TC)V 2192 3.40/3.20 CBS ☆	21	58	18	TRAVELOGUE HUMAN LEAGUE VIRGIN V2160 2.43 CBS O	42	46	18	IF I SHOULD LOVE AGAIN BARRY MANILOW ARISTA 8MAN (TCBM) 1 3.22 POLYGRAM ☆
2	10	2	LOVE SONGS BARBRA STREISAND CBS CBS (40)10031 CBS	22	22	10	ALL THE GREAT HITS DIANA ROSS MOTOWN (C)STMA 80363.34 RCA	43	34	13	WHY DO FOOLS FALL IN LOVE? DIANA ROSS CAPITOL (TC)E-ST 26733 3.07 EMI O
3	2	7	THE VISITORS ABBA EPIC EPC (40)10032 CBS ☆	23	15	12	TONIGHT I'M YOURS ROD STEWART RIVA RVLP (4)143.04 WEA ●	44	24	9	BEGIN THE BENUINE JULIO IGLESIAS CBS CBS (40)85462 CBS O
4	3	13	GREATEST HITS QUEEN EMI (TC)EMTV 30 3.59 EMI ☆	24	28	18	DEAD RINGER MEAT LOAF EPIC EPC (40)83645 2.74 CBS ●	45	42	12	WALK UNDER LADDERS JOAN ARMSTRONG A&M AMLH (CAM) 64876 3.04 CBS ●
5	4	3	HITS HITS HITS VARIOUS RONCO (4C)RTL 2063 5.49 RONCO ☆	25	21	9	TIN DRUM JAPAN VIRGIN V (TC) 2209 3.20 CBS O	46	33	17	7 MADNESS STIFF (Z)SEEZ 39 3.03/2.43 CBS ●
6	18	2	MODERN DANCE VARIOUS K-TEL NE 1142 (CE 2156) 5.49 K-TEL	26	14	9	CHANGESTWOBOWIE DAVID BOWIE RCA BOWLP (BOWK) 33.04 RCA ●	47	43	9	PERHAPS LOVE PLACIDO DOMINGO WITH JOHN DENVER CBS CBS (40)73592 CBS
7	5	17	GHOST IN THE MACHINE POLICE A&M AMLH (CKM) 63730 3.04 CBS ☆	27	17	20	SHAKY SHAKIN' STEVENS EPIC EPC (40)10027 3.25 CBS ☆	48	42		GUILTY BARBRA STREISAND CBS (40)86122 CBS ☆
8	8	11	PEARLS ELKIE BROOKS A&M ELK (CLK) 1981 3.25 CBS ☆	28	30	11	THE GEORGE BENSON COLLECTION GEORGE BENSON WARNER BROS K (4)66107 WEA ●	49	16		COMPUTER WORLD KRAFTWERK EMI (TC)EMC 3370 EMI
9	32	9	4 FOREIGNER ATLANTIC (4)50796 3.04 WEA	29	26	14	THE BEST OF BLONDIE BLONDIE CHRYSALIS CDLTV (ZCLTV) 2 3.45 POLYGRAM ☆	50	51	14	BODY TALK IMAGINATION R&B RBLP (ZCRB) 1001 3.07 PRT
10	7	12	PRINCE CHARMING ADAM AND THE ANTS CBS (40)85268 2.92 CBS ☆	30	19	9	FOR THOSE ABOUT TO ROCK AC/DC ATLANTIC K (4)50851 3.04 WEA ●	51	50	10	HANSIMANIA JAMES LAST POLYSTAR POLTV (POLVM 14) 3.25/3.36 POLYGRAM ●
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13	16	8	ONCE UPON A TIME - THE SINGLES SIOUXSIE AND THE BANSHEES POLYDOR POLS (POSC) 1056 3.05 POLYGRAM O	33	23	12	SPEAK AND SPELL DEPECHE MODE MUTE (C)STUMM 5 2.89 SPARTAN/INDIES ●	54	39	8	RENEGADE THIN LIZZY VERTIGO 6359 (7150) 083 3.05/3.15 POLYGRAM
14	31	3	SOMETHING SPECIAL KOOL & THE GANG DE-LITE DSR (DCR) 001 3.04/3.14 POLYGRAM	34	55	29	SECRET COMBINATION RANDY CRAWFORD WARNER BROS K (4)56904 WEA ●	55	45	6	WE ARE MOST AMUSED VARIOUS RONCO (4C)RTL 2067 5.49 RONCO
15	13	12	ARCHITECTURE AND MORALITY ORCHESTRAL MANOEUVRES IN THE DARK DINDISC DID (C) 12 3.20 CBS ●	35	35	19	HOOKED ON CLASSICS ROYAL PHILHARMONIC ORCHESTRA K-TEL NE 1146 (CE 2146) 5.49 K-TEL ☆	56	NEW	5	STANDING HAMPTON SAMMY HAGAR GEFEN GEF (40)85456 CBS
16	9	10	SIMON AND GARFUNKEL COLLECTION SIMON AND GARFUNKEL CBS CBS (40)10029 CBS ☆	36	27	14	RAISE EARTH WIND AND FIRE CBS (40)85272 2.92 CBS O	57	117		JEFF WAYNE'S "THE WAR OF THE WORLDS" VARIOUS CBS (40)96000 4.86 CBS ☆
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18	25	173	BAT OUT OF HELL MEAT LOAF EPIC EPC (40)82419 2.74 CBS ☆	38	52	8	CHRISTOPHER CROSS CHRISTOPHER CROSS WARNER BROS K (4)56789 WEA ●	59	10		BUCKS FIZZ BUCKS FIZZ RCA RCALP (RCAK) 6050 3.34 RCA
19	41	5	DURAN DURAN DURAN DURAN EMI (TC)EMC 3372 3.07 EMI ●	40	7		FRIENDS OF MR. CAIRO JON & VANGELIS POLYDOR POLD (C) 5053 POLYGRAM	60	NEW	1	ARTHUR ORIGINAL SOUNDTRACK WARNER BROS K (4)56930 3.04 WEA
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- EBONEE WEBB** SOMETHING ABOUT YOU/Gonna Get You Capitol ○ CL 233 EMI
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UFO LET IT RAIN/Heel Of A Stranger/You'll Get Love Chrysalis ○ CHS 2576 POLYGRAM
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VARIOUS STAX ON 45 MEDLEY VEDA BROWN/DON'T START LOVING ME (IF YOU'RE GONNA STOP) LITTLE MILTON*/Packed Up And Took My Mind* (*12" only) Stax ○ STAX 2000 ● STAX 2000 RCA ●
VICE SQUAD OUT OF REACH/(So) What For The 80's/Sterile Riot City ○ Z26 EMI
- WHISPERS** IN THE RAW/Small Talkin' Solar ○ K12597 WEA
- YELLOW SHE'S GOT A GUN**/Blue Head/The Evening's Young*/There Is No Reason* (*12" only) Do It ○ DUN 18 ● CBS ●
YVONNE GAGE GARDEN OF EVE/Tonight I Wanna Love You Atlantic ○ K11708 WEA
- ZOUNDS** DANCING/True Love (Double A) Rough Trade ○ RT 094 ROUGH TRADE ●

Index

- 2 Daze Gone B G.I. Blues Alternate
Absolutely Nothing D Take (EP) E
Alien D Harlequin J
All You Need Is Love N Have You Ever Been
Alone With Her Tonight J In Love P
Back To France B Heartbreak Hotel (EP) E
Bongo Brain R K Hernandez's Hideaway T
Bonjour Swansong R High Technology E
Can't Be Funky B Horoscope L
Coming To Get You T How Much Love Do You
Cool Nights P Have For Me Tonight G
Country Fit For Heroes V I Don't Depend On You H
Crawling Back F I Just Called To Say T
Dancing Z I Need Your Love K
Domestic Servants B I Only Come Out
Double Vision C At Night S
Elvis Presley (EP) E I Think I'll Get My
Everybody's Some J Hair Cut J
body's Fool C I Travel S
Follow That Dream (EP) E I Walk In The Light N
Garden Of Eve Y If I Were You L
Getting It Right M In The Raw W
Giving Up P It's Not Easy R
Give Rasta Praise T Jailhouse Rock (EP) E
Good Bless Rock And Roll B Jet Boy, Jet Girl (EP) C
Good Morning T Just Like Eddie H
Schoolgirl R Kid Gallahad (EP) E
- King Creole (EP) E
Let It Rain U
Let's Shake A
Living In These
Troubled Times C
Lonely Nights B
Love Me Tender (EP) E
Love Takes Tears R
Loving Me, Loving You S
Loving You S
Loving You (EP) E
Mellow Love M
Mister Wrong P
Modern Women S
Mr. Clean V
One Way Trip R
Open Up The Door C
Out Of Reach V
Out, Out, Out N
Paradise In Your Eyes J
Pineapple Chunk J
Poison Arrow A
Rainy Day Song N
Real Elvis (EP) E
Reggae Round The
World K
Robbery B
- Rock Island Line L
Rock Your All H
Run For The Hills I
See You D
She's Got A Gun Y
Something About You E
Sorry, Sorry T
Stax On 45 Medley V
Such A Night (EP) E
Take Me To The Pilot K
Talk To Me S
The Big Country B
The End R
The Saxophone Song T
The Vicious Circle (EP) A
They Said D
Town Called Malice J
Trick Of The Light F
Turn Up The Night B
Unique Mystique J
Viva England J
Viva Scotland B
Wait In Line K
Walking On The Edge R
Wimoweh C
With You B
You're My Bestest Friend M

Distributor Guide

- ★ = Reggae Specialists
- ☆ = Indie Specialists
- ★ = One-Stop

Label	Address	Phone
A	PRT	Mitcham 01-640 3344
B	"One Stops"	See distributors marked ★
Bo	Bonaparte	London 01-278 3481
C	CBS	London W1 01-960 2155
Ca	Cavalis	London 01-739 1081
CS	City Sounds	London 01-405 5454
D	Ronco	London 01-876 8682
Dk	Daddy Kool	London 01-437 3535
E	EMI	Hayes 01-561 8722
F	Polygram	Romford 01-590 6044
Fa	Fast	Edinburgh 031-661 5811
Fl	Flashback	Swindon 0793 46868
Fr	Fresh	London W2 01-258 0572
G	K-tel	London 01-992 8000
GP	Groove	London 01-437 4711
CV	Good Vibrations	0232 29152
H	"Indies"	Rough Trade/Red Rhino/Fresh Service-Discount/Revolver/Inferno/Backs/Probe/Lighting
J	Jelstar	London NW10 01-961 5818
JK	Solomon & Peres	Dublin 01-969 8349 Dublin 01-969 8344 Co Antrim 08494 32693
L	Lightning	London 01-969 8344
Lu	Lugtons	London N8 01-348 9122
M	Spartan	Wembley 01-903 4753/6
N	Spartan "Indies"	
O	President	London SW1 01-839 4672/5
P	Pinnacle	Orpington 0689 73146
Pk	Pickwick	London 01-200 7000
Q	Rough Trade	London W11 01-221 7355
R	RCA	West Bromwich 021-525 3000
RS	Record Shack	London W1 01-437 3655
Rv	Revolver	Bristol 0272 299105
S	Stage One	Haslemere 0428 4001
Sv	Service-Discount	Manchester 061-941 3810
T	Graduate	Dudley 0384 59048
TB	Terry Blood	Stoke-on-Trent 0782 620321
Tr	Trojan	London 01-961 4565
u	Warwick-MSU	London 01-602 3483
V	Red Rhino	York 0904 36499
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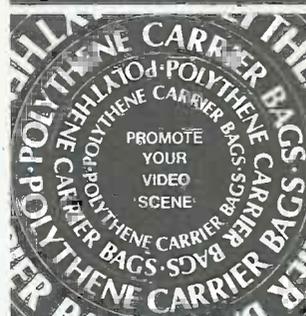
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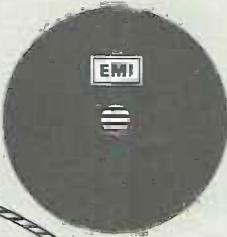
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