

RECORD BUSINESS

INSIDE

Singles chart, 6-7; Album chart, 17; New Singles, 18; New Albums, 13; Airplay guide, 14-15; Independent Labels, 13; Retailing, 8-9.

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PRS meets ASCAP



ASCAP GREETs the PRS: A contingent from the Performing Right Society visited ASCAP's New York offices last week to exchange views on industry matters of mutual interest. Pictured here at one of the meetings are (left to right): joint deputy chairman Roger Greenaway; ASCAP president Hal David, PRS council chairman Richard Toeman and ASCAP board member and president of Boosey & Hawks, W. Stuart Pope.

Cut-out and parallel import guidelines sought by trade

FOLLOWING THE recent spate of parallel imports raids by BPI solicitors and subsequent swingeing costs and damages bills facing importers and retailers, the trade is calling for clear guidelines to define exactly what it can sell.

The industry watchdog has been fielding a flood of calls from anxious retailers since this Spring's offensive against illegal imports and there were renewed worries from shopkeepers after the BPI cracked down in Scotland on two shops, resulting in settlements totalling £50,000. Gordon Inglis of G.I. Records, Edinburgh agreed to pay £30,000 for handling illicit LPs.

Apart from telling *RB* that certain retail chains were still offering contentious items at cheap rates, he was most concerned about the possible dangers of

selling cut-outs.

"We sell a lot of cut-outs which are not available in the UK," said Inglis. "But I often see cut-outs in the major chains, and they are of material that has never been deleted in the UK. The independent trade is in urgent need of clarification on this point."

He went on to say that he had been given four different definitions of what constituted an illegal cut-out album.

"It varied between an album that had been deleted in both country of origin and the UK; a record that was deleted in the UK, a record that was cut out abroad but not 'current product here, and a record that was a cut-out abroad but outside the Top 100 albums here.

"Any of these definitions would be acceptable. The trade simply wants to know which guideline to take."

In answer, the BPI said cut-outs would be treated in exactly the same way as parallel imports if they were made outside the EEC.

The BPI is currently preparing a leaflet setting out overall guidelines on the whole parallel imports question. It will be published within the next three weeks, and available to dealers.

Disc rent store in imports case

A BRIGHTON shop specialising in hiring out records had illegal "parallel imports" among its stock of about 1,000 records, the High Court in London heard on Wednesday.

David Kitchin, counsel for the BPI, which looks after the copyright interests of most record companies, told Mr Justice Dillon the stock at Red Rat Record Rentals in Duke Street Market, Brighton, included two Blondie records made under licence in Spain for internal distribution only.

He said the records had been made legitimately, but became illegal when imported into the UK, where Chrysalis Records was exclusive licensee.

The judge granted Chrysalis an injunction preventing Figarc Ltd, trading as Red Rat Record Rentals, infringing copyright by importing and selling records originating outside the EEC. The order will remain in force until judgment in the pending action. The defendant company was not represented at the hearing.

Kitchin said the shop, which described itself as "Europe's first record rental store," charged a hire fee of from 32p a night plus £5 deposit. The record companies were unhappy about record renting because, he said, "It facilitated home taping" and lost sales.

EMI joins mid-price trend via MfP

EMI JOINS the trend to mid-price labels in May, but has headed in an adventurously different direction from the opposition by utilising the mass merchandising skills of its Music for Pleasure subsidiary to secure in-depth retail penetration.

The new MfP label will be called Fame and the first release of 30 albums, retailing at £2.99 and drawn from EMI's rich catalogue storehouse will be on the receiving end of a powerful promotion campaign embracing commercials on 13 ILR stations supported by advertisements in the *Daily Mirror*, *Daily Express*, *Daily Mail*, *The Sun* and *Daily Star*, plus the rock press and *Custom Car* and *Street Machine* magazines. The radio activity will run from June 14-26 featuring two separate commercials covering rock and MOR material.

National press advertising will also run at the same time, while other publications will be featuring the repertoire in July as well. There will also be heavy concentration on point-of-sale display and promotion.

Featured in the first Fame release will be albums by such artists as the Stranglers, Whitesnake, ELO, T. Rex, Motorhead, Cliff Richard, Dr. Hook, Beach Boys, Bob Seger, Anne Murray, Steve Miller and Helen Reddy. There will also be re-releases of archive material by Gene Vincent, Eddie Cochran and Bob by Vee.

Cassettes, now accounting for a substantial part of MfP's business overall, will also retail at £2.99 and all repertoire will be supplied under a sale-or-exchange arrangement. A further release was likely in the Autumn towards a

catalogue of about 75 titles.

MfP has gone to considerable efforts to de-emphasise its own role, with company credits being printed most discreetly on the sleeves, all of which are exactly as originally designed, with the exception of a small Fame logo in one corner of the front cover. Tactically this is regarded as being the best way of overcoming any resistance to albums priced at less than £3.99 by the 18-30 year-old market

According to managing director Ted Harris, the decision to market Fame through MfP rather than through the EMI salesforce is in an attempt to ensure that the label is given the kind of regular attention in record outlets that is difficult for salesmen with full-price product, but which budget merchandisers can handle as normal routine.

PolyGram probes delivery delays

POLYGRAM RECORD Operations has conducted a thorough inquiry into allegations of late deliveries to small shops in last week's *RB*.

Conscious of its trade reputation **PRO** has made strenuous efforts to improve its distribution and is prepared to investigate all dealer problems.

Several improvements have been made, including the introduction of a colour coding system which identifies boxes to be despatched – whatever the priority rating of the dealer.

The system of holding orders of less than £30 on new releases, described last week, has been amended and the minimum order now required to ensure shipment within a day of ordering is £10.

Re-shuffle in EMI marketing & promo depts

EMI RECORDS' marketing and promotion departments have gone through a wide-ranging personnel shake-up this week.

Charles Webster, currently EMI repertoire senior product manager, has been made marketing manager reporting to general manager John Cavanagh where he will be responsible for creating marketing campaigns and supervising product managers Dwayne Welch, Bob Stevenson and senior product manager Iain McLay who was previously product manager in the Capitol/EMI America/Liberty US division.

Malcolm Hill, previously EMI and RAK repertoire product manager has been appointed national radio promotions manager reporting to Martyn Cox, general manager of promotion. Hill will take on national radio promotion and supervise the activities of the company's London-based radio promotions team.

Wally Slaughter, formerly promotions manager at Capitol/EMI America/Liberty US, has been made EMI repertoire promotion manager reporting to Hill, while Steve McCaughley joins Slaughter's previous department as senior promotion manager.

More Papal 45s

MULTIPLE SOUND Distributors has picked up distribution of a flexi-disc souvenir card of the Papal blessing. Released by Circlemark (FLX 240) the disc contains a prayer and blessing spoken by Pope John Paul II in English plus extracts from Vivaldi's *Gloria* performed by the New Philharmonia Orchestra and Chorus conducted by Riccardo Muti.

● **WYND-UP** HAS exclusive distribution on a single called 'The Travelling Man' (VAT 1) on Pax Records which is a song about The Pope.

Human League crack down on poster mags

LEADING MEMBERS of The Human League pop group who have launched a number of actions to stop the unauthorised use of their name and publicity material in poster magazines, were granted a series of orders in the High Court on Wednesday.

Mr Justice Dillon allowed an application by Philip Oakey and Adrian Wright, owners of "The Human League" registered trade mark, for injunctions against Harpbond Ltd, trading as Scanspeed Publications.

The order, effective until judgement in a pending action, bans Harpbond from distributing any copies of their publication "The Human League", from using the registered trade mark "The Human League" or any confusingly similar name in printed matter, periodical or poster not of the group's merchandise.

There was also an injunction against infringement of the group's trade mark.

In three other actions, against Moore Harness Ltd (distributors), SportsScene Publishers Ltd, Snap Publishing Ltd, the judge approved undertakings in similar terms to the injunctions until judgment or further order.

In an action against Colourgold Ltd, an application for injunctions was adjourned for 14 days, without any undertakings being given.

In the final action against Trevor Bolton and Barry Stevens, of Tonan Ltd, trading as Beaver Publishing, the application was adjourned for 14 days and a temporary injunction granted.

Geoffrey Hobbs, for Philip Oakey and Adrian Wright, told the judge that they had designed and published their own poster magazine "The Human League" after the success of their album *Dare* last November.

The unauthorised poster magazines were saturating the market and threatening to damage sales of their own publication.



EMI TAKES delivery of a new star – Nancy Nova who boxes clever with the release of her first single 'Made In Japan' (EMI 5290) on May 10.

Phonogram £1.82 'classics'

PHONOGRAM IS making four 'classic' albums available at £1.82 as part of a rolling programme of reissues but it is not following the 'Nice Price' concept of mid-price campaigns.

The albums in question are *Forever And Ever* by Demis Roussos (Philips 6359 196); *The Lonely Shepherd* by Gheorge Zamfir (Philips 6395 197); *Every Picture Tells A Story* by Rod Stewart (Mercury 6336 548) and *Swing Classics* by Syd Lawrence (Philips 6381 072).

All four are available on cassette, also at £1.82, and should retail at around £2.99. Other titles will be brought into this price line according to demand.

UK labels take Eurovision songs

MANY OF the foreign entries to the Eurovision Song Contest – held on Saturday in Harrogate – have been taken for possible release by British companies.

In addition to the UK contender from Bardo, CBS/Epic has taken on four songs: Norway's 'Tell Me' by Jahn Teigen and Anita Skorgan; Cyprus's 'Love Is A Lovely Weekend' by Anna Vishi; Sweden's 'Day After Day' by Chips, and 'A Little Piece' by Nicole which is the West German entry.

Finland's 'Bomb Out' by Kojo and Israel's 'Hora' by Avi Toledano have gone to Polydor, while Phonogram has taken on rights to Svetlana's 'Cours Apres Le Temps' from Luxembourg. EMI has the Danish entry 'Video Video' by Brixx while Belgium's entry, 'Si Tu Aimes Ma Musique' by Stella has been picked up by President.

As usual, the amount of promotion placed behind the songs will depend heavily on their success in the contest.

Polydor-Virgin link up to promote Editions EG

EDITIONS EG is the subject of a major campaign by Polydor – with the Virgin retail chain taking a major role in the initial promotion.

Albums have appeared on the Editions EG label for 18 months and the entire catalogue of 30, including the Ambient and Obscure series, is being relaunched.

Dealers will be able to order a display pack containing a selection of sales and display material from PRO at Chadwell Heath. There will be advertising spotlighting dealers offering a special dis-

count on the album.

To spearhead the launch a compilation album has been put together featuring Adam Ant, Robert Fripp, Brian Eno and other Editions EG artists.

Previously released albums will now have a new consecutive series of catalogue numbers and some are available on cassette for the first time.

Virgin shops will have in-store and window displays with logo centrepieces. In-store videos and Editions EG stockists window stickers will be seen. With every purchase of three or more albums

Virgin will give away a T-shirt and a catalogue leaflet is to be shrink wrapped in each copy.

Co-operative advertisements in the consumer press will be taken by Polydor and Virgin. The first of several such promotions planned, although the others are still being negotiated by Polydor.

Big Macca push

EMI RECORDS is launching one of its largest ever campaigns around the release of Paul McCartney's *Tug Of War* (PCTC 259).

The campaign begins with consumer press advertising in selected publications and includes national co-operative advertising with W.H. Smith in *The Sun*, *Daily Mail* and *Daily Mirror*.

Flyposting will feature 10,000 60×40 four-sheet, full-colour posters and there will be London bus front advertising. Three posters will be available for in-store display and there will be a 3-D adaption of the cover as a centre-piece for window-displays.

McCartney has been interviewed on tape and copies are available for radio promotion.

Financier Baron Bentinck is Wade's new Promopeople backer

PROMOPEOPLE, THE field promotion company has a new Financial backer. He is Baron Steven Bentinck, an international financier with interests in films and records. He is also the backer of Legion Productions and its associated Eagle Records Label.

When Promopeople was started a year ago, Managing director Alan Wade's Financial partner was Tom Edmonson, a Midlands businessman. The termination of Felmonson's involvement. With

Promopeople coincided with the launch of the Salespeople, a subsidiary selling operation designed to service independent labels.

"Tom felt he was unable to put money into Salespeople, but Steven saw its potential and was prepared to fund it," Wade, who retains day-to-day control of the company, told *RB*. "With our new financial support Promopeople has been made secure and is on a solid footing for a number of years to come."

MULLINGS

SOME YOU win, some you lose – and sometimes, if you are very lucky, you get a second chance. About a year ago, producer **Peter Collins** and his business associate **Peter Waterman** were engaged by CBS to produce four sides by a band called **The Step**. Two came out as singles and then the company decided not to retain the band. The third track due for release was 'One Step Further' written by **Simon Jeffries**, then a member of the band. CBS, of course, had a second chance by picking up the Bardo version – and we all know about that one. Meantime, Jeffries arrived at Waterman's office at MCA Music looking for a writer's contract. This was duly agreed, but Waterman passed on 'One Step Further'. As it turned out, he wasn't the loser, for Chappell in the end claimed prior rights to the song, written when Jeffries was a contracted writer, and acquired it, allegedly just as it was about to be picked up by **Andy Hill's** Big Note Music for recording by Buck's Fizz . . . whose camera never lies, of course – but in the nicest possible way there's a fair bit of fibbing going on regarding the **Paul McCartney** duet with **Stevie Wonder** on the 'Ebony And Ivory' promo video. The two, although apparently together at the piano, were not filmed simultaneously. McCartney recorded his part in London and then director **Keith Macmillan** jetted over to Los Angeles to tape Wonder's contribution. It's a tribute to his skill and the seamless work at the editing stage that it is impossible to "see the join" . . .

INTERESTING THAT **Tight Fit's** 'Lion Sleeps Tonight' biggie – sales approaching 850,000 copies – has had two different B-sides in Britain. To those who unkindly wondered if **Zomba** was trying to tidy up an unrecouped writers' situation, **Ralph Simon** comments: "We are trying to service our copyrights in the best way possible. We should do this for our writers, but only if the material has a qualitative edge. We would not place the song on a B-side if it were not strong enough" . . . on his new company car, the make of which he modestly declines to disclose, **Arista-Ariola** caretaker chief **David Simone** found his registration number was LYR1X – geddit? . . . **RCA** staff on duty at the Country Music Festival had to demonstrate their agility to gain entry to their stand. It had been constructed minus a door. However, the company was well compensated by selling about £11,000 worth of records . . . **EMI** seems like a good career berth for ex-music paper scribes. **Charlie Webster** who has just been made marketing manager of EMI pop division was once on *Record Mirror*, while his counterpart in the rock division **David Hughes** and publicity chief **Brian Southall** are both ex-Disc staffers . . .

IT'S TOUGH at the top – a recent stay in Barbados by **Richard Branson** and **Simon Draper** was rather spoiled by the proliferation of low-flying helicopters and plain clothes security men all looking after President Reagan . . . the excellent **Wesley Magoogan**, whose distinctive sax playing helped **Hazel O'Connor** score with 'Will You?' has joined **The Beat**, replacing the ailing **Saxa** . . . expect label change for **Darts** to be announced shortly . . . **Barbara Jeffries** and **John Reid** whose joint efforts have made the Venue into the capital's leading showcase gig have resigned to set up a management company to look after new **Chrysalis** signing **King Trigger** and a bunch of producers . . . for a month, **Paul Jones** depts for **Paul Nicholas** as Rum Tum Tigger in *Cats* musical . . . **Barry Manilow's** *Live In Britain* album went platinum on advance orders and the singer's cup was filled to overflowing as he was enshrined at **Madam Tussauds**, **Blackpool** . . . now that **Robert Holmes a Court's** ownership of **ACC** is finally confirmed, will the joint **Paul McCartney-Yoko Ono** bid for **Northern Songs** gain some steam once again? . . . without a great deal of drumbeating **Spotlight Publications** has launched a teenybop mag called *Noise* as opposition to top-selling *Smash Hits* . . . **Towerbell Records** points out that it owns world rights to Northern Ireland football song 'Yer Man' and will be releasing **Dana's** recording under a recently negotiated lease deal and not **Lite Records**, the singer's own label, as originally planned and reported . . . personal statement awaited from **Howard Barrow**, general manager of **PRT's** distribution division.

RECORD BUSINESS

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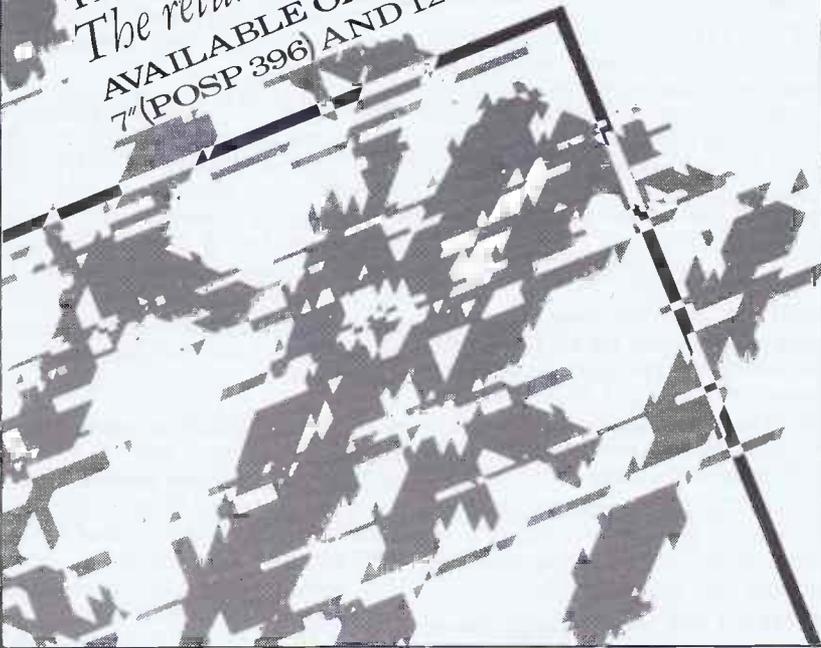
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LEVEL 42

Are you hearing (what I hear)?
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RCA telesales earlier start

RCA TELE-SALES staff at West Bromwich will be working from 8.30 am on Monday mornings from today (April 26) because of demand from dealers. They will operate from the standard 9.30 am the rest of the week. The number is 021-525 3000.

MCA follows LP price rises

MCA RECORDS has announced album price increases in line with those introduced by its distributor CBS, and has followed EMI's lead and increased the dealer price of seven-inch singles.

Seven inch singles rise to 85p from 79p and 12-inch singles £1.39 from £1.21. Full-price albums and cassettes move to £3.20 from £3.04 while TV product is up to £3.45 from £3.22.

The £1.82 line and recently introduced Audiophile albums are not subject to increases but mid-price double albums are raised from £3.04 to £3.65 and full-price double albums go to £4.65 from £4.44.

MCPS warns on Cat People LP

THE MCPS has issued notices to wholesalers and importers warning them to deal in American copies of the soundtrack album *Cat People* (BSR 6107) made in the USA by Backstreet Records, because British publishers MCA Music have not granted it an import licence. Any firm breaching copyright renders itself liable to an injunction, damages, delivery-up of all offending copies of the album and costs.

'Sailing' out again in pic. bag

OWING TO a certain mysterious popular demand from both dealers and members of the public, Riva Records has decided to re-release Rod Stewart's 'Sailing' (RIVA 9) from April 23. The single will be packaged in a full-colour picture bag.

Ins & Outs

ANDY KING has been appointed head of promotion for PRT Records. He joined the company from Music Deals where he was a director prior to which he was managing director of UK Records, the independent label he ran with brother Jonathan.

JOHN THODAY, previously advertising executive at the tape magazine SFX has joined the staff of Flexipop as advertising manager with immediate effect.

WHITE LINE Records and Music have moved to 67A, Comeragh Road, London W14 9HT (Tel: 01-381 9159).

FROM APRIL 19 K-tel has changed its telephone number to 01-992 8055. In future, only tele-sales calls will remain on 01-992 8000.

Merchandising

Bill Nelson plus Ants

BILL NELSON releases his first new recording for some time on Friday (April 30). 'Eros Arriving' (WILL 4) is co-produced by Adam & The Ants', Chris Hughes while the drumming is by Ant Merrick.

It will be released as a special limited edition double pack (WILL 44) with two extra tracks neither of which will be on his forthcoming album *The Love That Whirls* which is scheduled for early June.

CHRYSALIS RECORDS is to release the cast album from the National Theatre's acclaimed new production of *Guys and Dolls* on May 7 (CDL 1388).

The company has picked up the album on a worldwide basis which will feature the show's stars Bob Haskins, Julie Covington and Julia Mackenzie.

Initially the promotional campaign will centre on the London area with advertising set for the *New Standard* and radio spots on *Capital* and there are plans to turn it into a national push at a later date.

Chrysalis is also planning a two-phase campaign around Leo Sayer's new LP *World Radio* (CDL 1345) which will also be available on chrome tape. The early stages of the promotion will involve *Capital Radio*, *New Standard*, *Daily Mail* and *Mirror* advertising plus space in the *Melody Maker*. Phase two cuts in with the release of a second single from the album in May.

MAGNET IS test marketing the *Wall Street Crash* album in Central from May 4 with 20 prime-time spots with a view to further promotion if successful. The album (MAGD 5045) is also being supported by 800 window and in-store displays.

The album is Magnet's first to have a gatefold sleeve and has deluxe status and a dealer price of £3.25. The cassette (ZCMAD 5045) contains two extra tracks.

SCOTTISH FOOTBALLERS, athletes and personalities are featured on 'We Have A Dream' (K19145), the official Scottish World Cup single. It is written by B.A. Robertson and available in a picture bag. A limited edition will contain an autograph sheet. In addition to the football squad the record features jockey Willie Carson, Miss Scotland Georgina Kearney, boxer Jim Watt and sprinter Alan Wells.

WARNER BROS has released the soundtrack to the film of Dennis Potter's *Pennies From Heaven* which opens in London on May 27. The film stars Steve Martin and is based on the BBC series of the same name.

A double album the soundtrack includes such numbers as 'Life Is Just A Bowl Of Cherries', 'Rock Of Ages' and 'Let's Misbehave' and features original recordings of the Boswell Sisters, Fred Astaire and Rudy Valee.

TANK'S NEW single 'Stormtrooper' (KAP 1) will also be available as a picture



PROMOTION MAN Richard Evans – recently fitted with a heart pacemaker – trains for the London Marathon with 11-year-old Cheryl Page, who has already successfully competed in the Berlin event. Evans and his two brothers are seeking sponsorship from individuals or companies for their efforts in the May 9 race, with all funds raised going to the British Heart Foundation.

disc for a limited period. The 'B' side is a live version of 'Blood, Guts And Beer' and the dealer price of the picture disc is £1.20. The single is released on Kamaflage Records which is distributed by CBS and Pinnacle.

MAZE HAVE a single released by Capitol Records this week. 'Before I Let Go' was recorded live at the Hammersmith Odeon last month and is available in two different versions on seven and 12-inch. Both are available in picture bags.

ALICE COOPER releases a new single on Friday (April 30) appropriately entitled 'For Britain Only'. It was recorded in London following his recent tour and is backed by a version of 'Under My Wheels' recorded live in Glasgow. The 12-inch version features two further live tracks from the same performance.

PICTURE DISC copies of 'Fantastic Day' by Haircut One Hundred are now available. It is a live version of the number and the picture is taken from the band's video.

FIRST SINGLE of the year from Echo & The Bunnymen is 'Breaking The Back Of Love' from Korova Records. The 12-inch version carries an extra track.

INITIAL QUANTITIES of Anti-Nowhere League's debut album *We Are ... The League* (LMNOPI) on the WXYZ Records label will carry a recommended retail price of £3.99, distributed through both Pinnacle and Faulty Products. The release will be backed by a heavy trade and consumer press advertising campaign and coincides with a 30-date national tour.

JIMMY PHILLIPS was one of the last great 'folk heroes' of the music publishing industry. But, although the industry and his relatives and friends may have lost him, his outstanding contribution to the shape of British music publishing today still remains.

He was one of the best song-pickers and song pluggers ever to step into Tin Pan Alley – setting a high standard for others to emulate. He was the first British publisher to score a Number One in the United States, thus paving the way for others. And he helped to forge the 'modern' Music Publishers Association and Performing Rights Society that we know today. He was also a founder and part owner of the Mechanical Copyright Protection Society, prior to its acquisition by the MPA.

While some of today's younger publishers and professional managers hide any talent deficiencies behind master-quality 16/24 track demos, Jimmy Phillips hailed from those long-gone, romantic days of Tin Pan Alley when publishers dominated the music industry – and songs were 'plugged' by a professional manager who played the piano and sang a song himself to popular bandleaders and the artists of the day.

Jimmy did all that. He used to 'pick' the hits during the day and then go out at night plugging them himself – at the same time building lifelong friendships with legendary bandleaders like Jack Hilton, Alfredo and Billy Cotton.

His first job in the music business was a £1-a-week 'gofor' in the trade department of the old firm of Herman Darewski in 1918. The 1920s era of 'dance music' and jazz fired his interest in 'pop' music and the legendary Lawrence Wright spotted Jimmy's talent for picking and plugging the new-style songs. He became professional manager at Lawrence Wright Music in 1923 and his first signing was 'The Peanut Vendor'. In his ten years with Wright, his finely-tuned ears acquired (among others) 'Stormy Weather', 'The Last Round-up', 'Lazy Bones' and 'The Sunny Side Of The Street.'

He was 'poached' by Peter Maurice Music in 1933 and he revolutionised the British publishing industry at the time by setting up a special department for staff arrangers to support a team of staff writers that included Jimmy Kennedy and Michael Carr. He is also credited with having given Vera Lynn and Anne Shelton their first chances in the music business.

Jimmy's talent as a lyricist also began to develop during his Peter Maurice days. He linked up with writers like Tommy Connor and Geoffrey Parsons to produce such standards as 'Lilli Marlene', 'Oh My Papa', 'The Little Shoemaker', 'Eternally' and 'Smile'.

While his songwriting career flourished, so did his reputation and standing in the publishing industry. The only publisher to be invited to serve two terms as MPA President (1962-65 and 1972-74), Jimmy became a partner in Peter Maurice Music and was appointed md of Keith Prowse Music (which merged with Peter Maurice in 1958) prior to its acquisition by EMI

BRIAN OLIVER

Cockney knees-up a bit too down-home

CHAS 'N' DAVE
London, Dominion

WITH PERFECT timing, Chas'n'Dave headlined their sold-out Dominion Theatre concert just as 'Ain't No Pleasing You' was about to hit the number one spot in the *RB* singles chart. There to cheer them on was what can only be described as a cockney family audience - everyone from tots of four to formidable East End matrons 'Up West' for a knees-up. As they entered the theatre they were serenaded by a tack piano player while flower girls wandered around. This was going to be a party.

The curtains opened on Chas at a king-sized grand piano and Dave on bass, their drummer perched on a riser at the back amid the vast empty spaces of the Dominion stage. They cracked into 'Poor Old Mr Woogie', followed it up with 'Miserable Saturday Night' and a song about hangovers before wringing the first major applause of the night for the tongue-twisting 'Sideboard Song'. There followed a selection of their clever story-songs interspersed with ribald entertainment - Chas played his beer gut as percussion on 'Massage Parlour' for instance - before the show wound up with 'Rabbit', The Big Single, a strong

new ballad called 'If I Could Write A Love Song' and their knees-up medley 'Stars Over 45'.

A brass section was unveiled for 'Edmonton Green' early in the set and an array of strings was revealed from behind a curtain for 'Ain't No Pleasing You', but by and large the theatre audience got the standard Chas 'n' Dave club show, which makes for an enjoyable enough evening and this time it was probably enough. But if the duo is to become a long-term major concert attraction as well as a deservedly chart-topping record seller, an injection of stage production know-how would not come amiss.

JOHN HAYWARD

KING TRIGGER
London, The Venue

KING TRIGGER are a new band who, on this night's showing, are destined to be very big indeed. Much excitement was caused by their London debut at the ICA in March. After that concert they signed to Chrysalis and had their first airing since March at the Venue.

They started with a 'temple dance' performed by drummer Trudie Baptiste, an obvious focal point for the band. She then took her place behind the drums and the music started. King

Trigger sway toward the rhythmic backing of bass, drums and percussion that make very danceable songs. As all the members of the band sing, they can create some very powerful and intelligent harmonies.

The most instance ear-opener is 'River', which will hopefully be their first single: with its insistent beat and powerful singing it has to be a winner. The final number saw Trudie coming forward to duet with singer Sam Hodgkin to create a fitting high-energy climax.

The only drawback with the group is that some of the tracks lack dynamics and therefore the less memorable tend to merge into each other.

But King Trigger would seem to have almost everything going for them with good material, enough musical ability to put it over, an excellent front-man in Sam Hodgkin, and the added presence of Trudie. They also have enough energy and confidence to sink a battleship. TESSA ROME

THE FLESHTONES
London, The Venue

AFTER A rewarding stint recently, supporting Nine Below Zero, the Fleshtones played their own London show at the Venue.

Playing a set based round their recent debut album on IRS, *Roman Gods*, the band showed just why they're fast becoming a marketable proposition. Fleshtones music draws on a variety of 50s and 60s pop and R&B styles, the result coming out

rather like a mutant Yardbirds.

While all involved are good musicians it is singer Peter Zaremba who catches the attention most, and he had the crowd under control for most of the set.

The Fleshtones have a lot of good songs, but on the night those that really stood out were 'Stop Fooling Around' and 'Shadow - Line', the new single, and an inspired version of ? and the Mysterians' '8 Teen'.

ANTHONY RILEY

MIKE BERRY
London, Barbican Centre

MIKE BERRY, ubiquitous face of TV commercials and homespun nostalgia specialist, turned in an engaging performance in the smart surroundings of the brand new Barbican Centre. On the strength of only one hit of substance, 'Sunshine Of Your Smile' Berry presumably recognised his modest bill-topping claims and compensated by heading up a complete variety package.

When Berry finally made the stage, he more than lived up the show's title of 'Memories' with a broad selection of golden oldies spanning his own time in the music business. Buddy Holly material naturally loomed large. But his cosy contemporary recreations of real evergreen ballads like 'If I Could Only Make Your Care', 'Memories' and 'What'll I Do', were the best part of his performance and confined his current status as a rising MOR entertainer.

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Nina Simone

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Top 100 Singles

RECORD BUSINESS
BESTSELLERS
RECORD BUSINESS

- 1 4 **EBONY AND IVORY**
PAUL MCCARTNEY WITH STEVIE WONDER PARLOPHONE
12R6054 EMI O
- 2 5 **MY CAMERA NEVER LIES**
BUCKS FIZZ RCA RCA(T) 202 RCA O
- 3 44 **PAPA'S GOT A BRAND NEW PIG BAG**
PIG BAG Y (12)Y10 ROUGH TRADE/INDIES O
- 4 8 **AIN'T NO PLEASING YOU**
CHAS & DAVE ROCKNEY-KOR 14 PRT O
- 5 16 **ONE STEP FURTHER**
BARDO EPIC EPC A(11)2265 CBS
- 6 5 **GIVE ME BACK MY HEART**
DOLLAR WEA BUCK 3 WEA
- 7 5 **MORE THAN THIS**
ROXY MUSIC EG/POLYDOR ROXY 3 POLYGRAM
- 8 6 **I CAN MAKE YOU FEEL GOOD**
SHALAMAR SOLAR K12599(T) WEA
- 9 4 **FANTASTIC DAY**
HAIRCUT ONE HUNDRED ARISTA-CLIP CLIP(D)(12)3
POLYGRAM
- 10 5 **BLUE EYES**
ELTON JOHN ROCKET XPRES 71 POLYGRAM
- 11 5 **EVER SO LONELY**
MONSOON MOBILE SUIT CORP 2(12) POLYGRAM
- 12 11 **SEVEN TEARS**
GOOMBAY DANCE BAND EPIC EPC A(13)1242 CBS ●
- 13 7 **GHOSTS**
JAPAN VIRGIN VS(Y) 472(12) CBS
- 14 4 **REALLY SAYING SOMETHING**
BANANARAMA WITH FUN BOY THREE DERAM NANA(X) 1
POLYGRAM
- 15 6 **DEAR JOHN**
STATUS QUO VERTIGO QUO 7 POLYGRAM
- 16 4 **NIGHT BIRDS**
SHAKATAK POLYDOR POSP(X) 407 POLYGRAM
- 17 9 **JUST AN ILLUSION**
IMAGINATION R&B RBS(L) 208 PRT O
- 18 NEW 1 **SHIRLEY**
SHAKIN' STEVENS EPIC EPC A2087 CBS
- 19 4 **THIS TIME (WE'LL GET IT RIGHT)/FLY
THE FLAG**
ENGLAND WORLD CUP SQUAD ENGLAND ER 1(P) SPARTAN
- 20 8 **PROMISED YOU A MIRACLE**
SIMPLE MINDS VIRGIN VS 488(12) CBS
- 21 4 **CAT PEOPLE (PUTTING OUT FIRE)**
DAVID BOWIE MCA MCA(T) 770 CBS
- 22 5 **SEE THOSE EYES**
ALTERED IMAGES EPIC EPC A(13)2198 CBS
- 23 12 **DON'T LOVE ME TOO HARD**
NOLANS EPIC EPC A1927 CBS
- 24 7 **IS IT A DREAM**
CLASSIX NOUVEAUX LIBERTY BP 409 EMI
- 25 8 **HAVE YOU EVER BEEN IN LOVE**
LEO SAYER CHRYSALIS CHS 2596 POLYGRAM
- 26 2 **VIEW FROM A BRIDGE**
KIM WILDE RAK RAK 342 EMI
- 27 3 **INSTINCTION**
SPANDAU BALLET REFORMATION CHS (12)2602
POLYGRAM
- 28 5 **I WON'T LET YOU DOWN**
PHD WEA K19209(T) WEA
- 29 4 **FREEZE-FRAME**
J.GEILS BAND EMI AMERICA EA(P) 134 EMI
- 30 9 **LAYLA**
ERIC CLAPTON/DEREK AND THE DOMINOS RSO RSO(X) 87
POLYGRAM
- 31 2 **STAY**
BARRY MANILOW ARISTA ARIST(ARIPD) 464
POLYGRAM
- 32 7 **HOUSE ON FIRE**
BOOMTOWN RATS MERCURY MER(X) 91 POLYGRAM
- 33 8 **DAMNED DON'T CRY**
VISAQE POLYDOR POSP(X) 390 POLYGRAM

- 34 2 **I LOVE ROCK 'N ROLL**
JOAN JETT & THE BLACKHEARTS EPIC EPC A2152 CBS
- 35 3 **ONLY YOU**
YAZOO MUTE MUTE 020 SPARTAN/ROUGH TRADE
- 36 2 **CHARIOTS OF FIRE - MAIN THEME**
VANGELIS POLYDOR POSP 246 POLYGRAM
- 37 5 **IRON FIST**
MOTORHEAD BRONZE BRO 146 POLYGRAM
- 38 2 **GIRL CRAZY**
HOT CHOCOLATE RAK RAK 341 EMI
- 39 3 **SAVE IT FOR LATER**
BEAT GO FEET FEET (12)333 POLYGRAM
- 40 3 **PRIVATE EYES**
DARYL HALL & JOHN OATES RCA RCA(T) 134 RCA
- 41 2 **LA FOLIE**
STRANGLERS LIBERTY BP 410 EMI
- 42 11 **A BUNCH OF THYME**
FOSTER & ALLEN RITZ RITZ 005 SPARTAN
- 43 11 **POISON ARROW**
A.B.C. NEUTRON NT(X) 102 POLYGRAM O
- 44 9 **YOURS (QUIEREME MUCHO)**
JULIO IGLESIAS CBS CBS A1939 CBS
- 45 2 **TALK BACK**
STIFF LITTLE FINGERS CHRYSALIS CHS 2601 POLYGRAM
- 46 13 **MICKEY**
TONI BASIL RADIALCHOICE/VIRGIN TIC4 CBS ●
- 47 5 **STONE COLD**
RAINBOW POLYDOR POSP(X) 421 POLYGRAM
- 48 14 **THE LION SLEEPS TONIGHT**
TIGHT FIT JIVE JIVE(T) 9 CBS ●
- 49 2 **BLACK COFFEE IN BED**
SQUEEZE A&M AMS 8219 CBS
- 50 5 **A CELEBRATION**
U2 ISLAND WIP 6770 EMI
- 51 12 **PARTY FEARS TWO**
ASSOCIATES ASSOCIATES ASC 1 WEA
- 52 5 **STREET PLAYER**
FASHION ARISTA ARIST (12)456 POLYGRAM
- 53 7 **MEMORY**
BARBRA STREISAND CBS CBS A1983 CBS
- 54 NEW 1 **BODY LANGUAGE**
QUEEN EMI EMI 5293 EMI
- 55 3 **MAKE A MOVE ON ME**
OLIVIA NEWTON-JOHN EMI EMI 5291 EMI
- 56 2 **SHOUT SHOUT (KNOCK YOURSELF
OUT)**
ROCKY SHARPE & THE REPLAYS CHISWICK DICE 3 PRT
- 57 5 **TRY JAH LOVE**
THIRD WORLD CBS CBS A(13)2063 CBS
- 58 2 **MAMA USED TO SAY**
JUNIOR MERCURY MER(X) 98 POLYGRAM
- 59 5 **YOU GOT THE POWER**
WAR RCA RCA(T) 201 RCA
- 60 6 **I RAN**
A FLOCK OF SEAGULLS JIVE(T)(P) 14 CBS
- 61 13 **CLASSIC**
ADRIAN GURVITZ RAK RAK 339 EMI O
- 62 5 **LOVE POTION NO 9**
TYGERS OF PAN TANG MCA MCA(P) 769 CBS
- 63 14 **GO WILD IN THE COUNTRY**
BOW WOW WOW RCA RCA(T) 175 RCA O
- 64 NEW 1 **I SPECIALISE IN LOVE**
SHARON BROWN VIRGIN VS 494(12) CBS
- 65 3 **I'VE SEEN THE WORD/GOD'S KITCHEN**
BLANCMANGE LONDON BLANC(X) 1 POLYGRAM
- 66 12 **SEE YOU**
DEPECHE MODE MUTE (12)MUTE 018 SPARTAN/ROUGH
TRADE O
- 67 3 **CASTLES IN THE AIR**
DON MCLEAN EMI EMI 5258 EMI

- 68 11 **RUN TO THE HILLS**
IRON MAIDEN EMI EMI(P) 5263 EMI
- 69 NEW 1 **FORGET ME NOTS**
PATRICE RUSHEN ELEKTRA K13173(T) WEA
- 70 NEW 1 **WE HAVE A DREAM**
SCOTTISH WORLD CUP SQUAD WEA K19145 WEA
- 71 10 **YOUR HONOUR**
PLUTO KR KR(T) 4 RCA
- 72 14 **LOVE PLUS ONE**
HAIRCUT ONE HUNDRED ARISTA-CLIP CLIP (12)2
POLYGRAM
- 73 NEW 1 **SWITCHED ON SWING**
KINGS OF SWING ORCHESTRA PHILLIPS SWING 1
POLYGRAM
- 74 NEW 1 **THEME FROM 'WE'LL MEET AGAIN'**
DENNIS KING ORCHESTRA MULTI MEDIA TAPES MMT 6
PINNACLE
- 75 3 **I'M YOUR TOY**
ELVIS COSTELLO & THE ATTRACTIONS F.BEAT XX.21(T)
WEA
- 76 NEW 1 **SUSPICIOUS MINDS**
CANDI STATON SUGARHILL SH(L) 112 PRT
- 77 8 **THIS BEAT IS MINE**
VICKY 'D' SAM VS 486(12) CBS
- 78 2 **TIME**
STONE CARRERE CAR(T) 236 RCA
- 79 NEW 1 **THE HONEYDRIPPER**
JETS EMI EMI 5289 EMI
- 80 8 **ARE YOU LONESOME TONIGHT**
ELVIS PRESLEY RCA RCA 196 RCA
- 81 NEW 1 **OUR LIPS ARE SEALED**
GO-GO'S IRS GON 102 CBS
- 82 6 **NOWHERE GIRL**
B.MOVIE SOME BIZZARE BZZ(X) 8 POLYGRAM
- 83 NEW 1 **NOBODY**
TONI BASIL RADIALCHOICE/VIRGIN TIC2 CBS
- 84 NEW 1 **GOT NO BRAINS**
BAD MANNERS MAGNET MAG 216 PRT
- 85 NEW 1 **SEE JUNGLE (JUNGLE BOY)**
BOW WOW WOW RCA RCA(T) 220 RCA
- 86 2 **PERFUMED GARDEN**
RAH BAND KR KR(T) 5 RCA
- 87 2 **BACK INTO MY LIFE**
UFO CHRYSALIS CHS(P) 2607 POLYGRAM
- 88 NEW 1 **TOTTENHAM, TOTTENHAM**
TOTTENHAM HOTSPUR SHELF SHELF 2 PRT
- 89 NEW 1 **STAND OR FALL**
FIXX MCA FIXX(P) 2 CBS
- 90 NEW 1 **TALK TALK**
TALK TALK EMI (12)EMI 5284 EMI
- 91 6 **I HATE...PEOPLE/LET'S BREAK THE
LAW**
ANTI-NOWHERE LEAGUE WXYZ ABCD 2 PINNACLE
- 92 12 **T'AIN'T WHAT YOU DO (IT'S THE WAY
THAT YOU DO IT)**
FUN BOY THREE WITH BANANARAMA CHRYSALIS CHS (12)
2570 POLYGRAM
- 93 4 **EVERY WAY BUT LOOSE**
ONENESS OF JUJU BUDDAH BDS(L) 497 PRT
- 94 9 **FIVE MILES OUT**
MIKE OLDFIELD VIRGIN VS(Y) 464 CBS
- 95 8 **AFRICAN AND WHITE**
CHINA CRISIS INEVITABLE INEV 011 CBS
- 96 NEW 1 **ACT LIKE YOU KNOW**
FAT LARRY'S BAND WMOT VS 491(12) CBS
- 97 4 **ANYONE WHO HAD A HEART**
B.E.F. PRESENT SANDIE SHAW VIRGIN VS 484 CBS
- 98 4 **NO ONE LIKE YOU**
SCORPIONS HARVEST HAR(P) 5219 EMI
- 99 NEW 1 **OUR LOVE**
ELKIE BROOKS A&M AMS(P) 8214 CBS
- 100 11 **CARDIAC ARREST**
MADNESS STIFF BUY 140 CBS

Bubbling Under

Singles 101-150

Index

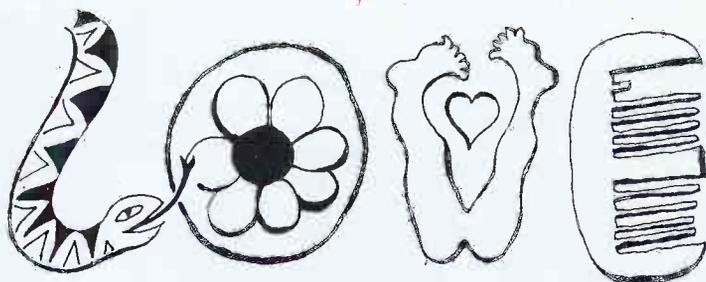
A-Z guide to producers and publishers

- 101 FOUR CUTS EP INCLUDING 'CALL ME' DIAMOND HEAD (MCA DAM 101)
- 102 NEVER LET YOU GO SAVANNA (R&B RBS(L) 209)
- 103 SHOW YOU MY LOVE/GO BACK GOLDIE ALEXANDER (PROJECT PRJ(X) 1)
- 104 MY BABY JUST CARES FOR ME/I LOVE YOU PORGY NINA SIMONE (CHARLY CYX 201)
- 105 LOOKKNOW FALL (KAMERA ERA 004)
- 106 WALK ON BY D.TRAIN (EPIC EPC A(13)2298)
- 107 THANK YOU FOR THE PARTY DUKES (BUGATTI & MUSKER) (WEA K19136)
- 108 GLAD TO KNOW YOU CHAS JANKEL (A&M AMS(X) 8213)
- 109 ROSANNA TOTO (CBS CBS A2079)
- 110 WAR ACROSS THE NATION CHELSEA (STEP FORWARD SF 21)
- 111 PUERTO RICO DECOUPAGE (R&B RBS(L) 207)
- 112 DO YOU BELIEVE HUEY LEWIS (CHRYSALIS CHS 2589)
- 113 ONLY TIME WILL TELL ASIA (Geffen GEF. A2228)
- 114 STRANGE WOMAN ALTON EDWARDS (CBS CBS A(13)2275)
- 115 BIG SCIENCE LAURIE ANDERSON (WARNER BROS 517941)
- 116 DRAC'S BACK RED LIPSTIQUE (MAGNET (12)MAG 221)
- 117 CLEANING WINDOWS VAN MORRISON (MERCURY MER 99)
- 118 NO GETTING OVER YOU PARIS (RCA.RCA 222)
- 119 OOH SHOOPY DOO DOO LANG ANEKA (HANSA/ARIOLA HANSA 13)
- 120 NO G.D.M. (DEDICATED TO QUENTIN CRISP)/I.C. CODE GINA X (EMI (12)EMI 5274)
- 121 KING OF THE FLIES FAD GADGET (MUTE MUTE 021)
- 122 JOY AND PAIN (EDIT) MAZE FEATURING FRANKIE BEVERLY (CAPITOL (12)CL 211)
- 123 (I WANT TO GET) CLOSER TO YOU GONZALEZ (TOOTI FROOTI TOOT (12)1)
- 124 TAINTED LOVE GLORIA JONES (INFERNO (12)HEAT 6)
- 125 SURRENDER JON ANDERSON (POLYDOR POSP 393)
- 126 CONSPIRACY HIGSONS (WAAP WAAP 2)
- 127 ELECTRO PEOPLE FOX (BBC RESE 115)
- 128 REVOLUTIONARY SPIRIT WILD SWANS (ZOO CAGE 009)
- 129 BE YOURSELF LOGIC SYSTEM (EMI (12)EMI(P) 5279)
- 130 URGENT FOREIGNER (ATLANTIC K11728)
- 131 DON'T YOU EVER LET ME DOWN CRACK (RCA RCA 214)
- 132 WIPE A WAY YOUR KISS NINE BELOW ZERO (A&M AMS 8210)
- 133 FANTASY ISLAND TIGHT FIT (JIVE JIVE(T) 13)
- 134 EMERGENCY WHISPERS (SOLAR K13171T)
- 135 WARMED OVER KISSES DAVE EDMUNDS (ARISTA ARIST 439)
- 136 RADIO MEMBERS (ISLAND (12)WIP 6773)
- 137 APACHE SUGARHILL GANG (SUGARHILL SH(L) 109)
- 138 IF YOU DON'T WANT MY LOVE ELAINE PAIGE (WEA K18966)
- 139 MASQUERADE SKY (ARIOLA ARO 276)
- 140 WE DON'T MAKE LOVE ON SUNDAYS DENNIS WATERMAN (CND CD 1)
- 141 I FEEL LOVE COMIN' ON DANA (CREOLE CR 32)
- 142 PURE PUNK FOR ROW PEOPLE (EP) GONADS (SECRET SHH 131)
- 143 TURN ME LOOSE ROY AYERS (POLYDOR POSPIX) 427)
- 144 MY PRIVATE TOKYO VICIOUS PINK PHENOMENA (MOBIL SUIT CORP. CORP 1)
- 145 SAILING ROD STEWART (RIVA RIVA 9)
- 146 FOR YOUR LOVE WENDY WU (EPIC EPC A2128)
- 147 CIRCLE ATLANTIC STARR (A&M AMS 8218)
- 148 PALE SHELTER TEARS FOR FEARS (MERCURY IDEA 2(12))
- 149 SMILING IN THE MORNING CARROLL THOMPSON (EXCALIBUR EXC(L) 51B)
- 150 THEME FROM 'TAXI' BOB JAMES (CBS CBS A2176)

- A BUNCH OF THYME LIAM HURLEY (MCPs) 42
- A CELEBRATION STEVE LILLYWHITE (BLUE MOUNTAIN) 50
- ACT LIKE YOU KNOW (I) 96
- AFRICAN AND WHITE JEREMY LEWIS (INEVITABLE/VIRGIN) 95
- AIN'T NO PLEASING YOU CHAS & DAVE (CHASDAVE) 4
- ANYONE WHO HAD A HEART B.E.F. (CARLIN) 97
- ARE YOU LONESOME TONIGHT NOT LISTED (REDWOOD) 80
- BACK INTO MY LIFE GARY LYONS (CHRYSALIS) 87
- BLACK COFFEE IN BED SQUEEZE/PHIL MCDONALD (ILLEGAL) 49
- BLUE EYES CHRIS THOMAS (BIG PIG) 10
- BODY LANGUAGE (I) 54
- CARDIAC ARREST CLANGER WINSTANLEY (NUTTY SOUNDS/WARNER BROS) 100
- CASTLES IN THE AIR LARRY BUTLER (INTERSONG) 67
- CAT PEOPLE (PUTTING OUT FIRE) GIORGIO MORODER (MCA) 21
- CHARIOTS OF FIRE - MAIN THEME (I) 36
- CLASSIC ADRIAN GURVITZ (RAK) 61
- DAMNED DON'T CRY VISAGE/MIDGE URE (METROPOLIS/WARNER BROS/MOOD/HOT FOOD/VIRGIN) 33
- DEAR JOHN STATUS QUO (SHAWBURY/EATON) 15
- DON'T LOVE ME TOO HARD BEN FINDON (BLACK SHEEP) 23
- EBONY AND IVORY GEORGE MARTIN (IMPL COMMUNICATIONS) 1
- EVER SO LONELY HUGH JONES/STEVE COE (INDIPOP) 11
- EVERY WAY BUT LOOSE PLUNKY & MUZI NKABIND (PLANETARY NOM) 93
- FANTASTIC DAY BOB SARGEANT (BRYAN MORRISON) 9
- FIVE MILES OUT MIKE OLDFIELD/TOM NEWMAN (VIRGIN) 94
- FORGET ME NOTS CHARLES MIMS JR/PATRICE RUSHEN (BABY FINGERS (LEOSONG)) 69
- FREEZE-FRAME SETH JUSTMAN (CENTER CITY) 29
- GHOSTS STEVE NYE/JAPAN (IRONDOR/SECRET) 13
- GIRL CRAZY MICKEY MOST (CHOCOLATE/RAK) 38
- GIVE ME BACK MY HEART TREVOR HORN (PERFECT SONGS/ISLAND) 6
- GO WILD IN THE COUNTRY BRIAN TENCH (COPYRIGHT CONTROL) 63
- GOT NO BRAINS (I) 84
- HAVE YOU EVER BEEN IN LOVE ARIF MARDIN (PAPER) 25
- HOUSE ON FIRE TONY VISCONTI/BOOMTOWN RATS (THE BOOMTOWN RATS) 32
- I CAN MAKE YOU FEEL GOOD LEON F SYLVERS III (CHAPPELL) 8
- I HATE...PEOPLE/LET'S BREAK THE LAW AURABLE (HEAD) 91
- I LOVE ROCK 'N ROLL RITCHIE CORDELL/KENNY LAGUNA (RAK) 34
- I RAN MIKE HOWLETT (ZOMBA) 60
- I SPECIALISE IN LOVE (I) 64
- I WON'T LET YOU DOWN PHD (POLYTHEMUS) 28
- INSTINCTION TREVOR HORN (REFORMATION) 27
- IRON FIST EDDIE CLARKE/WILL-RIEO GICK (MOTOR MUSIC) 37
- IS IT A DREAM SAL SOLO/MIK SWEENEY (CHAPPELL) 24
- I'M YOUR TOY ELVIS COSTELL/PAUL BLISS (IRONDOR) 75
- I'VE SEEN THE WORD/GOD'S KITCHEN MIKE HOWLETT (CHERRY RED) 65
- JUST AN ILLUSION TONY SWAIN (RED BUS) 17
- LA FOLIE STRANGLERS (EMI) 41
- LAYLA THE DOMINOS (THROAT) 30
- LOVE PLUS ONE BOB SARGEANT (BRYAN MORRISON) 72
- LOVE POTION NO 9 PETER COLLINS (CARLIN) 62
- MAKE A MOVE ON ME JOHN FARRAR (IRONDOR/CHRYSALIS) 55
- MAMA USED TO SAY (I) 58
- MEMORY ANDREW LLOYD-WEBBER (REALLY USEFUL/FABER) 53
- MICKEY GREG MATHRESON/TREVOR VEITCH (RAK) 46
- MORE THAN THIS RHETT DAVIES/ROXY MUSIC (EG) 7
- MY CAMERA NEVER LIES ANDY HILL (PAPER/BIG NOTE) 2
- NIGHT BIRDS NIGEL WRIGHT (SKRATCH) 16
- NO ONE LIKE YOU DIETER DIERKS (ZOMBA) 98
- NOBODY (I) 83
- NOWHERE GIRL STEVE BROWN IDEAD GOOD TUNES/STREET CORNER MUSIC) 82
- ONE STEP FURTHER ANDY HILL (CHAPPELL) 5
- ONLY YOU VINCE CLARKE/ERIC RADCLIFFE/DANIEL MILLER (SONET) 35
- OUR LIPS ARE SEALED (I) 81
- OUR LOVE (I) 99
- PAPA'S GOT A BRAND NEW PIG BAG DAVE HUNT/DICK O'DELL/PIGBAG (ROUGH TRADE) 3
- PARTY FEARS TWO ASSOCIATES/HEDGES (APB) 51
- PERFUMED GARDEN RICHARD HEWSON (RAH/CHAPPELL) 86
- POISON ARROW TREVOR HORN (COPYRIGHT CONTROL) 43
- PRIVATE EYES DARYL HALL/JOHN OATES (INTERWORLD) 40
- PROMISED YOU A MIRACLE PETE WALSH (EMI) 20
- REALLY SAYING SOMETHING FUN BOY THREE/DAVE JORDAN (JOBETE) 14
- RUN TO THE HILLS MARTIN BIRCH (ZOMBA) 68
- SAVE IT FOR LATER BOB SARGEANT (ZOMBA/BEAT BROS) 39
- SEE JUNGLE (JUNGLE BOY) (I) 85
- SEE THOSE EYES MARTIN RUSHENT (BEAM DOWN/WARNER BROS) 22
- SEE YOU DANIEL MILLER (SONET) 66
- SEVEN TEARS JOCHEN PETERSEN (SOUTHERN/GEMÁ) 12
- SHIRLEY STUART COLMAN (SHAKY/REDSTICK) 18
- SHOUT SHOUT (KNOCK YOURSELF OUT) (I) 56
- STAND OR FALL (I) 89
- STAY BARRY MANLOW (HEATH LEVY) 31
- STONE COLD ROGER GLOVER (THAMES TALENT) 47
- STREET PLAYER ZEUS B'HELD (BM) 52
- SUSPICIOUS MINDS (I) 76
- SWITCHED ON SWING BOB JAMES/JULIAN LEE (VARIOUS) 73
- TALK BACK/TIM FRIESE-GREEN (RIGID DIGITS-ZOMBA) 45
- TALK TALK COLIN THURSTON (ISLAND) 90
- THE HONEYDRIPPER (I) 79
- THE LION SLEEPS TONIGHT TIM FRIESE-GREEN (CROMWELL) 48
- THIS BEAT IS MINE GARY R TURNER/ANDRE BOOTH (APRIL) 77
- THIS TIME (WE'LL GET IT RIGHT)/FLY THE FLAG NORMAN/SPENCER (CRISPY) 19
- TIME ALVIL GILCHRIST (FINWAY) 78
- TOTTENHAM, TOTTENHAM (I) 88
- TRY JAH LOVE STEVE WONDER (JOBETE/BLACK BULL) 57
- TAIN'T WHAT YOU DO (IT'S THE WAY THAT YOU DO IT) THE FUN FOUR (MCA) 82
- VIEW FROM A BRIDGE RICKY WILDE/MARTY WILDE (RICKIM/RAK) H6
- WE HAVE A DREAM B.A. ROBERTSON (BAR/ATV) 70
- THEME FROM 'WE'LL MEET AGAIN' (I) 74
- YOU GOT THE POWER JERRY GOLDSTEIN/LONNIE JOROAN (MCA) 69
- YOUR HONOUR PAUL KHOURI (APRIL) 71
- YOURS (QUIEREME MUCHO) RAMON ARCUSA (PETER MAURICE/EMI) 44

Depeche Mode

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MUTE 022 7 & 12 INCH

MUTE RECORDS

Distributed by

ROUGH TRADE & SPARTAN

Key

- TITLE**
ARTIST Label Catalogue No DISTRIBUTOR
- ★ **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

We must try harder for crossovers

Retail Business

A STUDY of the LP charts since Christmas reveals some interesting facts that are worthy of further discussion. There seems to have been a steady release of new and good-selling albums on a much more regular basis. Usually January to March are three extremely average months with little in the way of exciting or quantity albums, and only the token-aimed TV rehashes to keep the trade ticking over. This year there has been the normal crop of these, but there has also been the new Jam, XTC, Michael Schenker, Fun Boy Three, Simon & Garfunkel, and of course the rank outsider Haircut 100.

These seem to have been released on a more regular basis than is common thus allowing each one a crack at the Top 10 and not distracting the customer's pounds with difficult choices. Of course it is noticeable that nearly all of these top sellers come from PolyGram, so the spacing may be more from a distribution necessity than a marketing ploy. However, it does seem that each aforementioned album has sold in greater quantities than it normally would at this time of the year because it has been given a certain amount of breathing space by the 'opposition'.

It could be argued that each of the albums which has pulled in the sales recently appeals to a different market segment, and that a Jam punter wouldn't be seen dead with a Haircut 100 album under his arm. But while a group like Jam or Fun Boy Three have a definite loyal following that initially pushes their latest offering into the chart, it only stays high up or turns into a good seller when its appeal is broadened and a wider audience is



encouraged to buy it. This only happens if the artist has a hit single with a wider popular appeal, and so the word of mouth gets going that the whole album is as good as the single.

If anything, the recent LP charts show that without hit singles some albums would still be hiding in obscurity. Witness *Freeze Frame* by J. Geils, *Word Of Mouth* by Toni Basil, *4* by Foreigner, and the two ancient Kraftwerk albums that got new leases of life. How many others are there lurking in the back of the browsers waiting for a hit single to propel them to the 'special offer' lists?

While it has to be acknowledged that there is a segmentation of the market around the fringes, and that no heavy metal fan is going to rush out and buy Barbra Streisand's latest, it is still the large mass market in the middle that must be the aim of all marketing men. And mention of Barbra Streisand points at once to the mass market that is still largely untapped by most record companies. If a compilation LP containing one new song can sell in greater quantities than anything else, and if another



Haircut 100 and XTC are two acts who have benefitted from a more regular release pattern.

compilation of Elkie Brooks' MOR material can be a close second, then there must be a great potential audience out there somewhere.

It does seem that the only way to reach the market is through TV, but is this true? And how often do campaigns fall short, both in terms of market penetration and chart results? I'm sure many brand managers in other industries would be embarrassed by the paucity of some record companies' TV budgets. The record industry has often seemed shy of putting its money where its mouth is and really promoting an album to its limit. Sometimes the advertising budgets seem almost to be an admission of lack of confidence. Is the usual three to four week spend on an album on the TV enough?

And what about national newspaper advertising on a greater scale than is

used at present? Surely every available outlet should be explored, and in greater depth than it is at present. At least CBS has pointed the way with Barbra Streisand, Barbara Dickson, Johnny Mathis, and others. So what if the product is rehashed (since when did you last have a new taste in a tin of baked beans?), most of the target audience, who buy only two or three albums or tapes a year, don't know or care, but if it is sold with confidence and determination then the returns must be enormous.

It will be very interesting to monitor the effect of Arista's campaign around the new Barry Manilow LP. This too contains old material, albeit recorded live, which many Manilow fans will have already, but again the large untapped audience won't have and won't care about. If only they can be made aware that there is a new, exciting Barry Manilow album with lots of their favourite songs then they will be induced in large numbers to flock to our shops!

But are Arista going to spend enough? They may be aghast at the idea but wouldn't another £250,000 bring even greater rewards proportionally. Something seems to be needed to create and sustain a market which a few albums have shown to be there, but which should be developed for a lot more. The spin-offs to the dealers would naturally be enormous.

SIMON GEE

1,000 to see Fun Boy Three at HMV



Hard work for these three but fun for an estimated 1,000 people who turned up to have their albums autographed by the Fun Boy Three at HMV's Oxford Street flagship.

DEALER WANTS SERVICE

The only trade listing that lets dealers ask other dealers for those difficult and deleted items. The idea is catching on - why not join in?

LIST NO 4

Artist	Title	Cat No	Format	Artist	Title	Cat No	Format
Strange Affair	Help Yourself	?	LP	Coldstream	Guards Best of	2383283	LP
Father Abraham	In Smurmland	KSMUC1	Cs	Klaus Wunderlich	In the Miller Mood	CT423026	Cs
Tom T Hall	Reflections	6338194	LP	Pauli Kossoff	Koss	DJE 29002	LP
Guy Mitchell	Showcase of Hits	BBL 7265	LP	Various	Bastards of British Rock	CR 30017(F)	LP
The Weavers	Best of	CRL 1096	LP	Various	World of Blues I	SPA 14	LP
Ron Wood	I've got my	K 56065	LP	Various	World of Blues III	SPA 263	LP
Audience	Audience	CS 7	LP	Clifford T Ward	Mantlepiece	CAS 1077	LP
				Alice Cooper	Welcome to my Nightmare	ANCL 2011	LP

If you have any of the above please send details of condition (new or secondhand), price required, including post and packing and VAT, to "Record Business Wants Service", c/o 2 Harvey Street, Watton, Thetford Norfolk, IP25 6EP. You may

also send your own want's list to the same address; SAE each want, please. The editor reserves all rights over publication, and responsibility for ensuring exchanges remains solely between dealers concerned.

N.B. Several items on list 3 were over-subscribed; the cheapest offer was the one forwarded to the wanting dealer.

W.H. Smith and Ronco hit gold



Tim Forrester, record buyer for W.H. Smith is seen receiving a platinum disc for sales of *Hit Hits Hits* and gold for *We Are Most Amused* from Ronco sales manager Laurie Freeman (right).

A successful dealer who sells his records at the full price

TUDOR RECORDS in North London's busy Muswell Hill is conspicuous by its complete absence of cut-price slogans and slashed prices.

It is the business of Alan Davison, vice-chairman of the Record and Video Retailers Organisation, and leading campaigner for the return of full-price, full value records.

He has no shortage of competitors for the business of the record buyers of the area. Tudor sits within the shadow of a High Street Woolworth's and there is a cut-price chain around the corner.

"I was recently offered a co-operative advertising opportunity provided I agreed to sell Status Quo's 1982 at £3.99. I turned it down flat because I believe that records should be treated better," said Davison.

Since he first announced his crusade to re-impose 'proper' prices - which involves sticking to the 33-35 percent margins once enjoyed by all dealers - Davison has spent some considerable time on the telephone to dealers anxious to know his 'magic' formula.

"There is no secret and no magic. Records at full-price are very good value and very few customers will complain at paying the price for something they want," he said.

Davison fears that many dealers have been forced into a blind-alley of cut-pricing because of the influence of major chains and the campaigns of marketing companies.

"Record companies have allowed the cut-price merchants to dictate and this has confused the dealer as much as the consumer. Compare record prices to any other form of entertainment. If you buy a meal or go to the pictures the money is spent - a record gives years, perhaps a lifetime, of pleasure.

"Instead of wasting money fighting home taping the industry should combine to educate the public about the value of a record," he challenged.

Where Davison knows that he can beat the cut-price opposition hands-down is in back-catalogue. He carries something like 20 times the number of titles of his neighbouring Woolworth's and is angered by their operation.

"All they are doing is creaming off the top stuff. They provide no service to the public, carry no catalogue to speak of and make a mockery of margins," he argued.

Companies, by their encouragement of low prices as a major selling point are, Davison thinks, causing more damage than they realise. He fears that it will result in long-term confusion among record buyers as to the correct price for a record.

Another thing he wishes companies would realise is that their true value is in catalogue. "Every major company has its day and it is the catalogue created in these periods which are bread and butter to specialist record dealers," he said.

As a former EMI rep Davison does have a useful sales background and sees his role in the shop as a salesman, not simply as someone who mans a counter. If the customer comes into the shop for a single he might be persuaded to buy an album etc.

"I am on friendly relations with the reps who come in because they can be a good lifeline for the independent dealer. If an offer comes in I will try to sell it, by displays and by telling regular customers about it," he said.

With this in mind he has no quarrels with the special offer methods of promoting singles through the retail outlets, provided that dealers accept their responsibility in promoting the product.

"If a record company really believes in a product but cannot get the airplay the only way left is through the retailer. I admit there is a fine line between good marketing and hyping but generally the companies do it responsibly. One cause of the problem is that radio stations have set themselves up as gods," he argued.



Tudor Records' Alan Davison said 'no' to selling the Status Quo album at £3.99.

"Half the dealers who complain that they don't get the offers don't deserve them because they wouldn't do anything with them," challenged Davison.

He is also hoping that the trend towards albums for the adult market will continue. Albums by the likes of Abba, Streisand and Elkie Brooks have been turning over well since Christmas whereas the Jam, Haircut One Hundred and the like sold vast quantities for a week or two then started dying.

"There is a wealth of material in every company's catalogue which could be exploited to the adult market and I hope they are looking for it. There are so many compilations PolyGram could do but haven't yet," he suggested.

"I feel that this is one of the finest industries to be involved in. I never get fed up because there are always exciting new releases. My message to dealers would be to apply themselves to the business and make the most of their shops. A record is not like a packet of soap-powder - it has so much creative content," he said.

He has a firm antipathy to records being sold with toiletries and is sure that specialist record dealers will always be able to compete provided they offer a service and stock in depth.



Bubbling Under Dancefloor

- 51 32 DO WHAT YOU WANNA DO
Cage feat. Nona Hendryx Metropolis
- 52 41 LET'S STAND TOGETHER
Melba Moore EMI America
- 53 46 NIGHTS OVER EGYPT
Jones Girls Phil. Int.
- 54 66 WANNA BE WITH YOU
Earth, Wind & Fire CBS
- 55 54 I'M INTO YOUR LOVE Norma Lewis TMT
- 56 - YOU AND ME JUST STARTED
Linda Taylor Groove
- 57 37 IN THE CRIME OF LIFE
Funkapolitan London
- 58 48 IF YOU WANT ME
Barbara Roy & Ecstasy, Passion & Pain Project
- 59 49 LET'S START TO DANCE AGAIN
Hamilton Bohannon London
- 60 65 FINAL APPROACH (white label)
- 61 - I'LL DO MY BEST (FOR YOU BABY)
Ritchie Family RCA
- 62 - FEEL IT Finesse CBS
- 63 40 PALCO Gilberto Gil WEA
- 64 69 XTRA SPECIAL Atmosfear Elite
- 65 63 U TURN ME ON Tomorrow's Edition CBS
- 66 - IT'S NASTY (GENIUS OF LOVE)
Grandmaster Flash Sugarhill
- 67 53 COOL Time Warner Bros
- 68 - KEY TO THE WORLD Rudy Thomas Hawkeye
- 69 - EMERGENCY Whispers Solar
- 70 55 THEME FROM 'TAXI' Bob James CBS

- 1 1 DO WHAT YOU WANNA DO
Cage feat. Nona Hendryx Metropolis 12"
- 2 2 THE ANVIL Visage Polydor L.P.
- 3 4 INSTINCTION
Spandau Ballet Reformation 12"
- 4 3 NOWHERE GIRL
B. Movie Some Bizzare 12"
- 5 - GOD'S KITCHEN Blancmange 12"
- 6 6 UNPROJET Unprojet Rygel 7"
- 7 7 PROMISED YOU A MIRACLE
Simple Minds Virgin 12"
- 8 10 REALLY SAYING SOMETHING
Bananarama with Fun Boy Three Deram 12"
- 9 8 ONLY YOU Yazoo Mute 7"
- 10 9 I-RAN A Flock Of Seagulls Jive 7" PicDisc

Dancefloor chart from Flashback Records, Newport

Reggae Twelves

- 1 1 DAUGHTER OF ZION Winston Reed S&G
- 2 7 KEY TO THE WORLD Rudy Thomas Hawkeye
- 3 4 A PROMISE IS A COMFORT TO A FOOL
Barry Biggs Afrik
- 4 6 COOL DOWN AMINA Keith Douglas Fashion
- 5 2 I'LL BE YOUR GIRL Chanel Mass Media Music
- 6 10 GHETTO MAN
Papa Michigan & General Smiley Greensleeves
- 7 3 PRETTY WOMAN
Mighty Diamonds Reggae Records
- 8 - FOOL FOR YOUR LOVE Legato Ital
- 9 8 SMILING IN THE MORNING
Carroll Thompson Excaliber
- 10 5 'CAUSE I LOVE YOU BABY Karen Dixon NK

Reggae 12" chart from Sunshine Records, North London

Twelve Inchers

- 1 4 FORGET-ME-NOTS Patrice Rushen Elektra
- 2 5 I SPECIALISE IN LOVE Sharon Brown Virgin
- 3 1 I CAN MAKE YOU FEEL GOOD
Shalamar Solar
- 4 18 ACT LIKE YOU KNOW Fat Larry's Band WMOT
- 5 2 NIGHT BIRDS Shakatak Polydor
- 6 6 PAPA'S GOT A BRAND NEW PIGBAG
PigBag Y
- 7 10 PERFUMED GARDEN Rah Band KR
- 8 8 TIME Stone Carrere
- 9 3 JUST AN ILLUSION Imagination R&B
- 10 7 NEVER LET YOU GO Savanna R&B
- 11 15 CAN YOU SEE THE LIGHT
Brass Construction Liberty
- 12 9 EVERY WAY BUT LOOSE
Oneness Of Juju Buddah
- 13 - DON'T MAKE ME WAIT
Peech Boys West End (import)
- 14 - ON A JOURNEY (I SING THE FUNK ELECTRIC)
Elektrik Funk Epic
- 15 13 YOU GOT THE POWER War RCA
- 16 20 EASE YOUR MIND (REMIX)
Touchdown Streetwise (import)
- 17 - TURN ME LOOSE Roy Ayers Polydor
- 18 - MAMA USED TO SAY Junior Mercury
- 19 12 JOY AND PAIN (EDIT)
Maze feat. Frankie Beverly Capitol
- 20 - IT SHOULD HAVE BEEN YOU
Gwen Guthrie Island

Disco Albums

- 1 - STRAIGHT FROM THE HEART
Patrice Rushen Elektra
- 2 - D TRAIN D Train Epic
- 3 2 FRIENDS Shalamar Solar
- 4 1 THE EARLY TAPES Level 42 Polydor
- 5 - ATTITUDES Brass Construction Liberty
- 6 - LIVE IN NEW ORLEANS Maze Capitol
- 7 3 LIFE ON THE WIRE
Morrissey Mullen Beggars Banquet
- 8 4 BODY TALK Imagination R&B
- 9 8 FEELING GOOD Roy Ayers Polydor
- 10 10 SOMETHING SPECIAL Kool & The Gang DeLite
- 11 5 THE GEORGE BENSON COLLECTION
George Benson Warner Bros
- 12 - DIMPLES Richard 'Dimples' Fields Epic
- 13 6 MR LOOK SO GOOD
Richard 'Dimples' Fields Epic
- 14 - SILK Fuse One CTI
- 15 - DISCO UK/DISCO USA Various Ronco
- 16 19 GET AS MUCH LOVE AS YOU CAN
Jones Girls Phil. Int.
- 17 16 LEVEL 42 Level 42 Polydor
- 18 14 WATCH OUT Bandi Wells WMOT
- 19 7 POINT OF PLEASURE Xavier Liberty
- 20 13 THE BEST OF QUINCY JONES
Quincy Jones Mercury

Import Albums

- 1 10 FULL MOON Mystic Merlin Capitol
- 2 2 AKA BAND Aka Band PPL
- 3 4 BRILLIANCE Atlantic Starr A&M
- 4 5 BREAKING OUT Fat Larry's Band WMOT
- 5 11 ALLIGATOR WOMAN Cameo Casablanca
- 6 - MAGIC MOMENTS
Marcio Montarroyas Columbia/Lorimar
- 7 - GIVE IT UP Pleasure Fantasy
- 8 7 IT'S A FACT Jeff Lorber GRP/Arista
- 9 14 THE POET Bobby Womack Beverly Glen
- 10 6 MEGATRON MAN Patrick Cowley Megatone
- 11 13 KASSO Kasso Delirium
- 12 8 TELECOMMUNICATIONS Azymuth Milestone
- 13 18 DOIN' ALRIGHT O'Bryan Capitol
- 14 16 LOVE CONQUERS ALL Michael Wycoff RCA
- 15 - REUNION Temptations Gordy
- 16 - LAMONT Lamont Dozier MTM
- 17 12 NIGHTS IN BRAZIL Judy Roberts Inner-City
- 18 - LIVE IT UP Jazz Band Motown
- 19 - FREE AND EASY Phil Upchurch JAM

Compiled for Record Business by MRIB.

Disco Dealer

THE LAST seven days have seen a surge in sales across the RB disco chart panel; whether this is a natural follow-on to the Easter lull or because all of a sudden several extremely hot records are jostling to part punters from their money, it is hard to say. The sales recorded on all the top five discs in this week's top 50 are far in advance of anything since Christmas, although Patrice Rushen's 'Forget-Me-Nots' had a clear lead, and looks likely to keep Pigbag off the top of the disco chart, at least. Moreover, her album 'Straight From The Heart', freshly onto UK release after a brief hot run as an import, comes in at the top of the LP chart with an even greater sales lead. Definitely the artiste of the moment with Britain's dancefloor audiences.

On the newer product, several potential good sellers are just into the shops. The Ritchie Family return after a long absence with an import 12-inch on a new label (RCA), which is already into the breakers - watch for further action on 'I'll Do My Best (For You Baby)'. Other 12's include High Fashion's 'Feelin' Lucky Lately' (Capitol), and (imminently) the Gap Band on 'Early In The Morning' (Mercury). New British white label goodies coming into circulation are Ranson McKenzie & Friends with 'Orange Grove', and Mark Anthony's revival of the old Timmy Thomas hit 'Why Can't We Live Together'.

On the import album front, the Temptations and Reunion (Gordy) will presumably be granted an early UK release, but is already in the import top 20. Veteran guitarist Phil Upchurch returns with *Free And Easy* (J.A.M.), and the McCrearys serve up some *All Night Music* (Capitol). A new Change album on Atlantic should be with us next week, and Junior's album is also finally on the way.

**PINNACLE
INVADES THE
DANCE FLOOR!**

★
CHARTBOUND!
MAXINE SINGLETON
'Don't You Love It'
BIG ON IMPORT AND NOW
A U.K. RELEASE
12 STEM 1
SYSTEM

★
'Xtra Special'
ATMOSFEAR
ALREADY HOT
ON WHITE LABEL
NOW AVAILABLE
DAZZ 12
ELITE

★
THE NEW 45 FROM —
DIRECT DRIVE
'I'm The One'
b/w
'Times Running Out'
DRIVE 21 / 12
OVAL

BREAKFAST
★
**THE
BREAKFAST BAND**
'Tokyo Shuffle'
12 BM 101
MUSIC

★
SLIMLINE
'If You Can Dance
You Can Do It'
CHAN 001 (T)
CHANNEL

* (7" Version Also Available)

**THE No.1 INDEPENDENT
HOTLINE: 0689 73146**



Disco Top 50

- | | | | |
|----|-----|----|--|
| 1 | 4 | 4 | FORGET ME NOTS
PATRICE RUSHEN ELEKTRA K13173(T) WEA |
| 2 | 10 | 2 | PAPA'S GOT A BRAND NEW PIGBAG
PIGBAG Y (12)Y10 ROUGH TRADE/INDIES |
| 3 | 2 | 8 | I CAN MAKE YOU FEEL GOOD
SHALAMAR SOLAR K12599(T) WEA |
| 4 | 1 | 5 | NIGHT BIRDS
SHAKATAK POLYDOR POSP(X) 407
POLYGRAM |
| 5 | 5 | 8 | I SPECIALISE IN LOVE
SHARON BROWN VIRGIN VS 494(12) CBS* |
| 6 | 28 | 5 | ACT LIKE YOU KNOW
FAT LARRY'S BAND WMOT VS 491(12) CBS |
| 7 | 3 | 9 | JUST AN ILLUSION
IMAGINATION R&B RBS(L) 208 PRT |
| 8 | 9 | 3 | PERFUMED GARDEN
RAH BAND KRKR(T) 5 RCA |
| 9 | 7 | 11 | TIME
STONE CARRERE CAR(T) 236 RCA |
| 10 | 6 | 5 | NEVER LET YOU GO
SAVANNA R&B RBS(L) 209 PRT |
| 11 | 16 | 6 | CAN YOU SEE THE LIGHT
BRASS CONSTRUCTION LIBERTY (12)UP 652
EMI |
| 12 | 8 | 12 | EVERY WAY BUT LOOSE
ONENESS OF JUJU BUDDAH BDS(L) 497 PRT |
| 13 | 13 | 11 | YOU GOT THE POWER
WAR RCA RCA(T) 201 RCA |
| 14 | 19 | 3 | MAMA USED TO SAY
JUNIOR MERCURY MER(X) 98 POLYGRAM |
| 15 | 18 | 6 | TRY JAH LOVE
THIRD WORLD CBS CBS A(13)2063 CBS |
| 16 | 21 | 2 | TURN ME LOOSE
ROY AYERS POLYDOR POSP(X) 427
POLYGRAM |
| 17 | 31 | 6 | ON A JOURNEY (I SING THE
FUNK ELECTRIC)
ELEKTRIK FUNK EPIC EPC A(13)2299 CBS |
| 18 | 23 | 3 | EASE YOUR MIND (REMIX)
TOUCHDOWN (STREETWISE SWRL 2201)
IMPORT |
| 19 | 43 | 2 | DON'T MAKE ME WAIT
PEECH BOYS (WEST END WES 22140) IMPORT |
| 20 | 12 | 6 | JOY AND PAIN (EDIT)
MAZE FEATURING FRANKIE BEVERLY CAPITOL
(12)CL 211 EMI |
| 21 | 17 | 10 | WORK THAT SUCKER TO DEATH/
LOVE IS ON THE ONE
XAVIER LIBERTY (12)UP 651 EMI |
| 22 | 15 | 5 | SHOW YOU MY LOVE/GO BACK
GOLDIE ALEXANDER PROJECT PRJ(X) 1
POLYGRAM |
| 23 | 11 | 16 | THIS BEAT IS MINE
VICKY 'D' SAM VS 486(12) CBS* |
| 24 | 47 | 7 | DON'T YOU LOVE IT
MAXINE SINGLETON SYSTEM (12)STEM 1
PINNACLE |
| 25 | 29 | 3 | ROCK SHOCK
B.B.C.S.&A (SAM S12346) IMPORT |
| 26 | NEW | 1 | IT SHOULD HAVE BEEN YOU
GWEN GUTHRIE ISLAND (12)WIP 6757 EMI |
| 27 | 14 | 6 | YOUR HONOUR
PLUTO KR KR(T) 4 RCA |
| 28 | 35 | 5 | (I WANT TO GET) CLOSER TO YOU
GONZALEZ TOOTI FROOTI TOOT (12)1 PRT |
| 29 | NEW | 1 | I'M THE ONE
DIRECT DRIVE OVAL DRIVE 21(12) PINNACLE/
GREYHOUND |
| 30 | 20 | 16 | YOU'RE THE ONE FOR ME
"D" TRAIN EPIC EPC A(13)2016 CBS |
| 31 | NEW | 1 | STRANGE WOMAN
ALTON EDWARDS CBS CBS A(13)2275 CBS |
| 32 | 39 | 4 | TEE'S RIGHT
MICHELLE WALLACE (EMERGENCY EMDS
6524) IMPORT |
| 33 | NEW | 1 | STREET CORNER
ASHFORD & SIMPSON CAPITOL (12)CL 242
EMI |
| 34 | 22 | 3 | BYE GONES
TOM BROWNE ARISTA (12)ARIST 462
POLYGRAM |
| 35 | 33 | 4 | CLOSE YOUR EYES
QUEEN SAMANTHA RECORD SHACK
SHACK (12)10 RECORD SHACK |
| 36 | 36 | 2 | LOVE BUZZ
VOGUE (CELCIUS 12CLS 7006) IMPORT |
| 37 | 25 | 8 | TAKE MY HEART (YOU CAN HAVE
IT IF YOU WANT IT)
KOOL & THE GANG DE-LITE DE(X) 6 POLYGRAM |
| 38 | NEW | 1 | DANCE ALL NIGHT
PATRICK BOOTHE STREETWAVE
STR A(13)2213 CBS |
| 39 | 30 | 4 | STILL GOT THE MAGIC
(SWEET DELIGHT)
MICHAEL WYCOFF RCA RCA(T) 209 RCA |
| 40 | 24 | 6 | LIKE THE WAY (YOU FUNK WITH ME)
SEARCH PHILLY WORLD PWS(L) 101 PRT |
| 41 | NEW | 1 | THANK YOU FOR THE PARTY
DUKES-WEA K19136(T) WEA |
| 42 | 38 | 4 | PUERTO RICO
DECOUPAGE R&B RBS(L) 207 PRT |
| 43 | 34 | 5 | PACIFIC DREAMING
OCEANS RECORD SHACK SHACK (12)9
RECORD SHACK |
| 44 | NEW | 1 | LIFE ON THE WIRE
MORRISSEY MULLEN BEGGARS BANQUET
BEG(T) 75 WEA |
| 45 | 27 | 3 | BABY I NEED YOUR LOVING
GAYLE ADAMS EPIC EPC A(13)1321 CBS |
| 46 | NEW | 1 | SMILING IN THE MORNING
CARROL THOMPSON EXCALIBUR EXC(L) 518
PRT |
| 47 | 42 | 4 | TOKYO SHUFFLE
BREAKFAST BAND BREAKFAST MUSIC
BM 101 PINNACLE |
| 48 | NEW | 1 | GLAD TO KNOW YOU
CHAS JANKEL A&M AMS(X) 8213 CBS |
| 49 | 26 | 8 | TELL ME TOMORROW
SMOKEY ROBINSON MOTOWN TMG(T) 1255
RCA |
| 50 | NEW | 1 | WORK THAT BODY
DIANA ROSS CAPITOL (12)CL 241 EMI |

Indie Top 50

- | | | | | | |
|----|-------|---|----|-------|--|
| 1 | 1 50 | PAPA'S GOT A BRAND NEW PIGBAG
PIGBAG Y (12)Y10 ROUGH TRADE/INDIES | 26 | 26 10 | LOVE SONG
DAMNED BIG BEAT NS 75 PINNACLE |
| 2 | 7 3 | THIS TIME (WE'LL GET IT RIGHT)/ FLY THE FLAG
ENGLAND WORLD CUP SQUAD ENGLAND ER 1(P) SPARTAN | 27 | 26 7 | NAZI PUNKS
DEAD KENNEDYS SUBTERRANEAN SUB 24 INDIES |
| 3 | 4 4 | ONLY YOU
YAZOO MUTE MUTE 020 SPARTAN/ROUGH TRADE | 28 | 43 2 | KING OF THE FLIES
FAD GADGET MUTE MUTE 021 SPARTAN |
| 4 | 3 4 | SMASH THE DISCOS (EP)
BUSINESS SECRET SHH 132 STAGE ONE | 29 | 37 22 | ALL-OUT ATTACK
BLITZ NO FUTURE 011 ROUGH TRADE/INDIES |
| 5 | 2 6 | LET'S BREAK THE LAW/ I HATE . . . PEOPLE
ANTI-NOWHERE LEAGUE WXYZ ABCD 2 PINNACLE/INDIES | 30 | 20 6 | TAINTED LOVE
GLORIA JONES INFERNO (12)HEAT 6 PINNACLE |
| 6 | 6 36 | BELA LUGOSI'S DEAD
BAUHAUS SMALL WONDER WEENY 2 INDIES | 31 | 9 5 | AMOUNT AMOUR
MOBILES RIALTO RIA 5 PINNACLE |
| 7 | 10 3 | PURE PUNK FOR ROW PEOPLE (EP)
GONADS SECRET SHH 131 STAGE ONE | 32 | 44 5 | I THINK WE NEED HELP
FARMERS BOYS WAAP WAAP 3 INDIES |
| 8 | 13 2 | NO DOVES FLY HERE
MOB CRASS 321984/7 ROUGH TRADE/INDIES | 33 | 33 95 | LOVE WILL TEAR US APART
JOY DIVISION FACTORY FAC 23 PINNACLE/ROUGH TRADE |
| 9 | 5 11 | SEE YOU
DEPECHE MODE MUTE (12)MUTE 018 SPARTAN/ROUGH TRADE | 34 | 21 10 | JET BOY, JET GIRL (EP)
CHRON-GEN SECRET SHH 129 STAGE ONE |
| 10 | 8 5 | SMASH IT UP
DAMNED BIG BEAT NS 76 PINNACLE | 35 | 27 3 | GET IT RIGHT
ANIMAL MAGIC RECREATIONAL SPORT 5 INDIES |
| 11 | 19 2 | LEST WE FORGET EP
BLITZKRIEG NO FUTURE 018 ROUGH TRADE/INDIES | 36 | 30 7 | REVOLUTIONARY SPIRIT
WILD SWANS ZOO CAGE 009 PINNACLE |
| 12 | 24 2 | LONG LIVE THE PAST EP
PACK CYCLOPS CYCLOPS 1 ROUGH TRADE | 37 | 45 16 | EVERYTHING'S GONE GREEN
NEW ORDER FACTORY BENELUX FACBN 08 ROUGH TRADE |
| 13 | 12 9 | NEVER SURRENDER
BLITZ NO FUTURE 016 ROUGH TRADE/INDIES | 38 | 29 6 | IT HAS BEEN HOURS NOW
DEAD OR ALIVE BLACK EYES BE 1 ROUGH TRADE |
| 14 | 25 3 | GANGLAND
VIOLATORS NO FUTURE 019 ROUGH TRADE/INDIES | 39 | 31 4 | IT'S CORRUPTION
UNDEAD RIOT CITY RIOT 7 INDIES |
| 15 | 14 5 | WAR ACROSS THE NATION
CHELSEA STEP FORWARD SF 21 PINNACLE | 40 | 41 29 | NO HOPE FOR ANYONE (EP)
DEAD WRETCHED INFERNO HELL 2 INDIES |
| 16 | 11 5 | THE MISSIONARY
JOSEF K LES DISQUES DU CREPUSCULE TWI 053 ROUGH TRADE/PINNACLE/INDIES | 41 | 47 6 | DEATH'S A CAREER (EP)
DRONGO'S FOR EUROPE INFERNO HELL 3 INDIES |
| 17 | 18 4 | NO LIFE, NO FUTURE EP
EXPULLED RIOT CITY RIOT 8 INDIES | 42 | 32 3 | ARMY SONG EP
ABRASIVE WHEELS RIOT CITY RIOT 9 INDIES |
| 18 | NEW 1 | LOOK KNOW
FALL KAMERA ERA 004 STAGE ONE | 43 | 28 7 | WORK - MEGACITY II
SPIZZENERGI 2 ROUGH TRADE RT S06 ROUGH TRADE |
| 19 | 16 5 | TODAY'S GENERATION (EP)
ATTAK NO FUTURE 017 ROUGH TRADE/INDIES | 44 | 42 3 | THE BLACK DEATH EP
SYNYX REALITY ATTACK EJSP 9815 INDIES |
| 20 | NEW 1 | REASONS FOR EXISTENCE EP
SUBHUMANS SPIDERLEG SDL 5 INDIES | 45 | 38 3 | I WILL LOVE YOU
FUREY BROTHERS RITZ RITZ 012 SPARTAN |
| 21 | 35 4 | A VIEW FROM HER ROOM
WEEKEND ROUGH TRADE RT 097 ROUGH TRADE | 46 | NEW 1 | NEW CHURCH
LORDS OF THE NEW CHURCH ILLEGAL ILS 0028 PINNACLE |
| 22 | 17 6 | CONSPIRACY
HIGSONS WAAP WAAP 2 INDIES | 47 | — 5 | RIOT SQUAD
TRANSISTORS OPEN CIRCUIT OC 1 FRESH |
| 23 | 22 7 | DESTROY THE YOUTH (EP)
CHARGE KAMERA ERA 003 STAGE ONE | 48 | 39 8 | DANCING
ZOUNDS ROUGH TRADE RT 094 ROUGH TRADE |
| 24 | 23 9 | OBJECT, REFUSE, REJECT, ABUSE
DIRT CRASS 321984/6 ROUGH TRADE/INDIES | 49 | 34 6 | FRED VOM JUPITER
DIE DORAUS & DIE MARINAS MUTE MUTE 019 SPARTAN/ROUGH TRADE |
| 25 | 15 10 | A BUNCH OF THYME
FOSTER & ALLEN RITZ RITZ 005 SPARTAN | 50 | NEW 1 | GOOD TIMES
DRINKING ELECTRICITY SURVIVAL SUR 121 PINNACLE |

Chelsea

STEP FORWARD

Why Britain doesn't produce a Manilow

HOWEVER YOU want to describe it – be it MOR, mainstream or more clumsily, music with a broad-based appeal – there has been a remarkable resurgence during the past year in the kind of records made by singers like Barry Manilow, Julio Iglesias and the rest.

Last week's *RB* charts showed a good 16 titles on the singles list and 10 of the Top 60 albums emanating from MOR-style artists.

The rewards in store for any artist who manages to break through as an across-the-board seller are gigantic, but in recent years that kind of international success has eluded British artists.

Just why should that be, and how does a record company go about bringing a new Cliff Richard or Britain's answer to Manilow to the masses?

Everyone agrees that the across-the-board singer is the hardest to market of any recording artist, and that discovering them is one of those mysterious processes that cannot be reduced to a formula.

For instance, Chrysalis a&r director Roy Eldridge admits that out of the hundreds of tapes per month that pour into his office, hardly any are from new interpretative singers in the Manilow mould.

"I would be delighted to find the new Cliff Richard," he said. "But it is hard to know where to look. There is no longer any real training ground for mainstream singers in the UK because the club scene has fallen apart. "I think we do have a number of very talented singers coming into their own with the young adult audience, but most of them have graduated through the ranks of the rock 'n' roll business. Leo Sayer is a case in point. He appeals to a wide range of age-groups and publishers are now putting forward their very best material for him to record."

Eldridge also stressed the marketing difficulties that must be overcome before an MOR singer breaks through. "That audience is definitely the hardest to reach," he commented. "In the early stages the development of the artist has to be so much more sophisticated than the usual strategy employed on a rock act.

"The songs must be top notch, the producer has to be the best and it is essential to have interest from TV producers since that medium is the best kind of exposure to reach the target audience."

Probably the most expert marketer of mainstream talent in the UK is CBS Records where marketing director Jeff Gilbert said: "We are in the favourable position of having worldwide talent sources on which to draw.

"We work on the basis that if a singer is successful in Spain, or Australia or South America there is no reason why he or she cannot be equally as successful here."

Gilbert praises the exposure given to MOR stars by BBC Radio-2 and repeats the message of Roy Eldridge that once a

singer has been unearthed, there is no reluctance on the part of the TV companies to provide on-screen spots. He cited Barbara Dickson and The Nolans as acts which have benefitted from TV exposure, and Grace Kennedy as a star of the future whose career is currently being significantly promoted by the BBC.

"Probably the biggest factor in the development of a singer is detailed forward planning," he went on. "The up-front work is much more long-term. We are now working on a new Gilbert O'Sullivan album which is being produced by Graham Gouldman, and we are already planning our campaign for a record that is due out in September, including booking in TV shows."

Perhaps the heavy TV advertising budgets that have been placed behind several recent CBS and Epic MOR projects had been the real reason for the companies' significant inroads into the market recently?

"It is true that we are prepared to back

Britain has never produced top MOR artists in the same way as America. JOHN HAYWARD talks to UK industry experts to find out the problems of reaching the lucrative, broad-based adult market.

this kind of project with strong marketing campaigns," said Gilbert, "But it is not down to that in every case. Look at Julio Iglesias who has never been on TV until recently and still managed to sell 300,000 albums with the usual print advertising campaign and on the back of a big hit single. That album is still in the charts after being released last September."

ACCORDING TO veteran record man Larry Page, breaking a British singer is all down to belief.

"We are too inclined to accept overseas singers as the best," he opined. "Look at Lulu, who is having great success in Japan and the USA and is only now getting the support of the local media.

"But I don't agree that the talent is not there to be found in the UK. I have discovered a new young girl singer



Elkie Brooks: sold 750,000 copies of *Pearls* to break through to the young adult market ... the British Streisand?

called Jade who fits into this market well. Her records are on release in 18 countries around the world and I am convinced she will be a star. The fact that she is British is a plus-point overseas.

"I found her in the clubs in Wales, and I think far too many a&r men are content to be seen around the clubs and concerts in London. The new young singers are there if you look for them."

Agent and promoter Derek Block, who handles many of the top names in the field, was also adamant that new



Leo Sayer: Developing out of rock into MOR?

radio or on their record players."

ELKIE BROOKS seems to be the best example of a rocker who has matured with her audience and managed to pull off the difficult trick of keeping her pop single buyers while making inroads into the broad-based up-to-40 market.

In a long career she has been a jazz singer, a pop vocalist, led a hard rock band and been through a period of self-doubt and confusion. In her six years with A&M Records no album she has released ever sold anything approaching the 750,000 copies that *Pearls* has racked up. She is currently mid-way through a 64-date national tour which will have sold 120,000 concert tickets by the close.

A&M Records managing director Derek Green puts the turn-round down to a number of factors and put his finger on a few of the difficulties facing hopeful young British MOR talent.

"A number of career decisions all came about at around the same time about 18 months ago," he revealed. "Elkie changed management to Alec Leslie and at the same time became more willing to produce material that appealed to both herself and an older audience.

"She has had a long career, and I believe she is now reaping the benefit of that. We targeted *Pearls* at young marrieds, but I would say at least 20 percent of her concert draw is made up of girls aged between 14 and 18, so you can see she is appealing to a very broad-based listenership.

"Tragically, the only way we could consolidate the sales of *Pearls* was to plan it as a TV marketing campaign, and that is very costly, but if you are going to go that route, it is the only really effective promotional avenue."

He blamed record companies for becoming lazy in the way they now like to deal with self-contained artists who write their own material instead of doing the old job of matching singer to producer and material.

And he said few labels would be prepared to invest in tomorrow's Manilow because there are so few ways to promote such product to the public outside of TV-advertising.

"The next album will again be a mixture of material. I would like to encourage her to pick fine contemporary songs, for there are lots of great songs in the repertoire of top rock acts that deserve exposure to a wider market."



You know who ... why is there no British equivalent?

INDEPENDENT LABELS

Ray Dorset's almost-by-accident label



Identical twins Nick and John Wren, also known as Detente, become the first signing for Dave Graves (standing, left) and Ray Dorset's (right) Kosmik Records.

MUNGO JERRY'S Ray Dorset and his partner Dave Graves are the men behind new independent label Kosmik Records. Kosmik's creation came about almost by accident as Dorset and Graves has initially only intended to set up a production company based around their Satellite Studios. The masters of their first productions turned out to be better than anyone expected. "The interest that they created made us realise that we had something pretty exciting," says Graves.

"Although we had a number of labels really interested, including majors, they were dragging their heels a bit and as we are creating 'now' music we decided to go fully independent," agrees Dorset.

First release is to be by a futurist band called Detente, which consists of a pair of identical twins called Nick and John Wren. Three tracks by Detente have been recorded so far, and the final

choice for their debut single is still being made, although the release is definitely set at mid-May.

Kosmik has also signed a pop band from Walton-on-Thames called Bobalouis and has plans for at least one other act to join the roster.

All the bands are currently being produced by Dorset/Graves who can be contacted at their Shepperton offices on 09328/62688 extension 232 or 233. Kosmik Records is distributed by Stage One.

News in Brief

CLONE RECORDS of Ohio celebrates five years of existence with three UK releases. They are singles by **The Gray Bunnies** - 'He Hit Me' and **The Housekeepers** - 'I Gotta Know', and a debut album by **Unit 5**. Clone's British distributor is Pinnacle.

SHOUT RECORDS release their debut album by Icelandic band **Peyr**, currently working with **Jaz Coleman** of **Killing Joke**. It is titled *As Above...* (LX 001) and will include a free poster.

THE FIRST 4,000 copies of **The Insane's** EP 'El Salvador' will be shrink-wrapped with a special edition of the punk fanzine *Rising Free*. The record, on **No Future Records**, sells for £1.25 and is available through **Rough Trade** and the indie network.

SPECTRA RECORDS has signed the successful 60s band **Marmalade**. An initial single and album for the label are expected to be out in June.

PINNACLE RECORDS has acquired exclusive UK distribution for the **Gram Parsons** and **The Fallen Angels** album *Live '73* which features **Emmylou Harris**. The recording was made six months before **Parsons** died and was originally released on the German label **Repertoire Records**. It is available now, retail price £2.99.

New Releases

TROJAN RECORDS releases 'Ram Goat Liver' (TRO 9066) by **Pluto** this week. The single is also available in 12-inch form... **Mute Records** has another **Depeche Mode** single out on April 26. Title is 'Meaning Of Love'/'Oberkon (It's A Very Small Town)' (MUTE 22)... **Kamera Records** has released 'Look, Know'/'I'm Into CB' (ERA 004) by **The Fall** in a picture bag... **Kamera** also releases a single by punk band **Charge** in early May. It is 'Fashion' (ERA 007)... **Fresh Records** has a record, 'The Big Dig' (FRESH 42) by **Family Fodder** out this week... **New Hormones** releases an album, *Earthbound Ghost Need: Eric Random Meets The Bedlamites* pn April 23... **Step Forward Records** has a new LP by **Chelsea**, *Evacuate* (SFLP 7)... **4AD** releases a 12-inch single, 'Life In A Gladhouse' by **Modern English** in early May. An album, *After The Snow*, is out now... **Dread At The Controls** has a single, 'Forever Love' (DATC DISCO 005) by **The Ovationz** this month...

Indie Albums



- 1 DR. HECKLE AND MR. JIVE Pigbag Y Y17
- 2 THE GOOD THE BAD AND THE 4-SKINS 4-Skins Secret SEC 4
- 3 CHRONIC GENERATION Chron Gen Secret SEC 3
- 4 HEX ENDUCTION HOUR Fall Kamera KAM 005
- 5 PUNK AND DISORDERLY Various Abstract AABT 100
- 6 FOURTH DRAWER DOWN Associates Situation 2 SITU 2
- 7 SHOOT OUT THE LIGHTS Richard and Linda Thompson Hannibal HMDC 1303
- 8 NOTHING CAN STOP US Robert Wyatt Rough Trade ROUGH 35
- 9 LIVE AT THE 100 CLUB G.B.H. Chaos Tapes LIVE 007
- 10 HAWKWIND FRIENDS AND RELATIONS Hawkwind Flickknife SHARP 101
- 11 ENDANGERED SPECIES UK Subs NEMS NEL 6021
- 12 SPEAK AND SPELL Depeche Mode Mute STUMM 8
- 13 TO THE SHORES OF LAKE PLACID Various Zoo 200 4
- 14 LIVE AT THE JACQUARD Higsons Chaos Tapes LIVE 008
- 15 HISTORY Spizz Rough Trade ROUGH SO 1
- 16 CHEMICAL WARFARE Dark Fresh FRESHLP 9
- 17 THE BEST OF THE DAMNED Damned Big Beat DAM 1
- 18 SWING TO THE RIGHT Todd Rundgren's Utopia Bearsville/Avatar AALP/BRK 3666
- 19 SEVEN SONGS 23 Skidoo Fetish FM 2008
- 20 MACHINE GUN ETIQUETTE Damned Big Beat DAM 2
- 21 MOVEMENT New Order Factory FACT 50
- 22 STILL Joy Division Factory FACT 40
- 23 LIVE IN LONDON Fall Chaos Tapes LIVE 006
- 24 UNKNOWN PLEASURES Joy Division Factory FACT 10
- 25 REPERCUSSION dB's Albion ALB 109
- 26 SIGNING OFF UB40 Graduate GRADLP 2
- 27 MISTER YELLOWMAN Yellowman Greensleeves GREL 35
- 28 LIVE IN SHEFFIELD Pressure Company Solidarity SOLIDARITY 1
- 29 DJ CLASH - TOYAN VERSUS NICODEMUS Toyan & Nicodemus Greensleeves GREL 32
- 30 LOVE HOW ME SEXY Linnal Thompson Greensleeves GREL 33

New Albums

TOTAL RELEASES: 86

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

10CC ORIGINAL SOUNDTRACK (1/2 SPEED MASTER) Mercury □ HS 9199 916 3.80 POLYGRAM

ALLAN BARTY BARTY'S BOW MK □ KOP 4.3.04 MK
ATLANTIC STARR BRILLIANT A&M □ AMLH 64883 3.04 CBS

BILLIE HOLLIDAY LADY SINGS THE BLUES Verve □ 2304 124 3.05 POLYGRAM
BING CROSBY BING'S MAGIC Swinghouse □ AWE 1 4.99 H.R. TAYLOR
BLACK FAMILY THE BLACK'S FAMILY FAVORITES Stebelin □ C1002 ☐ TC1002 3.99 H.R. TAYLOR
BO DIDDLEY CHESS MASTERS... BO DIDDLEY VOLUME 2 Chess □ CXMD 4009 3.04 PRT
BOXCAR WILLIE GOOD OL' COUNTRY SONGS K-Tel □ NE 1168 ☐ CE 2168 5.99 K-TEL
BRIGHOUSE AND RASTRICK BRASS BAND THE EUROPEAN BRASS BAND CHAMPIONSHIP 1981 Polyphonic
□ PRL 013 4.49 H.R. TAYLOR
BUCKS FIZZ ARE YOU READY RCA □ RCALP 8000 ☐ RCAK 8000 3.25 RCA

CILLA FISHER AND ARTIE TREZISE FOR FOUL OR FAIR MK □ KAC 1.3.04 MK
CLIFTON CHENIER & HIS RED HOT LOUISIANA BAND I'M HERE Sonet □ SNTF 882 3.20 PRT
CLOCK DVA WHITE SOULS IN BLACK SUITS Italian □ EX 24 2.75 ROUGH TRADE/INDIES
COLLAGE DO YOU LIKE OUR MUSIC Elektra □ K52324 3.20 WEA

DEMIS ROUSSOS FOREVER AND EVER Phillips □ 6359 196 ☐ 7206 196 1.82 POLYGRAM
DIRE STRAITS MAKING MOVIES (1/2 SPEED MASTER) Vertigo □ HS 6359 034 3.80 POLYGRAM

ELMORE JAMES AND JOHN BRIM WHOSE MUDDY SHOES Chess □ CXMP 2007 2.43 PRT
ENGLAND WORLD CUP SQUAD THIS TIME K-TEL □ NE 1169 ☐ CE 2169 5.99 K-TEL

FEAR THE RECORD Slash □ SRR 111 3.95 ROUGH TRADE/INDIES
FIFE STRATHPEY AND REEL SOCIETY THE FIDDLE SOUND OF FIFE MK □ KOP 5 ☐ KOP 53.04 MK
FLIPPER FLIPPER Subterranean □ SUB 25 3.10 ROUGH TRADE/INDIES

GERMS G.I. Italian □ EX 11 2.75 ROUGH TRADE/INDIES
GEOFFRE ZAMFIR THE LONELY SHEPHERD Phillips □ 6395 197 ☐ 7206 197 1.82 POLYGRAM
GRACE JONES LIVING MY LIFE Island □ GRACE 1 ☐ GICT 1 2.15 EMI

HAMISH IMLACH THE SPORTING LIFE MK □ KOP 3.3.04 MK
HARRY JAMES & HIS MUSIC MAKERS TRUMPET BLUES First Heard □ FH 41 4.99 H.R. TAYLOR
HERB ALPERT FANDANGO A&M □ AMLK 63731 ☐ CKM 63731 3.04 CBS
HERMINE THE WORLD ON MY PLATES Crammed Discs □ CRAM 019 1.99 PINNACLE
HOWLIN' WOLF CHESS MASTERS... HOWLIN' WOLF VOLUME 2 Chess □ CXMD 4007 3.04 PRT
HOWLIN' WOLF HOWLIN' WOLF LONDON SESSIONS Chess □ CXMP 2008 2.43 PRT

IAIN MACKINTOSH LIVE IN GLASGOW MK ☐ KOP 2 (Cass only) 3.04 MK
IAIN MACKINTOSH SINGING FROM THE INSIDE MK □ KOP 63.04 MK

JIMMY ROGERS CHESS MASTERS... JIMMY ROGERS Chess □ CXMD 4008 3.04 PRT
JIMMY SMITH THE CAT Verve □ 2304 153 3.05 POLYGRAM
JOHN LEE HOOKER CHESS MASTERS... JOHN LEE HOOKER Chess □ CXMD 4005 3.04 PRT
JOHNNY PEARSON & HIS ORCHESTRA ON GOLDEN POND Page One □ PAGES 701 ☐ ZCPAG 701 2.73 PRT

KID CREOLE AND THE COCONUTS TROPICAL GANGSTERS Ze □ ILPS 7016 ☐ ICT 7016 3.25 EMI
KILLING JOKE REVELATIONS EG/Malicious Damage □ EGMD 3 ☐ EGMD 3 3.05 POLYGRAM

Laurie Anderson, Laurie Spiegel & Other Women Composers New Music For Electronic & Recorded Media Arch □ 1/50 3.40 ROUGH TRADE/INDIES

MILES DAVIES WE WANT MILES CBS □ CBS 88579 ☐ CBS 4088579 CBS
MISFITS WALK AMONG US Ruby □ JRR 804 3.95 ROUGH TRADE/INDIES
MOVING HEARTS MOVING HEARTS WEA □ K58387 3.20 WEA
MUDDY WATERS CHESS MASTERS... MUDDY WATERS Chess □ CXMD 4006 3.04 PRT
MUDDY WATERS THE LONDON MUDDY WATERS SESSIONS Chess □ CXMP 2005 2.43 PRT

NAT KING COLE TRIO PIECES OF COLE Swinghouse □ SWH 124 99 H.R. TAYLOR
NERVOUS GENDER MUSIC FROM HELL Subterranean □ SUB 21 3.10 ROUGH TRADE/INDIES
NEW ASIA NEW ASIA Situation 2 □ SITU 3 2.65 PINNACLE

ORIGINAL SOUNDTRACK (FEATURING DAVID BOWIE) CAT PEOPLE MCA □ MCF 3138 ☐ MCFC 3138 3.04 CBS
ORIGINAL SOUNDTRACKS COUNTRYMAN Island □ ISTDA 1 ☐ ZISTDA 1 4.05 EMI
ORIGINAL SOUNDTRACK FLIGHT OF THE CONDOR BBC □ REB 440 ☐ ZCF 440 3.20 PRT

PATTY WEAVER PATTY WEAVER Warner Bros □ K57001 3.20 WEA
PAUL MCCARTNEY TUG OF WAR Parlophone □ PCTC 259 ☐ TCPCTC 259 3.55 EMI
PETER NARDINI I THINK YOUR GREAT MK □ KOP 83.04 MK
PETER J. PRIESTLEY ALL ABOUT LOVE B. McCloud □ AKBLP 1 2.89 SPARTAN

RANDY CALIFORNIA EURO-AMERICAN Beggars Banquet □ BEGA 36 (includes free single) ☐ BEGC 36 2.79 WEA
RAY LYNAM SHADES OF RAY LYNAM Ritz □ RITZLP 006 2.89 SPARTAN
RICHARD KERR NO LOOKING BACK A&M □ AMLH 68539 ☐ CAM 68539 3.04 CBS
ROCKABILLY REBELS REBELS TO THE END JSP □ JSP 1045 2.79 PINNACLE
ROD STEWART EVERY PICTURE TELLS A STORY Mercury □ 6336 548 ☐ 7251 918 1.82 POLYGRAM
ROSEROYCE STRONGER THAN EVER Epic □ EPC 85634 ☐ EPC 4085634 CBS

QUEEN HOT SPACE EMI □ EMA 797 ☐ TCEMA 797 3.50 EMI

SANDY MCLELLAND STANDING IN THE DARK Action □ AL 2000 2.99 SPARTAN
SQUEEZE SWEETS FROM A STRANGER A&M □ AMLH 64899 ☐ CAM 64899 3.04 CBS
STELLA IF YOU DO LIKE MY MUSIC President □ PTL 1074 2.53 PRESIDENT/PINNACLE
STEVE MILLER GREATEST HITS 74-78 (1/2 SPEED MASTER) Mercury □ HS 9199 916 3.80 POLYGRAM.
SUN RA THE OTHER SIDE OF THE SUN Hat Hut □ 2R 17 3.40 ROUGH TRADE/INDIES
SYD LAWRENCE SWING CLASSICS Phillips □ 6381 072 ☐ 7215 072 1.82 POLYGRAM
SYPH LITTLE NEMO Pure Freud □ PF 15 2.75 ROUGH TRADE/INDIES

TEX BENEKE & THE GLENN MILLER SOUND BENEKE ON BROADWAY Bulldog □ BDL 1037 1.31 PRESIDENT/PINNACLE
THROBBING GRISTLE LIVE AT RAFTERS Italian □ EX 23 2.75 ROUGH TRADE/INDIES

VARIOUS ACCORDIAN BONANZA NO. 1 Stebelin □ C1001 ☐ TC1001 3.99 H.R. TAYLOR
VARIOUS ACCORDIAN BONANZA NO. 2 Stebelin □ C1003 ☐ TC1003 3.99 H.R. TAYLOR
VARIOUS CHESS MASTERS... VARIOUS ARTISTS Chess □ CXMD 4010 3.04 PRT
VARIOUS DR. RHINO & MR. HYDE Beggars Banquet □ BEGA 35 2.79 WEA
VARIOUS FIRST EDITIONS Editions EG/Polydor □ EGED 15 ☐ EGED 15 2.90 POLYGRAM
VARIOUS FLASHBACKS VOL. 3 Sonet □ SNTF 867 3.20 PRT
VARIOUS FOLK FESTIVAL OF THE BLUES Chess □ CXMP 2006 2.43 PRT
VARIOUS SAVOY SOUND Go □ GO 001 3.40 ROUGH TRADE/INDIES
VARIOUS TEENAGE BOP Sun □ CFM 513 2.32 SPARTAN/INDIES
VARIOUS TENNESSEE STOMP Sun □ CFM 507 2.32 SPARTAN/INDIES
VARIOUS THE BEST IN SCOTTISH DANCE MUSIC Stebelin □ C1004 ☐ TC1004 3.99 H.R. TAYLOR
VARIOUS THE HITS LIST Warwick □ WW 5123 (includes free 12" single) ☐ WW 45123 5.99 WARWICK
VARIOUS THE ROCKIN' BLAST Sun □ CFM 512 2.32 SPARTAN/INDIES
VARIOUS WALKIN' AFTER MIDNIGHT St. Germain □ ST 1 2.99 PINNACLE
VOICE OF GOD COLLECTIVE SOUNDS LIKE BROMLEY Plymouth Sounds □ LBB 1 2.85 ROUGH TRADE/INDIES

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	HEREWARD	BBC SCOTLAND	Cat. No	Dist.	
1	1	MY CAMERA NEVER LIES BUCKS FIZZ	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	RCA 202	R	87	
2	2	EBONY & IVORY PAUL MCCARTNEY WITH STEVIE WONDER	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	R6054	E	87	
3	4	ONE STEP FURTHER BARDO	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	EPC A2265	C	86	
4	3	BLUE EYES ELTON JOHN	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	XPRES 71	F	83	
5	23	PRIVATE EYES DARYL HALL & JOHN OATES	A	B	A	B	A	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	RCA 134	R	77	
6	9	SHIRLEY SHAKIN' STEVENS	A	C	A	A	A	A	A	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	EPC A2087	C	77
7	8	NIGHT BIRDS SHAKATAK	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	POSP 407	F	76	
8	17	I WON'T LET YOU DOWN PHD	A	C	A	A	A	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	K79209	W	75	
9	14	VIEW FROM A BRIDGE KIM WILDE	A	C	A	A	A	A	A	A	A	A	A	A	A	C	A	B	A	A	C	A	A	A	A	RAK 342	E	74	
10	5	GIVE ME BACK MY HEART DOLLAR	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	BUCK 3	W	73	
11	10	FANTASTIC DAY HAIRCUT ONE HUNDRED	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CLIP 3	F	73	
12	18	GIRL CRAZY HOT CHOCOLATE	A	C	A	A	A	A	A	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	RAK 341	E	72
13	12	FREEZE-FRAME J.GEILS BAND	A	A	A	A	A	B	A	A	A	A	A	A	A	A	A	A	A	B	A	B	B	A	A	EA 134	E	70	
14	7	AIN'T NO PLEASING YOU CHAS & DAVE	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	KOR 14	A	68	
15	25	SHOUT SHOUT ROCKY SHARPE & THE REPLAYS	A	C	A	A	A	B	A	B	A	A	A	B	A	B	A	A	B	A	A	B	A	B	B	DICE 3	A	68	
16	15	EVER SO LONELY MONSOON	A	A	A	A	A	A	A	A	A	A	A	A	A	A	C	A	B	A	A	C	A	A	A	CORP 2	F	67	
17	6	MORE THAN THIS ROXY MUSIC	B	B	A	C	A	A	A	A	A	A	A	A	B	A	A	A	A	A	A	A	A	A	A	ROXY 3	F	64	
18	11	I CAN MAKE YOU FEEL GOOD SHALAMAR	B	C	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	A	B	A	A	A	K12599	W	60	
19	19	REALLY SAYING SOMETHING BANANARAMA & FUN BOY 3	B	C	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	NANA 1	F	59	
20	59	I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS	A	A	A	A	A	B	A	A	B	B	B	C	A	A	A	A	A	A	A	A	A	A	A	EPC A2152	C	52	
21	45	PROMISED YOU A MIRACLE SIMPLE MINDS	A	A	A	A	B	B	A	A	A	A	A	A	B	A	A	A	A	A	A	A	A	A	A	VS 488	C	51	
22	1	THIS TIME-FLY THE FLAG ENGLAND WORLD CUP SQUAD	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	ER 1	M	49	
23	35	STAY BARRY MANILOW	C	C	A	A	A	A	A	A	B	A	A	A	C	A	A	A	A	A	A	B	A	B	A	ARIST 464	F	48	
24	32	BLACK COFFEE IN BED SQUEEZE	B	A	B	B	B	A	A	B	A	A	A	A	A	A	A	A	B	A	A	A	B	A	A	AMS 8219	C	47	
25	22	MAKE A MOVE ON ME OLIVIA NEWTON-JOHN	B	C	A	B	A	B	A	A	B	A	A	A	A	A	A	A	A	A	A	A	A	B	B	EMI 5291	E	47	
26	62	FANTASY ISLAND TIGHT FIT	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	JIVE 13	C	46	
27	47	SAVE IT FOR LATER BEAT	B	A	A	C	C	B	A	A	B	B	A	A	A	A	A	A	A	A	A	C	B	B	B	FEET 333	F	45	
28	31	ONLY YOU YAZOO	B	A	B	A	A	B	A	A	A	A	A	A	A	A	A	A	C	A	C	A	A	B	MUTE 020	I	44		
29	50	SUSPICIOUS MINDS CANDI STATON	C	B	A	A	A	B	A	A	B	A	A	A	A	A	A	B	A	B	A	A	A	A	B	SH 112	A	43	
30	34	NOBODY TONI BASIL	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	TIC 2	C	43	
31	55	RADIO MEMBERS	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	WIP 6773	E	42	
32	40	INSTINCTION SPANDAU BALLET	B	A	A	A	A	A	B	A	A	B	A	B	A	A	A	B	B	A	A	C	B	B	A	CHS 2602	F	41	
33	1	BODY LANGUAGE QUEEN	B	A	A	A	A	A	A	A	B	B	B	B	A	A	A	A	A	A	A	A	A	A	A	EMI 5293	E	41	
34	24	GHOSTS JAPAN	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	VS 472	C	41	
35	16	DEAR JOHN STATUS QUO	B	A	A	A	B	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	B	A	QUO 7	F	40		
36	33	WEEKEND ALVIN STARDUST	C	C	A	A	B	B	A	B	A	A	B	B	A	A	A	A	A	A	A	A	A	A	B	BUY 142	C	40	
37	60	THE HONEYDRIPPER JETS	B	A	A	A	B	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	B	EMI 5289	E	39	
38	13	SEE THOSE EYES ALTERED IMAGES	B	A	A	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	EPC A2198	C	38	
39	41	THANK YOU FOR THE PARTY DUKES	C	A	A	A	A	B	C	A	A	B	B	A	B	A	B	A	B	A	B	A	B	A	B	K19136	W	37	
40	51	OUR LOVE ELKIE BROOKS	C	C	A	A	C	B	C	A	A	B	A	A	A	A	A	A	A	A	A	B	B	B	A	AMS 8214	C	36	
41	48	TRY JAH LOVE THIRD WORLD	C	C	A	A	A	B	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CBS A2063	C	35	
42	26	PAPA'S GOT A BRAND NEW PIGBAG PIGBAG	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	Y10	Z	33	
43	64	CASTLES IN THE AIR DON MCLEAN	C	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	B	B	EMI 5258	E	32	
44	1	TRACKS OF MY TEARS COLIN BLUNSTONE	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	7P 236	A	29	
45	66	ROSANNA TOTO	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CBS A2079	C	29	
46	30	CAT PEOPLE (PUTTING OUT FIRE) DAVID BOWIE	C	A	A	B	C	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	MCA 770	C	28	
47	90	MAMA USED TO SAY JUNIOR	C	A	A	B	C	B	A	A	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	MER 98	F	28	
48	71	A LITTLE BIT FURTHER AWAY KOKOMO	B	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CBS A2064	C	27	
49	27	HAVE YOU EVER BEEN IN LOVE LEO SAYER	B	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CHS 2596	F	27	
50	61	I FEEL LOVE COMIN' ON DANA	B	A	A	A	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CR 32	C	26	
51	37	JUST AN ILLUSION IMAGINATION	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	RBS 208	A	25	
52	57	THE WAY LIFE'S MEANT TO BE ELO	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	JET 7022	C	25	
53	1	ROCK IT BILLY J. KRAMER	B	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	BJK 1	A	25	
54	1	GREATEST ROCK & ROLL BAND STARSOUND	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CBS A2296	C	25	
55	38	WAKE UP LITTLE SUSIE BILLY KING	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	MIN 222	C	24	
56	1	I SPECIALISE IN LOVE SHARON BROWN	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	VS 494	C	24	
57	89	FORGET ME NOTS PATRICE RUSHEN	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	K13173	W	24	
58	68	I'VE NEVER BEEN TO ME CHARLENE	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	TMG 1260	R	24	
59	83	SOMEBODY TO LOVE LAMBRETTAS	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	XPRES 74	F	23	
60	54	DO YOU BELIEVE HUEY LEWIS & THE NEWS	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	CHS 2589	F	23	
61	28	HOUSE ON FIRE BOOMTOWN RATS	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	MER 91	F	23	
62	82	KEY LARGO BERTIE HIGGINS	C	C	A	A	B	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	EPC A2168	C	23	
63	43	OOH SHOOPY DOO DOO LANG ANEKA	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	HANSA 13	A	23	
64	49	WAKE UP LITTLE SUSIE SIMON & GARFUNKEL	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	GEF A2287	C	22	
65	20	IS IT A DREAM CLASSIX NOUVEAUX	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	BP 409	E	22	
66	1	SIX MONTHS IN A LEAKY BOAT SPLIT ENZ	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	AMS 8216	C	21	
67	86	PERFUMED GARDEN RAH BAND	C	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	KR 5	R	21	
68	1	ON T.V. BUGGLES	C	A	A	A	A	A																					

ALBUM REVIEWS

Top 10

MADNESS: Complete Madness (Stiff HIT-TV 1) Prod: Clive Langer/Alan Winstanley

With all the marketing might – including a national TV campaign – that Stiff can muster marshalled behind this 16-hit compilation, Madness seem set for another long run in the album chart. Tracing the band's development from 'The Prince' and 'Madness' to the most recent singles 'Cardiac Arrest' and 'It Must Be Love', it is good to note how true to their original ideas the nutty boys have remained on a batch of songs that stand the test of this sort of collection.

CHAS & DAVE: Musn't Grumble (Rockney ROC 909) Prod: Chas & Dave

By adapting the Cockney vernacular and humour to contemporary requirements, Chas & Dave have developed a typically British form of rock'n'roll, so basically simple and goodtime that it's difficult not to like it. Booze, birds, boredom and boogie form the basis of this album, along with a sincere tribute to one of their yesterday heroes Lonnie Donegan. Their music was born in the London pubs, but with an old-fashioned rockaballad 'Ain't No Pleafin' You' currently topping the charts, the vast MOR market is about to welcome them. The album will go all the way.

Top 20

BARRY MANILOW: Barry Live In Britain (Arista ARTV 4) Prod: Barry Manilow

Although this suffers the usual shortcomings of live albums – a sometimes thin and 'boxy' sound, a band that is shown up as stilted and plodding – it is a credit to Manilow's personality that his own presence shines out of the grooves; he quite obviously has the audience in the palm of his hand. Popular numbers like 'I Made It Through The Rain', 'Bermuda Triangle' and 'Copacabana' are mingled in with some other 'standards' and he kicks off cleverly with a tribute to London (the album was recorded at the Royal Albert Hall dates on his last tour). This is being TV-advertised and the screening of two TV specials titled



Chas & Dave: simple and goodtime

'Barry In Britain' on 19 and 26 of this month will help push sales too.

Top 60

LAURIE ANDERSON: Big Science (Warner Bros K57002) Prod: Laurie Anderson/Roma Baran

After the runaway success of 'O Superman' – the most unlikely number two of 1981 – the question is whether performance artist Laurie Anderson can maintain what was initially novelty interest. The eight tracks contained on this album are taken from her larger work *United States I-IV* which was performed for London audiences at the Riverside Studios at the height of 'O Superman's' buzz. While the tracks never reach the unity of her hit they do feature an impressive array of electronic sounds and are fascinating vehicles for her impressions of American life. The release of the title track as a single should increase the album's chances.

VAN HALEN: Diver Down (Warner Bros K 57003) Prod: Ted Templeman

After rapidly catapulting themselves to the pinnacle of American hard rock, Van Halen are now five albums through their career with no end to the success in sight. David Lee Roth is a beefy and stylish vocalist and Edward Van Halen can conjure up a rib-crushing riff as well as any man alive, but the material is what brings the band through. Covers of the Kinks early 'Where Have All The Good Times Gone' and Orbison's 'Oh, Pretty Woman' are good, while 'Little Guitars' and 'Cathedral' are the hardest hitting among the originals. Bound to do well.

Best of the rest

JANET KAY: Capricorn Woman (Solid Groove SGL 103) Prod: Dennis Bovell

The 'Silly Games' lovers rock star gets a Dennis Bovell production and vocal support on two tracks from Marie 'Walk Away' Pierre. The whole thing could have worked out better if Kay had been given a thicker production. She has a pleasing but as yet immature voice which sounds a bit thin in the mix. The album was recorded in London and the musicians lay down a danceable, skanking style of rhythm. The songs are appealing and this should have been a really good album; it emerges as only a competent one. But it's being very heavily promoted.

THE SUGARHILL GANG: 8th Wonder (SHLP 1001) Prod: Sylvia Robinson/WEST STREET MOB: West Street Mob (SHLP 1004) Prod: Joseph Robinson Jr/THE SEQUENCE: The Sequence (SHLP 1003) Prod: Sylvia Robinson/VARIOUS: Greatest Rap Hits Vol 2: (SHLP 1002) Prod: Sylvia Robinson

Four from the family Sugarhill which has done much to raise rapping music to its current popularity. While Blondie and The Tom Tom Club have taken rapping records high in the charts the

groundswell of the real thing has been raising in New York. The Sugarhill Gang had the first rapping hit in the UK and continue to create a light, commercial strain. The West Street Mob have an immediate plus in the vocals of Sebrina Gillison but stronger material is needed if they are to chart. The Sequence are to rapping what the Three Degrees are to soul – a glossy, commercial outfit with sequins in the vocals as well as the costumes. They do however turn very ably to straight soul with 'The Time We're Alone'. The 'greatest hits' package contains tracks from the Gang, Grandmaster Flash & Furious Five, The Sequence and Funky Four and is notable for a track entitled 'The Adventures Of Grandmaster Flash On The Wheels of Steel' which has snatches of such hits as 'Another One Bites The Dust' and 'Good Times'.

TRIUMPH: Triumph (Attic LAT 1012) Prod: Mike Levine/Doug Hill

Yet more heavy rock from Canada but this has more class than much, being influenced not a little by Hendrix. The three-man, long-haired, bare-chested band looks from the sleeve to be archetypal HM, but a listen reveals a more considered approach, with vocals mixed back a bit, plus phase, echo and all the tricks used by an earlier generation of HM outfits. The material is well written and varied in pace, and altogether this is a recommendable album. Triumph has had only moderate success up till now in the UK with its albums and tours but the time should surely be right soon for a bigger break. Distribution is through Pinnacle. Also available on the Attic label currently are albums from Anvil and Goddo.

BRASS CONSTRUCTION: Attitudes (Liberty LBG 30348) Prod: Randy Muller/T-CONNECTION: Pure & Natural (Capitol EST 12191) Prod: T Coakley

Two for the specialist disco market. Both are seeing disco action with the respective singles from these albums, BC leading the way with 'Can You See The Light'. The music is tight, funky and highly dance-infectious. Whether either act can translate their obvious popularity for the dance audience into pop success remains in doubt. To crossover the material must be extra special and while these albums contain their fair share of excellent tracks there is nothing which would guarantee daytime airplay on radio. The disco market will be satisfied with the American manufactured copies brought in by EMI.

RORY GALLAGHER: Jinx (Chrysalis CHR 1359) Prod: R. Gallagher Rory Gallagher's umpteenth album, and one of his strongest. The Irish guitarist is certainly one of hard rock's most enduring talents, and while his style has changed little over the years, he has refined it to suit 1982 as well as his Taste band suited the blues dominated days of the late 60s. Still wringing real emotion out of his battered Fender he careers through rockers like 'The Devil Made Me Do It' or 'Big Guns' as easily as he can switch to the blues 'Ride on Red, Ride On',

occasionally augmenting his bass and drums backing with a couple of horns or a touch of keyboards.

EYE TO EYE: Eye To Eye (Automatic K 56940) Prod: Gary Katz

Pleasant surprise from Automatic's latest signing, who might not be at the forefront of the latest musical developments in rock but make a very nice noise indeed. Lead by Julian Marshall, late of Marshall Hain, who has co-written all the songs with Deborah Berg, the band is mining a rich vein of the kind of intelligent and approachable music that Joni Mitchell was producing in the early 70s on albums like *Court and Spark*. First impressions do not reveal an obvious single, but if WEA can find ways to promote this debut, a slow builder could result.

SPLIT ENZ: Time and Tide (A&M AMLH 64894) Prod: Hugh Padgham/Split Enz

More clean-cut rock-pop from the Antipodeans who have gone some time without a major hit here. Sadly, despite the all-round cleverness of most of the tracks, *Time and Tide* sounds unlikely to change that situation, for although the band continues to be tricky and quirky while remaining just straightforward enough for the average rock fan, there is a 'restrained' feel to the package and an absence of dynamics which might hurt its chances.

PHIL MANZANERA: Primitive Guitars (Editions EG EGED 14) Prod: Phil Manzanera

The Roxy Music guitarist puts together nine tracks designed to illustrate how he creates atmospheres on the guitar and demonstrates a galaxy of techniques and effects on the instrument that often sound nothing like guitars at all. The album works as both entertainment and a species of chronological illustration of how Manzanera's have developed over the years. Its closest relation is probably with Fripp's experimental LPs and will generate similar sales interest.

VARIOUS ARTISTS: Thank You For The Music (Pickwick SHM 3110)/VARIOUS ARTISTS: Rock Shop (SHM 3107)

The Spring batch of Pickwick compilations has thrown up some strong old hit material. *Thank You For The Music* is an MOR sampler which leads on the everlasting 'Wichita Lineman' and 'Rhinstone Cowboy' from Glen Campbell, and continues with 'Birdland' from Manhattan Transfer and 'Morning Has Broken' by Mary O'Hara, filling up with tracks by Bert Kaempfert, Acker Bilk and Vera Lynn. The *Rock Shop* set is a strangely put together collection of hits from various eras: 'X-Offender' by Blondie, 'Rip It Up' by Shakin' Stevens and the Sunsets, 'Fire Brigade' by The Move, 'Get It On' by Marc Bolan, and then some tried-and-trusted old rockers from Berry and Haley. Also from Pickwick currently are the inevitable Elvis compilations and a definitive Tom Jones cheapie sampler with some really big titles on it, for those who don't already have such a compilation.

Albums/Tapes Top 60

RECORD BUSINESS
BESTSELLERS
RECORD BUSINESS

1	NEW	1	1982 STATUS QUO VERTIGO 6302(7144)189 3.05/3.15 POLYGRAM	22	8	5	FIVE MILES OUT MIKE OLDFIELD VIRGIN (TC)V2222 3.20 CBS	41	32	8	DR. HECKLE & MR. JIVE PIGBAG YY17(C) 2.65 ROUGH TRADE/INDIES
2	10	8	PELICAN WEST HAIRCUT ONE HUNDRED ARISTA-CLIP HCC (TCHC) 100 3.05 POLYGRAM	23	NEW	1	TIME PIECES - THE BEST OF ERIC CLAPTON ERIC CLAPTON RSO RSD(C) 50103.25/3.38 POLYGRAM	42	NEW	1	COMPLETE MADNESS MADNESS STIFF (Z)HIT TV 1 3.58 CBS ●
3	3	15	LOVE SONGS BARBRA STREISAND CBS (40)10031 CBS	24	14	7	FUN BOY THREE FUN BOY THREE CHRYSALIS (Z)CHR 1383 3.04 POLYGRAM ○	43	50	2	ABOMINOG URIAH HEEP BRONZE BRON(C) 538 3.05 POLYGRAM
4	NEW	1	LIVE IN BRITAIN BARRY MANILOW ARISTA ARTV(C) 43.58 POLYGRAM	25	7	4	BLACKOUT SCORPIONS HARVEST (TC)SHVL 1823 3.25 EMI	44	38	4	PUNK AND DISORDERLY VARIOUS ABSTRACT AABT 100 2.49 PINNACLE
5	5	4	SKY 4 FORTHCOMING SKY ARIOLA ASKY(ZCASK) 43 34 PRT ○	26	25	186	BAT OUT OF HELL MEAT LOAF EPIC EPC(40) 82419 2.74 CBS ★	45	23	4	MAYBE IT'S LIVE ROBERT PALMER ISLAND ILPS(ICT) 9665 3.07 EMI
6	19	26	CHARIOTS OF FIRE VANGELIS POLYDOR POLS(C) 1026 3.05 POLYGRAM	27	39	2	BROADSWORDS AND THE BEAST JETHRO TULL CHRYSALIS (Z)CDL 1380 3.22 POLYGRAM	46	33	6	CONCERT IN CENTRAL PARK SIMON AND GARFUNKEL GEFEN GEF(40)96008 CBS
7	2	7	THE GIFT JAM POLYDOR POLD(C) 5055 3.25/3.38 POLYGRAM ●	28	NEW	1	LA VERITE CLASSIX NOUVEAUX LIBERTY (TC)LBG 30346 3.25 EMI	47	53	2	THE EARLY TAPES - JULY - AUGUST 1980 LEVEL 42 POLYDOR POLS(C) 1064 3.05 POLYGRAM
8	4	9	ALL FOR A SONG BARBARA DICKSON EPIC EPC (40)10030 CBS ★	29	26	24	PEARLS ELKIE BROOKS A&M ELK(CLK) 1981 3.25 CBS ★	48	41	5	V DEEP BOOMTOWN RATS MERCURY 6359 052(7150)082 3.05/3.15 POLYGRAM
9	9	3	ASIA ASIA GEFEN GEF (40)85577 CBS	30	NEW	1	THE SLIDE AREA RY CODDER WARNER BROS K(4)56976 3.20 WEA	49	28	8	ONE NIGHT AT BUDOKAN MICHAEL SCHENKER GROUP CHRYSALIS (Z)CTY 1375 3.55 POLYGRAM
10	1	4	THE NUMBER OF THE BEAST IRON MAIDEN EMI (TC)EMI 3400 3.25 EMI ○	31	42	2	A FLOCK OF SEAGULLS A FLOCK OF SEAGULLS JIVE HOP(C) 201 2.43 CBS	50	35	3	WHITE EAGLE TANGERINE DREAM VIRGIN (TC)V2226 3.20 CBS
11	59	2	STRAIGHT BETWEEN THE EYES RAINBOW POLYDOR POLD(C) 5056 3.25/3.38 POLYGRAM	32	27	12	NON-STOP EROTIC CABARET SOFT CELL SOME BIZZARE BZLP(BZMC) 2 3.05/3.15 POLYGRAM ●	51	51	31	DEAD RINGER MEAT LOAF EPIC EPC (40)83645 2.74 CBS ★
12	12	5	PORTRAIT NOLANS EPIC EPC (40)10033 CBS ●	33	30	12	PRIVATE EYES DARYL HALL & JOHN OATES RCA RCAK(RCALP) 6001 3.04 RCA ○	52	NEW	1	FRIENDS SHALAMAR SOLAR K(4)52345 WEA
13	11	2	IRON FIST MOTORHEAD BRONZE BRNA(C) 539 3.25/3.38 POLYGRAM	34	21	3	SEVEN TEARS GOOMBAY DANCE BAND EPIC EPC (40)85702 CBS	53	52	25	ARCHITECTURE AND MORALITY ORCHESTRAL MANOEUVRES IN THE DARK VIRGIN/ DINDISC DID(C) 12 3.20 CBS ★
14	46	2	SHAPE UP AND DANCE VOLUME 2 VARIOUS LIFESTYLE LEG(C) 2 3.49 CBS	35	18	4	THE NAME OF THIS BAND IS TALKING HEADS TALKING HEADS SIRE SRK(SRC) 23590 3.96 WEA	54	43	3	BILL WYMAN BILL WYMAN A&M AMLH (CAM) 68450 CBS
15	6	5	THE ANVIL VISAGE POLYDOR POLD(C) 5050 3.25/3.38 POLYGRAM	36	31	7	DIAMOND SPANDAU BALLET CHRYSALIS (Z)CDL 1353 3.22 POLYGRAM	55	58	58	MAKING MOVIES DIRE STRAITS VERTIGO 6359(7150) 034 3.44/3.53 POLYGRAM ★
16	17	2	SHOOT THE MOON JUDIE TZUKE CHRYSALIS (Z)CDL 1382 3.22	37	34	22	BODY TALK IMAGINATION R&B RBLP(ZCRB) 1001 3.07 PRT ●	56	47	3	100% COTTON JETS EMI (TC)EMC 3399 3.25 EMI
17	13	22	TIN DRUM JAPAN VIRGIN (TC)V2209 3.20 CBS ●	38	29	8	ACTION TRAX VARIOUS K-TEL NE 1162(CE 21 62) 5.99 K-TEL ★	57	15	15	BUCKS FIZZ BUCKS FIZZ RCA RCALP(RCAK) 5050 3.34 RCA
18	16	5	JAMES BOND - GREATEST HITS VARIOUS EMI (TC)EMTV 007 3.59 EMI ●	39	37	28	DARE HUMAN LEAGUE VIRGIN (TC)V2192 3.40/3.20 CBS ★	58	NEW	1	MARAUDER BLACKFOOT AT CO K(4)50799 WEA
19	20	2	MUSIC OF QUALITY AND DISTINCTION VARIOUS VIRGIN (TC)V2219 3.20 CBS	40	22	7	KEEP FIT AND DANCE WITH PETER POWELL VARIOUS K-TEL NE 1161(CE 21 61) 5.99 K-TEL ○	59	55	9	BEAUTIFUL VISION VAN MORRISON MERCURY 6302(7144) 122 3.05/3.15 POLYGRAM
20	15	16	BEGIN THE BEGUINE JULIO IGLESIAS CBS (40)(11)95462 CBS					60	NEW	1	DISCO UK/DISCO USA VARIOUS RONCO (4C)RTL 2073A/B 5.99 RONCO
21	24	2	JUMP UP ELTON JOHN ROCKET HISP(D) 127 3.25/3.35 POLYGRAM								

This Week Last Week Wks TITLE ARTIST Label Catalogue No Price(s) DISTRIBUTOR

Prices shown are dealer prices except on certain TV product. Where two prices are shown, the first is for LP, the second cassette.

★ Platinum disc (300,000 sales)
● Gold disc (100,000 sales)
○ Silver disc (60,000 sales)

TV Guide

ALBUMS SCHEDULED FOR TV ADVERTISING

NATIONAL

DISCO UK/DISCO USA Now 3 weeks
Various Ronco (4C)RTL 2073A+B 5.99

ANGLIA

THE HITS LIST 17 May 1 week
Various Warwick WW(4) 5123

COMPLETE MADNESS 10 May 2 weeks
Madness Stiff (Z)HIT TV1 3.58

JUMP UP Now 1 week
Elton John
Rocket HISP(D) 127 3.25/3.35

CENTRAL

SHAPE UP AND DANCE VOLUME 2
Now 1 week
Various Lifestyle LEG(C) 2 3.49

CHARIOTS OF FIRE Now 2 weeks
Vangelis Polydor POLS(C) 1026 3.05

BARRY - LIVE IN BRITAIN Now 3 weeks
Barry Manilow Arista ARTV(C) 4 3.58

COMPLETE MADNESS 3 May 2 weeks
Madness Stiff (Z)HIT TV1 3.58

WALL STREET CRASH 4 May 2 weeks
Wall Street Crash
Magnet MAGB(ZCMAG) 5045 3.25

GRANADA

SHAPE UP AND DANCE VOLUME 2
Now 1 week
Various Lifestyle LEG(C) 2 3.49

THIS TIME 24 April 1 week
England World Cup Squad
K-tel NE 1169(CE 2169) 5.99

BARRY - LIVE IN BRITAIN Now 3 weeks
Barry Manilow Arista ARTV(C) 4 3.58

COMPLETE MADNESS Now 2 weeks
Madness Stiff (Z)HIT TV1 3.58

HTV

MUSIC FOR THE SEASONS Now 3 weeks
Various Ronco (4C)RTL 2075A/B/C/D 5.99

COMPLETE MADNESS 10 May 2 weeks
Madness Stiff (Z)HIT TV1 3.58

LONDON

SHAPE UP AND DANCE Now 1 week
Various Lifestyle LEG(C) 2 3.49

BARRY - LIVE IN BRITAIN Now 3 weeks
Barry Manilow Arista ARTV(C) 4 3.58

COMPLETE MADNESS 3 May 2 weeks
Madness Stiff (Z)HIT TV1 3.58

SCOTTISH

GOOD OL' COUNTRY SONGS 24 April 1 week
Boxcar Willie K-tel NE 1168(CE 2168) 5.99

STAGS

SHAPE UP AND DANCE VOLUME 2
Now 1 week
Various Lifestyle LEG(C) 2 3.49

COMPLETE MADNESS 3 May 2 weeks
Madness Stiff (Z)HIT TV1 3.58

JUMP UP Now 1 week
Elton John
Rocket HISP(D) 127 3.25/3.35

TVS

COMPLETE MADNESS 10 May 2 weeks
Madness Stiff (Z)HIT TV1 3.58

TRIDENT

SHAPE UP AND DANCE VOLUME 2
Now 1 week
Various Lifestyle LEG(C) 2 3.49

THE LOTTE BERK EXERCISE RECORD

Now 1 week
Lotte Berk Warwick WW(4) 5122

CHARIOTS OF FIRE Now 2 weeks
Vangelis Polydor POLS(C) 1026 3.05

COMPLETE MADNESS Now 2 weeks
Madness Stiff (Z)HIT TV1 3.58

ULSTER

COMPLETE MADNESS 3 May 2 weeks
Madness Stiff (Z)HIT TV1 3.58

TSW

SHAPE UP AND DANCE VOLUME 2
Now 1 week
Various Lifestyle LEG(C) 2 3.49

COWBOYS Now 2 weeks
Johnny Cash & Marty Robbins
Ronco (4C)RTL 2070A+B

THE WORLD OF Now 2 weeks
Frankie Laine Ronco (4C)RTL 2071 5.49

MUSIC FOR THE SEASONS 3 May 3 weeks
Various Ronco (4C)RTL 2075A/B/C/D 5.99

COMPLETE MADNESS 10 May 2 weeks
Madness Stiff (Z)HIT TV1 3.58

YORKSHIRE

THE HITS LIST 17 May 1 week
Various Warwick WW(4) 5123

New Singles

TOTAL RELEASES: 115

ARTIST A SIDE TITLE/B Side Title Label ○ 7-inch catalogue number
● 12-inch catalogue number DISTRIBUTOR ■ (Pic sleeve)

ABBA CHIQUITITA/Love Light CBS ○ CBS 7030 WYND UP
 ABBA DOES YOUR MOTHER KNOW/Kisses Of Fire CBS ○ CBS 7316 WYND UP
 ABBA FERNANDO/Hey Hey Helen CBS ○ CBS 5962 WYND UP
 ABBA KNOWING ME, KNOWING YOU/Happy Hawaii CBS ○ CBS 4955 WYND UP
 ABBA MAMA MIA/Tropical Loveland CBS ○ CBS 3790 WYND UP
 ABBA MONEY, MONEY, MONEY/Crazy World CBS ○ CBS 4713 WYND UP
 ABBA SUMMER NIGHT CITY/Pick A Bale Of Cotton CBS ○ CBS 6595 WYND UP
 ABBA TAKE A CHANCE ON ME/Have A Dream CBS ○ CBS 8088 WYND UP
 ABBA THE NAME OF THE GAME/ I Wander (Departure) CBS ○ CBS 5750 WYND UP
 ABBA THE WINNER TAKES IT ALL/Elaine CBS ○ CBS 8835 WYND UP
 ACTION SHADOWS AND REFLECTIONS/Something Has Hit Me AIR ○ E5003 ROUGH TRADE ■
 ALICE COOPER FOR BRITAIN ONLY/Under My Wheels (Live)/Who Do You Think We Are/ Model Citizen* (12" only)
 Warner Bros ○ K17940 ● K179407 WEA ■
 ARLAN DAI I SURRENDER/The Woman EPIC ○ EPC A2036 CBS
 ARRIVAL TELL HIM/He Makes Me Feel Kaleidoscope ○ KRL A2306 CBS
 ASSOCIATES CLUB COUNTRY/A.G. It's You Again/ Uclrayceptemol* (12" only) Associates ○ ASC 2 ● ASC 2T
 WEA ■
 AXIX WEDDING BELL/And The Truth JSO ○ EAT 8 PINNACLE
 BALLISTIC KISSES FIVE O'CLOCK WORLD/Samura Toys Ensign ○ ENY 227 ● ENY 227 RCA ■
 BAND A.K.A. GRACE/Grace (Instrumental) Epic ○ EPC A2376 ● EPC A132376 CBS
 BARBARA DICKSON JANUARY, FEBRUARY/Island In The Snow CBS ○ CBS 8115 WYND UP
 BARRY & JOHN DUGMORE IT'S GOOD WITH YOU/You're Too Fast/Midnight Blues JSO ○ EAT 15 PINNACLE ■
 BESHARA OH NO/It's Worth Living Mass Media Music ● MMM 121009 PINNACLE/JETSTAR
 BILL NELSON EROS ARISING/Haunting In My Head/He and Sleep Were Brothers/Flesh* (Double Pack Only)
 Mercury ○ WILL 4 ○ WILL 44 (Double Pack) POLYGRAM ■
 BILLY JOEL JUST THE WAY YOU ARE/Get It Right The First Time CBS ○ CBS 5872 WYND UP
 BLACKSTONES JEALOUSY/Crucial Jealousy Live & Love ● LLDIS 206 JETSTAR
 BLONDIE ISLAND OF LOST SOULS/Dragnfly Chrysalis ○ CHS 2608 ○ CHS 2608 (Pic Disc) POLYGRAM ■
 BOB AMES NOBODY BUT ME/Where The Sun Shines JSO ○ EAT 14 PINNACLE ■
 BOB DYLAN JUST LIKE A WOMAN/I Want You CBS ○ CBS 1158 WYND UP
 BOB DYLAN LIKE A ROLLING STONE/Gates Of Eden CBS ○ CBS 1181 WYND UP
 BOB DYLAN THE TIMES THEY ARE A' CHANGING/Honey Just Allow Me CBS ○ CBS 1751 WYND UP
 BUNNY-LIE-LIE ITIE-TITIE GIRL/BILLY BOYO/Righteousness Greensleeves ● GRED 89 SPARTAN/JETSTAR
 CAIR PARAVEL WISE MAN/It's Okay Multi-Media Tapes ○ MMT 5 PINNACLE
 CARL WHITWORTH MYTH OF CONSTANCIE/Talisman Binji ○ BINJI 2 PRT
 CHAMELEON PARADISE/China Town Model ○ MOD 1 PRT ■
 CHANEL YOU'VE GOT A GIFT/I'LL BE YOUR GIRL (Double A) Mass Media Music ● MMM 121007
 PINNACLE/JETSTAR
 CHARLIE POPS DON'T TEASE THE ANIMALS/Don't Just Stand There Babe/Oh What A Gas JSO ○ EAT 13
 PINNACLE ■
 CULTURE CLUB WHITE BOY/Love Twist Virgin ○ VS 496 ● VS 49612 CBS
 DAVE EDMUNDS ME AND THE BOYS/Queen Of Hearts (Live) Arista ○ ARIST 471 POLYGRAM ■
 DENIECE WILLIAMS IT'S GONNA TAKE A MIRACLE/A Part Of Love CBS ○ CBS A2336 CBS
 DEPECHE MODE THE MEANING OF LOVE/Oberkurn Mute 022 SPARTAN/ROUGH TRADE ■
 DURAN DURAN HUNGRY LIKE THE WOLF/Careless Memory (Live) EMI ○ EMI 5295 EMI ■
 ERROL DUNKLEY LOVE IN TIME/Love In Time (Version) Judah ● JR 002 JETSTAR
 GAMMA RIGHT THE FIRST TIME/Condition Yellow Elektra ○ K13165 WEA
 GANG OF FOUR I LOVE A MAN IN UNIFORM/The World At Fault EMI ○ EMI 5299 ● 12 EMI 5299 EMI ■
 GARTH HEWETT THE HUNGRY WIND/Red Hot 'N' Cooking Blue Moon ○ BMS 001 PRT
 GARY WILSON DREAMIN'/I Can't Pay The Bill Avatar ○ AAA 127 SPARTAN
 GORDY NUTBUSH CITY LIMITS/No Sweat Armageddon ○ AS 034 PINNACLE ■
 GOOMBAY DANCE BAND SUN OF JAMAICA/Alice My Love EPIC ○ EPC A2345 CBS ■
 G.B. ROCKERS SHEREE, SHEREE/You Runaway ○ RUN 502 PRT ■
 HAMB I & THE DANCE LIVING IN A HEARTACHE/Radio America Virgin ○ VS 474 CBS
 HARLEM SPIRIT UNIVERSAL MAN/Money Matter LIMO ○ LIMO 7 ● LIMO 127 PRT
 HENRIETTA BARNETT SHARE AND SHARE ALIKE/Share and Share Alike (Instrumental) Page One ○ POR 004 PRT
 HERBIE HANCOCK I THOUGHT IT WAS YOU/No Means Yes CBS ○ CBS 6530 WYND UP
 HOWARD WERTH RESPECTABLE/Lonely Avenue Demon ○ D1013 ROUGH TRADE ■
 IN EMBRACE THE INITIAL CARESS EP Glass ● GLASS 019 IKF/PINNACLE/INDIES
 ISLEY BROS HARVEST FOR THE WORLD/Highways Of My Life CBS ○ CBS 8862 WYND UP
 JAH STONER PINK EYE DISEASE/Rhythmic Rock Regal ● RD 005 JETSTAR
 JOE COCKER SWEET LITTLE WOMAN/Look What You've Done Island ● 12 WIP 6708 EMI ■
 JOHN DENVER SHANGHAI BREEZES/What One Man Can Do RCA ○ RCA 218 RCA
 JOHNNY MATTHIS I'M STONE IN LOVE WITH YOU/Gone Gone CBS ○ CBS 8868 WYND UP
 JOHNNY NASH I CAN SEE CLEARLY NOW/Cream Puff CBS ○ CBS 3964 WYND UP
 JOHNNY NASH TEARS ON MY PILLOW/Beautiful Baby CBS ○ CBS 5956 WYND UP
 JOHNNY OSBOURNE DO IT AGAIN/TBA Plantation ● PL 006 JETSTAR
 JUDAS PRIEST LIVING AFTER MIDNIGHT/Delivering The Goods CBS ○ CBS 8379 WYND UP
 JUDAS PRIEST TAKE ON THE WORLD/Starbreaker CBS ○ CBS 6915 WYND UP
 JUNO REAPER/As Seen On T.V. Sunny ○ EON 101 PRT
 J.J. BARRIE I'M JUST FALLING IN LOVE AGAIN/Who Told The Band To Pack Monarch ○ MON 29 PRT
 KAA ANTILOPE INDIAN TRILOGY EP Sandwich ○ SR 18 INDIES/PINNACLE ■
 KEVIN PEEK DRIFTING/Capricorn Two Ariola ○ ARO 279 PRT ■
 KEVIN HARRISON FLY (EP) Glass ● GLASS 019 IKF/PINNACLE/INDIES
 LIVING LEGENDS THE POPE IS A DOPE/Dum Dum Bullets Upright ○ UP YOURS 2 STAGE ONE ■
 LITTLE JOHN AND BILLY BOYO BUSHMASTER CONNECTION/LITTLE JOHN/LITTLE GIRL Greensleeves
 ● GRED 86 SPARTAN/JETSTAR
 LEVEL 42 ARE YOU HEARING (WHAT I HEAR)/The Return Of The Handsome Rugged Man/The Return Of The
 Handsome Rugged Man (Extended version)* (12" only) Polydor ○ POSP 396 ● POSPX 396 POLYGRAM ■
 MATCHBOX ONE MORE SATURDAY NIGHT/Rollin' On Magnet ○ MAG 223 PRT ■
 MICHAEL PROPHET BOOM HIM UP NOW/TROUBLE NOBODY (Double A) Greensleeves ● GRED 87 SPARTAN/
 JETSTAR
 MIKEY DREAD ROCKY ROAD/Sweet Sixteen Do It ○ DUN 21 ● DUNIT 21 CBS ■
 MICKEY JUPP JOGGING/Feel Free A&M ○ AMS 8222 CBS ■
 MONTY BABSON ORCH DID YOU EVER SEE A DREAM/WALK IN/Pennies From Heaven Mr Sam ○ HOS 22 PRT
 NICK LOWE MY HEART HURTS/Pet You And Hold You F-Beat ○ XX 23 (Free Single With First 10,000) POLYGRAM ■
 NOLAN & CROSSLEY READY OR NOT/A Place In My Heart Motown ○ TMG 1261 ● TMGT 1261 RCA ■
 OAK RIDGE BOYS BOBBIE SUE/I Wish You Were Here MCA ○ MCA 773 CBS ■
 OTTAWAN HELLO RIO/Shalala Song Carrere ○ CAR 235 ● CART 235 RCA ■
 PATRICK BOOTHE THE DANCE ALL NIGHT/Dance All Night (Instrumental) Streetwave ○ STR A2213 ● STR A132212
 CBS
 PAUL ANKA YOU'RE HAVING MY BABY/Papa United Artists ○ UP 35713 EMI
 PETER NARDINI WE JUST MIGHT WIN/Stop It, I Like It Kettle ○ KS 702 MK
 PHILIP JAP SAVE US/Qui Ja A&M ○ AMS 8217 CBS ■
 PRIVATES ASHAMED TO BE WHITE/Takes Your Breath Away Dune ○ DUNE 1 INFERNO (021-223 1256) ■
 RICHARD KERR FREE/Somewhere In The Night A&M ○ AMS 8215 CBS
 RICK SPRINGFIELD DON'T TALK TO STRANGERS/Tonight RCA ○ RCA 216 RCA
 ROBYN HITCHCOCK AMERICA/It Was The Night/How Do You Work This Thing Albion □ ION 1031 SPARTAN
 ROMEO & ROSE EBONY AND IVORY/Jamaican Child Sears ● SEA 3 JETSTAR
 RON FRANCOIS IF YOU LOVE ME/I Like It CBS ○ CBS A2322 ● CBS A132322 CBS ■
 RONI GRIFFITH (THE BEST PART OF) BREAKIN' UP/Love Is The Drug Vanguard ○ VS 5022 ● VSL 5022 PRT
 RONSON MCKENZIE KEEP ON WORKING/Orange Groves Reggae ● SM 005 JETSTAR
 ROY ORBISON IN DREAMS/Running Scared CBS ○ CBS 7076 WYND UP
 ROY WOOD O.T.T./The Mystery Song Woody ○ SPEED 5 PRT
 RUDDY THOMAS KEY TO THE WORLD/SOUND INC./Open Universe Hawkeye ○ SHD 42 JETSTAR
 RUE DE REMARX ONE WAY TRIP/Full Circle Underground ○ UMA 003 PINNACLE
 R.B.S' URUGUAY/Time/Uruguay (Club Mix)* (12" only) Hansa Ariola ○ HANSA 14 ● HANSA 1214 PRT
 SALON MUSIC HUNTING ON PARIS/Sa Ka Na Mobile Suit Corporation ○ CORP 3 POLYGRAM ■
 SAMANTHA ROSE GO AWAY LITTLE GIRL/You'll Never Get Your Hooks In My Man Third World ○ TWDIS 500
 JETSTAR
 SHAKIN' PYRAMIDS PHARO'S CHANT/Just One Time Virgin/Cuba Libre ○ VS 461 CBS
 SILVERWING SITTIN' PRETTY/Hook 'n' Holli Maynom/Teenage Love Attair Neon ○ SILV 2 ● SILV 2/12 STAGE
 ONE ■
 SMALL WORLD LOVE IS DEAD/TBA Whamm ○ WHAAM 3 ROUGH TRADE ■
 STELLA SI TU AIMES MA MUSIQUE/IF YOU DO LIKE MY MUSIC (Double A) President ○ PT 504 PRESIDENT
 STINGRAYS RADIATOR ROCK/Slap Base Boogie Rocket ○ XPRES 78 POLYGRAM ■
 TANK (HE FELL IN LOVE WITH A) STORMTROOPER/Blood, Guts and Beer (Live) Kamaflage ○ KAP 1 (Pic Disc)
 CBS/PINNACLE
 THOMAS DOLBY RADIO SILENCE/Radio Silence (Version T. Dolby) Venice In Peril ○ VIPS 102 EMI ■
 TIM BENJAMIN/RONALD HEILOO/HAROLD SCHNELLINX A TWILIGHT SMILE/Nervous Smiles/Pine Straw
 Amphibious ○ A001 INDIES ■
 TINA TURNER BALL OF CONFUSION/Ball Of Confusion (Instrumental) Virgin ○ VS 500 CBS ■
 TOTAL CHAOS THERE ARE NO RUSSIANS IN AFGHANISTAN/Primitive Feeling/Revolution Part 10 Volume ○ VOL 1
 INDIES ■
 TOUCHDOWN EASE YOUR MIND/Ritmo Suave Excaliber ● EXCL 519 PRT
 WAVE NIGHTMARE/Hey War Pig Armageddon ○ AS 021 PINNACLE ■
 WHITE PLAINS WHEN YOU ARE A KING/The World Gets Better With Love DECCA Originals ○ F13920 POLYGRAM
 WOODHAM LEY JUNIOR SCHOOL ENGLAND ARE ON THEIR WAY/TBA Kick ○ KICK 1 IN PINNACLE ■
 YEOW BAND PREPARE YOURSELF/Energy Yeow ○ YEOW 001 ● YEOW 121 PRT

Index

A Wright Smile	T	Harvest For The World	I	Mamma Mia	A	Sittin' Pretty	S
America	R	Hello Rio	O	Me And The Boys	D	Summer Night City	A
Are You Hearing What I Hear	L	Hungry Like The Wind	D	Money, Money, Money	A	Sun Of Jamaica	G
Ashamed To Be White	P	Hunting On Paris	S	My Heart Hurts	N	Sweet Little Woman	J
Ball Of Confusion	T	I Can See Clearly Now	J	Myth Of Constance	C	Take A Chance On Me	A
Bobbie Sue	O	I Love A Man In Uniform	G	Nightmare	W	Take On The World	J
Boom Him Up	M	I's Gonna Take A Miracle	D	Nobody But Me	B	Tears On My Pillow	J
Bushmaster Connection	L	I Surrender	A	Nutbush City Limits	G	Tell Him	A
Chiquitita	A	I Thought It Was You	H	Oh No	B	The Hungry Wind	G
Club Country	A	If You Love Me	R	One Way Trip	R	The Initial Caress EP	J
Dance All Night	P	In Dreams	R	O.T.T.	R	The Meaning Of Love	D
Did You Ever See A Dream	M	Indian Trilogy EP	K	Paradise	C	The Name Of The Game	A
Walk In	M	Island Of Lost Souls	B	Pharaoh's Chant	S	The Pope Is A Dope	L
Do It Again	J	Itie-Titie Girl	B	Pink Eye Disease	J	The Times They Are A Changing	B
Does Your Mother Know	A	It's Good With You	B	Prepare Yourself	Y	The Winner Takes It All	A
Don't Talk To Strangers	R	I'm Just Falling In Love Again	J	Radiator Rock	S	There Are No Russians In	A
Don't Tease The Animals	C	I'm Stone In Love With You	J	Radio Silence	T	Afghanistan	T
Dreamin'	G	January, February	B	One More Saturday Night	M	Universal Man	H
Drifting	K	Jealousy	B	Ready Or Not	N	Uruguay	R
Ease Your Mind	T	Jogging	M	Reaper	J	We Just Might Win	P
Ebony And Ivory	R	Just Like A Woman	B	Respectable	H	Wedding Bell	A
England Are On Their Way	W	Just The Way You Are	B	Right The First Time	G	When You Are A King	W
Eros Arising	B	Keep On Working	R	Rough Road	M	White Boy	C
Fernando	A	Key To The World	R	Save Us	P	Wise Man	C
Five O'Clock World	B	Knowing Me, Knowing You	A	Shadows And Reflections	A	You're Having My Baby	P
Fly (EP)	K	Like A Rolling Stone	B	Shakin'	K	You've Got A Gift	C
For Britain Only	A	Living After Midnight	U	Shanghai Breezes	J	(He Fell In Love With A)	J
Free	R	Living In A Heartache	H	Share And Share Alike	H	Stormtrooper	T
Go Away Little Girl	S	Love In Time	E	Sheree, Sheree	G	(The Best Part Of) Breakin' Up	H
Grace	B	Love Is Dead	S	Si Tu Aimes Ma Musique	S		

Distributor Guide

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

A	PRT	Mitcham	01-640 3344	J	Jetstar	London NW10	01-961 5818
B	"One Stops"	See distributors marked ★		K	Solomon & Peres	Dublin	Dublin 309209
Bo	Backs	Norwich	0603-25658	L	Lightning	Co Antrim	08494 32693
Ba	Bonaparte	London	01-278 3481	Lu	Lugtons	London	01-969 8344
Bm	Black Music Distributors	London	01-951-3177	M	Spartan	London N8	01-348 9122
C	CBS	London W1	01-960 2155	N	Spartan "Indies"	Wembley	01-903-4753/6
Ca	Cavalis	London	01-739 1081	O	President	London SW1	01-839 4672/5
Cs	City Sounds	London	01-405 5454	P	Pinnacle	Orpington	0689 73146
D	Ronco	London	01-876 8682	Pk	Pickwick	London	01-200 7000
Dk	Daddy Kool	London	01-437 3535	Pr	Projection	Essex	0702-72281
E	EMI	Hayes	01-561 8722	Q	Rough Trade	London W11	01-221 7355
F	Polygram	Romford	01-590 6044	R	RCA	W Bromwich	021-525 3000
Fa	Fast	Edinburgh	031-661 5811	RS	Record Shack	London W1	01-437 3655
Fl	Flashback	Swindon	0793 46868	Rv	Revolver	Bristol	0272 299105
Fr	Fresh	London W2	01-258 0572	S	Stage One	Haslemere	0428 4001
G	K-tel	London	01-992 8000	Sv	Service-Discount	Manchester	061-941 3810
GP	Groove	London	01-437 4711	T	Graduate	Dudley	0384 59048
GV	Good Vibrations		0232 29152	Tb	Terry Blood	Stoke-on-Trent	0782 620321
H	"Indies"			TO	The Other Label	London	01-624-1843
IK	IKF	Hants	02514-20053	Tr	Trojan	London	01-961 4565
				U	Warwick	London	01-602 3483
				v	Red Rhino	York	0904 36499
				W	WEA	Alpertown	01-998 5929
				Wo	Word	Berkhamsted	04427 74711/5
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				Y	Wyd Up	Manchester	
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				Imp	Import		

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- BLONDIE Island Of Lost Souls Chrysalis
- DAVE EDMUNDS Me And The Boys Arista
- DEPECHE MODE The Meaning Of Love Mute
- DURAN DURAN Hungry Like The Wolf EMI
- TANK
(He Fell In Love With A) Stormtrooper Kamaflage
- TINA TURNER Ball Of Confusion Virgin

ALBUMS ■ ALBUMS ■ ALBUMS ■ ALBUMS ■ ALBUMS

- ATLANTIC STARR Brilliant A&M
- BOXCAR WILLIE Good Ol' Country Songs K-tel
- BUCKS FIZZ Are You Ready RCA
- ENGLAND WORLD CUP SQUAD This Time K-tel
- KILLING JOKE Revelations EG/Malicious Damage
- ORIGINAL SOUNDTRACK Cat People MCA
- ORIGINAL SOUNDTRACK Countryman Island
- PAUL MCCARTNEY Tug Of War Parlophone
- QUEEN Hot Space EMI
- SQUEEZE Sweets From A Stranger A&M
- VARIOUS First Editions Editions EG/Polydor
- VARIOUS The Hits List Warwick

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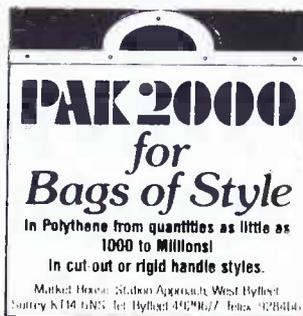
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