

RECORD BUSINESS

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PRT expansion in store, says new boss

IN A statement clearly designed to dispel further speculation about the future of PRT Records, new managing director of ACC Bert Reuter forecasts an active expansion in store for the company.

He also announces the appointment of Walter Woyda as chief executive of Precision Records and Tapes with Louis Benjamin as group executive director in overall control of the division.

The recent turn-round in PRT's fortunes has been achieved at the cost of its Mitcham pressing plant, and in the middle of a tense take-over battle for holding company ACC during which the future of the record company looked in severe doubt.

Reuter reveals that PRT will be actively seeking to expand its roster of licensed and distributed lines and negotiations will start with a number of major independent labels.

After a lengthy stagnant period in the a&r field, PRT last week signed singer Colin Blunstone on a direct deal, and this is also seen as a pointer to a more aggressive stance from the company.

A confident Louis Benjamin told RB: "This is a whole new ball game, and Walter Woyda and I will be as progressive as we can be. Neither of us are going to sit back. We have already

achieved success with PRT during the most difficult of circumstances and now we are both dedicated to going forward.

"We have built a record company before and we will build it again."

He added that he was pleased that PRT's staff now knew that their jobs were safe. "It is a great relief to all of us - almost like being on convalescence," he said.

'Make tape industry pay for home tape loss' - PRS

MANUFACTURERS OF recording equipment and importers of blank studio tape are the ones who should be required to compensate copyright owners for "the serious economic loss" sustained through home taping.

This is the view of the PRS, which has responded fiercely against the Government's Green Paper recommendations which are opposed to a blank tape levy. In its submission the PRS regards it as "astonishing" that the Government is prepared to allow continued losses by copyright owners "merely because it would cost the infringers something to be authorised to carry out infringing acts." This is a reference to one of the Government's objections to a levy - that it would be passed on to the public with implications for anti-inflation policies. The PRS suggests that any levy could be absorbed in profit margins.

Indeed, the Society comes down heavily against the importers of blank tape and the manufacturers of equipment and feels that they, rather than the public, should be required to pay compensation to copyright owners. It proposes an amendment to the Copyright Act

to enable owners to enforce their rights against those "whose activities have created the present situation and who continue to make possible" mass infringement of the law on an ever-increasing scale.

The PRS recommends a negotiated royalty payment, rather than a statutory levy, with rights licensed on a collective basis, in the same way that PRS licenses public performances and broadcasts.

The Society is also opposed to another Green Paper recommendation, that the composer of a commissioned work - a film or TV theme, for instance - should in future only be paid a fee, with subsequent rights becoming the property of the commissioner "in the absence of agreement to the contrary". The PRS calls the proposal "outrageous" and one that would "damage the legitimate interests of composers." Payment of a lump sum would represent only a fraction of the royalties which could be earned from a successful composition, but composers would be in a weak position to negotiate with film or TV companies.



BOTB winners to RCA

RCA RECORDS get The Crack. Md Don Ellis welcomes the Battle Of The Bands winners to the label and they already have good reason to smile with the single 'Don't You Ever Let Me Down' in the charts. An album for RCA and £4,000 were the competition prizes.

UK imported 80 million blank tapes in 1981, say new figures

FOR THE first time, the BPI has been able to gain an authoritative official indication of the level of blank tapes being imported into Britain.

Due to a change in the checks employed by Customs & Excise on the quantity of blanks being landed for UK distribution, the BPI can confidently estimate that imports during 1981 amounted to 80 million units, a figure which endorses the accuracy of previous unofficial estimates of the amount of blanks arriving here. Formerly the Customs authorities had only been able to disclose details of the weight and value of tapes arriving in the country. Now, in response to pressure from the BPI, the Customs have changed the system and is check-

ing the precise volume of shipments. Unfortunately due to industrial action by civil servants complete details for 1981 are still awaited. However the total for the six available months (January-March and September-November) amounted to 39.5 million units. Final details will not be released until mid-1982, but the BPI is confident that its estimate of 80 million units will be confirmed.

According to previous unofficial BPI estimates, blank tape imports in 1981 jumped by 20 million units over the previous year, while retail sales over a four-year period are reckoned to have increased from 50.1 million units to 73.4 million units.

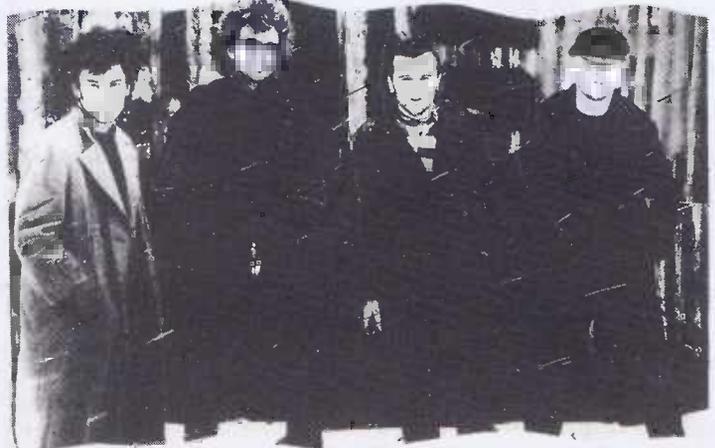
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BPI about to award new chart compilation contract to Gallup

THE BPI is expected to announce this week that it has concluded a deal for a new-style chart compiled by use of the latest micro-chip technology.

At the end of the existing agreement with the British Market Research Bureau, the BPI's industry chart contract will be awarded to the Gallup organisation - at a saving of up to £100,000 per year at current rates.

The BPI has concluded the deal for a four-year period at an estimated fee of just over £1 million to run from January 1983. The BMRB system using couriers and manual diaries will probably cost the chart partners more than £350,000 for 1982 alone.

The Gallup system involves the use of sophisticated electronic data collection devices installed in chart shops, linked by telephone line to Gallup's London headquarters. Dealers merely punch information

into the specially-designed machines, which transmit their totals to London after the close of business on Saturdays. The machine will also be capable of deciphering bar-coded data when the system comes into operation.

Gallup will produce a Top 100 singles chart including 12-inch sales, and an album chart including cassette returns for publication, plus separate 7-inch, 12-inch, LP and tape charts for industry use only.

The 'electronic diaries' have been developed in conjunction with electronics company APT and the BPI is hoping to sell them to stores where they will help cope with stock matters, ordering, and other clerical tasks. The unspecified number of chart shops will be provided with the machines free of charge. If all goes to plan, up to 300 of the devices will be installed on a test basis during the Autumn, ready for the January 1 changeover.

Video pirates were caught with BPI aid

LAST WEEK'S massive £750,000 damages award against a group of Northampton video pirates was won with the help of the BPI's experienced anti-piracy unit.

The unit investigated the case and brought it to court on behalf of the plaintiffs Warner Communications, Thorn-EMI, MGM, Twentieth Century Fox and Video Programme Distributors.

The High Court was told that Charles Noble, his wife and Ricky Green were responsible for a factory over a betting shop in which 46 video recorders were found copying films including *Superman*, *Watership Down* and *Lord of the Rings*.

Apart from the enormous damages and costs bill, the three also submitted to permanent undertakings to the five companies.

The BPI team was approached by the film companies via the British Video-

gram Association because of the success the unit has achieved in virtually ridding Britain of record bootleggers and counterfeiters.

Now negotiations are going ahead between the film companies and the team to implement a more permanent investigations link.

● THREE YEARS after BPI lawyers discovered the illicit operation it has won damages of £5,700 against what is believed to be the first classical bootleg specialist.

The damages, plus costs, have been won against John Horwitz, trading as Reel Opera, of Woodcock Hill, Kenton, Middlesex.

BPI lawyers discovered recording equipment and nearly 400 master tapes and illegal recordings of concerts by such artists as Riccardo Muti, Janet Baker, Herbert von Karajan, Maria Callas and Placido Domingo.

● A BUCKINGHAMSHIRE retailer gave undertakings through his lawyers in the High Court last Wednesday not to knowingly deal in counterfeit cassettes until judgement or further order.

The shop-keeper was Roy Matthews of 10 Chaucer Close, Newport Pagnell, Buckinghamshire. He runs retail outlets at Stratford Road, Wolverton, Croft Court, Stony Stratford and High Street, Newport Pagnell plus stalls at several street markets.

The BPI alleges that Matthews has been selling counterfeit tapes purported to have been made in Portugal but which were in fact made in the UK.

When BPI solicitors served an Anton Piller order against Matthews at the shops last week, several hundred cassettes were discovered on the premises and removed.

Pre's push disco for TMT label

THE SPECIALIST new disco-dance label TMT headed by former Champagne and Calibre boss Dave McAleer has achieved instant chart success with its first two releases by British artists.

By using the pre-release system, whereby small runs of singles are pressed and distributed promotionally around the clubs and record shops, TMT has been able to prove the viability of the discs.

The first to go that route for TMT has been the Rah Band's 'Perfumed Garden' - now picked up by RCA on the KR label - and the company is now set to repeat the formula for Norma Lewis's 'I'm Into Your Love'.

Explained McAleer: "We concluded lease-tape deals with both the Rah Band and Norma Lewis and were then able to convince major record companies of their sales potential by selling out our pre-release runs.

"We are cutting down on the number of American one-offs in general. I think this is because they are asking for too high a royalty and so few of them turn into hits here."



AFTER PLAYING a quick smattering of hits to this select gathering of ladies to congratulate them on helping 'There Ain't No Pleasing You' to the top of the charts, Chas & Dave signed autographs and gave away copies of their album to the telesales team at Record Merchandisers. In the background is RM product manager Dave Buckley.

'Cats' clinches Novello awards

PREDICTABLY ANDREW Lloyd Webber's hit show *Cats* was named Best British Musical at the presentation last week of the Ivor Novello Awards, but along with it the composer also picked up the award for Best Song with 'Memory', published by The Really Useful Company/Faber Music.

Best Pop Song award went to Sting for 'Every Little Thing She Does Is Magic' (Virgin Music), while 'The French Lieutenant's Woman' won the Best Theme citation for Carl Davis (UA Music).

Songwriters of the Year were judged to be Adam Ant and Marco Pirroni (EMI Music Publishing), whose song

'Stand And Deliver' was also held to be Best Selling A-side. A special award for Outstanding Contributions to British music went to The Who, while PRS president Sir Lennox Berkeley was the recipient of a similar award for Outstanding Services to British music.

Phil Collins' 'In The Air Tonight' (Hit & Run Publishing) was chosen as International Hit, 'Bridesead Revisited' by Geoffrey Burgon (Chester Music) as Best Film or TV Theme. John Lennon's 'Woman' (Lenono Music/WB Music) was selected as having the Outstanding British Lyric, while 'You Drive Me Crazy' by Ronnie Harwood (Quarry Music) was winner in the Most Performed Work category.

RM debut campaign for Elkie Brooks

ELKIE BROOKS is the subject of the first ever marketing promotion of an artist by Record Merchandisers. It will involve High Street giants Woolworth, Littlewoods, Debenhams and also Martin The Newsagent.

Having been responsible for 20 percent of the total sales of Brooks' *Pearls* album, RM is planning to increase that with a campaign around her UK tour.

Four albums are featured: *Pearls*, *Shooting Star*, *Two Days Away* and *Live*

And Learn. The campaign is being jointly financed by RM, A&M and the stores.

Woolworth stores featured the albums as part of their major Easter promotion which involved radio and national press advertising.

Littlewoods will have extensive in-store displays, special prices, vouchers offering an additional 25p off the selling price. It is giving away a million leaflets. In addition it is taking TV advertising in

Scotland - the first time records have been featured in a Littlewoods TV campaign.

Greens, which runs the record operation of Debenhams, will also be offering a discount price and using in-store displays. In addition it will be taking advertising space in the *Daily Express* and *Daily Mirror*.

Martin will be discounting and using display material but will also distribute leaflets to half a million homes.

Bullet's Evans launches TV marketing division

JOINT CHIEF of Bullet promotions Barry Evans has formed a new TV marketing division for the company which he will head himself.

The plan is for the new division to undertake all types of record marketing consultancy with particular emphasis on TV advertising of records for retail and direct response selling.

The division is currently acting as TV marketing consultants to Zomba's tele-

vised promotions as well as the *Complete Madness* compilation.

Success of previous activities combined with the latest expansion has prompted Bullet to move to 90 Boston Place, London NW1 (Tel 01-724 0814/723 1062).

Commented Evans, who has previously been Phonogram marketing director and EMI Records general manager: "Although one must be very

careful not to view TV advertising as a panacea for record volume achievement, TV advertising is a particular key to marketing a wide range of AOR and MOR repertoire to a market segment which is otherwise very difficult to reach in the UK market. TV campaigns are a high risk investment, but by use of the correct techniques and creative input these risks can be minimised."

MULLINGS

NIGHT CLUB collector **Richard Branson** has just added number four to his list. At the eleventh hour – well, the night before actually – the Virgin supremo stepped in and took over **Steve Strange** and **Rusty Egan's** new Camden Palace nitery, by making an offer the previous lessees could not possibly refuse. And on opening night there was Branson on the door brandishing a bottle of bubbly to give the gladhand welcome to distinguished guests and creatures of the night whose outfits grew more outrageous as the evening wore on. Our Social Editor recalls seeing one lass dolled up in her mother's wedding dress and reckons that was pretty conservative by comparison with other attire being displayed. Camden Palace is actually the old Music Machine, tarted up and offering the best lasers and lights in London. Could the reason for the latest Branson acquisition be that he's looking for a replacement for the Venue? Word is that the freeholders would like to knock it down and turn it into a car park or something equally awful. Planning permission is being sought, 'tis said, and if granted a modest £1 million will change hands. Will outraged rock fans be handing a Save Our Venue petition in at Number Ten? "NO COMMENT", says caretaker chief **David Simone** to rumours that Ariola will not be renewing its pressing-distribution deal with PRT. However, he admits that should such a matter come to pass then Ariola would enjoy the same arrangements as Arista. If so Tandem, about which Simone says he feels "very positive", and PolyGram would be in line for the job . . . July is now set for the European launch of the Philips-Sony compact disc . . . **Monty Lewis** well pleased to be able to point to sales through Pickwick of 800,000 copies of albums picked up from Polydor and Decca by **Shakin' Stevens** . . . the Spanish-American Masters shoot-out over 18 holes between **Arnie Oberstein** and **Severiano Lopez** resulted in a comfortable win for the CBS representative. Revenge will be sought in a return match this month . . . manager **Michael Gray** has secured a contract release from their old Buzzcocks label – EMI – for **Steve Diggle** and **John Maher** just in time for **Seymour Stein** of Sire's arrival in London to sign them as **Flag Of Convenience** . . . the Mullings Order Of Merit for devotion to duty to the uncredited typist in the EMI press office who handled the Paul McCartney interview (with Stuart Grundy and Alexis Korner) transcript which appeared in the latest newsletter – all 19 pages of it, spoken in Macca's usual rambling conversational style which may be fine to listen to, but is not easy to comprehend in the written word . . .

COULD THIS mean the end of **Midem** as we know it – the **Martinez**, where you can buy a couple of beers for as little as £5 (each), has opted out of the Chevy B&B circle, apparently disinclined to continue to pay a commission. Visitors attending the recent MIP-TV event in Cannes had to book direct for rooms at the Martinez, and presumably will have to do the same for Midem . . . Bronze gm **Robert Lemon**, who hasn't done too badly with Motorhead after signing them despite warnings from all around when they left the Chiswick label, is wondering if he can work the oracle again. He's just signed another ex-Chiswick act of uncertain reputation, the **Damned** . . . sporting **RCA** has formed a cricket team and pressguy **Richard Routledge** would like to hear from potential opponents . . . incidentally, the company has optimistically set May 12 as the date for a playback of **Stevie Wonder's** long-awaited new album. . . to his former employee **Alan Edwards** Keith Altham loses Rolling Stones pr account for upcoming tour. . . former Island chief **Martin Davis** appointed consultant at John Cooper's Waterloo Productions . . .

CURRENT SUCCESS of **Junior's** 'Mama Used To Say' further proof that **Chris Briggs** and Phonogram a&r department have their ears to the ground. It follows recognition here for **Soft Cell**, **Teardrop Explodes**, **Polecats**, **Bill Nelson**, **Graham Bonnet**, **Tears For Fears**, **Way Of The West**, **ABC** and **Monsoon** etc. . . **Chrysalis** furthering its interest in cast albums by picking up the much admired **Guys And Dolls** show at the National Theatre . . . after Eurobore, Epic press chief **Johathan Morrish** followed up his speedy Bardo service by having a full presskit instantly available on winner **Nicole** . . .

RECORD BUSINESS

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

EDITOR/MANAGING DIRECTOR Brian Mulligan

DEPUTY EDITOR (News) John Hayward

EDITORIAL David Redshaw (Production/Album Reviews); Paul Campbell (Retailing/Live Reviews); Sarah Lewis (Independent Labels); Tim Smith (Video).

RESEARCH Patricia Thomas (Manager), Anthony Riley, (Albums), Tessa Rome (Singles).

ADVERTISING Jane Redman (Manager); Simon Alexander; Jacquie Jackson (Production).

COMMERCIAL/CIRCULATION Richard Tan (Manager); ACCOUNTS Mohammed Malik.

Subscription Enquiries: Jacquie Jackson.

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Zomba expands into video, merchandising

THE ZOMBA group of companies is expanding into the video and merchandising fields with the formation of two new companies Zomba Video and Yuleros.

First release under the Zomba Video banner will be a programme of the *Shape Up And Dance* album featuring Angela Rippon. The cassette will be sold via direct marketing techniques as well as through retail outlets.

Yuleros has been set up as a mer-

chandising company and is already handling spin-offs from the *Shape Up And Dance* LP series and for Jive Records act Tightfit.

"It is our intention to develop video programmes as a parallel to most of the mainly non-store marketing record programmes we are presently working on and testing for our Lifestyle Records Division. We certainly don't intend confining our video efforts to music-only programmes," said Zomba director Clive Calder.

MCPs warns on Cocker LP

THE MCPS has warned importers and wholesalers not to handle copies of the new Joe Cocker album *Sheffield Steel* (ILPS 9700) and Gwen Guthrie's LP *Gwen Guthrie* (ILPS 9699) manufactured by Island in America because the British publishers have not granted an import licence for the material. Failure to heed the warnings could result in actions for an injunction, damages, costs and delivery-up of all copies of the records.

Ins & Outs

COLIN SMYTHE has joined the Towerbell label as general manager, replacing Sue Knight who has left the company. For the past three years Smythe has worked for Towerbell Management looking after Chas & Dave, Darts, The Stargazers and Tom Newman. Other new appointments in the Towerbell Group include that of Cathy Evans who has joined as personal assistant to managing director Bob England.

HOWARD BARROW, general manager of the distribution division of PRT Records, is leaving the company at the end of the month to work on a new venture. His responsibilities have been taken over temporarily by his deputy Ian Holloway.

GEOFF KEMPIN has been appointed general manager video development for EMI Music Video, Europe and international. He will be based in EMI's Manchester Square offices and will be responsible for the production and marketing of EMI Music videos in Europe and the world excluding North America and Japan.

Reporting to Kempin are product manager Martin Wyn Griffith and product assistant Elizabeth Flowers, and Kempin - currently video projects manager - will report to director of video development Bob Hart.

Roger Stubbs, director of planning and business development, for EMI Music, Europe and International, takes on responsibility for EMI Music video administration and finance. He is based at EMI's Gloucester Place office and will report to Fred Williams, the company's board member responsible for video, in respect of his video activities.

Merchandising TV & national press ads for Jarre LP

TV ADVERTISING in Granda, Central and Yorkshire is being taken for the Jean Michel Jarre album *The Concerts In China* (PODV 3). The TV campaign consists of 10 second spots.

ITV was due to show a film of Jarre's concert tour last night (Monday May 3) and the album should reach the shops today.

TV promotion is being backed up by national newspaper advertising in the *Guardian*, *Observer*, *Sunday Times*, *Daily Mail* and *TV Times* and there will be co-operative advertisements in the consumers.

A national window display campaign, consisting of centre pieces, Chinese hats, reproductions of tickets from the concerts and posters and streamers provide in-store promotion and there will also be nationwide flyposting.

A live double album in a gatfold sleeve *The Concerts In China* has a dealer price of £4.35. It contains 40 minutes of new material including the single 'Orient Express' released on May 14 in a special picture bag.

BEATLES FANS are the target audience for an album *The Beatles Talk Downunder* (Goughsound GP 5001/GPC 5001) through Spartan. It contains 70 mins of interviews given by the group, including stand-in drummer Jimmy Nicol, in Hong Kong, Australia and New Zealand. The cover features seven previously unpublished photographs of the group, including one with Nicol, taken on the Far East tour of 1964. Major promotion is planned throughout May.

SAXON HAS a live album released by Carrere Records on May 14 with a major marketing campaign to support it. There will be consumer advertising in *Sounds*, *Kerrang* and other publications and a large-scale window and in-store display promotion featuring Silver Eagle cut-outs. The album is called *The Eagle has Landed* (CAL 137).

RANDY CALIFORNIA'S *Spirit* are featured on two releases from Beggars Banquet this month. First is Euro-American (BEGA 36) by California, but



HAVING LED the Scottish world cup squad in singing their official record 'We Have A Dream', B.A. Robertson is pictured leading the celebrations to launch the disc, surrounded by members of the squad.

featuring all the original members of Spirit.

A limited edition of the LP will carry a free single and there will be a single from the album 'Hand Gun' released (BEGA 76) this Friday (May 7).

On the same day BB release *Dr Rhino & Mr Hyde*, (BEG 35) a compilation of tracks from the L.A. based Rhino Records. The album has tracks by Spirit and Arthur Lee among others.

DURAN DURAN release their second album, *Rio* (EMC 3411) on May 10. The release will be backed by full trade and consumer advertising, a promotional video and full scale window and in-store campaign. The new single 'Hungry Like The Wolf' is released today.

VICE SQUAD have a new album out on May 10 and it is being supported with advertising in London and the band's home town Bristol. It is called *Stand Strong Stand Proud* (ZEM 104)

THOMAS DOLBY'S debut album is *The Golden Age Of Wireless* (VIP 1001) and it will be the feature of an extensive campaign. Consumer press advertising will be backed by window and in-store displays throughout the country in towns where Dolby will play live this month. Additionally there will be a full poster mail-out to shops and a flyposting campaign in London.

CONSUMER PRESS advertising and a full poster campaign surround the release of the first *Gang Of Four* album with new bass player Sara Lee, formerly of Robert Fripp's *League Of Gentlemen*. Songs of *The Free* (EMC 3142) has been taken from it.

NEW SINGLE from *Light Of The World* is 'Check Us Out' (EMI 5294) available on Monday (May 10) in both seven and 12-inch formats. It is the title track of a forthcoming album and is inspired by the film *Warriors*.

IRON MAIDEN have a new single out today (May 4) (EMI 5287), the title track from their album *The Number Of The Beast*. The first 100,000 copies will be available in 'flame-red' vinyl.

MARI WILSON, with her backing group renamed *The Wilsations*, has a new single released by the Compact Organisation through Decca. 'Baby It's True' (PINK 3) is available in both

seven and 12-inch versions. The latter includes a free poster and an extra track.

RAY PARKER Jr has a new single 'The Other Woman' (ARIST 466) released in both seven and 12-inch version, with the latter containing a seven minute version of 'Jack and Jill (Back Up The Hill)'. The artist is visiting the UK to promote the single and a video has been made by Brian Grant.

FUN BOY THREE have released a new single 'The Telephone Always Rings' (CHS (12) 2609). The song which is featured on the album *Fun Boy Three* has been re-mixed to include the *Horns Of The Swinging Laurels* and is available in both 7 and 12 inch.

A *HOST* of stars make guest contributions to the new Alessi album *Long Time Friends* (K 56999) out on Qwest Records. It is co-produced by Christopher Cross, who also performs on several tracks, and features Patti Austin, Larry Carlton, Tom Scott and Jim Horn.

CHISWICK RECORDS is making available a limited edition picture disc of the current Rocky Sharpe hit 'Shout! Shout! (Knock Yourself Out)' (DICEP 3). There will be just 5,000 full-colour picture discs available and it will be available through PRT, at a dealer price of £1.21.

COLIN BLUNSTONE has signed to PRT and his first release is a reworking of the old Miracles hit 'Tracks Of My Tears' (7P 236). His signing is part of a major drive in talent acquisition and the single will receive heavy marketing back-up including flyposting, consumer press advertising, displays and point of sale material.

MICKEY JUPP has performed the official theme for the 1982 London Marathon this Sunday. 'Joggin' (AMS 8222) is taken from Jupp's latest A&M album *Some People Can't Dance* (AMLH 68535).

MICKEY DREAD'S first release for Do It is a single 'Rocky Road', (DUN(IT)21) available in 7 and 12 inch formats. An album *S.W.A.L.K.* (RIDE 10) is due May 21. Both releases will be supported by posters, stickers and T-shirts.

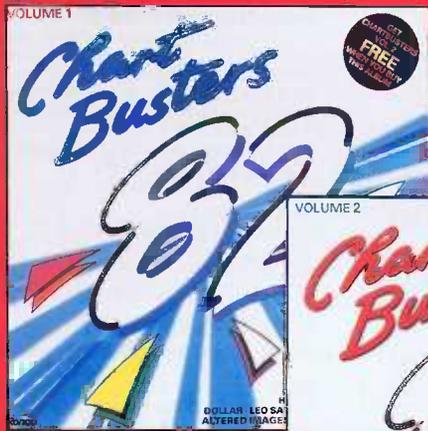
THE MOOD have a new single released by RCA in both seven and 12-inch formats. 'Paris Is One Day Ahead' (RCA(T) 211) is available in a special full-colour picture sleeve.

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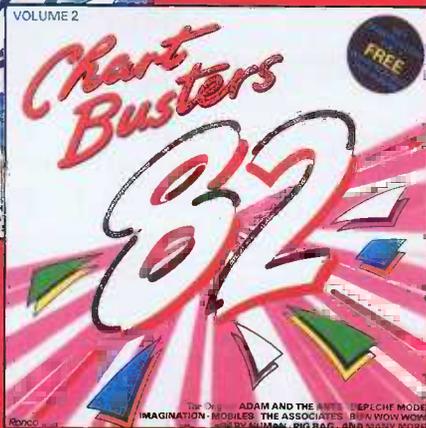
and our two new releases are
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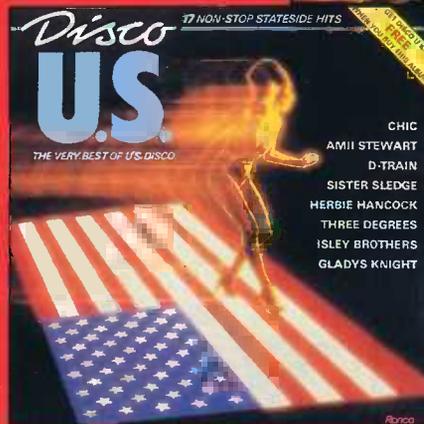
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2	3 45	PAPA'S GOT A BRAND NEW PIG BAG PIG BAG Y (12)Y10 SPARTAN/ROUGH TRADE O	35	41 3	LA FOLIE STRANGLERS LIBERTY BP 410 EMI	68	59 6	YOU GOT THE POWER WAR RCA RCA(T) 201 RCA
3	5: 4	ONE STEP FURTHER BARDO EPIC EPC A(11)2265 CBS	36	56 3:	SHOUT SHOUT (KNOCK YOURSELF OUT) ROCKY SHARPE & THE REPLAYS CHISWICK DICE(P) 3 PRT	69	79 2	THE HONEYDRIPPER JETS EMI EMI 5289 EMI
4	19 5	THIS TIME (WE'LL GET IT RIGHT)/FLY THE FLAG ENGLAND WORLD CUP SQUAD ENGLAND ER 1(P) SPARTAN	37	36 3	CHARIOTS OF FIRE - MAIN THEME VANGELIS POLYDOR POSP 246 POLYGRAM	70	NEW 1	CLUB COUNTRY ASSOCIATES ASSOCIATES ASC 2(T) WEA
5	.8 7	I CAN MAKE YOU FEEL GOOD SHALAMAR SOLAR K12599(T) WEA	38	64 2:	I SPECIALISE IN LOVE SHARON BROWN VIRGIN VS 494(12) CBS	71	99 2	OUR LOVE ELKIE BROOKS A&M AMS(P) 8214 CBS
6	14 5	REALLY SAYING SOMETHING BANANARAMA WITH FUN BOY THREE DERAM NANA(X) 1 POLYGRAM	39	40 4	PRIVATE EYES DARYL HALL & JOHN OATES RCA RCA(T) 134 RCA	72	65 1	GOD'S KITCHEN/I'VE SEEN THE WORD BLANCMANGE LONDON BLANC(X) 1 POLYGRAM
7	18 2	SHIRLEY SHAKIN' STEVENS EPIC EPC A2087 CBS:	40	88 2	TOTTENHAM, TOTTENHAM TOTTENHAM HOTSPUR SHELF SHELF 2 PRT	73	96 2	ACT LIKE YOU KNOW FAT LARRY'S BAND WMOT VS 491(J2) CBS
8	2 6	MY CAMERA NEVER LIES BUCKS FIZZ RCA RCA(T) 202 RCA O	41	58 3	MAMA USED TO SAY JUNIOR MERCURY MER(X) 98 POLYGRAM	74	89 2	STAND OR FALL FIXX MCA FIXX(P) 2 CBS
9	6 6	GIVE ME BACK MY HEART DOLLAR WEA BUCK 3 WEA	42	23 13	DON'T LOVE ME TOO HARD NOLANS EPIC EPC A1927 CBS	75	90 2	TALK TALK TALK TALK EMI (12)EMI 5284 EMI
10	28 6	I WON'T LET YOU DOWN PHD WEA K19209(T) WEA	43	24 8	IS IT A DREAM CLASSIX NOUVEAUX LIBERTY BP 409 EMI	76	73 2	SWITCHED ON SWING KINGS OF SWING ORCHESTRA PHILLIPS SWING 1 POLYGRAM
11	9 5	FANTASTIC DAY HAIRCUT ONE HUNDRED ARISTA-CLIP CLIP(D)(12)3 POLYGRAM	44	25 9	HAVE YOU EVER BEEN IN LOVE LEO SAYER CHRYSALIS CHS 2596 POLYGRAM	77	NEW 1	STAND STRONG, STAND PROUD VICE SQUAD ZONOPHONE Z30 EMI
12	11 6	EVER SO LONELY MONSOON MOBILE SUIT CORP 2(12) POLYGRAM	45	49 3	BLACK COFFEE IN BED SQUEEZE A&M AMS 8219 CBS	78	NEW 1	THANK YOU FOR THE PARTY DUKES WEA K19136(T) WEA
13	10 6	BLUE EYES ELTON JOHN ROCKET XPRES 71 POLYGRAM	46	80 10	LAYLA ERIC CLAPTON/DEREK AND THE DOMINOS RSO RSO(X) 87 POLYGRAM	79	NEW 1	LOOK, KNOW FALL KAMERA ERA 004 PINNACLE
14	4 9	AIN'T NO PLEASING YOU CHAS & DAVE ROCKNEY KOR 14 PRT O	47	39 4	SAVE IT FOR LATER BEAT GO FEET FEET (12)333 POLYGRAM	80	NEW 1	WALK ON BY D TRAIN EPIC EPC A(13)2298 CBS
15	34 3	I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS EPIC EPC A2152 CBS	48	76 2	SUSPICIOUS MINDS CANDI STATON SUGARHILL SH(L) 112 PRT	81	52 6	STREET PLAYER FASHION ARISTA ARIST (12)456 POLYGRAM
16	20 4	PROMISED YOU A MIRACLE SIMPLE MINDS VIRGIN VS 488(12) CBS	49	57 6	TRY JAH LOVE THIRD WORLD CBS CBS A(13)2063 CBS	82	78 3	TIME STONE CARRERE CAR(T) 236 RCA
17	26 3	VIEW FROM A BRIDGE KIM WILDE RAK RAK 342 EMI	50	74 2:	THE SONG THAT I SING (WE'LL MEET AGAIN) STUTZ BEAR CATS/DENNIS KING ORCHESTRA MULTI MEDIA TAPES MMT 6 WYND UP	83	NEW 1	URGENT FOREIGNER ATLANTIC K11728 WEA
18	7 6	MORE THAN THIS ROXY MUSIC EG/POLYDOR ROXY 3 POLYGRAM	51	84 2	GOT NO BRAINS BAD MANNERS MAGNET MAG 216 PRT	84	50 6	A CELEBRATION U2 ISLAND WIP 6770 EMI
19	15 7	DEAR JOHN STATUS QUO VERTIGO QUO 7 POLYGRAM	52	33 9	DAMNED DON'T CRY VISAGE POLYDOR POSP(X) 390 POLYGRAM	85	NEW 1	A LITTLE PEACE NICOLE CBS CBS A2365 CBS
20	16 5	NIGHT BIRDS SHAKATAK POLYDOR POSP(X) 407 POLYGRAM	53	32 8	HOUSE ON FIRE BOOMTOWN RATS MERCURY MER(X) 91 POLYGRAM	86	51 13	PARTY FEARS TWO ASSOCIATES ASSOCIATES ASC 1 WEA
21	27 4	INSTINCTION SPANDAU BALLET REFORMATION CHS (12)2602 POLYGRAM	54	85 2	SEE JUNGLE (JUNGLE BOY) BOW WOW WOW RCA RCA(T) 220 RCA	87	98 5	NO ONE LIKE YOU SCORPIONS HARVEST HAR(P) 5219 EMI
22	54 2	BODY LANGUAGE QUEEN EMI EMI 5293 EMI	55	NEW 1	THE MEANING OF LOVE DEPECHE MODE MUTE MUTE 022 SPARTAN/ROUGH TRADE	88	63 15	GO WILD IN THE COUNTRY BOW WOW WOW RCA RCA(T)175 RCA O
23	21 5	CAT PEOPLE (PUTTING OUT FIRE) DAVID BOWIE MCA MCA(T) 770 CBS	56	45 3	TALK BACK STIFF LITTLE FINGERS CHRYSALIS CHS 2601 POLYGRAM	89	46 14	MICKEY TONI BASIL RADIALCHOICE TIC 4 CBS ●
24	35 4	ONLY YOU YAZOO MUTE MUTE 020 SPARTAN/ROUGH TRADE	57	NEW 1	FANTASY ISLAND TIGHT FIT JIVE JIVE(T) 13 CBS	90	NEW 1	FOUR CUTS EP DIAMOND HEAD MCA DAM 101 CBS
25	17 10	JUST AN ILLUSION IMAGINATION R&B RBS(L) 208 PRT O	58	67 4	CASTLES IN THE AIR DON MCLEAN EMI EMI 5258 EMI	91	48 15	THE LION SLEEPS TONIGHT TIGHT FIT JIVE JIVE(T) 9 CBS ●
26	70 2	WE HAVE A DREAM SCOTTISH WORLD CUP SQUAD WEA K19145 WEA	59	55 4	MAKE A MOVE ON ME OLIVIA NEWTON-JOHN EMI EMI 5291 EMI	92	72 15	LOVE PLUS ONE HAIRCUT ONE HUNDRED ARISTA-CLIP CLIP (12)2 POLYGRAM
27	31 3	STAY BARRY MANILOW ARISTA ARIST(AIPD) 464 POLYGRAM	60	42 12	A BUNCH OF THYME FOSTER & ALLEN RITZ RITZ 005 SPARTAN	93	47 6	STONE COLD RAINBOW POLYDOR POSP(X) 421 POLYGRAM
28	13 8	GHOSTS JAPAN VIRGIN VS(Y) 472(12) CBS	61	37 6	IRON FIST MOTORHEAD BRONZE BRO 146 POLYGRAM	94	44 10	YOURS (QUIEREME MUCHO) JULIO IGLESIAS CBS CBS A1939 CBS
29	69 2	FORGET ME NOTS PATRICE RUSHEN ELEKTRA K13173(T) WEA	62	86 3	PERFUMED GARDEN RAH BAND KR KR(T) 5 RCA	95	68 12	RUN TO THE HILLS IRON MAIDEN EMI EMI(P) 5263 EMI
30	38 3	GIRL CRAZY HOT CHOCOLATE RAK RAK 341 EMI	63	83 2	NOBODY TONI BASIL RADIALCHOICE TIC(Y) 2 CBS	96	91 7	I HATE...PEOPLE/LET'S BREAK THE LAW ANTI-NOWHERE LEAGUE WXYZ ABCD 2 PINNACLE:
31	NEW 1	KNOW YOUR RIGHTS CLASH CBS CBS A2309 CBS	64	53 8	MEMORY BARBRA STREISAND CBS CBS A1983 CBS	97	62 6	LOVE POTION NO 9 TYGERS OF PAN TANG MCA MCA(P) 769 CBS
32	29 5	FREEZE-FRAME J.GEILS BAND EMI AMERICA EA(P) 134 EMI	65	60 7	I RAN A FLOCK OF SEAGULLS JIVE(T)(P)14 CBS	98	81 2	OUR LIPS ARE SEALED GO-GO'S IRS GON 102 CBS
33	22 6	SEE THOSE EYES ALTERED IMAGES EPIC EPC A(13)2198 CBS	66	43 12	POISON ARROW A.B.C. NEUTRON NT(X) 102 POLYGRAM O	99	NEW 1	MY BABY JUST CARES FOR ME/I LOVE YOU PORGY NINA SIMONE CHARLY CYX 201 SPARTAN
						100	NEW 1	WONDERFUL THING KID CREOLE & THE COCONUTS ISLAND (12)WIP 6756 EMI

Bubbling Under

Singles 101-150

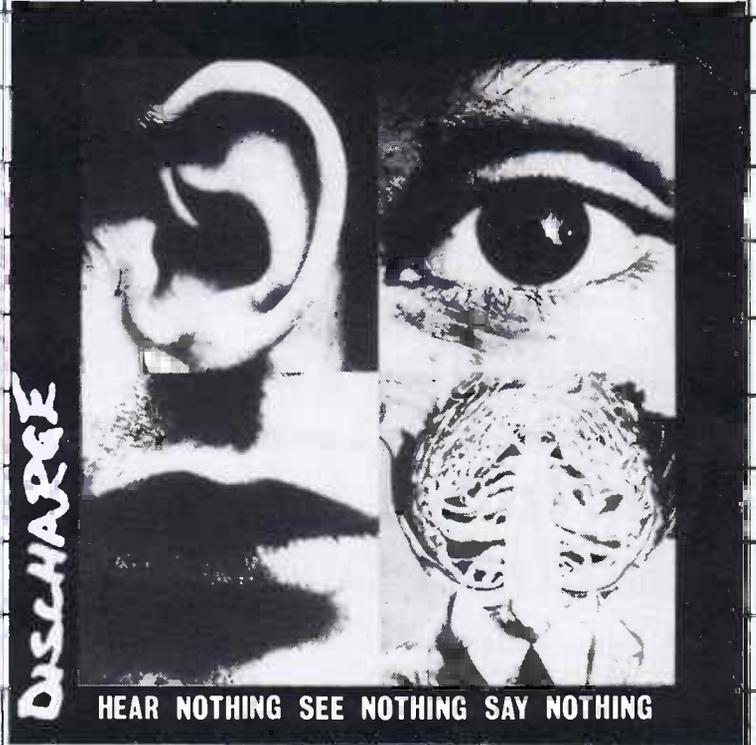
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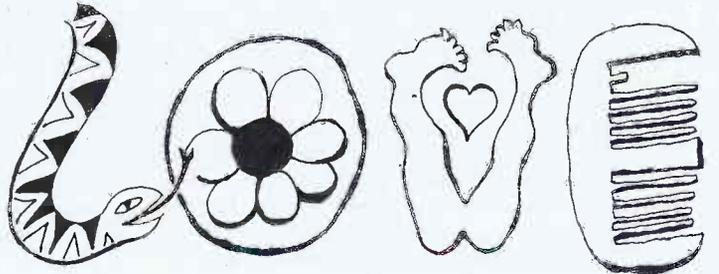
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INDEPENDENT LABELS

Edited by SARAH LEWIS



New label to work on breaking black artists

TOP RANKING Records is a new independent label specialising in black music. It has been set up by Guy Rippon, who managed Black Slate (above) for three years, and Frank Sansom, an ex-marketing manager for Trojan and Charisma, and recently 101 Records.

Rippon explains that the policy behind Top Ranking is "to keep a limited roster of artists, a limited release schedule and break black artists in the commercial market place."

The first signing to the label is Black

Slate, whose new single 'Rasta Reggae' (12-inch 12 SLATE 1, 7-inch TRY 1) was released on April 30. It will be backed up by Top Ranking with trade and consumer advertising, fly-posting and a UK tour by the band in late May.

Top Ranking is currently having talks in the Caribbean and the United States about licensing arrangements and will soon be setting up individual licensing deals in Europe.

Distribution for the label in the UK is through Spartan. Top Ranking can be contacted on 01-221 6968.

News in Brief

MAGNUM FORCE Records has formed a subsidiary label, to be known as Blue Moon. In the two years since Magnum Force started, the label has concentrated on developing a catalogue of old and new rock 'n' roll styles, but director Adrian Owlett is aware of much good product currently being offered to them outside this field. "The formation of this subsidiary label will give us the freedom to handle a selected amount of this material," he commented.

The first release on Blue Moon will be a single from Garth Hewitt, 'The Hungry Wind' (BMS 001). First album on the label is to be a double LP European import featuring one of the last shows of Ducks Deluxe.

MAY SEES the release of three EPs from Alternative Tentacles. They are 'Bites From Bait' (VIRUS 11) by Christian Lunch, 'Shortnin' Bread'

'The Drowning Cowboy' (VIRUS 12) by Dead Kennedys bass player Klaus Fluoride, and 'Fearless Vampire Killers' (VIRUS 13) by New York band Bad Brains.

UNITED DAIRIES releases a compilation album on May 1. It is *An Afflicted Man's Musical Box* (UDO 12), and consists of tracks by Jacques Berrocal, Anima, Foetus In Your Bed, Amm, Nurse With Wound and Operating Theatre. Available through Rough Trade and usual indies.

UPRIGHT RECORDS has rush-released a single to acknowledge John Paul II's visit to Britain in May. It is 'The Pope Is A Dope' (UP YOURS 2) by The Living Legends, and joins several other records definitely lacking the Vatican seal of approval. Upright say they have booked advertising on pirate radio stations, but feel any other airplay is unlikely. Distribution is by Stage One.

New Releases

FETISH RECORDS releases four singles this month. They are 'Mambo Sun' (FE 18) by The Bongos, 'Diddy Wah Diddy' (FE 19) by 8 Eyed Spy, 'Wipe Out' (FE 13) by Zev and 'Tearing Up The Plans' (FP 20) by 23 Skidoo... Situation Two has put out an album, *Gates* (SIT U 3) by New Asia... Flickknife releases Eraserhead's single 'Shell Shock'/She Can Dance' (FLS 208) this week... Lightbeat Records has released an EP, 'Flamingos' (LIGHT 001) by Dale Hargreaves, distribution by Rough Trade and indies... Secret Records has a single, 'Attack'/'Alternative' (SHH 130) by The Exploited out now. Their album, *Troops Of Tomorrow*, will be available at the end of May... Survival Records releases an LP, *Overload* (SUR LP 001) by Drinking Electricity this week... Mays Records has a new Ralph McTell album, *Water Of Dreams* (TG 005) out on May 1. Distributions by Spartan... Clay Records releases a new Discharge album, *Hear Nothing, See Nothing, Say Nothing* (CLAY LP 3) this week... Don't Fall Off The Mountain Records has an LP, *Third From The Sun* (X 18) out now... Lounging Records releases the first album by The Ghoulies, *Dogged By Dogma* (LA 01) this week... WXYZ RECORDS releases an album by punk band The Anti Nowhere League called *We Are... The League* (LM NOP 1) this week... Sheet records has a Kevin McCorwick album, *Light Patterns* (SHEET 3) out now... *Buddy Holly* (MF LP 16) has been released on Magnum Force Records... Moonlight Records has a compilation, *Best Of The Radio Stars* (MNA 001) out now...

Indie Albums



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

Top 10

PAUL McCARTNEY: Tug Of War (Parlophone PCTC 259) Prod: George Martin

Undoubtedly the best McCartney project since *Band On The Run* and his first collaboration with George Martin since the Beatles split. Very much a mixture of ideas, the material jumps from heartfelt ballads with strings to up-town funk via clever 10cc-style comment and a touch of rock 'n' roll. The cloying 'Ebony And Ivory' might be the big hit right now, but there is certainly a stronger follow-up in the other Wonder collaboration 'What's That You're Doing?' while 'The Pound Is Sinking' and McCartney's own Lennon tribute 'Here Today' - featuring a return of the 'Yesterday' - like string quartet - also stand out. The production is seamless throughout and the use of musicians like Stevie Wonder, Eric Stewart, Andy MacKay, Carl Perkins, Stanley Clarke does more than gild the lily. Bound to be big right through the Summer.

BUCKS FIZZ: Are You Ready? (RCA RCALP 8000) Prod: Andy Hill

Having suffered the slings and arrows of critical sniping, Bucks Fizz look set to graduate with honours as a vocal group of more than ordinary ability with the release of this album. It all stems, of course, from the songwriting skills and production knowhow of Andy Hill, but the group certainly reciprocate all that backroom input with a sparkling performance in which there are some useful solo contributions as well as the enthusiastic group vocals. The arrangements (Hill again) have a punchy vitality that puts the fifth star on an already classy album which will produce more hit singles and take Bucks Fizz a further step along the road towards Abbalike popularity internationally.

Top 40

BOXCAR WILLIE: Good Ol' Country Songs (K-tel NE 1168)

Boxcar Willie is amazing in continuing to propagate the sound of country music as it was in the 1950s - spare, lonesome, and with fiddles sounding like fiddles; not violins. These 16 tracks derive from various sources, some from Boxcar's own pen ('The Alligator Song' is a delightfully good example here, a cajun number that Boxcar does beautifully), one from Roy Acuff, one from John D. Loudermilk and others from bona fide Nashville hit writers. But all emerge with the integrity of an artist who won't compromise and who has gathered such star backing luminaries as Bashful Brother Oswald, Little Roy Wiggins, Weldon Myrick, Lloyd Green and Buddy Spicher behind him. This is being TV promoted with a big spend.

Top 60

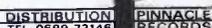
THE FUREYS: When You Were Sweet Sixteen (Ritz LP 004)

NEW RELEASE ON PAVILLION RECORDS

BY

AL MARSHALL
'BE MY GUEST' c/w 'THE FIRST TIME'
CAT NO PAV 402 (Picture bag.)

PRODUCED BY BUSTER PEARSON
DISTRIBUTED BY



Prod: Phil Coulter/Finbar Furey

This leads off with the recent single 'I Will Love You' and also includes the biggie 'When You Were Sweet Sixteen'. The four-brother group plus Davey Arthur deliver some delightfully haunting folk music that never opts for easy commerciality but is always accessible at the same time. Finbar Furey's dark brown voice handles the vocals over a attractive patchwork of traditional instruments and the material is the widest possible within a folky idiom. Whether the singles showing of the group can push this album very high into the charts is debatable but it remains an appealing work nonetheless.



Bucks Fizz: vitality.

VICTOR SILVESTER JNR: Sixty Years On (Dansan DSO52) Prod: Tommy Sanderson

The title is a reference to the anniversary this year of the beginning of Silvester Snr's professional career as the winner of the World Ballroom Dancing Championship. The record does not attempt to recapture that trademarked Silvester style, concentrating on full dance orchestra arrangements in strict tempo which owe nothing to contemporary musical advances. It spans the range of ballroom sequences with melodies old and new like 'Hello Dolly', 'Chi Mai' and 'Easy To Love'. It is a debut release on Dansan and the Silvester name will give it an edge.

LITTLE GINNY: My Dixie Darling (Pastafont PF 3003) Prod: Paul Kirkby

Little Ginny is tops among the UK's small collection of female country singers, but her popularity horizons should be extended towards the MOR market on the evidence of this album. She's a beguiling sweet-voiced singer, particularly on 'Too Good To Throw Away', but also communicates a bouncy sense of fun on some of the more upbeat tracks, of which the title track and 'Elvira' are particularly infectious. Recorded in Nashville, Birmingham and London, the album is a credit to all concerned, particularly the accompanying musicians. Move over Barbara Mandrell, Dolly Parton, Crystal Gayle etc, Little Ginny is knocking on the door.

Ph.D: I Won't Let You Down (WEA LC 4281) Prod: Ph.D

This latter-day Buggles came up with one of the year's most hummable hits so far in 'I Won't Let You Down' and the rest of this album shows that they have a nice line in accessible, synthesised pop (although the throaty Jim Diamond sounds more like a heavy rock singer than a callow, baggy-trousered, pop youth). But well-done though it is, the LP is presumably going to suffer from this studio band's lack of focus and live image. Of the other tracks here, the frantic, buzzy 'Little Suzi's On The Up' should get radio play.

KILLING JOKE: Revelations (EG/Malicious Damage EGMD 3) Prod:

Killing Joke/Conny Plank

After the breakthrough hit 'Empire Song' Killing Joke have been a constant news story for the consumer magazines. Their interest is not the result of careful marketing but because of the mysterious disappearance of two members of Iceland. Killing Joke make the sort of intense, threatening noise that marks them as the true inheritors of the punk tradition. At the same time their lyrics are intelligent and crafted and the sound, while appearing primitive, is layered and structured. Ace German producer Conny Plank brings his clinical expertise to bear on the recording but there is no doubt that KJ had the last word on the overall mix.

CHELSEA: Evacuate (Step Forward SFLP 7) Prod: Harry T. Murlowski

Gene October's Chelsea are one of the few remaining punk bands of 1977 still around, and *Evacuate* shows them to have lost none of their original spirit. For the most part *Evacuate* highlights their strengths - loud fast guitars matching Gene October's strident vocals. Although the majority of the tracks are in this vein, 'Tribal Dance' with its restrained feel shows them to be capable of more than this. With the single 'War Across The Nation' currently featuring strongly in the independent charts, the album could do equally well.

Best of the rest

NEIL DIAMOND: Live Diamond (MCA MCF 3137) Prod: Unlisted

Yet another greatest hits repackaging of repertoire from Diamond's most creative and prolific era. Indeed, with the exception of a couple of tracks, it offers only songs which were featured on the *Hot August Nights* 2LP a decade ago. 'Cracklin' Rosie', 'Holly Holy', 'I Am... I Said', 'Sweet Caroline' and the rest are among the finest pop material ever written, but there must be a limit to the number of people who will want them yet again, particularly since Diamond's hits have been so well exposed in earlier compilations.

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NIGHT BIRDS



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Indie Top 50

- 1 1 51 **PAPA'S GOT A BRAND NEW PIG BAG**
PIG BAG Y(12)Y10 SPARTAN/ROUGH TRADE
- 2 2 4 **THIS TIME (WE'LL GET IT RIGHT)/
FLY THE FLAG**
ENGLAND WORLD CUP SQUAD ENGLAND ER
1(P) SPARTAN
- 3 3 5 **ONLY YOU**
YAZOO MUTE MUTE 020 SPARTAN/ROUGH
TRADE
- 4 18 2 **LOOK KNOW**
FALL KAMERA ERA 004 STAGE ONE
- 5 4 5 **SMASH THE DISCOS (EP)**
BUSINESS SECRET SHH 132 STAGE ONE
- 6 7 4 **PURE PUNK FOR ROW PEOPLE (EP)**
GONADS SECRET SHH 131 STAGE ONE
- 7 6 37 **BELA LUGOSI'S DEAD**
BAUHAUS SMALL WONDER WEENY 2 INDIES
- 8 8 3 **NO DOVES FLY HERE**
MOB CRASS 321984/7 ROUGH TRADE/INDIES
- 9 14 4 **GANGLAND**
VIOLATORS NO FUTURE OI 9 ROUGH TRADE/
INDIES
- 10 NEW 1 **THE MEANING OF LOVE**
DEPECHE MODE MUTE MUTE 022 SPARTAN/
ROUGH TRADE
- 11 11 3 **LEST WE FORGET EP**
BLITZKRIEG NO FUTURE OI 8 ROUGH TRADE/
INDIES
- 12 20 2 **REASONS FOR EXISTANCE EP**
SUBHUMANS SPIDERLEG SDL 5 INDIES
- 13 21 5 **A VIEW FROM HER ROOM**
WEEKEND ROUGH TRADE RT 097 ROUGH
TRADE
- 14 5 7 **LET'S BREAK THE LAW/
I HATE ... PEOPLE**
ANTI-NOWHERE LEAGUE WXYZ ABCD 2
PINNACLE/FAULTY/INDIES
- 15 12 3 **LONG LIVE THE PAST EP**
PACK CYCLOPS CYCLOPS 1 ROUGH TRADE
- 16 10 6 **SMASH IT UP**
DAMNED BIG BEAT NS 76 PINNACLE
- 17 15 4 **WAR ACROSS THE NATION**
CHELSEA STEP FORWARD SF 21 PINNACLE/
FAULTY/INDIES
- 18 NEW 1 **THE WINNER**
INFA-RIOT SECRET SHH 133 STAGE ONE
- 19 13 10 **NEVER SURRENDER**
BLITZ NO FUTURE OI 6 ROUGH TRADE/INDIES
- 20 9 12 **SEE YOU**
DEPECHE MODE MUTE (12)MUTE 018
SPARTAN/ROUGH TRADE
- 21 NEW 1 **ATTACK**
EXPLOITED SECRET SHH 130 STAGE ONE
- 22 16 6 **THE MISSIONARY**
JOSEF K LES DISQUES DU CREPUSCULE
TWI 053 PINNACLE/ROUGH TRADE
- 23 17 5 **NO LIFE, NO FUTURE EP**
EXPELLED RIOT CITY RIOT 8 INDIES
- 24 32 6 **I THINK WE NEED HELP**
FARMERS BOYS WAAP WAAP 3 INDIES
- 25 28 3 **KING OF THE FLIES**
FAD GADGET MUTE MUTE 021 SPARTAN/
ROUGH TRADE

- 26 NEW 1 **TONES ON TAIL EP**
DANIEL ASH & GLENN CAMPLING 4AD BAD 203
PINNACLE
- 27 22 7 **CONSPIRACY**
HIGSONS WAAP WAAP 2 INDIES
- 28 — 19 **TELEGRAM SAM**
BAUHAUS 4AD 17(T) PINNACLE
- 29 24 10 **OBJECT, REFUSE, REJECT, ABUSE**
DIRT CRASS 321984/6 ROUGH TRADE
- 30 19 6 **TODAY'S GENERATION (EP)**
ATTAK NO FUTURE OI 7 ROUGH TRADE/INDIES
- 31 NEW 1 **SURVIVAL**
DEFECTS WXYZ ABCD 3 PINNACLE/FAULTY/
INDIES
- 32 33 96 **LOVE WILL TEAR US APART**
JOY DIVISION FACTORY FAC 23 PINNACLE/
ROUGH TRADE
- 33 29 23 **ALL-OUT ATTACK**
BLITZ NO FUTURE OI 1 ROUGH TRADE/INDIES
- 34 46 2 **NEW CHURCH**
LORDS OF THE NEW CHURCH ILLEGAL ILS
0028 PINNACLE/FAULTY/INDIES
- 35 41 7 **DEATH'S A CAREER (EP)**
DRONGO'S FOR EUROPE INFERNO HELL 3
INDIES
- 36 37 17 **EVERYTHING'S GONE GREEN**
NEW ORDER FACTORY BENELUX FACBN 08
ROUGH TRADE
- 37 NEW 1 **THERE'S NO GOVERNMENT LIKE
NO GOVERNMENT EP**
RIOT/CLONE RIOT CLONE RC 001 INDIES
- 38 23 8 **DESTROY THE YOUTH EP**
CHARGE KAMERA ERA 003 STAGE ONE
- 39 26 7 **LOVE SONG**
DAMNED BIG BEAT NS 75 PINNACLE
- 40 30 7 **TAINTED LOVE**
GLORIA JONES INFERNO (12)HEAT 6
PINNACLE
- 41 36 8 **REVOLUTIONARY SPIRIT**
WILD SWANS ZOO CAGE 009 PINNACLE
- 42 34 11 **JET BOY, JET GIRL (EP)**
CHRON-GEN SECRET SHH 129 STAGE ONE
- 43 40 30 **NO HOPE FOR ANYONE (EP)**
DEAD WRETCHED INFERNO HELL 2 INDIES
- 44 42 4 **ARMY SONG EP**
ABRASIVE WHEELS RIOT CITY RIOT 9 INDIES
- 45 25 11 **A BUNCH OF THYME**
FOSTER & ALLEN RITZ RITZ 005 SPARTAN
- 46 38 7 **IT HAS BEEN HOURS NOW**
DEAD OR ALIVE BLACK EYES BE 1 ROUGH
TRADE
- 47 — 24 **SUNNY DAY**
PIG BAG Y Y12 SPARTAN/ROUGH TRADE
- 48 NEW 1 **THE BLOODY ROAD TO GLORY EP**
RABID INDIES PPC 105 ROUGH TRADE
- 49 NEW 1 **THE SONG THAT I SING**
STUTZ BEAR CATS/DENNIS KING ORCHESTRA
MULTI MEDIA TAPES MMT 6 WYND UP/
CONIFER
- 50 39 5 **IT'S CORRUPTION**
UNDEAD RIOT CITY RIOT 7 INDIES

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UK is now an international dance centre

WITH BLACK music on the ascendant in the UK, the timing of a visit by Capitol Inc's black music a&r vice-president, Varnell Johnson, seems ideal.

The recent success of Junior and Central Line in the R&B and pop charts and the continuing success of British dance music, both black and white, in the discos on both sides of the Atlantic has firmly established the UK as an international centre.

"The UK is not just important in its own right. It is very influential with other parts of the world. If a record charts in the UK it gets noticed," said Johnson.

With this in mind Capitol keeps a close eye on the UK market and is particularly keen to use it as an international gateway.

Johnson recently signed leading black writers/producers/performers Ashford & Simpson and he took the opportunity of their visit to Europe to investigate the local markets. He followed a week in the UK with stays in Germany, Holland and France.

"I am seeking after knowledge. I have visited some clubs and watched the reaction and I have been impressed. My last visit was taken up with meetings so I never got this chance," he added.

Johnson is a man with wide experience of the industry, beginning in 1967 when he joined the small A&L Distributors in Pennsylvania working in the warehouse. He worked his way up through sales and promotion and also produced a record with The Interpretations - a hit for Bell.

He then joined United Artists as East coast promotions manager before becoming a general manager with EMI America/Liberty. It is here that he caught the a&r bug and signed the label's first black act Kwick, from Memphis.

Later he moved to Capitol where,



Ashford & Simpson (seated) sign to Capitol in its American offices and the happiest man in the picture is Johnson, far right.

with his assistant Steve Buckley touring the country, he finds and signs a select few black acts. His entire roster numbers just 22 acts, most of whom still have a long development programme ahead.

THE UK, and Europe, is a part of that programme because success can 'bounce' across the Atlantic. Europe hears about American success and becomes interested and then success in Europe adds prestige in the eyes of Americans.

"Today's black music has wide appeal. It is an art form which knows no boundaries of state or of colour. In the States radio caters for selective tastes but in this country programming is much wider.

"Here you rely basically on TV for exposure while in the States it is radio which is the key. This means that an act must be seen in Europe to have suc-

cess," said Johnson.

To this end he pulled off what looked like a gamble but turned out to be a major coup. Johnson arranged for Maze featuring Frankie Beverly to play dates in London. They were largely unknown, had never come close to a hit, but had been successful in the States. The result was two sell-out concerts at the Hammersmith Odeon which will not be forgotten in a long time.

Varnell Johnson, Capitol Records' black music a&r vice president, is currently in Britain and has encouraging views on the growing importance of the UK as a breeding ground for disco and funk music. Report by PAUL CAMPBELL

"I think that the UK market is growing rapidly and I can see the UK really opening up. Maze will be up there because they have a unique sound," he added.

HE HAS long been an admirer of indigenous black music, back to the

days of Hot Chocolate's American success and the emergence of Heatwave, and is happy to look at the UK as an exciting area of talent.

However, he warns UK acts not to copy the sound of American black stars but to strive for their own. This, he says, is the secret behind the success of Junior and Imagination.

Neither was his trip to the UK a scouting mission. That he leaves up to EMI's Terry Slater and his a&r team who he expects to find the cream of the UK's black talent. Johnson signs for nothing less than world rights and is not interested in one-off's.

One act which has taken his fancy is Light Of The World, an EMI signing, and Nigel Martinez is in Los Angeles mixing their album at the moment.

The absence of album exposure in the UK means that it is a singles-only market to all intents and purposes and the reason behind releasing a single must be its commercial potential. In the States singles can be released for airplay or any number of reasons - with the aim of selling albums.

"Discos don't sell records so it is up to radio exposure. I have great hopes of High Fashion, a new signing, and of course Ashford & Simpson - it's a tragedy they haven't toured Europe before, they would be so big," said Johnson.

Other artists Capitol will be attempting to develop in this country are

Sheree Brown, Peabo Bryson, Ava Cherry, The Dramatics, O'Bryan and A Taste of Honey.

"Whether it is black music or rock, the criteria for a hit is the same. A good song. That is one you can listen to five times a day on the radio and still want to buy," he summed up.



Light Of The World



O'Bryan



Maze and Frankie Beverly

Bubbling Under

- 51 48 GLAD TO KNOW YOU Chas Jankel A&M
- 52 69 EMERGENCY Whispers Solar
- 53 45 BABY I NEED YOUR LOVING
Gayle Adams Epic
- 54 47 TOKYO SHUFFLE
Breakfast Band Breakfast Music
- 55 58 IF YOU WANT ME
Barbara Roy & Ecstasy, Passion & Pain Project
- 56 39 STILL GOT THE MAGIC (SWEET DELIGHT)
Michael Wycoff RCA
- 57 — EARLY IN THE MORNING
Gap Band Total Experience
- 58 63 PALCO Gilberto Gil WEA
- 59 — LET'S FUNK TONIGHT Blue Feathers Siamese
- 60 — ARE YOU HEARING (WHAT I HEAR?)
Level 42 Polydor
- 61 42 PUERTO RICO Decoupage R&B
- 62 62 FEEL IT Finesse CBS
- 63 51 DO WHAT YOU WANNA DO Cage Metropolis
- 64 50 WORK YOUR BODY Diana Ross Motown
- 65 43 PACIFIC DREAMING Oceans Record Shack
- 66 55 I'M INTO YOUR LOVE Norma Lewis TMT
- 67 40 LIKE THE WAY (YOU FUNK WITH ME)
Search Philly World
- 68 37 TAKE MY HEART Kool & The Gang De-Lite
- 69 57 IN THE CRIME OF LIFE
Funkapollan London
- 70 66 IT'S NASTY (GENIUS OF LOVE)
Grandmaster Flash Sugarhill

Dancefloor

- 1 — PAPA'S GOT A BRAND NEW PIG BAG
Pig Bag Y 12"
- 2 — EVER SO LONELY
Monsoon Mobile Suit Corp. 12"
- 3 7 PROMISED YOU A MIRACLE
Simple Minds Virgin 12"
- 4 1 DO WHAT YOU WANNA DO
Cage feat. Nona Hendryx Metropolis 12"
- 5 5 GOD'S KITCHEN Blancmange London 12"
- 6 9 ONLY YOU Yazoo Mute 7"
- 7 — LOVE CASCADE Leisure Process Epic 7"
- 8 — DAMNED DON'T CRY Visage Polydor 12"
- 9 — MEANING OF LOVE Depeche Mode Mute 12"
- 10 — FIREBALL XL5 Kadettes Blank 7"

Reggae Twelves

- 1 2 KEY TO THE WORLD Rudy Thomas Hawkeye
- 2 1 DAUGHTER OF ZION Winston Reed S&G
- 3 4 COOL DOWN AMINA Keith Douglas Fashion
- 4 3 A PROMISE IS A COMFORT TO A FOOL
Barry Biggs Afrifi
- 5 10 EBONY AND IVORY Romeo & Rose Seara
- 6 5 I'LL BE YOUR GIRL Chanel Mass Media Music
- 7 — WICKED SHE WICKED Billy Boy-O Greensleeves
- 8 8 FOOL FOR YOUR LOVE Legato Ital
- 9 6 GHETTO MAN
Papa Michigan & General Smiley Greensleeves
- 10 — PILLOW TALK Tex Johnson Disco Tex

Reggae 12" chart from Sunshine Records, North London

Twelve Inchers

- 1 1 FORGET-ME-NOTS Patrice Rushen Elektra
- 2 2 SPECIALISE IN LOVE Sharon Brown Virgin
- 3 3 I CAN MAKE YOU FEEL GOOD
Shalamar Solar
- 4 4 ACT LIKE YOU KNOW
Fat Larry's Band WMOT
- 5 5 NIGHT BIRDS Shakatak Polydor
- 6 6 PAPA'S GOT A BRAND NEW PIG BAG
Pig Bag Y
- 7 8 TIME Stone Carrere
- 8 18 MAMA USED TO SAY Junior Mercury
- 9 7 PERFUMED GARDEN Rah Band KR
- 10 20 IT SHOULD HAVE BEEN YOU
Gwen Guthrie Island
- 11 — WHAT GOES AROUND COMES AROUND
Brandi Wells WMOT
- 12 14 ON A JOURNEY (I SING THE FUNK ELECTRIC)
Elektrik Funk Epic
- 13 16 EASE YOUR MIND (REMIX)
Touchdown Excaliber
- 14 10 NEVER LET YOU GO Savanna R&B
- 15 — WALK ON BY D Train Epic
- 16 13 DON'T MAKE ME WAIT Peech Boys West End (Import)
- 17 — DON'T YOU LOVE IT Maxine Singleton System
- 18 9 JUST AN ILLUSION Imagination R&B
- 19 17 TURN ME LOOSE Roy Ayers Polydor
- 20 — YOU AND ME JUST STARTED
Linda Taylor GPL

Disco Albums

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

Import Albums

- 1 3 BRILLIANCE Atlantic Starr A&M
- 2 15 REUNION Temptations Gordy
- 3 4 BREAKING OUT Fat Larry's Band WMOT
- 4 — ALL NIGHT MUSIC McCrarys Capitol
- 5 — LADIES OF THE 80's Taste Of Honey Capitol
- 6 — IT'S A FACT Jeff Lorber GRP/Arista
- 7 2 AKA Aka Band PPL
- 8 20 FREE AND EASY Phil Upchurch JAM
- 9 — JI Junior Mercury
- 10 11 KASSO Kasso Delirium
- 11 1 FULL MOON Mystic Merlin Capitol
- 12 — SHARES YOUR LOVE Change Atlantic
- 13 17 NIGHTS IN BRAZIL Judy Roberts Inner City
- 14 5 ALLIGATOR WOMAN Cameo Casablanca
- 15 6 MAGIC MOMENTS
Marcio Montarroyos Columbia/Lorimar
- 16 — NIECEY Deniece Williams US Columbia
- 17 9 THE POET Bobby Womack Beverly Glen
- 18 — A LITTLE LOVE Aura Salsoul
- 19 7 GIVE IT UP Pleasure Fantasy
- 20 14 LOVE CONQUERS ALL Michael Wycoff RCA

Compiled for Record Business by MRIB.

New Albums

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

- AL STEWART LOVE CHRONICLES RCA International INTS 5120 INTK 5120 1.82 RCA
- ALAN PARSONS PROJECT EYE IN THE SKY Arista 204 666 404 666 2.43 POLYGRAM
- ALESSI LONG TERM FRIENDS Warner Bros K56999 K456999 3.20 WEA
- ALTERED IMAGES PINKY BLUE Epic EPC 85665 EPC 4085665 CBS
- ANTI-NOWHERE LEAGUE WE ARE... THE LEAGUE WXYZ LMNOP 12.44 PINNACLE/FAULTY PRODUCTS/INDIES
- ANVIL METAL ON METAL Attic LAT 1130 2.89 PINNACLE
- ASSOCIATES SULK Associates ASCL 1 ASCC 13.20 WEA
- AUGIE MYERS/DOUG SAHM STILL GROWING Sonet SNTF 883 3.20 PRT

- BBC SCOTTISH SYMPHONY ORCHESTRA GREAT SONGS OF SCOTLAND Academy ALM 4009 ZCALM 4009 2.28 PRT

- BILLY ANDERSON BAND SCOTLAND NOW Academy ALM 4008 ZCALM 4008 2.28 PRT
- BLASTERS THE BLASTERS F Beat XXPL 15 XXC 15 3.20 WEA
- BLONDIE THE HUNTER Chrysalis CHR 1384 ZCHR 1384 3.04 POLYGRAM
- BLUE OYSTER CULT E.T.L. CBS CBS 22203 CBS 4022203 CBS
- BOBBY BARE AIN'T GOT NOTHING TO LOSE CBS CBS 85504 CBS 4085504 CBS
- BOBBY WOMACK THE POET Motown STML 12168 CSTML 12168 3.04 RCA
- BOBBY ENRIQUEZ THE WILD MAN PRT NCP 1005 1.82 PRT
- BONAR PIPE BAND SCOTS WHA HAE Oak OAK 146 (Cass Only) 79p SPARTAN
- BOOTSY THE ONE GIVETH, THE COUNT TAKE AWAY Warner Bros K56998 3.20 WEA
- BUDDY HOLLY BUDDY HOLLY Magnum Force MFLP 16 3.20 PRT

- CAB CALLOWAY KICKING THE GONG AROUND Academy AJA 5013 ZCAJA 5013 2.43 PRT
- CAPTAIN BEEFHEART AND HIS MAGIC BAND MIRROR MAN PRT NCP 1006 1.82 PRT
- CARRIE LUCAS SHOW ME WHERE YOU'RE COMING FROM Solar K52400 3.20 WEA
- CHARLIE PARKER NOW'S THE TIME Verve 2304 095 3.25 POLYGRAM
- CHEAP TRICK ONE ON ONE Epic EPC 85740 EPC 4085740 CBS
- CHROME THIRD FROM THE SUN Don't Fall Off The Mountain X18 2.65 PINNACLE
- CURE PORNOGRAPHY Fiction FIXD 7 FIXDC 7 3.25 POLYGRAM

- DAVE AND SUGAR GREATEST HITS RCA International INTS 5112 INTK 5112 1.82 RCA
- DAVE NELSON SINGS THE BEST OF ELVIS Oak OAK 139 (Cass Only) 79p SPARTAN
- DENICE WILLIAMS NIECEY CBS CBS 85602 CBS 4085602 CBS
- DISCHARGE HEAR NOTHING SEE NOTHING SAY NOTHING Clay CLAYLP 3 2.52 PINNACLE
- DOKKEN BREAKIN' THE CHAINS Carrere CAL 136 3.04 RCA

- ED BRUCE LAST TRAIN TO CLARKSVILLE RCA International INTS 5199 INTK 5199 1.82 RCA

- FAY RAY CONTACT YOU WEA K99188 3.20 WEA
- FLANAGAN AND ALLEN ORIGINAL RECORDINGS Pickwick CN 2054 CN4 2054 2.25 PICKWICK/LUGTONS

- GERRY FORD LET'S HEAR IT FOR THE WORKING MAN Big R BRA 1016 3.04 RECORD MERCHANDISERS/H.R. TAYLOR
- GHOULIES DOGGED BY DOGMA Lounging LA 01 2.44 FRESH/INDIES
- GRAM PARSONS GRAM PARSONS Warner Bros K57068 K457068 2.79 WEA
- GWEN GUTHRIE GWEN GUTHRIE Island ILPS 9699 ICT 9699 3.25 EMI

- HARRY PARTCH PETALS CRI CRISRD 213 3.99 ROUGH TRADE/INDIES
- HARRY PARTCH THE MUSIC OF HARRY PARTCH CRI CRISRD 193 3.99 ROUGH TRADE/INDIES
- HAWKWIND CHURCH OF HAWKWIND RCA RCALP 9004 3.34 RCA

- ISLEY BROTHERS TWIST AND SHOUT Audio-Fidelity AFEMP 1036 2.12 PRT

- JEAN MICHEL JARRE THE CONCERTS IN CHINA Polydor PODV 3 PODVC 3 4.35 POLYGRAM
- JOE COCKER SHEFFIELD STEEL Island ILPS 9700 ICT 9700 3.25 EMI
- JOHN TALLIUVINI A TRIBUTE TO MARIO LANZA Oak OAK 105 (Cass Only) 79p SPARTAN
- JOHN HIATT ALL OF A SUDDEN Geffen GEF 85580 GEF 4085580 CBS
- JOHN DENVER SEASONS OF THE HEART RCA RCALP 6032 RCA 6032 3.04 RCA
- JOHNNY MATHIS FRIENDS IN LOVE CBS CBS 85652 CBS 4085652 CBS
- JONATHAN AND DARLENE EDWARDS SING ALONG WITH RCA International INTS 5100 INTK 5100 1.82 RCA

- KEVIN PEEK LIFE'S ANOTHER GAME Ariola ARL 5067 ZCARL 5067 3.34 PRT
- KEVIN MCCORMICK LIGHT PATTERNS Sheet SHEET 3 2.35 PINNACLE

- LINDA TAYLOR TAYLOR MADE GPL GPLP 31 3.39 PRT
- LOUIS ARMSTRONG LOUIS ARMSTRONG Audio-Fidelity AFESD 1042 ZCAFD 1042 3.04 PRT

- MARSHALL CRENSHAW MARSHALL CRENSHAW Warner Bros K57010 3.20 WEA
- NARADA MICHAEL WALDEN CONFIDENCE Atlantic K50883 K450883 3.20 WEA

- NINA SIMONE LIVE IN EUROPE Audio-Fidelity AFESD 1039 ZCAFD 1039 PRT

- ORIGINAL SOUNDTRACK EVIL UNDER THE SUN - THE MUSIC OF COLE PORTER RCA International INTS 5225 INTK 5225 1.82 RCA

- ORIGINAL CAST GUYS AND DOLLS Chrysalis CDL 1388 ZCDL 1388 3.34 POLYGRAM
- ORIGINAL SOUNDTRACK QUEST FOR FIRE RCA RCALP 6034 RCA 6034 3.04 RCA

- QUICK FASCINATING RHYTHM Epic EPC 85569 EPC 4085569 CBS

- RADIO STARS BEST OF THE RADIO STARS Moonlight MNA 001 2.43 STAGE ONE
- RALPH MCTELL WATER OF DREAMS Mays TG 005 2.89 SPARTAN
- RHINELAND SINGERS GERMAN BEER DRINKING SONGS Oak OAK 101 (Cass Only) 79p SPARTAN

- SAXON THE EAGLE HAS LANDED Carrere CAL 137 CAC 137 3.04 RCA
- SENSATIONAL ALEX HARVEY BAND BEST OF RCA RCALP 9003 3.34 RCA
- SHAKATAK NIGHT BIRDS Polydor POLS 1059 POLSC 1059 3.05 POLYGRAM
- SOL RAYE SINGS THE UNFORGETTABLE NAT KING COLE Oak OAK 104 (Cass Only) 79p SPARTAN

- TARTAN LADS SEASONS Klub LOCLP 1009 ZCLOC 1009 2.75 PRT
- TEMPTATIONS RE-UNION Motown STML 12129 CSTML 12129 3.04 RCA
- TERRY LIGHTFOOT & HIS BAND AT THE JAZZ BALL Oak OAK 147 (Cass Only) 79p SPARTAN
- TOM VERLAINE WORDS FROM THE FRONT Virgin V2227 TVC 2227 3.20 CBS
- TONY EVANS SINGERS AND ORCHESTRA MAY I HAVE THE NEXT DREAM Tema TE 1007 3.99 LUGTONS
- TOTO TO IV CBS CBS 85529 CBS 4085529 CBS
- TRADITION SPIRIT OF ECSTASY Solid Groove SGL 104 2.89 PINNACLE
- TRAMPOLIN ILLUSIONS CBS CBS 85152 CBS

- VARIOUS 4 FOR SAX Vogue VJD 577 3.25 PRT
- VARIOUS ALL AROUND BLUE GRASS RCA International INTS 5188 INTK 5188 1.82 RCA
- VARIOUS BEST OF IRISH CEILEDH Oak OAK 147 (Cass Only) 79p SPARTAN
- VARIOUS CHARTBUSTERS '82 Ronco RTL 2074AB 4CRTL 2074AB 5.99 RONCO
- VARIOUS HAMMOND GOLD Oak OAK 129 (Cass Only) 79p SPARTAN
- VARIOUS HOT SHOWER RCA HOT 5001 JHOT 5001 1.82 RCA
- VARIOUS MOTOWN CHARTBUSTERS VOLUME 12 Motown STML 12164 CSTML 12164 3.04 RCA
- VARIOUS PARTY TIME IN THE JAMES LAST STYLE Oak OAK 150 (Cass Only) 79p SPARTAN
- VARIOUS SWING TO THE 30'S AND 40'S MCA MCM 1001 MCMC 1001 1.82 CBS
- VARIOUS SWITCHED ON SWING K-Tel NE 1166 CE 2166 5.99 K-Tel
- VARIOUS THE LEGENDARY BIG BANDS Ronco RTL 2047 1.82 LUGTONS
- VARIOUS TRIBUTE TO STEVIE WONDER Oak OAK 162 (Cass Only) 79p SPARTAN
- VARIOUS TRIBUTE TO DIANA ROSS Oak OAK 160 (Cass Only) 79p SPARTAN
- VARIOUS TRIBUTE TO SCOTT JOPLIN Oak OAK 100 (Cass Only) 79p SPARTAN
- VARIOUS TRIBUTE TO THE POLICE Oak OAK 163 (Cass Only) 79p SPARTAN
- VARIOUS TRIBUTE TO COUNTRY & WESTERN MUSIC Oak OAK 166 (Cass Only) 79p SPARTAN
- VARIOUS WEST COAST SCENE VOLUME 3 Vogue VJD 578 3.25 PRT
- VARIOUS WORLD CUP SOUVENIR ALBUM Klub KBLP 502 ZCKBP 502 1.82 PRT

- WAYLON JENNINGS BLACK ON BLACK RCA RCALP 3072 RCAL 3072 2.76 RCA
- WILLIE NELSON ALWAYS ON MY MIND CBS CBS 85685 CBS 4005685 CBS
- WOO WHICH EVER WAY YOU'RE GOING YOU'RE GOING WRONG Sunshine Series SUN 12.49 ROUGH TRADE/INDIES

Disco Dealer

PATRICE RUSHEN, well clear again at the top of the singles tree this week, is also selling incredibly well with her *Straight From The Heart* album. It will have been noticed that this is now in its second week at the top of the disco album chart, but what the chart cannot actually show is that this LP is selling as many copies through our specialist dealers panel as most of the rest of the top 20 put together, and is also, in fact, outselling a lot of items on the singles chart. This is a remarkable achievement considered against the fact that disco-oriented albums (Stevie Wonder, Randy Crawford and company excepted) just do not generally sell in large quantities. With 'Forget-Me-Nots' now moving strongly up the pop charts too, it seems that there is genuinely another wide-appeal black artiste on the rise here.

Highest new single entry at 10 is Brandi Wells' 'What Comes Around Goes Around'. This, it may be recalled, is the hot track by Brandi which was being circulated around clubs and the luckiest of specialist dealers on white label around Christmas time by PRT - just before that company discovered its impending loss of the WMOT licence to Virgin. The latter's Mick Clark decided that it was the title track of her *Watch Out* album which should be the hit to launch Brandi here, and perhaps his thinking was right, for 'Watch Out' certainly succeeded on a specialist level chart-wise, and has now paved the way niftily for the potentially all-conquering (and now even more eagerly-awaited on 12-inch) 'What Comes Around'.

On the subject of white labels, there are two this week which are sufficiently strong and being sufficiently well-distributed to have charted in the 50 this week - ICG with 'Final Approach', and Mark Anthony's 'Why Can't We Live Together', both initially mentioned in this column last week.

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	TRENT	METRO	FORTH	TEES	BEACON	VICTORY	ORWELL	SWANSEA	MERCIA	PENNINE	PLYMOUTH	CARDIFF	HEREWARD	BBC SCOTLAND	Cat No	Dist.		
1	3	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	87	
2	5	PRIVATE EYES DARYL HALL & JOHN OATES	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	RCA 134	R	86	
3	2	EBONY & IVORY PAUL MCCARTNEY WITH STEVIE WONDER	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	R6054	E	82	
4	6	SHIRLEY SHAKIN' STEVENS	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	EPC A2087	C	79	
5	8	I WON'T LET YOU DOWN PHD	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	K79209	W	77	
6	18	I CAN MAKE YOU FEEL GOOD SHALAMAR	A	C	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	B	A	B	A	A	K12599	W	75	
7	12	GIRL CRAZY HOT CHOCOLATE	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	RAK 341	E	74	
8	9	VIEW FROM A BRIDGE KIM WILDE	A	C	A	A	A	A	A	A	A	A	A	A	A	C	A	B	A	A	A	A	A	A	A	RAK 342	E	74	
9	19	REALLY SAYING SOMETHING BANANARAMA & FUN BOY 3	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	A	A	NANA 1	F	73	
10	11	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	CLIP 3	F	73	
11	15	SHOUT SHOUT ROCKY SHARPE & THE REPLAYS	A	C	A	A	C	A	B	A	A	A	A	A	A	A	B	A	A	A	A	A	B	B	A	DICE 3	A	71	
12	1	MY CAMERA NEVER LIES BUCKS FIZZ	A	B	A		A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	A	A	A	A	RCA 202	R	68	
13	4	BLUE EYES ELTON JOHN	B	A	A	C	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	XPRES 71	F	66	
14	33	BODY LANGUAGE QUEEN	A		A	A	A	C	A	A	B	B		A	A	A	C	B	A	A	B	B	A			EMI 5293	E	66	
15	26	FANTASY ISLAND TIGHT FIT	B	C	A	A	A	A	A	B	A	B	A	B	A	A	A	A	A	B	A	A	A	A	A	JIVE 13	C	65	
16	14	AIN'T NO PLEASING YOU CHAS & DAVE	A	B	A		A	A	B		A	A	A	A	A	B	A	A	A	A	B	A				KOR 14	A	64	
17	29	SUSPICIOUS MINDS CANDI STATON	B	B	A	A	A	A	A	A	A	A	A	A	A	A	B	A			A	A	A	B	B	SH 112	A	64	
18	28	ONLY YOU YAZOO	A		A	B	A	A	B	A	A		A	A	A	B	A	C		A	A	C		A		MUTE 020	I	63	
19	16	EVER SO LONELY MONSOON	A	C	A	C	A		A	A	A	A	A	A	A	A	C	A	B		A	A	B	A	A	CORP 2	F	62	
20	10	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	BUCK 3	W	61	
21	77	ISLAND OF LOST SOULS BLONDIE	B	C	A	A	B	A	A	A	A	A	A	A	A		A	A	A	A	A	A	A	A	A	CHS 2608	F	61	
22	17	MORE THAN THIS ROXY MUSIC	B	B	A		A	A	A	A	A	A	A	A	A	B	A	B	A	A	A	A	A	A	A	ROXY 3	F	60	
23	23	STAY BARRY MANILOW	C	A	A	A	B	A	A	A	A	A	A	A	A	A	A	A	A	A	B	A	A	A	A	ARIST 464	F	60	
24	40	OUR LOVE ELKIE BROOKS	B	C	A	A	B	B	C	A	A	B	A	A	A	A	A	C	A	B	A	B	B	B	B	AMS 8214	C	55	
25	20	I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS	A			A	A	A	A	B	A	B	C	A	A	B	A	A	B	A	B	B	C	A		EPC A2152	C	54	
26	13	FREEZE-FRAME J.GEILS BAND	A			A	A	B	A	A	A	A	A	A	A		B	A	A	B	A	B	B	A		EA 134	E	53	
27	57	FORGET ME NOTS PATRICE RUSHEN	A	A		C	A	C	A	B	A	A	B	A	A	B	A	A	B	B	A	A	B	A	B	K13173	W	53	
28	44	TRACKS OF MY TEARS COLIN BLUNSTONE	B	C	B	A	B	B	B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	7P 236	A	53	
29	21	PROMISED YOU A MIRACLE SIMPLE MINDS	A		A	B	A		B	A	A	A	B			B	A	A		B	C	A	A	A		VS 488	C	52	
30	THE MEANING OF LOVE DEPECHE MODE	A		B	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	A	MUTE 022	I	51	
31	GOODY TWO SHOES ADAM ANT	A		A	A																					CBS A2367	C	48	
32	42	PAPA'S GOT A BRAND NEW PIGBAG PIGBAG	A		A	A	C	A		B	A	B		B		C	A		B	B	A	A				Y10	I	48	
33	32	INSTINCTION SPANDAU BALLET	B		A	C	A	A	B	A	A	B	A	B		B	B	A	A	C	B	C	A	A		CHS 2602	F	48	
34	47	MAMA USED TO SAY JUNIOR	B		A	B	C	A	B	A	A	B	A	A	A	A	B			B			B			MER 98	F	47	
35	30	NOBODY TONI BASIL	B		A	C	C	A	C	A	A	B	A	A	A	B	A	B	B	A	C	B	C	B	B	TIC 2	C	46	
36	39	THANK YOU FOR THE PARTY DUKES	C	C	A	B	B	A	C	A	A	B	A	A	A	B	A	B	A	B	A	B	A	B	A		K19136	W	44
37	67	PERFUMED GARDEN RAH BAND	B	C	A		B		A	B	A	A	A	B	A	A	B		B		A	B				KR 5	R	43	
38	22	THIS TIME-FLY THE FLAG ENGLAND WORLD CUP SQUAD	B	C	A		B	A	C	A	A		A	B	A	C		A	C	A	A					ER 1	M	42	
39	7	NIGHT BIRDS SHAKATAK	C	B	A		A	A	B	A	A	A	A	A	A	A	B	A	A	A	A	A	A	A	A	POSP 407	F	42	
40	24	BLACK COFFEE IN BED SQUEEZE	C		A	B	B	B	B	A	A	A	A	A	A	A	A	A	A	A	A	A	B	B		AMS 8219	C	42	
41	56	I SPECIALISE IN LOVE SHARON BROWN	B		A	B	B	B	B	A	A	B	A	A		A							C	B		VS 494	C	40	
42	36	WEEKEND ALVIN STARDUST	C	C		B		A	B	A	A	B	A	A	A	A	A	A	A	A	A	A	B			BUY 142	C	33	
43	37	THE HONEYDRIPPER JETS	C	C	B	B	B	C	A	A	B	B	A	A	A	A	C	B		A	A	B	B			EMI 5289	E	32	
44	WONDERFUL THING KID CREOLE & THE COCONUTS	B		C	A	B		B	A	B																WIP 6756	E	32	
45	62	KEY LARGO BERTIE HIGGINS	C	C		B	C	A	C	A	A	A				A	A	B	B	A		B				EPC A2168	C	30	
46	50	I FEEL LOVE COMIN' ON DANA	A		B		A	C	A	A		A	B											B		CR 32	C	30	
47	66	SIX MONTHS IN A LEAKY BOAT SPLIT ENZ	C		B	A			A	A	B		B	A			B		C					B		AMS 8216	C	29	
48	48	A LITTLE BIT FURTHER AWAY KOKOMO	B	C													C		B	A		C	B	B		CBS A2064	C	29	
49	79	PARIS IS ONE DAY AWAY MOOD	B		B				A	B		B					A		C							RCA 211	R	28	
50	54	GREATEST ROCK & ROLL BAND STARSOUND	C		B	A		C		A	B	B				B	C	A	B	B	B					CBS A2296	C	28	
51	60	DO YOU BELIEVE HUEY LEWIS & THE NEWS	B			B		C	A						B	A	A		B	C	B					CHS 2589	F	28	
52	25	MAKE A MOVE ON ME OLIVIA NEWTON-JOHN	C	B				A	B	A	A	A	A	A	A	A	A	A	A	A		B				EMI 5291	E	28	
53	43	CASTLES IN THE AIR DON MCLEAN	B	A	C	B		B	A			A	A	A	A	A	A	A	A		B	B	B			EMI 5258	E	27	
54	WE HAVE A DREAM SCOTTISH WORLD CUP SQUAD	B		A	A	C														A	B		A			K19145	W	27	
55	75	BABY IT'S YOU MARI WILSON	C		B	B			A	B		B							B		A		C	B		PINK 3	F	26	
56	76	I MUST BE IN LOVE SYREETA	C	B		B		A		A		C				B					A	B				TMG 1258	R	24	
57	83	TALK TALK TALK TALK	C		A		C	A		A	B	B	B				B	B	A	B	A	C	B			EMI 5284	E	24	
58	HUNGRY LIKE THE WOLF DURAN DURAN	C			A	B				B		A														EMI 5295	E	23	
59	SUN OF JAMAICA GOOMBAY DANCE BAND				A	A	B					A	A	A	A	B	A									EPC A2345	C	23	
60	41	TRY JAH LOVE THIRD WORLD	C		A		B	C	B	A	A	A	B	A	A	B	A			C	B	B				CBS A2063	C	23	
61	84	I BELIEVE IN YOU BARBARA DICKSON	B	B		C		B	A	A	A	B	A	B		C	A			A									

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

NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE

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

	LUXEMBOURG RADIO 1	CAPITAL RADIO 2	PICCADILLY CLYDE	DOWNTOWN BRIBS	HALLAM CITY	TRENT METRO	FORTH TEEES	VICTORY BEATCON	ORWELL SWANSEA	MERCIA PENNINE	PLYMOUTH 2.0	HEREWARD CARDIFF	BBC SCOTLAND		
71	BOBBIE SUE OAK RIDGE BOYS	B				B	B		A			A	B	MCA 773	C 20
72	YOUR LOVE IS SLIPPIN' AWAY FLAME	C	★	B			B		C	A				THRUST 3	P 20
73	81 LITE ME UP HERBIE HANCOCK	C	C	B	B			A		A		C	B	CBS A2222	C 19
74	34 GHOSTS JAPAN	C	A											VS 472	C 19
75	72 GOT NO BRAINS BAD MANNERS	C	A		B	A	A	A				C	C	MAG 216	A 19
76	59 SOMEBODY TO LOVE LAMBRETTAS	C	B			A	B				B			XPRES 74	F 19
77	THE LOOK OF LOVE (PART 1) A.B.C.	C	★	B										NT 103S	F 19
78	LA FOLIE STRANGLERS	C		B	A		A	A		C	B		C	BP 410	E 19
79	CHARIOTS OF FIRE VANGELIS	C	A		C		A	A		C	A			POSP 246	F 18
80	96 STRANGE WOMAN ALTON EDWARDS	C	B			A	A	B	A	A	B	C	B	CBS A2275	C 18
81	58 I'VE NEVER BEEN TO ME CHARLENE		C	B	B	★	A	A	A		A	B	B	TMG 1260	R 18
82	ONE HELLO RANDY CRAWFORD			★	B	B		A	B	★	A	★	★	K17948	W 18
83	38 SEE THOSE EYES ALTERED IMAGES	C	A		B		A						A	EPC A2198	C 18
84	AFTER THE GOLDRUSH PRELUDE	C	C	B		C	★	A		A	B	A	A	AFT 02	C 17
85	MADE IN JAPAN NANCY NOVA	B												EMI 5290	E 17
86	31 RADIO MEMBERS	C					A	B			A		B	WIP 6773	E 17
87	91 THE BIGGEST HIT OF ALL MICHAEL BOND		B		C	★	A		A			A	A	POR 003	A 17
88	98 READ BETWEEN THE LINES CAROLE KING		A				A					B	A	K11725	W 16
89	THE OTHER WOMAN RAY PARKER JR.	C		B	B		★					B		ARIST 466	F 16
90	52 THE WAY LIFE'S MEANT TO BE ELO	C		B	B	B	B						A	JET 7022	C 16
91	ONE MORE SATURDAY NIGHT MATCHBOX	C	B		B	B	A	B	★	B	A	B		MAG 223	A 15
92	35 DEAR JOHN STATUS QUO		A	A	C	B	A	A	B			A	A	QUO 7	F 15
93	85 URGENT FOREIGNER	C	B			C	A	B			B	A	C	K11728	W 14
94	NO GETTING OVER YOU PARIS	C	C	★					B			★	B	RCA 222	R 14
95	93 LISTEN TO THE RADIO DON WILLIAMS		B			C	A		C				B	MCA 771	C 14
96	68 ON T.V. BUGGLES	C	B	C				B		★			B	CAT 232	R 14
97	ARE YOU HEARING (WHAT I HEAR) LEVEL 42	C					A	B	B			C		POSP 396	F 14
98	SEE JUNGLE (JUNGLE BOY) BOW WOW WOW	C	A		C	C	B	B	B	★	B		C	RCA 220	R 14
99	27 SAVE IT FOR LATER BEAT	C	B		B	A	B	A	★		B		C	FEET 333	F 14
100	92 BOOK OF RULES DESMOND DEKKER	C	B				B					B		BUY 144	C 13
BREAKER	RHYTHM OF THE JUNGLE QUICK	C	B						C			B	A	EPC A2013	C 13
BREAKER	FAITHLESS SCRITTI POLITTI	C		C										RT 107	Q 13
BREAKER	DON'T WANT A HEARTACHE PATTI WEAVER		C	B	C		B		B	B	A	B	B	K17942	W 13
BREAKER	DANCE ALL NIGHT PATRICK BOOTHE	C			B	B		★		★		★	A	STR A2213	C 13
BREAKER	YOU WEREN'T IN LOVE BILLY FIELD	C	C			A	A					B		CBS A2344	C 13
BREAKER	OOH SHOOPY DOO DOO LANG ANEKA		B					A	A	A	A		B	HANSA-13	A 12
BREAKER	OUR LIPS ARE SEALED GO-GO'S	C	B	C		C	A	B						GON 102	C 12
BREAKER	SHE'S GONE ROCKIN' INMATES	C			C				A					K19131	W 12
BREAKER	FIND ANOTHER FOOL QUARTERFLASH	C									B	B	B	GEF A2276	C 11
BREAKER	THAT'S LIFE HAZEL O'CONNOR	C	B	B			A	B			B	B	C	ION 1032	M 11
BREAKER	COULD IT BE LOVE JENNIFER WARNES		B	B					B	C	B	C		ARIST 455	F 11
BREAKER	THE LAST MAN IN MY LIFE MARTI WEBB		B	C						A		A	A	POSP 425	F 11
BREAKER	EAST SIDE, WEST SIDE BELL & MARTIN		B							A		A		DEB 104	M 11
BREAKER	DON'T TALK TO STRANGERS RICK SPRINGFIELD	C	★	C								★	B	RCA 216	R 11
BREAKER	TALK BACK STIFF LITTLE FINGERS	C					B							CHS 2601	F 11
BREAKER	HOUSE ON FIRE BOOMTOWN RATS	C			B		A		A				A	MER 91	F 11
BREAKER	PALE SHELTER TEARS FOR FEARS	C	B			B	B				B			IDEA 2	F 11
BREAKER	KNOW YOUR RIGHTS CLASH	C	B			B	B					C		CBS A2309	C 11
BREAKER	BALL OF CONFUSION TINA TURNER	C				A	B				★	B		VS 500	C 11
BREAKER	EVERY DAY OF MY LIFE GOOD LOOKS		B					A		A			A	RAD 503	A 11
BREAKER	THE SONG THAT I SING STUTZ BEAR CATS	C			B			A	C	A	B			MMT 6	Y 10
BREAKER	WAKE UP LITTLE SUSIE BILLY KING	C											B	MIN 222	C 10
BREAKER	THE CELTIC SOUL BROTHERS DEXYS MIDNIGHT RUNNERS	C												DEXYS 8	F 10
BREAKER	DON'T YOU EVER LET ME DOWN CRACK	C												RCA 214	R 10
BREAKER	LIFE ON THE WIRE MORRISY MULLEN	C												BEG 75	W 10
BREAKER	JUNGLE MUSIC RICO WITH THE SPECIAL A.K.A.	C												CHSTT 5006	F 10
BREAKER	WIPE AWAY YOUR KISS NINE BELOW ZERO	C												AMS 8210	C 10
BREAKER	A CELEBRATION U2	C												WIP 6770	E 10
BREAKER	LEADER OF THE BAND DAN FOGELBERG	C	C			C				A		C	B	EPC A2098	C 9
BREAKER	ONLY TIME WILL TELL ASIA	C		C			B	B		A	A	B	A	GEF A2228	C 9
BREAKER	HEY LARRY DEAN FRIEDMAN	C						A	★	B	A	B	B	EPC A2274	C 9
BREAKER	UNCHAINED MELODY GERRY & THE PACEMAKERS	C			C	C	A		C			B	B	DEB 105	M 9
BREAKER	IF YOU DON'T WANT MY LOVE ELAINE PAIGE	C			A					B			B	K18966	W 8
BREAKER	MAKIN' LOVE ROBERTA FLACK	C				A	B		C	A	A	B		K11715	W 8
BREAKER	BEST LOVE ROSE ROYCE	C				★	B		B	B	B	A	B	EPC A2238	C 8
BREAKER	SHANGHAI BREEZES JOHN DENVER		B	B						C			C	RCA 218	R 8
BREAKER	TAKE OFF BOB & DOUG MCKENZIE					★	A	A	B				B	HOSER 1	F 8
BREAKER	BABY I NEED YOUR LOVING FOUR TOPS	C	C											TMG 978	R 8
BREAKER	GOD'S KITCHEN I'VE SEEN THE WORD BLANCMANGE	C					B			C				BLANC 1	F 8

Key To Station Playlists

210 - THAMES VALLEY
 A A List
 B B List
 C C List
 ★ Hit Picks

PLYMOUTH SOUND
 A Top 30 + Extras
 B B List
 ★ Hit Picks

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

BBC SCOTLAND
 A A List
 B B List
 ★ Hit Picks

HEREWARD
 A A List

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

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

The real cost of getting yourself a hit single

IMAGINE YOU have just laid down the hottest number since 'Don't You Want Me'. It has been recorded, mixed, mastered, and it's ready to go. What more is there to do? Surely a record company will take it on, send it out to the radio stations and the shops, and it will sell on its merit as a perfect piece of pop.

Well no, not exactly. Recording small masterpieces is done every day. The heavy long-term investment comes in after the creative process is finished, and that investment is getting heavier by the day.

Record company marketing budgets are being trimmed to the bone, and a four-figure commitment from a major on a 45 is something of a rarity these days.

But if management and record company agree that your single has got what it takes to be a biggie, the big money will start to be invested.

The first priority to make your song a hit is to secure a realistic distribution set-up to make sure that it is available to any willing customer that might come along. And the second necessity is some form of attractive packaging. This will probably be at least a short-run picture bag, but a 12-inch version, a picture disc and certainly heavy point-of-sale presence and giveaway gimmicks will improve its chances of being noticed by the public and give credibility at dealer level. Unfortunately, all these cost real money, and will probably be charged against future royalties or eat into total marketing budgets for a band.

Next area to think about is radio promotion and here it is of paramount importance to hire the best Radio-1 promotion man possible. There are five or six top men in London, they are all very selective about the records they take on, and none them comes cheap.

Record company staff promotion people are very good. They have to be in a competitive world, but faced with 15 or 20 projects to work on in a month they might not be in a position to maximise the chances of your disc, and you will want someone to give it priority service.

Naturally an independent will charge the market fee for his services, but they are mainly on long-term retainers and it is very difficult to get on their representation list.

Just occasionally one of the top six will take on a one-off single – the best examples being football songs right now – which has an obvious chance but needs that extra touch of persistence to get it off the ground. The fee for a job like that might well be in the region of £80 to £100 per week to cover the plugger's expenses plus hefty bonuses according to chart performance. Some also work on the basis of publishing points.

Your promotion person will handle all national radio and TV plus the London

broadcasters but will not be able to service the regional ILR network. Local radio is becoming increasingly important in the marketing scheme of things but step two of the operation – calling in an impact marketing company like Promopeople or Bullet – will take care of them.

They will also take care of between £3,000 and £5,000 extra investment if you demand the full service which takes in store promotion at major singles accounts, and those important shops dotted around the country that they believe return to one of the industry charts.

Not all singles get the big treatment, but when a record company decides that it really does have a potential hit single on its hands it will splash out big money.

JOHN HAYWARD investigates just how much, and to whom.

BOTH COMPANIES like to work on a record for a month and will normally be handling up to half a dozen every week. They need around 5,000 copies of the single to give away to shops and 'prime the pump'. They also provide dealers with up to date information on how the record is faring on the airplay front and will know about local gigs or promotional visits which might help sales in a particular dealer's area.

So far, the impact marketing firm has been the most expensive item in the budget. Why use one at all?

"We like to think we are more professional in our approach, our people are more experienced and we have a breadth of knowledge about the business of breaking hit records which adds up to far more than mere promotion," said Bullet director Barry Evans.

"We are able to give priority to individual singles and make them stand out from the mass of records released every week. That's why major companies use us as well as the indies."

And Promopeople chief Alan Wade answered that retail promotion, although expensive because of the number of men that must be kept on the road and the amount of free product being given away, is essential in gaining recognition for a 45 at dealer level.

He said that gaining an *RB* chart position was the start of a process, which could only be maintained thereafter by the dealer being able to re-order easily and efficiently, so that the momentum established by marketing at retail level could be maintained.

Many artist's managers might also pull in an independent press agent to work on exposure in the music press and national newspapers. Like the independent pluggers, pr people are specialists who demand anything from £80 to £180

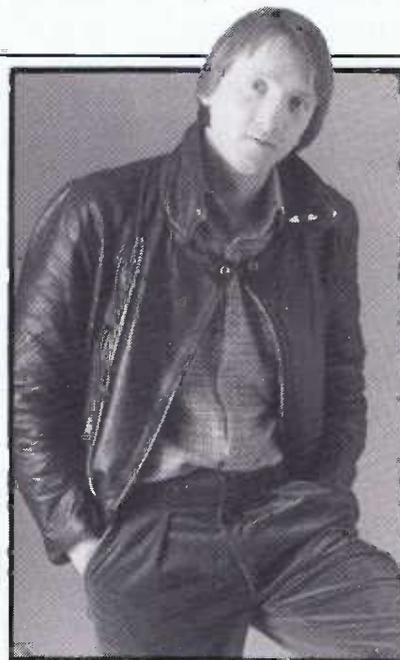
per week to work on a project, and normally like to operate on a long-term basis, keeping a smaller roster of clients.

BY NOW the combined efforts of the various independent operations plus the unstinting industry of the record company could well have achieved a placing at around 50 in the *RB* chart and fingers are being crossed for a *Top of the Pops* appearance. Interest could also be growing from regional TV producers, and thoughts are turning towards making a promotional video.

Videos of broadcast quality are expensive items wherever you go, and using one of the top production houses will be a major investment.

"The absolute minimum for a promo video these days would be around £3,000 I suppose," said Limelight's Steven Barron. "But you wouldn't be getting anything worthwhile for that. In fact chopping back the budget that low would probably work against it ever being broadcast because the standard of the competition would be too high."

Barron said his company would not



Steven Barron of video production house Limelight: "You wouldn't get anything worthwhile for £3,000."

some of the capital outlay on videos is growing. There are expanding possibilities of foreign broadcast – either by cable or on local pop shows – which cut down the necessity for expensive foreign tours to promote product abroad. The video juke box is a newcomer to the scene which could be bringing in significant money from the UK and USA before the end of the year.

A glance at the final total spend on one single could put hopeful rock entrepreneurs off for life. Quite apart from the recordings costs, your month's campaign has probably cost £1,000 in plugging fees, a further £500 for independent pr, £1,000 in free pressings and picture bags, between £4,000 and £6,000 to your retail and regional promotional team and perhaps £9,000 on a promotional video. . . say £17,000 to cover all contingencies.

Of course the returns from a 250,000 seller make the gamble all worthwhile. The record company will probably make a gross profit of around £25,000 and even after all the incidental expenses are removed, the gamble is seen to have paid off. Last year there were exactly 98 silver discs awarded by the BPI. The same period saw more than 5,000 45s released. That gives you a two percent chance of success. Serious business isn't it?

These days the chance of recouping



To break a new band's single from scratch costs up to £17,000, but the rewards are there for the lucky two percent who make it as big as Bow Wow Wow.

Albums/Tapes Top 60

RECORD BUSINESS
BESTSELLERS
RECORD BUSINESS

1	4	2	LIVE IN BRITAIN BARRY MANILOW ARISTA ARTV(C) 4 3.58 POLYGRAM *
2	1	2	1982 STATUS QUO VERTIGO 6302(7144) 189 3.05/3.15 POLYGRAM
3	42	2	COMPLETE MADNESS MADNESS STIFF (Z)HIT TV 1 3.58 CBS
4	2	9	PELICAN WEST HAIRCUT ONE HUNDRED ARISTA-CLIP HCC(TCHC)100 3.05 POLYGRAM ●
5	NEW	1	TUG OF WAR PAUL MCCARTNEY PARLOPHONE (TC)PCTC 259 3.55 EMI
6	6	27	CHARIOTS OF FIRE VANGELIS POLYDOR POLS(C) 1026 3.05 POLYGRAM ●
7	3	16	LOVE SONGS BARBRA STREISAND CBS (40)10031 CBS
8	60	2	DISCO UK/DISCO USA VARIOUS RONCO (4C)RTL 2073A/B 5.99 RONCO
9	11	3	STRAIGHT BETWEEN THE EYES RAINBOW POLYDOR POLD(C) 5056 3.25/3.38 POLYGRAM O
10	9	4	ASIA ASIA GEFEN GEF (40)85577 CBS
11	21	3	JUMP UP ELTON JOHN ROCKET HISPD(REWND) 127 3.25/3.35 POLYGRAM
12	5	5	SKY 4-FORTHCOMING SKY ARIOLA ASKY(ZCASK) 4 3.34 PRT O
13	8	10	ALL FOR A SONG BARBARA DICKSON EPIC EPC (40)10030 CBS *
14	14	3	SHAPE UP AND DANCE VOLUME 2 FEATURING ANGELA RIPPON VARIOUS LIFESTYLE LEG(C) 2 3.49 CBS
15	10	5	THE NUMBER OF THE BEAST IRON MAIDEN EMI (TC)EMI 3400 3.25 EMI ●
16	13	3	IRON FIST MOTORHEAD BRONZE BRNA(C) 539 3.25/3.38 POLYGRAM O
17	28	2	LA VERITE CLASSIX NOUVEAUX LIBERTY (TC)LBG 3034 3.25 EMI
18	16	3	SHOOT THE MOON JUDIE TZUKE CHRYSALIS (Z)CDL 1382 3.22 POLYGRAM
19	17	23	TIN DRUM JAPAN VIRGIN (TC)V2209 3.20 CBS ●
20	7	8	THE GIFT JAM POLYDOR POLD(C) 5055 3.25/3.38 POLYGRAM ●
21	30	2	THE SLIDE AREA RY COODER WARNER BROS K(4)56976 3.20 WEA
22	23	2	TIME PIECES - THE BEST OF ERIC CLAPTON ERIC CLAPTON RSO RSD(C) 5010 3.25/3.38 POLYGRAM
23	26	187	BAT OUT OF HELL MEAT LOAF EPIC EPC(40) 82419 2.74 CBS *
24	27	3	BROADSWORDS AND THE BEAST JETHRO TULL CHRYSALIS (Z)CDL 1380 3.22 POLYGRAM
25	12	6	PORTRAIT NOLANS EPIC EPC (40)10033 CBS ●
26	18	6	JAMES BOND - GREATEST HITS VARIOUS EMI (TC)EMTV 007 3.59 EMI ●
27	24	8	FUN BOY THREE FUN BOY THREE CHRYSALIS (Z)CHR 1383 3.04 POLYGRAM O
28	NEW	1	ARE YOU READY BUCKS FIZZ RCA RCALP(RCAK) 8000 3.25 RCA
29	31	3	A FLOCK OF SEAGULLS A FLOCK OF SEAGULLS JIVE HOP(C) 201 2.43 CBS
30	19	3	B.E.F. PRESENT MUSIC OF QUALITY AND DISTINCTION VARIOUS VIRGIN (TC)V2219 3.20 CBS
31	25	5	BLACKOUT SCORPIONS HARVEST (TC)SHVL 1823 3.25 EMI
32	29	25	PEARLS ELKIE BROOKS A&M ELK(CLK) 1981 3.25 CBS *
33	33	13	PRIVATE EYES DARYL HALL & JOHN OATES RCA RCAK(RCALP) 6001 3.04 RCA O
34	15	6	THE ANVIL VISAGE POLYDOR POLD(C) 5050 3.25/3.38 POLYGRAM O
35	NEW	1	DIVER DOWN VAN HALEN WARNER BROS K(4)57003 3.20 WEA
36	36	8	DIAMOND SPANDAU BALLET CHRYSALIS (Z)CDL 1353 3.22 POLYGRAM
37	22	6	FIVE MILES OUT MIKE OLDFIELD VIRGIN (TC)V2222 3.20 CBS O
38	NEW	1	THE VERY BEST OF DOLLAR DOLLAR CARRERE CAL(CAC) 3001 2.76 RCA
39	NEW	1	MUSN'T GRUMBLE CHAS & DAVE ROCKNEY (Z)ROC 909 PRT
40	39	29	DARE HUMAN LEAGUE VIRGIN (TC)V2192 3.40/3.20 CBS *
41	37	23	BODY TALK IMAGINATION R&B RBLP(ZCRB) 1001 3.07 PRT ●
42	32	13	NON-STOP EROTIC CABARET SOFT CELL SOME BIZZARE BZLP(BZMC) 23.05/3.15 POLYGRAM ●
43	20	17	BEGIN THE BEGUINE JULIO IGLESIAS CBS (40)(11)95462 CBS ●
44	34	4	SEVEN TEARS GOOMBAY DANCE BAND EPIC EPC (40)85702 CBS
45	52	2	FRIENDS SHALAMAR SOLAR K(4)52345 3.20 WEA
46	41	9	DR. HECKLE & MR. JIVE PIG BAG Y Y17(C) 2.65 SPARTAN/ROUGH TRADE/INDIES
47	46	7	CONCERT IN CENTRAL PARK SIMON AND GARFUNKEL GEFEN GEF (40)96008 CBS O
48	51	32	DEAD RINGER MEAT LOAF EPIC EPC (40)83645 2.74 CBS *
49	47	3	THE EARLY TAPES - JULY-AUGUST 1980 LEVEL 42 POLYDOR POLS(C) 1064 3.05 POLYGRAM
50	35	5	THE NAME OF THIS BAND IS TALKING HEADS TALKING HEADS SIRE SRK(SRC) 23590 3.96 WEA
51	40	8	KEEP FIT AND DANCE VARIOUS K-TEL NE 1161(CE 2161) 5.99 K-TEL O
52	NEW	1	BIG SCIENCE - SONGS FROM "UNITED STATES I-IV" LAURIE ANDERSON WARNER BROS K(4)57002 3.20 WEA
53	43	3	ABOMINO URIAH HEPP BRONZE BRON(C) 538 3.05 POLYGRAM
54	55	59	MAKING MOVIES DIRE STRAITS VERTIGO 6359(7150) 034 3.44/3.53 POLYGRAM *
55	38	9	ACTION TRAX VARIOUS K-TEL NE 1162(CE 2162) 5.99 K-TEL *
56	NEW	1	STRAIGHT FROM THE HEART PATRICE RUSHEN ELEKTRA K(C)52352 3.20 WEA
57	45	5	MAYBE IT'S LIVE ROBERT PALMER ISLAND ILPS(ICT) 9665 3.07 EMI
58	54	4	BILL WYMAN BILL WYMAN A&M AMLH(CAM) 68450 3.04 CBS
59	48	6	V DEEP BOOMTOWN RATS MERCURY 8359 052(7150) 082) 3.05/3.15 POLYGRAM
60	NEW	1	AMBIENT 4 ON LAND ENO EDITIONS EGED(C) 20 2.90 POLYGRAM

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

Prices show 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)



ALBUMS SCHEDULED FOR TV ADVERTISING

<p>NATIONAL DISCO UK/DISCO USA Now 1 week Various Ronco (4C)RTL 2073A+B 5.99</p> <p>CHARTBUSTERS '82 Now 3 weeks Various Ronco (4C)RTL 2074A+B 5.99</p> <p>ANGLIA SHAPE UP AND DANCE VOLUME 2 Now 1 week Various Lifestyle LEG(C) 2 3.49</p> <p>THE HITS LIST 17 May 1 week Various Warwick WW(4) 5123</p> <p>COMPLETE MADNESS 10 May 2 weeks Madness Stiff (Z)HIT TV1 3.58</p> <p>CENTRAL THE CONCERTS IN CHINA Now 2 weeks Jean Michael Jarre Polydor PODV(C) 3 4.35</p> <p>CHARIOTS OF FIRE Now 1 week Vangelis Polydor POLS(C) 1026 3.05</p> <p>BARRY - LIVE IN BRITAIN Now 1 week Barry Manilow Arista ARTV(C) 4 3.58</p> <p>WALL STREET CRASH Now 2 weeks Wall Street Crash Magnet MAGD(ZCMAD) 5045 3.25</p> <p>GRAMPIAN SHAPE UP AND DANCE VOLUME 2 Now 1 week Various Lifestyle LEG(C) 2 3.49</p>	<p>GRANADA THE CONCERTS IN CHINA Now 2 weeks Jean Michel Jarre Polydor PODV(C) 3 4.35</p> <p>BARRY - LIVE IN BRITAIN Now 1 week Barry Manilow Arista ARTV(C) 4 3.58</p> <p>THIS TIME Now 1 week England World Cup Squad K-tel NE 1169 (CE 2169) 5.99</p> <p>HTV SHAPE UP AND DANCE VOLUME 2 Now 1 week Various Lifestyle LEG(C) 2 3.49</p> <p>MUSIC FOR THE SEASONS Now 1 week Various Ronco (4C)RTL 2075A/B/C/D 5.99</p> <p>COMPLETE MADNESS 10 May 2 weeks Madness Stiff (Z)HIT TV1 3.58</p> <p>LONDON SHAPE UP AND DANCE VOLUME 2 Now 1 week Various Lifestyle LEG(C) 2 3.49</p>	<p>COMPLETE MADNESS Now 2 weeks Madness Stiff (Z)HIT TV1 3.58</p> <p>BARRY - LIVE IN BRITAIN Now 1 week Barry Manilow Arista (ARTV(C) 4 3.58</p> <p>SCOTTISH COMPLETE MADNESS Now 2 weeks Madness Stiff (Z)HIT TV1 3.58</p> <p>GOOD OL' COUNTRY SONGS Now 1 week Boxcar Willie K-tel NE 1168 (CE 2168) 5.99</p> <p>TVS SHAPE UP AND DANCE VOLUME 2 Now 1 week Various Lifestyle LEG(C) 2 3.49</p> <p>COMPLETE MADNESS 10 May 2 weeks Madness Stiff (Z)HIT TV1 3.58</p> <p>STAGS SHAPE UP AND DANCE VOLUME 2 Now 1 week Various Lifestyle LEG(C) 2 3.49</p>	<p>TYNE TEES CHARIOTS OF FIRE Now 1 week Vangelis Polydor POLS(C) 1026 3.05</p> <p>ULSTER COMPLETE MADNESS Now 2 weeks Madness Stiff (Z)HIT TV1 3.58</p> <p>TSW SHAPE UP AND DANCE VOLUME 2 Now 1 week Various Lifestyle LEG(C) 2 3.49</p> <p>MUSIC FOR THE SEASONS Now 3 weeks Various Ronco (4C)RTL 2075A/B/C/D 5.99</p> <p>COMPLETE MADNESS 10 May 2 weeks Madness Stiff (Z)HIT TV1 3.58</p> <p>YORKSHIRE THE HITS LIST 17 May 1 week Various Warwick WW(4) 5123</p> <p>THE CONCERTS IN CHINA Now 2 weeks Jean Michel Jarre Polydor PODV(C) 3 4.35</p> <p>CHARIOTS OF FIRE Now 1 week Vangelis Polydor POLS(C) 1026 3.05</p> <p>COMPLETE MADNESS Now 2 weeks Madness Stiff (Z)HIT TV1 3.58</p>
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New Singles

TOTAL RELEASES: 126

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

ADAM ANT GOODY TWO SHOES/Red Scab (Ltd. Edn. Pic Disc) CBS ○ CBS A2367 CBS ■
ALAN PARSONS PROJECT EYE IN THE SKY/Gemini Arista ○ ARIST 470 POLYGRAM
ALDO NOVA FANTASY/Under The Gun Portrait ○ PRT A2081 CBS
ANDREAS VOLLENWEIDER PYRAMID-IN THE WOOD-IN THE BRIGHT/Macro Micro CBS ○ CBS A2396 CBS ■
ANNA SYSTEMS BREAKING DOWN/Systems Breaking Down (Dance Version) RCA ○ RCA 213 ○ RCAT 213 RCA ■
AQUIZIM TRUE TRU LOVE/AQUIZIM & RANKING ANNCONCRETE SLAVE SHIP/Liberated Woman Ariwa
● ARID 1005 JETSTAR
A.B.C. THE LOOK OF LOVE (PART 1)/The Look Of Love (Part 2)/The Look Of Love (Part 3)*/The Look Of Love (Part 4) *
(12" Only) Neutron ○ NT 103S ● NTX 103 POLYGRAM ■

BILLY MCFARLAND RATHLIN ISLAND/Mama Sang A Song Homespun ○ HS 057 INDIES
BLACK SLATE RASTA REGGAE/Rasta Dub Top Ranking ○ TRY 1 ● 12SLATE 1 SPARTAN
BONGOS MAMBO SUN/Hunting/In The Congo* (12" Only) Fetish ○ FE 18 ● FE 18 INDIES ■
B.B. SEATON JAH HELPS THOSE THAT HELP THE MSELVES/Just Like A Rocker Disco Rocker ● DR 1001 JETSTAR
CARRIE LUCAS SHOW ME WHERE YOU'RE COMING FROM/Still In Love Solar ○ K13175 WEA
CHARGE FASHION/Ugly Kamera ○ ERA 007 STAGE ONE ■
CHINA CHRIS SCREAM DOWN AT ME/Cucumber Garden Virgin ○ VS 495 ● VS 49512 CBS ■
CHIPS DAVID'S SONG (WHO'LL COME WITH ME)/Celebrate The Love Tube ○ CHIPS 1 PINNACLE
CHRIS REA EVERY BEAT OF MY HEART/Don't Look Back Magnet ○ MAG 225 PRT ■
COLORADO GREEN FIELDS OF FRANCE/GREEN FIELDS OF FRANCE (Double A) Big R ○ BRS 09
PINNACLE/WYND UP/LUGTONS ■

COMSAT ANGELS IT'S HISTORY/Zinger Polydor ○ POSP 432 POLYGRAM ■
COOL NOTES I FORGOT HOW TO LOVE YOU/Why Can't We Be Friends Mass Media Music ● MMM 121008
PINNACLE/JETSTAR
COSMETIC COSMETIC/New Complexion Rough Trade ● RT 102 ROUGH TRADE/INDIES ■
CREATURES OF HABIT DOUBLE VISION/The Diplomat Underground ○ UMA 001 PINNACLE
CROWD ENGLAND/Latin Quarter JSO ○ EAT 16 PINNACLE

DALE HARGREAVES FLAMINGOS SCARED TO DEATH/Sun Ain't Gonna Shine/Andy Leaves Home Light Beat
○ LIGHT 001 ROUGH TRADE ■
DANA & THE NORTHERN IRELAND 1982 WORLD CUP SQUAD YER MAN/Yer Man's Theme Towerbell ○ TOW 21
PRT ■

DANCE STAY DOWN/You Got To Know Statik ○ STAT 16 ● STAT 1612 FAST PRODUCT/INDIES
DAVID MACHIN SHOOT SHOOT JOHNNY/Don't Let The Wine (Get Into Your Head) Brilliant ○ HIT 4 SPARTAN ■
DOMINO EFFECT THE MAN SHE WANTS/La Dolce Vita Disques Bleu ○ STL 6 CBS ■

EAST OF EDEN JIG A JIG (MEDLEY)/Marcus Junior Decca Originals ○ F13919 POLYGRAM
ECHO & THE BUNNYS BREAKING THE BACK OF LOVE/The Subject Korova ○ KOW 24 ● KOW 24T WEA ■
EEK-A-MOUSE DO YOU REMEMBER/TOYAN/STRICTLY THE DREAD Greensleeves ● GRED 88 SPARTAN/
JETSTAR

ENDGAMES WE FEEL GOOD (FUTURE'S LOOKING FINE)/Through Darkness Mercury ○ GAME 1 ● GAME 12
POLYGRAM ■

ERAZERHEAD SHELL SHOCK/She Can Dance Flicknife ○ SLF 208 PINNACLE ■
EXHIBIT 4 HIGH TECHNOLOGY/Machines Of War Underground ○ UND 727 PINNACLE
EYE TO EYE LIFE IN MOTION/Progress Ahead Automatic ○ K17938 WEA

FAMILY FODDER THE BIG DIG/Plant Life Fresh ○ FRESH 42 PINNACLE/FRESH/INDIES
FARAWAY STARS JEALOUS/Dishonest Runaway ○ RUN 501 PHI ■

FLAMES YOUR LOVE IS SLIPPING AWAY/That's What You Told Me Thrust ○ RUH 3 PINNACLE ■
FLAMINGOS IT'S GOTTA BE BAD (IF IT FEELS THIS GOOD)/Sometimes Cambridge ○ ULT 1001 PRT
FRAN & ANNA IT'S SCOTLAND FOREVER/Si Si Big R ○ BRS 11 PINNACLE/WYND UP/LUGTONS
FRANKIE LAINE ANSWER ME/Jezabel Bulldog ○ BD 24 PRESIDENT

FRANK RODGERS CHILDHOOD HEROES/Rock 'n' Roll Paradise Pulsar ○ PUS 104 WYND UP
FREDDIE CLARKE ARE WE GOING TO MAKE IT UP/TBA Live & Love ● LLDIS 205 JETSTAR/THIRD WORLD
FRONT 242 PRINCIPLES/Body To Body New Dance ○ ND 002 INDIES/PINNACLE
FUN BOY THREE THE TELEPHONE ALWAYS RINGS/The Alibi Chrysalis ○ CHS 2609 ● CHS 122609 POLYGRAM ■

GAP BAND EARLY IN THE MORNING/I'm In Love Mercury ○ MER 97 ● MERX 97 POLYGRAM
GEORGE CHANDLER THIS COULD BE THE NIGHT/Can't Go Back No More Polydor ○ POSP 436 ● POSPX 436
POLYGRAM ■

HAWK & CO. LIVIN' FOR THE GOOD TIMES/Sweet Talker Epic ○ EPC A2223 ● EPC A132223 CBS
HERBIE HANCOCK LITE ME UP/Satisfied With Love CBS ○ (Out Now) ● CBS A132371 CBS

INTERFACE AUTOMATON/Electronic Dreamland Blue Beat ○ HIT 001 ROUGH TRADE/INDIES
JACK JONES LYIN' EYES/Breaking Up Is Hard To Do Applause/K-tel ○ APK 202 CBS ■

JAH WOBBLE FADING/Nocturnal Jah Wobble ● JAH 1 ROUGH TRADE ■
JEROME (I'M INTO) YOUR LOVE/(I'm Into) Your Love (Instrumental) RCA ● RCAT 225 RCA ■
JOE DOLAN IT'S ONLY MAKE BELIEVE/Let Me In Ritz ○ RITZ 016 SPARTAN

JOHN HANDY HARDY WORK/Young Enough To Dream MCA ○ MCA 626 ● MCAT 626 CBS
JOHN WATT THREE CHEERS FOR BILLY BINGHAM/Joey Dunlop Homespun ○ HS 082 INDIES
JOHNNY MATHIS & DIONNE WARWICK FRIENDS IN LOVE/When The Loving's Gone Out Of The Loving CBS
○ CBS A2371 CBS ■

JUDY COLLINS GREAT EXPECTATIONS/Memory Elektra ○ K13180 WEA
KEITH MARSHALL LIGHT YEARS/There Goes My Heart Arrival ○ PIK 7 PINNACLE ■
KIDZ N.W.10 LA-LA-LA-LA LOGIC/Beep-Beep Willesden ○ RUB 1 CBS
KLAUS FLUORIDE SHORTNING BREAD/Drowning Cowboy Alternative Tentacles ● VIRUS 12 STAGE ONE ■

LANDSCAPE EASTERN GIRLS/Back On Your Heads RCA ○ RCA 219 ● RCAT 219 RCA ■
LIGHT OF THE WORLD CHECK US OUT/ Can't Stop EMI ○ EMI 5290 EMI ■
LOU RAWLS YOU'LL NEVER FIND ANOTHER LOVE LIKE MINE/Lady Love CBS ○ CBS 8866 WYND UP
LOVIN' FEELING DIFFERENT WORLDS, DIFFERENT PEOPLE/Come Ye Home Dazzle ○ DAZS 7 CBS

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