

# RECORD BUSINESS

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## American charts fall to 'second British invasion'

SUDDENLY THE US market is welcoming new British talent with open arms after a five-year period during which American radio simply refused to play the new English styles.

The breakthrough has been spearheaded by Human League and Soft Cell had a tough time securing any US release at all. It took A&M and Virgin to combine early this year to take 'Don't You Want Me' to the top of the singles chart and *Dare* into the top five albums. Sire picked up Soft Cell's 'Tainted Love' and has enjoyed a six-month run, climaxing at number nine in the *Billboard* chart last week.

A Flock of Seagulls, with a couple of minor hits under their belt in the UK, have stormed the American chart with their debut album, which was lying at 35 on the Jive label through Arista last

week, with the single 'I Ran' a new entry in the *Billboard* 100 at 86.

Arista itself is watching the steady progress of Haircut One Hundred who are climbing the singles and albums listing fast, along with the Thompson Twins whose *In The Name Of Love* is beginning to move up the top 200. Duran Duran are consolidating last year's good impressions in a similar manner while new EMI act Talk Talk is being well received.

EMI a&r chief Terry Slater enthused: "It is great for all of us. I think you could say the second British invasion is now under way. American format music was getting boring even for the radio programmers, and things have started to open up for new English music. A whole rash of stations are switching to exciting new UK material."

He added that the optimistic feeling is also emanating from record company personnel there, who are now keen to break people like Thomas Dolby and other recent UK signings.

Virgin's Richard Branson paid tribute

to the 'magnificent campaign' launched by A&M to push Human League to the top of the charts and revealed that offers are now pouring in to take on other Virgin artists like Simple Minds and Culture Club for America.

"It's now a matter of which offer to accept," he said. "That was certainly not the case a year ago, when we could not even get a release from Human League's *Dare* album."

At Arista, a&r head Simon Potts confirmed: "America is turning into a very hungry market for UK talent. I don't think it could have happened even a year ago, when all British music had the harmful and mistaken image of being punk. But the new UK bands like Haircut and ABC are dealing in great songs with strong melodies which seem to appeal to Americans."

Like other companies, Arista has initially worked its records through the Rock Pool imports system, which places them in clubs and on college radio. Building out of the dance clubs,

● TURN TOP 2



ALL SMILES as Chrysalis and Arista-Ariola renew their joint selling agreement with Tandem Record Sales - the selling arm for both companies - for a further three-year period.

Tandem is now installed at Eurodisc's West End headquarters at 3 Cavendish Square, and has been strengthened and restructured to include several new appointments. Mike Fay has been promoted to national accounts manager reporting to sales manager Peter Battershill, while Christine Dewar joins as sales administrator. Nigel Tucker and Dave McWilliam have been appointed as North and South regional sales managers respectively.

David Adams, commercial director at Arista-Ariola (pictured right) said: "With the five years experience that the Tandem sales force has had in the market place and under the continued leadership of Peter Battershill (pictured centre), we have a sales force second to none."

Keith Lewis (pictured left), Chrysalis marketing director, commented: "With the strengthening of the Tandem management team and the move to central London, we will be able to offer a better service to the dealer in the hard times that still lie ahead for everybody in the business."

## G & L's Crawley sleeve centralisation

WITH THE future requirements of Britain's record companies in mind, Garrod & Lofthouse is planning to combine the bulk of its sleeve-printing resources in adjoining factories at Crawley. Scheduled to take place during August, the move will create one of the largest four-colour sheet-fed and web-offset printing operations in the UK.

The decision to concentrate printing activities in Crawley will bring about the closure of the Caterham works where

sleeve manufacture has been carried out since 1958. All staff will be offered new employment at Crawley and all machinery will be transferred there. During the move existing sleeve back-up facilities at Crawley will be made available to ensure that there is no loss of production potential. Sleeve production at Bedford via the Sleeveprint subsidiary will continue, with particular emphasis on the new machinery for 7-inch output.

Commented Chris Garrod, G&L

director in charge of sleeve production:

"We have been fortunate in securing an additional 30,000 sq. ft. of factory space next door to our Kelvin Way works and by consolidating our sleeve production in Crawley we will be in a better position to respond to the industry's future total packaging requirements on records and tapes, particularly at peak times. We have plenty of room for expansion and will be able to move in whichever direction the market demands."

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## CBS/Epic tape EPs in August – industry turning to gimmicks

CBS/EPIC is launching a series of cassette EPs in mid-August under the banner 'Four Star Tracks', with titles from Abba, Altered Images, Shakin' Stevens, Meatloaf and other top acts.

The launch is of 15 titles each featuring four singles by the groups on chrome tape. Packaged in standard library cases the tapes have full-colour inlay cards.

With up to 40 minutes of music – the same four tracks repeated on each side – CBS is pushing the value for money angle. Dealer price is £1.21, the same as a 12-inch single, and market price is expected to be £1.99 or less.

Dealers ordering packs of 80, including all titles, qualify for a counter-top presenter and there will be point of sale material.

● **RECORD COMPANIES** are looking to expensive gimmicks to boost the flagging singles market with an average of 25 percent of the Top 100 available in picture disc form and approaching 50 percent in 12-inch.

A study of the RB charts and new releases reveals an increasing reliance on these methods while picture covers are now an essential part of the release

## Virgin sets OMD in video surge

VIRGIN VIDEO, launched last year with two cassettes, moves into stage two of its development this month with the release of a 52-minute film of Orchestral Manoeuvres in The Dark entitled *Live At The Theatre Royal Drury Lane*.

During its initial release period Virgin is offering the films at £19.99 on mail order only. The suggested retail price will be £24.99 and will also be available on rental. Distribution will be via Video Palace.

Meanwhile Virgin has acquired a varied cross-section of films for Autumn release including the erotic Japanese epic *Ai No Corrida*, *Richard Pryor In Concert* and selections from the ten Andy Warhol films the company has picked up including the best-known *Trash*, *Heat* and *Flesh*. Virgin will also be distributing to cinemas and video simultaneously a comedy film called *Eating Raoul* due to receive its UK debut at the Edinburgh Festival.

of a hit single and the dance market now requires a 12-inch disc. The Top 50 disco chart contains no less than 39 12-inchers and out of the 11 exceptions eight are imports.

Even the Indie Chart is not exempt with the number one 'Woman' by the Anti-Nowhere League available in picture disc form, and a smattering of gimmicks elsewhere.

Each week some 30 percent of the new single releases are available in 12-inch format and there has been an average of two new picture discs per week since the beginning of May.

Double-pack singles, coloured vinyl and even one cassingle has been marketed, although the experiences of last Summer appear to leave the latter gimmick out of favour.

## Our Price chain looks forward to bigger profits despite slump

DESPITE DIFFICULT trading conditions being encountered by record retailers generally, the London-based Our Price chain is finding the recession no deterrent to business.

Our Price with 63 outlets in London and the Home Counties, turned in an impressive gain in turnover – from £15 million up to £18 million in the financial year just ended. According to figures just released, the chain is anticipating pre-tax profits of around £700,000, all of which is being ploughed back into the



HIT TRIO Odyssey are seen at the Xenon Club while on a promotional visit to London which took in *Top Of The Pops*, press and radio interviews

plus club pa's at other clubs. The vocal group, centre, is seen with RCA staff and publicists Eyes & Ears.

record industry, according to director Mike Isaacs.

And the company is not predicting any slowing up in its retail business over the next 12 months, with a further turnover increase to £22-£23 million expected which will bring in profits in the region of £900,000.

Our Price calculates that each of its 63 shops takes an average of £5,000 over the counter each week from a choice of over 2,500 items.

But joint managing directors Gary

Nesbitt and Mike Isaacs, who own 46 percent of the company – a further 20 percent belongs to chief investors Midland Bank Industrial Finance – haven't brought the company to its present healthy state without a struggle. After paying £1 million for the 41-store Harlequin chain, they had to find a further £250,000 to cover stock write-off and redundancy payments.

As previously reported, two new openings are scheduled for Crawley and Harlow, with a third at Staines.

## Blue Note jazz re-launched by Capitol

BLUE NOTE is being reactivated by Capitol Records with a series of 21 albums under the banner Blue Note Reissue Series, released on July 19.

The albums feature such jazz stars as Miles Davis, Thelonius Monk, Horace Silver, Art Blakey, Herbie Hancock and Cannonball Adderley.

Formed in 1939 the label was responsible for recording most of the jazz greats during the 1950s and the albums on release are divided into two areas, mono (BLP prefix) and stereo (BST).

Albums are being centrally pressed in France using original style labels and superior quality sleeves which resemble

the originals.

Dealer price is £2.99 and the albums include a catalogue leaflet drawing attention to other releases in the series. EMI will undertake a dealer mailing of a catalogue poster to coincide with the Capital Jazz Festival.

## Capital's Blackmore to join new ILR consortium

TIM BLACKMORE, Capital Radio's head of programmes, has resigned to become chief executive designate of the Mid-Kent Radio consortium bidding for the ILR franchise for the Maidstone-

Medway area. He leaves in September and will undertake consultancy work and independent projects until MKR claims his attention fulltime.

Blackmore, a familiar figure in the

record industry, was previously the station's head of music. He joined from Radio-1, where he wrote and produced *The Story of Pop* and one of his most recent activities at Capital has been planning a series called *Twenty Years On* which looks at the lives of music personalities whose careers were changed by an event two decades ago.

## £80,000 Sony 24-track digital recorder

LONG AWAITED, Sony's state-of-the-art PCM 3324 24-track digital recorder was introduced last month at the APRS Exhibition.

It will be used to replace the PCM 1600 unit, the first to utilise the pulse code modulation recording technique with 1/2-inch video tape replacing conventional professional audio tape, when it was launched three years ago. This model, utilising two channels, has since sold 150 units worldwide to studios and record companies and

began the trend towards digital recording.

Apart from its technical advantages – these include the facility to produce multiple generation copies without loss of quality, and extremely simple splice-editing – the model is the first to be based on a format agreed with other manufacturers, among them MCI and Studer which jointly represent a significant proportion of studio installations.

The 3324 costs £80,000, but even

with the UK studio business suffering from the recording industry recession, it looks as though the top companies will have no option but to adopt the latest fashion trend, in the same way that computerised mix-down caught on as an essential item of equipment. Its appeal will be further enhanced by the pending launch of the Philips-Sony compact disc, on which top acts will inevitably expect their albums to be made available along with the conventional analogue 12-inch discs.

● **UK ACTS IN AMERICA.** From P.1. independent promotion men then take the discs to FM radio stations which are prepared to play them if the club reaction is strong enough.

Jive's general manager Bob Nolan also complimented the Rock Pool system for breaking A Flock of Seagull's first two singles, although he commented that the band was aided in the rock dominated American market because it was a more guitar-based outfit and more easily accessible to American ears.

# MULLINGS

HOW COMMITTED is **Thorn EMI** to continuing in showbusiness? Not greatly, it seems, if Kenneth Fleet, the Financial Editor of the *Sunday Express* is to be believed. In his column last week, Fleet was asking if the company has 'finally seen the showbiz light'? His answer - "The entertainment business is not really for them". Predicting that there would be a withdrawal from Hollywood film production, Fleet also expressed his concern about the outcome of the postponement of the launch of the VHD videodisc, on which he estimated an investment of £30 million for programming had been made. Fleet awaits publication of the annual report in six weeks' time, but clues to the future may be available when preliminary figures are published this week . . . TEMI may have made the right decision in postponing its VHD disc - the *Sunday Times* noted that one Laservision dealer is offering ten free discs, worth £170, with each player. Will such apathy also greet the arrival of the Compact Disc, regarded in many quarters as being the catalyst which will bring about a resurgence of consumer interest in recorded music? As they say, time will tell . . .

NEVER a dull moment when the unpredictable **Malcolm McLaren** is around. His latest meisterstroke is to sign a solo deal with Charisma and is currently in New York with producer **Trevor Horn** of Buggles, ABC and Dollar fame recording his debut, an album with the working title *Folk Dances Of The World*. What nobody seems to be sure of is whether the talsy one intends to sing . . . a bevy of fan club members were invited along to hear the **Shadows** record a "live in the studio" album at Abbey Road, which will be offered free with the act's next LP in the autumn. In competition with several other artists, the Shads won the nod from composer **Vangelis** to record his title theme from the film *Missing*, but the Greek appears to be in no hurry to follow up his *Chariots Of Fire* success, having reportedly told Polydor that he doesn't envisage the music from *Blade Runner* being released as an album . . . death last week after a long illness of indie promo man, **Mike Willis** (34). His wife Carol is a secretary to Tony Smith at Hit and Run.

BPI PLEASE note - a group of magazine giants are getting together to promote the concept of magazine reading - a campaign which will coincide with the arrival of Channel 4. So whatever did happen to the industry's generic advertising ideas? . . . **Arista** claiming that **Haircut One Hundred** is now the biggest selling act in the history of the UK company. And who is the front runner in the Arista-Ariola group. Barry Manilow? Wronggggg. It's actually the **Alan Parsons Project**. Parsons and partner Eric Woolfson have notched up worldwide sales of over 12 million albums . . . re our recent report on instant deletions in the Argentine record industry, CBS MD **Paul Russell** wrote to suggest that the company's rush release out there should be retitled 'La Marcha Back From De Malvinas' . . . a son, Nicholas, for K-tel international a&r manager **Peter Summerfield** and wife Christine . . . still less than one-year-old, **Zomba Music's** Jive label is making its mark internationally, particularly in Germany where it has scored twice with **Tight Fit** and **A Flock of Seagulls** and also in the US where Seagulls has a Top 40 LP, and in Canada where it went Top 10 . . .

**BARCLAY JAMES HARVEST** will preview their *Concert For The People* LP, recorded before an audience of 175,000 people in Berlin, a new series of late night concerts being screened on BBC-1 on Tuesdays. **AC/DC** kicks the series off this week and other shows will be by **U2**, **Journey**, **OMD** and the **Doobies**. Also upcoming on BBC2 on Thursday, a *Newsnight* special by **Robin Denselow** marking the 20th anniversary of the **Rolling Stones** . . . just as our lads brave World Cup run was grinding to a halt, CBS delivered a press kit to push Jeff Wayne's 'Matador', the ITV theme. Among the goodies was a sheet of useful phrases, including 'Kick him, he's still breathing' and, more appropriately, 'I wish I'd gone to the pub' . . . now **Toyah Willcox** has dissociated herself from EG's 'Nine To Five' single, a duet with Adam Ant. 'Pathetic opportunism' snaps the red-headed one . . .



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## Distributor set up by three execs

A FURTHER contender in the hotly-contested market for indie label distribution will be launched in the Autumn. The company has been formed by John Howes, former RCA deputy managing director, Geoff Hannington, md of Logo, and David Pick who runs the DP Management business affairs consultancy.

To be known as Independent Distribution Services, the company will also be involved in the sale and distribution of videocassettes. A full range of marketing services will be offered. A sales team and separate field promotion force, both nine-strong, are being recruited plus a tele-sales team. Additionally IDS will offer pressing facilities through an arrangement with an outside plant.

The company has secured seven-figure financing through a merchant bank.

## Top names on WOMAD LP

WEA INTERNATIONAL has taken on an album called *Music And Rhythm* (K 68045) for the world - a double set designed to celebrate the growing influence of non-Western music on contemporary rock.

It is a benefit LP for the forthcoming WOMAD Festival due to take place this weekend at the Royal Bath and West Showground near Shepton Mallet, the proceeds from which are being donated to UNICEF.

Released on July 16, it includes specially commissioned cuts from Peter Gabriel with Stewart Copeland and Shankar, The Beat, Pete Townshend, Rico, Peter Hammill while David Byrne, XTC and Holgar Czukay have also provided music for the 21-track album which carries a £4.50 dealer price (tape £3.96).

Among the non-western artists are The Drummers of Burundi, African pop artist Price Nico Mbarga, Mighty Sparrow, Shankar, Afro-Caribbean group Ekome and Morris Pert.

The Shankar track 'Himalaya' (K 19238) is out on 45 on the same date and the 'B' side is a specially-written track by Echo and the Bunnymen guitarist Will Sergeant called 'Branches' which is not on the LP.

## EMI catalogue

EMI HAS published its annual numerical catalogue, current to the end of April this year and a new full catalogue is due this Autumn.

The numerical catalogue (NUMCATA 82) which has a dealer price of £3 (no VAT on books) is divided into three main categories, Pop, Classical and Video, with albums and singles and for the first time 12-inch singles.

After the protests which followed the last catalogue publication the title section has been restored into the next main catalogue, due September.

## Pic discs for Madness single

PICTURE DISC copies of the new Madness single 'Driving In My Car' (P/BUY 153) are available from Stiff. The standard single has a picture bag.

**KING TRIGGER'S** single 'River' (CHS 2623) is available in a limited edition poster bag and as a picture disc and 12-inch disc. It is produced by Steve Lillywhite. Dealer price on the 12-inch (CHS 12 2623) is £1.39 and the picture disc (CHSP 2623) £1.04.

**LATEST SINGLE** from Buzz is a version of 'Hit The Road Jack' (RCA/T 248) which is available in both seven and 12-inch formats.

**NEW SIGNING** Distinction, a four-piece female vocal group from Liverpool, have a single released by Hansa Records this week. The group was discovered by Roy Carter, producer of Junior and Central Line, and he both wrote and produced 'That's The Way I Like It' (HANSA 16) which is available in both seven and 12-inch forms.

**JANET KAY** has her debut single for Arista released this week. 'You Bring The Sun Out' (ARIST 481), a Randy Crawford song, is available in both seven and 12-inch forms.

**DONNA SUMMER'S** latest single 'Love Is In Control (Finger On The Trigger)' (K79302/T), her first for Warner Bros, is now available in a 12-inch remixed version lasting 7 minutes. The 'B' side is an instrumental version of the number.

## Bournemouth act inks for new indie



**WITH A** debut single called 'The Letter', where better to locate a signing picture? Pictured above is Bournemouth-based band D'Arc inking with the new independent label The Flying Record Company set up by Waterloo Productions md John Cooper (third right) and Flash Management chief Paul Walden (second left).

A new publishing firm Flying Music, has also been set up to work on the publishing of artists signed to the label, which is described by Walden as being unashamedly commercially-minded and very singles oriented.

Walden and Cooper have secured distribution through CBS via Alan Wade's Sales People operation while promotion is being handled by Ray Stock. There are licence deals in

## Merchandising

**GEORGE GERSHWIN'S** classic 'Summertime' is the new single from The Fun Boy Three released on July 23. The single is available in seven and 12-inch, the latter an extended version.

**CHINA CRISIS** next week release an extended, remixed version of their minor hit 'African And White' for Virgin/Inevitable. It will be available in both seven and 12-inch formats, both repackaged and given a new 'B' side 'Red Sails'. The 12-inch includes the original 'B' side 'Be Suspicious'.

**TOWERBELL HAS** released the debut single by Attack, described as the hottest Swedish group since Abba. It is 'Ooin' In The Moonlight' (TOW 23) available in a full-colour picture sleeve and backed by consumer press advertising and point of sale material.

**RANKING ROGER** of The Beat and veteran dread Pato have teamed up as Pato & Roger for a single on the Go-Feet label. 'Ago Talk' (FEET 12/14) is packaged in a picture bag and is available in seven and 12-inch formats.

**NEW SINGLE** from Philip Lynott, of Thin Lizzy, is 'Together' (SOLO 4/12). It is being marketed as the follow-up to 'Yellow Pearl' and again links Lynott with Midge Ure of Ultravox. It is also available in 12-inch and is taken from a forthcoming album.

**POLYDOR HAS** rush-released a 12-inch version of the Irene Cara hit 'Fame' (RSOX 90) and it has an extra track. The

company is also repromoting the album of the same name (2479 253).

**THE STRANGLERS** last single for EMI is 'Strange Little Girl' available on Liberty today (July 12). The company is preparing a greatest hits collection for Autumn release.

**JIMMY CLIFF** has a new single released by CBS on Friday. It is 'Roots Radical' (CBS A2604) and is being followed on August 6 by an album Special (CBS 85878). Ron Wood of the Rolling Stones is featured on the album. CBS plans a large marketing campaign, including a special edition voucher which will enable buyers to apply for a free dub album. Cliff appears at the Capital Jazz Festival on July 17.

**CHARISMA RECORDS** has released singles by new bands 24 Hours and Afraid Of Mice. 'Siberian Sid' is the debut by 24 Hours, a London band produced by Mike Hedges, while Liverpool's AOM releases 'At the Club', which features a brass section for the first time.

**LEVEL 42** members Mark King and Mike Lindup release a single under their nicknames Thunderthumbs & The Toetsenman for Polydor. 'Freedom' (POSP/X 480) is available in both seven and 12-inch formats in a special bag.

**SHEENA EASTON** has a new single 'Machinery' (EMI 5326) released today (July 12) in a picture bag. It is taken from her forthcoming fourth album due this Autumn. Promotion surrounds a press conference she is giving tomorrow (Tuesday).

## Deals

**Benelux** with Dureco and Aves in Germany.

After 'The Letter' (FLY 101) will come a single from Phil Cordell entitled 'Whiplash'. Product will be available from CBS Barby Road or Sales People at regular CBS prices, albums carrying a FLYLP prefix and tapes FLYMC.

The label is currently negotiating with several other acts, although Walden stressed that company policy will be to release no more than one single per month and two albums per year.

A NEW label called A Major Record Company has been formed by writer-producer Mark London and Mike Moran. The company has just released its first single in America via Atlantic Records by Orient Express, while negotiations for UK and European distribution are currently being finalised.

**CO-WRITER OF 'I Won't Let You Down'** and lead singer with PhD Jim Diamond has been signed to Rondor Music. Having sold a million copies in Europe, a long-term world wide agreement has been structured in time for the song's release in America.

**AFTER FOUR** and a half years as head of promotion at Stiff Records, Sonnie Rae has left to form the Sunshine Plug Company a freelance radio and TV promotions service contactable on 01-960 6591.

## Ins & Outs

**GRANT CARLTON** has joined The Station Agency after running the Gleeclub agency for the past year. He takes with him Blancmange, The Monochrome Set and The Passage.

**PETE CHALCROFT**, previously with Avatar and Bronze Records, is joining DJM Records as head of A&R.

**PUBLICITY AND** marketing consultants JAC have moved to 6-7 D'Arblay Street, London W1 (Tel: 01-734 6965).

**PHONOGRAM HAS** made the following appointments: Andy Murray joins the company as product manager from Arista/Ariola. He has previously worked for CBS, Stiff, Circuit and Virgin Retail.

Michaela Connolly has joined the London Radio promotion team as promotion executive. She was previously with Magnet and DJM.

Ashley Goodall has joined the A&R team as a manager from EMI where he held a similar position. He was responsible for the signings of Talk Talk, Vice Squad, Angelic Upstarts and Iron Maiden.

## Manilow correction

Due to an error in compilation Barry Manilow's *Barry - Live In Britain* was left out of the second quarter chart survey. Its correct position should have been number 6 in the Top Albums.

# Crazy – when chart items are cheaper than catalogue

ONCE AGAIN we are told that the industry is putting a brave face on plunging record sales (RB 28 June). We were told this in 1980 and again in 1981. But plunging disc sales are not confined to the Summer doldrums – the decline is year-round and appears to be accelerating. Why? What are the answers?

Readers of *Observation Post* during the last couple of months know why and I am sure know some of the answers. Well, at least, the retail end of the business does, or so it seems, from the response to, and agreement with, my June 1 article. But what of the record companies? A “steadfast resistance to gloom” we are told. That’s hopeful. What is not hopeful is their steadfast refusal to listen to retailers and realise the errors of their ways. In the June 1 article I revealed percentage changes in turnover, profits and overheads, as well as purchases related to record companies in the last year against the previous year. This seems to have created quite a stir. But only one major record company – RCA – bothered to contact me personally about these revelations.

Whatever the reasons for the decline, it is quite clear that the remedies have

and the worsening situation which will inevitably result.

Managing directors must take bold decisions if the trend is to be reversed. The initial result of taking the necessary decisions may involve even greater consumer resistance in the short-term. However, when it dawns on the industry and the consumers that there is a lot more to records than scrabbling about to knock a couple of quid off the top product, the industry should become much more healthy.

● I AM pleased that Alan Davison has become chairman of RAVRO, for his message in recent months seems to have been similar to mine. I hope that the first thing he does is to get rid of the ‘AV’ initials. Video has little in common with records. There is already a Video Trade Association and it seems a pity to split the efforts necessary of such an organisation when the record industry is in such a perilous state. I am sure record retailers would be more likely to support an organisation which is dedicated to one particular trade and has teeth.

MARTIN ANSCOMBE

## Chas & Dave *dahn* at Charlton to meet customers



STRAIGHT OFF the beach at Margate into the cash & carry at Charlton. Recording stars Chas & Dave make a

promotional visit to Makro’s record department where they signed autographs for countless customers.

## Observation Post

eluded the record companies. Perhaps this is because record companies just have not come to terms with the effects of their actions over the last few years. In their efforts to generate greater volume of chart sales they have exacerbated the problems. I have often been critical of heavy discounting because it leads to customer price-confusion and subsequently customer-distrust of the industry as a whole. Two current chart examples – Roxy Music’s *Avalon* selling at £3.75 to £5.75 and Randy Crawford’s *Windsong* at £2.99 to £5.49 – highlight the crazy situation.

Can record companies really say that such variations are desirable? Hardly, for the last few years have seen that greater discounting has led to greater decline. Someone said recently that the record industry must be mad to give its greatest discounts for those items which are in greatest demand. This peculiar syndrome is also affecting back-catalogue. Customers often find that the back-catalogue of favourite artists is more expensive than a current chart item. And it is most telling that catalogue material and its availability has markedly declined during the shift to non-specialist, discounted volume sales.

The message is quite clear: if the companies continue to pursue their present policies of discriminatory discounting at the wholesale level, of curtailing their catalogue and of failing to maintain adequate stocks, then they deserve all they are now experiencing,

### DEALER WANTS LIST

HERE IS the latest selection of titles which other dealers are anxious to trace and for which they have customer

ARTIST	TITLE	NUMBER	
Johnny Horton	Greatest Hits	CBS 62186	LP
Waylon Jennings	Best Of	LSA 3000	LP
Soundtrack	Southern Comfort	NK??	LP
Roy Fox	At the Monseigneur	ACL 1172	LP
Les Reed	Hit Making World Of	SPA 386	LP/Cassette

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

waiting. Take a look through your browsers and let me know if you have a copy available.

Linda Lewis	Hacienda View	ARL 5033	LP
Soundtrack	Adventures of Luke Skywalker	NK??	LP
Jussi Bjorling	Pearl Fishers	RB 9271	Single
Joan Hammond	Golden Voice Of	HQM 1186	LP
Soundtrack	Live And Let Die	UAS 29475	LP

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

## RAVRO to beef up its policy

OPEN MEETINGS on Wednesday and Thursday mark the beginning of a new period of aggressive action by the Record and Video Retailers Organisation under new chairman Alan Davison.

He is convinced that RAVRO should be seen as the voice of the record retailing industry and is prepared to take any mandate from dealers to the companies.

He is under no illusions about the task ahead. “The hardest thing in the world is to get dealers together but they have got to be prepared to come along and speak if there are to be any improvements,” Davison said.

The first meeting is at the Bloomsbury Hotel, Bloomsbury Square, London WC1 on Wednesday and second at the Midland Hotel, New Street, Birmingham, on Thursday – starting time 7 pm.

Davison’s first act as chairman was to get EMI to include an invitation to the meetings in its dealer mail-out. The meetings are open to non-members of RAVRO and further regional meetings will be held if there is a demand.

\*Owing to a printing error the telephone number of RAVRO appeared incorrectly last week. The number is 01-994 7592 (contact: Arthur Spencer Bolland).

## Textlite ideal for retailers



MOVING MESSAGES speak louder than words is the campaign slogan from Textlite UK. The Washington, Tyne & Wear company manufactures an electronic visual display unit which can carry horizontal and vertical messages – up to 200 words memorised at any one time.

The Textlite MM300 costs £265 plus VAT and the dealer can type in his own messages. This type of visual display can be used in-store or in the window and interested dealers should contact 0632 478585 quoting *Record Business*.

# Top 100 Singles

\*RECORD BUSINESS\*  
**BESTSELLERS**  
\*RECORD BUSINESS\*

- 1 38 2 **HAPPY TALK**  
CAPTAIN SENSIBLE A&M CAP(P) 1 CBS
- 2 4 6 **FAME**  
IRENE CARA RSO RSO 90 POLYGRAM
- 3 4 6 **INSIDE OUT**  
ODYSSEY RCA RCA(T) 226 RCA
- 4 3 5 **ABRACADABRA**  
STEVE MILLER BAND MERCURY STEVE 3 POLYGRAM
- 5 6 3 **MUSIC AND LIGHT**  
IMAGINATION R&B RBS(L) 210 PPS
- 6 10 5 **A NIGHT TO REMEMBER**  
SHALAMAR SOLAR K12162(T) WEA
- 7 5 3 **JUST WHO'S THE FIVE O'CLOCK HERO**  
JAM POLYDOR 2059504(2141508) POLYGRAM
- 8 8 5 **NO REGRETS**  
MIDGE URE CHRYSALIS CHS 2618 POLYGRAM
- 9 12 7 **WORK THAT BODY**  
DIANA ROSS CAPITOL (12)CL(P) 241 EMI
- 10 2 10 **I'VE NEVER BEEN TO ME**  
CHARLENE MOTOWN TMG 1260 RCA
- 11 18 4 **NOW THOSE DAYS ARE GONE**  
BUCKS FIZZ RCA RCA(P) 241 RCA
- 12 13 7 **BEATLES MOVIE MEDLEY**  
BEATLES PARLOPHONE R6055 EMI
- 13 19 7 **IKO-IKO**  
NATASHA TOWERBELL-TOW(X) 122 PRT
- 14 21 6 **MURPHY'S LAW**  
CHERI 21/POLYDOR POSP(X) 459 POLYGRAM
- 15 14 10 **HUNGRY LIKE THE WOLF (NIGHT VERSION)**  
DURAN DURAN EMI (12)EMI 5295 EMI
- 16 7 11 **I'M A WONDERFUL THING, BABY**  
KID CREOLE & THE COCONUTS ZE (12)P/WIP 6756 EMI
- 17 34 3 **NIGHT TRAIN**  
VISAGE POLYDOR POSP(X) 441 POLYGRAM
- 18 25 3 **FOR THOSE ABOUT TO ROCK (WE SALUTE YOU)**  
AC/DC ATLANTIC K11721(T) WEA
- 19 23 4 **FREEBIRD**  
LYNYRD SKYNYRD MCA MCA(T)(P) 251 CBS
- 20 9 18 **TORCH**  
SOFT CELL SOME BIZZARE BZS 9(12) POLYGRAM
- 21 26 5 **HEART STOP BEATING IN TIME**  
LEO SAYER CHRYSALIS CHS 2616 POLYGRAM
- 22 35 3 **SHY BOY**  
BANANARAMA DERAM NANA(NANX) 2 POLYGRAM
- 23 22 6 **LAS PALABRAS DE AMOR**  
QUEEN EMI EMI 5316 EMI
- 24 16 10 **THE LOOK OF LOVE**  
ABC NEUTRON NT(X) 103 POLYGRAM
- 25 42 2 **DA DA DA**  
TRIO MOBILE SUIT CORP CORP 5 POLYGRAM
- 26 41 2 **I SECOND THAT EMOTION**  
JAPAN HANSA-ARIOLA HANSA(12)12 POLYGRAM
- 27 28 4 **VIDEOTHEQUE**  
DOLLAR WEA BUCK 4 WEA
- 28 14 5 **AVALON**  
ROXY MUSIC EG(POLYDOR).ROXY 4 POLYGRAM
- 29 15 9 **GOODY TWO SHOES**  
ADAM ANT CBS CBS A(11)2367 CBS
- 30 17 6 **I WANT CANDY**  
BOW WOW WOW RCA RCA 238 RCA
- 31 20 7 **DO I DO**  
STEVIE WONDER MOTOWN TMG(T) 1269 RCA
- 32 46 3 **ME AND MY GIRL (NIGHTCLUBBING)**  
DAVID ESSEX MERCURY MER 107 POLYGRAM
- 33 32 3 **TAKE IT AWAY**  
PAUL MCCARTNEY PARLOPHONE (12)R6056 EMI

- 34 37 4 **ROCK THE CASBAH**  
CLASH CBS CBS A(13)2497 CBS
- 35 90 2 **IT STARTED WITH A KISS**  
HOT CHOCOLATE RAK RAK 344 EMI
- 36 29 9 **HOUSE OF FUN**  
MADNESS STIFF (P)BUY 146 CBS O
- 37 36 4 **STREET WALKIN'**  
SHAKATAK POLYDOR POSP(X) 452 POLYGRAM
- 38 31 14 **ONLY YOU**  
YAZOO MUTE 7MUTE(12MUTE) 020 SPARTAN/ROUGH TRADE O
- 39 27 6 **GOING TO A GO GO**  
ROLLING STONES ROLLING STONES RSR 110 EMI
- 40 49 4 **LOVE HAS FOUND IT'S WAY**  
DENNIS BROWN A&M AMS(X) 8226 CBS
- 41 24 5 **WE TAKE MYSTERY (TO BED)**  
GARY NUMAN BEGGARS BANQUET BEG77(T) WEA
- 42 NEW 1 **LOVELY MONEY**  
DAMNED BRONZE BRO(P) 149 POLYGRAM
- 43 43 6 **SPACE AGE LOVE SONG**  
A FLOCK OF SEAGULLS JIVE JIVE(T)(P) 17 CBS
- 44 33 13 **MAMA USED TO SAY**  
JUNIOR MERCURY MER(X) 98 POLYGRAM
- 45 51 4 **SOONER OR LATER**  
LARRY GRAHAM WARNER BROS K17925(T) WEA
- 46 30 4 **SPIRIT**  
BAUHAUS BEGGARS BANQUET BEG79(P) WEA
- 47 45 6 **FAMILY MAN**  
MIKE OLDFIELD VIRGIN VS(Y)-489 CBS
- 48 40 8 **THE BACK OF LOVE**  
ECHO & THE BUNNYMEN KOROVA KOW 24 WEA
- 49 52 3 **COME ON EILEEN**  
DEXYS MIDNIGHT RUNNERS & EMERALD EXPRESS MERCURY DEXYS 9(12) POLYGRAM
- 50 55 2 **SENSITIVE**  
MICK KARN VIRGIN VS 508 CBS
- 51 53 9 **BRAVE NEW WORLD**  
TOYAH SAFARI SAFE(P) 45 SPARTAN
- 52 54 6 **IKO IKO**  
BELLE STARS STIFF (P)BUY 150 CBS
- 53 39 11 **FANTASY ISLAND**  
TIGHT FIT JIVE JIVE(T)(P) 13 CBS O
- 54 70 4 **HEAT OF THE MOMENT**  
ASIA GEFEN GEF A2494 CBS
- 55 NEW 1 **CHALK DUST (THE UMPIRE STRIKES BACK)**  
BRAT HANSA SMASH 1 PRT
- 56 83 2 **THE BIG BEAN**  
PIG BAG Y Y24 SPARTAN/CARTEL
- 57 62 3 **LET'S FUNK TONIGHT**  
BLUE FEATHERS MERCURY MER(X) 109 POLYGRAM
- 58 NEW 1 **DON'T GO**  
YAZOO MUTE YAZ 001 SPARTAN
- 59 NEW 1 **TOO LATE**  
JUNIOR MERCURY MER(X) 112 POLYGRAM
- 60 44 9 **3X3 (EP)**  
GENESIS CHARISMA GEN(P) 1 POLYGRAM
- 61 NEW 1 **ARTHUR DALEY 'E'S ALRIGHT**  
FIRM STIFF HID 1 CBS
- 62 61 2 **WOMAN**  
ANTI-NOWHERE LEAGUE-WXYZ ABCD(P) 4 PINNACLE
- 63 84 2 **MATADOR**  
JEFF WAYNE CBS CBS A2493 CBS
- 64 69 4 **DANCE WIT' ME**  
RICK JAMES MOTOWN TMG(T) 1266 RCA
- 65 76 2 **PLAYTHING**  
LINX CHRYSALIS CHS (12)2621 POLYGRAM
- 66 71 4 **THE SOUND OF YOUR CRY**  
ELVIS PRESLEY RCA RCA(P) 232 RCA
- 67 60 3 **MARGATE**  
CHAS & DAVE ROCKNEY KOR(X) 15 PRT

- 68 93 24 **LOVE IS IN CONTROL (FINGER ON THE TRIGGER)**  
DONNA SUMMER WARNER BROS K79302 WEA
- 69 48 4 **TINY CHILDREN**  
TEARDROP EXPLODES MERCURY TEAR 7(12) POLYGRAM
- 70 NEW 1 **THE ONLY WAY OUT**  
CLIFF RICHARD EMI EMI 5318 EMI
- 71 NEW 1 **HURRY HOME**  
WAVELENGTH ARIOLA ARO 281 PRT
- 72 NEW 1 **I WAS TIRED OF BEING ALONE**  
PATRICE RUSHEN ELEKTRA K13184(T) WEA
- 73 57 10 **THE TELEPHONE ALWAYS RINGS**  
FUN BOY THREE CHRYSALIS CHS(P)(12)2609 POLYGRAM
- 74 49 5 **SHE DON'T FOOL ME**  
STATUS QUO VERTIGO QUO 8 POLYGRAM
- 75 NEW 1 **RENDEZVOUS**  
TYGERS OF PAN TANG MCA MCA 777 CBS
- 76 NEW 1 **BBC WORLD CUP GRANDSTAND**  
ROYAL PHILHARMONIC ORCHESTRA BBC RESL 116 PRT
- 77 87 3 **CRIMSON AND CLOVER**  
JOAN JETT & THE BLACKHEARTS EPIC EPC A2485 CBS
- 78 77 3 **NO GETTING OVER YOU**  
PARIS RCA RCA 222 RCA
- 79 NEW 1 **POSTMAN PAT (THEME FROM BBC SERIES)**  
KEN BARRIE POST MUSIC PP 001 PRT
- 80 85 2 **ALWAYS ON MY MIND**  
WILLIE NELSON CBS CBS A2511 CBS
- 81 50 4 **YOU LITTLE FOOL**  
ELVIS COSTELLO F.BEAT XX 26 WEA
- 82 67 5 **WAIT FOR THE BLACKOUT**  
DAMNED BIG BEAT NS(P) 77 PINNACLE
- 83 74 2 **ANGEL IN BLUE**  
J.GELLS BAND EMI AMERICA EA 138 EMI
- 84 63 6 **EMPTY GARDEN**  
ELTON JOHN ROCKET XPRES 77 POLYGRAM
- 85 56 11 **CLUB COUNTRY**  
ASSOCIATES ASSOCIATES ASC 2(T) WEA
- 86 58 9 **TEMPTATION**  
NEW ORDER FACTORY FAC 63(12) PINNACLE/ROUGH TRADE
- 87 75 15 **THIS TIME (WE'LL GET IT RIGHT)/FLY THE FLAG**  
ENGLAND WORLD CUP SQUAD ENGLAND ER 1(P) SPARTAN O
- 88 NEW 1 **TODAY**  
TALK TALK EMI EMI 5314 EMI
- 89 64 2 **17 YEARS OF HELL (EP)**  
PARTISANS NO FUTURE OI 12 PINNACLE
- 90 NEW 1 **I'M AFRAID OF ME**  
CULTURE CLUB VIRGIN VS 509(12) CBS
- 91 65 12 **FORGET ME NOTS**  
PATRICE RUSHEN ELEKTRA K13173(T) WEA
- 92 91 16 **I WON'T LET YOU DOWN**  
PHD WEA K79209 WEA O
- 93 NEW 1 **CAN'T TAKE MY EYES OFF YOU**  
BOYS TOWN GANG ERC ERCL 101 PRT
- 94 NEW 1 **A WAY YOU'LL NEVER BE**  
LEISURE PROCESS EPIC EPC A(13)2475 CBS
- 95 88 2 **HOLD ME**  
FLEETWOOD MAC WARNER BROS K17965 WEA
- 96 100 2 **STAR**  
SECOND IMAGE POLYDOR POSP 457 POLYGRAM
- 97 NEW 1 **KEEP ON**  
D.TRAIN EPIC EPC A(13)2543 CBS
- 98 82 4 **SICK BOY**  
G.B.H. CLAY CLAY 11 PINNACLE
- 99 79 10 **THE NUMBER OF THE BEAST**  
IRON MAIDEN EMI EMI 5287 EMI
- 100 59 10 **ISLAND OF LOST SOULS**  
BLONDIE CHRYSALIS CHS(P)(12)2608 POLYGRAM

# Bubbling Under

Singles 101-150

- 101 THANKS TO YOU SINNAMON (BECKETT BKS(L) 3)
- 102 RED SKIES FIXX (MCA FIXX(T) 3)
- 103 TAINTED LOVE SOFT CELL (SOME BIZZARE BZS 2)
- 104 REAL MEN JOE JACKSON (A&M AMS 8231)
- 105 LET IT WHIP DAZZ BAND (MOTOWN TMG 1270)
- 106 LIGHTNING FLASH BROTHERHOOD OF MAN (EMI EMI 5309)
- 107 WILD SUN 999 (ALBION ION 1033)
- 108 SOUL DEEP GARY U.S.BONDS (EMI AMERICA EA 140)
- 109 HAPPY HOUR DEODATO (WARNER BROS K17960T)
- 110 BY THE WAY MODERN ROMANCE (WEA K19185)
- 111 VISIONS BILL WYMAN (A&M AMS 8227)
- 112 LITTLE SUZIE'S ON THE UP PHD (WEA K79223)
- 113 IF YOU WANT MY LOVE CHEAP TRICK (EPC A2046)
- 114 YOUR IMAGINATION DARYL HALL & JOHN OATES (RCA RCA(T) 239)
- 115 ANGEL FACE OUTCASTS (OO OO 200)
- 116 BACK TO SCHOOL AGAIN FOUR TOPS (RSO RSO 89)
- 117 NIGHT AND DAY EVERYTHING BUT THE GIRL (CHERRY RED CHERRY 37)
- 118 DER KOMMISSAR AFTER THE FIRE (CBS CBS A(13)2399)
- 119 YOU KEEP ME HANGING ON RODS (ARISTA ARIST 467)
- 120 BEACH BOY GOLD PART 11 GIDEA PARK FEATURING ADRIAN BAKER (POLO POLO 22P)
- 121 JOHN WAYNE IS BIG LEGGY HAYS! FANTAYZEE (REGARD RG(T) 100)
- 122 TALKING OUT OF LINE BARDO (EPIC EPC A2497)
- 123 THE HOUSE THAT MAN BUILT(EP) CONFLICT (CRASS 221984/1)
- 124 SADDLE UP DAVID CHRISTIE (KR KRT 9)
- 125 LOUD PROUD AND PUNK (EP) BUSINESS/BLITZ/GONADS/DEAD GENERATION (TOTAL NOISE TOT 1)
- 126 LOOK WHO'S LONELY NOW RANDY CRAWFORD (WARNER BROS K17978)
- 127 NIGHTS IN WHITE SATIN ELKIE BROOKS (A&M AMS 8235)
- 128 XOYO PASSAGE (CHERRY RED 12CHERRY 35)
- 129 THE CLAPPING SONG BELLE STARS (STIFF (P)BUY 155)
- 130 KEEP THE FIRE BURNING REO SPEEDWAGON (EPIC EPC A2495)
- 131 WHY CAN'T WE LIVE TOGETHER ILLUSION (PRT (12)7P 238)
- 132 HEY MARIE STARGAZERS (EPIC EPC A(13)2442)
- 133 ONE TO ONE FREEZE (BEGGARS BANQUET BEG78(T))
- 134 (I'M INTO) YOUR LOVE JEROME (RCA RCA(T) 225)
- 135 CHARIOTS OF FIRE ERNIE WATTS (WARNER BROS K17958)
- 136 SO MANY SIDES OF YOU BOBBY WOMACK (MOTOWN TMG 1267)
- 137 CALL ME UP (IF I'M HOME) GANG OF FOUR (EMI EMI 5320)
- 138 LOVE ON A SUMMER NIGHT MCCRARYS (CAPITOL 12CL 251)
- 139 LOVE'S BEEN A LITTLE BIT HARD ON ME JUICE NEWTON (CAPITOL CL 248)
- 140 I'VE GOT A GUN CHANNEL 3 (NO FUTURE OI 11)
- 141 NO SECURITY CHAOS U.K. (RIOT CITY RIOT 12)
- 142 IMAGES OF HEAVEN PETER GODWIN (POLYDOR POSP(X) 440)
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- 145 LETTIN' IT LOOSE HEATWAVE (EPIC EPC A(13)2414)
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## Key

- TITLE**  
ARTIST Label Catalogue No DISTRIBUTOR
- ☆ **Platinum Disc** 1 million sales (BPI certified)
  - **Gold Disc** 1/2 million sales (BPI certified)
  - **Silver Disc** 1/4 million sales (BPI certified)
  - ( ) **Brackets** as part of a catalogue number indicates 12-inch availability, eg:  
VS 435(12) indicates:  
VS 435 = 7-inch single  
VS 43512 = 12-inch single

# THE NEW

# YAZOO

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# ARTISTS & REPERTOIRE

"Anyone singing in English can forget it," says a musician in German band Fehlfarben. PAUL CAMPBELL interviews two of that country's top acts and finds new attitudes that in some ways parallel the upstart confidence that appeared in Britain during the punk explosion.

GERMANY HAS long been thought of as a market where English companies can begin to recoup advances on UK acts and launch a series of worldwide successes.

All this could soon change, if the attitudes of two visitors to London recently are reflected throughout the market.

In the space of four days WEA and EMI entertained their major hopes for UK success from Germany — Ideal and Fehlfarben — and the groups had some challenging things to say.

"There is definitely a new wave in German music and British acts are going to have a hard time because German acts are what German youth wants," said Ernst U. Deuker, of Ideal.

"Our first aim is to be a success in Germany, anything beyond that is fine but not important. We are confident of being a German group and the young people of Germany have something to identify with now," adds Thomas Schwebel of Fehlfarben.

The post-war culture of Germany has been heavily US and UK dominated but the apologetic nature of the people has ended with this generation of teenagers.

According to the bands German youth is fed up with music which is either bland and lifeless (the strong MOR market of Germany which is dominated by the likes of James Last) or sung in a foreign language.

The German market is receiving the same sort of shake-up which punk caused in the UK and it is taking the shape of an obvious rejection of the English language in favour of the indigenous German.

"Big companies are signing up every band which can play a guitar and sing in German and anyone singing in English



Fehlfarben still finds trouble getting airplay.

## New confidence of German bands may hamper UK exports

can forget it," said Uwe Bauer, of Fehlfarben.

TWO YEARS ago when his band signed for EMI-Electrola there was a storm of protest from the underground press which had supported the rise of indie labels in Germany. Fehlfarben were called 'money-pigs'.

With two platinum albums under their belts Ideal (pronounced Id-arl) are by far the most successful of the German new wave acts. Like the Police they appealed instantly to TV and radio once they had overcome the hurdles of any developing act.

The group was formed by Ernst, F. Jott Krueger, Annette Humpe and Hans J. Behrend who brought together a wide variety of different musical styles, from big band to free jazz.

Having released their first single on their own Eitel-Imperial label they went on to sell 200,000 copies of their eponymous debut album on the IC label before WEA snapped them up.

They now play to 20,000-plus audi-

ences all over Germany, although ironically their biggest crowd was in Berlin when they supported Barclay James Harvest in front of 150,000 people.

FIRST THEY played German-speaking countries like Austria and Switzerland but gradually they widened the scope to include Holland, France and now Britain.

"We decided to make a new sound with small instrumentation, just guitar, organ, bass and drums. Although our influences are from the US and UK new wave groups, we wanted a sound which was German," said Krueger.

"All the time English and American music came to us. Now we have a new respect and confidence in German music," added Deuker.

Ideal, unlike Fehlfarben, had the opportunity to face an English audience on this trip. Their performance at London's Venue was well received and when the music was good it succeeded in overcoming the language barrier.

"We think that we have a small

chance of success in England but it is interesting to try. We are not anxious of the reaction of the audience. The music can tell the English people about us," concluded Krueger. Fehlfarben, who have so far had just one 12-inch EP released here, made a purely promotional visit.

"In order to reach a wide audience we had to sign to a major label. The independents are the a&r men for the majors but they cannot ensure that records are available in all shops," said Bauer.

The other permanent member of the group is Uwe Jahnke but the line-up is a constantly changing amalgam of musicians and musical styles.

They too were influenced by English new wave, being formed after the three members saw The Teardrop Explodes at the Nashville Rooms in London.

"We never sent any demos to the record company. We weren't begging for a contract, EMI came to us. We are independent and we are proving that there is German pop music. Other countries may have given influences but we are confident of being a German group," said Schwebel.

FEHLFARBEN HAS released two albums in Germany but is still finding it difficult to gain control in the studio. Germany's great technical advances are not, it seems, matched by the imagination of engineers and producers.

Ideal has the advantage of using Conny Plank, one of only two internationally known German producers — the other being Mack — while Fehlfarben struggles on with EMI's house men.

"In Germany the equipment uses the man. For the third album we must have more control. The idea is in our heads but it is very difficult to explain to a German producer," added Schwebel.

Another problem is airplay. The success of three of four bands forced a minor revolution of German airwaves as recently as 12 months ago but the state stations of Germany will still only play 'new wave' once it is in the list (chart).

"Despite all these problems German music is changing totally and bands can only expect to get a contract if they are singing German. There are some good groups in Germany and a lot of copiers but some are worth hearing," said Bauer.

EMI leads the German invasion with The Scorpions and Kraftwerk — a new album is due this Autumn — and have high hopes of both Fehlfarben and Grauzone. Virgin has DAF and Tangerine Dream while WEA also has Die Krupps.

Only last week Phonogram's Mobile Suit Corporation released a single by Trio, a German threesome, and hippie's paper *The Face* devoted six pages to the Berlin scene, predicting success for Mania D and Malaria. Could this be the start of a German invasion?



Ideal has two platinum albums under its belt and goes for an identifiably German sound.

### TV Guide

#### NATIONAL

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#### GRANADA

LOVE SONGS Now 1 week  
Shirley Bassey K-tel/Applause APKL  
1163 (APKC 2163) 5.49

# INDEPENDENT LABELS

## Banana signs band after local radio competition in Herts

ST. ALBANS label Banana Records has signed a band discovered during the Search For A Single competition, held in conjunction with Chiltern Radio. The group, from Hitchin is Houston We Have A Problem and their winning single is 'Another Bottle Of Wine' (BANANA 506) released this week. The band are now working on an album.



DE-LUXE Records has acquired world rights to Canadian singer Pola Henried's single, 'Tomorrow Has Been Cancelled', released on July 30. Signing the deal are (left to right) Mel Taggart, Ray Roberts and Pola Henried. Standing behind are Bary Gibbons of De-Luxe and Tony Kent of Nectar Music.

NO FUTURE Records has signed The Samples and release their debut recording, a three track EP, 'Dead Hero' on July 5. Other No Future releases this month include Peter And The Test Tube Babies' 'Run Like Hell/Up Yer Bum' on July 9 which contains a free sticker in the first 5,000 copies. Both records come in full colour bags.

THE HIGHLY acclaimed Hannibal Records band, Defunkt, play an extra date at the Hammersmith Palais on July 18. This follows their recent sell-out shows at the Venue and successful album *Thermonuclear Sweat*.

JUST WHEN You Thought It Was Quiet is a new independent outlet for bands, videos, writers and designers. The first project was to have been a fanzine with a "satirical record business edge to it", but plans have been temporarily overtaken by an album of the same name.

Scheduled for August release, it will feature Hanoi Rocks, Method Actors, Sex Gang Children and Peyr. Different T-shirts for each band will be available.

Plans for a Just When You Thought It Was Quiet video are underway and JWYTIWQ's a&r department is keen to audition as many tapes as possible. Contributions to the fanzine, which should be out in the Autumn, will also be welcomed.

Just When You Thought It Was Quiet can be contacted at 452 Fulham Road, London SW6. Telephone 01-381 1393.

## New Releases

MAGNUM FORCE Records releases two albums, *For Greasy Kids Only* (MFLP 014) by Johnny Storm and *Swiss Kiss* (MFLP 012) by Crazy Cats next month . . . Statik Records has a new Postive Noise single, 'Waiting For the Seventh Man' out this week. It comes in seven and 12" form and a picture bag . . . Donut Records releases 'Brixton' (DONUT 3B) by the Straps on July 16 . . . Cherry Red releases albums from Tracey Thorn, *A Distant Shore*, The Monochrome Set, *Eligible Bachelors* and Eyeless In Gaza, *Drumming The Beating Heart* this month. The label also has singles out, 'Love I Can Feel' by Creation Rebel, 'Kodak Ghosts Run Amok' by Eyeless In Gaza' and cassette, 'Tago Mago' featuring Lol Coxhill . . . Armageddon Records is rereleasing The Soft Boys debut album, *Underwater Moonlight* through Pinnacle on July 9 . . . Rough Trade has the first single, 'Hammer The Hammer' by The Go-Betweens out on July 11 . . . Eagle Records Releases 'Blind Date' by Vic Young on July 2 . . . Greensleeves Records star Eek-A-Mouse has his second album *Skidip* released on July 9 . . . Monarch Records had released JJ Barrie's 'I Just Fall In Love Again' (MON 029) which he is promoting during his honeymoon . . . Riot City releases two EPs this week. They are 'Loud, Political And Uncompromising' by Chaos UK and 'No solution' by Court Martial . . . Lightbeat Records has a single by Agony Column, 'Love Is A Blanket Expression' (LIGHT 003) this week .

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## Indie Albums



- 1 5 WE ARE ... THE LEAGUE  
Anti-Nowhere League WXYZ LMNOP 1
- 2 3 2 X 45 Cabaret Voltaire Rough Trade ROUGH 2
- 3 4 THERMO - NUCLEAR SWEAT  
Defunkt Hannibal HNBL 1311
- 4 7 DEGENERATES Passage Cherry Red B RED 29
- 5 2 THE CHANGELING Toyah Safari VOOR 9
- 7 6 HE WHO DARES WINS (LIVE IN BERLIN)  
Theatre Of Hate Burning Rome SSSS 2
- 8 11 DR. HECKLE AND MR. JIVE Pig Bag Y Y17
- 9 9 RIOTOUS ASSEMBLY  
Various Riot City ASSEMBLY 1
- 10 10 HEAR NOTHING SEE NOTHING SAY NOTHING  
Discharge Clay CLAYLP 3
- 11 12 PUNK AND DISORDERLY  
Various Abstract AABT 100
- 12 14 SPEAK AND SPELL  
Depeche Mode Mute STUMM 8
- 13 16 FOURTH DRAWER DOWN  
Associates Situation 2 SITU 2
- 14 — CAUTION TO THE WIND  
Anti-Pasti Rondelet ABOUT 7

- 15 15 SCIENTIST WINS THE WORLD CUP  
Scientist Greensleeves GREL 37
- 16 17 MOVEMENT New Order Factory FACT 50
- 17 25 GREATEST HITS  
Blue Orchids Rough Trade ROUGH 36
- 18 24 IN THE FLAT FIELD Bauhaus 4AD CAD 13
- 19 29 A WAY OF LIFE  
Last Resort Last Resort TLR 001
- 20 13 LIVE AT GOSSIPS  
U.K. Subs Chaos Tapes LIVE 009
- 21 26 CHANGE OF HEART  
Positive Noise Statik STATLP 8
- 22 20 SEVEN SONGS 23 Skidoo Fetish SM 2006
- 23 18 EVACUATE Chelsea Step Forward SFLP 7
- 24 — UNKNOWN PLEASURES  
Joy Division Factory FACT 10
- 25 21 TWO BAD DJ  
General Saint & Clint Eastwood  
Greensleeves GREL 24
- 26 27 BEST OF THE DAMNED  
Damned Big Beat DAM 1
- 27 — SIGNING OFF UB40 Graduate GRADLP 2
- 28 28 SEND ME A LULLABY  
Go Betweenes Rough Trade ROUGH 45
- 29 30 STILL Joy Division Factory FACT 40
- 30 — CHILDREN OF BARN  
Marc Bolan Marc A BOLAN 2

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# Disco Top 50

1	11	14	<b>INSIDE OUT</b> ODYSSEY RCA RCA(T) 226 RCA
2	2	3	<b>MUSIC AND LIGHT</b> IMAGINATION R&B RBS(L) 210 PRT
3	4	5	<b>A NIGHT TO REMEMBER</b> SHALAMAR SOLAR K12162(T) WEA
4	5	4	<b>SOONER OR LATER</b> LARRY GRAHAM WARNER BROS K17925(T) WEA
5	16	10	<b>LET'S FUNK TONIGHT</b> BLUE FEATHERS MERCURY MER(X) 109 POLYGRAM
6	8	6	<b>MURPHY'S LAW</b> CHERI 21/POLYDOR POSP(X) 459 POLYGRAM
7	NEW	1	<b>I WAS TIRED OF BEING ALONE</b> PATRICE RUSHEN ELEKTRA K 13184(T) WEA
8	3	10	<b>I'M A WONDERFUL THING, BABY</b> KID CREOLE & THE COCONUTS ZE (12)(P)WIP 6756 EMI
9	6	10	<b>THANKS TO YOU</b> SINNAMON BECKETT BKS(L) 3 PRT.
10	NEW	1	<b>FAME</b> IRENE CARA RSO RSO 90 POLYGRAM
11	11	3	<b>SO FINE</b> HOWARD JOHNSON (A&M SP 12048) IMPORT
12	14	2	<b>PLAYTHING</b> LINX CHRYSALIS CHS(12) 2621 POLYGRAM
13	13	5	<b>LOVE HAS FOUND IT'S WAY</b> DENNIS BROWN A&M AMS(X) 8226 CBS
14	19	3	<b>STAR</b> SECOND IMAGE POLYDOR POSP(X) 457 POLYGRAM.
15	9	6	<b>WORK THAT BODY</b> DIANA ROSS CAPITOL (12)CL(P) 241 EMI
16	7	7	<b>DO I DO</b> STEVIE WONDER MOTOWN TMG(T) 1269 RCA
17	45	2	<b>KEEP ON</b> D. TRAIN EPIC EPC A(13)2543 CBS
18	31	3	<b>LOVE YOU MADLY</b> CANDELA ARISTA ARIST(12)473 POLYGRAM
19	NEW	1	<b>CAN'T TAKE MY EYES OFF YOU</b> BOYSTOWN GANG E.R.C. ERC(L) 101 PRT
20	46	2	<b>KEEP ON DUBBIN'</b> FORCE (WEST END WES 22143) IMPORT
21	10	9	<b>DANCE WITH ME</b> RICK JAMES MOTOWN TMG(T) 1266 RCA
22	22	13	<b>DON'T MAKE ME WAIT</b> PEECH BOYS (WEST END WES 22140) IMPORT
23	NEW	1	<b>HAPPY HOUR</b> DEODATO WARNER BROS K17960(T) WEA
24	12	4	<b>STREET WALKIN'</b> SHAKATAK POLYDOR POSP(X) 452 POLYGRAM
25	17	4	<b>THE VERY BEST IN YOU</b> CHANGE LONDON LON(X) 009 POLYGRAM
26	NEW	1	<b>TOO LATE</b> JUNIOR MERCURY MER(X) 112 POLYGRAM
27	30	2	<b>LOVE PAINS</b> YVONNE ELLIMAN (MOBY DICK) IMPORT
28	26	3	<b>YOU OUGHT TO LOVE ME</b> NARADA MICHAEL WALDEN ATLANTIC K11739(T) WEA
29	24	14	<b>EASE YOUR MIND (REMIX)</b> TOUCHDOWN EXCALIBER EXC(L) 519 PRT
30	15	10	<b>CIRCLES</b> ATLANTIC STARR A&M AMS(X) 8218 CBS
31	21	8	<b>LET IT WHIP</b> DAZZ BAND MOTOWN TMG 1270 RCA
32	29	9	<b>HARD TIMES</b> AL MCCALL (WEST END WES 22142) IMPORT
33	27	11	<b>YOU AND ME JUST STARTED</b> LINDA TAYLOR GPL GP 317(12) PRT
34	—	6	<b>MONEY'S TOO TIGHT (TO MENTION)</b> VALENTINE BROTHERS (BRIDGE BR 1982-2) IMPORT
35	35	2	<b>XTRA SPECIAL</b> ATMOSFEAR ELITE DAZZ 12 PINNACLE
36	18	15	<b>FORGET ME NOTS</b> PATRICE RUSHEN ELEKTRA K13173(T) WEA
37	32	6	<b>KEY TO THE WORLD</b> RUDDY THOMAS HAWKEYE SHD 42 JETSTAR
38	20	7	<b>STANDING ON THE TOP</b> TEMPTATIONS FEATURING RICK JAMES MOTOWN TMG(T) 1263 RCA
39	41	6	<b>TAKE YOUR TIME</b> ROY HAMILTON EXCALIBER EXC(L) 522 PRT
40	NEW	1	<b>WALKING ON SUNSHINE</b> ROCKERS REVENGE (STREET WISE SWRL 2203) IMPORT
41	NEW	1	<b>LOVE ON A SUMMER NIGHT</b> MCCRARYS CAPITOL (12)CL 251 EMI
42	—	3	<b>KEEP THIS ONE IN TUNE/MOODY</b> CHRIS HUNTER POLYDOR POSP(X) 472 POLYGRAM
43	33	15	<b>EVERY WAY BUT LOOSE</b> ONENESS OF JUJU BUDDAH BDS(L) 479 PRT
44	23	5	<b>ONE TO ONE</b> FREEEZ BEGGARS BANQUET BEG 78(T) WEA
45	25	11	<b>FEELIN' LUCKY LATELY</b> HIGH FASHION CAPITOL (12)CL 250 EMI
46	50	5	<b>A LITTLE LOVE (REMIX)</b> AURRA BATTERSEA BATT(L) 1 PRT
47	NEW	1	<b>FEELING FINE</b> SLY CABELL (SALSOU SAL 110) IMPORT
48	NEW	1	<b>WHY DON'T YOU THINK ABOUT ME</b> INSTANT FUNK BATTERSEA BATT(L) 2 PRT
49	48	7	<b>SUSPICIOUS MINDS</b> CANDI STATON SUGARHILL SH(L) 112 PRT
50	40	4	<b>NICE 'N' SLOW</b> JESSE GREEN EXCALIBER EXC(L) 520 PRT

# Disco Hit Picks

## DANCE WIT' ME

RICK JAMES

MOTOWN TMG(T) 1266 RCA

## LET IT WHIP

DAZZ BAND

MOTOWN TMG(T) 1270 RCA

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# Indie Top 50

- 1 1 3 **WOMAN**  
ANTI-NOWHERE LEAGUE **WXYZ ABCD(P) 4**  
PINNACLE/FAULTY/CARTEL
- 2 7 3 **17 YEARS OF HELL (EP)**  
PARTISANS **NO FUTURE 01 12** PINNACLE/  
CARTEL
- 3 6 6 **WAIT FOR THE BLACKOUT**  
DAMNED **BIG BEATS(P) 77** PINNACLE
- 4 2 9 **TEMPTATION**  
NEW ORDER **FACTORY FAC 63(12)** PINNACLE/  
CARTEL
- 5 17 2 **THE BIG BEAN**  
PIGBAG **Y 24** SPARTAN/CARTEL
- 6 4 4 **THE HOUSE THAT MAN BUILT (EP)**  
CONFLICT **CRASS 221984/1** ROUGH TRADE/  
CARTEL
- 7 13 3 **FARCE (EP)**  
RUDIMENTARY PENI **CRASS 221984/2** ROUGH  
TRADE/CARTEL
- 8 5 4 **SICK BOYS**  
G.B.H. **CLAY CLAY 11** PINNACLE
- 9 16 47 **BELA LUGOSI'S DEAD**  
BAUHAUS **SMALL WONDER WEENY 2** CARTEL
- 10 NEW 1 **WILD SUN**  
999 **ALBION ION 1033** SPARTAN
- 11 11 5 **NIGHT AND DAY**  
EVERYTHING BUT THE GIRL **CHERRY RED**  
**CHERRY 37** PINNACLE
- 12 10 5 **LOUD PROUD AND PUNK (EP)**  
BUSINESS/BLITZ/GONADS/DEAD GENERATION  
**TOTAL NOISE TOT 1** PINNACLE/CARTEL
- 13 14 10 **FAITHLESS**  
SCRITTI POLITTI **ROUGH TRADE RT 101(T)**  
ROUGH TRADE/CARTEL
- 14 3 15 **ONLY YOU**  
YAZOO **MUTE 7MUTE(12MUTE) 020**  
SPARTAN/ROUGH TRADE
- 15 16 3 **DON'T WANNA BE A VICTIM**  
VARUKERS **INFERNO HELL 4** CARTEL
- 16 27 17 **I HATE... PEOPLE/  
LET'S BREAK THE LAW**  
ANTI-NOWHERE LEAGUE **WXYZ ABCD:2**  
PINNACLE/FAULTY/CARTEL
- 17 NEW 1 **DON'T GO**  
YAZOO **MUTE YAZ 001** SPARTAN/ROUGH  
TRADE
- 18 26 7 **WARFARE (EP)**  
SYSTEM **SPIDERLEG SDL 4** CARTEL
- 19 12 9 **LOVE IS ALL IS ALRIGHT**  
UB40 **DEP INT. 7DEP(12DEP) 4** SPARTAN
- 20 8 5 **I'VE GOT A GUN**  
CHANNEL **3 NO FUTURE 01 11** PINNACLE/  
CARTEL
- 21 28 3 **RUNNING AWAY**  
PAUL HAIG **OPERATION TWILIGHT OPT 3**  
ROUGH TRADE/CARTEL
- 22 25 10 **XOYO**  
PASSAGE **CHERRY RED CHERRY 35** PINNACLE
- 23 22 8 **EL SALVADOR (EP)**  
INSANE **NO FUTURE 01 10** ROUGH TRADE/  
CARTEL
- 24 9 9 **BRAVE NEW WORLD**  
TOYAH **SAFARI SAFE(P) 45** SPARTAN
- 25 NEW 1 **TAKE NO PRISONERS (EP)**  
RED ALERT **NO FUTURE 01 13** PINNACLE/  
CARTEL

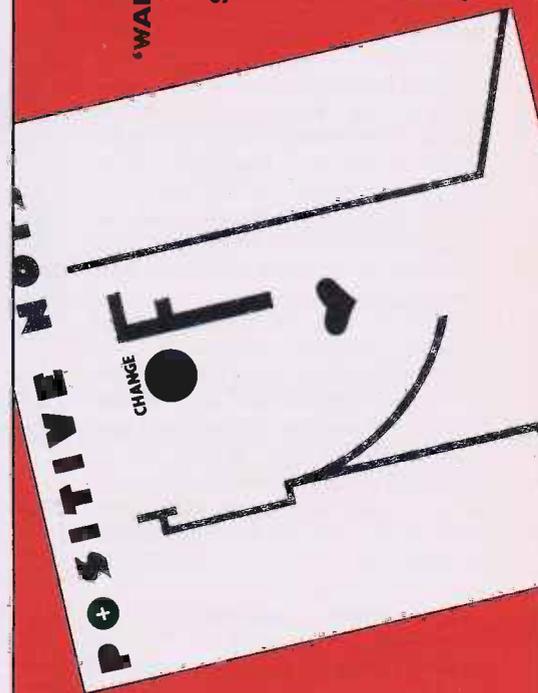
- 26 29 14 **NAZI PUNKS**  
DEAD KENNEDYS **SUBTERRANEAN SUB 24**  
CARTEL
- 27 23 36 **THE "SWEETEST GIRL"**  
SCRITTI POLITTI **ROUGH TRADE RT 091**  
CARTEL
- 28 31 11 **SURVIVAL**  
DEFECTS **WXYZ ABCD 3** PINNACLE/FAULTY/  
CARTEL
- 29 20 18 **I THINK WE NEED HELP**  
FARMERS BOYS **WAAP WAAP 3** CARTEL
- 30 21 5 **ANGEL FACE**  
OUTCASTS **OO OO 200** SPARTAN
- 31 18 61 **PAPA'S GOT A BRAND NEW PIGBAG**  
PIGBAG **Y (12) Y10** SPARTAN/ROUGH TRADE
- 32 38 2 **THIS DIRTY TOWN**  
LURKERS **CLAY CLAY 12** PINNACLE
- 33 NEW 1 **VIVA LA REVOLUTION**  
ADICTS **FALL OUT FALL 002** CARTEL
- 34 24 6 **TEARING UP THE PLANS**  
23 **SKIDOO FETISH FP 20** PINNACLE
- 35 33 105 **LOVE WILL TEAR US APART**  
JOY DIVISION **FACTORY FAC 23** PINNACLE/  
CARTEL
- 36 39 7 **FASHION**  
CHARGE **KAMERA ERA 007** STAGE ONE
- 37 19 10 **THE MEANING OF LOVE**  
DEPECHE MODE **MUTE 7MUTE(12MUTE) 022**  
SPARTAN/ROUGH TRADE
- 38 43 26 **EVERYTHING'S GONE GREEN**  
NEW ORDER **FACTORY BENELUX FACBN 08**  
PINNACLE/CARTEL
- 39 41 13 **NO DOVES FLY HERE**  
MOB **CRASS 321984/7** ROUGH TRADE/CARTEL
- 40 42 2 **NO SECURITY**  
CHAOS **U.K. RIOT CITY RIOT 12** CARTEL
- 41 49 12 **REASONS FOR EXISTENCE (EP)**  
SUBHUMANS **SPIDERLEG SDL 5** CARTEL
- 42 34 11 **PAGAN LOVE SONG**  
VIRGIN PRUNES **ROUGH TRADE RT 106**  
ROUGH TRADE/CARTEL
- 43 45 31 **ALL-OUT ATTACK**  
BLITZ **NO FUTURE 01 1** PINNACLE/CARTEL
- 44 32 4 **STOP**  
ZEITGEIST **JAMMING! 12** CREATIVE 4  
PINNACLE
- 45 46 15 **A VIEW FROM HER ROOM**  
WEEKEND **ROUGH TRADE RT 097** ROUGH  
TRADE/CARTEL
- 46 NEW 1 **ROSEMARY**  
DISLOCATION DANCE **NEW HORMONES**  
**ORG 19** CARTEL
- 47 35 5 **LA VACHE QUI RIT (EP)**  
ZOUNDS **NOT SO BRAVE NSB 1** CARTEL
- 48 40 20 **NEVER SURRENDER**  
BLITZ **NO FUTURE 01 6** ROUGH TRADE
- 49 NEW 1 **SUBLIMINAL**  
DRINKING ELECTRICITY **SURVIVAL SUR (12) 1**  
PINNACLE
- 50 44 8 **POLICE STATE (EP)**  
SPECIAL DUTIES **RONDELET ROUND 20**  
SPARTAN

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AND STORE PROMOTION

# Wade: "We are poised to revolutionise"

PRELUDE'S RE-VAMPED version of its seven-year-old hit 'After The Gold Rush' has prospected the best of its sales after a seven-week chart run which peaked as a Top 40 singles entry. It didn't exactly hit the motherlode, but for Alan Wade and his bold Salespeople venture it proved an important point.

For Wade, now into his second year with Promopeople, the company he formed to handle in-store drumbeating, it was a vindication of his belief that, given the right logistical back-up, a committed group of representatives could perform as effectively in selling records as Promopeople does in giving them away in the name of impact marketing. To be sure, there were certain advantages which Wade enjoyed so far as the Prelude single was concerned. Most notable in providing the important incentive, was the fact it was an in-house release on his own After Hours label and secondly that the management of the act was controlled by Promopeople's man in the North East, George Carr.

However, and not to diminish the fledgling company's achievement in a tough market place, it did lend credibility to the organisation at a critical moment. Wade firmly rejects any suggestion that because he was in the privileged position of having all aspects of the release under his control that chart position was of more importance in putting the spotlight on Salespeople than were profits.

"It was definitely not looked upon as a loss leader," stresses Wade. "But it certainly helped to focus the industry's attention on what we have to offer." He points out that despite the freebies

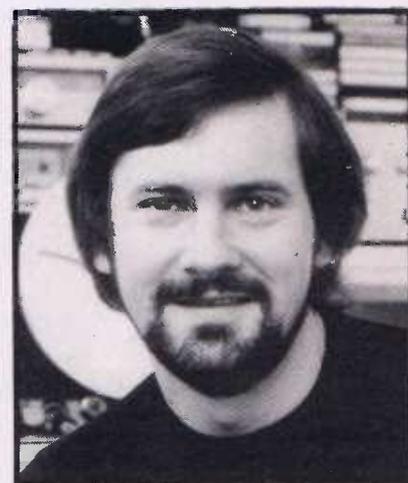


*With six people now on the road for his Salespeople company, Alan Wade discusses with BRIAN MULLIGAN how his twin Salespeople and Promopeople organisations have grown, and how he feels about controversial impact marketing techniques.*

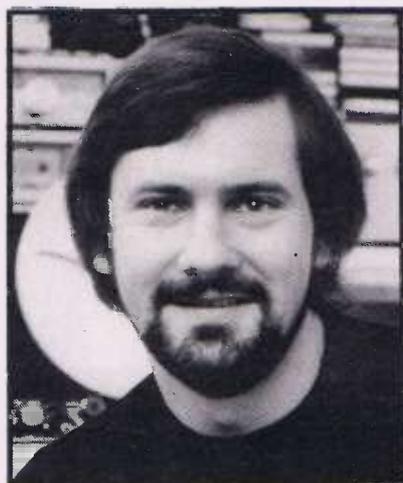
will, under certain circumstances, work for an agreed additional percentage of sales income, for which we are prepared to undertake the costs of distributing promotional copies, manufacturing, printing of picture bags and advertising," says Wade.

"It is the nature of the service we provide that we have an appeal to people who have strong product, but are poorly financed. They have spent money on making the record and then don't know how to progress from there. And even if they do, they usually don't have the financial resources to do so."

The other outcome of this, as Wade points out, is that the bulk of business which Salespeople has the chance of handling is one-off releases from specialist labels. He looks forward to the time



**"We have an appeal to people who have strong product but are poorly financed"**



**"When we started the first field promotion company, people said they wouldn't use us"**

distributed to the most important shops by Promopeople, the sales subsidiary is out there to persuade record stores to pay for the goods they acquire. "We do not give away free copies," he insists.

SALESPEOPLE, CURRENTLY combining the efforts of six people on the road, controlled directly by Wade,

backed up by a five-strong tele-sales team, made its bow back in April. Since then it has handled seven singles, all of which have done rather better than break even. Now he's looking to a wave of patriotic fervour in the wake of the Falklands victory to generate some further action with Vera Lynn's 'I Love This Land' an assignment from State Records.

The sales subsidiary was established following some detailed grassroots research among the retail trade, and like Promopeople has the backing of international financier Baron Stephen Bentinck who has an additional record industry interest via Eagle Records.

The most significant item of information imparted by dealers was the need for the selling operation to be backed up by efficient distribution. And the company which came out with the best reputation in this area was CBS.

"There have been many instances with Promopeople where small production companies which don't have their own labels but which have decent masters to place have asked us for advice," says Wade. "They would like to be involved with a major, but can't get to see anybody in the a&r departments, and want a better service than they believe independent distributors can offer." To take advantage of this situation, Wade established a couple of

labels, Ka and After Hours and established a link with CBS, with its proven ability to deliver the goods when required, plus such essential back-up facilities as credit control and centralised ordering.

"We can offer the facilities of a major, the personal touch of the small company and are happy to make deals which are not longterm." Access to Salespeople is not dependant on the additional support of Promopeople also being retained. The two arms can be simultaneously or separately engaged, according to customer requirements. But, as Wade points out, there is usually a point in a record's sales life at which the services of Promopeople would become tactically desirable to give it an upward push.

THE SALESPEOPLE team visits 1,500 shops on a four-weekly cycle, with the tele-sales staff under John Herron, formerly with CBS, pre-selling singles one week before release. Wade reckons that at full capacity, Salespeople would be handling 12 albums per month and five singles a week. No upfront money is required from clients, who are charged a percentage, usually about 25 percent, of sales income.

However, he's prepared to take a gamble along with the copyright owner where he feels the record has a reasonable chance of making an impact. "We

when he will get the chance to tie up a catalogue deal with a label of some substance. He's confident that this will happen, while recognising that an established label will probably already have an existing sales and distribution arrangement, and that one without the other may not automatically appeal to the distributor.

With the current soft state of the market, Salespeople may find that rather than struggling for business, it can profit from being in a position to concentrate on selling a limited number of releases for companies desperate to ignite some retail activity.

"We have weathered the first three months profitably," says Wade. "That must be the most difficult period. We have our house in order now and we are poised to strike and revolutionise the market - and its needs revolutionising."

And if that sounds like a rash statement, Wade knows from past experience that new departures aren't always immediately welcomed by the conservative-minds in record companies. "When we started the first field promotion company Record Sales, people said they wouldn't use us. But now all companies have used Promopeople. It just takes time."

## Bubbling Under Dancefloor

- 51 — TAKE SOME TIME OUT (FOR LOVE)  
Salsoul Orchestra Salsoul
- 52 60 NO WAY OUT UK Players A&M
- 53 64 DON'T BE MISTAKEN  
First Light Oval
- 54 37 WHY CAN'T WE LIVE TOGETHER  
Illusion PRT
- 55 53 I SPECIALISE IN LOVE Sharon Brown Virgin
- 56 54 I'LL DO MY BEST FOR YOU  
Ritchie Family RCA
- 57 55 ACT LIKE YOU KNOW  
Fat Larry's Band WMOT
- 58 57 OVER LIKE A FAT RAT  
Fonda Rae Vanguard
- 59 — LOVE BUZZ Vogue Mercury
- 60 47 IN THE SKY  
Loose End Virgin
- 61 69 ALL I WANT Armed Gang Chaz Ro
- 62 44 KEEP ON MOVIN' AND GROOVIN'  
Atlantis Chaz Ro
- 63 — RISIN' TO THE TOP (GIVE IT ALL YOU GOT)  
Keni Burke RCA
- 64 — DON'T STOP MY LOVE  
Passion Prelude
- 65 59 KEEP ON WORKING  
Ranson McKenzie & Friends Smokey
- 66 — LOVE IS IN CONTROL  
(FINGER ON THE TRIGGER)  
Donna Summer Warner Bros
- 67 38 LETTIN' IT LOOSE Heatwave Epic
- 68 28 GRACE Band A.K.A. Epic
- 69 — NO. 1 GIRL  
Light Of The World EMI
- 70 51 NIGHT BIRDS Shakatak Polydog

- 1 6 I'M AFRAID OF ME  
Culture Club Virgin 12"
- 2 — DUMMY/HAVEN'T WE MET BEFORE  
Telex Virgin 12"
- 3 4 LOVE PAINS  
Yvonne Elliman Moby Dick 12" (import)
- 4 1 NIGHT TRAIN (DANCE MIX)  
Visage Polydor 12"
- 5 5 FACE TO FACE Gino Soccio Atlantic LP
- 6 — WISH I COULD BE ME  
Honey Bane Zonophone 12"
- 7 — PLANET ROCK Soul Sonic Force 12" (import)
- 8 9 SAVE US Philip Jap A&M 7"/12"
- 9 — JOHN WAYNE IS BEG LEGGY  
Haysi Fantaysee Regard 12"
- 10 10 IMAGES OF HEAVEN  
Peter Godwin Polydor 12"

Dancefloor chart from Flashback Records, Swindon and Newport

## Reggae Twelves

- 1 6 LOVE LIGHT Dennis Brown Yvonne Special
- 2 4 OPERATION RADICATION  
Yellow Man Pama
- 3 1 LOVE HAS FOUND ITS WAY  
Dennis Brown A&M
- 4 8 OOH BOY Sandra Reid Sir George
- 5 2 BIG SHIP  
Freddie McGregor Greensleeves
- 6 5 DARKNESS Black Uhuru Island
- 7 7 I'LL NEVER FALL IN LOVE AGAIN  
Techniques Black Joy
- 8 — TEARS FALL FROM MY EYES  
Sandra Dee Ital
- 9 — LOVING IS ONE  
Trevor Walters Magnet
- 10 — RIGHTEOUSNESS Billy Boyo Greensleeves

## Twelve Inchers

- 1 1 INSIDE OUT Odyssey RCA
- 2 2 MUSIC AND LIGHT Imagination R&B
- 3 5 A NIGHT TO REMEMBER Shalamar Solar
- 4 4 SOONER OR LATER Larry Graham Warner Bros
- 5 8 SO FINE Howard Johnson A&M (import)
- 6 10 MURPHY'S LAW Cheri 21 Polydor
- 7 — LET'S FUNK TONIGHT Blue Feathers Mercury
- 8 — I WAS TIRED OF BEING ALONE  
Patrice Rushen Elektra
- 9 7 EASE YOUR MIND (REMIX)  
Touchdown Excaliber
- 10 3 I'M A WONDERFUL THING, BABY  
Kid Creole & The Coconuts Ze
- 11 6 THANKS TO YOU Sinnamon Beckett
- 12 12 LOVE HAS FOUND ITS WAY  
Dennis Brown A&M
- 13 — PLAYTHING Linx Chrysalis
- 14 16 YOU OUGHT TO LOVE ME  
Narada Michael Walden Atlantic
- 15 — KEEP ON D Train Epic
- 16 9 DANCE WIT ME Rick James Motown
- 17 14 STREET WALKING Shakatak Polydor
- 18 11 DO I DO Stevie Wonder Motown
- 19 — EVERY WAY BUT LOOSE  
Plunky & Oneness of Judo US Sutra
- 20 20 LOVE PAINS Yvonne Elliman Moby Dick

## Disco Dealer

The latest left field contender for major disco chart honours must be the revival by Rockers Revenge of the Central Line hit 'Walkin' On Sunshine'. The 12" pressing on the Street Wise label has erupted in the London area over the last week, and looks set to quickly spread in the familiar fashion to specialist outfits further afield. The group themselves are something of a mystery, though such has been the immediate buzz about their record, that more is bound to be heard from them.

Also a mystery name for the past few weeks was Candela, whose 'Love You Madly' (a phrase familiar from association with Duke Ellington) has been bubbling under the Top 50 for a while on Arista import 12", and is now showing signs of bigger things with the advent of the UK pressing. The record emanates from New York, where it is also shaping up as a big dance floor success, and the group are a four piece outfit led by a sixteen year old school-girl vocalist named Michele Pratt who apparently got the job after one hundred and fifteen contenders had been auditioned!

A more familiar name though absent from the scene for some time, is Eumir Deodato once a consistent disco chart visitor his new Happy Hour album doing good business as a Warner Brothers import, includes a guest vocal appearance by Candi Staton on a revival of the old Smokey Robinson song 'Tears Of A Clown'. The title track is already on UK release, and it is worth noting that the twelve incher, in common with current WEA practice features two tracks on the flip. The bonus number being Deodato's 1980 hit 'Night Cruiser'.

Other new albums moving well on import include Rafael Cameron's 'Cameron All The Way', and in a jazzier bag, Dave Valentin with 'In Love's Time'.

## Disco Albums

- 1 1 TROPICAL GANGSTERS  
Kid Creole & the Coconuts Ze
- 2 — HANDS DOWN Bob James Tappan Zee
- 3 3 HAPPY TOGETHER Odyssey RCA
- 4 2 THROWIN' DOWN Rick James Motown
- 5 9 NIGHT BIRDS Shakatak Polydor
- 6 4 LOVE HAS FOUND ITS WAY  
Dennis Brown A&M
- 7 5 GWEN GUTHRIE Gwen Guthrie Island
- 8 6 STRAIGHT FROM THE HEART  
Patrice Rushen Elektra
- 9 7 WINDSONG Randy Crawford Warner Bros
- 10 12 FRIENDS Shalamar Solar
- 11 10 LADIES OF THE 80S  
A Taste Of Honey Capitol
- 12 8 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I  
Stevie Wonder Motown
- 13 11 BRILLIANCE Atlantic Starr A&M
- 14 15 JI Junior Mercury
- 15 — JEFFREY OSBORNE Jeffrey Osborne A&M
- 16 13 THE POET Bobby Womack Motown
- 17 — CHANGES Keni Burke RCA
- 18 16 TAYLOR MADE Linda Taylor GPL
- 19 — LEON WARE Leon Ware Elektra
- 20 20 D TRAIN D Train Epic

## Import Albums

- 1 1 98.7 KIIS-FM PRESENTS  
SHEP PETTIBONE'S MASTERMIXES  
Various Prelude
- 2 4 WE ARE ONE  
Pieces Of A Dream Elektra
- 3 3 FEELING LUCKY High Fashion Capitol
- 4 8 INSTANT LOVE Cheryl Lynn Columbia
- 5 5 AS WE SPEAK  
David Sanborn Warner Bros
- 6 — FACE TO FACE Gino Soccio Warner Bros
- 7 6 ON THE FLOOR Fatback Spring
- 8 10 WAKA JUJU Manu Dibango Polydor
- 9 9 TRUST ME Jean Carn Motown
- 10 11 I'LL DO MY BEST Ritchie Family RCA
- 11 — FEVER Hamilton Bohannon Phase II
- 12 12 MEGATRON MAN Patrick Cowley Megatron
- 13 15 SEARCH 1 Search Philly World
- 14 14 SPECIAL K Kevin Toney Fantasy
- 15 ALL NIGHT MUSIC McCrarys Capitol
- 16 — LOVE NOTES Chuck Mangione A&M
- 17 13 SO GOOD Oliver Sain Houston Connection
- 18 — BAHIA Gato Barbieri A&M
- 19 17 LET'S WEAR IT OUT Klique MCA
- 20 20 L.J. REYNOLDS L.J. Reynolds Capitol

Compiled for Record Business by MRIB.

# New Albums

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

ACKER BILK 100 MINUTES OF ACKER BILK PRT □ ZCTON 107 (Cass Only) 1.82 PRT  
AMOS MILBURN ROCK, ROCK, ROCK Route 66 □ KIX 21 3.40 MAKING WAVES  
AR LOG WELSH DANCES Dingles □ DIN 320 2.60 SPARTAN  
ASWAD NOT SATISFIED CBS □ CBS 85666 (10" Single Free With First 8,000) CBS

BARCLAY JAMES HARVEST A CONCERT FOR THE PEOPLE Polydor □ POLD 5052 □ POLDC 5052 3.25/3.38  
POLYGRAM  
BITCHES SIN PREDATOR Heavy Metal □ HMRLP 4 3.30 POLYGRAM (IMS)  
BLOWZABELLA BLOWZABELLA Plant Life □ PLR 038 3.04 PROJECTION  
BOB THE CAT BEVAN ONE FLEW OVER THE BAR, SIX FLEW INTO THE NET Red Bus □ BUSLP 1002 2.43 PRT  
BROTHERHOOD OF MAN 100 MINUTES OF BROTHERHOOD OF MAN PRT □ ZCTON 118 (Cass Only) 1.82  
PRT  
BUCCA THE HOLE IN THE HARPER'S HEAD Plant Life □ PLR 039 3.04 MAKING WAVES

CANNON & BALL TOGETHER MFP □ MFP 50561 □ TCMFP 50561 2.25 EMI  
CAPITAL LETTERS VINEYARD Greensleeves □ GULP 3002002 3.20 SPARTAN/JETSTAR  
CAT'S TV CAT'S TV Brain □ 0060327 3.34 MAKING WAVES  
CON SUDCO LIVE IN MOSCOW AND WEST BERLIN Leo □ LR 106 2.95 ROUGH TRADE/CARTEL  
COUNT BASIE & THE KANSAS CITY 7 Count Basie & The Kansas City 7 Jasmine □ JAS 3 □ JASC 3 3.99  
LUGTONS/H.R. TAYLOR

DIZZY GILLESPIE SWING LOW SWEET CADILLAC Jasmine □ JAS 5 □ JASC 5 3.99 LUGTONS/H.R. TAYLOR  
DONNA SUMMER DONNA SUMMER WEA □ K99163 □ K499163 3.20 WEA  
DUKE ELLINGTON & JOHN COLTRANE DUKE ELLINGTON & JOHN COLTRANE Jasmine □ JAS 4 □ JASC 4  
3.99 LUGTONS/H.R. TAYLOR  
DUKE ELLINGTON & COLEMAN HAWKINS DUKE ELLINGTON MEETS COLEMAN HAWKINS Jasmine □ JAS 1  
□ JASC 1 3.99 LUGTONS/H.R. TAYLOR  
DYNAMITE BAND ROCKIN' IS OUR BUSINESS Ace □ CH 53 □ 10CH53 (10") 2.75 PINNACLE

EDGAR FROESE ELECTRONIC DREAM Brain □ 0040148 2.67 MAKING WAVES  
EDGAR FROESE YPSILON IN MALAYSIA PALE Brain □ 1074 3.34 MAKING WAVES  
ELOY PLANETS Heavy Metal □ HM1 LP1 □ HM1 PD1 (Pic Disc) □ HM1 MC1 3.30/3.50/3.30  
POLYGRAM (IMS)  
EXTRABREIT IHRE GROSSTEN ERFOLGE Brain □ 0060348 3.34 MAKING WAVES

GANELINE TARASOU CHEKASIN LIVE IN EAST GERMANY Leo □ LR 102 3.20 ROUGH TRADE/CARTEL  
GEOFF LOVE & HIS ORCHESTRA YOUR HUNDRED FAVOURITE SONGS VOL. 4 MFP □ MFP 50564 □ TCMFP  
50564 2.25 EMI  
GEOFF LOVE & HIS ORCHESTRA YOUR HUNDRED INSTRUMENTAL FAVOURITE LOVE SONGS VOL. 4 MFP  
□ MFP 50565 □ TCMFP 50565 2.25 EMI  
GLADYS KNIGHT & THE PIPS 100 MINUTES OF GLADYS KNIGHT & THE PIPS PRT □ ZCTON 100 (Cass Only)  
1.82 PRT  
G.B.H. CITY BABY ATTACKED BY RATS Clay □ CLAYLP 4 2.52 PINNACLE

JANE FONDA WORK OUT CBS □ (Out Now) □ CBS 4088581 CBS  
JOHN COLTRANE QUARTET PLUS 10 AFRICA/BRASS Jasmine □ JAS 8 □ JASC 8 3.99 LUGTONS/H.R.  
TAYLOR  
JUDI SHEPPARD-MISSETT JAZZERCISE MCA □ MCF 3144 □ MCF 3144 3.20 CBS  
J.J. JOHNSON & KAI WINDING THE GREAT KAI & J.J. Jasmine □ JAS 7 □ JASC 7 3.99 LUGTONS/H.R.  
TAYLOR

KANSAS VINYL CONFESSIONS Kirshner □ KIR 85714 □ KIR 4085714 CBS  
KEITH DIGNUM & SIMON ROSSER BY CHANCE IT WAS Dingles □ DIN 313 2.60 SPARTAN  
KLAUS SCHULZE BLACK DANCE Brain □ 0060406 3.35 MAKING WAVES  
KLAUS SCHULZE BODY LOVE VOL. 1 Brain □ 0060047 3.34 MAKING WAVES  
KLAUS SCHULZE BODY LOVE VOL. 2 Brain □ 0060097 3.34 MAKING WAVES  
KLAUS SCHULZE CYBORG Brain □ 2/1078 4.00 MAKING WAVES  
KLAUS SCHULZE DIG IT Brain □ 0060353 3.34 MAKING WAVES  
KLAUS SCHULZE DUNE Brain □ 0060225 3.34 MAKING WAVES  
KLAUS SCHULZE IRRILICHT Brain □ 1077 3.34 MAKING WAVES  
KLAUS SCHULZE LIVE Brain □ 0080048 4.00 MAKING WAVES  
KLAUS SCHULZE MIRAGE Brain □ 0060040 3.34 MAKING WAVES  
KLAUS SCHULZE MOONDAWN Brain □ 1078 3.34 MAKING WAVES  
KLAUS SCHULZE TIME WIND Brain □ 1075 3.34 MAKING WAVES  
KLAUS SCHULZE X Brain □ 0080023 4.00 MAKING WAVES

LAMBERT, HENDRICKS & ROSS SING A SONG OF BASIE Jasmine □ JAS 6 □ JASC 6 3.99 LUGTONS/H.R.  
TAYLOR  
LATIMORE SINGING IN THE KEY OF LOVE Malaco □ MAL 7409 2.89 PINNACLE  
LENA MARTELL 100 MINUTES OF LENA MARTELL PRT □ ZCTON 105 (Cass Only) 1.82 PRT  
LOWELL FULSON 1946-1957 Blues Boy □ BB 302 3.40 MAKING WAVES  
LULU TAKE ME TO YOUR HEART AGAIN Alfa □ (Out Now) □ ALS 4085628 CBS

MARTY ROBBINS COME BACK TO ME CBS □ CBS 85794 □ CBS 4085794 CBS  
MAX BYGRAVES 100 MINUTES OF MAX BYGRAVES PRT □ ZCTON 104 (Cass Only) 1.82 PRT  
MOEBANDY SHE'S NOT REALLY CHEATIN' (SHE'S JUST GETTIN' EVEN) CBS □ CBS 85868 CBS

NAZARETH 2XS Nems International □ NIN 001 3.04 STAGE ONE  
NELSON RIDDLE & HIS ORCHESTRA THE LOOK OF LOVE Bulldog □ BDL 1039 1.54 PINNACLE

POWER POWER Malaco □ MAL 7408 2.89 PINNACLE

REAL THING 100 MINUTES OF REAL THING PRT □ ZCTON 109 (Cass Only) 1.82 PRT  
ROCKY SHARPE & THE REPLAYS SHOUT! SHOUT! Chiswick □ TOSS 1 3.20 PRT  
ROY WOOD THE SINGLES Speed □ SPEED 1000 2.43 PRT

SEARCHERS 100 MINUTES OF SEARCHERS PRT □ ZCTON 103 (Cass Only) 1.82 PRT  
SERGEY KURYOKHIN THE WAYS OF FREEDOM Leo □ LR 107 2.95 ROUGH TRADE/CARTEL  
SOFT BOYS UNDERWATER MOONLIGHT Armageddon □ ARM 1 2.43 PINNACLE  
SONNY ROLLINS SONNY ROLLINS ON IMPULSE Jasmine □ JAS 2 □ JASC 2 3.99 LUGTONS/H.R. TAYLOR  
SPK LEICHENSCHREI Thermidor □ 1-9 3.20 ROUGH TRADE/CARTEL  
SPLIT BEAVER WHEN HELL WON'T HAVE YOU Heavy Metal □ HMRLP 3 3.30 POLYGRAM (IMS)  
STATLER BROTHERS THE LEGEND Mercury □ MERS 8 □ MERSC 8 3.05/3.15 POLYGRAM  
STATUS QUO 100 MINUTES OF STATUS QUO PRT □ ZCTON 101 (Cass Only) 1.82 PRT  
SYDNEY DEVINE TAKE MY HAND PRECIOUS LORD Emerald □ GES 1220 □ KGES 1220 2.43 SPARTAN

TELEPHONE BILL & THE SMOOTH OPERATORS MANHATTAN ROLL Dingles □ DID 713 2.89 SPARTAN  
VARIOUS 60'S HITS... ORIGINAL ARTISTS... 100 MINUTES OF PRT □ ZCTON 112 (Cass Only) 1.82 PRT  
VARIOUS 70'S HITS... ORIGINAL ARTISTS... 100 MINUTES OF PRT □ ZCTON 119 (Cass Only) 1.82 PRT  
VARIOUS ACTION REPLAY SPORTING SERIES BBC □ REH 441 □ ZCR 441 2.43 PRT  
VARIOUS AMERICAN GREATS... 100 MINUTES OF... PRT □ ZCTON 113 (Cass Only) 1.82 PRT  
VARIOUS DISCO DANCE HITS... ORIGINAL ARTISTS... 100 MINUTES OF PRT □ ZCTON 115 (Cass Only)  
1.82 PRT

VARIOUS FAME BBC □ REB 447 □ ZCS 447 3.20 PRT  
VARIOUS FEAR AND FANTASY Armageddon □ MOON 2 2.43 PINNACLE  
VARIOUS INDIEPOP COMPILASIAN Virgin □ VM 5 □ VMC 5 2.43 CBS  
VARIOUS LOVE NOT DETOVATION Deleted □ DLP 001 2.35 ROUGH TRADE/CARTEL  
VARIOUS MASTER MIXES Epic □ EPC 22138 CBS  
VARIOUS ROCK AND ROLL CLASSIC... ORIGINAL ARTISTS... 100 MINUTES OF PRT □ ZCTON 116  
(Cass Only) 1.82 PRT  
VARIOUS SAVILE'S TIME TRAVELS, 20 GOLDEN HITS OF 1959 MFP □ MFP 50566 □ TCMFP 50566 2.25 EMI  
VARIOUS THE BLUES... 100 MINUTES OF PRT □ ZCTON 117 (Cass Only) 1.82 PRT  
VICTOR SYLVESTER 100 MINUTES OF VICTOR SYLVESTER PRT □ ZCTON 111 (Cass Only) 1.82 PRT

WASHBOARD WILLIE MOTOR TOWN BOOGIE JSP □ JSP 1036 2.79 PINNACLE

YELLOWMAN OPERATION RADIFICATION Pama □ PND 3215 (10") 2.60 JETSTAR

Z.Z. HILL DOWN HOME Malaco □ (Out Now) □ MALC 7406 2.89 PINNACLE  
Z.Z. HILL Z.Z. HILL Malaco □ MAL 7402 □ MALC 7402 2.89 PINNACLE



**Basic Key**

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

**NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE**

		LUXEMBOURG RADIO 1	CAPITAL RADIO 2	PICCADILLY CLYDE	DOWNTOWN BRMS	HALLAM	TRENT	METRO	FORTH	BEACON	VICTORY	ORWELL	SWANSEA	MERCIA	PENNINE	PLYMOUTH 210	HEREWARD	BBC SCOTLAND				
71	WILL YOU OR WON'T YOU DOOLEYS	B			B	★	A		B	B					A	B	B	B	B	EPC A2522	C	21
72	I WANT CANDY BOW WOW WOW	C	A		B		A	A							A	A	B	B	C	RCA 238	R	20
73	TORCH SOFT CELL	C	A		B		A	A			C	A			A	B	A			BZS 9	F	20
74	SPACE AGE LOVE SONG A FLOCK OF SEAGULLS	B		A													B	C		JIVE 17	C	20
75	MACHINERY SHEENA EASTON	C		★					A	A	B									EMI 5326	E	19
76	BACK TO SCHOOL AGAIN FOUR TOPS	B			C					B							B			RSO 89	F	19
77	RADIO GIRLS ALBERT LEE	C	C		B				B	A								A		POSP 434	F	19
78	SO MANY SIDES OF YOU BOBBY WOMACK	C			B	C	A	A	B	B					B					TMG 1267	R	19
79	I WAS TIRED OF BEING ALONE PATRICE RUSHEN			B	B	B	C	A	B		A	A	A	C	A	B	B	B	★	K13184	W	19
80	SUMMER IS COMING STRAWBERRY PARK	C	B		C	A					B						B			SON 2245	A	18
81	SADDLE UP DAVID CHRISTIE	C	C																	KRT 9	R	18
82	GOODY TWO SHOES ADAM ANT	C			B			A				A								CBS A2367	C	18
83	WHEN YOU WALK INTO THE ROOM STEVE FORBERT	C		B	B	C			B			A	A	A		A	A	B		EPC A2464	C	18
84	FOR THOSE ABOUT TO ROCK AC DC	C					B	A				C			A		B			K11721	W	17
85	WHO AM I KIDDING ANGIE GOLD	C	B					B	B											KRLA 2323	C	17
86	CHALK DUST (THE UMPIRE STRIKES BACK) BRAT	C	C							A					B	A				SMASH 1	A	17
87	RENDEZVOUS TYGERS OF PAN TANG	C				B	B		A											MCA 777	C	17
88	LOVELY MONEY DAMNED	C				B			A						B	A				BROP 149	F	17
89	I'M A WONDERFUL THING, BABY KID CREOLE	C			A	B	A	A			B				A	A	A			WIP 6756	E	17
90	SENSITIVE MICK KARN	C	B	C	B			A		B		C								VS 508	C	16
91	WE TAKE MYSTERY GARY NUMAN	C						A			A					B	A	C		BEG 77	W	16
92	NOBODY MADE ME RANDY EDELMAN		A					A					A	B			B			XPRES 81	F	16
93	ALWAYS ON MY MIND WILLIE NELSON	C	B	B	C	A	B			C		A	A	B	B	B				CBS A2511	C	16
94	SOONER OR LATER LARRY GRAHAM	C	B		A	C		B	B	★	A	B	A	C	B	A		A		K17925	W	16
95	NO MORE EXGUSES GRAHAM PARKER	C	C					★			A					★				RCA 243	R	15
96	HEY MARIE STARGAZERS	C	C																	EPC A2442	C	15
97	IF YOU WANT MY LOVE CHEAP TRICK	C			C												B			EPC A2046	C	15
98	TALKING OUT OF LINE BARDO	C	C		C		B	A	B			C	A	A	B	A	B			EPC A2497	C	14
99	NO GETTING OVER YOU PARIS	C	B			A		A	A	★		A	A							RCA 222	R	14
100	BACKSEAT LE CHANGE	C	B					B									B			CAR 244	R	13
BREAKER	CYNICAL GIRL MARSHALL CRENSHAW			★	A					B						B				K17971	W	13
BREAKER	867-5309 TOMMY TUTONE	C			A												B			CBS A2062	C	13
BREAKER	HORSE WITH NO NAME FIRST LIGHT	C	B				B													FLIGHT 22	P	13
BREAKER	FIRST IMPRESSIONS HIGH INERGY	C	B		★					B	A									TMG 1268	R	13
BREAKER	I DON'T CARE DIONNE WARWICK		B	C		C	A	A	A		B	C	B	B	A	B	B			ARIST 475	F	13
BREAKER	BEACH BOY GOLD PT II GIDEA PARK	B			C						A	A				A	B			POLO 22P	C	13
BREAKER	PAPERLATE GENESIS	C			C		A									B	A			GEN 1	F	13
BREAKER	SHAKE THE CITY DENNIS WATERMAN	C		B	A		B	A							B	A				EMI 5322	E	13
BREAKER	TO DREAM THE DREAM FRANKIE MILLER		B	C	A	C	A				A					B				CL 253	E	12
BREAKER	CRIMSON AND CLOVER JOAN JETT & THE BLACKHEARTS		B	B		A	B	B	★	B	A	B	B	A	A	B	B			EPC A2485	C	12
BREAKER	CRASHING DOWN NOLANS	C	B				B													EPC A2378	C	11
BREAKER	CHARMED LIVES BOOMTOWN RATS	C					B				C							C		MER 106	F	11
BREAKER	YOU BRING THE SUN OUT JANET KAY	C			B			B	A		A									ARIST 481	A	11
BREAKER	GIVE ME JUST A LITTLE MORE TIME ANGELA CLEMMONS	C	C		B			★				A	B							PRT A2272	C	11
BREAKER	FAME IRENE CARA			A					A											RSO 90	F	11
BREAKER	EYE IN THE SKY ALAN PARSONS PROJECT	C	B							B										ARIST 470	F	11
BREAKER	I WILL DO IT FOR YOUR LOVE LULU	C	B																	ALF A2423	C	10
BREAKER	SOMETHING'S GOING ON JOHNNY MATHIS	C				A		★	B	C		★	★	★	B	B				CBS A2605	C	10
BREAKER	LETTIN' IT LOOSE HEATWAVE	C																		EPC A2414	C	10
BREAKER	TROPICANA COLD HAND BAND		★																	PPC 109	A	9
BREAKER	DRIVING IN MY CAR MADNESS		★																	BUY 153	C	9
BREAKER	HIT THE ROAD JACK BUZZZ	C	C						A						B					RCA 248	R	9
BREAKER	WITH A WOMAN LIKE YOU OFFICE BOY			C	B	A				B		A								RES 009	P	9
BREAKER	KEEP THE FIRE BURNING REO SPEEDWAGON			B			A	B		B	A	B	B	A	B	B	B	★	B	EPC A2495	C	9
BREAKER	THE SOUND OF YOUR CRY ELVIS PRESLEY	C		B		A						C								RCA 232	R	9
BREAKER	ROCK AND ROLL KEVIN JOHNSON	B							B			B				A				7P 240	A	9
BREAKER	ONLY THE LONELY KNOW CHARLY MCCLAIN	C			★							B		★						EPC A2606	C	8
BREAKER	PLEASE COME INTO MY LIFE GRIFFIN & SYLVESTER	C	C			A	A					A								POSP 466	F	8
BREAKER	BY THE WAY MODERN ROMANCE	C			A		A	B				C	A	B	A	A				K19185	W	8
BREAKER	RAIN GOOMBAY DANCE BAND	C								A			A				A	B		EPC A2564	C	8
BREAKER	CAN'T TAKE MY EYES OFF YOU BOY'S TOWN GANG	C	C	B								★								ERC 101	A	8
BREAKER	GET A LITTLE CLOSER HAZAN	C			A	C					B				B					EMI 5317	E	7
BREAKER	LOVE ON A SUMMER NIGHT MCCRYARYS	C	B									A	B							12CL 251	E	7
BREAKER	I'M AFRAID OF ME CULTURE CLUB	C					B													VS 509	C	7
BREAKER	WHEN LOVE COMES KNOCKING ANGELA STEWART	C	B																	DYN 11	C	7
BREAKER	LET'S FUNK TONIGHT BLUE FEATHERS		B	A			★		A	B										MER 109	F	7
BREAKER	I SECOND THAT EMOTION JOSE FELICIANO	B																		TMGT 1264	R	7
BREAKER	VISIONS BILL WYMAN	C			A			A									B	B		AMS 8227	C	7
BREAKER	ALBANY ROGER WHITTAKER	B																		EMI 5311	E	7

**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.

**Distributor Codes**

- A PRT
- C CBS
- D Ronco
- E EMI
- F Polygram
- G K-tel
- H "Cartel" (Backs, Fast Product, Probe, Red Rhino, Revolver, Rough Trade)
- I Spartan/Rough Trade
- J Jetstar
- K Solomon & Peres
- L Lightning
- M Spartan
- N Spartan/Cartel
- O President
- P Pinnacle
- Q Rough Trade
- R RCA
- S Stage One
- T Graduate
- U Warwick
- V Red Rhino
- W WEA
- X Pinnacle/Rough Trade
- Y Wynd Up
- Z Rough Trade/Cartel

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.

# ALBUM REVIEWS

## Top 60

**REO SPEEDWAGON: Good Trouble (Epic EPC 85789) Prod: Cronin/Richrath/Beamish/Gratzer**

Reo Speedwagon specialises in urgent hard rock, rather than unremitting heavy metal. Although the band projects a very American image (witness the sleeve pics on this new album which feature a typical band-on-the-road theme) it seems to have caught the British imagination where others have failed. This perhaps has to do with the way the band strikes a balance between good melodic material and a suitably strident instrumental feel – it doesn't let itself fall headlong into American 'soft rock'. This album is up to a good standard for the group and should see their success continuing.

**FRANKIE MILLER: Standing On The Edge (Capitol EST 12206) Prod: Barry Beckett**

After years of writing fine songs and making very reasonable albums with Chrysalis, Miller breaks through in America with the aid of Capitol. He could well repeat the trick in Britain because this is straight forward soulful rock with many of the slow groovers co-written with former Free bassist Andy Fraser who knows a thing or two about generating drama on songs like 'Zap Zap' and 'It's All Coming Down Tonight'. Miller's own 'To Dream The Dream' is full of typical feeling while 'Firin' Line', co-written with the excellent Moon Martin, sounds like a hit.

**JUDAS PRIEST: Screaming For Vengeance (CBS 85941) Prod: Tom Allom**

Something of a concept album from the internationally successful Judas Priest, it concerns a mythical winged-warrior called The Hellion, a poster of which is given away free with copies. This is the first Priest album for 18 months but it is doubtful that the following that Rob Halford and co built up with concert and festival appearances will have evaporated. Priest are an unashamedly heavy metal band and there is no let up in the barrage of rock which they unleash on this album. Differences between the numbers might be subtle but that will not trouble the fans.

**LYNYRD SKYNYRD: Gold And Platinum – The Very Best Of Lynyrd Skynyrd (MCA MCDW 456)**

As can be seen from the success of the reissued yet again 'Freebird' Lynyrd Skynyrd is one of those bands which will not be forgotten. This album has been repackaged especially to attract the new audience which is finding LS for the first time, a two record set which is sure to be given plenty of exposure at rock discos. It includes the full-length version of 'Freebird', along with the group's only other UK hit 'Sweet Home Alabama'. The group's following in the UK was always more than this bare statistic reveals and LS are still the most popular Southern rock boogie band since the Allman Brothers. Other stand out tracks are 'Gimme Three Steps', 'Saturday Night Special' and 'Whiskey Rock-a-Roller'.

## Best of the rest

**TED NUGENT: Nugent (Atlantic K50898) Prod: Ted Nugent.**

First one for Nugent on Atlantic but the style is still the same; a potent mix of macho imagery, desperate, throaty vocals (from Derek St. Holmes) and the kind of thrusting but not-too-pretentious guitar work which is the trademark of the Detroit maniac's sound. As always, plenty of attack and a good mix in which the music is heard with the minimum of portentous heavy rock studio effects.

**GARY US BONDS: On The Line (EMI AML 3022) Prod: Bruce Springsteen/Miami Steve Van Zandt**

Imagine the Springsteen band, but with a smooth, black vocalist, performing the kind of uptown R&B with which Springsteen has made his name and you get an accurate idea of this LP. Contrary to his earlier hits Bonds has turned out to be a classier singer than one would have imagined and his voice here is nicely set off by plenty of that loose, grainy New York music played by a set of musicians that includes not a few Springsteen alumni. Its good stuff but perhaps too near The Maestro to take off without a hit single.

**SYDNEY DEVINE: Take My Hand Precious Lord (Emerald Gem GES 1220) Prod: Sydney Devine**

Back with the Belfast label after a brief unsuccessful attempt to translate Northern popularity into national acceptance, Devine may well find limited territorial objectives pay a better dividend. While he doesn't always sound totally comfortable with the choice of key, this package of religious songs is well-suited to his homespun, country-influenced style. With familiar material like 'Old Rugged Cross', 'Precious Memories' and 'Peace In The Valley', featured, Devine should be on course to take his total LP sales past the one million mark.

**JANE FONDA: Jane Fonda's Workout Record (CBS 88581) Prod: Mary Kushner**

Only those people already dead could have missed the deluge of fitness and diet aids which has hit the UK this Summer. Jane Fonda's similarly titled book is already a best seller and the attraction of an internationally famous actress could well boost sales of this album. However, it does come after no less than four exercise albums – all of them TV advertised. Since the album has been out in the States for some time it is hard to understand why CBS waited so long. The backing music includes numbers by The Jacksons, REO Speedwagon, Brothers Johnson, Linda Clifford and Billy Ocean but perhaps Ms Fonda's narration of the actual instructions could have shown a little more zest.

**CANNON AND BALL: Together (MfP 50561) Prod: Geoff Gill**

While they are unlikely to pose threats to anybody in the vocal stakes, Cannon and Ball's first effort on disc is still rather likeable. As befits the two top comedians, the contents often have a lighthearted approach, but the best



Fonda fitness plus good rock



Ted Nugent: same style for Atlantic

moments come when they are not trying to be funny, particularly with a creditable version of 'The Sun Ain't Gonna Shine Anymore' and a medley linking 'Dreamin', 'Dream Baby' and 'Dream Lover'. Their huge popularity will ensure consumer interest in this top-value budget package.

**VARIOUS ARTISTS: Another Saturday Night (Oval OVLP 506)**

The re-release of this cajun sampler album with an extra four tracks now bringing the total to 16 means that any fans looking for an introduction to the music can get very good value indeed from this LP. Renewed airplay interest in Johnny Allan's 'Promised Land' plus a low chart placing for Tommy McLain's 'Sweet Dreams' (with big interest in Scotland for this single) has given new focus to an album that runs the gamut of today's Louisiana styles. With few cajun albums available now on the books of the major companies, this Oval collection is a valuable one.

**ROY WOOD: The Singles (Speed SPEED 1000) Prod: Various**

15 cuts from the Roy Wood catalogue stretching from 'Flowers In The Rain' and 'Fire Brigade' of 1968 right up to 'OTT' released this year. They are all the original recordings and chart Wood's bouncy career for The Move, through Wizzard and into less successful, though by no means less classy solo work. A useful collection for the many fans of Wood and his 14-years as a leading writer, producer and band front man.

**STEVE FORBERT: Steve Forbert (Epic EPC 85297) Prod: Steve Burgh**

An altogether more sophisticated approach to his recording from Steve Forbert whose charming slightly down-at-heel style of quirky folk song has been turned into a more grandiose and powerful all-round production for the new album. He remains on vocals and acoustic guitar, but he is joined by brass sections or rock band back-up men to beef out songs like 'Ya Ya (Next To Me)' and 'It Takes A Whole Lotta Help (To Make It On Your Own)' which sound like good radio records. His version of Jackie De Shannon's 'When You Walk In The Room' proves a good choice of covers while his own material is heartfelt and clever at the same time.

**KING SUNNY ADÉ AND HIS AFRICAN BEATS: Juju Music (Island ILPS 9712) Prod: Martin Meissonier** In Nigeria Sunny Adé is the biggest thing on the market. He has recorded more than 40 albums, and each has

been sold in excess of 200,000 over the past ten years. Juju music is the traditional dance genre of the country's largest tribe the Yoruba and blends modern electric guitars and synthesizers with African talking drums and chanted vocals. There are even reggae-style dub effects. Although not as powerful or jazzy as Fela Kuti, this music has a danceability and freshness that will get over to the increasing number of British African music enthusiasts.

**GLENN FREY: No Fun Aloud (Asylum K52395) Prod: Glenn Frey Allan Blazek Jim Ed Norman**

With the Eagles no longer a recording force, this album by the band's lead singer will plug the gap well. Frey is in great form vocally and while songs like 'She Can't Let Go' and 'I Found Somebody' are haunting reminders of past glories, the treatments are sufficiently varied to give this solo effort a real individual identity. Look out in particular for a punchy revival of Johnny Taylor's 'I've Been Born Again' and a heartfelt 'All Those Lies'. With the Eagles name on it, the album would have charted.

**CHICAGO: Chicago 16 (Full Moon K99235) Prod: David Foster**

One of yesterday's giants, Chicago hit the comeback trail and prove they still pack a potent punch musically. But their place in today's marketplace is difficult to define. Evidently concerned with coming to grips with contemporary requirements, their intricate arrangements have moved on from the old jazz-rock format, and the songs are also out of the top drawer. However, the album is more likely to appeal to those with fond memories than win hordes of new admirers.

**VARIOUS: Dreamgirls (Geffen GEF 85578) Prod: David Foster**

A smash hit both on Broadway and in the US charts, *Dreamgirls* is the story of three black girl singers who rise to success during the years 1962-72. It is, of course, denied that this is merely a fictional account of The Supremes career although as a pointer to the quality of the music it is not too far wrong. The score is a powerful one, and is largely responsible for this show being the biggest Broadway musical since *Annie*, and the performance, particularly of Tony award winning Jennifer Holliday is equally impressive. At present the show is enjoying a cult status in the UK, with a strong black following and the word of mouth recommendations of people returning from New York.

# Albums/Tapes Top 60

**BESTSELLERS**  
\*RECORD BUSINESS\*

1	3	<b>THE LEXICON OF LOVE</b> ABC NEUTRON NTRS(C) 13.05/3.15 POLYGRAM O
2	7	<b>AVALON</b> ROXY MUSIC EG (POLYDOR) EGHP(C) 50/3.50 POLYGRAM ●
3	6	<b>STILL LIFE (AMERICAN CONCERT 1981)</b> ROLLING STONES ROLLING STONES (TC)CUN(P)39115/3.04 EMI
4	2	<b>PICTURES AT ELEVEN</b> ROBERT PLANT SWANSONG SSK(4)59418/3.20 WEA
5	2	<b>MIRAGE</b> FLEETWOOD MAC WARNER BROS K(4)56952/3.20 WEA
6	7	<b>TROPICAL GANGSTERS</b> KID CREOLE AND THE COCONUTS ZE (P)ILPS(ICT) 7016/3.25 EMI
7	2	<b>IMPERIAL BEDROOM</b> ELVIS COSTELLO F.BEAT XXLP(XXC)17/3.20 WEA
8	12	<b>COMPLETE MADNESS</b> MADNESS STIFF (Z)HIT TV 1/3.58 CBS.☆
9	3	<b>ABRACADABRA</b> STEVE MILLER MERCURY 6302(7144) 204/3.05/3.15 POLYGRAM
10	2	<b>FAME</b> ORIGINAL SOUNDTRACK RSO 2479/253 (3216/265) 3.25/3.38 POLYGRAM
11	9	<b>RIO</b> DURAN DURAN EMI (TC)EMC 3411/3.25 EMI ●
12	2	<b>OVERLOAD</b> VARIOUS RONCO (4C)RTL 2079/5.49 RONCO
13	6	<b>THREE SIDES LIVE</b> GENESIS CHARISMA GE(MC) 2002/4.25/4.35 POLYGRAM ●
14	2	<b>FABRIQUE</b> FASHION ARISTA SPART(TCART) 1185/3.05 POLYGRAM
15	4	<b>NON-STOP ECSTATIC DANCING</b> SOFT CELL SOME BIZZARE BZX(BZM) 10/2.15/2.25 POLYGRAM
16	5	<b>THE CHANGELING</b> TOYAH SAFARI VOOR(C) 9/2.89 SPARTAN
17	2	<b>TURBO TRAX</b> VARIOUS K-TEL NE 1176(CE 2176) 5/99 K-TEL
18	6	<b>WINDSONG</b> RANDY CRAWFORD WARNER BROS K(4)57001/3.20 WEA O
19	2	<b>THE LOVE THAT WHIRLS (DIARY OF A THINKING HEART)</b> BILL NELSON MERCURY WHIRL(CURL) 3/3.45/3.55 POLYGRAM
20	4	<b>TROOPS OF TOMORROW</b> EXPLOITED SECRET (T) SEC 8/2.43 CBS
21	5	<b>ARE YOU READY</b> BUCKS FIZZ RCA RCALP(RCAK) 8000/3.25 RCA
22	8	<b>STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b> STEVIE WONDER MOTOWN (C)TMSP 6012/4.87 RCA
23	NEW	<b>LOVE AND DANCING</b> LEAGUE UNLIMITED ORCHESTRA VIRGIN OVED(C) 6/1.82 CBS
24	10	<b>NIGHT BIRDS</b> SHAKATAK POLYDOR POLS(C) 1059/3.05 POLYGRAM O
25	10	<b>HOT SPACE</b> QUEEN EMI (TC)EMA 797/3.50 EMI ●
26	18	<b>NON-STOP EROTIC CABARET</b> SOFT CELL SOME BIZZARE BZLP(BZMC) 2/3.05/3.15 POLYGRAM ●
27	27	<b>CHARIOTS OF FIRE</b> VANGELIS POLYDOR POLS(C) 1026/3.05 POLYGRAM ●
28	16	<b>PELICAN WEST</b> HAIRCUT ONE HUNDRED ARISTA CLIP HCC(TCHC) 100/3.05 POLYGRAM ●
29	11	<b>TUG OF WAR</b> PAUL MCCARTNEY PARLOPHONE (TC)PCTC 259/3.55 EMI ●
30	3	<b>HAPPY TOGETHER</b> ODYSSEY RCA RCALP(RCAK) 6036/3.04 RCA
31	14	<b>ASIA</b> ASIA GEFEN GEF (40)85577 CBS
32	9	<b>SULK</b> ASSOCIATES ASSOCIATES ASCL(ASCC) 1/3.20 WEA
33	2	<b>ALL THE BEST COWBOYS HAVE CHINESE EYES</b> PETE TOWNSHEND ATCO K(4)50889/3.20 WEA
34	12	<b>LIVE IN BRITAIN</b> BARRY MANILOW ARISTA ARTV(C) 4/3.58 POLYGRAM ☆
35	4	<b>CHILL OUT</b> BLACK UHURU ISLAND ILPS(ICT) 9701/3.25 EMI
36	15	<b>THE NUMBER OF THE BEAST</b> IRON MAIDEN EMI (TC)EMI 3400/3.25 EMI ●
37	26	<b>LOVE SONGS</b> BARBRA STREISAND CBS (40)10031 CBS
38	8	<b>COMBAT ROCK</b> CLASH CBS FMLN (40)2 CBS
39	12	<b>1982</b> STATUS QUO VERTIGO 6302(7144) 189/3.05/3.15 POLYGRAM ●
40	38	<b>DARE</b> HUMAN LEAGUE VIRGIN (TC)V2192/3.40/3.20 CBS ☆
41	2	<b>NIGHT AND DAY</b> JOE JACKSON A&M AMLH(CAM) 64906/3.04 CBS
42	7	<b>THE HUNTER</b> BLONDIE CHRYSALIS (P)(Z)CDL 1384/3.04 POLYGRAM
43	3	<b>BEAT</b> KING CRIMSON EG (POLYDOR)EGLP(EGMC)51/3.25 POLYGRAM
44	2	<b>TURN OUT THE LIGHTS</b> BERNIE TORME KAMAFLAGE KAMPL(KAMC) 2/3.22 CBS
45	8	<b>THE EAGLE HAS LANDED</b> SAXON CARRERE CAL(CAC) 137/3.04 RCA
46	3	<b>SWITCHED ON SWING</b> KINGS OF SWING K-TEL ONE 1166(OCE 2166) 5/00 K-TEL
47	13	<b>BROADSWORDS AND THE BEAST</b> JETHRO TULL CHRYSALIS (Z)CDL 1380/3.22 POLYGRAM
48	2	<b>GOLD</b> STEELY DAN MCA MCF(C) 3145/3.20 CBS
49	11	<b>A FLOCK OF SEAGULLS</b> A FLOCK OF SEAGULLS JIVE HOP(C) 201/2.43 CBS
50	197	<b>BAT OUT OF HELL</b> MEAT LOAF EPIC EPC(40) 82419/2.74 CBS ☆
51	33	<b>TIN DRUM</b> JAPAN VIRGIN (TC)V2209/3.20 CBS ●
52	NEW	<b>FRIENDS</b> SHALAMAR SOLAR K(4)52345 WEA
53	35	<b>PEARLS</b> ELKIE BROOKS A&M ELK(CLK) 1981/3.25 CBS ☆
54	9	<b>PINKY BLUE</b> ALTERED IMAGES EPIC EPC (40)85665 CBS O
55	2	<b>KILLERS</b> KISS CASABLANCA CANL(C) 1/3.25/3.35 POLYGRAM
56	NEW	<b>ON THE LINE</b> GARY U.S. BONDS EMI AMERICA (TC)AML 3022/3.25 EMI
57	27	<b>GREATEST HITS</b> QUEEN EMI (TC)EMTV 30/3.59 EMI
58	10	<b>STRAIGHT FROM THE HEART</b> PATRICE RUSHEN ELEKTRA K(4)52352/3.20 WEA
59	10	<b>THE CONCERTS IN CHINA</b> JEAN MICHEL JARRE POLYDOR PODV(C) 3/4.35 POLYGRAM O
60	7	<b>EYE IN THE SKY</b> ALAN PARSONS PROJECT ARISTA 204(404) 666/2.44 POLYGRAM

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

10 CC RUNAWAY/Action Man In Motown Suit Mercury ○ MER 113 POLYGRAM ■  
 23 SKIDOO ETHICS/Another Baby's Face Pinneapple ○ PULP 23 PINNACLE ■  
 AL CAMPBELL DANCE HALL STYLE/Fight I Down Greensleeves ● GRED 94 SPARTAN/JETSTAR  
 ALABAMA TAKE ME DOWN/Love In The First Degree RCA ○ RCA 251 RCA ■  
 AMERITZ WE SHOULD BE TOGETHER/Love Will Take Us Higher Lucky ○ LUCKY 001 PRT  
 BAMBOO BLUE SCARLET ON A THURSDAY/Hat Culture Variety ○ BBVY 403 PRT ■  
 BAND A.K.A. WHEN YOU BELIEVE IN LOVE/Funk On Epic/Streetwawe ○ EPC A2602 CBS ■  
 BARBARA JONES FOR YOUR EYES ONLY/For Your Eyes Only (Dub Part II) G.G. ● GG 112 JETSTAR  
 BARBARA JONES I CAN'T SAY GOODBYE TO YOU/I Can't Say Goodbye To You (Dub Part II) G.G. ● GG 111  
 JETSTAR  
 BINGY BUNNY & LEE VAN CLEEF LONELY WIDOW/Try Your Best/Get Up Style Number 1 ● MR 2  
 JETSTAR/ROUGH TRADE  
 BINGY BUNNY & LEE VAN CLEEF TRAIN TO ZION/Train Is Coming LEE VAN CLEEF/Georgie Porgie Top Ranking  
 ● 12TRY 2 JETSTAR  
 BLANC MANGE FILL ME/Fill Me (Instrumental) London ● BLANC 2 ● BLANX 2 POLYGRAM ■  
 BOBBY & MELODY DREWS LAND ROCK/Put It Down Pama ○ PMA 3217 (10") JETSTAR  
 BOYS WHITE TEETH PRICES (WILL BE QUOTED)/Trip To Rio/Fame\* (12" Only) T.W. ○ HIT 108 ● HIT 12108  
 PINNACLE ■  
 BRIAN BRADLEY A PRINCE WAS BORN TODAY/Nicoli Zodiac ○ ZR 1020-45 STAGE ONE/LUGTONS  
 BUGGS DURRANT YOU ARE GONE/TBA Shoc-Wave ○ SPO 001 PINNACLE ■  
 CANDI STATION COUNT ON ME/Hurry Sundown Sugarhill ○ SH 115 ● SHL 115 PRT  
 CANNIBALS LED ASTRAY/Mumbo Jumbo Hit ○ FUK 4 CARTEL ■  
 CAPTAIN SENSIBLE JET BOY, JET GIRL/DAMNED/Wait For The Blackout Ace ○ NS 77 PINNACLE  
 CAROUSEL MY HEART AND I/Heart To Heart Kaleidoscope ○ KRL A2545 CBS  
 CHAS & DAVE MARGATE/Give It Gavoite Rockney ○ (Out Now) ○ KORX 15 (Pic Disc) PRT  
 CHRIS BRITAIN FOREVER (One Sided Single) Raffia ○ RAFF 001 PRT  
 CITIZENS OF ROME SOMEONE ELSE'S WORLD/St. Malo Someone Else's Music ○ ASOM 1 STAGE ONE ■  
 CLIQUE AFRIQUE CLIQUE AFRIQUE/Clique Afrique (Part II) PRT ○ P 245 ● 12P 245 PRT  
 COLD HAND BAND TROPICANA/One Day B.K. ○ PPC 109 PRT ■  
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 DELROY WILSON NO MORE HEARTACHE/The One Who Loves You Black Music ● BM 705 JETSTAR  
 DIANE LANGTON I CAN TALK TO YOU/If I'm Wrong About You (If I'm Wrong About Everything) EMI ○ EMI 5321  
 EMI ■  
 D'ARC THE LETTER/Analysis Flying ○ FLY 101 CBS  
 EYE TO EYE NICE GIRL/Time Flies Warner Bros ○ K17966 WEA  
 FAITH GLOBAL EARTH REPORT/Coded World/Love Seems Lost Survival ● SUR 124 PINNACLE ■  
 FIVE OR SIX FOUR FROM FIVE OR SIX (EP) Cherry Red ● 12CHERRY 43 PINNACLE ■  
 FREEZE ONE TO ONE/Alone Beggars Banquet ○ (Out Now) ● BEG 78T WEA  
 GIRLS CLAP, CLAP (THE CLAPPING SONG)/My Boy Has Left Me Aura ○ AUS 118 SPARTAN ■  
 GLENN FREY I FOUND SOMEBODY/She Can't Let Go Asylum ○ K13182 WEA  
 IBENJAH MAN GIVE LOVE A TRY/Mind Blowing Dub Lion Kingdom ● LK 002 JETSTAR/ROUGH TRADE  
 JACKSON BROWNE SOMEBODY'S BABY/The Crown On The Cradle Elektra ○ K13185 WEA ■  
 JAH LLOYD SHAKE AND FLICKER/TBA Sheet ○ SHEET 4 PINNACLE  
 JHALIB MYSTERIES OF THE EAST SUNS OF ARQA Ananta Snake Dance Virgin ● VS 51212 CBS ■  
 JIMMY RILEY HEY LOVE/Give Me Your Love/Delicious Taxy ○ 10WIP 6796 (70) EMI  
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 JOHN FOX ENDLESSLY/Young Man Virgin ○ VS 513 CBS ■  
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