

RECORD BUSINESS

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WITH THIS, the last issue of 1982, Record Business takes the opportunity to extend best wishes for Christmas and the New Year to its readers. Due to the duration of the Holiday break there will be no issues dated December 27 or January 4. The next issue of the paper will appear on January 10.



TRIPLE PRESENTATION time at EMI: After chief operating officer for EMI Music international Ken East handed over a silver disc and gifts to the company's distribution resources director Gordon Collins to recognise 25 years service with EMI and a gold disc to Tad Anderson the firm's manufacturing and distribution operations director for Europe, Bhaskar Menon, chairman and chief executive of EMI worldwide operations made a surprise presentation of a disc and a silver globe to East himself to celebrate East's 25 years with EMI. Left to right are: Tad Anderson, Bhaskar Menon, Mickie Most (Rak), Ken East and Gordon Collins.

TV album overkill but festive trade buoyant, say chains

THE MAJOR retail chains are all anticipating a buoyant Christmas run-up, with sales showing a substantial improvement on last year's snowbound activity.

But behind their optimistic views was a clear concern that TV-merchandised product, particularly the proliferation of hit compilation albums, has not delivered the anticipated volume, allied to critical assessment of some of the cut-price marketing tactics being employed on catalogue albums.

Paddy Toomey, record buyer at Woolworth, commented: "We are happy with the way things are going at the moment, particularly sales of pre-recorded tapes where in some stores we are experiencing problems in maintaining the right level of stock due to the tremendous demand." However, Toomey noted that lack of activity on TV-promoted repertoire in October and November, "despite the amount of stock out there" was giving the company "something to worry about". However,

he noted the sales had started to pick up in the last week.

With 23 stores now refurbished and 40 more to be completed during January and February, Toomey said he was 'bullish' about prospects for the record departments next year, although he anticipated that there would be a lean period on hot new product.

Gary Nesbitt of Our Price said: "We are seeing more TV-promoted titles selling, but in lesser quantities. There is a quick response while an album is on the box, but collectively nothing has sold as much as the successful titles of last year." At W. H. Smith, Stewart Binney??, said that sales of TV-promoted repertoire was "an area of concern". "There are too many hit compilations and not enough hits," he emphasised. However, in general, Binney said W.H. Smith was "very pleased" with the level of sales, particularly cassettes.

Richard Mawdsley, Littlewood's record buyer, said he didn't regard the

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Rising tide of twin-deck tape players worries BPI

CONCERN IS mounting about the proliferation of twin cassette deck machines from Japan which allow the owner to duplicate cassettes at faster than 'real time'.

BPI chairman Chris Wright describes the machines as 'mini counterfeiting plants' and the organisation is taking the threat very seriously.

The hardware industry has sought to fight the recession with a continual stream of new products and twin-decked cassette machines seem to be the latest craze.

To date JVC, Aiwa, Amstrad, Bina-tone and Teleton have announced twin decked machines in the UK with Aiwa offering recording at four times the normal speed and JVC double. Hi-fi dealers have stickered their advertisements in the specialist press with such slogans as 'Tapes tapes'.

The exact market for these machines is puzzling even the hi-fi press and one editor told *RB* that he couldn't see any commercial appeal at all. "It is however ideal for pirates", he added.

Much of the concern is being directed at the Aiwa machine which could tape a one-hour cassette in just 15 minutes.

A spokesman for the firm said that the multi-speed facility was a 'convenience factor' and the market they had in mind was for educational and audio/visual presentation use.

Now the BPI has called for counsel's opinion on whether it is possible to prosecute the manufacturers for encouraging copyright infringement.

Green light for Renato 'compilation'

INDEPENDENT LABEL Hollywood Records' attempt to halt distribution of a Renato album with the same title as the Birmingham singing waiter's current 'Save Your Love' smash, failed in the High Court on Tuesday.

Hollywood alleged that Lifestyle's LP was recorded in 1978 in a Birmingham studio using a three-piece band, and was intended to be sold to club customers who liked the tenor's act.

When 'Save Your Love' hit the big time, the album was picked up by the

Zomba-owned Lifestyle label, which also negotiated to licence the single for inclusion on a compilation.

In court Hollywood attempted to continue its injunction on the album's distribution, but it was set aside by the judge. Lifestyle will be allowed to continue selling the record, but all royalties will be placed in a special account until the matter comes to trial.

Pinnacle international director Laurie McGregor told *RB*: "Dealers ought to know that Lifestyle's album

contains only one track that is expensively produced, and that is the single. We are afraid that this LP will badly affect sales of Hollywood's album, which is being properly produced right now and will be out in January."

At Zomba, director Ralph Simon replied: "We were completely vindicated in court when the judge found there were insufficient grounds for Hollywood to hold up release. We licenced the track on the normal non-exclusive basis. We have probably lost 2,000 sales because of this delay."



Olivia
NEWTON-JOHN

15* MILLION PEOPLE WILL SEE OLIVIA BY WEDNESDAY

One hour TV Special on BBC 1 December 21 at 7.10 pm

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Includes the new single
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EMI 536

EMI *Estimated

OLIVIA'S GREATEST HITS

TC/EMTV36

CBS joins Compact Disc trend with 80 initial titles

CBS HAS joined the Compact Disc launch and will be making up to 80 titles available in the format in March – a big boost for hopes that CD will become a universal standard.

The addition of the large CBS catalogue which includes product from Barbra Streisand, Julio Iglesias and Asia is a major breakthrough for CD and will mean that some 300 titles will be available in the format when the machines are introduced.

Already committed to the CD releases are PolyGram, RCA, Arista/Ariola and Chrysalis – with PolyGram handling all manufacturing.

CBS is reported to want to launch the CD in America as well as Europe in the Spring with the discs manufactured in Japan by CBS/Sony, a joint venture company. In addition CBS in the US is

reported to be thinking of investing \$20 million setting up a plant there.

Ray Harris, who heads the CD marketing operation at Philips Audio, welcomed the CBS move as one which helps achieve a world standard for the format.

“To hear reports of CBS making available a good selection from its tremendous repertoire to coincide with the launch next year is most encouraging because no one is going to buy our hardware unless there is a broad choice of discs available,” he said.

“With PolyGram, RCA, Arista/Ariola, Chrysalis and now CBS on CD there is every chance that we will see the system becoming a true mass market product sooner than anticipated – that has to be good news to both Philips and the industry as a whole,” added Harris.

ON THE evening of his first British concert for two-and-a-half years Tom Petty chatted with Capital Radio’s Roger Scott. With them were (extreme left) MCA promotion chief Phil Smith and first on the bill at Wembley, Dave Edmunds.



CHRISTMAS BUSINESS From P.1.

Christmas market as being “particularly brilliant”, with sales concentrated on the titles at the top of the charts. “There is too much TV advertised product around, with hit compilations cancelling out each other. Duplication of titles is causing confusion among customers,” he added.

Both Gary Nesbitt at Our Price and HMV Retail md Ian Gray voiced their concern about price-cutting on back catalogue, particularly at WH Smith, where the company is offering 100 selected albums at £3.99.

Gray, who anticipated sales “significantly better” than last year, hit out at “unnecessarily aggressive pricing policies” being adopted by other chains. “At this time of year we can all make some money and it is the one time when it is worth to price-down,” he said.

Nesbitt reported: “We have had to cut our prices to compete instead of enjoying good back-catalogue sales at full price. The picture overall is buoyant from a sales point of view, but rather gloomy so far as margin is concerned.”

However, at W.H. Smith, Binney reported: “The opposition speaks with forked tongue. I can cite any number of examples of HMV branches selling at less than the advertised price.” He pointed out that Smith’s had limited price-cutting to 100 titles specially brought in compared to last year when cuts had been introduced across the board. He did note, however, that the chain had been forced into cutting 50p off some tape prices to compete with other chains, like HMV, where tape and album prices had been standardised.

UK Euro-song shortlist is dominated by old guard

PAST WINNER Tony Hiller has two songs shortlisted among the eight from which Britain’s entry for the Eurovision Song Contest will be chosen next year.

Hiller, who won the contest in 1976 with Brotherhood Of Man’s ‘Save Your Kisses For Me’, has ‘We’ve Got All The Time In The World’, written with Paul Curtis, and ‘When The Kissing Stops’, a collaboration with Martin Lee and Barry Upton of Brother Hood of Man, among the songs due to be

screened by BBC in the UK’s Song For Europe show in late March. The Eurovision Song contest takes place on April 23 in Munich.

The other six, announced last week at the MPA Christmas Dinner, attended by over 700 people at the Royal Lancaster Hotel, contained nothing in the way of surprises, as far as the successful writers were concerned. They are ‘All Around The World’ by Stephanie de Sykes and Stuart Slater, which Slater will perform; ‘I’m Going Home’ by Geoff Stephens and Graham Preskett; ‘I’m Never Giving Up’ by Ron Roker-Jan Pulsford-Phil Wigger; ‘Keeping Our Love Alive’ by Guy Fletcher-Doug Flett; ‘Love On Your Mind’ by M. Kristian and T. Spencer; and ‘With Love’ by Clive Scott and Des Dyer.

Confusion over Yard chart hyping probe

CONFUSION SURROUNDS the reported Police investigation of the recent chart-rigging scandal at the British Market Research Bureau (RB December 6).

According to a Scotland Yard spokesman last Wednesday, a deputy assistant commissioner told him: “We are not investigating pop chart rigging, will not

be investigating it, and have not been asked to investigate it.”

However, BMRB is adamant that the matter was placed in the hands of the Metropolitan Police on December 3, and was passed on to the appropriate operational branch on Wednesday December 8. This was verified by the company’s lawyer last week.

HM ads reported to ASA

HEAVY METAL Records has been reported to the Advertising Standards Authority by a member of the public following its advertising campaign for *Death Penalty* by Witchfinder General.

The advertisements carried a pack-shot of the album cover which shows a half-naked model being tortured in a graveyard.

The label has been accused of generating ‘degrading and offensive’ advertising in the HMV free paper *More Music*, although the same theme occurred in

various music consumer papers and the *Sunday People*.

The complaint is now being investigated by the ASA, and if it is upheld, a media notice may be issued which discourages publishers from accepting further advertising, that breaches a code of conduct signed by most of the media associations.

However, Heavy Metal is unabashed. “We have virtually told them to go to blazes,” said partner Paul Birch. “In our opinion the advertisement is in the best possible taste.”

C4’s ‘The Tube’ faring well and more shows are set

CHANNEL 4’s music programme *The Tube* is faring much better than the average for the station with an audience of well over a million people, but the programme makers are far from complacent.

Tyne Tees TV, which makes the programme, has – with the full backing of Channel 4 – commissioned a research company to find out what young people like or dislike about *The Tube* and other rock TV programmes.

“We have already received a variety of comments about all aspects of the programme; the presenters, film clips etc. The over-riding impression is that the audience likes the programme,” said co-producer Paul Corley.

He described the efforts of the company to discover the wishes of the public as ‘continual dialogue’ but a picture is already emerging of stronger audiences in the metropolitan areas.

Audiences show fluctuations depending on the star attraction, thus more people watched the Culture Club programme than normal, but Corley is convinced that the programme has a hardcore audience already.

Demand for tickets is still creating queues at Tyne Tees studios with more than 300 people admitted to each show. *The Tube* invited 100 people to attend regularly to help provide feedback.

Channel 4 is reported to be considering commissioning another series of 26 shows of *The Tube* to begin later next year. The initial series has another 14 weeks to run.

£26,000 bill for market trader

AFTER A Newport Pagnell market trader was told to pay damages, costs and interest totalling more than £26,000, the BPI warned it has investigators touring markets around the country on the look-out for pirate recordings.

Roy Matthews, who did not enter a defence against High Court copyright infringement actions brought by six major record companies, also faces an inquiry into whether or not he should pay further ‘aggravated’ damages.

He was alleged to have bought 3,000 counterfeit cassettes and in turn had supplied other stallholders. Mr. Justice Whitford also issued injunctions restraining any further trading in the recordings.

Rose report

THE BPI has clarified its position following the report of its action against Rose Records (RB December 13), which involved a complex legal argument.

The Judge struck out just one part of the BPI action relating to conversion damages but the industry watchdog can go ahead with copyright actions against Rose customers. There was no order to repay customers who had previously settled and the BPI has been given leave to appeal.

● In a separate issue the BPI wishes to make it clear that its reference to Oak Records in the operation ‘Sofie’ (RB December 6) was not intended to refer to Oak Cassettes – the budget line run by Derek Boulton Music.

MULLINGS

FEMALE RECORD producers are exceedingly few and far between in the UK business. The recent *RB Producers' Guide* listed but three, one of whom is **Tricia O'Keefe**, the guiding light behind Sue Wilkinson's hit 'The Hustler' of a couple of years back. Now she's back in action again, this time as an artist in her own right, using the alias **Precious Little** with a single called 'The On And On Song,' out on the KA label. Using the same kind of resourcefulness that won her a label deal for The Hustler at the 34th attempt, she not only wrote, sang and produced the record, but also played drums, piano, guitar, bass and percussion, and then sent out her own promo copies to the regional jocks who responded with enough enthusiasm for her to place the record with Promopeople's KA label. 'The Hustler' cost £250 to make. This time, she reckons she spent a fiver less. If the latest investment pays off as well, it will be a fair reward for lady's initiative . . . a curious story has recently appeared in the American showbusiness magazine *Variety* suggesting that the release of an album by pianist **Roger Williams** has been delayed "for a month or two at the behest of **Paul McCartney**". The album, featuring a couple of McCartney songs and some of the copyrights owned by his companies, had father-in-law **John Eastman** as co-executive producer. A copy of the tape and a sample sleeve were duly despatched to the Great Man who reportedly was "so pleased" by Williams work that he wanted to "make sure everything was just right" with the release, particularly the sleeve design. Meanwhile the album remains on hold . . . basking belatedly in the glow of the Beatles 20th anniversary, photographer **Dezo Hoffman** is off in March to promote his book of photographs in Japan, Australia and America. He says he's now getting requests for autographs and is "tickled blue" . . . statement regarding his future plans now drawing close for ex-ATV Music md **Peter Philips**, while **John Merrit**, formerly of Sunbury Music, is officiating at MAM, from which label chief **Geoffrey Everitt** is about to retire . . . wedding last week of TV Records md **Colin Ashby** to former K-tel employee **Susan Firks**.

THOSE CURIOUS about the kind of music really enjoyed by rock scribes might find the line-up at the imminent ICA rock week rather illuminating. Staff of *The Face*, *NME*, *Black Echoes* and others present their faves, among them 'small-scale Russo-Japanese new wave group **3 Mustapha 3**, and **Frank Chickens**, an all-girl Japanese Enka music trio . . . despite something of a lull in his life here, **Adam Ant** now looks set to become a big name Stateside. His *Friend or Foe* LP is heading for gold, while 'Goody Twoshoes' could become a chart-topping single . . . now that **Elton John** is attracting a mature audience, he is obviously catering for their greater affluence on the merchandising side. Among the usual paraphernalia on sale at Hammersmith is a real leather tour jacket — a snip at £75 . . . following last week's shock-horror revelation that a video dealer had started stocking records, **Richard Larkham** who runs a video library in Clare, Suffolk, called to report that he has been able to sell 25 copies of the Blues Brothers soundtrack LP to satisfied renters of the movie . . . sudden death last week of veteran Leicester dealer **Jack Ainley** (69) a retailer of records since 1959. He was one of the track's best-known characters who consistently spoke out on behalf of retailers' interests.

YOU'VE HEARD the music, now read the book, courtesy of **Virgin Retail**. Purchasers of the Beatles *20 Greatest Hits* score a free copy of *The Long And Winding Road*, while the *Virgin Yearbook* is offered with Phil Collins' *Hello I Must Be Going* . . . a two-hour profile of **Dionne Warwick**, prepared by Beacon's head of music **Mick Wright**, following a visit to the States, has been picked by 13 ILR stations for airing over Christmas period . . . an EMI press release reveals that to *Duran Duran Their Story*, each member has added "a personal appendix" — and to think that once a lock of hair was enough to thrill the punters . . . md **Martin Hooker** and Secret Records part company, with Panache Music boss **Malcolm Forrester** taking charge of the label . . .

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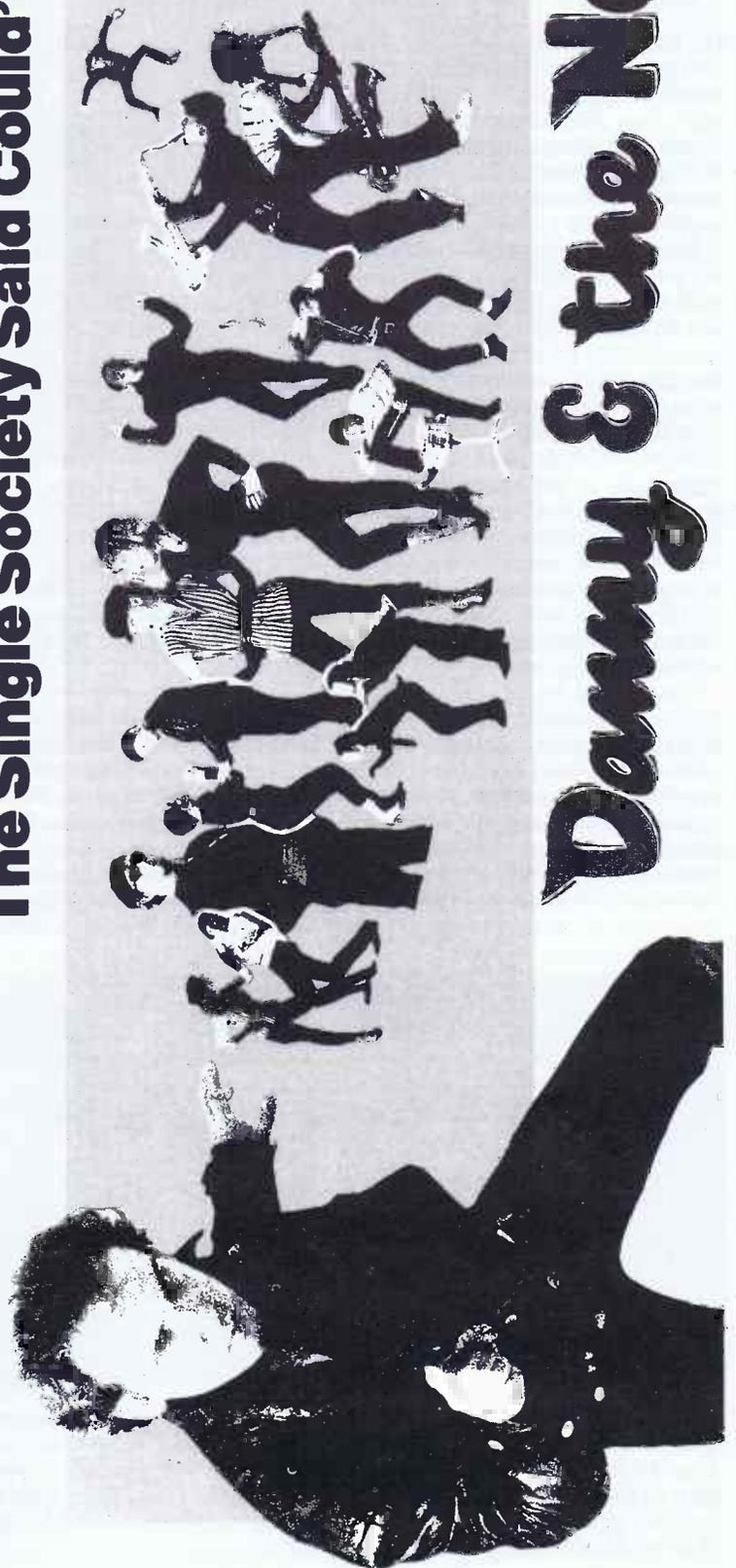
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The Single Society Said Could'nt be Made!

BIKE



CHS 2667



Danny & the Noggodorks!

The BBC's concern over the charts

REFERENCE YOUR Comment column in last week's *Record Business*, let there be no mistake the BBC deplors the activities of the hypers. We have joined with our partners in the chart on more than one occasion to condemn those who try to rig the charts. However we are neither judge nor jury and certainly not in the position to impose penalties as you suggest. We pay nearly £30,000 a year – far from a 'peppercorn payment' – for the broadcasting rights of a chart prepared by a respected market research organisation, who we know do their best in a very difficult situation to ensure it is as accurate and honest as possible.

Would you really have us abandon *Top Of The Pops* and most of Radio-1 for that matter? While records are sold there will always be charts – you publish enough – do you really believe the broadcasters can ignore them? The public are interested, even non-record buyers obviously enjoy chart programmes, after all over 10 million people watch *Top Of The Pops* every week and some eight million listen to the *Top 40* on Sundays.

You may believe that "the BBC sails serenely on" but I can assure you that we have demonstrated considerable concern in the appropriate places, but it would not help at all and only discredit the charts even further, if we were to express that criticism publicly.

Letters

IN REPLY to Alan Davison's letter commenting on the Gallup chart, I would like to begin by commiserating with Alan because he has not been chosen as a Gallup chart panel member. With a sample size of 250, however, it means that approximately 4,750 record retailers are not chosen.

There appears to be a misunderstanding about exactly what the Gallup chart will be. It is a sales based chart – nothing else. In order that our chart reflects sales it is necessary to have chain stores and multiples as well as independents in our panel. It is also important to have small as well as large retailers on the panel. This has led, I understand, to some large retailers in a particular town being aggrieved that smaller record stores in their town have been selected. To select only the larger retailers will mean that we would over-estimate the size of the overall market and underestimate the perfectly legitimate sales through the smaller outlets.

I understand the concern of independents that the stocking policy of chain stores and many large multiples leads to a less volatile chart than would be the case if they were excluded. The solution to this problem, and the subsequent problem with the breaking of new bands, is not to produce a biased sales chart but to produce a separate chart based only on sales through independents.

The criticism of the start date is to a certain extent valid. A start date of December 20 is necessary, however, if we are to produce a robust, reliable chart for January 4. I have visited quite a number of retailers personally whilst installing Dataport Retailers and have read field reports from other staff installing the equipment. We do appreciate that some retailers will find it difficult to enter catalogue numbers over the Christmas period, but almost all panel members have agreed to do their best under the difficult circumstances.

Throughout our contract negotiations and, particularly since gaining the contract in May of this year, Gallup has attempted, through the trade and national press and via radio and TV, to keep retailers informed of our intentions. It was obviously impractical for Gallup to consult the managers and owners of all 5,000 record retailers personally.

May I end by thanking all Gallup panel members for joining our panel and to thank the many retailers who have written or telephoned offering their services. **MALCOLM R. MATHER, Director, Gallup, London NW3.**

PS – as a side issue: Gallup emphatically deny the rumour that a Dataport Retailer has been installed at a sweet kiosk in a local swimming baths in the North East.

I join with you in hoping that the new Gallup system is given a fair chance to produce a chart that will be a genuine reflection of what the public is buying. The problem is that one man's 'aggressive marketing' is another man's hyping. How nice it must be to publish charts that no one wants to hype! **DEREK CHINNERY, Controller, Radio-1, London W1.**

● IT IS encouraging to learn that the BBC has expressed its concern privately, but saddening to learn why it feels public criticism would be unhelpful. The phrase "peppercorn rent" was correctly chosen – a £30,000 payment for research information on which 50-plus TOTPs and 52 weeks of Radio-1 are based works out at about £300 a week, when shared between the two users, and bares no relation to its true value to the Corporation. It certainly is not a commercial rate, particularly when compared to the fee charged by the BPI for publishing rights. RB believes firmly in the need for charts as a means of providing accurate information which enables all retailers to order with confidence. It is flattering that Mr. Chinnery should confirm that they are not hyped. At least there is one reliable guide as to which singles are actually selling – Editor.

Merchandising Beatles pic – disc 45 on anniversary

THE BEATLES' second single 'Please Please Me' is to be released as a picture disc on January 10 – the anniversary of its first release. The single will have a catalogue number of RP 4983 and on the same day the black vinyl version will be given a picture bag.

TO COINCIDE with the showing of *Camelot* on December 30 on ITV (all regions except Central and STV) Warner Bros are re-releasing the soundtrack which features Richard Harris as King Arthur and Vanessa Redgrave as Guinevere. Songs are by Alan Jay Lerner and Frederick Loewe and the show is currently enjoying a successful revival in London.

DEALERS ORDERING 50 or more copies of the latest Lindisfarne album *Sleepless Nights* (GET1/ZCGET1) will qualify for two weeks free accommodation for two people at their choice of more than 80 hotels in England, Scotland or Wales.

The offer is being made by LMP Records and is worth around £500.

Dealers ordering 150 or more qualify for four places at the hotel of their choice. Full details are available from PRT reps.

Lindisfarne is currently engaged on a 35-date UK tour of major venues and the album has been showing steady sales.

STEVIE WONDER'S new single will be 'Frontline' (TMG 1289/TMGT 1289) available on 7/12 formats from January 14 is a track from his Original Musiquarium album that has picked up airplay. Motown is backing it with London flyposting, advertising in the consumer press and dealer posters.

MAJOR EMI signing KajaGooGoo have their first release on January 10. It is a single 'Too Shy' produced by Colin Thurston and Nick Rhodes of Duran Duran, in 7/12 formats. An album will follow later in the year. The band can be seen on Channel 4 on Saturday January 8, when Pal Gambaccini looks at the music business.

EMI TODAY re-issues Olivia Newton-John's 1974 hit 'I Honestly Love You' (EMI 5360) to coincide with the showing of a 60-minute TV special on BBC-1 tomorrow (Tuesday, December 21). The single, which is available in 7/12 formats, has a 7½-minute version of 'Physical' on the reverse.



BUSY MAN, that Alan Bilyard! Recently the BBC Records chief was scooting around London delivering awards and handing out congratulations to a wide variety of associates. First he bumped into the Not The Nine O'Clock News team where he snatched a quick snack at their The Memory Kinda Lingers party . . .



. . . Before making a dash across London to RCA where he handed over an award to the company's managing director Don Ellis to celebrate sales of a million units of the Kids From Fame LP . . .



. . . And then back to PRT's monthly sales meeting. PRT sales manager Tony Smith is pictured holding a plaque to mark the million sales of 'Kids From Fame'. On the far right is BBC Records marketing manager James Fleming. Bilyard can be discerned, still smiling, third from left.

K-tel and Jet settle 'Hooked On' single dispute

K-TEL HAS settled its action against Jet Records and Kilo Music with the latter companies agreeing to make it clear that their 'Hooked on Christmas' single has nothing to do with the popular classics series.

"To avoid any doubt we wish to make it clear that 'Hooked on Christmas' does not contain compilations of classical music and is not in any way connected with K-tel's *Hooked on Classics* series", said a joint statement.

JOHN HAYWARD surveys a year in which several major issues had to be confronted

HAVING MANAGED to avoid a major chart-rigging scandal for almost a whole year, the record industry went and blotted its copybook a fortnight ago and will undoubtedly have to spend yet more time and money rebuilding a credible public image.

It was also a year when yet another UK pressing plant became a casualty of the general malaise that has hit the business so hard in the past four years, and when the music publishers were jolted out of their complacency by some of their high-earning pop writers.

However, a respectable number of the industry's major campaigns turned into triumphs and by the end of 1982 the parallel imports problem was licked at last, the long-running wrangle between publishers and record companies over mechanical royalties was solved by a good old British compromise, and the PPL clinched an advantageous deal with the BBC for needletime payments.

Fluctuating support from Parliamentarians during 1982 for a 'royalty' on blank tape has kept the industry's hopes alive, barely, but the Government is showing few signs of forcing through what would be perceived as an unpopular tax in the run-up to an election and it must be feared that any recompense for the music business's alleged losses from home taping is a good distance away.

The year opened with the Dutch 'back door' for Canadian imports being closed by the High Court and by the end of February the European Court had thrown out claims by Warren Goldberg's companies and Harlequin Records that Portuguese imports were legal under the Treaty of Rome.

There followed a series of actions in the British courts against the importing community resulting in very large legal damages and costs - Goldberg's companies alone faced a total bill of £250,000 - which killed off the imports business and scared away dealers.

Litigation Trend

Come March, Gilbert O'Sullivan was engaged in his bitter High Court battle with the MAM group over what he claimed to be unfair publishing, recording and management contracts.

The litigation marked the start of a new trend, for O'Sullivan was suing retrospectively on deals that had run out some time before. Detailed work by a team of specialist accountants and lawyers showed how the naive songwriter had put his name to a number of contracts without being properly advised legally.

The Judge came down hard on MAM, ordering the publicly-quoted entertainments group to hand back O'Sullivan's copyrights and masters and to repay all the profits it had made on them during the lifetime of the contracts. That sum totalled well over £1 million and MAM - which revealed a profits slide in the current financial year - is appealing against the judgement.

Next Police leader Sting went into battle against Virgin Music on similar grounds. He put forward a seemingly strong case, but a surprise settlement was hammered out before Virgin had to

reply to his allegations, which suited both parties.

What promises to be an even bigger and potentially damaging action is in store for 1983 when Elton John pits his lawyers against Dick James Music.

Around the same time non-chart dealers started to become very upset at the way BMRB's chart return stores were receiving singles at half price 'for promotional purposes', and BPI decided to look into the practice.

The BPI eventually decided to make retailers report cheap offers as part of the chart compilation Code of Conduct, but by then certain record companies seemed to have found a more direct method of influencing their chart positions.

The Spring was the time when the sales statistics for the last quarter of 1981 showed just how seriously the December bad weather affected the all-important Christmas market. It was when

TV Records. Earlier Virgin boss Richard Branson had tried to construct an all-industry TV merchandising company, and when that failed, consistent industry gossip linked him with Ashby's project. But although the two firms are linked on the sales and distribution side, both have strenuously denied any deeper connection.

PRT deals

Hard on Ashby's heels came the equally successful Sean O'Brien of Ronco who quit at the end of July to get his own Telstar operation into gear in time for the Christmas season. The TV-advertised album market was to get even more cluttered before November.

Since the new year there had been considerable speculation about the fate of ailing PRT Records. The uncertainty was to a large extent caused by the boardroom commotions of ACC where

Trade was forced to concede to the inevitable and tighten up its operation.

Executive turntable

RCA decided to try one-sided singles with Bow Wow Wow's 'I Want Candy' at a 65p dealer price. If they proved a hit with the public, managing director Don Ellis was eager to take the idea further, but the trade killed the whole thing off within a month and we have seen none since. A month later RCA raised its prices across the board.

The executive turntable did not slow down although the economic climate encouraged the lucky people in employment to stay put. David Simone took over from Andrew Pryor when the latter left the London office of Arista/Ariola for a German posting, and Steve Mandy took the well-worn path into video after a highly successful period at the helm of Virgin Retail.

Mike Heap took charge of WEA Records as Charles Levison moved up, John Cavanagh became the lynch-pin of EMI's a&r efforts, David Fine broke the German-Dutch dominance of the PolyGram board while Ramon Lopez accelerated smoothly into his empty chair. Ian Groves moved into the number two position at RCA, and Paul Russell arrived from Australia to become managing director of CBS. RCA deputy md John Howes decided the indie scene was where he wanted to be and launched IDS with Geoff Hannington, with encouraging results. David Betteridge saw his Regard label under way with a hit.

August saw PolyGram singles up to 85p, but CBS chairman Maurice Oberstein was adamant that his company's product would stay at 79p. He did a hasty U-turn in the middle of September when CBS joined the industry trend to the 85p mark.

The Summer sales conferences were lower key than in previous years, the emphasis being on concentrated selling. A major feature of them all was the focus on cassette campaigns. These were seen to pay off quickly, and by the end of the year a third of all long-player sales were on pre-recorded tape. This came in useful in a third quarter when, according to BPI figures, the album market plunged by 20 million units over the same period of 1981.

The year drew to a close with one of those ironies that continually plague the music business. In the same week that the BPI's ever-vigilant anti-piracy unit rounded up a tape counterfeiting gang alleged to have duplicated a million fake tapes, a high-ranking BMRB executive was suspended and accused of taking bribes to rig the industry chart.

One enduring mystery remains. In RB's issue of October 18 we reported the purchase of RAK by EMI for £9 million. The story has never been disputed or confirmed. The whole deal remains shrouded in an impenetrable mist. Is RAK now a part of EMI? As Patrick Moore might say... "We just don't know," although surely some kind of report will be made to Thorn-EMI shareholders come the next annual meeting?

EMI sets deal to buy Rak Records for £9 million
 'Sofie' ring cracked
 BMRB man and label in forged chart returns investigation
 'Am fake tapes face on plunging disc sales'
 Sting - Virgin court case, both sides claim victory
 Publishers moot image boost to counter bad publicity

Some industry efforts come good but charts are again the bugbear

video juke boxes made their appearance in London pubs, and gave some hope - not so far substantiated - of some kind of return from the increasingly expensive business of producing promotional video clips. And when EMI decided to increase its trade prices by five percent, it was a surprising move at the time but one which was closely monitored by the rest of the industry.

For the first time Virgin Records dominated the singles and albums chart survey from RB, and significantly, Chrysalis joint chairman Terry Ellis predicted the extinction of the entire record industry at an American industry conference. It wasn't a popular sentiment, but Ellis might have had more immediate problems on his mind at the time.

Record Business began to print rumours about a general toughening-up of the majors' attitude to leasing tracks to the TV merchandising companies, and as the year wore on, it became clear that this was exactly what was happening. In May Warwick and Ronco duplicated eight tracks on their simultaneously-released hits compilations, and in June there were ten identical cuts on competing LPs from K-tel and Ronco.

First Colin Ashby left K-tel to set up

the reign of Lord Grade was coming to an end. As major conglomerates bid and counter-bid for his property-rich empire, nobody gave the record company much of a chance, so when the whole affair was settled six months later there was a sigh of relief when the operation was given the green light to continue operations. The long gestation period of the deal had given Walter Woyda a chance to get the ship on course again via a plethora of licence and p&d deals which yielded hits by the hatful without great capital investment.

By the end of May it was clear that the record market was going through what is euphemistically known as 'a soft patch'. So soft, in fact, that a new picture disc craze was launched, mainly because a 5,000 limited edition of the picture discs would guarantee a 20-place chart jump if it was timed properly.

Later picture albums started to appear, a symptom of an even softer LP market.

The early Summer was a time for small label bankruptcies. A rash of crashes was bound to happen in the poor trading conditions, although it was difficult to understand quite how NEMS managed to run up debts of £680,000. Fresh Records followed and after repeated rumours, even Rough

Top 100 Singles

RECORD BUSINESS
BESTSELLERS
RECORD BUSINESS

- 1 5 36 **FRIENDS**
SHALAMAR WEA CHUM 1 WEA
- 2 1 36 **TIME (CLOCK OF THE HEART)**
CULTURE CLUB VIRGIN VS 558(12) CBS
- 3 7 36 **OUR HOUSE**
MADNESS STIFF (P)BUY(IT) 163 CBS
- 4 6 37 **TRULY**
LIONEL RICHIE MOTOWN TMG 1284 RCA
- 5 4 38 **BEST YEARS OF OUR LIVES**
MODERN ROMANCE WEA ROM 1(T) WEA
- 6 18 37 **LITTLE TOWN**
CLIFF RICHARD EMI EMI 5348 EMI
- 7 10 36 **HI DE HI, HO DE HO**
KOOL & THE GANG DE-LITE DE(X) 14 POLYGRAM
- 8 11 37 **IF YOU CAN'T STAND THE HEAT**
BUCKS FIZZ RCA RCA(T) 300 RCA
- 9 32 36 **LITTLE DRUMMER BOY/PEACE ON EARTH**
DAVID BOWIE & BING CROSBY RCA BOW 12 RCA
- 10 2 37 **MIRROR MAN**
HUMAN LEAGUE VIRGIN VS 522(12) CBS
- 11 8 37 **YOU CAN'T HURRY LOVE**
PHIL COLLINS VIRGIN VS 531(12) CBS
- 12 23 34 **A WINTER'S TALE**
DAVID ESSEX MERCURY MER 127 POLYGRAM
- 13 30 35 **THE SHAKIN' STEVENS EP**
SHAKIN' STEVENS CBS SHAKY 1 CBS
- 14 29 32 **SAVE YOUR LOVE**
RENEE AND RENATO HOLLYWOOD HWD 003 PINNACLE
- 15 15 36 **ALL THE LOVE IN THE WORLD**
DIONNE WARWICK ARISTA ARIST 507 POLYGRAM
- 16 8 37 **LET'S GET THIS STRAIGHT (FROM THE START)/OLD**
DEXYS MIDNIGHT RUNNERS MERCURY DEXYS 11(12) POLYGRAM
- 17 74 38 **UNDER ATTACK**
ABBA EPIC EPC A2971 CBS
- 18 16 31 **BEAT SURRENDER**
JAM POLYDOR POSP(J) 540 POLYGRAM
- 19 12 33 **HYMN**
ULTRAVOX CHRYSALIS (12)CHS 2657 POLYGRAM
- 20 26 32 **HEARTACHE AVENUE**
MAISONNETTES READY STEADY GO RSG 1 IDS
- 21 9 33 **THE OTHER SIDE OF LOVE**
YAZOO MUTE 7YAZ 002(T) SPARTAN/CARTEL
- 22 20 31 **WISHING (IF I HAD A PHOTOGRAPH OF YOU)**
A FLOCK OF SEAGULLS JIVE JIVE(T) 25 CBS
- 23 25 30 **I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER**
BARRY MANILOW ARISTA ARIST 503 POLYGRAM
- 24 19 19 **BUFFALO GALS**
MALCOLM MCLAREN CHARISMA MALC(T) 1(12) POLYGRAM
- 25 36 27 **CACHARPAYA**
INCANTATION BEGGARS BANQUET BEG84(T) WEA
- 26 33 33 **DEAR ADDY**
KID CREOLE & THE COCONUTS ZE (12)(P)WIP 6840 EMI
- 27 17 26 **YOUNG GUNS (GO FOR IT)**
WHAMI INNERVISION IVL A2766 CBS
- 28 28 35 **CHANGES**
IMAGINATION R&B RBS(RBL) 213 PRT
- 29 47 24 **I FEEL LOVE (REMIX)**
DONNA SUMMER CASABLANCA FEEL 7(12) POLYGRAM
- 30 45 27 **IN THE NAME OF LOVE**
SHARON REDD PRELUDE PRL A(13)2905 CBS
- 31 24 27 **CHEERS THEN**
BANANARAMA LONDON NANA(NANX) 3 POLYGRAM
- 32 22 19 **LIVING ON THE CEILING**
BLANCMANGE LONDON BLANC(BLANX) 3 CBS
- 33 31 26 **WHERE THE HEART IS**
SOFT CELL SOME BIZZARE BZS(BZM) 16 POLYGRAM

- 34 13 27 **RIO**
DURAN DURAN EMI (12)EMI 5346 EMI
- 35 43 28 **OH DIANE**
FLEETWOOD MAC WARNER BROS FLEET 1(T) WEA
- 36 27 25 **PARTY PARTY**
ELVIS COSTELLO & THE ATTRACTIONS A&M AMS 8267 CBS
- 37 39 31 **MANNEQUIN**
KIDS FROM 'FAME' RCA RCA 299 RCA
- 38 21 21 **YOUTH OF TODAY**
MUSICAL YOUTH MCA YOU(T) 2 CBS
- 39 38 22 **ALL QUIET ON THE WESTERN FRONT**
ELTON JOHN ROCKET XPRES 88 POLYGRAM
- 40 64 20 **GLORIA**
LAURA BRANNIGAN ATLANTIC K11759(T) WEA
- 41 50 26 **EVERYTHING I OWN**
CRYSTAL GAYLE ELEKTRA E9909 WEA
- 42 NEW 19 **THEME FROM E.T.**
JOHN WILLIAMS MCA MCA 800 CBS
- 43 41 27 **OLD AND WISE**
ALAN PARSONS PROJECT ARISTA ARIST 494 POLYGRAM
- 44 55 17 **IT'S RAINING MEN**
WEATHER GIRLS CBS CBS A2924 CBS
- 45 34 22 **IT'S RAINING AGAIN**
SUPERTRAMP A&M AMS 8255 CBS
- 46 37 25 **HAVE YOURSELF A MERRY LITTLE CHRISTMAS**
DAVID GRANT CHRYSALIS CHS 2651 POLYGRAM
- 47 40 13 **THANK YOU**
PALE FOUNTAINS VIRGIN VS 557 CBS
- 48 68 19 **IN AND OUT**
WILLIE HUTCH MOTOWN TMG(T) 1285 RCA
- 49 46 23 **ALLENTOWN**
BILLY JOEL CBS CBS A2981 CBS
- 50 61 15 **I'LL STRING ALONG WITH YOU**
PETER SKELLERN MERCURY MER 130 POLYGRAM
- 51 97 19 **DIRTY LAUNDRY**
DON HENLEY ASYLUM E9894 WEA
- 52 56 20 **PICTURE OF YOU**
ALVIN STARDUST STIFF BUY 160 CBS
- 53 85 13 **STRAIGHT INTO DARKNESS**
TOM PETTY & THE HEARTBREAKERS MCA MCA 805 CBS
- 54 92 7 **NOVEMBER NOVEMBER**
AUTO DE FE REWIND REWIND 13 SPARTAN
- 55 58 18 **CHRISTMAS WRAPPING**
WAITRESSES ISLAND (12)WIP 6821 EMI
- 56 76 16 **COME DANCING**
KINKS ARISTA ARIST 502 POLYGRAM
- 57 NEW 13 **HOLDING ON FOR LOVE**
CARGO GREYHOUND CG 1021 DUMMY
- 58 74 19 **STING OF THE GIN**
CHRIS SIMPSON JUICE PRIDS JU 102 IDS
- 59 80 5 **WONDERFUL YOU ARE**
SLEEPING LIONS CBS CBS A2815 CBS
- 60 NEW 13 **MY LOVE IS WAITING**
MARVIN GAYE CBS CBS A(13)3048 CBS
- 61 60 18 **PAST PRESENT & FUTURE**
CINDY & THE SAFFRONS STILETTO STL 9 CBS
- 62 NEW 17 **SILENT NIGHT**
PRELUDE AFTER HOURS AFT 8 CBS
- 63 35 11 **I DON'T WANNA DANCE**
EDDY GRANT ICE ICE(T) 56 RCA
- 64 94 8 **THE STORY OF THE BLUES**
WAH! ETERNAL JF 1 WEA
- 65 82 11 **I BELIEVE IN FATHER CHRISTMAS**
GREG LAKE MANTICORE K13511 WEA
- 66 75 4 **STEPPIN' OUT**
JOE JACKSON A&M AMS 8262 CBS
- 67 52 3 **I'M ALRIGHT**
YOUNG STEVE & THE AFTERNOON BOYS RCA RCA 296 RCA

- 68 54 18 **I CONFESS**
BEAT GO FEET FEET(BLS)(12)16 POLYGRAM
- 69 NEW 9 **(YOU SAID) YOU'D GIMME SOME MORE**
KC & THE SUNSHINE BAND EPIC EPC A(13)2760 CBS
- 70 53 14 **I HAVE THE TOUCH**
PETER GABRIEL CHARISMA CB 405 POLYGRAM
- 71 65 12 **MELT /IL EST LE DIVIN ENFANT**
SIOUXSIE & THE BANSHEES POLYDOR POSP(X) 539 POLYGRAM
- 72 69 19 **SO CLOSE TO ME**
JULIO IGLESIAS CBS CBS A2932 CBS
- 73 72 14 **HEARTLIGHT**
NEIL DIAMOND CBS CBS A2814 CBS
- 74 59 9 **(SEXUAL) HEALING**
MARVIN GAYE CBS CBS A(13)2855 CBS
- 75 81 12 **PRETTY GIRLS**
RANDY EDELMAN ROCKET XPRES 87 POLYGRAM
- 76 48 12 **EMOTION EXPLOSION**
ART SCHOOL & THE MIGHTY MOTOR GANG RAK (12)RAK 343 EMI
- 77 77 6 **DESPERATE BUT NOT SERIOUS**
ADAM ANT CBS CBS A2892 CBS
- 78 63 13 **SHADOWS OF THE NIGHT**
PAT BENATAR CHRYSALIS CHS 2662 POLYGRAM
- 79 98 18 **COME UPSTAIRS**
CARLY SIMON WEA/MIRAGE CARLY 1 WEA
- 80 73 11 **CLASSIC ROCK CLASSICS**
LONDON SYMPHONY ORCHESTRA TOWERBELL (12)TOW 30 PRT
- 81 NEW 13 **MAGIC'S WAND**
WHODINI JIVE JIVE 28 CBS
- 82 96 17 **COME HOME FOR CHRISTMAS**
DAVID GATES ARISTA ARIST 446 POLYGRAM
- 83 NEW 17 **USED TO BE**
CHARLENE & STEVIE WONDER MOTOWN TMG 1287 RCA
- 84 79 17 **WILL YOU WRITE ME A SONG**
ELKIE BROOKS A&M AMS 8266 CBS
- 85 NEW 7 **ALL IN A MATTER OF TIME**
JON ANDERSON POLYDOR POSP 465 POLYGRAM
- 86 NEW 17 **YOU AND I**
EDDY RABBIT MERCURY MER 123 POLYGRAM
- 87 78 13 **LOVE ME TOMORROW**
CHICAGO FULL MOON K79338 WEA
- 88 67 4 **HERE I GO AGAIN**
WHITESNAKE LIBERTY BP 416 EMI
- 89 42 6 **LOVE**
JOHN LENNON PARLOPHONE R6059 EMI
- 90 NEW 10 **THE LAST DANCE**
MIGHTY DIAMONDS KR KR(T) 16 RCA
- 91 95 4 **I WILL ALWAYS LOVE YOU**
DOLLY PARTON RCA RCA 270 RCA
- 92 86 4 **YOU'RE SO SQUARE**
JONI MITCHELL GEFFEN GEF A2950 CBS
- 93 NEW 4 **LA DI DA DI DA**
HENRY HALL ORCHESTRA MUSIC FOR LIVING A(A)1 STAGE ONE
- 94 49 6 **NIGHT PORTER**
JAPAN VIRGIN VS 554(12) CBS
- 95 51 7 **STATE OF INDEPENDENCE**
DONNA SUMMER WARNER BROS K79344(T) WEA
- 96 NEW 7 **MIDNIGHT BLUE**
LOUISE TUCKER ARIOLA ARO 289 POLYGRAM
- 97 84 19 **THE GETAWAY**
CHRIS DE BURGH A&M AMS 8268 CBS
- 98 NEW 15 **E.T. PHONE HOME**
JUPITER B 21/POLYDOR POSP 543 POLYGRAM
- 99 NEW 10 **BAA BAA BLACK SHEEP**
SINGING SHEEP VIRGIN BAA 1 CBS
- 100 NEW 2 **LOOPZILLA**
GEORGE CLINTON CAPITOL (12)CL 271 EMI

Bubbling Under

Singles 101-150

- | | |
|--|--|
| <p>101 ALL QUIET ON THE WESTERN FRONT
ELTON JOHN (ROCKET XPROS (XPRO) 88)</p> <p>102 LOVE IS JUST A GREAT PRETENDER
ANIMAL NIGHTLIFE (INNERVISION (VLA) (13)2881)</p> <p>103 IT'S RAINING MEN WEATHER GIRLS (CBS CBS A2924)</p> <p>104 LET LOVE SHINE NEW YORK SKYY (EPIC. EPC A(13)2957)</p> <p>105 I HAVE THE TOUCH PETER GABRIEL (CHARISMA CB 405)</p> <p>106 STEPPIN' OUT JOE JACKSON (A&M AMS 8262)</p> <p>107 IF YOU LEAVE ME NOW CHICAGO (CBS CBS A2939)</p> <p>108 SYMPTOM OF THE UNIVERSE OZZY OSBOURNE (JET JET(12)(P) 7030)</p> <p>109 SOUL MAKOSSA NAIROBI (LONDON LON 17)</p> <p>110 COME DANCING KINKS (ARISTA ARIST (12)502)</p> <p>111 KEEP THE FIRE BURNING GWEN MCCRAE (ATLANTIC 78995 1-7(T))</p> <p>112 BALLADE POUR ADELINE RICHARD CLAYDERMAN (DECCA/DELPHINE RC 2)</p> <p>113 MORE THAN A DREAM FARMERS BOYS (BACKS NCH 003)</p> <p>114 I.G.Y. DONALD FAGEN (WARNER BROS 9299007)</p> <p>115 RAWHIDE CHAPPS (STIFF (P)RAW 1)</p> <p>116 PAST PRESENT AND FUTURE CINDY & THE SAFFRONS (STILETTO STL 9)</p> <p>117 IT'S YOU, ONLY YOU (MEIN SCHMERZ) LENE LOVICH (STIFF (P)BUY(IT)164)</p> <p>118 SUMMER OF '81 VIOLATORS (NO FUTURE OI 19)</p> <p>119 USED TO BE CHARLENE & STEVIE WONDER (MOTOWN TMG 1287)</p> <p>120 LOVE SONG CHAS & DAVE (ROCKNEY KOR 16)</p> <p>121 SHADOWS OF THE NIGHT PAT BENETAR (CHRYSLIS CHS 2662)</p> <p>122 WHY CAN'T WE LIVE TOGETHER MIKE ANTHONY (ARIOLA ARO(D) 293)</p> <p>123 EASTWORLD THEATRE OF HATE (BURNING ROME BRR 4(T))</p> <p>124 BE-BOP-A-LULA ALTAR BOYS (SUNDANCE SUND 002)</p> <p>125 COOL DOWN THE PACE GREGORY ISAACS (ISLAND (10)WIP 6828)</p> | <p>126 HUN WITH THE FOX CHRIS SQUIRE & ALAN WHITE (ATLANTIC K11695)</p> <p>127 JUST DRIFTING PSYCHIC TV (SOME BIZZARE PTV 1)</p> <p>128 RUSSIAN ROULETTE LORDS OF THE NEW CHURCH (ILLEGAL ILSP 0033)</p> <p>129 MY MAN YOKO ONO (POLYDOR POSP 54 1)</p> <p>130 LOVE ME TOMORROW CHICAGO (WEA K79338)</p> <p>131 COME UPSTAIRS CARLY SIMON (WEA/ MIRAGE CARLY 1(T))</p> <p>132 LA MER PUNCHING HOLES (FIREBIRD FLAME 13)</p> <p>133 JUKE BOX(DON'T PUT ANOTHER DIME) FLIRTS (O QUE(L) 3)</p> <p>134 WILL YOU WRITE ME A SONG ELKIE BROOKS (A&M AMS 8266)</p> <p>135 DON'T LET GO OF ME MIKE & BRENDA SUTTON (SILVERTOWN STST 1)</p> <p>136 I'M NOT IN LOVE SCHERRIE PAYNE (RECORD SHACK SOHO 1)</p> <p>137 INTO THE ABYSS SEX GANG CHILDREN (ILLUMINATED ILL 15)</p> <p>138 YOU'RE SO SQUARE JONI MITCHELL (Geffen GEF A2950)</p> <p>139 DEVIL OR ANGEL BILLY FURY (POLYDOR POSP 528)</p> <p>140 OLD FLAMES FOSTER & ALLEN (RITZ RITZ 028)</p> <p>141 ENVY THE MONEY APOLLENAIRES (2 TONE CHS(12)TT 22)</p> <p>142 I WANNA KNOW ROCKET (VIRGIN VS 599(12))</p> <p>143 I'LL STRING ALONG WITH YOU PETER SKELLERN (MERCURY MER 130)</p> <p>144 LOOKING DAGGERS SMOKIE (MEAN MEAN 101)</p> <p>145 A MATTER OF GENDER ASSOCIATES (FICTION FICS(X) 16)</p> <p>146 WONDERFUL YOU ARE SLEEPING LIONS (CBS CBS A2315)</p> <p>147 TOSSIN' 'N' TURNIN' STARGAZERS (EPIC EPC A2843)</p> <p>148 SHAME AND SCANDAL IN THE FAMILY CLINT EASTWOOD & GENERAL SAINT (GREENSLEEVES (12)OINK 3)</p> <p>149 E.T. LONDON SYMPHONY ORCHESTRA (MFP FF 907)</p> <p>150 STRAIGHT INTO DARKNESS TOM PETTY & THE HEARTBREAKERS (CMA MCA 805)</p> |
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THE RESEARCH DEPARTMENT AT RECORD BUSINESS

Wish all our readers, especially all the dealers who contribute to our chart, a very happy holiday season and a prosperous new year.

All the best from,

Pat Thomas *Anthony Riley*

Pat Thomas
Research Manager

Anthony Riley
Research Assistant

Tessa Rome **ARTHER**

Tessa Rome
Research Assistant

ARTHER
The Computer

RENTAL ACTION!

EMI wins discs ban

A record retailer, Mr Alexander Dart, was yesterday banned by the High Court from hiring out EMI records at his "rent-a-disc" business in South Street, Braunton, Devon. In the first successful legal move by a record company against a high street record-lending library, EMI Records Ltd, were granted an order by Mr Justice Harman against the shop's holding company, Bellshop's holding company, Bellpipe Ltd, and an associated company, Wishfenn Ltd, who were not represented in court.

THE GUARDIAN
December 9 1982

EMI cracks down on Devon dealer's rent-a-disc operation

EMI HAS succeeded in the High Court in banning a record retailer from hiring out EMI albums in his 'Rent-a-disc' business.

RECORD BUSINESS
December 13 1982

EMI RECORDS WINS TEST CASE



EMI RECORDS (UK)

THE INDUSTRY YEAR 1982

Top priority to signing new talent. That is the main plank of Phonogram and Brian Shepherd's policy. It's the oldest blueprint in the world but it has given Phonogram its most successful year for a long time with successful acts happening in all areas of the musical spectrum.

A&R — central to the Shepherd success story

ONE OF the main drawbacks of the success enjoyed by Phonogram this past year is that people keep asking its managing director Brian Shepherd for the secret.

Few leave with a satisfactory answer because his reply is that there is no secret at all. Quite simply, Phonogram's success relies on the oldest blueprint in the business — sign the right acts, market them aggressively with hit singles and then turn that success into hit albums.

If that blueprint sounds simple then Shepherd will admit that where he succeeds over opposing companies is that he has the best a&r team in the business, led by his former assistant Chris Briggs.

A&R is central to the Phonogram

story because it not only supplies the inspiration for the company's success but also guides all areas of the business.

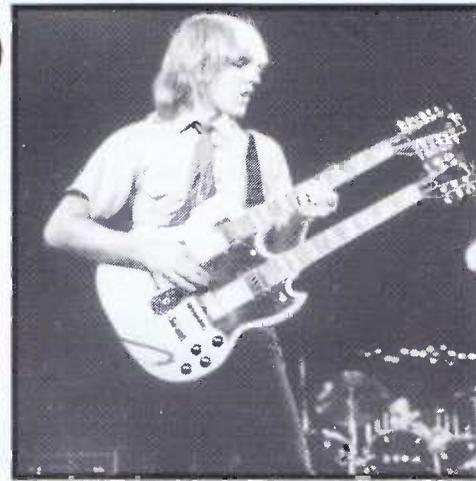
"We are an a&r-oriented record company just as EMI, CBS and WEA are marketing-oriented. It is the key area and I am glad to have the strongest team," comments Shepherd.

He is, of course, a former a&r man himself so his belief in its importance is understandable. It is also backed up by facts. In 1981 Phonogram had 48 chart entries (11 Top 10) and this year 55 (17 Top 10) while scoring 23 new hit albums, six of which reached the top two places — not counting the Genesis album on the licensed Charisma label.

Shepherd took over the reigns of control of Phonogram in 1981 and



THIS YEAR'S PHONOGRAM SUCCESS STORIES:



managing director over the past two years has been to build the machine to cope with the tasks which I set the company, I am happy that the people here can satisfy those demands," he added.

In the first year his job was to overcome the fatalistic attitude of some of the staff and jibes about 'EMIGram', and perhaps the introduction of plenty of new acts helped spur the company on.

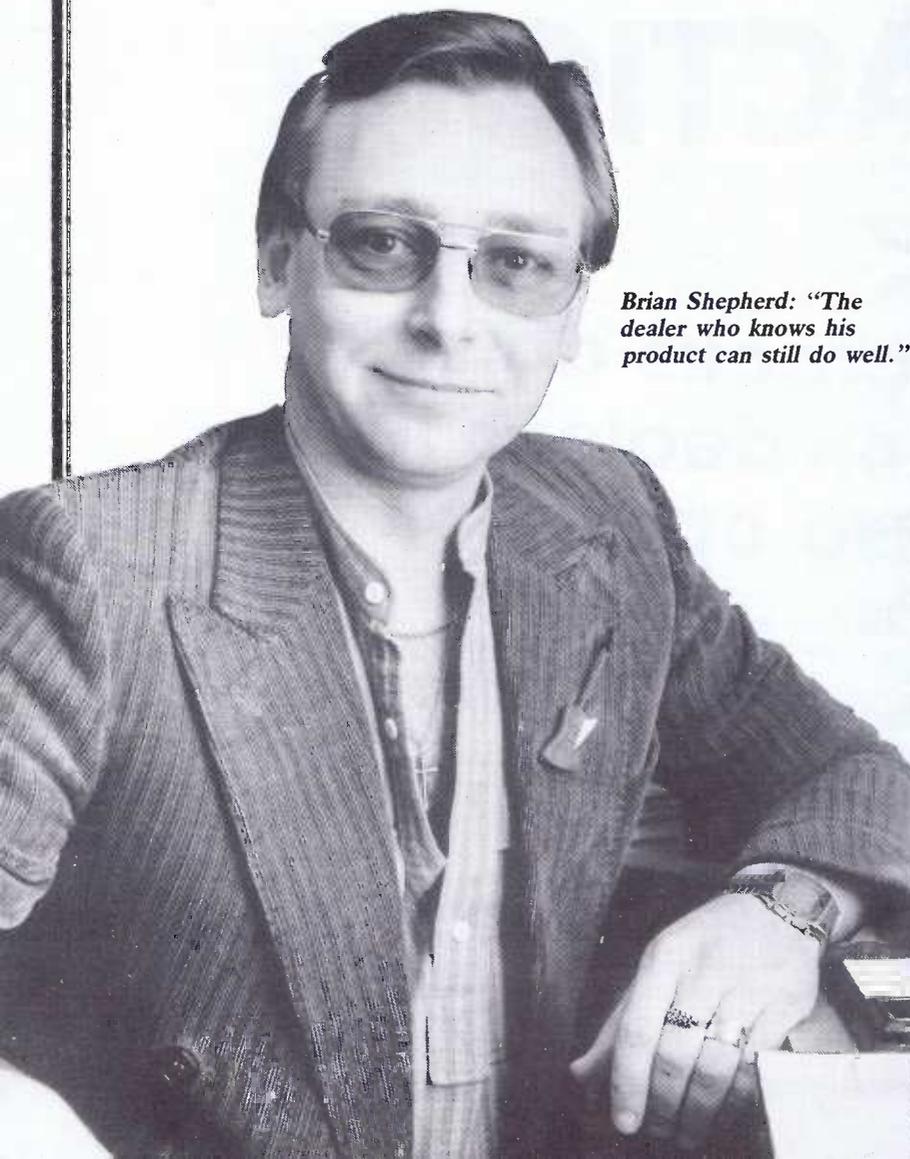
"People had been used to failure but when they saw that I meant business they gave it a go. When new acts started to break because of their efforts the whole mood changed," said Shepherd.

Scoring hit singles is comparatively easy meat when compared with the process of consolidating that success into album success but that is what Phonogram has done this year with such acts as ABC, Soft Cell, Dexys Midnight Runners and Kool & The Gang.

In the coming year Phonogram has to turn the successful debutants of 1982 into the lasting favourites of tomorrow both in this country and abroad.

Monsoon.

Far right: Crown Heights, Trio



Brian Shepherd: "The dealer who knows his product can still do well."

immediately set about rebuilding the company. "We started with very few established acts so it was essential to bring new ones through," he remembers.

Having introduced new acts to the chart Phonogram had then to decide which acts would make albums. Too many companies throw in acts before they are ready but Phonogram insists on at least two hit singles before an album is made.

"There have been casualties along the way — not because the acts didn't have hit singles but because they couldn't sustain initial success. Many of today's band's are very young and their ideas change quickly, they split up or change direction very quickly," said Shepherd.

ABC is perhaps the best example of the blueprint at its best. Phonogram toyed with the idea of releasing the group's debut album last year but Briggs advised caution. The band went on to score a third hit single and the album went straight to the top of the album charts and has not left the upper reaches since.

This was not only as a result of the success of the singles but a concerted effort on the part of marketing, press and promotion to project the group's image to a wider public. When Shepherd describes Phonogram as a team he is not using a hollow word.

HIS OFFICE in the company's New Bond Street headquarters has been designed around a circular table. Not for him a desk across which he can confront underlings, or a conference room where staff are coerced into agreeing with the man at the head.

A round table, thinks Shepherd, stimulates discussion and creative input at the regular marketing meetings with all opinions counting equally.

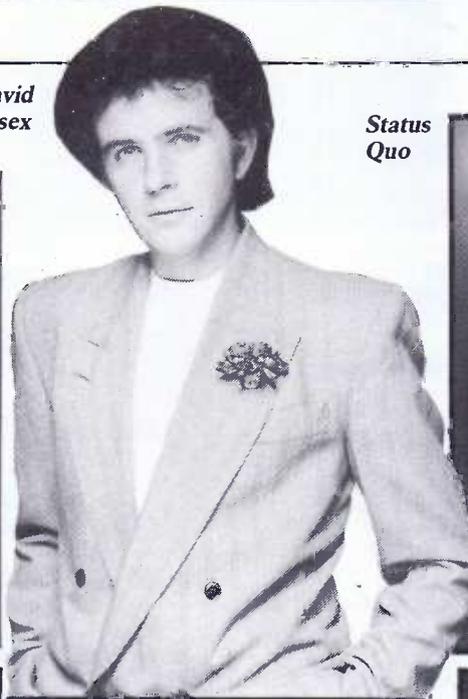
Shepherd's own role within the company has changed. He has fought the impulse to indulge in a&r (Briggs needed to nudge his memory only once) and he has taken classes in marketing to fill in a gap in his industry experience.

"My a&r days are sliding away but my new role is equally important. My job as

Rush



David Essex



Status Quo



Above: ABC, Right: Soft Cell, Far right: Kool & The Gang



Dexy's Midnight Runners

This presents the problem of the second album 'trap' which is perhaps well illustrated by the story of The Teardrop Explodes. The group had a couple of years to write the debut album *Kilimanjaro* and it turned out to be something of a classic — and a big success in commercial terms.

The band spent many weeks on the road promoting the album and were suddenly faced with the prospect of having to cut a second album in a matter of weeks. The subdued nature of the lyrics did not appeal to the public and the group recently disbanded, although Shepherd still hopes for good things

from leader Julian Cope.

If this story is not to be repeated with the new acts Shepherd has to find a way of satisfying domestic and international demand for artists and get the best out of them in the studio.

IN RECENT MONTHS he restructured the whole marketing department to take account of the different circumstances of his acts. In Phonogram the music dictates marketing strategies.

"We are all involved in our acts and spend a lot of time talking about our plans for them. When the talking is over we have the machinery to do the best job for the acts no matter what stage of development they are at," said Shepherd.

Phonogram is still some way from being a 360-degree company because Shepherd believes that record companies should have strong catalogue and a wide range of product.

"Catalogue should be the basis of a record company — the chair on which everyone sits. Most of our old catalogue had had its day and will be available in mid-price next year.

"We are developing the catalogue of the future and we are guarding it jealously. We keep strict control of the tracks available to TV merchandisers for instance," he added.

Phonogram is not about to throw off its mantle of discoverer of 'street-level' talent in the search for a British Barry Manilow. Rather Shepherd is plotting long-term courses for his acts in order

that they become the adult listening of tomorrow.

In order to achieve this Shepherd is already looking at different ways of getting product to the public. He has just persuaded Status Quo to go through record clubs — something they had always resisted — and the result has been a big success.

"I think there is much to be done with direct mail and I don't see it just as a catalogue vehicle, I'm sure it has uses in breaking new acts," he suggests.

PHONOGRAM is getting much more research conscious and PolyGram business planning manager Bill Judd is making them aware of new possibilities. The effect is that the company doesn't spend £1 on promotion without knowing that it will get full value.

This doesn't mean that Phonogram is forgetting the dealer, in fact the company has a policy of canvassing the opinions of dealers before going ahead with releases. It was the opinion of dealers that a Monsoon album was not eagerly awaited which led to its postponement.

"Retailers have gone through a hell of a time. It is very tough running a record shop today so it is time to be aggressive. Records are still being sold and the dealer who knows his product and his market can still do well. I am pleased to see that dealers are thinking about the insides of their stores, particularly in the presentation of tape, which is vital," he said.

Tape ratios have been very encouraging, particularly on new acts.

Shepherd refuses to join the dismal 'Home Taping is Killing Music' chorus, preferring to present Phonogram product as an attractive package. Offering the public something special to keep — not simply a piece of plastic in a paper bag.

He is a great believer in the Compact Disc system. Not simply because it is a PolyGram innovation but because he feels that it 'brings the 20th Century back into the music industry'. He is sure that in 10 years it will be the standard carrier.

Nor does he believe in the convention of saving big product for the final quarter. He doesn't know a bad month to release a record — as can be seen by the success Dexy's Midnight Runners had in the Summer months.

At the moment hopes are high for Tears For Fears whose first big hit 'Mad World' stayed so long in the upper reaches of the chart that it prevented a pre-Christmas follow-up.

A special 'task force' of a&r, marketing, press and promotion was put together to get Tears For Fears off the ground, an example of the flexibility available to Shepherd. The coming year will bring new acts and new challenges but the blueprint goes on.



Disco Top 50

- | | | | | | | | |
|----|-----|----|---|----|-----|----|---|
| 1 | 7 | 4 | FRIENDS
SHALAMAR SOLAR CHUM 1(T) WEA | 26 | 45 | 4 | BAD BOY/HAVING A PARTY
LUTHER VANDROSS EPIC EPC A(13)2776 CBS |
| 2 | 2 | 6 | HEAVY VIBES
MONTANA SEXTET VIRGIN VS 560(12) CBS | 27 | 26 | 12 | ROCK AT YOUR OWN RISK
PLANET PATROL 21/POLYDOR POSP(X) 535 POLYGRAM |
| 3 | 4 | 6 | TRULY
LIONEL RICHIE MOTOWN TMG 1284 RCA | 28 | 30 | 8 | YOU'VE SAID ENOUGH
CENTRAL LINE MERCURY MER(X) 117 POLYGRAM |
| 4 | 1 | 9 | YOUNG GUNS (GO FOR IT)
WHAM! INNERVISION IVLA(13)2766 CBS | 29 | 18 | 10 | I DON'T WANNA DANCE
EDDY GRANT ICE ICE(T) 56 RCA |
| 5 | 3 | 9 | (SEXUAL) HEALING
MARVIN GAYE CBS CBS A(13)2855 CBS | 30 | 22 | 7 | STATE OF INDEPENDENCE
DONNA SUMMER WARNER BROS K79344(T) WEA |
| 6 | 10 | 3 | SOUL MAKOSSA
NAIROBI LONDON LON 17 POLYGRAM | 31 | 20 | 9 | HEARTBREAKER
DIONNE WARWICK ARISTA ARIST 496 POLYGRAM |
| 7 | 14 | 18 | THE SMURF
TYRONE BRUNSON EPIC EPC A(13)3024 CBS | 32 | 28 | 6 | BACK TO LOVE
EVELYN KING RCA RCA(T) 287 RCA |
| 8 | 8 | 3 | BUFFALO GALS
MALCOLM MCLAREN CHARISMA MALC(T) 1(12) POLYGRAM | 33 | NEW | 1 | BLADE RUNNER
MORRISSEY MULLEN BEGGARS BANQUET BEG 87(T) WEA |
| 9 | 16 | 3 | HI DE HI, HO DE HO
KOOL & THE GANG DE-LITE DE(X) 14 POLYGRAM | 34 | 29 | 19 | DO IT TO THE MUSIC
RAW SILK KR/TMT KR(T) 14 RCA |
| 10 | 6 | 11 | E.T. BOOGIE
EXTRAT'S (SUNNYVIEW SUN 404) IMPORT | 35 | NEW | 1 | IT'S RAINING MEN
WEATHER GIRLS CBS CBS A2924 CBS |
| 11 | 11 | 6 | HOLD ME TIGHTER IN THE RAIN
BILLY GRIFFIN CBS CBS A(13)2935 CBS | 36 | 31 | 7 | DREAMIN'
GREG HENDERSON GREYHOUND GRPT 101 IDS |
| 12 | 12 | 3 | IN THE NAME OF LOVE
SHARON REDD PRELUDE PRL A(13)2905 CBS | 37 | 27 | 5 | EASTERN PALACE
RISAN SAFRON SAF 1 IDS |
| 13 | 5 | 3 | I FEEL LOVE (REMIX)
DONNA SUMMER CASABLANCA FEEL 7(12) POLYGRAM | 38 | 42 | 2 | SUPER DUPER
MASURATI HARRIS (LIONESS IDC 001) IMPORT |
| 14 | 25 | 2 | DEAR ADDY
KID CREOLE & THE COCONUTS ZE (12)(P)WIP 6840 EMI | 39 | 40 | 2 | KNOCK OUT
MARGIE JOSEPH (HCRC 4W9 03338) IMPORT |
| 15 | 15 | 7 | MAGIC'S WAND
WHODINI JIVE JIVE(T) 28 CBS | 40 | 35 | 15 | NEVER GIVE YOU UP/
BEAT THE STREET
SHARON REDD PRELUDE PRL A(13)2755 CBS |
| 16 | 34 | 2 | REACH OUT
TONY LEE (RADAR RDR 12001) IMPORT | 41 | 32 | 8 | A.M.
FIRST LIGHT OVAL FLIGHT 23/12 PINNACLE/CARTEL |
| 17 | 13 | 10 | IN AND OUT
WILLIE HUTCH MOTOWN TMG(T) 1285 RCA | 42 | 37 | 7 | THE GIRL IS MINE
MICHAEL JACKSON/PAUL MCCARTNEY EPIC EPC A2729 CBS |
| 18 | 9 | 5 | LET LOVE SHINE
NEW YORK SKYY EPIC EPC A(13)2957 CBS | 43 | 38 | 10 | OOH LA, LA, LA (LET'S GO DANCING)
KOOL & THE GANG DE-LITE DE(X) 9 POLYGRAM |
| 19 | 33 | 4 | JAZZY RHYTHM
MICHELLE WALLACE SYSTEMS SYS(L) 101 PRT | 44 | 43 | 15 | YOU CAN'T HAVE YOUR CAKE
(AND EAT IT)
BRENDA TAYLOR EXCALIBUR EXC(6) 526 PRT |
| 20 | 24 | 2 | CHANGES
IMAGINATION R&B RBS(RBL) 213 PRT | 45 | 46 | 2 | DON'T LET GO OF ME
MIKE & BRENDA SUTTON SILVERTOWN STST 1 IDS |
| 21 | NEW | 1 | SCORPIO
GRANDMASTER FLASH & THE FURIOUS FIVE SUGARHILL SH(C) 118 PRT | 46 | 47 | 3 | I'M NOT IN LOVE
SCHERRIE PAYNE RECORD SHACK SOHO 1 RECORD SHACK |
| 22 | 17 | 9 | HIGH HOPES
SOS BAND TABOO TBU A(13)2936 CBS | 47 | 39 | 15 | LOVE DON'T COME EASY
NEW JERSEY CONNECTION NITE LIFE LIFE(LIFT) 1 IDS |
| 23 | 21 | 10 | LOOPZILLA
GEORGE CLINTON CAPITOL (12)CL 271 EMI | 48 | 44 | 6 | NUNK
WARP9 ARISTA ARIST (12)509 POLYGRAM |
| 24 | 19 | 8 | KEEP THE FIRE BURNING
GWEN MCCRAE ATLANTIC 789951-7(T) WEA | 49 | NEW | 1 | HOLDING ON FOR LOVE
CARGO ZONOPHONE (12)Z 38 EMI |
| 25 | 23 | 3 | JUST KEEP ON WALKING
ROD (PRELUDE PRLD 645) IMPORT | 50 | 41 | 3 | FAST MONEY
ROY AYERS (UNO MELODIC UMD 8002) IMPORT |

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Indie Top 50

1	2	6	SAVE YOUR LOVE RENEE AND RENATO HOLLYWOOD HWD 003 PINNACLE
2	1	6	THE OTHER SIDE OF LOVE YAZOO MUTE YAZ 002(T) SPARTAN/CARTEL
3	4	5	HEARTACHE AVENUE MAISONETTES READY STEADY GO RSG 1 IDS
4	NEW	1	FAT MAN SOUTHERN DEATH CULT SITUATION 2 SIT 19 JUNGLE/PINNACLE/CARTEL
5	3	5	FOR YOU ANTI-NOWHERE LEAGUE WXYZ ABCD 6 PINNACLE/FAULTY/CARTEL
6	6	12	SHIPBUILDING ROBERT WYATT ROUGH TRADERT 115(T) ROUGH TRADE/CARTEL
7	5	5	GIVE ME FIRE G.B.H. CLAY CLAY 16(P) PINNACLE
8	9	4	SUMMER OF '81 VIOLATORS NO FUTURE OI 19 PINNACLE/ CARTEL
9	7	8	EASTWORLD THEATRE OF HATE BURNING ROME BRR 4(T) ROUGH TRADE/CARTEL
10	NEW	1	HALLOWEEN DEAD KENNEDYS STATIK/ALT. TENT. STAT 27(12) ROUGH TRADE/CARTEL
11	8	9	HOW DOES IT FEEL (TO BE THE MOTHER OF A 1000 DEAD) CRASS CRASS 221984/6 CARTEL
12	14	3	ALL ABOUT YOU THOMAS LEER CHERRY RED (12)CHERRY 52 PINNACLE
13	12	4	RUSSIAN ROULETTE LORDS OF THE NEW CHURCH ILLEGAL ILSP 0033 PINNACLE/CARTEL
14	10	7	CHINESE TAKEAWAY ADICTS RAZOR RZS 101 IDS/CARTEL
15	15	4	NEW BARBARIANS CHARLIE HARPER'S URBAN DOGS FALLOUT FALL 008 CARTEL
16	11	8	DRUMBEAT FOR BABY WEEKEND ROUGH TRADERT 116(T) ROUGH TRADE/CARTEL
17	19	2	MORE THAN A DREAM FARMERS BOYS BACKS NCH 003 ROUGH TRADE/CARTEL
18	13	5	SHAME AND SCANDAL IN THE FAMILY CLINT EASTWOOD & GENERAL SAINT GREENSLEEVES (12)OINK 3 SPARTAN/ JETSTAR
19	17	69	BELA LUGOSI'S DEAD BAUHAUS SMALL WONDER TEENY 2 CARTEL
20	29	2	GOVERNMENT POLICY (EP) EXPULSED RIOT CITY RIOT 17 PINNACLE/ CARTEL
21	22	4	DRAG YOU OUT LURKERS CLAY CLAY 17 PINNACLE
22	18	6	SHAKE UP THE CITY (EP) U.K. SUBS ABSTRACT ABS 012 PINNACLE
23	27	3	ALICE SISTERS OF MERCY MERCIFUL RELEASE MR 015 CARTEL
24	30	17	BEASTS (EP) SEX GANG CHILDREN ILLUMINATED ILL 112 PINNACLE/CARTEL
25	25	5	JUST A GIRL PALE FOUNTAINS OPERATION TWILIGHT OPT 9 PINNACLE/CARTEL
26	16	8	INTO THE ABYSS SEX GANG CHILDREN ILLUMINATED ILL 15 PINNACLE/CARTEL
27	24	9	BABY TURNS BLUE VIRGIN PRUNES ROUGH TRADERT 119(T) ROUGH TRADE/CARTEL
28	20	5	AGENTS OF CHANGE (EP) BLUE ORCHIDS ROUGH TRADERT 117T ROUGH TRADE/CARTEL
29	35	8	'TILL THE END OF THE DAY COCKNEY REJECTS AKA AKF 102 STAGE ONE
30	32	9	LIVELY ARTS DAMNED BIG BEAT NS 80 PINNACLE
31	21	4	DAY TRIPPER (EP) WALL NO FUTURE 0221(7)(12) PINNACLE/ CARTEL
32	23	9	BURN 'EM DOWN ABRASIVE WHEELS RIOT CITY RIOT 16 PINNACLE/CARTEL
33	33	16	MUTANT ROCK METEORS WXYZ ABCD 5 PINNACLE/FAULTY/ CARTEL
34	26	6	WOMAN IN DISGUISE ANGELIC UPSTARTS ANAGRAM (12)ANA 3 PINNACLE
35	37	6	THAT'S WHAT GOOD FRIENDS ARE FOR BRILLIANT LIMELIGHT LIME 7001 ROUGH TRADE/CARTEL
36	38	24	DON'T GO YAZOO MUTE 7YAZ(12YAZ) 001 SPARTAN/ CARTEL
37	41	16	LEAVE IN SILENCE DEPECHE MODE MUTE 7BONG(12BONG) 1 SPARTAN/CARTEL
38	36	3	KEEP ON RUNNING CRUX NO FUTURE OI 18 PINNACLE/CARTEL
39	39	11	BE PROUD, BE LOUD (BE HEARD) TOYAH SAFARI SAFE 52 SPARTAN
40	28	9	STATE VIOLENCE/STATE CONTROL DISCHARGE CLAY CLAY 14 PINNACLE
41	NEW	1	BABY, BABY VIBRATORS ANAGRAM ANA 4 PINNACLE/ CARTEL
42	45	2	POLITICIANS AND MINISTERS (EP) THREATS RONDELET (12)ROUND 29 PINNACLE
43	41	16	LIVE AT THE CENTRO IBERICO (EP) CONFLICT XNTRIX XN 2001 ROUGH TRADE/ CARTEL
44	46	12	LOVE WILL TEAR US APART JOY DIVISION FACTORY FAC 23 PINNACLE/ CARTEL
45	NEW	1	XMAS PARTY SNOWMEN SOLID STOP 006 IDS
46	48	2	THE LAST LAUGH (EP) FITS RONDELET ROUND 30 PINNACLE
47	NEW	1	CHRISTMAS BOP MARC BOLAN MARC ON WAX SBOLAN 12 PINNACLE
48	NEW	1	NELLIE THE ELEPHANT TOY DOLLS VOLUME VOL 3 RED RHINO/ CARTEL
49	42	10	LOVE ON THE TERRACES (EP) SERIOUS DRINKING UPRIGHT UP 4 STAGE ONE
50	44	13	PILLAR TO POST AZTEC CAMERA ROUGH TRADERT 112 ROUGH TRADE/CARTEL

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STEINAR RECORDS (UK) LTD (UNITED KINGDOM)
STILETTO RECORDS LTD (UNITED KINGDOM)
STILETTO VISUAL PROGRAMMES LTD (UNITED KINGDOM)
STREET MUSIC (UNITED KINGDOM)
STUDIO SM (FRANCE)
SUGARMUSIC Srl (ITALY)
SUMMIT MUSIC LIMITED (UNITED KINGDOM)
SUNBURY MUSIC LTD (UNITED KINGDOM)
SUPRAPHON GRAMOPHONE RECORDS & MUSIC PUBLISHING (CZECHOSLOVAKIA)
SWEDEN MUSIC/POLAR MUSIC INTERNATIONAL AB (SWEDEN)
SYSTEM RECORDS (UNITED KINGDOM)
TABATA-MOOD MUSIC (FRANCE)
TELEDEC "TELEFUNKEN-OECCA" (GERMAN FEDERAL REPUBLIC)
TELEMEDIA N° 1 (FRANCE)
THAMES VIDEO (UNITED KINGDOM)
THE BICYCLE MUSIC COMPANY (USA)
THE CONCERT PUBLISHING COMPANY (UNITED KINGDOM)
THE EVEREST RECORD GROUP (USA)
THE FRICON ENTERTAINMENT CO. (USA)
THE MOBILE MERCHANDISING CO. (UNITED KINGDOM)
THE MOSS MUSIC GROUP (USA)
THE WELK MUSIC GROUP (USA)
TOKYO MUSIC FESTIVAL FOUNDATION (JAPAN)
TRANS-MUSIC & VIDEO INT'L (FRANCE)
TREMA DISQUES (FRANCE)
TV RECORDS LTD (UNITED KINGDOM)
UNITOR OY (FINLAND)
UNIVERSAL EDITION A.G. (AUSTRIA)
V.A.A.P. (USSR)
V/O "MEZH DUNARODNAYA KNIGA" (USSR)
VALENTINE MUSIC GROUP LTD (UNITED KINGDOM)
VALINTALO OY (FINLAND)
VCI-VTF (FRANCE)
VICTOR MUSICAL INDUSTRIES INC. (JAPAN)
VIRGIN FRANCE (FRANCE)
VIRGIN RECORDS LIMITED (UNITED KINGDOM)
VOGUE PIP (FRANCE)
VROOM & DRESMANN NEDERLAND BV (NETHERLANDS)
WATERLOO PRODUCTIONS LTD (UNITED KINGDOM)
WIENER URTEXT EDITION GmbH (AUSTRIA)
WIN RECORDS & VIDEO/SAM RECORDS (USA)
WINDSONG RECORD EXPDRTS LTD (UNITED KINGDOM)
YANO MUSIC PUBLISHING CO (JAPAN)
ZISSU STEIN BERGMAN COUTURE & MOSHER (USA)
ZOMBA MANAGEMENT (UNITED KINGDOM)
ZOMBA MUSIC PUBLISHERS (UNITED KINGDOM)
ZOMBA PRODUCTIONS/LIVE RECORDS (UNITED KINGDOM)
ZORRO MUSIKVERLAG (GERMAN FEDERAL REPUBLIC)

The list as at 15 October 1982

The statistics established from the 300 companies who first registered for the MIDEM'83, show an average increase of 36% in the exhibition surface area that each participant has reserved.

Young and modern, the Record industry should remain optimistic and adopt aggressive marketing techniques. So for your own sake, don't wait for too long joining them at the Midem'83.

To keep up with the plat, you have to be where the action is !!!

And you ?

Christophe Blum
MIDEM Organisation,
179 avenue Victor-Hugo,
75116 Paris,
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Tél. (1) 505.14.03

John Nathan
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Jack Kessler
International Exhibition
Organisation,
9 Stafford Street,
London W1, United Kingdom,
Tel (1) 499.23.17

We may participate at MIDEM. With a stand Without a stand

Name _____ Company _____

Business Address _____

Zip _____ Country _____

Activity: (Please-check the appropriate box) Music Publisher Record Company Producer Miscellaneous.
Please send us, without obligation on our part, your documentation.

Bubbling Under Reggae Twelves

- 51 54 AND YOU KNOW THAT Jammers Salsoul
- 52 — (I AM READY) SEXUAL HEALING Eleanor Grant Catwaba (import)
- 53 — CREME DE CREME William deVaughn Excaliber
- 54 — I WANT TO KNOW Rocket Virgin
- 55 36 GIRL, I LIKE THE WAY THAT YOU MOVE Stone West End (import)
- 56 — THE BEAT GOES ON Orbit Quality/RFC (import)
- 57 — HOW HIGH Spencer Jones Elite
- 58 — HEARTBEAT Yarbrough & Peoples Mercury
- 59 50 DIRTY TALK Klein & MBO TMT
- 60 — BEAT THE BEAT/SHE HAS A WAY Bobby 'O' 'O'

- 1 — NICE AND EASY Ruddy Thomas Hawkeye
- 2 8 THE LAST DANCE Mighty Diamonds KR
- 3 3 WE A LEGGO/BILLY Koumbi Greensleeves
- 4 — BLOW MY MIND Arema City Boy
- 5 1 REFLECTIONS Barry Biggs & Ruddy Thomas Mobiliser
- 6 7 IF THIS WORLD WAS MINE Dennis Brown Yvonne Special
- 7 2 HELLO LOVE Legato Sanity
- 8 6 MAKE IT WITH YOU Carroll Thompson & Sugar Minott Carouse!
- 9 — (SEXUAL) HEALING Jimmy Riley Island
- 10 — LOVER'S RACE/MIX-UP BLACK Sugar Minott Black Roots
- 10 10 NEVER LOVE THIS WAY AGAIN Tracy King White Label

Reggae chart supplied by Sunshine Records, North London

Twelve Inchers

- 1 1 HEAVY VIBES Montana Sextet Virgin
- 2 5 SOUL MAKOSSA Nairobi London
- 3 6 THE SMURF Tyrone Brunson Epic
- 4 11 FRIENDS Shalamar Solar
- 5 3 E.T. Boogie Extra T's Sunnyview (import)
- 6 2 YOUNG GUNS (GO FOT IT) Wham! Inner Vision
- 7 10 HOLD ME TIGHTER IN THE RAIN Billy Griffin CBS
- 8 18 REACH UP Toney Lee Radar
- 9 4 I FEEL LOVE (remix) Donna Summer Casablanca
- 10 — JAZZY RHYTHM Michelle Wallace System
- 11 — SCORPIO Grandmaster Flash Sugarhill
- 12 7 (SEXUAL) HEALING Marvin Gaye CBS
- 13 9 BUFFALO GALS Malcolm McLaren & The World Famous Supreme Team Charisma
- 14 14 IN THE NAME OF LOVE Sharon Redd Prelude
- 15 19 HIDE HI, HO DE HO Kool & The Gang De-Lite
- 16 — MAGIC'S WAND Whodini Jive
- 17 15 IN AND OUT Willie Hutch Motown
- 18 8 LET LOVE SHINE New York Skyy Epic
- 19 12 HIGH HOPES SOS Band Tabu
- 20 13 KEEP THE FIRE BURNING Gwen McCrae Atlantic

Disco Albums

- 1 1 THRILLER Michael Jackson Epic
- 2 3 LIONEL RICHIE Lionel Richie Motown
- 3 2 MIDNIGHT LOVE Marvin Gaye CBS
- 4 5 FRIENDS Shalamar Solar
- 5 — STREET SOUNDS VOL. I Various Street Sounds
- 6 4 HEARTBREAKER Dionne Warwick Arista
- 7 8 SILK ELECTRIC Diana Ross Capitol
- 8 — SOS III SOS Band Tabu
- 9 10 TROPICAL GANGSTERS Kid Creole & The Coconuts Ze
- 10 16 NIGHT NURSE Gregory Isaacs Island
- 11 — COMPUTER GAMES George Clinton Capitol
- 12 14 LOVE SONGS Commodores Motown
- 13 — BEAT THE STREET Various CBS
- 14 11 REDD HOT Sharon Redd Prelude
- 15 13 INVITATIONS Shakatak Polydor
- 16 6 BLAST Brothers Johnson A&M
- 17 15 TWO OF A KIND Earl Klugh & Bob James Capitol
- 18 — IN THE HEAT OF THE NIGHT Imagination R&B
- 19 19 CASINO LIGHTS Various Warner Bros
- 20 12 GET LOOSE Evelyn King RCA

Import Albums

- 1 1 THE BEST IS YET TO COME Grover Washington Jr. Elektra
- 2 3 VISIONS OF THE LIGHTS Slave Cotillion
- 3 5 STANLEY'S HOME Stanley Turrentine Elektra
- 4 2 JAMMERS Jammers Salsoul
- 5 7 FOREVER, FOR ALWAYS, FOR LOVE Luther Vandross Epic
- 6 6 WOLF Bill Wolfers Constellation
- 7 — CASCADE Asymuth Milestone
- 8 4 RICK JAMES PRESENTS BOBBY M Bobby M Motown
- 9 — AS WE SPEAK David Sanborn Warner Bros
- 10 12 ALL I NEED Sylvester Megatone
- 11 — GET READY Kleer Atlantic
- 12 8 INNER LIFE II Inner Life Salsoul
- 13 14 BE WITH ME Billy Griffin US Columbia
- 14 16 ROCKET Rocket RFC
- 15 — THE SUN STILL SHINES Sonny Charles Highrise
- 16 10 DON'T PLAY WITH FIRE Peabo Bryson Capitol
- 17 15 JUST AIN'T GOOD ENOUGH Johnnie Taylor Beverly Glen
- 18 20 SECOND TO NUNN Bobby Nunn Motown
- 19 13 MINDWRAP Patrick Cowley Megatone
- 20 — MEGATRON MAN Patrick Cowley Megatone

Dancefloor

- 1 1 E.T. BOOGIE Extra T's Sunnyview 12"
- 2 2 BUFFALO GALS Malcolm McLaren Charisma 12"
- 3 — MIRDA ROCK Reggie Griffin & Techno Funk Sweet Mountain 12"
- 4 — THE LOOK OF LOVE (SCRATCH REMIX) ABC Neutron 12"
- 5 3 SOUL MAKOSSA Nairobi London 12"
- 6 — YOU'RE IN MY SYSTEM NOW I'M ELECTRIC System Mirage 12"
- 7 4 HOT LEATHER (REMIX) Passenger Moby Dick 12"
- 8 5 BEAT THE BEAT/SHE HAS A WAY Bobby 'O' 'O' 12"
- 9 6 DON'T YOU WANT MY LOVE Vera Uniwave LP
- 10 8 MAGIC'S WAND Whodini Jive 12"

Dancefloor chart supplied by Flashback Records, Swindon and Newport

Disco Dealer

THE SALES run-up to Christmas can always be relied upon to throw any normal pattern of charts and sales movement into chaos. Postal and order delays, extra-heavy turnover, lack of new releases, absence of imports and several other factors all combine to make nonsense of normal predictions, and this is certainly as true within the specialist disco area as any other. Established hits have a tendency to consolidate themselves for longer than usual over Christmas, oldies on the way down start to climb again, and new items appear to struggle impotently at the foot of the chart.

This mixed-up state of affairs was just starting to manifest itself during the compilation period for this week's disco chart, which is the last of 1982. Thankfully, there were few complaints about stock or delivery up until this point, but the imports pipeline has certainly dried up for the holiday. The chart itself doesn't look too odd, although the lower end shows the signs of stagnation already mentioned, with several rather elderly records refusing to slip away. Don't be fooled by any apparent sales turnarounds; they are not to be trusted, and this is not a reliable time of the year to stock up on spec! Shalamar's leap from 7 to 1 after only a one-place rise last week was perhaps a little surprising, particularly as the Montana Sextet, still stuck in runner-up position, now shows signs that it could cross to some pop action after all, despite what this column suggested last week. The oddest casualty in the upper chart region is Donna Summer's 'I Feel Love' remix, which appears to have run out of steam very quickly indeed. The 18-place leap of the import 'Reach Up' by Tony Lee is not a Christmas aberration, either. This one is spreading like wildfire, and if you're one of the dealer category which tends only to take imports if they are guaranteed as strong as the current UK product, this is your next one to go for, following 'The Smurf', Michelle Wallace et al.

A note on the Michelle Wallace 12-inch, again to follow last week's comments. With the record having made immediate large sales strides within the first two week's of domestic release (witness the current chart climb from 33 to 19), there is now no intention on System's part to switch its B-side, despite the rumours which were abounding seven days ago. The Brenda Watts track remains as the double-A coupling, and if anything gets an additional release it will presumably be the Northend item 'Tee's Happy' - but obviously not before the new year.

Jungle set to exorcise the ghost of Fresh

WHEN FRESH Distribution finally folded in a rather abrupt manner last April, there was potentially a feeling of bitterness among those involved. Alan Hauser, who was then head man at Fresh decided the best course of action to take was to get straight back into the saddle.

It was his determination that brought Jungle Distribution into existence a mere three weeks after the demise of Fresh. While aware of the mistakes made, Hauser felt a swift new start was essential. "I honestly didn't think Fresh should have gone under. There were a lot of reasons why it happened - largely mismanagement. But there is definitely a place for organisation such as this. Apart from Rough Trade, we're the only indie distributor with a label in London."

Hauser still strongly believes in the independent method. "Basically, you're closer to the grass roots of the music," he says. "You have a link with the bands and the audience you want to buy the records. We're also very close to the Cartel. They all have their own respective labels, which is very important. When the system really starts properly, they will become regional centres."

Jungle's premises in Gaskin Street, Islington, illustrate the new approach to running a distribution company. The number of staff has been halved to five - Alan Hauser, Steve Brown and Graham Combi (who are ex-Freshers,) plus John Knight, who make up the directors. A full-time secretary completes the office numbers and Jungle currently has two vans on the road.

Both Hauser and Brown admit things



16-year-old George (Girl George, not Boy George) of Fall Out's group Action pact.

had been hard going for the first few months, but now business seems to be looking up.

The company has links with two labels - Fall Out Records, which has albums by the Urban Dogs and Action Pact our in early 1983, and Red Records, Steve Brown's responsibility and The Lines current label. Fall Out was originally the idea of Hauser and Brown while still working with Fresh.

With a hand in the distribution of virtually all the 400 or so independents, and into profits after only six months, Jungle looks set to equal or overtake Fresh's record.

Indie Dealer

PREDICTABLY GOOD sales for the festive season with Renee & Renato's 'Save Your Love' (reluctantly according to some dealers' responses) finally soaring above Yazoo and consequently clinching the Christmas top spot. Threatening this MOR novelty hit in the New Year is the Southern Death Cult single, 'Fat Man And Moya' (Situation 2) which, again according to retailers, has been long awaited by the consumer. The long delay in this release has resulted in a staggering first week's sales report which, if it continues, may make impressions on the national chart. Initial orders for the single were unusually high for a band's debut release.

Once again, distribution difficulties have slightly stifled the early progress of two album releases, namely 'Plastic Surgery Disasters' by the Dead Kennedys (Statik) and the amazingly priced Cherry Red compilation, 'Pillows And Prayers'. Although they debut on high notes in the chart, some dealers seem concerned that such important releases are not given simultaneous national distribution organisation at such a crucial time of the year.

LUKE CRAMPTON

Indie Albums



- 1 1 UPSTAIRS AT ERICS Yazoo Mute STUMM 7
- 2 3 I'D LIKE TO SEE YOU AGAIN A Certain Ratio Factory FAC 65
- 3 — PILLOWS AND PRAYERS Various Cherry Red Z RED 41
- 4 4 LA VARIETE Weekend Rough Trade ROUGH 39
- 5 — PLASTIC SURGERY DISASTERS Dead Kennedys Statik/Alternative Tentacles STATLP 11
- 6 5 LIVE AT SHEPPERTON Damned Ace NED 1
- 7 2 SOUND OF MUSIC Adicts Razor RAZ 2
- 8 8 IF I DIE, I DIE Virgin Prunes Rough Trade ROUGH 49
- 9 6 WHEN THE PUNKS GO MARCHING IN Abrasive Wheels Riot City CITY 001
- 10 7 VOICE OF A GENERATION Blitz No Future PUNK 1
- 11 — PISSED AND PROUD Peter & The Test Tube Babies No Future PUNK 3
- 12 10 BURNING AMBITIONS Various Cherry Red D RED 3
- 13 9 A BROKEN FRAME Depeche Mode Mute STUMM 9
- 14 13 CITY BABY ATTACKED BY RATS G.B.H. Clay CLAYLP 4
- 15 15 WHERE'S THE PLEASURE Poison Girls Xntrix XV 2006
- 16 11 IN THE FLAT FIELD Bauhaus 4AD CAD 13
- 17 12 WARRIOR ROCK (TOYAH ON TOUR) Toyah Safari TNT
- 18 14 THE MAVERICK YEARS Wah! Wonderful World WW 1
- 19 20 NOTHING CAN STOP US Robert Wyatt Rough Trade ROUGH 35
- 20 27 BLOOD AND THUNDER Outcasts Abstract AABT 004
- 21 17 SEDUCTION Dance Society Society SOC 8.82
- 22 18 SONGS TO REMEMBER Scritti Politti Rough Trade ROUGH 20
- 23 26 BIRTH OF Y Various Y Y 33 1/3
- 24 19 UB44 UB40 DEP International LPDEP 3
- 25 24 THE SINGLES ALBUM UB40 Graduate GRADLSP 3
- 26 16 DEFECTIVE BREAKDOWN Defects WXYZ LMNOP 2
- 27 23 CHRIST THE ALBUM Crass Crass BOLLOX 2U2
- 28 — WORK OF HEART Roy Harper Public Recordings PUBLP 5001
- 29 29 AND DID THOSE FEET Dancing Did Kamera KAM 009
- 30 22 BULLSHIT DETECTOR VOLUME 2 Various Crass 221/984/3

Top 100 Airplay

THIS WEEK	LAST WEEK	ILR STATIONS	TITLE ARTIST	LABEL/CAT NO.	DISTRIBUTOR
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1	5	9	SAVE YOUR LOVE RENEE AND RENATO HOLLYWOOD HWD 003 PINNACLE
2	3	5	TIME (CLOCK OF THE HEART) CULTURE CLUB VIRGIN VS(Y) 558(12) CBS
3	4	4	BEAT SURRENDER JAM POLYDOR POSP(J) 540 POLYGRAM
4	2	6	MIRROR MAN HUMAN LEAGUE VIRGIN VS(Y) 522(12) CBS
5	16	4	LITTLE DRUMMER BOY/PEACE ON EARTH DAVID BOWIE & BING CROSBY RCA BOW(T) 12 RCA
6	6	6	TRULY LIONEL RICHIE MOTOWN TMG 1284 RCA
7	26	2	THE SHAKIN' STEVENS EP SHAKIN' STEVENS CBS SHAKY 1 CBS
8	4	11	YOUNG GUNS (GO FOR IT) WHAMI INNERVISION IVLA(13)2766 CBS
9	7	5	OUR HOUSE MADNESS STIFF BUY(IT) 163 CBS
10	11	6	BEST YEARS OF OUR LIVES MODERN ROMANCE WEA ROM 1(T) WEA
11	10	8	LIVING ON THE CEILING BLANCMANGE LONDON BLANC(BLANX) 3 POLYGRAM
12	8	8	WISHING (IF I HAD A PHOTOGRAPH OF YOU) A FLOCK OF SEAGULLS JIVE JIVE(T) 25 CBS
13	9	5	HYMN ULTRAVOX CHRYSALIS (12)CHS 2657 POLYGRAM
14	14	4	BUFFALO GALS MALCOLM MCLAREN CHARISMA MALC(T) 1(12) POLYGRAM
15	31	4	YOU CAN'T HURRY LOVE PHIL COLLINS VIRGIN VS(Y) 531(12) CBS
16	12	7	RIO (DURAN DURAN EMI (12)EMI 5346 EMI
17	19	5	FRIENDS SHALAMAR SOLAR CHUM 1(T) WEA
18	17	4	LET'S GET THIS STRAIGHT (FROM THE START)/OLD DEXYS MIDNIGHT RUNNERS MERCURY DEXYS 11(12) POLYGRAM
19	33	4	LITTLE TOWN CLIFF RICHARD EMI EMI 5348 EMI
20	49	3	A WINTER'S TALE DAVID ESSEX MERCURY MER 127 POLYGRAM
21	15	6	THE OTHER SIDE OF LOVE YAZOO MUTE YAZ 002(T) SPARTAN/CARTEL
22	13	10	I DON'T WANNA DANCE EDDY GRANT ICE ICE(T) 56 RCA
23	20	4	WHERE THE HEART IS SOFT CELL SOME BIZZARE BZS 16(12) POLYGRAM
24	24	3	I FEEL LOVE (REMIX) DONNA SUMMER CASABLANCA FEEL 7(12) POLYGRAM
25	44	2	ALL THE LOVE IN THE WORLD DIONNE WARWICK ARISTA ARIST (12)507 POLYGRAM
26	18	8	(SEXUAL) HEALING MARVIN GAYE CBS CBS A(13)2855 CBS
27	30	5	IF YOU CAN'T STAND THE HEAT BUCKS FIZZ RCA RCA(T)(P) 300 RCA
28	39	3	UNDER ATTACK ABBA EPIC EPC A2971 CBS
29	21	9	HEARTBREAKER DIONNE WARWICK ARISTA ARIST 496 POLYGRAM
30	35	3	DEAR ADDY KID CREOLE & THE COCONUTS ZE (12)(P)WIP 6840 EMI
31	51	5	CACHARPAYA INCANTATIONS BEGGARS BANQUET BEG84(T) WEA
32	38	3	HI DE HI, HO DE HO KOOL & THE GANG DE-LITE DE(X) 14 POLYGRAM
33	54	2	SINGALONG-A-SANTA SANTA CLAUD & THE CHRISTMAS TREES POLYDOR IVY 1 POLYGRAM

34	22	5	YOUTH OF TODAY MUSICAL YOUTH MCA YOU(T) 2 CBS
35	23	12	MAD WORLD TEARS FOR FEARS MERCURY IDEA 3(12) POLYGRAM
36	27	8	IT'S RAINING AGAIN SUPERTRAMP A&M AMS 8255 CBS
37	28	8	THEME FROM HARRY'S GAME CLANNAD RCA RCA 292 RCA
38	61	2	CHANGES IMAGINATION R&B RBS(RBL)(RBP) 213 PRT
39	25	8	STATE OF INDEPENDENCE DONNA SUMMER WARNER BROS K79344(T) WEA
40	42	3	I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER BARRY MANILOW ARISTA ARIST 503 POLYGRAM
41	32	6	NIGHTPORTER JAPAN VIRGIN VS 554(12) CBS
42	NEW	1	ORVILLE'S SONG KEITH HARRIS & ORVILLE BBC RESE 124 PRT
43	65	4	HEARTACHE AVENUE MAISONNETTES READY STEADY GO RSG 1 IDS
44	60	2	BAA BAA BLACK SHEEP SINGING SHEEP SHEEP BAA 1 CBS
45	41	7	HERE I GO AGAIN/BLOODY LUXURY WHITESNAKE LIBERTY BP 416 EMI
46	50	3	PARTY, PARTY ELVIS COSTELLO & THE ATTRACTIONS A&M AMS 8267 CBS
47	29	5	TALK TALK TALK TALK EMI (12)EMI 5352 EMI
48	40	9	MANEATER DARYL HALL & JOHN OATES RCA RCA(T) 290 RCA
49	81	2	HAPPY CHRISTMAS (WAR IS OVER) JOHN LENNON, YOKO ONO & PLASTIC ONO BAND APPLE R5970 EMI
50	48	15	DO YOU REALLY WANT TO HURT ME CULTURE CLUB VIRGIN VS 518(12) CBS
51	37	6	LOVE JOHN LENNON PAROLPHONE R6059 EMI
52	NEW	1	THE LOOK OF LOVE (SCRATCH MIX) ABC NEUTRON NTXDJ 103 POLYGRAM
53	43	4	MELT /IL EST NELE DIUN ENFANT SIOUXSIE & THE BANSHEES POLYDOR POSP(X) 539 POLYGRAM
54	34	10	CRY BOY CRY BLUE ZOO MAGNET MAG 234 PRT
55	62	6	IN AND OUT WILLIE HUTCH MOTOWN TMG(T) 1285 RCA
56	58	2	THE MORE I SEE (THE LESS I BELIEVE) FUN BOY THREE CHRYSALIS CHS (12)2664 POLYGRAM
57	47	4	I'M ALRIGHT YOUNG STEVE & THE AFTERNOON BOYS RCA RCA 296 RCA
58	53	4	(AND NOW THE WALTZ) C'EST LA VIE SLADE RCA RCA 291 RCA
59	36	5	DESPERATE BUT NOT SERIOUS ADAM ANT CBS CBS A2892 CBS
60	45	7	THE GIRL IS MINE MICHAEL JACKSON/PAUL MCCARTNEY EPIC EPC A2729 CBS
61	80	2	BIRDIE SONG/BIRDIE DANCE TWEETS PRT 7P(12P) 219 PRT
62	56	3	LOOPZILLA GEORGE CLINTON CAPITOL (12)CL 271 EMI
63	83	3	MERRY XMAS EVERYBODY SLADE POLYDOR 2058 422 POLYGRAM
64	63	4	CHEERS THEN BANANARAMA LONDON NANA(NANX) 3 POLYGRAM
65	46	4	LET'S GO TO BED CURE FICTION FICS(X) 17 POLYGRAM
66	76	4	MAGIC'S WAND WHODINI JIVE JIVE(T) 28 CBS
67	94	2	THEME FROM E.T. (THE EXTRA TERRESTRIAL) JOHN WILLIAMS MCA MCA 800 CBS

68	79	4	MANNEQUIN KIDS FROM 'FAME' RCA RCA 299 RCA
69	64	3	I CONFESS BEAT GO FEET FEET (12)16 POLYGRAM
70	59	5	THANK YOU PALE FOUNTAINS VIRGIN VS 557(12) CBS
71	84	4	OH DIANE FLEETWOOD MAC WARNER BROS FLEET 1(T) WEA
72	68	8	UNCERTAIN SMILE THE THE EPIC EPC A(13)2787 CBS
73	NEW	1	I BELIEVE IN FATHER CHRISTMAS GREG LAKE MANTICORE K13511 WEA
74	57	6	BACK TO LOVE EVELYN KING RCA RCA(T) 287 RCA
75	NEW	1	CHRISTMAS WRAPPING WAITRESSES ISLAND (12)WIP 6821 EMI
76	77	2	STORY OF THE BLUES WAH! ETERNAL JF 1(T) WEA
77	82	2	OLD AND WISE ALAN PARSONS PROJECT ARISTA ARIST 494 POLYGRAM
78	74	6	SOMEONE SOMEWHERE (IN SUMMERTIME) SIMPLE MINDS VIRGIN VS 538(12) CBS
79	52	9	LET ME GO HEAVEN 17 VIRGIN VS 532(12) CBS
80	NEW	1	FAT MAN SOUTHERN DEATH CULT SITUATION 2 SIT 19 PINNACLE/CARTEL
81	69	5	HEARTLIGHT NEIL DIAMOND CBS CBS A2814 CBS
82	NEW	1	POSTMAN PAT KEN BARRIE POST MUSIC PP 001 PRT
83	71	2	SO CLOSE TO ME JULIO IGLESIAS CBS CBS A2932 CBS
84	66	11	DO IT TO THE MUSIC RAW SILK KR/TMT KR(T) 14 RCA
85	88	10	I WANT TO DO IT WITH YOU BARRY MANILOW ARISTA ARIST 495 POLYGRAM
86	NEW	1	WAR CRIMES (THE CRIME REMAINS THE SAME) SPECIAL AKA TWO TONE CHSTT(10) 23 POLYGRAM
87	86	13	NEVER GIVE YOU UP/BEAT THE STREET SHARON REDD PRELUDE PRL A(13)2755 CBS
88	NEW	1	THE SMURF TYRONE BRUNSON EPIC EPC A(13)3024 CBS
89	98	2	GLORIA LAURA BRANNIGAN ATLANTIC K11759(T) WEA
90	67	5	LOVE IS A STRANGER EURYTHMICS RCA DA(T)(P) 1 RCA
91	NEW	1	CHRISTMAS BOP MARC BOLAN MARC ON WAX SBOLAN 12 PINNACLE
92	55	10	MUSCLES DIANA ROSS CAPITOL (12)CL 268 EMI
93	70	10	OOH LA, LA, LA (LET'S GO DANCING) KOOL & THE GANG DE-LITE DE(X) 9 POLYGRAM
94	NEW	1	HEAVY VIBES MONTANA SEXTET VIRGIN VS 560(12) CBS
95	87	14	PASS THE DUTCHIE MUSICAL YOUTH MCA YOU(T) 1 CBS
96	73	9	CAROLINE (LIVE AT THE N.E.C.) STATUS QUO VERTIGO QUO(P)10(12) POLYGRAM
97	NEW	1	SCORPIO GRANDMASTER FLASH SUGARHILL SH(C) 118 PRT
98	NEW	1	XMAS PARTY SNOWMEN SOLID STOP 006 IDS
99	NEW	1	HAVE YOURSELF A MERRY LITTLE CHRISTMAS DAVID GRANT CHRYSALIS CHS 2651 POLYGRAM
100	NEW	1	IN THE NAME OF LOVE SHARON REDD PRELUDE PRL A(13)2905 CBS

Only the top add ons for each station are listed. Full breakdowns are available only by special arrangement with the RB Research department on 01-836-9311.

Add Ons

AIRE

A LIST
 UNDER ATTACK ABBA
 IF YOU CAN'T STAND THE HEAT BUCKS FIZZ
 LITTLE TOWN CLIFF RICHARD
 HI DE HI, HO DE HO KOOL & THE GANG
 YOU CAN'T HURRY LOVE PHIL COLLINS
 THE SHAKIN' STEVENS EP SHAKIN' STEVENS
 HIT PICK
 TRUE LOVE BILLY FIELD
 DIRTY LAUNDRY DON HENLEY
 ALL QUIET ELTON JOHN
 JOY TO THE WORLD ERUPTION
 MY LOVE IS WAITING MARVIN GAYE
 EUROPEAN FEMALE STRANGLERS

BRMB

PLAYLIST
 EMOTION EXPLOSION ART SCHOOL
 TRUE LOVE BILLY FIELD
 HOLDING ON FOR LOVE CARGO
 EVERYTHING I OWN CRYSTAL GAYLE
 YOU AND I EDDY RABBIT
 OH DIANE FLEETWOOD MAC
 CHANGES IMAGINATION
 THEME FROM E.T. JOHN WILLIAMS
 THE LAST DANCE MIGHTY DIAMONDS

CBC

A LIST
 HAPPY CHRISTMAS (WAR IS OVER) JOHN LENNON
 EUROPEAN FEMALE STRANGLERS
 HIT PICK
 THEME FROM E.T. JOHN WILLIAMS

CENTRE

A LIST
 YOU AND I EDDY RABBIT

CHILTERN

A LIST
 MANEQUIN KIDS FROM 'FAME'

CLYDE

A LIST
 DEAR ADDY KID CREOLE & THE COCONUTS

DOWNTOWN

A LIST
 PAST PRESENT & FUTURE CINDY & THE SAFFRONS
 GLORIA LAURA BRANNIGAN
 THE ONLY WAY LISA STANSFIELD
 LET'S DANCE ROCK-OLAS FEATURING MIKE READ
 HIT PICK
 A WINTER'S TALE DAVID ESSEX

ESSEX

A LIST
 LITTLE DRUMMER BOY DAVID BOWIE & BING CROSBY
 HEARTACHE AVENUE MAISONNETTES
 HIT PICK
 CHEERS THEN BANANARAMA
 HAVE YOURSELF DAVID GRANT
 E.T. PHONE HOME JUPITER 8
 MY LOVE IS WAITING MARVIN GAYE
 CHRISTMAS WRAPPING WAITRESSES

FORTH

A LIST
 THE SANDS OF TIME BAND OF THE BLACK WATCH
 I FEEL LOVE (REMIX) DONNA SUMMER
 OH DIANE FLEETWOOD MAC
 COME DANCING KINKS
 GLORIA LAURA BRANNIGAN
 HEARTACHE AVENUE MAISONNETTES
 SINGALONG-A-SANTA SANTA CLAUS
 IN AND OUT WILLIE HUTCH

HALLAM

TOP 50
 I FEEL LOVE (REMIX) DONNA SUMMER
 SINGALONG-A-SANTA SANTA CLAUS
 BAA BAA BLACK SHEEP SINGING SHEEP
 LUCIFER'S FRIEND VISION
 I'M ALRIGHT YOUNG STEVE & THE AFTERNOON

HERWARD

A LIST
 IF YOU CAN'T STAND THE HEAT BUCKS FIZZ
 I FEEL LOVE (REMIX) DONNA SUMMER

LUXEMBOURG

A LIST
 TRUE LOVE BILLY FIELD
 BULLETS
 GLORIA LAURA BRANNIGAN
 HEARTACHE AVENUE MAISONNETTES
 MY LOVE IS WAITING MARVIN GAYE

METRO

PLAYLIST
 HOLDING ON FOR LOVE CARGO
 YOU AND I EDDY RABBIT
 IT'S ILLEGAL FIVE HAPPY FELLOWS
 CREME DE CREME WILLIAM DE VAUGHN

MORAY FIRTH

A LIST
 THE SANDS OF TIME BAND OF THE BLACK WATCH
 THE GETAWAY CHRIS DE BURGH
 A WINTER'S TALE DAVID ESSEX
 YOU AND I EDDY RABBIT
 NEW MOON PASSPORT
 LOCH LOMOND RUNRIG

MERCIA

A LIST
 THE SHAKIN' STEVENS EP SHAKIN' STEVENS

MANX

A LIST
 LITTLE DRUMMER BOY DAVID BOWIE & BING CROSBY
 YOU AND I EDDY RABBIT
 MIDNIGHT BLUE LOUISE TUCKER
 BEST YEARS OF OUR LIVES MODERN ROMANCE
 THE SHAKIN' STEVENS EP SHAKIN' STEVENS

NORTHSOUND

A LIST
 IF YOU CAN'T STAND THE HEAT BUCKS FIZZ
 BUFFALO GALS MALCOLM MCLAREN

ORWELL

HIT PICK
 HAVE YOURSELF DAVID GRANT
 NEW MOON PASSPORT

PENNINE

A LIST
 SINGALONG-A-SANTA SANTA CLAUS
 STATION HIT
 MY LOVE IS WAITING MARVIN GAYE

PICCADILLY

PRIORITY
 SILENT NIGHT PRELUDE
 THE STORY OF THE BLUES WAH!
 TOP PRIORITY
 UNDER ATTACK ABBA
 CHEERS THEN BANANARAMA
 IF YOU CAN'T STAND THE HEAT BUCKS FIZZ
 STING OF THE GIN CHRIS SIMPSON
 LITTLE TOWN CLIFF RICHARD
 LET'S GET THIS STRAIGHT DEXYS MIDNIGHT RUNNERS
 HEARTACHE AVENUE MAISONNETTES
 THANK YOU PALE FOUNTAINS
 SHADOWS OF THE NIGHT PAT BENATAR
 YOU CAN'T HURRY LOVE PHIL COLLINS
 THE SHAKIN' STEVENS EP SHAKIN' STEVENS
 FRIENDS SHALAMAR
 CHRISTMAS WRAPPING WAITRESSES
 THE OTHER SIDE OF LOVE YAZOO

PLYMOUTH SOUND

A LIST
 UNDER ATTACK ABBA
 PICTURE OF YOU ALVIN STARDUST
 IF YOU LEAVE ME NOW CHICAGO
 LITTLE TOWN CLIFF RICHARD
 EVERYTHING I OWN CRYSTAL GAYLE
 LITTLE DRUMMER BOY DAVID BOWIE & BING CROSBY
 ALL THE LOVE IN THE WORLD DIONNE WARWICK
 THEME FROM E.T. JOHN WILLIAMS
 HOUSEWIFE'S CHOICE JULIE COVINGTON
 E.T. PHONE HOME JUPITER 8
 DEAR ADDY KID CREOLE & THE COCONUTS
 HI DE HI, HO DE HO KOOL & THE GANG
 CLASSIC ROCK CLASSICS L.S.O.
 HEARTACHE AVENUE MAISONNETTES
 THE LAST DANCE MIGHTY DIAMONDS
 LA MER PUNCHING HOLES
 YOU'RE JUST IN LOVE ROBIN SARSTEDT & PATTI LOVE

BBC SCOTLAND

A LIST
 YOU AND I EDDY RABBIT
 OH DIANE FLEETWOOD MAC
 (YOU SAID) YOU'D GIMME SOME MORE K.C.
 MANEQUIN KIDS FROM 'FAME'
 GLORIA LAURA BRANNIGAN
 (AND NOW THE WALTZ) C'EST LA SLAP

SEVERN SOUND

A LIST
 NOVEMBER NOVEMBER AUTO DE FE
 LOVE ME TOMORROW CHICAGO
 A WINTER'S TALE DAVID ESSEX
 ALL THE LOVE IN THE WORLD DIONNE WARWICK
 YOU AND I EDDY RABBIT
 PARTY PARTY ELVIS COSTELLO
 CHANGES IMAGINATION
 COME DANCING KINKS
 I HAVE THE TOUCH PETER GABRIEL
 HIT PICK
 PENNY ARCADE JOHN CARR
 TEMPORARY HEARTACHE JOHN SWAN
 DOWN UNDER MEN AT WORK
 NEW MOON PASSPORT
 CREME DE CREME WILLIAM DE VAUGHN

TAY

A LIST
 A WINTER'S TALE DAVID ESSEX
 DEAR ADDY KID CREOLE & THE COCONUTS
 WHERE THE HEART IS SOFT CELL
 HIT PICK
 HOLDING ON FOR LOVE CARGO
 PAST PRESENT & FUTURE CINDY & THE SAFFRONS
 HAVE YOURSELF DAVID GRANT
 YOU AND I EDDY RABBIT

TWO COUNTIES

A LIST
 COME HOME FOR CHRISTMAS DAVID GATES
 I BELIEVE IN FATHER CHRISTMAS GREG LAKE
 DON'T MAKE MY WHITE CHRISTMAS BLUE IRIS WILLIAMS
 CHRISTMAS DREAM ISLA ST. CLAIR
 HAPPY CHRISTMAS (WAR IS OVER) JOHN LENNON
 DEAR ADDY KID CREOLE & THE COCONUTS
 MIDNIGHT BLUE LOUISE TUCKER
 BEST YEARS OF OUR LIVES MODERN ROMANCE
 MERRY XMAS EVERYBODY SLADE

TEES

A LIST
 TEMPORARY HEARTACHE JOHN SWAN
 GLORIA LAURA BRANNIGAN
 PRIDE ROBERT PALMER
 TIME HEALS (EP) TODD RUNDGREN
 HIT PICK
 PICTURE OF YOU ALVIN STARDUST
 LET'S DANCE ROCK-OLAS FEATURING MIKE READ
 BAA BAA BLACK SHEEP SINGING SHEEP

THAMES VALLEY (210)

HIT PICK
 TRUE LOVE BILLY FIELD
 MIDNIGHT BLUE LOUISE TUCKER
 MY LOVE IS WAITING MARVIN GAYE
 LET'S DANCE ROCK-OLAS FEATURING MIKE READ

TRENT

A LIST
 TRUE LOVE BILLY FIELD
 EVERYTHING I OWN CRYSTAL GAYLE
 MY LOVE IS WAITING MARVIN GAYE

VICTORY

A LIST
 OLD AND WISE ALAN PARSONS PROJECT
 STING OF THE GIN CHRIS SIMPSON
 PAST PRESENT & FUTURE CINDY & THE SAFFRONS
 LITTLE TOWN CLIFF RICHARD
 TIME (CLOCK OF THE HEART) CULTURE CLUB
 HAVE YOURSELF DAVID GRANT
 LITTLE DRUMMER BOY DAVID BOWIE & BING CROSBY
 RIO DURAN DURAN
 GOLDEN MOMENTS FAT LARRY'S BAND
 MIRROR MAN HUMAN LEAGUE
 CHANGES IMAGINATION
 DEAR ADDY KID CREOLE & THE COCONUTS
 MANEQUIN KIDS FROM 'FAME'
 HOOKED ON CHRISTMAS LOUIS CLARK
 BAD BOY LUTHER VANOROSS
 CRAZY MAGGIE BELL
 HEARTACHE AVENUE MAISONNETTES
 (SEXUAL) HEALING MARVIN GAYE
 THE LAST DANCE MIGHTY DIAMONDS
 IT'S RAINING AGAIN SUPERTRAMP
 PUTTING ON THE RITZ TACO
 CREME DE CREME WILLIAM DE VAUGHN

WEST

A LIST
 CHEERS THEN BANANARAMA
 A WINTER'S TALE DAVID ESSEX
 PARTY PARTY ELVIS COSTELLO
 CHANGES IMAGINATION
 MANEQUIN KIDS FROM 'FAME'
 SINGALONG-A-SANTA SANTA CLAUS
 HIT PICK
 EVERYTHING I OWN CRYSTAL GAYLE
 NEW MOON PASSPORT

WILTSHIRE

A LIST
 HAVE YOURSELF DAVID GRANT
 CHRISTMAS WRAPPING WAITRESSES

WEST SOUND

A LIST
 A WINTER'S TALE DAVID ESSEX
 ALL THE LOVE IN THE WORLD DIONNE WARWICK
 CHANGES IMAGINATION
 DEAR ADDY KID CREOLE & THE COCONUTS
 HEARTACHE AVENUE MAISONNETTES
 SINGALONG-A-SANTA SANTA CLAUS

WYVERN

A LIST
 EVERYTHING I OWN CRYSTAL GAYLE
 GLORIA LAURA BRANNIGAN

ALBUM REVIEWS

CHART CERTS

VARIOUS ARTISTS: Raiders Of The Pop Charts One & Two (Ronco RTL 2088-A/RTL 2088-B)
Very strong twofer TV-advertised which features a lot of current or recent hit product from the likes of Madness, Modern Romance, Culture Club, Japan, Kid Creole, The Beat, Shakin' Stevens and so on. Good Christmas party potential and will go straight into the charts.

GOOMBAY DANCE BAND: Born To Win (Epic EPC 25077) Prod: Jochen Petersen

The sound that made this band so distinctive on 'Seven Tears' carries over well here. The distinctive lead vocal imbues every song with a ringing, anthem feel and the music ranges between gospel, reggae and Caribbean themes. But does the band have the image to make albums stick? It seems doubtful, and the single 'Born To Win' is not doing anything currently.

JULIO IGLESIAS: The 24 Greatest Songs (CBS 88469)

The '24 Greatest' are in fact the greatest Spanish songs culled from various Iglesias albums and not the world's 24 greatest standards. It's a double album and is obviously designed to cash in on the current craze for the Spanish smoothie at this immediate pre-Christmas period which is so difficult for new releases.

CHRISTMAS QUIZ

ONCE AGAIN we test your memory of record history and trivia just when you're too rushed off your feet with business (we hope) to find time for it. No matter; wait until the Christmas Eve takings are safely in, prop yourself by the fireside with a mince pie or two

The customary big-selling single at the end of each year is not usually a Christmas record as such. Bearing that in mind, what were the top Christmas-time sellers of the years below? (To make it a cinch, the artists are given as clues)

- 1 1974 (Beatles)
- 2 1979 (Pink Floyd)
- 3 1969 (Rolf Harris)
- 4 1971 (Benny Hill)
- 5 1959 (Emile Ford)
- 6 1960 (Elvis Presley)
- 7 1966 (Tom Jones)
- 8 1975 (Queen)
- 9 1970 (Dave Edmunds)
- 10 1971 (Little Jimmy Osmond)



Beatles and Queen: Christmas hitmakers

BEST OF THE REST

CRYSTAL GAYLE: TRUE LOVE (Elektra E0222) Prod: Alen Reynolds/Jimmy Bowen

Studio location notwithstanding, the echoes of Crystal Gayle's Nashville roots are now barely discernible. This album confirms her successful crossover into pop. The mood is firmly MOR of the most tasteful, tuneful kind. The rockers are lively but ladylike and the ballads flow effortlessly, with Clive Westlake's 'He Is Beautiful To Me' being a rare moment when real passion is allowed to ripple the surface.

RICHARD 'DIMPLES' FIELDS: Give Everybody Some! (Epic 25236) Prod: Richard 'Dimples' Fields/Belinda Wilson

Disco favourite Richard 'Dimples' Fields returns with a strong collection of smooth but funky songs. The album has sold strongly on import and will undoubtedly have a market here through disco plays and he is capable of hit singles.

VARIOUS: Heavy Metal Heroes Volume 2 (Heavy Metal HMR LP 7) Prod: Various
There seems no end to the new heavy metal talent developing around the UK. Here Heavy Metal Records presents 12 acts, most of them in their formative stages, although some have already put out albums including the controversial Witchfinder General. The latest collection proved popular and this second volume will probably spark interest.

VARIOUS: Crucial Reggae Driven by Sly & Robbie (Taxi ILPS 9730) Prod: Sly & Robbie

Another collection of Taxi cuts, driven as the title suggests, by Sly & Robbie's subtle reggae rhythms. Included here is the Mighty Diamonds' 'Pass the Kouchie' — which should attract after Musical Youth's hit — and a skanking version of 'Sexual Healing' by Jimmy Riley. Yellowman's excellent 'Soldier Take Over' is the hottest track here, however.

BERT KAEMPFFERT: Now And Forever (Polydor 2311 178) Prod: Unlisted

Kaempfert's untimely death robbed the music world of one of the few really distinctive arrangers of big band music. As this compilation of recordings made over the past 15 years — some of them previously unreleased — indicates, the man was at home in a variety of styles. The recognisable Kaempfert sound flows through a romantic blending of strings, brass and voices, jaunty African safaris, strict-tempo swing and powerhouse jazz. A tribute that his admirers will appreciate.

and a glass of your favourite lubrication, and try the questions then. No prizes offered, but you can check the answers (or even cheat) simply by inverting the page and squinting hard. If you do well, why not award your glass a refill?

In a similar vein, these are titles of big-selling Christmas-time albums from the past. You must have handled them hundreds of times, but can you name the correct artist for each?

- 11 'Electric Warrior'
- 12 'How Do You Like It?'
- 13 'Stranded'
- 14 'New Morning'
- 15 'Blondes Have More Fun'
- 16 'Arrival'
- 17 'To Our Childrens' Childrens' Childrens'
- 18 'Blue Hawaii'
- 19 'Disraeli Gears'
- 20 'Back To Front'



We actually used all the best questions about Christmas records last year, so to avoid pandering to those of you with good memories or back issues, this year's quiz takes a slightly different tack:

Finally, something to really clear the alcohol fog. Below, in anagram form, are the titles of five classic Christmas hit records — and this time they ARE 'Christmassy' titles. Can you unravel their identities?

- 21 'Sammy Dry Eve Berry Ox'
- 22 'Stab Rich Slume'
- 23 'My Dairy's Bolch'
- 24 'Glib Jock Rellin'
- 25 'Let Li Own It'

And a Happy New Year to you, too!

ANSWERS

(1) 'I Feel Fine'; (2) 'Another Brick In The Wall'; (3) 'Two Little Boys'; (4) 'Ernie (The Fastest Milkman In The West)'; (5) 'What Do You Want To Make Those Eyes At Me For?'; (6) 'It's Now Or Never'; (7) 'Green, Green Grass Of Home'; (8) 'Bohemian Rhapsody'; (9) 'I Hear You Knocking'; (10) 'Long-Haired Lover From Liverpool'; (11) 'T.Rex (1971)'; (12) 'Gerry & The Pacemakers (1963)'; (13) 'Roxy Music (1973)'; (14) 'Bob Dylan (1970)'; (15) 'Rod Stewart (1978)'; (16) 'Abba (1976)'; (17) 'Moody Blues (1969)'; (18) 'Elvis Presley (1961)'; (19) 'Cream (1967)'; (20) 'Gilbert O'Sullivan'; (21) 'Merry Xmas Everybody (Slade)'; (22) 'Blue Christmas (Elvis Presley)'; (23) 'Mary's Boy Child (Harry Belafonte)'; (24) 'Jingle Bell Rock (Bobby Boney M)'; (25) 'Tingle Bell Rock (Little Town) (Cliff Richard)'; (26) 'Helm's, Max Bygraves, etc.'; (27) 'Little Boney M.'; (28) 'Jingle Bell Rock (Bobby Boney M.)'; (29) 'Jingle Bell Rock (Bobby Boney M.)'; (30) 'Jingle Bell Rock (Bobby Boney M.)'; (31) 'Jingle Bell Rock (Bobby Boney M.)'; (32) 'Jingle Bell Rock (Bobby Boney M.)'; (33) 'Jingle Bell Rock (Bobby Boney M.)'; (34) 'Jingle Bell Rock (Bobby Boney M.)'; (35) 'Jingle Bell Rock (Bobby Boney M.)'; (36) 'Jingle Bell Rock (Bobby Boney M.)'; (37) 'Jingle Bell Rock (Bobby Boney M.)'; (38) 'Jingle Bell Rock (Bobby Boney M.)'; (39) 'Jingle Bell Rock (Bobby Boney M.)'; (40) 'Jingle Bell Rock (Bobby Boney M.)';

Top 40 Tapes

- 1 2 **TEN YEARS — THE SINGLES**
ABBA EPIC ABBA 401
- 2 1 **THE COLLECTION**
JOHN LENNON EMI TCEMTV 37
- 3 7 **CHART HITS**
VARIOUS K-TEL CE 2195
- 4 3 **KIDS FROM 'FAME'**
VARIOUS BBC ZCH 447
- 5 33 **COMPLETE MADNESS**
MADNESS STIFF ZH1 TTV1
- 6 6 **PEARLS 2**
ELKIE BROOKS A&M CLK 1982
- 7 10 **RISE AND FALL**
MADNESS STIFF ZSEEZ 46
- 8 4 **GIVE ME YOUR HEART TONIGHT**
SHAKIN' STEVENS EPIC 4010035
- 9 5 **KIDS FROM 'FAME' AGAIN**
VARIOUS RCA K6057
- 10 13 **RIO**
DURAN DURAN EMI TCEMC 3411
- 11 17 **YOUTH OF TODAY**
MUSICAL YOUTH MCA YOU C 1
- 12 9 **I WANNA DO IT WITH YOU**
BARRY MANILOW ARISTA TCBM 2
- 13 8 **20 GREATEST LOVE SONGS**
NAT KING COLE EMI TCEMTV 35
- 14 16 **HEARTBREAKER**
DIONNE WARWICK ARISTA 404974
- 15 11 **REFLECTIONS**
VARIOUS CBS 4010034
- 16 12 **LOVE SONGS**
DIANA ROSS K-TELCE 2200
- 17 24 **KISSING TO BE CLEVER**
CULTURE CLUB VIRGIN TCV 2232
- 18 15 **GREATEST HITS**
OLIVIA NEWTON-JOHN EMI TCEMTC 36
- 19 14 **GREATEST HITS**
BEATLES EMI TCPCT 280
- 20 18 **CHART WARS**
VARIOUS RONCO 4CRTL 2086
- 21 NEW **THE STORY OF THE STONES**
ROLLING STONES K-TEL CE 2201
- 22 27 **HITS OF THE SCREAMING 60s**
VARIOUS WARWICK WW 45124
- 23 31 **VERY BEST OF DAVID ESSEX**
DAVID ESSEX TV TVC 4
- 24 38 **UPSTAIRS AT EIGHT**
YAZOO MUTE CSTUMM 7
- 25 25 **SINGLES, 45s AND UNDER**
SQUEEZE A&M CAM 68552
- 26 NEW **DIRECT HITS**
VARIOUS TELSTAR SRAC 2226
- 27 NEW **MIDNIGHT IN MOTOWN**
VARIOUS TELSTAR STAC 2222
- 28 NEW **COMPOSERS**
VARIOUS RONCO 4CRTL 2084
- 29 21 **FRIEND OR FOE**
ADAM ANT CBS 4025040
- 30 26 **LOVE SONGS**
ELTON JOHN TV TVC 3
- 31 NEW **LOVE SONGS**
CHICAGO TV TVC 6
- 32 NEW **LIONEL**
LIONEL RITCHIE MOTOWN CSTMA 037
- 33 23 **AMOR**
JULIO IGLESIAS CBS 4025103
- 34 34 **LOVE OVER GOLD**
DIRE STRAITS VERTIGO 7150109
- 35 30 **FAMOUS LAST WORDS**
SUPERTRAMP A&M CKM 63732
- 36 29 **HELLO I MUST BE GOING**
PHIL COLLINS VIRGIN TCV 2252
- 37 NEW **QUARTET**
ULTRAVOX CHRYSALIS ZCDL 1394
- 38 36 **TOO-RYE-AYE**
DEXY'S MIDNIGHT RUNNERS MERCURY MERS C 5
- 39 37 **LOVE SONGS**
COMMODORES K-TEL CE 2179
- 40 NEW **CHART BEAT/HEAT**
VARIOUS K-TEL CE 2180

Compiled by RECORD MERCHANDISERS
from a sample of 100 retail accounts

Albums/Tapes Top 60

RECORD BUSINESS
BESTSELLERS
RECORD BUSINESS

1	5	THE JOHN LENNON COLLECTION JOHN LENNON EMI (TC)EMTV 3.59 EMI ★	21	17	5	MIDNIGHT LOVE MARVIN GAYE CBS (40)85977 CBS O	41	35	4	TALK OF THE DEVIL OZZY OSBOURNE JET JETDP(JETCD) 401 4.40 CBS
2	6	2 DIG THE NEW BREED JAM POLYDOR POLD(C) 5075 3.25/3.38 POLYGRAM	22	21	3	LIONEL RICHIE LIONEL RICHIE MOTOWN (C)STMA 8037 3.50 RCA	42	42	10	GREATEST HITS OLIVIA NEWTON-JOHN EMI (TC)EMTV 36 3.59 EMI
3	3	12 RIO DURAN DURAN EMI (TC)EMC 3411 3.25 EMI ★	23	32	2	THE STORY OF THE STONES ROLLING STONES K-TEL NE 1201(CE 2201) 5.99 K-TEL	43	50	9	20 GREATEST HITS BEATLES PARLOPHONE (TC)PCTC 260 3.55 EMI ●
4	9	3 DIANA ROSS - LOVE SONGS DIANA ROSS K-TEL NE 1200(CE 2200) 5.99 K-TEL	24	19	10	KIDS FROM "FAME" AGAIN KIDS FROM "FAME" RCA RALP(RCAK) 6057 3.25 RCA ★	44	37	4	NEWMAN NUMAN - THE BEST OF GARY NUMAN GARY NUMAN TV TVA(TVC) 7 5.99 CBS
5	4	5 THE SINGLES - THE FIRST TEN YEARS ABBA EPIC ABBA (40)10 CBS ★	25	23	3	THE YOUTH OF TODAY MUSICAL YOUTH MCA YOUPL(YOUC) 1 3.20 CBS	45	47	19	LOVE SONGS COMMODORES K-TEL NE 1171 (CE 2171) 5.99 K-TEL
6	13	8 HEARTBREAKER DIONNE WARWICK ARISTA 204(404) 974 3.05 POLYGRAM ●	26	20	4	SAINTS 'N' SINNERS WHITESNAKE LIBERTY (TC)LBG 30354 3.25 EMI O	46	40	26	THE LEXICON OF LOVE ABC NEUTRON NTRS(C) 1.3.05/3.15 POLYGRAM ●
7	8	6 GREATEST LOVE SONGS NAT KING COLE CAPITOL (TC)EMTV 35 3.59 EMI ●	27	31	10	QUARTET ULTRAVOX CHRYSALIS (Z)CDL 1394 3.34 POLYGRAM ●	47	58	6	ELTON JOHN - LOVE SONGS ELTON JOHN T.V. TVA(TVC) 3 5.99 CBS
8	10	7 PEARLS II ELKIE BROOKS A&M ELK(CLK) 1982 3.05 CBS ★	28	27	30	TROPICAL GANGSTERS KID CREOLE AND THE COCONUTS ZE (P)ILPS(ICT) 7016 3.25 EMI	48	44	4	CHART WARS VARIOUS RONCO (4C)RTL 2086 5.49 RONCO ●
9	12	3 THRILLER MICHAEL JACKSON EPIC EPC (40)85930 CBS ●	29	25	10	REFLECTIONS VARIOUS CBS (40)10034 CBS	49	41	10	H2O DARYL HALL & JOHN OATES RCA RALP(RCAK) 6056 3.25 RCA O
10	28	7 RISE AND FALL MADNESS STIFF (Z)SEEZ 46 3.20 CBS ●	30	45	4	BEST FRIENDS VARIOUS IMPRESSION LP(TC)-IMP 1 3.58 CBS ●	50	55	6	LIVING MY LIFE GRACE JONES ISLAND ILPS(ICT) 9722 3.25 EMI
11	33	5 RICHARD CLAYDERMAN RICHARD CLAYDERMAN DELPHINE SKL(KSCK) 5329 POLYGRAM ●	31	24	13	LOVE OVER GOLD DIRE STRAITS VERTIGO 6359(7150) 109 3.50 POLYGRAM ★	51	49	9	TOO-RYE-AY DEXYS MIDNIGHT RUNNERS MERCURY MERS(C) 5 3.05/3.15 POLYGRAM ★
12	15	22 THE KIDS FROM FAME VARIOUS BBC REB(ZCH) 447 3.20 PRT ★	32	22	8	FAMOUS LAST WORDS SUPERTRAMP A&M AMLK(CKM) 63732 3.05 CBS ●	52	—	29	COMPLETE MADNESS MADNESS STIFF (Z)HIT TV 1 3.58 CBS
13	3	6 FROM THE MAKERS OF . . . STATUS QUO VERTIGO PROLP(PROMC) 1 6.49 POLYGRAM ●	33	NEW	1	CACHARPAYA INCANTATION BEGGARS BANQUET BEGA(BEGC) 39 2.79 WEA	53	51	7	A KISS IN THE DREAMHOUSE SIOUXSIE & THE BANSHEES POLYDOR POLD(C) 5064 3.25/3.38 POLYGRAM
14	29	23 FRIENDS SHALAMAR SOLAR K(4)52345 3.20 WEA	34	34	11	GIVE ME YOUR HEART TONIGHT SHAKIN' STEVENS EPIC EPC (40)10035 CBS	54	48	4	KILLER ON THE RAMPAGE EDDY GRANT ICE ICE LP(ICEK) 3023 2.95 RCA
15	18	6 CHART HITS '82 VARIOUS K-TEL NE 1195A/B(CE 2195) 5.99 K-TEL ●	35	26	3	WILD THINGS RUN FAST JONI MITCHELL GEFEN GEF (40)25102 CBS	55	46	4	THE BEST OF CLASSIC ROCK LONDON SYMPHONY ORCHESTRA K-TEL ONE 1080(OCE 2080) 5.99 K-TEL
16	16	10 KISSING TO BE CLEVER CULTURE CLUB VIRGIN (TC)V2232 3.20 CBS ●	36	38	17	UPSTAIRS AT ERICS YAZOO MUTE (C)STUMM 7 2.89 SPARTAN/CARTEL ●	56	53	3	RECORDS FOREIGNER ATLANTIC A0999(-4) 3.20 WEA
17	5	4 CODA LED ZEPPELIN SWANSONG A0051(-1-4) 3.20 WEA	37	36	34	PEARLS ELKIE BROOKS A&M ELK(CLK) 1981 3.25 CBS ★	57	66	2	THE VERY BEST OF DAVID ESSEX DAVID ESSEX TV TVA(TVC) 4 5.99 CBS
18	7	6 SQUEEZE - SINGLES 45'S AND UNDER SQUEEZE A&M AMLH(CAM) 68552 3.05 CBS ●	38	57	2	E.T. ORIGINAL FILM SOUNDTRACK MCA MCF(C) 3160 3.20 CBS	58	43	14	NEW GOLD DREAM SIMPLE MINDS VIRGIN (TC)V2230 3.20 CBS ●
19	11	4 I WANT TO DO IT WITH YOU BARRY MANILOW ARISTA BMAN(TCBM) 23.34 POLYGRAMS O	39	30	4	INVITATIONS SHAKATAK POLYDOR POLD(C) 5068 3.25/3.38 POLYGRAMS O	59	52	3	LOVE SONGS CHICAGO TV TVA(TVC) 6 5.99 CBS
20	14	7 HELLO, I MUST BE GOING PHIL COLLINS VIRGIN (TC)V2252 3.20 CBS	40	39	4	MIDNIGHT IN MOTOWN VARIOUS TELSTAR STAR(STAC) 2222 .99 RCA	60	54	3	THE GREAT COUNTRY MUSIC SHOW VARIOUS RONCO (4C)RTL 5.99 RONCO

This Last
Week Week Wks.
TITLE
ARTIST Label Catalogue No Prices) DISTRIBUTOR

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

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

ANGLIA

GREAT LOVE SONGS Now 1 week
Nat "King" Cole Capitol (TC)EMTV 35 3.59

BORDER

BEST FRIENDS Now 3 weeks
Various Impression LP-IMP(TC-IMP) 1 3.58

CENTRAL

JOHN LENNON COLLECTION Now 1 week
John Lennon Parlophone (TC)EMTV 37 3.58
BEST FRIENDS Now 2 weeks
Various Impression LP-IMP(TC-IMP) 1 3.58

GRAMPIAN

JOHN LENNON COLLECTION Now 1 week
John Lennon Parlophone (TC)EMTV 37 3.59

GRANADA

BEST FRIENDS Now 2 weeks
Various Impression LP-IMP(TC-IMP) 1 3.58
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John Lennon Parlophone (TC)EMTV 37 3.59

YORKSHIRE

JOHN LENNON COLLECTION Now 1 week
John Lennon Parlophone (TC)EMTV 37 3.59

New Albums

TOTAL RELEASES: 82

ARTIST TITLE Label □ Album catalogue number □ Cassette catalogue number Price(s)
DISTRIBUTOR

Where two prices are shown, the first is for album, the second cassette

AMBROSE AND HIS ORCHESTRA 1929 Halcyon □ HAL 19 2.80 LUGTONS
ANNETTE HANSHAW SWEETHEART OF THE TWENTIES Halcyon □ HAL 5 2.80 LUGTONS

BAND OF THE ROYAL CORPS OF TRANSPORT MUSIC FROM THE HORSE OF THE YEAR SHOW Band Leder
□ BND 1001 □ BND 61002 IDS
BAND OF THE IRISH GUARDS THE CHANGING OF THE GUARDS Band Leader □ BND 1002 □ BND 61002 IDS
BANGOR PARISH CHURCH CHOIR CAROLS BY CANDLELIGHT Abbey/Alpha □ APS 341 5.50 LUGTONS
BILL BLACK & HIS SCOTTISH DANCE BAND THE SHEPHERD'S CHOICE Spring Thyme □ SPR 1008 □ SPRC
1008 3.04 MAKING WAVES
BLONDIE EAT TO THE BEAT/AUTO AMERICAN Chrysalis □ ZCDP 101 (Cass Only) 3.65 POLYGRAM
BOBBY M BLOW ... RICK JAMES PRESENTS Gordy □ STML 12180 RCA
BOBBY M RICK JAMES PRESENTS BOBBY M Motown □ STML 1287 □ CSTML 1287 3.25 RCA

CATSFIELD STEAMERS UNITED FRIENDS Fat Hen □ FH 022LP 3.04 PINNACLE
CLIFF ADAMS SINGERS SING SOMETHING SIMPLE Ronco □ RTD 2087 □ 4CRTD 2087 5.99 RONCO

DAVID BOWIE RARITIES RCA □ PL 45406 □ TKPL 45406 2.95 RCA
DEAD KENNEDYS PLASTIC SURGERY DISASTER Statik □ (Out Now) □ STATC 605 3.04 STAGE ONE

EDDIE STEVENS TAKING A CHANCE ON LOVE Halcyon □ SHAL 15 2.80 LUGTONS
ERNEST RANGLIN FROM KINGSTON J.A. TO MIAMI U.S.A. Vista Sounds □ VSLP 4008 JETSTAR/VISTA
SOUNDS
EXPANDIS I'M NOT LAUGHING, I'M DROWNING Underground Music □ UMC 001X (Cass Only) PINNACLE

FLOYD LLOYD BETTER TO LAUGH THAN TO CRY Vista Sounds □ STLP 1016 2.65 JETSTAR/VISTA SOUNDS
FOUNDRY BAR BAND THE FOUNDRY BAR BAND Spring Thyme □ SPR 1007 □ SPRC 1007 3.04 MAKING
WAVES
FRED LOCKS BLACK STAR LINERS Vista Sounds □ VSLP 4007 2.65 JETSTAR/VISTA SOUNDS

JAMMERS THE JAMMERS Salsoul □ SA 8556 3.25 RCA
JETHRO TULL REPEAT/M.U. Chrysalis □ ZCDP 105 (Cass Only) 3.65 POLYGRAM
JULIO IGLESIAS GREATEST SONGS CBS □ CBS 88469 CBS
JULIO IGLESIAS 3 GOLD ALBUMS CBS □ CBS 66359 CBS
JULIO IGLESIAS MES CHANSONS EN FRANCAIS CBS □ CBS 66361 CBS

KENNY LOGGINS HIGH ADVENTURE CBS □ CBS 85932 CBS

LEE WILEY SWEET AND LOWDOWN Halcyon □ HAL 62.80 LUGTONS
LEO SAYER/LEO SAYER/FANTASY Chrysalis □ ZCDP 106 (Cass Only) 3.65 POLYGRAM
LEW STONE/L BOWLLY THE ECHO OF A SONG Halcyon □ HAL 12 2.80 LUGTONS
LINUX INTUITION/GO AHEAD Chrysalis □ ZCDP 102 (Cass Only) 3.65 POLYGRAM
LUTHER VANDROSS LUTHER VANDROSS Epic □ EPC 25220 □ EPC 4025220 CBS

MAJORD. RICHARDS MILITARY MUSIC CHRISTMAS WITH THE WELSH GUARDS □ DR 107 4.99 LUGTONS
MICHAEL NYMAN THE DRAUGHTSMAN'S CONTRACT Charisma □ CAS 1158 3.05 POLYGRAM
MIRK TAKA DRAM Spring Thyme □ SPR 1009 □ SPRC 1009 3.04 MAKING WAVES

PAT BENATOR IN THE HEAT OF THE NIGHT/CRIMES OF PASSION Chrysalis □ ZCDP 108 (Cass Only) 3.65
POLYGRAM
PAUL WHITEMAN & HIS ORCHESTRA SHAKING THE BLUES AWAY Halcyon □ HAL 21 2.80 LUGTONS
PAUL CARRACK SUBURBAN VODOO Epic □ EPC 85992 □ EPC 4085992 CBS

RACHEL SWEET BLAME IT ON LOVE CBS □ CBS 25037 CBS
ROOTS ROCKERS REGGAE MASTERPIECES Vista Sounds □ VSLP 4005 2.65 JETSTAR/VISTA SOUNDS
ROY FOX & HIS ORCHESTRA STRICTLY INSTRUMENTAL Halcyon □ HAL 1 2.80 LUGTONS
ROY FOX & HIS ORCHESTRA THIS IS ROY FOX Halcyon □ HAL 7 2.80 LUGTONS
ROY FOX & HIS ORCHESTRA WITH VOCAL REFRAIN Halcyon □ HAL 9 2.80 LUGTONS

SAMMY HAGAR THREE LOCK BOX Geffen □ GEF 25254 □ GEF 4025254 CBS
SPANDAU BALLET JOURN EYS TO GLORY/DIAMOND Chrysalis □ ZCDP 103 (Cass Only) 3.65 POLYGRAM
SPECIALS THE SPECIALS/MORE SPECIALS 2 Tone □ ZCDP 104 (Cass Only) 3.65 POLYGRAM
STAN KENTON AND HIS ORCHESTRA THE BEST OF BRANT INN Submarine/Fat Hen □ FH 45 4.99 LUGTONS
STAN KENTON & HIS ORCHESTRA THE SOUND OF '62 Submarine/Fat Hen □ FH 46 4.99 LUGTONS
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POLYGRAM

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WAVES
TONY EVANS & HIS ORCHESTRA ROMANTIC LATIN BY ROMANA Tema □ VA 3 3.99 LUGTONS

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VARIOUS PENNY SERENADE Halcyon □ HAL 13 2.80 LUGTONS
VARIOUS PICCADILLY NIGHTS Halcyon □ HAL 17 2.80 LUGTONS
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Abbey/Alpha □ APS 339 □ CAPS 339 5.50 LUGTONS
VARIOUS RAIDERS OF THE POP CHARTS Ronco □ RTL 2088 □ 4CRTL 2088 5.99 RONCO
VARIOUS STREET SCENE K-tel □ NE 1183 □ CE 2183 5.99 K-TEL

New Singles

TOTAL RELEASES: 75

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

ANTONIO STREET SOUND/Sound On Sound Elite □ DAZZ 17 JETSTAR
BENJAMIN ZEPHANIAH DUB RANTING (EP) Radical Wallpaper □ RADWAL 005 ROUGH TRADE/CARTEL
BELLE STARS SIGN OF THE TIMES/Madness Stiff □ BUY 167 CBS
BILL SPENCER GET ON UP/African Girl Olympic □ PIC 003 □ PIC 003 (SELF 01-639 0380 (after 3.30))
BILLY HOWARD TRUCKIN' WITH SANTA/The 'Oo' Song (Double A) Hat Factory □ HF 001 STAGE ONE
BILLY FIELD TRUE LOVE/What A Wonderful Time We Had CBS □ CBS A3049 CBS
BIM SHERMAN HAPPINESS/Exile Dub Jah Shaka □ SHAKA 830 JETSTAR
BLOCKHEADS TWIST AND SHOUT/Take Out The Lead/Twist And Shout (Club Mix)/Twist And Shout
(Instrumental)* (*12" Only) Statik □ STAT 28 □ STAT 2812 STAGE ONE
BOKOOR HIP HIP (EP) Keynote □ KEY 1 ROUGH TRADE/CARTEL
BROMLEY BOY SINGERS CHRISTMAS SNOW/Please Don't Go Away JPD □ JPD 001 PRT
BUMBLE & THE BEEZ MY LIFE/Signing On Zonophone □ Z37 EMI
CARLENE DAVIS & TRINITY SANTA CLAUS/Santa Claus (Version) Creole □ CR 12-43 JETSTAR
CARPETBAGGERS SORRY/Beautiful Gas Page One □ POR 006 PRT
CHIC HANGIN'/City Lights Atlantic □ A9898 □ A9898T WEA
CHINA CRISIS CHRISTIANIA/Golden Handshake For Every Daughter - Performing Seals Virgin □ VS 562
□ VS 562/12 CBS
COMBAT '84 ORDERS OF THE DAY (EP) Victory □ VIC 1 PINNACLE
COOL NOTES MORNING CHILD/Morning Child (Club Mix) Mass Media Music □ MMM 12-11 JETSTAR
CRUCIFIXION TAKE IT OR LEAVE IT/On The Run Neat □ NEAT 19 PINNACLE

DARYL HALL & JOHN OATES ONE ON ONE/Art Of Heartbreak RCA □ RCA 305 RCA
DAVE BARTRAM BLACK ICE/Excitement Utopia □ UTO 2 PRT
DELUXE-A BOYS ON T.V./Boys On T.V. (Dub Version)/Friends (*12" Only) EMI □ EMI 5354 □ 12EMI 5354 EMI
DIANA ROSS SO CLOSE/Fool For Your Love Capitol □ CL 277 EMI
DIONNE WARWICK ALL THE LOVE IN THE WORLD/It Makes No Difference Arista □ (Out Now) □ ARIST 12507
POLYGRAM
DISTANT DRUM PERFECT EYES/Halloween Rhythmic □ MNS 3 ROUGH TRADE/CARTEL
DOG ROCK COMPILATION (EP) Dog Rock □ SD 102 ROUGH TRADE/CARTEL
EDDIE STANTON TALES OF THE RAJ/Desolation Polydor □ POSP 520 POLYGRAM
EDDIE RABBITT YOU AND I/T.B.A. Mercury □ MER 123 POLYGRAM
EDDY GRANT ELECTRIC AVENUE/Walking On Sunshine (American Mix) Ice □ ICE 57 RCA
ELKIE BROOKS GASOLINE ALLEY/Loving Arms A&M □ AMS 8305 CBS
ERROL BENNET DON'T JOKE WITH LOVE/The Wicked Them Jet Sound □ JS 001 JETSTAR

FALLOUT SALAMI TACTICS (EP) A Mouth To Small To Fight □ F2 (59p) ROUGH TRADE/CARTEL
FAMILY REUNION AULD LANG SYNE/Auld Lang Syne (Instrumental Dub) Romantic □ RR 003 PINNACLE
FERN KINNEY I'M READY FOR YOUR LOVE/T.B.A. Malaco □ MAL 1206 JETSTAR
FRANK BARBER ORCHESTRA GLENN MILLER TODAY VOLUME II/Count Basie Medley PRT □ 7P 258 □ 12P 258
PRT

GOOD GUYS THE EXTRA TERRESTRIAL SONG/T.B.A. Public □ PUB 007 SPARTAN
GRADUATE TROUBLED SON/Return Graduate □ GRAD 1 PINNACLE
GREAT DIVIDE WHO BROKE THE LOVE BANK/Bless My Soul Wimp □ WIMP 4 PINNACLE
HAWKWIND SILVER MACHINE/Seven By Seven United Artists □ UP 35381 □ UPP 35381 (Pic Disc) EMI
HAYSI FANTAZYZEE SHINY SHINY/Shiny Shiny (Cajun Version) Regard □ RG 106 RCA
HOTFOOT GALE MACHINEGUN BOOGIE/I Want You, I Need You, I Love You JJ □ JJ 625 STAGE ONE
ICEHOUSE HEY LITTLE GIRL/T.B.A. Chrysalis □ CHS 2670 □ CHS 122670 POLYGRAM
IMAGINATION CHANGES/So Good So Right R&B □ (Out Now) □ RBP 213 (Pic Disc) □ (Out Now) PRT
INTRO HAUNTED COCKTAILS/Departures MCA □ MCA 794 □ MCAT 794 CBS
INVESTIGATORS LOVING FEELING/Where Do We Go From Here Private Eye □ PE 01 (10") JETSTAR
IT'S JOOLS SINGING IN THE RAIN/Coming On Strong PRT □ 7P 255 PRT

JANI & THE PLANETS THE EXTRA TERRESTRIAL SONG/The Extra Terrestrial Song Images □ IMG& 0005
MULTIPLE SOUND DISTRIBUTORS
JERMAINE JACKSON VERY SPECIAL PART/You're Giving Me The Runaround (Instrumental) Motown □ TMG 1286
□ TMGT 1286 RCA
JIGSAW LOVE ISN'T A HOME/We Are Not Alone Splash □ SP 25 PRT
JOE COCKER & JENNIFER WARNE UP WHERE WE BELONG/Sweet Little Woman Island □ WIP 6830 EMI
JOHNNY MATHIS & DIONNE WARWICK GOT YOU WHERE I WANT YOU/Lately CBS □ CBS A3005 CBS
KATE & MIKE WESTBROOK THE HUMAN ABSTRACT/The Human Abstract (Instrumental) Original □ ABO 8 PRT
LEVEL 42 THE CHINESE WAY/88 (Live) Polydor □ POSP 538 □ POSPX 538 POLYGRAM
LIMELIGHT ORCHESTRA THE WEEK OF THE SKORPION/Seven Days Of The Skorpion BBC □ RESL 126 PRT
LINVAL THOMPSON ALL NIGHT LONG/Baby Father Greensleeves □ GRED 112 SPARTAN

MARC BOLAN CHRISTMAS BOP/T.B.A. Marc On Wax □ SBOLAN 12 PINNACLE
MARVIN GAYE MY LOVE IS WAITING/Rockin' After Midnight CBS □ CBS A3048 □ CBS A133048 □ CBS A403048
(Cassingle) CBS
MELBA MOORE MIND UP TONIGHT/Mind Up Tonight (Instrumental) /Piece Of The Rock*/The Other Side Of The
Rainbow (*12" Only) Capitol □ CL 272 □ 12CL 272 EMI
MELLY MELL & DUKE BOOTEE MESSAGE II (SURVIVAL)/Message II (Instrumental) Sugarhill □ SH 119 □ SHL 119
PRT

MEN AT WORK DOWN UNDER/Crazy Epic □ EPC A1980 CBS
MIKE BATT LOVE MAKES YOU CRAZY/Dance Of The Neuro Surgeons Epic □ EPC A3011 CBS
MOVING PICTURES WHAT ABOUT ME/Joani And The Romeo Network □ EPC A3044 CBS
MR. ABIE NOTHING LEFT TO SAY BUT GOODBYE/Meet Me Somewhere In Your Dreams Iguo □ KLUB 37 PRT
NAGGO MORRIS FALSE RASTA/Two-Time Girl S&G □ SG 23 JETSTAR

OLIVIA NEWTON-JOHN I HONESTLY LOVE YOU/Physical EMI □ ANI 5360 □ 12EMI 5360 EMI
ONE WAY SYSTEM JERUSALEM/Jackie Was A Junkie Anagram □ ANA 5 PINNACLE
PANACHE I WANNA DANCE/Crazy For Your Love Mach One □ MAGIC 4 PRT
PARIS CENSORED/Censored (No Vocal) RCA □ RCA 288 RCA
PHIL NICHOLL ONE WAY/Newsprint Mont □ MM 102 PINNACLE
PRINCE 1999/How Come You Don't Call Me Anymore Warner Bros □ W9896 WEA
ROMA STEWART TODAY/Listen To Mummy And Daddy S&G □ SG 22 JETSTAR
RUSSANTI IT HAPPENED THEN/Synthamation Mach One □ MAGIC 3 PRT

SEETHING WELLS WITH LITTLE BROTHER THE RISING SUN OF RANTING VERSE (EP) Radical Wallpaper
□ RADWALL 004 ROUGH TRADE/CARTEL

SET THE TONE DANCER SUCKER/Let's Loose Island □ 12WIP 6836 EMI
SINDY & THE ACTION MEN YOU'RE LUCKY/Pinned Against The Wall Wimp □ WIMP 2 PINNACLE
SPACEWALKERS CAPTAIN ZEP/Race Against Time BBC □ RESL 127 PRT
STEVIE WONDER FRONTLINE (Vocal)/Frontline (Instrumental) Motown □ TMG 1289 □ TMGT 1289 RCA
STRANGLERS EUROPEAN FEMALE/Savage Breast Epic □ EPC A2893 CBS
SYD FREAKIE BUM BITES/T.B.A. Sparyk Lapwing □ AM 044 ROUGH TRADE
SYL JOHNSON MS. FINE BROWN FRAME/Keep On Loving Me/You Don't Have To Go Epic □ EPC A133016 CBS
SYLVIA NOBODY/I'll Make It Right With You RCA □ RCA 298 RCA

TALK BACK I CAN'T LET YOU GO/Was I Right/I Can't Let You Go (Instrumental)* (*12" Only) CBS □ CBS A2829 □
CBS A132829 CBS

WHITE & TORCH LET'S FORGET/No Not I Chrysalis □ CHS 2661 □ CHS 122661 POLYGRAM

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Distributor Guide

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SINGLES REVIEWS

CHART CERTS

**PETER GABRIEL — I Have The
Touch (Charisma CB 405) Pro-
ducer — David Lord & Peter
Gabriel**

Clever vocals and an outstanding arrangement form the backbone of another excellent '45 from Peter

Gabriel. It's much more of a main-stream record than his last, 'Shock The Monkey', and should thus find a wider audience. Even so, it's not the commercial tour-de-force that his biggest hits have been, and will consequently fizzle out somewhere around mid-chart.

BEST OF THE REST

**CARPETBAGGERS — Sorry
(Page One POR 006) Producer —
Gavin de Gruneweg**

Quirky, rather understated song co-penned by Roger Greenaway and Geoff Morrow. Ordinarily its chart chances would be slim, but with the big guns phasing out releases until the new year, and the extensive use of 'Sorry' in Allied Carpets' TV campaign, it has obvious possibilities.

**AUTO DAFE — November
November (Rewind REWIND 13)
Producer — Philip Lynott**

The group take their name from the Spanish Inquisition, a connection not at all clear from their music. 'November November' is an accessible electric folk song produced by Thin Lizzy's Phil Lynott, and featuring the vocals of Gay Woods. Woods, a founder member of Steeleye Span, acquits herself beautifully, and sounds more self-assured than ever as her strong clear voice rings out above the subdued backing provided by the group's three men. It's not a particu-

larly commercial record, but it's one which deserves to be heard.

**CRYSTAL GAYLE — Everything I
Own (Elektra E 9909) Producer —
Jimmy Bowen**

David Gates wrote it in 1971, and Ken Boothe took it to number one three years later. Now Crystal Gayle offers a particularly bland rendition of 'Everything I Own' as a trailer for her new True Love album (Elektra E 0222). Technically it's perfect; Crystal hits all the right notes and sings very well within the narrow limits she sets herself.

**LEGATO — Hello Love (Sanity
STY 004) Producer — Leonard
Chin**

Bright, loping lovers rock written and produced by the prolific Leonard Chin. Legato (who he?) sings with the confidence of a seasoned hitmaker in a fluid style reminiscent of George Benson. A classy record, undoubtedly a reggae smash, deserving the 'clout' of a major to bring it to wider attention.

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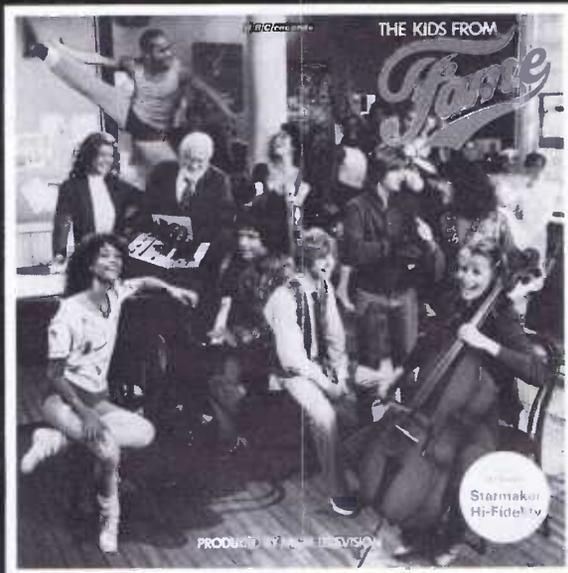
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