

RECORDS · TAPE · RETAILING · VIDEO · BROADCASTING · STUDIOS · PUBLISHING

# MUSIC WEEK

21<sup>ST</sup>  
ANNIVERSARY  
FOUNDED  
1959

Europe's Leading Music Business Paper · A Morgan-Grampian Publication · 80p

## Obie attacks rivals and throws down gauntlet

IN AN astonishingly frank speech at his company's sales conference at Torquay last week, CBS chairman Maurice Oberstein blamed his competitors for fuelling the industry's recent bad press and accused them of giving away "their lifeblood" with free records.

And he threw down this challenging gauntlet: "Our competitors are there for the taking

and we have the strength in the company to do it. It is up to us to make sure that we succeed so that later in the Eighties we can look back at them through the dust."

Calling for more optimism in the business, Oberstein said that part of the problems besetting the industry was the press it attracted and "the way leaders of the industry conduct themselves in order to get press".

He went on: "Heads of other record companies declare that business is worse than anyone expected and apologise for their company's performance, while the

papers take a negative view of the business that we are in.

"If we keep saying how bad it is how can we expect people to buy records? It is not constructive to create such a lack of confidence. We should be grown up and mature."

Referring to CBS' three recent number one hits — the Mash theme, Johnny Logan and Abba — Oberstein said: "We got these singles to the top without giving away free records. A substantial number of our competitors give away albums and I find that incredible.

"These people are giving away their very lifeblood, their profits."

Oberstein also revealed that CBS would be introducing Mastersound digital recordings in November for music ranging from the classics to rock.

And he assured the conference delegates that despite the industry's problems, CBS had continued to make a profit during the last twelve months, and he said that the week before the conference CBS's new Aylesbury plant had delivered more than one million singles, albums and cassettes.

## Blanchflower quits Ariola to go it alone

ROBIN BLANCHFLOWER, managing director of Ariola UK, is leaving the Eurodisc organisation to form his own label. To be called Kaleidoscope Records it will be a joint venture company with CBS Records, to which it is to be licensed for the world.

A&A Record Marketing managing director, Andrew Pryor, officially announcing Blanchflower's decision, added: "I know this move to be independent has long been a heartfelt desire of Robin's. I personally and the whole company give him every good wish for a highly successful future."

Blanchflower's A&R and all other responsibilities will, Pryor said, be taken over jointly by himself and Charles Levison, Arista UK MD, "for the immediate future".

Talks between himself and CBS about launching Kaleidoscope have, Blanchflower told *MW*, been going on for six months. He intends to make his move "as soon as Ariola feels it can let me go," and he describes himself as "delighted" to be working in association with CBS, and its chairman Maurice Oberstein, again.

Newly appointed commercial director at A&A Record Marketing is David Adams, formerly at CBS.

## Beatles go budget

BEATLES PRODUCT is to be featured for the first time on budget price records. Music For Pleasure releases *The Beatles Rock 'n' Roll*, Volumes One and Two (MFP 50506 and 50507) each retailing at £1.99, in October together with solo albums by John Lennon, George Harrison and Ringo Starr. The albums will be released simultaneously around the world.

The Beatles Rock 'n' Roll was originally released by EMI as a double set three years ago and features recordings made between 1963 and 1970. Among the tracks included: *Twist And Shout*, *I Saw Her Standing There*, *Roll Over Beethoven*, *Back In The USSR* and

Get Back.

MFP will be supporting the releases with special display material and dumper bins and the albums (also on cassette) benefit from a general promotion campaign that EMI is planning around the whole Beatles catalogue.

The three solo Beatle albums are Ringo (MFP 50508), which includes hits like *You're Sixteen* and *Photograph*, John Lennon's *Mind Games* (MFP 50509), previously released in 1973, and George Harrison's *Dark Horse* (MFP 50510), released six years ago.



THE CBS/EPIC product presentation at the company's annual sales conference last week took a horticultural theme with many puns about hits blossoming and artists careers growing, and appropriately the entire presentation was filmed at Kew Gardens with TV botanist David Bellamy as link-man. Pictured with Bellamy at Kew are product managers Barry Humphreys, Greg Lynn and Frank Brunger.

## McAleer heads DJM's new label venture

DJM HAS hired Dave McAleer, formerly with PRT as Calibre label manager, to launch a new label aimed at the disco/crossover market. At the same time the company last week announced some redundancies and staff changes.

The name of the new label will be decided this week, and it will release its first product in October.

Managing director Stephen James stressed the importance of McAleer's appointment, as evidence of the company's intention to "switch the emphasis from sales and marketing to the creative side". As part of an expanded A&R department McAleer will, James added, have some influence on the marketing of the product on the new label.

The redundancies involve a telephone sales rep and two studio engineers.

## Tipple leads enquiry

HARRY TIPPLE, secretary and acting chairman of the Gramophone Record Retailers Division (formerly GRR) of the MTA, has been elected chairman of the chart code of conduct committee of enquiry.

A brief statement issued after last week's meeting merely said that the committee had "commenced its investigations

into allegations concerning chart hyping made in recent television programmes".

It added: "The committee has power to recommend suspension or expulsion from the BPI if it is found that the code of conduct has been breached. A further statement will be issued by the committee after its examination has been completed."

## Bienstock's olive branch

CARLIN MUSIC president Freddie Bienstock is holding out an olive branch to the standard song music publishers who he defeated in the eight-year legal wrangle over reversionary rights.

In an exclusive interview with *Music Week* editor Rodney Burbeck (see page 16), Bienstock says that he is still prepared to do a deal with the publishers over the rights to upwards of 50,000 songs, "in the interests of

having a harmonious relationship and in the hope of having an orderly transfer of administration of the rights".

He goes on: "I don't want to take everything away from them and I do not want to aggressively exploit my advantage.

"In order not to bring them to heel with each song and take them to court, I would be willing to come to a reasonable arrangement."

### The Jam

In The City  
2683 074  
Modern World  
3574 088

### Jean Michel Jarre

Oxygene  
2683 077  
Equinoxe  
3574 094

### Rainbow

Rainbow Rising  
2683 078  
Rainbow  
3574 095  
On M/C Only

### The Who

Who Are You/ Live At Leeds  
3574 089

### Neil Sedaka

Laughter In The Rain/  
Tra La Days Are Over  
3574 091

### Bert Kaempfert

Safari Swings Again/ Safari  
3574 092

### Connie Francis

Country Hits Vol 1/  
Country Hits Vol 11  
3574 096

**INSIDE**

Sales conference news 2-4 • International 8 • Freddie Bienstock feature 16 •  
TipSheet/Talent 20 • Retailing 21 • Releases 24 • Classical/LP reviews 28 •  
Publishing/Broadcasting 30 • Select singles 32 • American commentary/German news 34  
• Performance/Diary 35.

DOVING

## NEWS

The record company sales conferences started last week with EMI, CBS, PRT, WEA and MfP all enthusing their salesmen with the new autumn season releases.

*Music Week's* reporters Terri Anderson, Jim Evans and Chris White have been chronicling the campaigns, the speeches and the hyperbole, and four pages of conference news starts here.

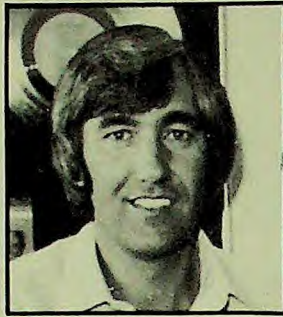
More next week.

## Growing wave of success is predicted for RCA

RCA NATIONAL sales manager Dave Harmer struck a confident note when opening the company's sales conferences at Birmingham's Holiday Inn, telling salesmen; "We shall ride into the autumn and on into 1981 on a growing wave of success.

"The marketplace is still incredibly soft, but we can increase our share of both the singles and albums markets. I don't think we can compete with WEA, CBS and EMI, but we can be a tough thorn in their side."

The salesmen heard that RCA's biggest marketing campaign of the autumn will be mounted for Sad Cafe's new album, titled Sad Cafe, and produced by 10cc's Eric



DAVE HARMER  
Stewart.

The company says its plans to "establish Sad Cafe as one of the four or five top-selling acts in the UK and break wide open the European and world markets".

An advertising campaign will tie in with an extensive UK tour starting in Preston on November 8 and concluding in Belfast on November 29.

The album will be backed by joint advertising with Our Price, Virgin, HMV, Boots, Woolworth and "other major dealers". There will also be press advertising, badges, window displays and streamers.

A different sort of campaign will back Gerard Kenny's new album *Living On Music*, released October 10: "Our efforts and monies are being directed towards getting airplay and live performances — not expensive advertising campaigns," says RCA.

Kenny will be touring the UK throughout October.

Grand Prix were described at RCA's conference as: "Our most prestigious and important signing since Sad Cafe and one we are committed to breaking. They are a band we believe will sell in all markets and in vast quantities — a truly international act." An autumn tour is currently being negotiated and the first 20,000 copies of the LP, *Grand Prix* (PL 25321) will retail at £3.00.

### Greenfield tips four

SHAUN GREENFIELD, of RCA's international A&R department, opened his presentation with details of four artists who are very successful in America and who he believes can break big in the UK.

First is Bruce Cockburn, who records on Millenium Records in the US. His new LP, *Humans*, is released later this month. Also from the Millenium stable are Yipes, a young US band whom the American press has recently likened to the Beatles. Their single, *Darlin'*, is out shortly.

From RCA in Nashville, Greenfield featured material from Razy Medley, whose new album contains seven US chart hits. The fourth act is Stephanie Mills who for four years starred in the Broadway production of *The Wiz*. Her new single, *Never Knew Love Like This Before*, is released on October 10.

Other new albums which Greenfield said would be "setting the pace" in the coming months are Dolly Parton's *Nine to Five* album; a new *Chi-Lites* album on 20th Century; and albums on the Solar label from Shalamar, Lakeside, and the Whispers.

### Logo

LOGO'S AUTUMN campaigns, announced at the RCA conference, will concentrate on albums and singles by Straight Eight and heavy metal band Vardis. Straight Eight's album, *Shuffle 'n' Cut* (FLUSH 1) is released on October 17. A single, *I'm Sorry*, precedes on September 5, in a picture sleeve. Marketing plans include rock press ads, T-shirts, posters. This month the band plays support on the Daryl Hall and John Oates tour. Straight Eight's first album, *No Noise From Here*, was released on Pete Townshend's Eel Pie label and sold in excess of 12,000 copies.

The Vardis album, 100 m.p.h. (MOGO 4012), RRP £3.99, will also be backed with rock press ads and they play support to Hawkwind on their UK tour which runs from October 10 to November 10. The first 10,000 copies of the album will include a free poster. A single, *Let's Go*, is released September 12.

The debut album from the Books, *Expertise*, will be released by Logo in November. The label's autumn plans also include the repromotion of Marcia Hines single *Save the Last Dance For Me*, coinciding with her season at Ronnie Scotts later this month.

### 20th Century

HEADING THE autumn schedule from 20th Century Records (distributed through RCA) is *The Best Of Dan Hill* (T 614) which includes *Sometimes When We Touch*, *Hold On* and *All I See Is Your Face*.

### Gem

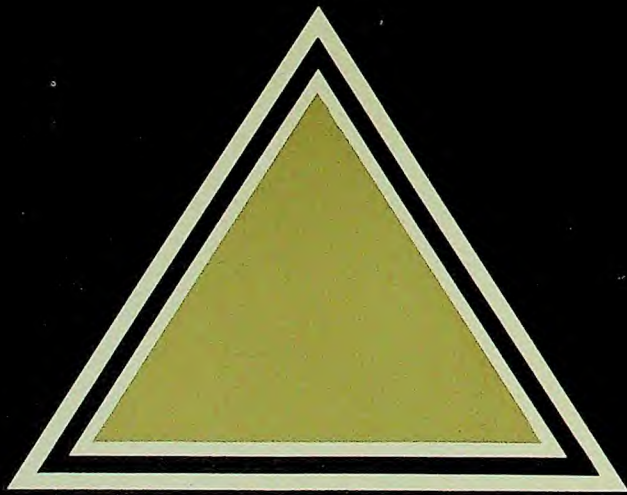
GEM PRODUCT previewed at the RCA conference included the new UK Sub's LP, *Crash Course*; a Jimmy Lindsay album, *Children Of Rastafari*, set for November release; the debut album from The VIPs, which will be out early next year; and *Butterfly Queen*, an album by Canis Major, described by Gem MD David Simone as "a major development act for 1980 and '81", released October 17.

### Barn

UPCOMING PRODUCT from Barn Records heard at the RCA conference included an EP by Slade recorded live at last month's Reading Festival and Cheapskate label releases including *The Dummies*, *Telstars*, *Heavy Metal Outfit* and *Horsepower*.

## EARTH WIND & FIRE

### The superb new single



# 'LET ME TALK'

in a picture bag

## From the forthcoming album 'Faces'

Produced by Maurice White for Kalimba Productions.



'Let Me Talk' CBS 8982



## Big mid-price boost

NATIONAL PRESS advertising including *Radio Times*, *Family Circle*, *Weekend* and *Tit Bits* magazines during November and December, plus leaflet dispenser display cards, 250,000 leaflets, browser cards and posters will back a hefty schedule of releases from RCA's International mid-price label.

Featured albums are: Perry Como, *20 Greatest Hits Vol.* (INTS 5043); Dolly Parton, *You Are* (INTS 5044), a compilation album featuring love songs and tear jerkers; Della Reese, *The Classic Della* (INTS 5046) which features Della's biggest hit single, *Don't You Know*, which went to No. 2 in the US charts in 1959; Stephane Grappelli, *I Hear Music* (INTS 5047) which includes such standards as *Tea For Two* and

*Danny Boy*; *Best Of Phil Harris* (INTS 5050); *Best Of Chet Atkins*; *Spike Jones & His City Slickers*, *I Went To Your Wedding* (INTS 5052).

Also on International and set for October release, is a compilation album, *Hooray For Hollywood* (INTS 5045) which features such Hollywood greats as Marilyn Monroe, James Cagney, Fred Astaire, Bob Hope, Harpo Marx and Ginger Rogers.

A Paul Anka album, *21 Golden Hits* (INTS 5048) will retail at the special price of £2.99 and includes *Lonely Boy*, *Diana*, *Put Your Head On My Shoulder* and *Puppy Love*. Also at the £2.99 price bracket is the *Average White Band's White Album* which includes the classic *Pick Up The Pieces*.

## Helping Hand for Dealers

A HELPING Hand For Dealers — that is the slogan for RCA's discount stocking campaign for the autumn.

The campaign will apply to some 400 catalogue albums and cassettes and is split into two separate periods, each offering substantial discounts for dealers with the biggest carrots being offered for early ordering.

From September 15 to November 15 dealers can benefit from discounts of varying amounts according to quantities ordered, up to 20 per cent for over 350 units — over and above the usual 2.5 per cent settlement discount and 5 per cent returns allowance.

Alternatively, in the same period, dealers can opt for smaller discounts but with a special 15 per cent returns allowance.

The second stocking period, from November 17 to December 19, offers proportionately scaled-down discounts.

And as an added bonus, for every 50 units ordered dealers will receive a draw ticket each week from September 19 to December 19 and all tickets will be entered into a grand draw with £100 vouchers to be won. There is no limit to the number of vouchers a dealer may acquire.

Introducing the campaign, merchandising manager Gareth Harris said that this could be the "hardest autumn period for many a long year. I believe our campaign will help to bridge the gap between yourselves and the dealers. Dealers will find the campaign hard to resist — A Helping Hand From RCA offers something for everyone."

## 'We have the acts for '81'

"THIS YEAR has been tough — but 1981 terrifies me," was the frank opinion of John Howes, newly promoted to RCA's joint managing director, in his speech to the salesmen.

"What the consumers will do after Christmas no-one knows, but our aim is to make them want to buy our records and we can look forward to a prosperous finish to the end of this year.

"Our aim must be to break UK acts that we can sell to the rest of the world — that is where our profitability will come from. And we have the product for 1981. Last year I said Sad Cafe would be paying the rent for us in 1981 and in 1982 Grand Prix will be paying the rent. Gerard Kenny is also a major priority act for us — I don't care if it costs us half a million pounds but we will break him."

Howes ended his address on an optimistic note: "I see a very rosy future. I am very positive and the corporation is very positive and the spirit of this company is great."

RCA IS planning a six-month push for its extensive country music catalogue, further details of which will be released shortly. Meanwhile, the company releases a Waylon Jennings album, Waylon Music with 32 tracks at a RRP of £5.90 and featuring a gatefold sleeve with rare photographs of Jennings with Buddy Holly.

RCA HAS boosted its UK roster with four new signings, it was revealed at the company's conference. They are popular Irish MOR singer Val Donnican; folk artist Richard Digance, formerly with Chrysalis; girl singer Scarlett von Velleman from New York; and mime/musical revue act Shock who have a residency at London punk venue, The Blitz.

# TV advertising heads CBS marketing plans

TELEVISION ADVERTISING features strongly in CBS Records' autumn marketing plans, as revealed at its Torquay conference, including new albums by The Nolans and Abba, due in October.

Specially-packaged for TV, cassette-only compilations will retail at £4.99 each — entitled Super Soul, Chart Breakers and Country Hits.

And also on TV will be a Hits Of The Seventies compilation of 35 hits including 13 which reached No. 1.

Other CBS campaigns will centre around mid-price albums: Boz Scaggs & Band, Instrumental Country and The Beach Boys' Sunflower album — all supported by in-store displays.

More mid-price product will include albums by Barbra Streisand, Johnny Mathis, The O'Jays and Laura Nyro, and there will be two mid-price double albums at £5.99 — The Three Degrees' Gold with 24 tracks, and a Guy

Mitchell album of 29 tracks.

CBS also has three three-album box sets by Bruce Springsteen, Judas Priest and Johnny Mathis.

Among other big-name acts with forthcoming product are Earth Wind & Fire, Cheap Trick and The Jacksons. Gilbert O'Sullivan will also return with a new album after a three-year lay-off from recording. LP releases are also lined-up from Charlie Daniels Band, Stylistics, Kansas, Crystal Gayle, Steve Forbert and Nick Straker.

UK acts who will be releasing album product include After The Fire, Shakin' Stevens, Adam And The Ants, The Step and Bruce Woolley.

Two original soundtrack albums are also scheduled for autumn — Honeysuckle Rose, which features the music of Willie Nelson (who also appears in the film), and Cruisin', featuring with music from the film which stars Al Pacino.



CBS SALES director John Mair, above, warned his salesmen: "We must prepare ourselves for a business which will be significantly different in shape and size, and immeasurably more complex."

But he added: "Music is part of the very fabric of people's lives and our business will not simply go away if we have the wit and acumen to deliver our product to the marketplace in a credible and competitive way."

Referring to the problems besetting the industry and the increasing attention of the media, Mair went on: "Criticism should be responded to in a positive way and if we do not become over-sensitive to it, straighten up our business and above all keep remembering that the public will buy our product as long as it represents value for money, then all the pain will have been to some purpose."

## MfP: spend, spend, spend

THE BUDGET company Music for Pleasure believes that now is the time for it to "attack the market", according to managing director Richard Baldwin who went on to tell salesmen at the company's annual conference at Rugby: "We are spending as much money as we can afford on promotion and coming up with very strong product."

Sales and marketing director Ted Harris unveiled an impressive array of autumn product, including the first Beatles budget albums (see page one).

Other upcoming MfP releases include 20-track albums with a RRP of £1.99 featuring Buddy Holly, Shirley Bassey, Captain and Tenille, the Mamas and Papas, and Tony Christie.

There will also be 20-track compilations entitled 20 Golden Number Ones, Dancin' Party (featuring tracks licensed from Arista and Ariola), Sleepy Shores (orchestral music) and a Festival of Carols.

Classics for Pleasure releases include Gilbert and Sullivan and These You Have Loved box sets, while Listen for Pleasure adds four new titles to its range: Dennis Wheatley's The Haunting Of Toby Jugg, Romeo And Juliet, David Niven reading from his book Bring On The Empty Horses, and The Day Of The Jackal.

## PRT mid-price campaign

A NEW series of 24-track mid-price double albums backed by a heavy marketing campaign spearheads PRT's autumn release plans unveiled to salesmen last week.

Called Spotlight On . . . , the new series carries a RRP of £4.99 and features compilations by artists including John Williams, Gilbert O'Sullivan, Gladys Knight and the Pips, Lena Martell, Acker Bilk, Chuck Berry and Joan Baez. Catalogue prefixes are SPOT for albums and ZCSPT for cassettes.

Conceived and compiled by PRT's director of marketing, Matt Haywood, the Spotlight series will be backed by a campaign which includes national, trade and magazine advertising, posters, displays, competitions and in-store video through Captain Video.

Other new product for the autumn from PRT includes a new Osibisa LP and releases by Captain and Tenille, Lipps Inc, Michael Henderson and a joint album by Max Bygraves and Acker Bilk.

## DJM

DJM MARKETING manager Martin Paine told the CBS conference that his company's main project for autumn would be the new album by Jenny Darren, entitled simply Jenny Darren.

"It is a complete change of direction for her and we are all very excited about this," Paine said: "Jenny has co-written all the songs with her guitarist Bobby Webb, and so far as we are concerned this LP is completely different to her previous offerings."

Promotion would include a media launch, extensive advertising campaign, posters and window displays.

Other DJM product due includes an album by Frank Hooker (in the singles chart earlier this year), who is completing work on the LP in America, and also a new John Mayall LP, to tie-in with a European tour in October and November. "With the resurgence of interest in blues music, we are expecting a lot of interest in this album," added Paine.

Also expected: product from new signing Steve Jerome, former Osibisa member Jake Sollo, and Grace Kennedy, who has several TV specials lined up.

## GTO

GTO RECORDS moves into autumn with a TV campaign for the new Dooleys album, Full House, starting in October. Marketing and promotion manager Paul Clark told the CBS sales conference that the 16-track LP, produced by Ben Findon, would be the company's most important marketing project in the next few weeks, and was expected to emulate the success of the last Dooley's album which was also TV advertised. The campaign will be in four regions, Granada, Harlech, Anglia and Westward.

Clark added that a new Heatwave album would also be released in autumn — producer Rod Temperton is currently working in the studios in the US, completing work on it. In addition there will also be a New Musik album, as yet untitled, to tie in with live dates. He added that a Gary Glitter EP, currently on release, was picking up a lot of media attention and the company was confident that the former teeny-bop idol would soon be back in the charts.

## MCA

MCA MARKETING manager Stuart Watson said that product from the company would include new albums by M, Rab Noakes, Barbara Thompson, Frankie Valli, Wishbone Ash, Spyro Gyra, Rupert Holmes and The Crusaders — several of the acts would be touring or playing live dates, co-inciding with the releases. In addition the company was re-promoting Buddy Holly product, following interest generated by the Buddy Holly Week.

## Jet

RAY COOPER, Jet Records sales manager and director, gave an informal product presentation which included a new album by Ozzie Osbourne, The Blizzard Of Ozz. A free colour poster will be available in initial quantities and a single, Crazy Train, has been pulled from the LP. In addition Osbourne will be touring during September and October.

There will be a marketing campaign for the new Magnum LP, Chase The Dragon, which follows the Top 40 success, Marauder. Singles from Jet include titles by Alan Price, Stonehenge, Gary Moore's G-Force and new band, P45.

A re-promotion campaign is to be staged for the Xanadu soundtrack album, co-inciding with the general release of the film later this month. TV advertising, and general promotion, will be linked with the album which has already spawned four hit singles.

## Creole to start mid price series

CREOLE RECORDS' Dave Buckleigh announced plans for a new mid-price series from the company, to be initially launched via ten albums each retailing at £2.99, and featuring such names as Ruby Winters and Desmond Dekker.

There will also be product from new signing, John McNairn, a Scottish singer-songwriter, and Kix, a band who have been produced by Peter Collins, responsible for Matchbox's hits. He debuts with Fear Of Flying.

## MUSIC WEEK

Incorporating Record and Tape Retailer  
A Morgan-Grampian Publication  
Published by Music Week Ltd.

40 Long Acre, London  
WC2E 9JT

Tel: 01-836 1522

Telex: 299485

SUBSCRIPTION AND  
YEARBOOK ENQUIRIES:  
Music Week Subscriptions, 30  
Calderswood Street, London  
SE18 6QH

Tel: 01-855 7777

SUBSCRIPTION RATES  
UK £28.50. Eire £30.50. Europe \$66.  
Middle East & North Africa \$97.  
USA, Canada, South America, Africa,  
India, Pakistan \$114. Australia, Far East,  
Japan \$133.

ISSN 0144-5782

Published weekly. US Mailing agent:  
Expeditors of the Printed Word Ltd, 527  
Madison Avenue, Suite 1217, New York,  
NY 10022. Second class postage at New  
York, NY.

Printed for the publishers by Pensord Press  
Ltd., Gwent. Registered at the Post Office  
as a newspaper. Member of the Periodical  
Publishers Assoc. Ltd., and Audit Bureau  
of Circulation. All material copyright 1980  
Music Week Ltd.

EDITOR: Rodney Burbeck  
DEPUTY EDITOR/  
INTERNATIONAL/MUSIC  
PUBLISHING: Nigel Hunter  
NEWS EDITOR: Jim Evans  
FEATURES EDITOR/  
RETAILING: Terri Anderson  
TALENT EDITOR: Chris  
White

BROADCASTING EDITOR:  
David Dalton  
VIDEO: Simon Hills

CHIEF SUB EDITOR: Kevin Tea  
SUB EDITOR: Danny Van  
Emden

EDITORIAL COORDINATOR:  
Louise Fares (assisted by  
Janet Yeo and Diane Ward)

CONTRIBUTORS: Tony  
Byworth (Country), Sue Francis  
(Tipsheet), Tony Jasper  
(Select Singles), Nicolas Soames  
(Classical editor), Patrick Sullivan  
(Jazz)

ADVERTISEMENT MANAGER:  
Jonathan Ward  
ASST. AD. MGR.: Andrew Brain  
AD PRODUCTION MANAGER:  
Sandra Mysal

AD SALES EXECUTIVES:  
Jacky Lilburn, John Kania  
CLASSIFIEDS: Jane Bartlett,  
Assistant: Ian Millar

PROMOTION MANAGER:  
Avril Barrow

SUBSCRIPTION MANAGER:  
Jeanne Henderson

MANAGING DIRECTOR:  
Jack Hutton  
PUBLISHING DIRECTOR:  
Peter Wilkinson

## NEWS

## WEA to market WCI videos

WEA IS moving into video cassette software in the UK with its parent company Warner Communications Inc's home video catalogue — to be sold through its own sales force to record shops as well as new video outlets.

"We will be concentrating heavily on our established dealers for the initial three months of the launch," said a WEA spokesman.

The company's salesmen were given details of the launch at WEA's sales conference last week and will start selling-in now in anticipation of an October 20 shipping date.

The 15 titles in the initial catalogue — which is being sold under the brand name WCI Home Video — all come from Warner Brothers films with the exception of Gary Numan's *The Touring Principle 1979*, a 53 minute live video of Numan's UK tour last year which, according to WEA, "set new standards in visual impact with its

spectacular stage set and dramatic lighting effects".

WCI video cassettes will retail at between £34.95 and £39.95, except the Numan tape which will be specially priced at about £30. All titles will be available on VHS and Betamax formats and all will be offered on sale or exchange basis.

Other titles include *Woodstock Parts One and Two*, *Blazing Saddles*, *The Green Berets*, *Deliverance*, *East Of Eden*, *Enter The Dragon*, *The Exorcist*, and *Dirty Harry*.

● **INTERVISION VIDEO** — which is due to go public under the guiding hand of financier John Bentley at the end of this month — has secured a deal to distribute 20 feature films from United Artists.

The films, including *Hair*, *Fiddler On The Roof*, *Casablanca*, *Annie* and *A Bridge Too Far*, will only be available on a rental basis. Intervision's dealership network — including record stores — will have stock by November.

## UA names Yell as general manager

UNITED ARTISTS Music has appointed a new UK general manager, Brian C. Yell in succession to Robin Taylor who left the company earlier this year when his staff was made redundant.

Yell was formerly with United Artists Pictures in the UK, and his expertise in that area is regarded as an important factor in his appointment. The company states that it will be placing greater emphasis on the international co-ordination of motion picture product.

He will report to Frank Banayai, international vice president of UA Music in Los Angeles. Further staff appointments in the London office will be announced.

Yell's appointment was announced by UA Music president Harold Seider who said it was in fulfilment of "UA Music's continuing commitment to maintaining the highest publishing profile in the key British and European markets".

## Charisma warns of cheap imports threat

CHARISMA RECORDS has issued a warning to dealers not to trade in Portuguese imports

## Allen to fill Harper slot on Capital

MIKE ALLEN will take over actor Gerald Harper's long-running *Capital Radio Sunday show* at the end of this month. Harper's contract is not being renewed although his show, *My Sunday Affair*, from 11 a.m. to 2 p.m., has attracted an audience of over one million listeners.

Allen has previously been a late show DJ in the 11 p.m. to 2 a.m. slot, is active on the disco scene and impressed *Capital's* bosses recently when he stood in as presenter of the lunchtime weekday show.

of the company's product and has stated that it will take legal action "to protect the record buying public and ourselves".

Charisma managing director Brian Gibbon told *MW*: "We have recently received numerous complaints from members of the public who have purchased (at very low prices) Charisma records and tapes which have proved to be faulty. In the vast majority of cases it has transpired that the faulty product appears to originate from Portugal."

He warns dealers that in buying "cheap" imported records they are "endangering not only your reputation but also that of Charisma Records Ltd.", and he says that Charisma will not replace faulty records or tapes which originate overseas.

Gibbon adds: "We consider the imported records and tapes in question to be infringing copyright within the meaning of the Copyright Act of 1956."



KELLIE MARIE receives a silver disc for her Top 5 hit single *Feels Like I'm In Love* from PRT managing director Derek Honey. Standing (L to R) are: Oliver Smallman (independent promotion), Eliot Cohen (managing director Red Bus Music), Dave McAleer (Calibre Records), Ellis Elias (managing director Red Bus Music), Manny Elias (A & R, Red Bus Music) and Trevor Eyles (general manager PRT).

## Orlake still in business despite cash crisis

ORLAKE, THE record pressing plant in Dagenham, is continuing trading for the time being, despite the financial crisis which caused the share suspension last Wednesday of its parent company, Movitex.

A Movitex spokesman told *Music Week* that the Orlake order book is busy, and it is hoped to sell the subsidiary as a going concern.

He cited "the burden of past debts" resulting in "an acute shortage of working capital" as the reason for the company's predicament. The group, which also manufactures plastic signs, has asked its bank to appoint two receivers to its two trading divisions, and its 1979 pre-tax profit of £99,000 slumped to a £126,000 loss for the year ended February 1980.

## UK indie goes digital

By NICOLAS SOAMES

UNICORN RECORDS has become the first British independent classical company to invest in a Sony 1600 Digital Recorder incorporating the latest modifications, together with 2 BVU 200A Video Tape Recorders, enabling two digital master recordings to be made simultaneously.

Unicorn's director, John Goldsmith has decided that in future it will be basic company policy to make all its recordings using digital equipment — and it has started with the first of a series of recordings being made by organist Jennifer Bate incorporating the complete organ music of Messiaen.

Unicorn is also prepared to offer its equipment for hire to other companies. Enquiries to John Goldsmith at The Manor House, Markfield, Leicester, tel: Markfield 3138.

## Phonogram to offer dealer discount buys

EXTRA DISCOUNTS are to be offered to dealers in a Phonogram

## A&amp;M issues laser cut picture LP

A PICTURE disc version of the Split Enz album *True Colours* is released this week featuring a laser-cut graphic design in the vinyl which displays multiple colour patterns while revolving on a turntable. It retails at the same price as the normal album.

A & M says the idea evolved out of the technique for laser cutting the company's logo to combat counterfeiting. The process involves etching a blank lacquer prior to mastering and is claimed not to affect sound quality.

autumn campaign, Star Buys, aimed at promoting the company's catalogue. The campaign offers dealer traditional incentives like discounts, depending upon quantity ordered, and point of sale material, but will also give retailers the opportunity to attract customers by co-operative press advertising and stickered product.

Product featured in the campaign covers the complete Phonogram catalogue, with the exception of TV-advertised albums and new releases for one month after the release date. Charisma Records product will also be included.

A Phonogram spokesman says: "The scheme will run through until December 11 and is an attempt to help the retailer increase his stock turn rate on Phonogram product, via the facilities offered at the company's expense."

## Streisand import banned by MCPS

AT THE behest of Chappell Music, the Mechanical Copyright Protection Society has imposed an import ban on the forthcoming Barbra Streisand LP entitled *Guilty*. Its UK release is not scheduled until November, and the publisher has requested the ban to prevent supplies being imported from the US, where it has been released. The album has been co-produced by Barry Gibb.

## EMI SALES CONFERENCE

## Diamond soundtrack heads EMI schedule

EMI'S ONE-DAY conference concentrated on straightforward product presentation of autumn releases, and prominent among new albums was the eagerly-awaited Neil Diamond album, *The Jazz Singer*, containing 10 new Diamond compositions. The album is due in November preceding the film which will be released next February.

Another significant album previewed was the last to be made by the late Minnie Riperton, *Love Lies Forever* (Capitol). The material recorded shortly before her death has been reworked with added backing vocals from a number of star names including George Benson, Stevie Wonder and Roberta Flack.

Other October releases announced were Brass Construction VI on UA;

South Road Connection's *Positive Energy* on UA; and mid-price albums including Kenny Rogers' *Love Lifted Me* (an old album getting its first UK release), and *The Complete "Catch Me" Sessions* by Joe Pass on Blue Note.

An album getting a big marketing push will be a new Whitesnake double album, *Live In The Heart Of The City*, which includes one live album recorded during the band's recent UK tour, and a second LP recorded at a previous Hammersmith Odeon concert which has not been available here before, except on import.

● *Editor's note: Music Week's coverage of the EMI conference is incomplete due to lack of co-operation by EMI in providing information.*



NEIL DIAMOND: His *Jazz Singer*, album due in November, was previewed at the EMI conference.

## Video tapes out soon

EMI VIDEO projects manager Geoff Kempin told salesmen that his department confidently expects to have its first tape product out within nine months, and to be releasing video discs by the end of 1981. Releases will be music product, and he stressed the success that such music video is already having in the field, with the Frames of Fame promo cassettes being well received by dealers. A new Frames cassette will go out in about a week's time, featuring artists including Whitesnake, the Motels, Cliff Richard, Queen, Sheena Easton, Kim Carnes, Dr. Feelgood, Dexy's Midnight Runners and the Rolling Stones.

A NEW category in Liberty United's File series was announced at the EMI conference. Called *Movie File*, it will be a mid-price outlet for the many soundtracks that exist in the United Artists catalogue.

## Motown autumn agenda

MOTOWN PRODUCT for October which was presented at the EMI conference began predictably with the new Stevie Wonder album, *Hotter Than July*, which will be given a very big campaign (details later). This is due for release at the beginning of October. In the same month come compilations — *The Temptations' 20 Golden Greats*, and two mid-price albums from Marvin Gaye and Diana Ross and the Supremes — both headed *The Early Years 1961-1964*. There will also be a new album from Tina Turner, entitled *Irons in the Fire*. Promotion for *The Temptations* will include a sizeable music paper ad campaign, and the previous *Golden Greats* on Motown will be listed in the ads.

**CHIPPING NORTON STUDIOS**  
24 Track Fully Residential  
"The Best in the Country"  
TEL: (0608) 3636

# KATE BUSH

# NEVER FOR EVER

HER NEW ALBUM  
Featuring 'BREATHING' & 'BABOOSHKA'



EMI Album EMA794 Cassette TCEMA794

Marketed by EMI Records (UK), 20 Manchester Square, London W1A 1ES. Sales and Distribution Centre, 1-3 Usbridge Road, Hayes, Middlesex.

## NEWS



## Rolling Stones post for Colin Burn

COLIN BURN has been appointed general manager of business affairs for the Rolling Stones for the world excluding the US and Canada, and took up his new post last week.

Burn, recently declared redundant by EMI after 22½ years of service, will be involved in all aspects of the Stones' activities, including recording, budgetary control, contract negotiations and promotion and marketing plans.

He is also seeking a few artists for the Rolling Stones label, and is particularly interested in finished masters. Burn can be contacted at 2 Munro Terrace, London, SW10 (01-352 0005).

EMI GROUP chairman and chief executive **Bhaskar Menon** was co-opted on to the IFPI board at the recent Amsterdam meeting following the resignation of **Len Wood**, who was unanimously elected vice president emeritus by his 16 board colleagues... **Hanne Jordan**, previously in charge of PR and artist liaison at Hansa Productions, has joined **George Gluck Music** as personal assistant to **George Gluck** with special assignments in PR and promotion. **Gluck Music** is now based at 23 Bruton Street, W1 (01-493 1067).

## New venture by music journalists

A LONDON financier is backing a new recording and publishing venture to be headed by former music business journalists **Nick Underwood** (ex-Cashbox) and **Val Falloon** (ex-Record World).

The previously announced **Neptune Records**, being run by Underwood, is now joined by **Neptune Music Publishing** which will be Falloon's responsibility.

First signings include **Melanie Harrold**, rock duo **Lake and Foster**, Reading band **The Suspects**, South London band **Cymbeline**, rock trio **Backchat** and "a major TV/Theatrical personality".

Business consultant/financier **Lynda Turner**, who will be managing director of the companies, has pledged two years of "substantial financial backing" for the project and says they will be investing in artists on a long-term basis.

● **Neptune Records** and **Music Publishing** is based at 31 Old Burlington Street, London W1. (Tel: 01-437 2066).

**RCA HAS** taken over distribution of **Fantasy/Stax** product in the UK following the termination of the American labels' licensing deal with EMI.

Although a full licensing arrangement involving back catalogue has yet to be concluded, **RCA** will for the present operate the deal through its existing contract for **Milestone/Prestige** and will release only selected new product. It is understood that **RCA** wants to clear its heavy autumn release schedule before setting up a full agreement, probably after Christmas.



Early releases through the deal will include new product from **Sylvester**, **Fat Larry's Band**, **Fever** and **Idris Mohammed**.

Newly promoted deputy managing director of **RCA**, **John Howes**, comments: "Fantasy/Stax and **RCA** want to work together, especially in view of the success **Milestone/Prestige** has had in the UK under an **RCA** licence. Both companies, however, want to see solid and concise scheduling and will develop and negotiate a full agreement very shortly."

**SIRE HAS** signed a long-term deal with **Da Biz**, a group which previously started to build a following as **The Tours**, and the debut single is a re-release on **Sire** of **One The Beach** (SIR 4045). This was first out on the band's own **Small Operations** label.

**NEWLY-FORMED** band **3 Minutes** have signed to a long-term recording contract by **Rocket Records**. They are fronted by **Johnny Warman**, and produced by the **Jam/Vapors** producer **Vic Coppersmith-Heaven**. The band, managed by **Robin Eggar** and **Buzz Carter** of **Deckstar**, have a debut

single, **Automatic Kids** (XPRES 40), out this week in a picture sleeve and will be touring during the autumn.

**POLYDOR HAS** signed **The Passions** for the world and the first product is a single, **The Swimmer**, to be released this month, followed by a UK tour in October.

**THE SOUND**, a recently-formed London group which has had an EP out on the independent **Torch** label, has been signed by **Korova Records**. Their first single for this label will be **Heyday** c/w **Brute Force**, released on Friday, and an LP entitled **Jeopardy** will follow. The band will be supporting **Echo** and the **Bunnymen** on tour later this month and next.

**BLACK SLATE**, one of London's leading reggae bands, have signed with **Ensign Records** and release their first single, **Amigo** (ENY 42), this Friday. The record, which has already been picked up by **BBC** and **Capital Radio** airplay, will be available on both seven and 12-inch formats. An album will follow in October, tying in with a club and college tour; called **Amigo**, the LP will be a revamped version of an album the band released on their own **TCD** label. There will be a full-scale promotional campaign around both single and LP.

**LOGO RECORDS** has signed **Straight Eight** to a long-term worldwide recording deal, excluding Canada where they will have a deal with **El Mocambo**. Their first album on **Logo**, **Shuffle 'n' Cut** will be released on October 17, with a single, **I'm Sorry**, out on September 12.

## New labels...

**PLASTIC SPEECH** has been launched by **Kastrala Entertainments Ltd.**

**Laurence Kayson** and **Francis Melinek** are funding the venture from the profits of their **Kastrala** company, a London record wholesaler, and distribution is being handled by **Spartan**.

UK sales director is **Ian Collins**, formerly with the **WEA** sales staff, and in charge of A&R and promotion is **Steve Reeves**, previously with **Radio Luxembourg** and **Epic**.

Debut **Plastic Speech** single is **Video Veto** by **Metroz**, released this Friday (12), and two other signings are **Su Lyn** and **The Bad Actors**. Contact: **Plastic Speech, Kastrala Entertainments Ltd., Cordova Road, Bow, London E3. 01-980 5209. Telex: 22568.**

**KINGDOM RECORDS**, originally started in 1973, but for the past five years only distributed in France and Benelux, is being re-launched in the UK. First release will be a maxi-single by rock band **Caravan** tying in with their November tour. Contact: **Terry King, 9/11 Monmouth Street, London WC2. (Tel: 836 4763). Distribution to be set.**

**DIAGRAM RECORDS** has been launched by Manchester-based band **The Diagram Brothers** who release their own EP on September 19, catalogue No. **CON 1**. Contact: **David Rees Management, 10a Rectory Road, Crumpsall Road, Manchester 8. (Tel: 016-795 7666).**



Book Now For The

# TIN PAN ALLEY BALL

at

The Hilton Hotel  
Tues 30th. Sept 1980  
(All proceeds to charity)

Dancing to Joe Loss and his Band  
and The Mike Allen Disco

Contact Janice Cable at the MPA  
Kingsway House, 103 Kingsway, London WC2B 6QX Telephone: 01-831 7591/2/3

Title heading reproduced by kind permission of Chappell/Morris Ltd.



**GETS IT TOGETHER** MARKETING, ADVERTISING, SALES, PROMOTION  
**GETS IT TOGETHER** PRESS, DEALER LIAISON, PRODUCTION

**THE LIAISON & PROMOTION CO. LTD.**

CONTACT - GARY DAVISON / CLIFFORD GEE 01 723 362374  
40 OXFORD & CAMBRIDGE MANSIONS, OLD MARYLEBONE RD. LONDON NW.1

## INTERNATIONAL

## Mandel's visit nets Regina for new album

From CHRISTOPHER PICKARD  
RIO DE JANEIRO: Johnny Mandel, probably best known for The Shadow Of Your Smile and the music from M.A.S.H., was a recent visitor to this city.

He came to see Elis Regina and persuade her to make a demo tape in English of Brazilian and international songs. Everyone seems to be delighted by the results and Elis Regina will spend four months in Los Angeles recording her next LP in English.

She follows in the footsteps of Milton Nascimento, Tom Jobim and Gilberto Gil, who have all recorded in the USA.

FROM THIS month, A&M Records will no longer be the responsibility of EMI Odeon. Following a new deal, A&M will be handled in Brazil by CBS.

The first release under the new agreement is Herb Alpert's album Beyond.

Hopes are being expressed that the

new alignment will maintain the same interest in British acts on the

Dateline:  
Rio de Janeiro

A&M roster such as Police and Joe Jackson as it would be sad if they

disappeared from the Brazilian market.

THE RIO Monterey Jazz Festival limped through its four days of presentations and, as most people predicted, the venue of Maracanazinho was the root of most of the problems.

Maracanazinho is a rather bleak concrete gymnasium, which is afflicted with an echo delay of 6½ seconds, but for some unknown reason is still used for major musical events in Rio.

A good atmosphere for jazz was impossible and John McLaughlin, a past sufferer, decided this time to play an acoustic set with Christian Escudé. Al Jarreau, Weather Report and Pat Metheny also produced good sets in the circumstances.

George Duke was back in Rio for the festival, but without his full group, adding Stanley Clarke, Airto Moreira and Raul de Souza to his guitarist and drummer. Duke, who recorded his Brazilian Love Affair album here, hopes to go into the

studios next month to record with Clarke.

JULY SAW the arrival in the shops of records in Spanish by Abba and KC and The Sunshine Band.

It will be interesting to see how well these releases do, as Brazil's pet hate is the world thinking Brazilians speak Spanish and not Portuguese.

Record companies, you have been warned!

THERE ARE some interesting Greatest Hits albums around, specially compiled for Brazil.

Recent collections feature Santana, Lou Reed, Abba and Jimmy "Bo" Horne. The latter LP was released to coincide with a short tour that Horne undertook in the Sao Paulo area.

SHORTS: Tomaz Munoz is the new CBS general manager in Brazil, with previous CBS service in Spain (eight years) and Mexico (12 years) . . . Ariola has entered the classical field with the release of three albums containing Bach piano music played by the Brazilian pianist Joao Carlos Martins.

## Air celebrates a decade

STOCKHOLM: Air Music Scandinavia AB is celebrating its 10th anniversary this year and is the second largest independent music publishing company in Scandinavia after Stig Andersson's Polar Music.

Air Music's president is Sture Borge Dahl, a 40-year veteran of the music industry, who has noticed several changes in Scandinavian music publishing over the 10 years of Air Music's existence.

"Music taste in Sweden today is much more mixed than before," he says. "Over the past few years, Anglo-American material has very much dominated the local scene and it's not as easy to get cover recordings today as it was some years ago. Of course, this has to do with the stagnation of the whole record industry here, which has led to less local recording, but — on the other hand — higher quality in general."

Air Music maintains close relationship with most artists, producers and record companies, enabling it to participate in the

planning of productions at a very early stage.

"In order to survive as a publisher, you have to have a wide and big repertoire," Borge Dahl declares. "Hit songs are still very important, but less so than before. Some years ago a hit song automatically meant lots of local recordings, but now a lot of local artists and groups are writing their own material and also there is much more product about in the nature of cheap cover cassettes, special product and compilation albums."

"This makes it essential for us to work more in recording, either our own productions to license to a record company or co-productions with record companies. Co-productions are increasing in number today."

Lars Wiggman, an Air Music staffer since 1971 and vice-president for the past year, comments: "We're working more and more on getting Swedish product released internationally. Primarily, we work closely with Mariann Records in Sweden, which is one of the biggest independent record producers here. We represent Mariann product and publishing internationally and over the past two years have secured a lot of releases in Germany, Benelux, Australia and Japan."

"We are currently working on Mariann group Chips, who are on the verge of an international career. Their debut album, which includes their latest single A Little Bit Of Loving, will be released in Germany and the Benelux countries on the new TTR label and the band is doing TV in Holland and Germany. Another Mariann at we're involved with is piano player Janne 'Lucas' Persson, who is a major seller here

in Sweden. An instrumental album by Lucas is to be released in Japan on the WEA-Pioneer label."

Wiggman points out the necessity to produce professional demo recordings of high standard nowadays and to this end Air Music has installed a small eight-track recording studio.

The problems affecting the Swedish record industry inevitably embroil the Swedish publishers too.

"Home taping and parallel importing are hitting us," says Borge Dahl. "Discussions about a levy on blank tape have been held here and I think we might get it some time next year. We have very good relations with the international A&R departments of most record companies here, which help in promoting original artists and product, and we also have close links with the TV and radio stations."

Borge Dahl cites parallel imports as an international problem, and adds that it is difficult to make US publishers realise that large sums cannot be paid in advance on catalogues due to the large losses incurred on product which is imported. One area of publishing is flourishing, however — printed music and folios.

"We have our own sheet music distribution network," he explains "and sales have gone up over the past year. This shows that more and more people are making their own music, with a lot of new bands coming up, and it's almost like the Sixties in this respect."

"One example of a very big print seller is Richard Clayderman's Ballade Pour Adeline, which we distribute for Sonet. This has sold more than 60,000 song copies, which must be some kind of a record."

## CBS predicted to widen Asian base

From TAN BOON PENG  
KUALA LUMPUR: CBS Records is expected to aim for a sizeable share of the record industry in Malaysia and Singapore next year or soon after with direct participation in distribution and local repertoire.

Informed sources told *Music Week* that plans are afoot to set up the basic management framework required to run the company's operations in these two countries, with the head office located in this city.

Leading personnel in record companies here and in Singapore have already been discreetly approached and interviewed for various positions in the proposed operation during recent months.

A seasoned record executive in Singapore said that he had been invited to head the A&R activities for the company by an industry friend, who is maintaining close links with CBS-Sony in Tokyo.

"I was given to understand that CBS has every intention of setting

Dateline:  
Kuala Lumpur

up its office and studio in Kuala Lumpur this year, but they decided to postpone their plans because of the piracy situation," he said.

He added that his contact, whom he refused to identify, operates a Chinese repertoire label in Singapore and Hong Kong and has both company and personal links with CBS in Japan.

Local Malay repertoire appears to be the direction in which the recruitment drive has been heading. A prominent full-time producer of Malay recordings, also from Singapore, has been offered a production job.

Initial plans apparently call for the employment of production talent from Singapore, with Malaysians in administrative posts such as that of general manager. This arrangement would be healthy for the industry

Rampage  
in India

LONDON: Following negotiations begun in January 1978, Rampage Records managing director Larry Page has set a pressing and licensing deal with the Indian Record Manufacturing Company of Calcutta.

Under the terms of the agreement, Rampage product will be pressed and released in India, and 60 per cent of the output will be exported to Bulgaria, the USSR, East Germany, Czechoslovakia, Hungary, Poland, Rumania and Sri Lanka by the IRMP, which has trade pacts with these countries.

The first six Rampage albums to be released in November will feature the Larry Page Orchestra (two), Johnny Pearson, Hunter, and two disco compilations.

and would comply with Malaysian official requirements for local participation.

Speculation was heightened further when two top CBS-Sony executives from Tokyo arrived here last month on a two-day fact finding mission. Yoshiyuki "Jack" Isomura, general manager of international business affairs (accounting and finance) and Namihiko Sasaki, associate general manager of foreign business affairs, were met on arrival by EMI Malaysia executives, whose company is currently the licensee for CBS-Sony product here.

"There was absolutely no need for their visit if they had merely wanted to do a market survey," commented an EMI insider. "I saw it more as an on-the-spot assessment of the market six months after Frank Welzer's visit."

Welzer, a vice-president of CBS International responsible for business development, had arrived in March to review the label's progress in Malaysia.

"I'm sure it was not coincidence that some very sharp and probing questions were being asked on the

Home-taping  
meet soon

PARIS: The much-heralded and long-awaited round table discussion on home-taping announced at Midem last January by the French Minister of Cultural Affairs seems finally about to be held.

No date has actually been fixed, but the Minister has apparently told Jean Luc Tournier of licence organisation SACEM that the conference — meant to decide whether the French Government should be asked to introduce a blank tape levy — will definitely take place.

The news is welcome to the trade after eight months of waiting, but there is no certainty whose views will prevail. The powerful tape manufacturers' lobby is opposed to a levy and has found allies both among sections of the general public and with educational authorities who use great quantities of tape for essential copying.

piracy situation and marketing potential and avenues which existed," added the EMI executive.

Isomura and Sasaki, who flew in from Singapore after a similar two-day sojourn, left for Manila and Hong Kong with the impression that an attempt at local recording would still not be to their advantage this year, despite increased anti-piracy operations.

It is understood that CBS has been unhappy with sales of its product and was considering another licensee or entry into the market itself. At one stage there was speculation that it might become involved with a local company on a joint operation basis.

During his visit in March, Welzer talked to various companies, including Hup Hup Records, a former CBS licensee in the early Seventies. It is believed that he acknowledged piracy to be a primary factor causing sluggish sales.

A decision whether CBS will continue its licensing arrangement with EMI Malaysia after its present expiry date next March is expected soon.

## MUSIC WEEK

## CORRESPONDENTS:

ARGENTINA: Jorge Alberti, Lavalle 1569, 40 Piso Oficina, 1048 Buenos Aires. Tel: 456948.

AUSTRALIA: Peter Conyngham, PO Box 80, Ashfield, NSW 2131. Tel: (02) 798 5244.

BRAZIL: Christopher Pickard, Av. Borges de Medeiros 2475, Apt. 503, Lagoa, Rio de Janeiro. Tel: 246 8349.

CANADA: Richard Flohil, Suite 401, 1240 Bay Street, Toronto M5R 2A7, Ontario. Tel: 925 3154.

EIRE: Pat Pretty, 23 Kirkpatrick Drive, Clonsilla, Co. Dublin. Tel: 961 922.

FRANCE: Gerard Woog, 14 rue La Fontaine, Paris 75016. Tel: 520 7967.

HOLLAND: Sue Baker, Looiersgracht 110, 1016 VT Amsterdam. Tel: 256572.

JAPAN: Bert Tanimoto, Shinko Music, 2-12 Ogawa-Machi, Kanda, Chiyoda-ku, Tokyo. Tel: (292) 2861. Telex: J25224.

MALAYSIA: Tan Boon Peng, 22 Jalan Tebu, Kuala Lumpur 18-02. Tel: (03) 467136.

SOUTH AFRICA: Joe Bronkhorst, 63 Northfield Avenue, Glenhazel 2092, Johannesburg.

SPAIN: Jordi Rueda, Avenida Gaudi 10, 2º Barcelona 25. Tel: 2561729.

UNITED STATES: Ira Mayer, 235 Lincoln Place, Brooklyn, NY 11217. Tel: (212) 622 5727. Telex 235139.

Mike Reynolds, 1741 N. Ivar Avenue, Suite 210, Hollywood CA 90028. Tel: (213) 463 7661.

WEST GERMANY: Michael Henkels, D-2000 Hamburg 62 Am Schulwald 47. Tel: (040) 520 9020. Telex: 2173471 HENK D.



**ARE YOU BRIGHT,  
HARDWORKING,  
INTELLIGENT AND  
AMBITIOUS,  
WITH A KEEN  
INTEREST IN  
CONTEMPORARY MUSIC,  
A FRIENDLY  
PERSONALITY AND A  
SMART  
APPEARANCE?**

Then what are you doing reading this?

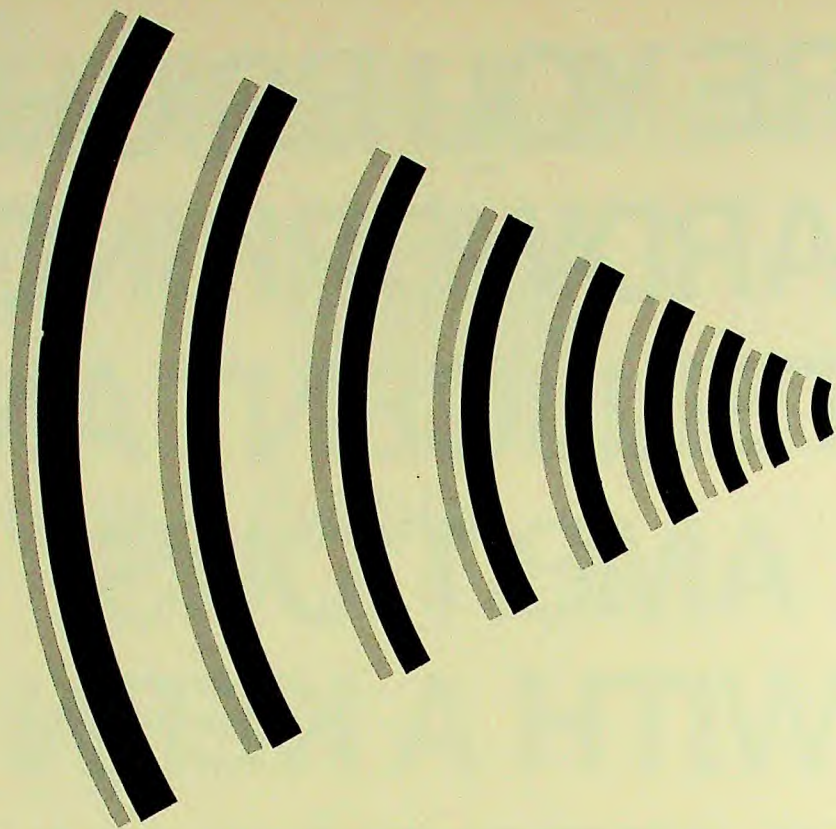
If you are bright then you'll probably have realised that this is an advertisement for Paul McCartney's new single 'Temporary Secretary'.

Only available as a limited edition 12" record, the B-Side is the 10<sup>1</sup>/<sub>2</sub> minute, previously unavailable "Secret Friend".

No previous experience necessary.

Apply now to your EMI Records Distribution Centre quoting catalogue no.12 R6039





# VOICES THE SOUNDS OF HALL & OATES

NEW SINGLE

## YOU'VE LOST THAT LOVIN' FEELIN'

(ALREADY GAINING HEAVY AIRPLAY)

RCA 1

FROM THE ALBUM

'VOICES'

PL 13646

### TOUR DATES

- 11th September - Bristol Hippodrome
- 12th September - Southampton Gaumont
- 14th September - Coventry Theatre
- 15th September - Manchester Apollo
- 16th September - Southport Theatre
- 17th September - Edinburgh Playhouse
- 19th September - Oxford New Theatre
- 20th September - Brighton Dome
- 21st September - Croydon Fairfield Hall
- 22nd September - Hammersmith Odeon
- 23rd September - Hammersmith Odeon
- 24th September - Birmingham Odeon



**RCA**

IMPORT FROM RCA LIMITED, LYONS WAY, WEST BRIDFORD, WEST MIDDLESEX, B37 7YJ. TELEPHONE: 021-625 3000.



ORDER FORM CHART

# TOP 75 SINGLES

This Week	Last Week	Wks on Chart	TITLE/Artist (producer/Publisher)	Label number	This Week	Last Week	Wks on Chart	TITLE/Artist (producer/Publisher)	Label number
£ 1	3	7	FEELS LIKE I'M IN LOVE Kelly Marie (P. Yellowstone/S. Voice) Red Bus/Grade One/Kareem	Calibre 1 (A)	£ 39	53	2	GENERALS - MAJORS - DON'T LOSE YOUR TEMPER XTC (S. Lillywhite) Virgin	Virgin VS 365 (C)
2	1	4	START Jam (Vic Coppersmith/Heaven) And Son/Bryan Morrison	Polydor 2059 266 (F)	£ 40	60	2	TWO LITTLE BOYS/HORSE Splodgenessabounds (M. Robinson) Feldman/EMI/Aviation	Deram ROLF 1 (F)
3	2	5	ASHES TO ASHES David Bowie (Bowie/Visconti) Bawlay Brothers/Fleur	RCA BOW 6 (R)	41	28	8	PRIVATE LIFE Grace Jones (Blackwell/Sadkin) Hynde House Of Hits/Modern/ATV	Island WIP 6629 (E)
▲ 4	26	3	ONE DAY I'LL FLY AWAY Randy Crawford (Felder/Hooper/Sample) Rondor/Leeds	Warner Brothers K 17680 (W)	£ 42	57	2	BIG TIME Rick James (R. James) Jobete	Motown TMG 1198 (E)
£ 5	5	5	EIGHTH DAY Hazel O'Connor (T. Visconti) Albion	A&M AMS 7553 (C)	43	41	6	BACKSTROKIN' Fatback (Curtis/Thomas) Clita	Spring POSP 149 (F)
6	4	9	9 TO 5 Sheena Easton (Chris Neil) Pendulum/Chappell	EMI 5066 (E)	44	36	4	THE WHISPER Selector (Roger Lomas) RAK	Selector CHSS 1 (F)
▲ 7	17	3	IT'S ONLY LOVE/BEYOND THE REEF Elvis Presley (-) Screen Gems/EMI/Carlin	RCA 4 (R)	45	NEW	4	YOU SHOOK ME ALL NIGHT LONG AC/DC (Robert 'Mutt' Lange) Zomba	Atlantic K 11600 (W)
£ 8	10	5	DREAMIN' Cliff Richard (A. Tarney) ATV/Longmanor/Chrysalis	EMI 5095 (E)	£ 46	67	2	BODY LANGUAGE Dooleys (B. Findon) Blacksheep	GTO GT 276 (C)
9	7	7	TOM HARK Piranhas (Peter Collins) Southern	Sire/Hansa SIR 4044 (C)	47	42	4	UNLOCK THE FUNK Locksmith (Harvey Masson) Zomba	Arista ARIST 364 (F)
£ 10	13	6	MODERN GIRL Sheena Easton (C. Neil) Pendulum/Sea Shanty/Chappell	EMI 5042 (E)	48	37	5	SUMMER FUN Barracudas (K. Laguna) EMI	Zonophone Z 5 (E)
£ 11	9	7	SUNSHINE OF YOUR SMILE Mike Berry (Chas Hodges) Francis Day & Hunter/EMI	Polydor 2059 261 (F)	49	44	4	SARTORIAL ELOQUENCE Elton John (Clive Franks/Elton John) Big Pig/EMI	Rocket XPRES 41 (F)
12	6	3	I DIE YOU DIE Gary Numan (Gary Numan) Numan Music	Beggars Banquet BEG 46 (W)	£ 50	48	4	YEARS FROM NOW Dr. Hook (Ron Haffkine) Chrysalis	Capitol CL 16154 (E)
£ 13	12	6	BANK ROBBER Clash (M. Dread) Nine Den	CBS 8323 (C)	£ 51	58	3	DON'T MAKE ME WAIT TOO LONG Roberta Flack (Flack/Mercury) Jobete/Black Bull	Atlantic K 11555 (W)
14	11	6	CAN'T STOP THE MUSIC Village People (J. Morali) Zomba	Mercury MER 16 (F)	52	43	3	WEST ONE (SHINE ON ME) The Ruts (Ruts) Virgin	Virgin VS 370 (C)
£ 15	20	6	IT'S STILL ROCK & ROLL TO ME Billy Joel (P. Ramone) April	CBS 8753 (C)	53	39	14	LIP UP FATTY Bad Manners (Roger Lomas) Magnet	Magnet MAG 175 (A)
16	8	7	WINNER TAKES IT ALL Abba (Andersson/Ulvaeus) Bocu	Epic EPC 8835 (C)	£ 54	73	2	ALL THE WAY FROM AMERICA Joan Armatrading (R. Gottheber) Essex	A&M AMS 7552 (C)
£ 17	24	5	PARANOID Black Sabbath (Rodger Bain) Essex	Nems BSS 101 (SD)	55	30	11	SLEEP WALK Ultravox (Ultravox/Plank) Island/Copyright Control	Chrysalis CHS 2441 (F)
£ 18	54	2	ANOTHER ONE BITES THE DUST Queen (Queen/Mack) Queen Music/EMI	EMI 5102 (E)	56	NEW	4	IF YOU'RE LOOKIN' FOR A WAY OUT Odyssey (S. Linzer) Chappell	RCA 5 (R)
19	15	10	OOPS UPSIDE YOUR HEAD Gap Band (L. Simmons) Total Experience (Leosongs)	Mercury MER 22 (F)	57	51	3	DYNAMITE Stacy Lattisav (Narada Michael Walden) Warner Brothers	Atlantic K 11554 (W)
£ 20	22	7	A WALK IN THE PARK Nick Straker Band (Jeremy Paul) Lynton/Muir	CBS 8525 (C)	£ 58	69	2	JOHNNY & MARY Robert Palmer (Palmer) Bungalow/EMI	Island WIP 6638 (E)
21	21	5	MARIE MARIE Shakin' Stevens (-) Warner Brothers	Epic EPC 8725 (C)	£ 59	74	2	LATE IN THE EVENING Paul Simon (Simon/Ramone) Paul Simon/BMI	Warner Brothers K 17666 (W)
▲ 22	27	5	BEST FRIEND - STAND DOWN MARGARET The Beat (B. Sargeant) Zomba/Beat Brothers	Go Feet FEET 3 (C)	60	40	11	MORE THAN I CAN SAY Leo Sayer (Alan Tarney) Southern	Chrysalis CHS 2442 (F)
23	14	9	UPSIDE DOWN Diana Ross (Rodgers/Edwards) Warner Brothers	Motown TMG 1195 (E)	£ 61	66	2	ARE EVERYTHING/WHY SHE'S A GIRL Buzzcocks (M. Hannett) Dinsong/Virgin	United Artists BP 365 (E)
▲ 24	32	3	I OWE YOU ONE Shalamar (L. Sylvers) Chappell/Rondor	Solar SO 11 (R)	£ 62	72	2	THE QUARTER MOON VIP's (M. Leander) Louvigny	Gem GEMS 39 (R)
25	25	3	I WANT TO BE STRAIGHT Ian Dury (Pais) Blackhill	Stiff BUY 90 (C)	63	45	4	SOUND OF CONFUSSION Secret Affair (Page/Cairns) Bryan Morrison	I-Spy SEE 8 (F)
26	31	4	UNITED Judas Priest (Tom Allom) Arnakata/Warner Brothers	CBS 8897 (C)	64	56	3	IF IT'S ALL RIGHT WITH YOU BABY Korgis (Korgis) Heath/Warner Brothers	Rialto TREB 118 (A)
£ 27	35	5	I GOT YOU Split Enz (D. Tickle) Modern/ATV	A&M AMS 7546 (C)	65	38	10	MARIANA Gibson Brothers (D. Vangarde) Blue Mountain	Island WIP 6617 (E)
28	16	8	GIVE ME THE NIGHT George Benson (Q. Jones) Rod Songs	Warner Brothers LV 40 (W)	66	NEW	4	D.I.S.C.O. Ottowan (D. Vangarde) Heath Levy	Carrere CAR 161 (W)
29	18	7	ALL OVER THE WORLD Electric Light Orchestra (J. Lynne) Jet	Jet 195 (C)	67	49	4	ANOTHER DAY ANOTHER GIRL Lambertas (Peter Collins) Rocket	Rocket XPRES 36 (F)
30	NEW		MASTERBLASTER (JAMMIN') Stevie Wonder (Stevie Wonder) Jobete/Black Bull	Motown TMG 1204 (E)	£ 68	71	2	PEACHES Darts (Boyce/Hartley) Screen Gems/EMI	Magnet MAG 179 (A)
31	23	9	FUNKIN' FOR JAMAICA Tom Browne (D. Grusin/L. Rosen) Intersong	Arista ARIST 357 (F)	69	NEW		CRAZY TRAIN Ozzy Osbourne's Blizzard Of Ozz (Osbourne/Rhoads/Kuraley) Essex/Aviation	Jet 197 (C)
32	33	5	CIRCUS GAMES Skids (M. Glossop) Virgin/Arnakata/Warner Bros	Virgin VS 359 (C)	70	59	3	DANCIN' ON A WIRE Surface Noise (Chris Palmer) Janmer	Groove GP 102 (W)
33	19	7	OH YEAH Roxy Music (Roxy/Rhett Davies) E.G.	Polydor 2001 972 (F)	71	NEW		ARMED & READY Michael Schenker Group (R. Glover) Schenker Songs/Chrysalis	Chrysalis CHS 2455 (F)
34	34	4	MAGIC Olivia Newton John (John Farrar) John Farrar Music	Jet 196 (C)	72	NEW		MISUNDERSTANDING Genesis (D. Hantschell/Genesis) Effect Sound/Hit & Run	Charisma CB 369 (F)
▲ 35	46	3	TASTE OF BITTER LOVE Gladys Knight & The Pips (-) Warner Brothers	CBS 8890 (C)	73	NEW		THREE LITTLE BIRDS Bob Marley & The Wailers (Bob Marley) Rondor	Island WIP 6641 (E)
36	NEW		BAGGY TROUSERS Madness (Clanger/Winstanley) Warner Brothers	Stiff BUY 84 (C)	74	61	3	LOVE MEETING LOVE Level 42 (Sojka/Pike) ATV	Polydor POSP 170 (F)
37	29	7	YOU GOTTA BE A HUSTLER Sue Wilkinson (Trisha O'Keefe) Striped	Chappskate CHEAP 2 (R)	75	NEW		GOTTA PULL MYSELF TOGETHER Nolans (Ben Findon) Black Sheep	Epic EPC 8878 (C)
£ 38	63	2	SEARCHING Change (J. Petrus) Warner Brothers	WEA K 79156 (W)	Top 75 compiled for Music Week and BBC based upon 250 from a panel of 450 conventional record outlets by the British Market Research Bureau Ltd.				

A-Z WRITERS

All Over The World (J. Lynne)	29
Another Day Another Girl (Bird)	57
All The Way From America (Armatrading)	64
Another One Bites The Dust (J. Deacon)	18
Are Everything (P. Shalley)	61
Arm'd & Ready (Schenker/Barden)	71
Ashes To Ashes (Bowie)	3
A Walk In The Park (N. Bailly)	36
Baggy Trousers (G. McPherson/C. Foreman/M. Barson)	20
Bank Robber (Strummer/Jones)	13
Best Friend - Stand Down (Margaret (Beat))	22
Big Time (Burgess/Callaway/Davenport)	42
Body Language (Fendon/Myers/Puzey)	46
Can't Stop The Music (J. Morali/H. Bololo)	14
P. Hurv/B. Whitehead	32
Circus Games (Skids)	69
Crazy Train (Dialley)	69
Dancin' On A Wire (Palmer)	70
Don't Make Me Wait Too Long (Stevie Wonder)	51
D.I.S.C.O. (D. Vangarde)	66
S. Kluger	66
Dreamin' (Tarney/Sayer)	8
Dynamite (Walden/Hull)	57
Eight Day (O'Connor)	5
Feels Like I'm In Love (R. Dorset)	1
Funkin' For Jamaica (T. Brown/T. Smith)	31
Generals - Majors - Don't Lose Your Temper (C. Moulding)	39
Give Me The Night (R. Temperton)	28
Gotta Pull Myself Together (Fendon/Myers/Puzey)	75
I Die You Die (Numan)	12
If It's All Right With You Baby (J. Warren)	64
If You're Lookin' For A Way Out (Linzer/Kotkov)	56
I Got You (N. Finn)	27
It's Only Love (James/Tyrell)	7
I Owe You One (Talia/Sylvers)	24
It's Still Rock And Roll To Me (B. Joel)	15
I Want To Be Straight (Dury/Gallagher)	25
Johnny & Mary (Robert Palmer)	58
Late In The Evening (Paul Simon)	59
Lip Up Fatty (Bad Manners)	53
Love Meeting Love (King/Gould)	74
Magic (John Farrar)	34
Mariana (Vangarde/Francfort/Byll)	65
Marie Marie (D. Alvin)	21
Masterblaster (Jammin') (Stevie Wonder)	30
Misunderstanding (Collins)	72
Modern Girl (Bugatti/Musker)	10
More Than I Can Say (Curtis/Allison)	60
9 to 5 (F. Palmer)	6
Oh Yeah (John)	33
One Day I'll Fly Away (Sample/Jennings)	4
Oops Upside Your Head (L. Simmons/R. Wilson/C. Wilson/R. Taylor)	19
Paranoid (Black Sabbath)	17
Osborne	68
Peaches (Boyce/Venet)	41
Private Life (C. Hynde)	49
Sartorial Eloquence (John/Robinson)	38
Searching (M. Malavasi/P. Slade)	55
Sleep Walk (Currie/Cross/Cann/Ure)	63
Sound Of Confusion (D. Cairns)	2
Start (Paul Weller)	2
Summer Fun (R. Willis)	48
Back Strokin' (J. Flippin/B. Curtis)	43
Sunshine Of Your Smile (Cooke/Ray)	11
Taste Of Bitter Love (Ashford/Simpson)	35
The Quarter Moon (Dmochowski/Morley/Price/Shurey)	62
The Whisper (N. Davies)	44
Tom Hark (Bonaapa/Good)	9
Three Little Birds (Bob Marley)	73
Two Little Boys (Madden/Morse/Max/Winsten)	40
United (Tipton/Halford/Downing)	26
Unlock The Funk (Locksmith/Woods)	47
Upside Down (Rogers/Edwards)	23
West One (Shine On Me) (Ruts)	52
Years From Now (R. Cook/P. Cochrane)	50
You Gotta Be A Hustler (S. Wilkinson)	37
You Shook Me All Night Long (Young/Young/Johnson)	45
Winner Takes It All (Andersson/Ulvaeus)	16

**DARK STAR** NEW SINGLE  
**LADY OF MARS** AAA 105  
 RELEASE DATE: 19 SEPT  
 DISTRIBUTED BY PRT/PYE RECORDS LTD



# GUILTY

The new album and cassette from Streisand

Streisand & Gibb –  
a partnership to  
be reckoned with

For the first time on record,  
the talents of Barbra Streisand and  
Barry Gibb combine to produce a  
stunning album.

The single 'Woman In Love' is  
released next week, the album  
'Guilty' at the end of September.



Album: 'Guilty' CBS 86122  
Single: 'Woman In Love' CBS 8966  
CBS Distribution Centre, Barlby Road, London W10  
Order from CBS Order Desk. Tel: 01-960 2155.



# SPECIAL PLAYS

DAVID HAMILTON'S SINGLE OF THE WEEK  
**ONCE IN A WHILE** — Leo Sayer

DAVID HAMILTON'S ALBUM OF THE WEEK  
**DEL SHANNON HIT PARADE**  
 (London HA-R8545)

CAPITAL: PEOPLE'S CHOICE  
**ALL OUT OF LOVE** — Air Supply

CLYDE: CURRENT CHOICE  
**MASTERBLASTER** — Stevie Wonder

DOWNTOWN: MUSIC MOVER  
**MASTERBLASTER** — Stevie Wonder

FORTH: STATION HIT  
**LA DI DA** — Sad Cafe

LUXEMBOURG: POWERPLAY  
**THE QUARTER MOON/VIP'S**

BBC SCOTLAND: SINGLE OF THE WEEK  
**LOVE WILL ALWAYS MAKE YOU CRY** — After The Fire

PENNINE: PENNINE PIC  
**ANOTHER STRING OF HITS** — Shadows

MANX ALBUM OF THE WEEK  
**MANDALA** — Sally Oldfield

# AIRPLAY ACTION

Listings exclude last week's Top 40

**AFTER THE FIRE** Love Will Always . . . Epic EPC 8942 (C)

**AIR SUPPLY** All Out Of Love Arista ARIST 362 (F)

**ARMATRADING, JOAN** All The Way From . . . A&M AMS 7552 (C)

**ASHFORD/SIMPSON** Love Don't Make . . . W B K 17679 (W)

**BROKEN HOME** No Chance WEA K 18289 (W)

**CARTER/EDMUNDS** Baby Ride Easy F-Beat XX8 (W)

**CHANGE** Searching WEA K 79156 (W)

**CHALLENGER, JACKIE** Back On My Feet Again WEA K 18330 (W)

**CHICAGO** Song For You CBS 8921 (C)

**CHOCOLATE MILK** I'm Your Radio RCA PB 2030 (R)

**CLARKE, STANLEY** You, Me, Together Epic EPC 8945 (C)

**CLOUT** Portable Radio EMI 5099 (E)

**CLIFFORD, LINDA** Red Light RSO 64 (F)

**DANCE BAND** Three Strings D. Dee 5 (F)

**DARTS** Peaches Magnet MAG 179 (A)

**DETROIT SPINNERS** Split Decision Atlantic K 11558 (W)

**DI MEOLA, AL** Roller Jubilee CBS 8863 (C)

**DICKSON, BARBARA** It's Really You Epic EPC 8838 (C)

**DOOLEYS** Body Language GTO GT 276 (C)

**DR. HOOK** Years From Now Capitol CL 16154 (E)

**DUMMIES** Didn't You Cheapskate CHEAP 3 (R)

**DR. FEELGOOD** No Mo Do Yakamo UA BP366 (E)

**DELIVERANCE** Leaving L.A. Epic EPC 8904 (C)

**DE VAUGHN, WILLIAM** Be Thankful . . . EMI 5101 (E)

**EXPRESSOS** By Tonight WEA K 18336 (W)

**EAT AT JOE'S** Watch Out Brothers Gold Liner GO 1 (SP)

**FATBACK** Backstrokin' Spring POSP 149 (F)

**FLACK, ROBERTA** Don't Make Me Wait . . . Atlantic K 11555 (W)

**FREELANCER** All The Time In The World RCA PB 5277 (R)

**FORBERT, STEVE** Get Well Soon Epic (C)

**GALLAGHER AND LYLE** On The Breadline Mercury MER 33 (F)

**GENESIS** Misunderstanding Charisma CB 369 (F)

**GINGER** Blind Date Eagle ERS 001 (P)

**GLITTER, GARY** Gary Glitter EP GTO GT 282 (C)

**GIBSON BROTHERS** Metropolis Island WIP 6640 (E)

**HALL/OATES** You've Lost That Loving Feeling RCA RCA 1 (R)

**HAYWARD, JUSTIN** Nearer To You Decca F 13895 (F)

**HART, JOHN** Toytown WEA K 18317 (W)

**HEEBEEGEEBES** Meaningless Songs Original AB 02 (SO)

**JIGSAW** Prize Fighter Splash SP 017 (A)

**JAMES, RICK** Big Time Motown TMG 1198 (E)

**JOHN, ELTON** Sartorial Eloquence Rocket XPRES 41 (F)

**JUNIORS** Do You Love Me Charisma CB 372 (F)

**KALVIK, FINN** On The Run Epic EPC 8839 (C)

**KENNEDY, GRACE** If I'm Wrong About You DJM DJS 10952 (C)

**KISHMAN, TONY** Staying With It RCA PB 5270 (R)

**KNIGHT, GLADYS/PIPS** Taste Of Bitter Love CBS 8890 (C)

**NOBLOCK, FRED** Why Not Me Scotti K 11556 (W)

	RADIO 1	BBC SCOTLAND	BBC 2	BBC 3	BBC 4	BBC 5	CAPITAL	CITY	CLYDE	DOWNTOWN	FORTH	HALLAM	LUXEMBOURG	MANX	METRO	ORINELL	PENNINE	PICCADILLY	SPAINSEA	SPRINGFIELD	TEEN	THAMES	VICTORY	NON-RELEASES		
AFTER THE FIRE																										
AIR SUPPLY																										
ARMATRADING, JOAN																										
ASHFORD/SIMPSON																										
BROKEN HOME																										
CARTER/EDMUNDS																										
CHANGE																										
CHALLENGER, JACKIE																										
CHICAGO																										
CHOCOLATE MILK																										
CLARKE, STANLEY																										
CLOUT																										
CLIFFORD, LINDA																										
DANCE BAND																										
DARTS																										
DETROIT SPINNERS																										
DI MEOLA, AL																										
DICKSON, BARBARA																										
DOOLEYS																										
DR. HOOK																										
DUMMIES																										
DR. FEELGOOD																										
DELIVERANCE																										
DE VAUGHN, WILLIAM																										
EXPRESSOS																										
EAT AT JOE'S																										
FATBACK																										
FLACK, ROBERTA																										
FREELANCER																										
FORBERT, STEVE																										
GALLAGHER AND LYLE																										
GENESIS																										
GINGER																										
GLITTER, GARY																										
GIBSON BROTHERS																										
HALL/OATES																										
HAYWARD, JUSTIN																										
HART, JOHN																										
HEEBEEGEEBES																										
JIGSAW																										
JAMES, RICK																										
JOHN, ELTON																										
JUNIORS																										
KALVIK, FINN																										
KENNEDY, GRACE																										
KISHMAN, TONY																										
KNIGHT, GLADYS/PIPS																										
NOBLOCK, FRED																										

DISTRIBUTORS C.

• WEA, E - EMI, F - Polygram, R - RCA, S - Selecta, Z - Enterprise, Y - Relay, Q - Chamdale, SP - Spartan, P - Pinnacle, RT - Rough Trade



# MUSIC WEEK MUSIC WEEK MUSIC WEEK

# DRIPPER BL GOOD

NEW ALBUM 'A CASE OF THE SHAKES'  
 INCLUDES THEIR NEW SINGLE 'NO MO DO YAKAMO' BP366  
 ALBUM UAG 30311 CASSETTE TC-UAG30311.

ORDER NOW FROM YOUR EMI SALESMAN OR EMI RECORDS DISTRIBUTION CENTRE.



EMI

# TOP 75 ALBUMS

Week-ending September 13, 1980

**NEW** = NEW ENTRY  
 \* = PLATINUM LP (300,000 units as of Jan '79)  
 ○ = GOLD LP (100,000 units as of Jan '79)  
 □ = SILVER LP (60,000 units as of Jan '79)  
 -1 = RE-ENTRY

1	<b>NEW</b> TELEKON	Gary Numan	Beggars Banquet BEGA 19
2	SINGING OFF	UB 40	Graduate GRADLP 2
3	FLESH AND BLOOD	Roxy Music	Polydor POLH 002
4	<b>NEW</b> I'M NO HERO	Ciff Richard	EMI EMA 796
5	MANILOW MAGIC	Barry Manilow	Arista ARTV 2
6	GIVE ME THE NIGHT	George Benson	Warner Brothers K 56823
7	DRAMA	Yes	Atlantic K 50736
8	MICHAEL SCHENKER GROUP	Michael Schenker Group	Chrysalis CHR 1302
9	BACK IN BLACK	AC/DC	Atlantic K 50735
10	I JUST CAN'T STOP IT	The Beat	BEAT 001
11	BREAKING GLASS	Hazel O'Connor	A&M AMLH 64820
12	ME MYSELF I	Joan Armatrading	A&M AMLH 64809
13	XANADU	Original Soundtrack	Jet JETLX 526
14	OFF THE WALL	Michael Jackson	Epic EPC 83468
15	GLORY ROAD		
26	SKY 2	Sky	Ariola ADSKY 2
27	NOW WE MAY BEGIN	Handy Crawford	Warner Brothers K 56791
28	LIVING IN A FANTASY	Leo Sayer	Chrysalis CDL 1297
29	DUKE	Genesis	Charisma CHR 101
30	THE GAME	Queen	EMA 795
31	UPRISING	Bob Marley	Island ILPS 9596
32	KALEIDOSCOPE	Souxsie & The Banshees	Polydor 2442 177
33	WILD CAT	Tygers Of Pan Tang	MCA MCF 3075
34	<b>NEW</b> CHANGE OF ADDRESS	Shadows	Polydor 2442 179
35	PETER GABRIEL	Peter Gabriel	Charisma CDS 4019
36	I BELIEVE IN YOU	Don Williams	MCA MCF 3077
37	SEARCHING FOR THE YOUNG SOUL REBELS	Dexy's Midnight Runners	Parlophone PCS 7213
38	REGGATTA DE BLANC	Police	A&M AMLH 64792
39	IF YOU WANT BLOOD YOU'VE GOT IT	AC/DC	Atlantic K 50532
40	GREATEST HITS VOL. 2		
51	VIENNA	Ultravox	Chrysalis CHR 1296
52	GREATEST HITS	Rose Royce	Whitfield RRTV 1
53	ON THE RIVIERA	Gibson Brothers	Island ILPS 9620
54	BLACK SABBATH LIVE AT LAST	Black Sabbath	Nems BS 001
55	MCCARTNEY II	Paul McCartney	Parlophone PCTC 258
56	21 AT 33	Elton John	Rocket HSPD 126
57	24 CARAT	AI Stewart	RCA PL 25306
58	COUNTRY GENTLEMAN	Jim Reeves	K-Tel NE 1088
59	BRITISH STEEL	Judas Priest	CBS 84160
60	<b>NEW</b> FRESH FRUIT FOR ROTTING VEGETABLES	Dead Kennedys	Cherry Red BRHD 10
61	CLOSER	Joy Division	Factory FACT 25
62	HIGHWAY TO HELL	AC/DC	Atlantic K 50628
63	LIVE 1979	Hawkwind	Bronze BRON 527
64	SKY	Sky	Ariola ARLH 5022
65	TWELVE GOLD BARS		

## FEATURE

# Robin Hood—or profiteer?

By  
**Rodney Burbeck**

HE STARTED as a stock room lad at Chappell, moved on to song plugger, now runs one of the most successful music publishing companies in the world and has won the rights to a rich catalogue of thousands of lucrative standard songs.

Freddie Bienstock, president of Carlin Music Corporation — champion of the underdog, Robin Hood to the families and estates of deceased songwriters, or opportunist profiteer?

Six weeks ago the House of Lords decreed that Bienstock had been right to take up the cause of reversionary rights on songs written by collaborating authors and composers. After an eight-year legal wrangle costing him £250,000, his efforts had overturned an interpretation of the 1911 Copyright Act which had been bringing the long-established publishers a steady income from standard songs.

The 1911 Act made it clear that 25 years after the death of an author, his family or estate regained the rights to previously assigned works. But an exception appeared to allow the publishers to retain those rights if a song was written as a collaboration between lyricist and composer — i.e. a "collective work" like a dictionary.

The apparent unfairness of this clause was brought to light when the 1911 Act was repealed in 1957 and the new 1956 Act came into effect. In that year Eric Maschwitz (These Foolish Things) then president of the Songwriters Guild, brought it to the attention of Miriam Rose Stern, then executive director of the American Guild Of Authors And Composers (AGAC).

AGAC did not have the resources to pursue a potentially long and costly legal battle against the dinosaurs of the music publishing establishment. But the illogicality of the situation, not to mention the lost revenue to families and estates, continued to niggle at the back of Miss Stern's mind and in 1970 she found an ally in lawyer Bill Krasilovsky, author of the book *This Business Of Music*, and representative of the estates of Fats Waller and Rachmaninov.

They decided to take on the publishers, but their initial approaches were rebuffed. Miss

Stern set up her own agency to represent the families and estates of the writers of around 40,000 songs and came to London to offer the publishers a deal. She would allow them to continue to publish the songs, but 50 per cent of the earnings should go to the estates.

The publishers said, 'no thank you, we're happy with the way things are', and made it very clear that only a court decision would change their minds.

At this point Freddie Bienstock became involved.

"I was absolutely flabbergasted at the way they treated Miss Stern," he said. "I agreed to take on the matter at that time still hoping that we would come to terms with the publishers. But they were adamant that they would not even discuss terms."

*"It seems to me that their total shock and deep disappointment in the face of what seems so logical to begin with is almost deserving of an Oscar."*

"Having conceded that all sole authorship songs, and songs of joint authorship had reverted, it is absurd for the publishers to have maintained for so long that Parliament meant that authors who had collaborated on songs should be excluded from reversionary rights.

"And I want to stress that my getting involved in this action was as much due to my resentment of the arrogant way these rights were being treated by the publishers, as any desire to make a profit from an ultimate victory."

But although Bienstock was advised by lawyers that he had a cause worth pursuing, the publishers were equally convinced

that their rights would be upheld and have fought him bitterly on every issue.

Even when the House of Lords upheld a Court of Appeal ruling in favour of Bienstock, the publishers, led by Chappell and EMI, expressed alarm at the implications of the decision. Standards would disappear, said EMI Music's Ron White, because with split copyrights there would be no incentive for publishers to work the songs.

This is viewed with scepticism by Mr Bienstock: "It seems to me that their total shock and deep disappointment in the face of what seems so logical to begin with is almost deserving of an Oscar," he says.

"I find the allegation that split copyrights are going to be worthless to be staggering. If I was a member of a hit group with a split copyright hit song with any of those publishers I would be very concerned."

"For these experienced publishers to wail about songs dying is either due to a total lack of knowledge of music publishing, or they really have talked themselves into believing this nonsense."

But if the publishers are despairing, the estates of upwards of 50,000 songs are jubilant. "Those estates with Redwood Music will now have a royalty income of at least double what it was as far as mechanicals is concerned. And they will also have a share of the publishers' share of performance rights which they have never had before," says Bienstock.

Although it continued to pay the publishers royalties when the action began in 1971, the PRS (which usually freezes payments in a dispute) made it clear that should

they lose the action the publishers would be responsible for making repayments, says Bienstock.

And two years ago, after an Appeal Court decided for Bienstock, the PRS finally agreed to suspend certain royalty payments.



FREDDIE BIENSTOCK: "I am still prepared to leave the door open for the publishers."

When back payments and new royalties do start flowing in, Bienstock's Redwood Music stands to cash-in handsomely, but he is at pains to make it clear that he has not been simply profiteering, and intends to work for his money.

"I am having to restrain the enthusiasm of my staff who want to immediately begin working those standards we now have. Already one person has come to me with plans for a compilation

album featuring original recordings of famous songs."

Bienstock's caution is tempered by a desire to still come to terms with the publishers in a proper working relationship. The publishers have indicated that they are waiting for the outcome of an outstanding test case over the rights to Zing Went The Strings Of My Heart before assessing the repercussions of Bienstock's victory.

It could be deduced that they are considering to continue to filibuster by contesting each of those 50,000 songs one by one.

"Throughout this case I made innumerable efforts to come to a settlement," says Bienstock, "and I am still prepared to leave the door open for the publishers."

"In order to have a harmonious relationship with my colleagues, and in the hope of having an orderly transfer of administration of the rights, I would still be willing not to deprive them of their entire income and give them some kind of token interest."

"I don't want to take everything away from them and I do not want to aggressively exploit my advantage. I regret the course of action they decided to take and I think it was ill-advised and adventurous, but in order not to bring them to heel with each song and take them to court, I would be willing to come to a reasonable arrangement — but of course for an infinitely smaller percentage than they were offered by Miss Stern."

It is a magnanimous offer, although not entirely philanthropic because an amicable arrangement at this point would enable Bienstock to start seeing some return on the considerable capital he has spent in lawyers' fees over the past seven years.

It would also defuse the acrimony engendered by the action and restore harmony to Britain's music publishing world.

No doubt it is an offer the publishers will consider with this in mind and also see it as a way of cutting their losses while keeping face.

Because now, more than ever, the music industry should be working together towards positively creating income and potential sales from every possible source.

If the litigation goes on only the lawyers will get fat.

## TERRY KEEPS HIS CLIPS ON!

A NEW SINGULARITY BY

# VIVIAN STANSHALL

ON CHARISMA RECORDS

C/W KING KRIPPLE

CB373



MARKETED BY CHARISMA RECORDS  
ORDER FROM POLYGRAM RECORD OPERATIONS LTD





VIDCOM 80

# The professionals meeting place.

**6th International Videocommunications Market.**

**Video cassettes, video discs, video hardware, cable TV, viewdata systems, teletext, services.**

29th September to 2nd October 1980

**Palais des Festivals - Cannes - France.**

The world of videocommunications is tomorrow's world today! A world of perpetual evolution where no sphere of activity is left untouched. - Distribution, management, training, recreation, education - the most incredible tools are now at our fingertips.

Videocommunications are already part of your everyday life, part of your professional life and part of your environment. If your profession is not yet involved in videocommunications, it will be tomorrow.

VIDCOM'80 - the only truly international videocommunications market, - not only the international programmes market but also an international exhibition of equipment, technology and related services, an international conference enabling an exchange of experiences.

Discussions based on case studies will centre on three main themes important in today's video world: Home video market, institutional market for video, and viewdata systems.

**More than 250 exhibitors from around the world are awaiting your visit.  
Dont miss this unique event... Come to Vidcom'80!**

**The annual meeting place  
for the people and the techniques of videocommunications.**

**Bernard CHEVRY**  
Commissaire Général

**Xavier ROY**  
Directeur International  
179, av. Victor Hugo  
75116 PARIS  
Tel. : 505.14.03  
Télex : 630547 MID ORG

U.S. Representative  
**John NATHAN - Lora BALLATO**  
30, Rockefeller Plaza, Suite 4535  
NEW YORK - N.Y. 10112  
Tel. : (212) 489.13.60  
Telex : 235309 OVMU UR

U.K. Representative  
**Jack KESSLER**  
International Exhibition Organisation  
9, Stafford Street  
LONDON W1X 3PE  
Tel. (01) 499.2317  
Télex : 25230 MIP TV/MIDEM LDN

**Hisahiko TAKADA**  
Centre Franco-Japonais d'Echanges  
Techniques et Economiques S.A.  
Ror Bldg. - 7 F  
5-5-1, Roppongi, Minato-Ku  
TOKYO 106  
Tel. : (03) 404.58.46  
Télex : J 25366 CEFRAJA

Please send me, with no obligation on my part, your descriptive literature.

NAME .....

COMPANY .....

ADDRESS .....

COUNTRY .....


POSITION .....

TEL. ....


Please send this reply coupon to **MIDEM ORGANISATION**, 179, av. Victor-Hugo,  
75116 PARIS - Tél. : 505.14.03 - Télex 630547 MID ORG.

# MUSIC WEEK MUSIC WEEK MUSIC WEEK

**WHOSE PROBLEM am I?**  
 featuring the stunning Martha Davis  
 on the compelling new single  
 from the  
**MOTELS**



CL 16162




**MILLIE JACKSON**

**THIS IS IT**

POSP 159

Order from PolyGram: 01 590 6044



**THE FLATBACKERS**  
 NEW SINGLE

**JUMPING IRON**

IN SPECIAL PICTURE BAG  
*Picking up airplay*

REDS 005




# TOP 75 SINGLES

Rank	Artist	Title	Label	Chart Info
1	Kelly Marie	FEELS LIKE I'M IN LOVE	Calibre 1	Week-ending September 13, 1980
2	Jam	START	Polydor 2059 266	● MILLION (PLATINUM)
3	David Bowie	ASHES TO ASHES	RCA BOW 6	● 1/2 MILLION (GOLD)
4	Randy Crawford	ONE DAY I'LL FLY AWAY	Warner Brothers K 17680	● 1/4 MILLION (SILVER)
5	Hazel O'Connor	EIGHTH DAY	A&M AMS 7553	
6	Sheena Easton	9 TO 5	EMI 5066	
7	Elvis Presley	IT'S ONLY LOVE/BEYOND THE REEF	RCA 4	
8	Cliff Richard	DREAMIN'	EMI 5095	
9	Piranhas	TOM HARK	Sire/Hansa SIR 4044	
10	Sheena Easton	MODERN GIRL	EMI 5042	
11	Mike Berry	SUNSHINE OF YOUR SMILE	Polydor 2059 261	
12	Gary Numan	I DIE YOU DIE	Beggars Banquet BEG 46	
13	Clash	BANK ROBBER	CBS 8323	
14	Village People	CAN'T STOP THE MUSIC	Mercury MER 16	
15	Marianna	IF IT'S ALL RIGHT WITH YOU BABY	Korgis	
16	Stiff Buy 84	BAGGY TROUSERS	Stiff BUY 84	
17	Sue Wilkinson	YOU GOTTA BE A HUSTLER	Sue Wilkinson	
18	Change	SEARCHING	Change	
19	Madness	YOU GOTTA BE A HUSTLER	Madness	
20	Sue Wilkinson	YOU GOTTA BE A HUSTLER	Sue Wilkinson	
21	Change	SEARCHING	Change	
22	XTC	GENERALS - MAJORS - DON'T LOSE YOUR TEMPER	WEA K 79156	
23	Change	SEARCHING	Change	
24	Sue Wilkinson	YOU GOTTA BE A HUSTLER	Sue Wilkinson	
25	Madness	BAGGY TROUSERS	Madness	
26	Olivia Newton John	MAGIC	Jet 196	
27	Gladys Knight & The Pips	TASTE OF BITTER LOVE	CBS 8890	
28	Skids	CIRCUS GAMES	Skids	
29	Tom Browne	FUNKIN' FOR JAMAICA	Arista ARIST 357	
30	Stevie Wonder	MASTERBLASTER (JAMMIN')	Motown TMG 1204	
31	Electric Light Orchestra	ALL OVER THE WORLD	Jet 195	
32	George Benson	GIVE ME THE NIGHT	Warner Brothers LV 40	
33	Split-Enz	I GOT YOU	A&M AMS 7546	
34	Judas Priest	UNITED	CBS 8897	
35	Stevie Wonder	IF YOU'RE LOOKIN' FOR A WAY OUT	Chrysalis CHS 2441	
36	Odyssey	IF YOU'RE LOOKIN' FOR A WAY OUT	RCA 5	
37	Robert Palmer	JOHNNY & MARY	Atlantic K 11554	
38	Paul Simon	LATE IN THE EVENING	Island WIP 6638	
39	Leo Sayer	MORE THAN I CAN SAY	Warner Brothers K 17666	
40	Buzzcocks	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
41	Chrysalis	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
42	United Artists	ARE EVERYTHING/WHY SHE'S A GIRL	United Artists BP 365	
43	Stacy Lattisaw	DYNAMITE	Atlantic K 11554	
44	Robert Palmer	JOHNNY & MARY	Island WIP 6638	
45	Paul Simon	LATE IN THE EVENING	Warner Brothers K 17666	
46	Leo Sayer	MORE THAN I CAN SAY	Chrysalis CHS 2442	
47	Buzzcocks	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
48	Chrysalis	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
49	United Artists	ARE EVERYTHING/WHY SHE'S A GIRL	United Artists BP 365	
50	Warner Brothers	ARE EVERYTHING/WHY SHE'S A GIRL	Warner Brothers K 17666	
51	Stacy Lattisaw	DYNAMITE	Atlantic K 11554	
52	Robert Palmer	JOHNNY & MARY	Island WIP 6638	
53	Paul Simon	LATE IN THE EVENING	Warner Brothers K 17666	
54	Leo Sayer	MORE THAN I CAN SAY	Chrysalis CHS 2442	
55	Buzzcocks	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
56	Chrysalis	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
57	United Artists	ARE EVERYTHING/WHY SHE'S A GIRL	United Artists BP 365	
58	Warner Brothers	ARE EVERYTHING/WHY SHE'S A GIRL	Warner Brothers K 17666	
59	Stacy Lattisaw	DYNAMITE	Atlantic K 11554	
60	Robert Palmer	JOHNNY & MARY	Island WIP 6638	
61	Paul Simon	LATE IN THE EVENING	Warner Brothers K 17666	
62	Leo Sayer	MORE THAN I CAN SAY	Chrysalis CHS 2442	
63	Buzzcocks	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
64	Chrysalis	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
65	United Artists	ARE EVERYTHING/WHY SHE'S A GIRL	United Artists BP 365	
66	Warner Brothers	ARE EVERYTHING/WHY SHE'S A GIRL	Warner Brothers K 17666	
67	Stacy Lattisaw	DYNAMITE	Atlantic K 11554	
68	Robert Palmer	JOHNNY & MARY	Island WIP 6638	
69	Paul Simon	LATE IN THE EVENING	Warner Brothers K 17666	
70	Leo Sayer	MORE THAN I CAN SAY	Chrysalis CHS 2442	
71	Buzzcocks	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
72	Chrysalis	ARE EVERYTHING/WHY SHE'S A GIRL	Chrysalis CHS 2442	
73	United Artists	ARE EVERYTHING/WHY SHE'S A GIRL	United Artists BP 365	
74	Warner Brothers	ARE EVERYTHING/WHY SHE'S A GIRL	Warner Brothers K 17666	
75	Stacy Lattisaw	DYNAMITE	Atlantic K 11554	

15	20	IT'S STILL ROCK & ROLL TO ME Billy Joel	CBS 8753	40	60	TWO LITTLE DOTS/HORSE Sploginessabounds	Deram ROLF 1
16	8	WINNER TAKES IT ALL Abba	Epic EPC 8835	41	28	PRIVATE LIFE Grace Jones	Island WIP 6629
17	24	PARAMOID Black Sabbath	Nems BSS 101	42	57	BIG TIME Rick James	Motown TMG 1198
18	54	ANOTHER ONE BITES THE DUST Queen	EMI 5102	43	41	BACKSTROKIN' Fatback	Spring POSP 149
19	15	OOPS UPSIDE YOUR HEAD Gap Band	Mercury MER 22	44	36	THE WHISPER Selector	Selector CHSS 1
20	22	A WALK IN THE PARK Nick Straker Band	CBS 8525	45	NEW	YOU SHOOK ME ALL NIGHT LONG AC/DC	Atlantic K 11600
21	21	MARIE MARIE Shakm' Stevens	Epic EPC 8725	46	67	BODY LANGUAGE Dooleys	GTO GT 276
22	27	BEST FRIEND - STAND DOWN MARGARET The Beat	Go Feet FEET 3	47	42	UNLOCK THE FUNK Locksmith	Arista ARIST 364
23	14	UPSIDE DOWN Diana Ross	Motown TMG 1195	48	37	SUMMER FUN Barracudas	Zonophone Z 5
24	32	I OWE YOU ONE Shalamar	Solar SO 11	49	44	SARTORIAL ELOQUENCE Elton John	Rocket XPRES 41
25	25	I WANT TO BE STRAIGHT Ian Dury	Stiff BUY 90	50	48	YEARS FROM NOW Dr. Hook	Capitol CL 16154
				55	38	MARIANA Gibson Brothers	Island WIP 6617
				65	NEW	D.I.S.C.O. Ottowan	Carrera CAR 161
				67	49	ANOTHER DAY ANOTHER GIRL Lambrettas	Rocket XPRES 36
				68	71	PEACHES Darts	Magnet MAG 179
				69	NEW	CRAZY TRAIN Ozzy Osbourne's Blizzard Of Oz	Jet 197
				70	59	DANCIN' ON A WIRE Surface Noise	Groove GP 102
				71	NEW	ARMED & READY Michael Schenker Group	Chrysalis CHS 2455
				72	NEW	MISUNDERSTANDING Genesis	Charisma CB 369
				73	NEW	THREE LITTLE BIRDS Bob Marley & The Wailers	Island WIP 6641
				74	61	LOVE MEETING LOVE Level 42	Polydor POSP 170
				75	NEW	GOTTA PULL MYSELF TOGETHER No!ans	Epic EPC 8878

Top 75 compiled for Music Week and BBC based upon 260 from a panel of 660 conventional record outlets by the British Market Research Bureau Ltd.



**Q-TIPS**

**NEW SINGLE**  
A Man Can't Lose

Some Kinda Wonderful  
CHS 2456

Chrysalis  
RECORDS

© British Market Research Bureau Ltd. 1980 publication rights licensed exclusively to Music Week and broadcasting rights to the BBC. All rights reserved.



**MATAVA CLIFFORD**

IT'S GETTING HOT  
C/W HOT LINE  
THE NEW HOT SINGLE FROM  
**MATAVA CLIFFORD**  
"HOTLINE BREAKOUT BOOGIE!"  
IT'S RED HOT AND IT'S ON A HIT

BAT BEAT RECORDS  
87 COLES GREEN ROAD  
LONDON NW2 7JH.  
Tel: 01-450 6656

ORDER FROM PINNACLE HOT LINE 0689 73146

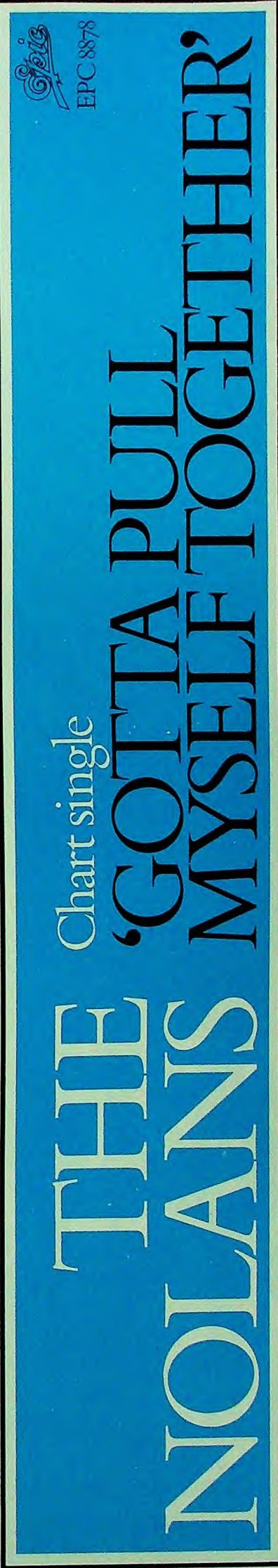



Chart single  
**'GOTTA PULL MYSELF TOGETHER'**

**THE NO!ANS**

Epic  
EPC 8878

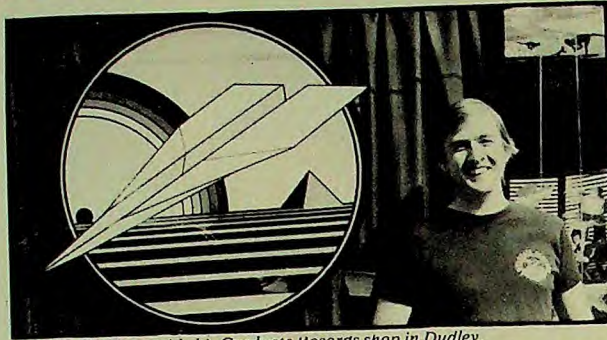
RETAILING

# Graduate Records finds success by degrees

TEN YEARS ago, part-time DJ David Virr opened a chain of shops dealing in second-hand records. Today, with his wife Sue, he heads Dudley-based Graduate Records, which is on the way to becoming one of the UK's most successful independent labels following the success of UB40, as well as becoming a thriving wholesale and retail outlet.

The Midlands may not seem the most ideal location for a growing record company operation, but the Virrs have found few difficulties in being based in the small market town of Dudley. As David Virr says: "We succeed as an independent retailer because we specialise in product that the multiples will not stock — and both that, and the wholesale operation, enable us to keep close to grass roots, and know what is happening musically."

Virr originally co-owned five Graduate Records shops, in Dudley, Wolverhampton, Edgbaston, Walsall and Stoke. Six years ago however he and his then-partner decided to part ways. "Basically he



DAVID VIRR, outside his Graduate Records shop in Dudley.

wanted to expand the chain, and I wanted to get more into the production side. I sold my share of four of the shops, which are now called Sundown Records, but retained the Dudley outlet and then built up the wholesale and distribution side," Virr recalls.

"We kept going by supplying other shops with small label product, and building the business little by little. Two years ago we

started the Graduate Records label, using the knowledge that we had gained from the wholesale and retailing business."

The first five singles released by Graduate all made the alternative charts, but with the release of UB40's Food For Thought/King, which sold 400,000 units, the label's name finally became known to record buyers throughout Britain. Subsequently, the band's My Way



CO-DIRECTOR Sue Virr.

Of Thinking/I Think It's Going To Rain Today has repeated that success, and their debut album, Signing Off, notched-up pre-release orders of 50,000.

UB40 themselves have a similar success story. The eight-piece group were formed in Birmingham in December 1978 and rapidly built up a strong following on the club circuit for their brand of jazz dub reggae. The Virrs signed the band only last November, after seeing them play at Wolverhampton Polytechnic — and in the face of stiff bidding from bigger, established companies.

"The band were looking for artistic freedom, and I think that is why they signed with us," Virr says. "From a financial point of view, we didn't give them a big advance, but instead put them on a percentage basis. They realised the sense in that. In addition they know that with a label like Graduate Records, they can get through to us anytime — they don't have to go through a board of directors."

To date, Graduate has released nine singles, the most recent of which is Black Sabbath keyboards player Jezz Woodroffe's single, Peace In Our Space, which is dedicated "to the athletes affected by the Moscow Olympics". Woodroffe has also released an album, Opposite Directions (GRADLP 1), which he has been personally promoting in record stores by actually playing live in the shops.

Among the other names to have had singles released were Midland bands like Eazie Ryder, Venigmas,

Last Gang, Circles, Mean Street Dealers and Sussed — and several have since moved on to bigger companies.

Virr adds: "We listen to bands all the time, going and seeing them perform live. Although until now we have done several one-off singles, our policy really is to develop acts, rather than have just hit singles. And we are open to all musical styles."

"Obviously we will be continuing the retail and wholesale side of Graduate Records — it keeps us in touch with what is happening at street level. We can actually test-market records in the shop and get an honest opinion from the public. One A&R guy from a major company even offered to come and work for us, in the shop, because it helped him to find out what was happening on the local music scene!"

While David and Sue Virr run the overall company, they are assisted by a small but able staff which includes David Ingham (co-ordinating all the promotion), Sandra Marshall (administration), David Caddick (shop manager), Julie Law (wholesale) and Tony Calder (international business repertoire). In London, Neil Ferris looks after radio promotion while PR man Keith Altham handles press.

The label uses independent record presses in the UK, and also Ireland and France, while distribution is done jointly with Spartan. In fact, the general policy of the independent Graduate Records is to use only independents in every sphere. Even the company's graphics are being done by a local independent artist, Geoff Tristram.

Virr adds: "Obviously we get a lot of bands and artists coming in with tapes, and it isn't possible to help them all, but what we can do is point them in the right direction. Even if we cannot sign them, there are other small labels around who maybe could do something for the band."

"A lot of people have come to us for advice on setting up a new label, and in fact we will shortly be releasing a single by Ruby Turner, a local singer, on her own label, Sun Flower Records."

## MTA clarifies in-store music licence tariff

DETAILS OF the impending changes in the Performing Right Society tariff, where these affect record shops which play music in-store for customers, have now been clarified by the MTA, as a misunderstanding resulted from the association's initial news letter on the subject.

The MTA stresses that the changes, which will raise the licence fee for in-store music playing, are as yet proposals (the PRS having given the MTA an undertaking to consult it on any such possible changes). No changes have yet been decided on.

The rate quoted in *MW*, August 30 as current (18.2p per square metre), for the use of background and demonstration music on record player or TV, is, in fact, that which applied in February 1979. Since then, because the PRS's tariff allowed it to make increases in line with the increasing Retail Price Index, the fee has risen by 30 per cent. Now it is approximately 23.7p per square metre. So an increase to the proposed 24.2p is an increase of two per cent.

The MTA, which is continuing its consideration of the PRS proposals, and noting the opinion of its dealer members, holds the opinion that "the Society's proposals amount to a technical change in its tariff

## News in brief...

structure and would involve very small individual royalty increases, if at all".

THAT FAMOUS catalogue of recordings of bells, barbershop music, mechanical music and other items as far from R&R as it is possible to go — Saydisc — celebrated its fifteenth year by adding Lugtons to its list of distributors, from the first of this month.

THERE MAY still be some faulty copies of the Pretty Things album Cross Talk in circulation, and WEA — which is aware of the fact that on the initial batch of pressings the A and B side labels are reversed — is willing to replace any affected discs if they are returned to the office at Alperton.

NEW PRICE structure from September 1 for the Ariola release of the third and latest Sky album puts RRP for LP and cassette at £6.99, and dealer price at £5.24.

# THE REVILLOS

STANZO thru didisc

# REVUP

NEW LP LP DIDX 3. Cassette DIDCX 3. R.R.P. £4-99

Backed by extensive advertising, displays & British Tour

Order from CBS 01-960-2155 or your VIRGIN Representative

Edited  
by  
CHRIS WHITE

TALENT

# Colman turns to production

AFTER SUCCESS as a musician in the mid-Sixties and in more recent years as a disc jockey for both Radio London and Radio 1, Stuart Colman is now developing a new facet of his career — as a record producer.

Responsible for Shakin' Stevens latest Top 20 hit, Marie Marie, Colman has also been producing singles released by Stiff Records and MCA.

Originally having his first taste of success in the music world as a member of Pinkertons Assorted Colours, who had a hit in 1966 with

Mirror Mirror, Colman played in several other groups, and in 1976 became a radio DJ.

A big rock and roll buff, Colman wrote to the BBC and told them that they should be doing a rock and roll radio programme.

"Not only that, I told them that I should be doing it! At the same time I sent them a pilot tape of what I had in mind. It was about the time that Rosco and Johnny Walker had left Radio One and the result was that I did a couple of specials. The whole thing built up and eventually I was given an established spot."

Later, Colman was offered a residency on Radio London, as replacement to Charlie Gillett. His

programme, Echoes, became a showcase for relatively unknown bands — at that time — like Dire Straits, Live Wire and Chas & Dave.

"The show has grown from strength to strength — we have been allowed total freedom in what we can do and that is something we have taken full advantage of."

One aspect of the programme has involved demo tapes, when unsigned bands and artists are invited to send in examples of their work and have their music assessed by a panel of music business experts, such as A&R men and DJs. One band to come out of that was Bad Manners, now with Magnet Records.

Another Radio London show Colman has hosted is The Fastest Record Show In The West when rock artists — such as Jimmy Page of Led Zeppelin — discuss their career and play their favourite music.

Colman's record producing activities started after he started producing sessions for Radio One. Co-incidentally, Shakin' Stevens was the first artist he produced for the station.

"At that time I felt that Stevens was singing the wrong songs and had the wrong musicians — his earlier single, Hot Dog, was really a diamond in the rough. Marie Marie was a dream to produce, and in fact it is part of an album that we have finished.

"The whole project is very exciting because Stevens is lined up for a 26-week coast-to-coast TV show in the US and both album and single will be released there at the same time."



PETER SARSTEDT, who first sprang to fame eleven years ago with the classic *Where Do You Go To My Lovely?*, returns to recording with English Girls, his first single for the Songwriters Workshop label.

The song, penned by Sarstedt, has been described as the sequel to *Where Do You Go To*, and is backed by another Sarstedt song, *Southern Belle*, dedicated to his American wife, Joanna.

Pictured left to right are: Tim Hollier, head of the Songwriters Workshop label, producer Simon Heyworth, Jack Adams, head of the cutting room at RCA's studios, and Sarstedt.

Picture: Gavin Ashworth of Academy Studios.

## Yes embark on biggest tour yet

YES EMBARK on one of their biggest UK tours in mid November — commencing at Bristol Hippodrome on November 16, it will culminate with seven shows at The Rainbow, ending on December 18. The band — which recently added Buggles members Geoff Downes and Trevor Horn to their line-up — have put together a new stage show and will be featuring material from their Drama album. Promoter of the tour is Harry Goldsmith.



RORY GALLAGHER was presented with a plaque to mark a record number of headline appearances at the Reading Festival — seven in 20 years — and a record box-office of over 30,000 for a Friday night. At the presentation, pictured in the Chrysalis tent, are: jazz band leader Chris Barber, Gallagher, the Mayor of Reading Mrs Marion Absalom, promoter Jack Barrie, and Harold Pendleton, chairman of the Marquee group of companies.

Edited by  
SUE FRANCIS  
Tel: 439 9756

TIP SHEET

# Cannon all ready to lend an ear

IN A time of recession, with many labels cutting back, Carrere Records, though tightening up its roster, is continuing its expansion and promotion programme in America with executive Freddy Cannon at Musexpo listening to product.

Cannon, MD of Carrere UK, can pick up acts while there for worldwide release for Claude Carrere's independent company.

"Then it's my responsibility," says Cannon who was responsible for signing Saxon.

Cannon, who runs a tight operation in London, feels flexibility is one key to achieving results in these tough times.

"The success of a small label often depends on adapting to day by day situations. I find I must live and make plans as events occur. I think music executives must get off their asses a bit more," he adds.

While in America, Cannon is looking to meet new people and make contacts at Musexpo and "hear what they've got to play. Perhaps I'll find a hit album out of it," he says. Groups who have achieved chart success through the Cannon/Carrere touch are Clout, Dollar and the Monks.

**CONTACT:** Freddy Cannon in America during Musexpo at Sheraton Bal Harbour, 9701 Collins Avenue, Bal Harbour, Florida 33154. (305) 865 7511. In London, 20-22 Queen Street, Mayfair, London W1. (01) 493 7406.



SINGER POLLY Brown, above, lead singer with the successful group Pickettywitch, has formed her own record label, Witch Records, and is looking for distribution outside the UK. Witch Music is free for sub-publishing outside Britain.

Brown formed the company particularly to enable her to have control over the direction of her career and, depending on its progress, will look for other artists "in the near future", she says.

As managing director of the label, Brown will handle its day to day affairs. The other three directors are Mike Maurice, chairman and business adviser; Sim Shury, widow of arranger/composer Gerry Shury and promotion lady, Maggi Farran.

Witch is signed for distribution with Pinnacle for the UK and its first release, just out, is *Bewitched*, a disco version of *Bewitched*, *Bothered and Bewildered*, produced and arranged by the late Gerry Shury. An album is almost completed plus three possible singles.

**CONTACT** Jaki Kitson-Jones, Condor Public Relations, 299 Oxford Street, London W1 (01) 499 7324 or Witch Records (01) 577 1310.

# Lasers seek frontman

LASERS, THE r&b band managed by Brian Lane, are seeking a new singer/frontman (as mentioned in Dooley last week).

Chrissie Cremore, who brought the band to Lane in February explains: "We have had good reactions to Lasers from various record labels but after seeing them live, felt our lead singer did not have that 'X' ingredient. He has a fantastic voice, but his image did not blend with the other characters of the band."

These characters/members by the way include the much experienced Rod Combes on drums (Jeff Beck,

Juicy Lucy, Steelers Wheel, Strawbs and Fame), Clive Mulcahy on guitar and Kevin Weatherill on bass. Their music is rhythm and blues, strong on good melodic rock.

Now the band have a college tour on the books and various bodies eager to hear a new tape with a new voice, so as Cremore puts it "should anyone feel they are talented/professional enough to front this band, please contact me or send a tape and photograph".

**CHRISSE CREMORE**, Sun Artistes, 9 Hillgate Street, London W8. (01) 727 2791.

# American offer from Robbins

CORY ROBBINS, general manager of Panorama Records, phoned TipSheet from New York to say he is looking for masters, singles, etc, from those who want distribution in America.

Panorama, owned by MCA Music and distributed by RCA, originated This Feelin' by Frank Hooker and Positive People on DJM last month.

Robbins described the kind of music he is after, "single oriented, R&B, Top 40, even new wave, but not too extreme as it does not go over well in the US."

**CONTACT** Cory Robbins, Panorama Records, 445 Park Avenue, New York, New York 10022. (212) 759 7500.

# New wave down under

DANNY BECKERMAN, a producer and writer with a track record in the UK, is presently residing in Australia and reports he has been inundated with requests for contemporary new wave material.

Beckerman is now involved in jingle writing and producing many new groups. He is managed by Leosong Management and they have formed a joint publishing company in Australia. He asks that publishers or writers with new wave material that is available for the territory of Australia should contact either David Simmons or Ray Ellis of Leosong, 4a Newman Passage, London W1. (01) 580 7118.

# Upcoming FIDOF events

NEWS OF up and coming events from FIDOF:

The Sixth VIDCOM, an international exhibition and market place of equipment, materials and services, will be held in Cannes at the Palais de Festivals from September 29 to October 2, 1980.

The Yugoslav Song Festival, Youth '80, which has been held in Subotica on May 25 to honour the birthday of the late President Tito, will take place in an

enlarged fashion on October 9-10.

The International Song Festival in Puerto Rico, organised by Charlie Vazquez, will take place in San Juan on October 31 to November 5, 1980.

The second International Video Rights Conference will take place on November 24-25, 1980, at the Piccadilly Hotel in London.

Rules, entry forms, further information available from FIDOF's office, PO Box 370, Split, Yugoslavia.

12	Gillian	Virgin V 21771
16	9 GAN'T STOP THE MUSIC Soundtrack	Mercury 5399 051
17	23 ONE-TRICK PONY Paul Simon	Warner Brothers K 56846
18	NEW WILD PLANET B 52's	Island ILPS 9622
19	14 DEEPEST PURPLE Deep Purple	Harvest EMTV 25
20	11 I AM WOMAN Various	Polystar WOMTV 1
21	73 FAME Soundtrack	RSO 2479 253
22	25 BAT OUT OF HELL Meat Loaf	Epic/Cleveland International EPC 82419
23	13 DIANA Diana Ross	Motown STMA 8033
24	20 GLASS HOUSES Billy Joel	CBS 86108
25	A Jethro Tull	Chrysalis CDL 1301

© British Market Research Bureau Ltd. 1980 publication rights licensed exclusively to Music Week and broadcasting rights to the BBC. All rights reserved.

41	52 GLUES Robert Palmer	Island ILPS 9595
42	58 SOUNDS SENSATIONAL Bert Kaempfert	Polydor POL TV 10
42	30 WHEELS OF STEEL Saxon	Carrere CAL 115
44	47 RUMOURS Fleetwood Mac	Warner Brothers K 56344
45	67 TRUE COLOURS Split Enz	ABM AMLH 64822
46	35 EMOTIONAL RESCUE Rolling Stones	Rolling Stones CUN 39111
47	42 OUTLANDOS D'AMOUR Police	ABM AMLH 68902
48	43 WAR OF THE WORLDS Jeff Wayne's Musical Version	CBS 96000/WOW 100
49	26 ELVIS ARON PRESLEY Elvis Presley	RCA ELVIS 25
50	60 SOMETIMES YOU WIN Dr. Hook	Capitol EST 12018

66	— PRETENDERS Pretenders	Real BAL 3
67	62 READY & WILLING Whitesnake	United Artists UAG 30302
68	— DEMOLITION Girlschool	Bronze BRON 525
69	57 THE WALL Pink Floyd	Harvest SHDW 411
70	40 McVICAR Roger Daltrey	Polydor POLD 5034
71	54 ANOTHER STRING OF HOT HITS Shadows	EMI EMC 3339
72	44 ONE STEP BEYOND Madness	Stiff SEEZ 17
73	66 PARALLEL LINES Blondie	Chrysalis CDL 1192
74	65 HEAVEN & HELL Black Sabbath	Vertigo 9102 752
75	56 THE MAGIC OF BONEY M Boney M	Atlantic/Hansa BMTV 1

Top 75 compiled for Music Week and BBC based upon 260 from a panel of 460 conventional record outlets by the British Market Research Bureau Ltd.

# THE SOUNDS BOOK OF THE ELECTRIC GUITAR



COMPILED BY TONY MITCHELL

£1.50/\$4.00

## 'THE SOUNDS BOOK OF THE ELECTRIC GUITAR'

### A NEW BOOK FOR THE ROCK FAN

Without the electric guitar, rock music could never have happened, but today, for any kid thinking about following in the footsteps of his favourite axe hero, the choice of instruments is bewildering.

Tony Mitchell's book clears a path through the product jungle, with reviews of over 50 currently available electric guitars from the cheapest copies to the fabulously expensive axes used by top stars. It prefaces them with eight chapters of advice and guidance for the beginner, based on experience gained during Tony's five years as Technical Editor of *Sounds*. The book is attractively illustrated to appeal to all guitar fans, whether active musicians or not, and includes useful product appendices and a foreword by Yorkshire's first guitar hero, Bill Nelson.

The book is a must for dealers and retailers alike. To show you're still in touch with the music and your customers, buy your copy today.

Available now £1.50.

**EVERYTHING YOU'VE ALWAYS WANTED TO KNOW ABOUT THE ELECTRIC GUITAR BUT WERE AFRAID TO ASK.**

# YOUR WORST FEARS CONFIRMED

## Dead Kennedys

**ALBUM OUT NOW**

Dead Kennedys' album  
Fresh Fruit for Rotting Vegetables  
Cat.no. B RED 10

- MAJOR CONSUMER ADVERTISING
- DEALER POSTER & STREAMER
- DEAD KENNEDYS TOUR (dates below)

Order from your Spartan representative or phone 01.903 4753/6

Overseas distribution: Caroline Exports 01.961 2919

Cherry Red Records Ltd.  
199 Kingston Road London SW 19

Publishing: Virgin Music (Publishers) Ltd.



### TOUR DATES

- |                           |                                |
|---------------------------|--------------------------------|
| SEPT 25 SCARBOROUGH Taboo | 4 MANCHESTER Poly.             |
| 26 DUNDEE Caird Hall      | 5 BLACKBURN King George's Hall |
| 27 EDINBURGH Night Club   | 8 LONDON Music Machine         |
| 29 LIVERPOOL Bradys       | 10 COVENTRY Lanchester Poly.   |
| 30 NOTTINGHAM Boat Club   | 11 WEST RUNTON Pavilion        |
| OCT 1 NORTHAMPTON Paddock | 12 BRIGHTON Jenkinsons         |
| 3 SHEFFIELD The Lead Mill |                                |

Representation: Panda Artistes 01 727 8836

# RELEASES

## SINGLE INDEX

ALPERT, Herb	R
ANDREWS, Barry	R
ARCHIES	S
ARISTA FUNKERS	S
ASHFORD AND SIMPSON	L
BAD MANNERS	S
BAKER, Bart	C
BAKER, La Verne	T
BALL, Keny And Jazzmen	M
BARROW POETS	H
BENATAR, Pat	T
BET LYNCH'S LEGS	S
B. BUMBLE AND THE STINGERS	N
CARRASCO, Joe 'King'	B
CASCADES	R
CHARLES, Tina	T
CHEFS	S
CLIFFORD, Linda	R
COASTERS	Y.P.
COLD CHISEL	C
CRAMPS	D
CRAVATS	P
CRUCIFIXION	T
CUMBERBATCH, Ken	N
DAMNED	H
DARIN, Bobby	S
DE VILLE, Willy	H
DEE ANNE	M
DIRT BAND	P
DIXIE CUPS	C
EYE TO EYE	A
FALL	T
FENDERMEN/RON HOLDEN	M
FIST	F
FLEMING, George	I
FORBERT, Steve	G
FRED, John and the Playboy Band	J
GAP BAND	T
GIBSON BROTHERS	M
GOODALL, Howard	I
GOOM, Derek	J
GRAHAM, Larry	O
GREGG, John	C
HAMMATAN	N
HARDROCK, GUNTER	J
HARRISON, Noel	W
HELMET BOYS	H
HENDRIX, Jimi	J
HIGH SOCIETY	I
HOLLIES	L
HOLLOWAY, Loleatta	H
HOWELL, Peter	T
HUDSON, David	H

ISAAC, Anthony/Eric Hill	M
JOURNEY	A
JUNIOR TUCKER	S
KENNY, Gerard	M
KICKS	M
KINGSMEN	L
KISS PATROL	M
LEE, Curtis	U
LINDA AND THE DARK	H
MCCARTNEY, Paul	T
MCFADDEN AND WHITEHEAD	J
MANFRED MANN'S EARTH BAND	L
MANHATTAN TRANSFER	N
MEXICANO	M
MODERN ROMANCE	T
NELSON, Ricky	J
OLDFIELD, Mike	A
OLDFIELD, Sally	A
OZZY OSBOURNE	C
PRESS	S
PURSEY, Jimmy	L
Q TIPS	A
RAH BAND	J
RELUCTANT STEREOTYPES	P
ROLLING STONES	R
RUMOUR	R
RUNSWICK, Daryl	W
SCOTT, Jeff	K
SHANGRI-LAS	L
SHOWADDYWADDY	W
SKAFISH	M
SMOKIE	R
SNIFF 'N' THE TEARS	P
SPECIALS	L
STEP	I
STEWART, Rod	L
STILETTO	S
SWEET	S
THOMPSON, Barbara	S
TOP SPEED	K
VAPORS	W
VARDIS	H
VHF	L
VICTIM	I
WAKELIN, Johnny	I
WALKER, Bobbi	S
WASTED YOUTH	I
WHISPERS	O
WOODCROFT, Ray	W
XL5'S	F

**DISTRIBUTORS CODE**  
 A—PRT/Py, C—CBS, W—WEA, E—EMI, F—PolyGram, H—H.R. Taylor, L—Lugtons, R—RCA, S—Selecta, X—Clyde Factors, Z—Enterprise, CR—Creole, P—Pinnacle, RT—Rough Trade, SH—Shannon, Q—Charmdale, G—Lightning, SP—Spartan, FP—Faulty Products.

LIES (THROUGH THE '80S), You're Not My, MANFRED MANN'S EARTH BAND. Bronze BRON 103(E)
LITTLE MISS UNDERSTOOD, So Much To Say, ROD STEWART. Immediate VS 366(C)
LOUIE LOUIE, Jolly Green Giant, KINGSMEN. Old Gold OG 9054(G)
LOVE DON'T MAKE IT RIGHT, Bourgie Bourgie, ASHFORD & SIMPSON. Warner Bros K 17679(W)
LOVE SENSATION, I've Been Loving You Too Long, LOLEATTA HOLLOWAY, Salsoul SALT 6(R)
LOVELY LADY, Everybody's Somebody's Fool, RAY WOODCROFT. SRT SRTS 80430(L/P/H)
LUCKY MAN, Black And White Rock Reggae, JIMMY PURSEY. Polydor POSP 154(F)

<b>MN</b>
MAGGIE, Nickels And Dimes, GERARD KENNY, RCA 3(R)
MAKE A LITTLE MAGIC, Jas' Moon, DIRT BAND. United Artists UP 631(E)
MANDALA, Woman Of The Night, SALLY OLDFIELD. Bronze BRON 104(E)
MAYBE JUST ONCE, Polanski, KICKS. Polydor POSP 177(F)
MAYBE ONE TIME, No Liberation Here, SKAFISH. Illegal ILS 0022(A/FP)
MCKENZIE, Love Theme From McKenzie, ANTHONY ISAAC/ERIC HILL. BBC RESL 82(A)
METROPOLIS, Because I Love You, GIBSON BROTHERS. Island WIP 6640(E)
MIDNIGHT IN MOSCOW, Cast Your Fate To The Wind, KENNY BALL & HIS JAZZMEN/SOUNDS ORCHESTRAL. Old Gold OG 9087(G)
MIDNIGHT IN MOSCOW, (tba), KISS PATROL. Titanic SON 2211(A)
MODERN ROMANCE, I Believe In Me, MODERN ROMANCE. WEA K 18329(W)
MULE SKINNER BLUES, Love You 'So, FENDERMEN/RON HOLDEN. Revival REV 6004(G)
NITE OF BLUES, Don't Turn Away, HAMMATAN, Lagos International LIS 01/LIS 1201(SP)
NO TURNING BACK, Sea Breeze, KEN CUMBERBATCH. Edge 3(W)
NOTHING YOU CAN DO ABOUT IT, Wacky Dust, MANHATTAN TRANSFER. Atlantic K 11606(W)
NUT ROCKER, Bumble Boogie, B. BUMBLE & THE STINGERS. Old Gold OG 9080(G)

<b>O</b>
ONE IN A MILLION, The Entertainer, LARRY GRAHAM. Warner Bros K 17685(W)
OUT THE BOX, Welcome Into My Dream, WHISPERS. Solar SO/SOT 12(R)

<b>P</b>
PARTY LIGHTS, Baby Ba Ba Boogie, GAP BAND. Mercury MER/MERX 37(F)
PLANS FOR TODAY, Subway, RELUCTANT STEREOTYPES. WEA K 18335(W)
POISON IVY, Charlie Brown, COASTERS. Old Gold OG 9056(G)
POISON PEN MAIL, What Can Daddy Do, SNIFF 'N' THE TEARS. Chiswick CHIS 131(E)
PRECINCT, Who's In With Me, CRAVATS. Small Wonder SMALL 24(RT)
PRIVATE NUMBER, Billy The Kid, DEE ANNE. WEA K 18328(W)

<b>R</b>
RED HOT, Interlude, HERB ALPERT. A&M AMS/AMSP 7557(C)
RED LIGHT, Ralph And Monty (7'')/Hot Lunch Jam (12''), LINDA CLIFFORD. RSO RSO/RSOX 64(F)
RHYTHM OF THE RAIN, Shy Girl, CASCADES. Old Gold OG 9057(G)
ROLLING STONES SINGLES COLLECTION, Come On/I Wanna Be Your Man (STONE 1), It's All Over Now/I Want To Be Loved (STONE 2), (I Can't Get No) Satisfaction/Little By Little (STONE 3), Not Fade Away/Little Red Rooster (STONE 4), The Last Time/Paint It Black (STONE 5), Get Off My Cloud/Play With Fire (STONE 6), Jumpin' Jack Flash/As Tears Go By (STONE 7), 19th Nervous Breakdown/Have You Seen Your Mother Baby Standing In The Shadow (STONE 8), Let's Spend The Night Together/You Can't Always Get What You Want (STONE 9), Honky Tonk Women/Ruby Tuesday (STONE 10), Street Fighting Man/Out Of Time (STONE 11), Sympathy For The Devil/Gimme Shelter (STONE 12), ROLLING STONES Decca STONE 1-12(F)
ROSSMORE ROAD, Win A Night Out With A Well Known Paranoic, BARRY ANDREWS. Virgin VS 378(C)
RUN TO ME, Look What You're Doin', SMOKIERAK 321(E)

<b>S</b>
SAY YOU LOVE ME/AFTERGLOW, Juice/Dance Of Love, ARISTA FUNKERS/BREAKWATER/GARY BARTZ/JEFF LORBER FUSION MANDRILL, Arista ARIST 12368(F)
SIXTIES MAN, Oh Yeah, SWEET. Polydor POSP 160(F)
SOME GUYS HAVE ALL THE LUCK, Spinning Around, JUNIOR TUCKER. Island WIP 6612(E)
SOME LIKE IT HOT, Some Don't, BET LYNCH'S LEGS, Absurd ASK 11(P)
SOMEONE LIKE YOU, Secret World, STILETTO. Mercury MER 34(F)
SOMETHING ABOUT YOU, Rock Bottom, BOBBI WALKER. Casablanca CAN/CANL 206(A)
SPECIAL BREW, Ivor The Engine, BAD MANNERS, Magnet MAG 180(A)
SPLISH SPLASH, Queen Of The Hop, BOBBY DARIN'. Old Gold OG 9088(G)
SUGAR SUGAR, Jingle Jangle, ARCHIES. Old Gold OG 9084(G)
SUNSET, Sunset (Edited Version)/Frankfurt Fayre, BARBARA THOMPSON. MCA MCAT 621(C)
SWEETIE (EP), Thrush/Records And Tea/Boasting, CHEFS. Atrix RB 10 EP(P)

<b>T</b>
TEMPORARY SECRETARY, Secret Friend, PAUL MCCARTNEY. Parlophone 12R 6039(E)
THE FOX, Death Sentence, CRUCIFIXION. Miramar MIR 4(P)
THE PHEASANT PLUCKER'S SONG, (Tba), BARROW POETS. BBC RESL 86(A)
THE TEENAGE, Junior Criminals/Hang On To Yourself, VICTIM. Illuminated ILL 1(P)
THEME FROM THE BBC TV SERIES 'DOCTOR WHO', The Astronauts, PETER HOWELL/BBC RADIOPHONIC WORKSHOP. BBC RESL 80(A)
TOTALLY WIRED, Putta Block, FALL. Rough Trade RT 056(RT)
TRIAL BY TELEVISION, Jamaican Child, MEXICANO. Stiff BUYIT 93(C)
TURN BACK THE HANDS OF TIME, Night Follows Day, TINA CHARLES. Polydor POSP 162(F)
TWEEDLEE DEE, Jim Dandy/Bumble Bee, LAVERNE BAKER. Revival REV 6007(G)

<b>U</b>
UNDER THE MOON OF LOVE, Pretty Little Angel Eyes, CURTIS LEE. Revival REV 6005(G)

<b>WY</b>
WAITIN' FOR THE WEEKEND, Billy, VAPORS. United Artists BP 367(E)
WE THE ACCUSED, Myra's Theme, DARYL RUNSWICK. BBC RESL 83(A)
WHY DO LOVERS BREAK EACH OTHER'S HEARTS, Teen Canteen, SHOWADDYWADDY. Arista ARIST 359(F)
WINDMILLS OF YOUR MIND, Leitch On The Beach, NOEL HARRISON. Old Gold OG 9090(G)
YAKETY YAK, Along Came Jones, COASTERS. Old Gold OG 9089(G)

## ALBUM INDEX

ATOMIC ROOSTER	10
BARBER, Chris	4
BASSEY, Shirley	10
BBC COMEDY THEMES	2
B52's	13
BOUNCING IN THE RED	10
BRUM BEAT LIVE AT THE BARREL ORGAN	3
BUSH, Kate	10
CADDYSHACK	6
CHANGE	20
DILLINGER	11
DILLINGER/Clint Eastwood	11
DUPREE, Robbie	21
EMERSON, Keith	1
FACE DANCER	7
GAMMA	12
GOLDEN HAMMOND ORGAN FAVOURITES	10
GOONS	2
HARLEY, Steve/Cockney Rebels	10
HARPER, Addie & His Scottish Dance Band	22
HOUGHTON WEAVERS	10
INMATES	18
JOURNEY	6
LEE, Bryan, All Stars	11
MENDES, Sergio	20
METAL EXPLOSION	2
MILLER, Max	10
MILLIGAN, Spike	8
MITCHELL MINSTRELS, George/ Joe Loss Orchestra	10
MIX BLOOD	10
NEW ELECTRIC WARRIORS	14
OLDFIELD, Sally	5
PALMER, Robert	13
PASSAGE	16

PIAF, Edith	10
POCO	15
POINTER SISTERS	17
REVILLOS	9
RICHARD, Cliff	10
SEEKERS	10
SHIRTS	7
SINATRA, Frank	6, 7
T. REX	10
TIREZ TIREZ	16
WHITTAKER, Roger	8
WILLIAMS, Iris	8
YOUNG, Jimmy	10
YOUNG, Lester	6
XTC	19

<b>1 ATLANTIC (WEA)</b>	
INFERNO: ORIGINAL SOUNDTRACK	
Keith Emerson	K 50753

<b>2 BBC</b>	
BBC COMEDY THEMES	
Various	REH 387 (ZCR 387)
THE GOONS SHOW CLASSICS VOL. 7	
The Goons	REB 392 (ZCS 392)
METAL EXPLOSION	
Various	REH 397 (ZCR 397)

<b>3 BIG BEAR (PINNACLE)</b>	
BRUM BEAT LIVE AT THE BARREL ORGAN	
Various	BRUM 1

<b>4 BLACK LION (LOGO)</b>	
COME FRIDAY	
Chris Barber	BLM 51008 (KBLM 51008)

<b>5 BRONZE (EMI)</b>	
CELEBRATION	
Sally Oldfield	BRON 528 (TC-BRON 528)

<b>6 CBS</b>	
CADDYSHACK	
Original Soundtrack	70192
THE LESTER YOUNG STORY VOL. 5	
Lester Young	88493
IN THE BEGINNING	
Journey	22073
IN THE BEGINNING	
Frank Sinatra	22108

<b>7 CAPITOL (EMI)</b>	
SCREEN SINATRA	
Frank Sinatra	CAPS 1038 (TC-CAPS 1038)

<b>ABOUT FACE</b>	
Face Dancer	E-ST 12082 (TC-E-ST 12082)

<b>INNER SLEEVE</b>	
The Shirts	E-ST 12085 (TC-E-ST 12085)

<b>8 COLUMBIA (EMI)</b>	
PUCKOON: PARTS 1 & 2	
Spike Milligan	SCX 6630 (TC-SXC 6630)

<b>VOYAGER</b>	
Roger Whittaker	SCX 6632 (TC-SXC 6632)

<b>PICTURE ME LOVE</b>	
Iris Williams	SCX 6633 (TC-SXC 6633)

<b>9 DINDISC (VIRGIN)</b>	
REV UP	
Revillos	DIDX 3 (DIDX 3)

<b>10 EMI</b>	
ATOMIC ROOSTER	
Atomic Rooster	EMC 3341
BOUNCING IN THE RED	
Various	EMC 3343 (TC-EMC 3343)
THE BEST OF STEVE HARLEY & COCKNEY REBEL	
Steve Harley/Cockney Rebels	EMC 3345 (TC-EMC 3345)

<b>UP YOUR WAY</b>	
The Houghton Weavers	HW 1001 (TC-HW 1001)

<b>GOLDEN HAMMOND ORGAN FAVOURITES</b>	
Various	NTS 213 (TC-NTS 213)
ALL GOOD STUFF, LADY	
Max Miller	NTS 214 (TC-NTS 214)
THE UNOBTAINABLE T. REX	
T. Rex	NUT 28 (TC-NUT 28)

<b>THIS IS SHIRLEY BASSEY</b>	
Shirley Bassey	THIS 15
THIS IS EDITH PIAF	
Edith Piaf	THIS 17

<b>30 GOLDEN GREATS</b>	
George Mitchell Minstrels/ Joe Loss Orchestra	THIS 18
THIS IS THE SEEKERS	
The Seekers	THIS 19 (TC-THIS 19)
THIS IS JIMMY YOUNG	
Jimmy Young	THIS 20 (TC-THIS 20)

<b>NEVER FOR EVER</b>	
Kate Bush	EMA 794 (TC-EMA 794)
I'M NO HERO	
Cliff Richard	EMA 796 (TC-EMA 796)

<b>11 ECHO</b>	
LIVE AT LONDON	
Dillinger/Clint Eastwood	JSLP 0020
CORNBREAD	
Dillinger	JSLP 0021
SKAVILLE	
Mix Blood	JSLP 0022
SOUL SKA	
Byron Lee's All Stars	STLP 1001



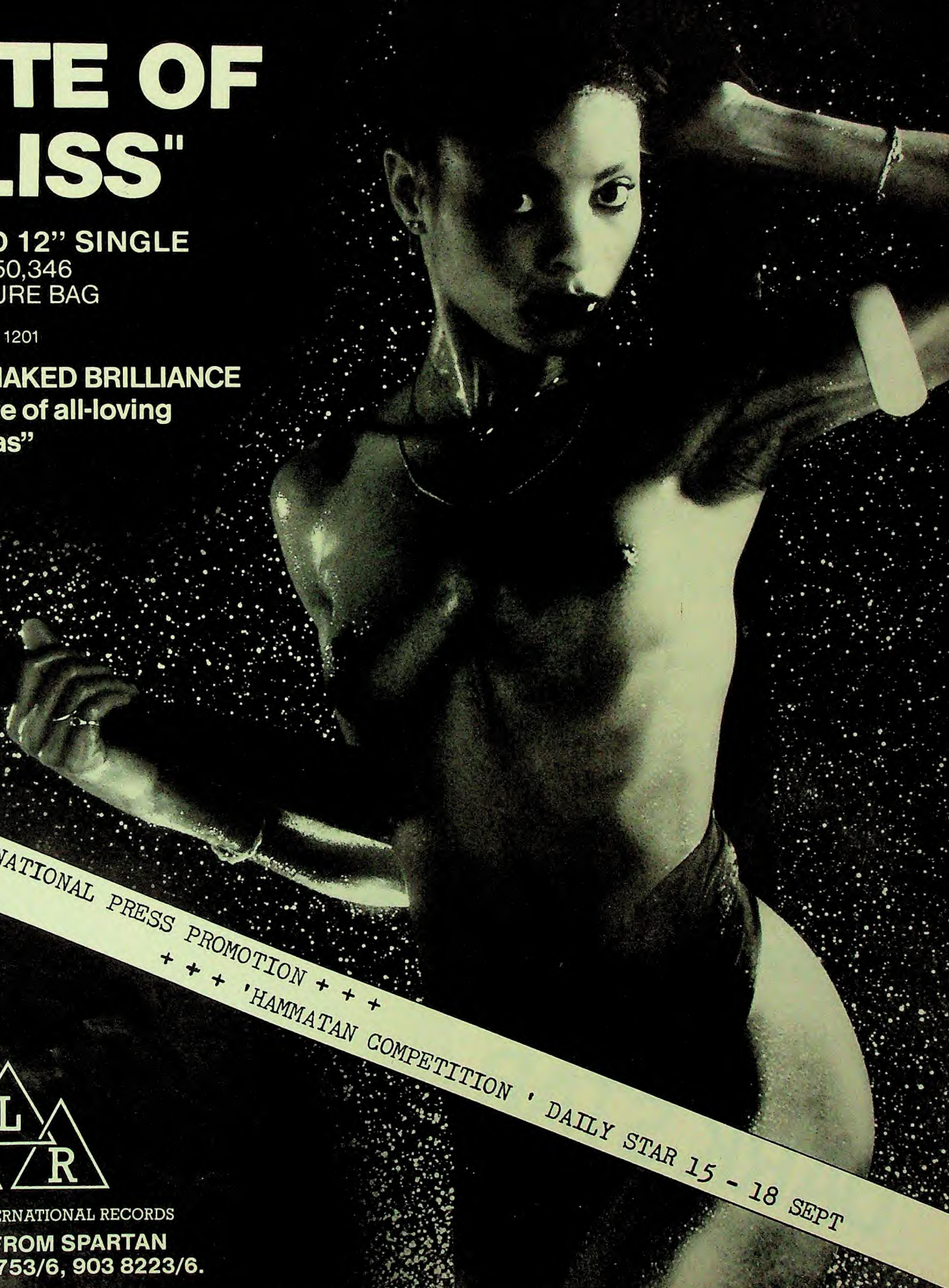
# 付本加加本于本N

## "NITE OF BLISS"

7" AND 12" SINGLE  
FIRST 150,346  
IN PICTURE BAG

LIS 01 & LIS 1201

"PURE NAKED BRILLIANCE  
the state of all-loving  
Buddhas"



3 DAY NATIONAL PRESS PROMOTION + + +  
+ + + 'HAMMATAN COMPETITION ' DAILY STAR 15 - 18 SEPT



LAGOS INTERNATIONAL RECORDS

ORDER FROM SPARTAN  
01-903 4753/6, 903 8223/6.

ORDER FORM CHART

# TOP 75 ALBUMS

CHART FOR  
WEEK-ENDING  
SEPTEMBER 13

NEW ENTRY  
 PLATINUM LP  
 (300,000 units as of Jan '79)  
 GOLD LP  
 (100,000 units as of Jan '79)  
 SILVER LP  
 (60,000 units as of Jan '79)  
 RE-ENTRY

This Week	Last Week	Wks on Chart	TITLE/Artist (producer)	Label number	This Week	Last Week	Wks on Chart	TITLE/Artist (producer)	Label number
1			TELEKON Gary Numan	Beggars Banquet BEGA 19 (W) C: BEGC 19	39	37	12	IF YOU WANT BLOOD YOU'VE GOT IT AC/DC (Robert John Lange)	Atlantic K 50532 (W) C: K4-50532
2	17	2	SIGNING OFF UB 40	Graduate GRADLP 2 (SP) C: GRADC 2	40	61	5	GREATEST HITS VOL. 2 Abba (Ulvaeus/Andersson)	Epic EPC 10017 (C) C: 40-10017
3	16		FLESH AND BLOOD Roxy Music (Roxy Music/Rhett Davies)	Polydor POLH 002 (F) C: POLHC 002	41	52	2	CLUES Robert Palmer	Island ILPS 9595 (E) C: ZCI 9595
4			I'M NO HERO Cliff Richard	EMI EMA 796 (E) C: TC-EMA 796	42	58	2	SOUNDS SENSATIONAL Bert Kaempfert	Polydor POLTV 10 (F) C: --
5	24	18	MANILOW MAGIC Barry Manilow Ron Dante/Barry Manilow	Arista ARTV 2 (F) C: ARTVC 2	=42	30	23	WHEELS OF STEEL Saxon (Peter Hinton/Saxon)	Carrere CAL 115 (W) C: CAC 115
6	3	8	GIVE ME THE NIGHT George Benson (Quincy Jones)	Warner Brothers K56823 (W) C: K456823	44	47	12	RUMOURS Fleetwood Mac (Calliat/Dashut/Fleetwood Mac)	Warner Brothers K 56344 (W) C: K4-56344
7	2	3	DRAMA Yes	Atlantic K 50736 (W) C: K4 50736	45	67	3	TRUE COLOURS Split Enz	A&M AMLH 64822 (C) C: --
8	19	2	MICHAEL SCHENKER GROUP Michael Schenker Group	Chrysalis CHR 1302 (F) C: ZCHR 1302	46	35	11	EMOTIONAL RESCUE Rolling Stones (Glimmer Twins)	Rolling Stones CUN 39111 (F) C: TC-CUN 39111
9	4	6	BACK IN BLACK AC/DC (Robert John Lange)	Atlantic K 50735 (W) C: 450735	47	42	74	OUTLANDOS D'AMOUR Police (Police)	A&M AMLH 68502 (C) C: CAM 68502
10	8	16	I JUST CAN'T STOP IT The Beat (Bob Sargeant)	BEAT 001 (F) C: TC BT 001	48	43	23	WAR OF THE WORLDS Jeff Wayne's Musical Version	CBS 96000/WOW 100 (C) C: 40-96000
11	5	6	BREAKING GLASS Hazel O'Connor (Tony Visconti)	A&M AMLH 64820 (C) C: CAM 64820	49	26	4	ELVIS ARON PRESLEY Elvis Presley	RCA ELVIS 25 (R) C: ELVIS K25
12	15	17	ME MYSELF I Joan Armatrading (Richard Gottehrer)	A&M AMLH 64809 (C) C: CAM-64809	50	60	6	SOMETIMES YOU WIN Dr. Hook	Capitol EST 12018 (E) C: TC EST 12018
13	6	9	XANADU Original Soundtrack	Jet JETLX 526 (C) C: JETCX 526	51	21	9	VIENNA Ultravox (Conny Plank/Ultravox)	Chrysalis CHR 1296 (F) C: ZCHR 1296
14	12	44	OFF THE WALL Michael Jackson (Quincy Jones)	Epic EPC 83468 (C) C: 40-83468	52	48	29	GREATEST HITS Rose Royce (Norman Whitfield)	Whitfield RRTV 1 (W) C: RRTV 41
15	7	5	GLORY ROAD Gillan	Virgin V 2171 (C) C: TCV 2171	53	50	3	ON THE RIVIERA Gibson Brothers	Island ILPS 9620 (E) C: ZCI 9620
16	9	5	CAN'T STOP THE MUSIC Soundtrack (Jacques Morali)	Mercury 6399 051 (F) C: 7199 051	54	64	11	BLACK SABBATH LIVE AT LAST Black Sabbath (Black Sabbath)	Nems BS 001 (SO) C: BST 001
17	23	3	ONE-TRICK PONY Paul Simon (Phil Ramone/Paul Simon)	Warner Brothers K 56846 (W) C: K4-56846	55	51	16	MCCARTNEY II Paul McCartney (Paul McCartney)	Parlophone PCTC 258 (E) C: TC PC TC 258
18			WILD PLANET B 52's	Island ILPS 9622 (E) C: ZCI-9622	56	49	5	21 AT 33 Elton John	Rocket HISP 126 (F) C: REWIND 126
19	14	9	DEEPEST PURPLE Deep Purple (Martin Birch)	Harvest EMTV 25 (E) C: TC-EMTC 25	57	55	2	24 CARAT Al Stewart	RCA PL 25306 (R) C: PK 25306
20	11	3	I AM WOMAN Various	Polystar WOMTV 1 (F) C: WOMMC 1	58	53	2	COUNTRY GENTLEMAN Jim Reeves	K-Tel NE 1088 (K) C: CE 2088
21	73	2	FAME Soundtrack	RSO 2479 253 (F) C: --	59	74	2	BRITISH STEEL Judas Priest	CBS 84160 (C) C: --
22	25	79	BAT OUT OF HELL Meat Loaf (Todd Rundgren)	Epic/Cleveland Int. EPC 82419 (C) C: 40-82419	60			FRESH FRUIT FOR ROTTING VEGETABLES Dead Kennedys	Cherry Red BRED 10 (SP) C: --
23	13	13	DIANA Diana Ross (Edwards/Rodgers/Bernard Nile)	Motown STMA 8033 (E) C: TC-STMA 8033	61	41	8	CLOSER Joy Division (Martin Hannett)	Factory FACT 25 (P/RT) C: --
24	20	7	GLASS HOUSES Billy Joel (Phil Ramone)	CBS 86108 (C) C: --	62	32	9	HIGHWAY TO HELL AC/DC (Robert John Lange)	Atlantic K 50628 (W) C: K4 50628
25	39	2	A Jethro Tull	Chrysalis CDL 1301 (F) C: ZCDL 1301	63	34	6	LIVE 1979 Hawkwind	Bronze BRON 527 (E) C: TC BRON 527
26	10	20	SKY 2 Sky (Sky/Clarke/Tony Haydn/Bendall)	Ariola ADSKY 2 (A) C: ZCSKY 2	64	75	2	SKY Sky (Sky/Clarke/Bendall)	Ariola ARH 5022 (A) C: --
27	38	4	NOW WE MAY BEGIN Randy Crawford (Crusaders)	Warner Brothers K 56791 (W) C: K4 56791	65	46	26	TWELVE GOLD BARS Status Quo (Pip Williams/Roger Glover/Status Quo)	Vertigo QUOTV 1 (F) C: QUO MC 1
28	28	4	LIVING IN A FANTASY Leo Sayer (Alan Tarney)	Chrysalis CDL 1297 (F) C: ZCDL 1297	66		1	PRETENDERS Pretenders	Real RAL 3 (W) C: RALC 3
29	36	24	DUKE Genesis (David Hentschel)	Charisma CBR 101 (F) C: CBRC 101	67	62	15	READY & WILLING Whitesnake (Martin Birch)	United Artists UAG 30302 (E) C: TCK 30302
30	33	10	THE GAME Queen (Queen)	EMI EMA 795 (E) C: TC-EMA 795 (E)	68		1	DEMOLITION Girlschool	Bronze BRON 525 (E) C: TC-BRON 525
31	27	12	UPRISING Bob Marley (Chris Blackwell/Bob Marley & The Wailers)	Island ILPS 9596 (E) C: ZCI-9596	69	57	8	THE WALL Pink Floyd	Harvest SHDW 411 (E) C: --
32	16	5	KALEIDOSCOPE Siouxsie & The Banshees (Nigel Gray/Siouxsie & The Banshees)	Polydor 2442 177 (F) C: 3184 146	70	40	4	McVICAR Roger Daltrey (Jeff Wayne)	Polydor POLD 5034 (F) C: --
33	18	3	WILD CAT Tygers Of Pan Tang	MCA MCF 3075 (C) C: --	71	54	8	ANOTHER STRING OF HOT HITS Shadows	EMI EMC 3339 (E) C: TC ENC 3339
34			CHANGE OF ADDRESS Shadows	Polydor 2442 179 (F) C: 3184 147	72	44	48	ONE STEP BEYOND Madness (C. Langer/A. Winstanley)	Stiff SEEZ 17 (C) C: Z SEEZ 17
35	30	15	PETER GABRIEL Peter Gabriel (Steve Lillywhite)	Charisma CDS 4019 (F) C: 7150 015	73	66	7	PARALLEL LINES Blondie	Chrysalis CDL 1192 (F) C: ZCDL 1192
36	68	2	I BELIEVE IN YOU Don Williams	MCA MCF 3077 (C) C: --	74	65	21	HEAVEN & HELL Black Sabbath (Martin Birch)	Vertigo 9102 752 (F) C: 7231 402
37	22	8	SEARCHING FOR THE YOUNG SOUL REBELS Dexy's Midnight Runners (Pete Wingfield)	C: TC PCS 7213 Parlophone PCS 7213 (E)	75	56	23	THE MAGIC OF BONEY M Boney M (Frank Farian)	Atlantic/Hansa BMTV 1 (W) C: BMTV4/1
38	29	48	REGGATTA DE BLANC Police (Police/Nigel Gray)	A&M AMLH 64792 (C) C: CAM 64792					

## ARTISTS' 1-3

ABBA	40
AC/DC	39, 52
ARMATRADING, Joan	12
BEAT	10
BENSON, George	6
B52's	18
BLACK SABBATH	54, 74
BLONDIE	73
BONEY M	76
CAN'T STOP THE MUSIC	16
CRAWFORD, Randy	27
DALTREY, Roger	70
DEAD KENNEDYS	60
DEEP PURPLE	19
DEXY'S MIDNIGHT RUNNERS	37
DR. HOOK	50
FAME - Soundtrack	21
FLEETWOOD MAC	44
GABRIEL, Peter	35
GENESIS	53
GIBSON BROTHERS	16
GILLAN	68
GIRLSCHOOL	68
HAWKWIND	63
I AM WOMAN	20
JACKSON, Michael	14
JETHRO TULL	24
JOEL, Billy	56
JOHN, Elton	61
JOY DIVISION	61
JUDAS PRIEST	59
KAEMPFFERT, Bert	42
MADNESS	72
MANILOW, Barry	5
MARLEY, Bob	31
MEAT LOAF	22
MCCARTNEY, Paul	55
MICHAEL SCHENKER GROUP	8
NUMAN, Gary	1
O'CONNOR, Hazel	11
PALMER, Robert	41
PINK FLOYD	69
POLICE	38, 47
PRESLEY, Elvis	49
PRETENDERS	66
QUEEN	30
REEVES, Jim	58
RICHARD, Cliff	4
ROLLING STONES	46
ROSS ROYCE	52
ROSS, Diana	23
ROXY MUSIC	3
SAXON	42
SAYER, Leo	28
SHADOWS	34, 71
SIMON, Paul	17
SIOUXSIE & THE BANSHEES	32
SKY	26, 64
SPLIT ENZ	45
STATUS QUO	65
STEWART, Al	57
TYGERS OF PAN TANG	33
UB40	2
ULTRAVOX	51
WAYNE, Jeff	48
WHITESNAKE	67
WILLIAMS, Don	36
YES	7
XANADU	13

DISTRIBUTORS CODE: A - Pye, C - CBS, W - WEA, E - EMI, F - Polygram, R - RCA, S - Selecta, Z - Entorprise, K - K-Tel, L - Lugtons, D - Arcade, B - Ronco, M - Multiple Sound, Y - Relay, O - Chardale, SO - Stage One, SP - Spartan

MW ALBUM CHARTS ARE COMPILED BY BMRB ON RETURNS FROM 450 CONVENTIONAL RECORD OUTLETS. SALES THROUGH OTHER THAN REGULAR SHOPS AND DEPARTMENTS ARE NOT INDICATED. CHART COVERS LPs RETAILING AT £2.25 AND UPWARDS.

# DARK STAR NEW SINGLE

# LADY OF MARS AAA 105

RELEASE DATE: 19 SEPT

DISTRIBUTED BY PRT/PYE RECORDS LTD



# ON TOP

# 235,659

ABC January  
- June 1980

*This is fact - we don't go  
in for carefully worded  
claims; we don't mess  
around with the  
percentages -  
SMASH HITS IS ON TOP\**

With a circulation figure that's gone from nought to 235,659 in under two years, Smash Hits is proving itself the music magazine of the hour, the colour fortnightly that's captured the imagination of the kids who make the hits.

With a potent mix of song lyrics, readable features, stylish pin ups and lucid comment it's begun to pull away from the pack.

Our readers buy records. If you want them to buy yours give Smash Hits pride of place on your advertising schedules.

Pick up the phone, dial 439-8801, speak to Rod Sopp and get some of this action for yourselves.

**THERE'S PLENTY OF ROOM  
ON TOP**

SMASH HITS*	235,659
NME	230,939
SOUNDS	161,775
RECORD MIRROR	136,054
MELODY MAKER	127,845

Copies sold per issue ABC January/June 1980



## CLASSICAL

Edited

by

NICHOLAS SOAMES

## Chandos issues Judd box set

A THREE-disc set commemorating the young English pianist Terence Judd and the only available complete recording of Puccini's first opera are two of an interesting set of releases from Chandos Records.

The death of Terence Judd last year, shortly after a successful appearance in the Tchaikovsky Competition, came as a shock to the musical world. And now Chandos has released a box set (DBR 3001 £15) of recordings made by Judd for the BBC.

They cover the full range of the piano repertoire, from Scarlatti and Haydn to Liszt, Tchaikovsky, Prokofiev and Ravel. Judd made no commercial recordings, so this is very much his musical legacy.

Puccini's *Le Villi* is very rarely performed though it is of more than mere academic interest, and is released following a deal between Chandos and Phonart.

The performance, recorded by the Australian Broadcast Commission, was made in 1979 and produced by the late John Culshaw. Issued on ABR/ABT 1019 and retailing at £5.25, it is conducted by Myer Fredman.

Also released are Chandos' first digital discs, Sir Alexander Gibson conducting the SNO playing Holst's *The Planets* (ABR 1010 £5.99 and on cassette) and a compilation of film music by Ron Goodwin (AMRD/ABTD 1014).

## Mutter opens ECO's anniversary season

ON SEPTEMBER 24, Karajan's protege violinist Anne-Sophie Mutter, joins

## The Stamp of Greatness

THE POST Office is releasing a special stamp issue on September 10 to commemorate four great British conductors; Beecham, Sargent, Barbirolli and Wood and HMV is issuing a special disc featuring the musicians with the stamps on the cover.

But the issue is of more than merely philatelic interest (the record is numbered Stamp 1 and retails at £2.99) because it contains the only available recording of Sir Henry Wood conducting his famous *Fantasia on British Sea Songs* which is the anthem of the Proms.

The record is actually an English music spectacular, with Beecham conducting *Delius (Sleigh Ride and On Hearing the First Cuckoo of Spring)*, Sargent conducting *Vaughan Williams' Fantasia on a theme of Thomas Tallis*, and Barbirolli conducting *Elgar's Introduction and Allegro*.

Wide publicity is expected for the stamps, and the record will inevitably benefit — tapping the extensive philatelic market as well as the standard record buyers.

The record is called, of course, *The Stamp of Greatness*.

the English Chamber Orchestra in the Queen Elizabeth Hall in opening concert of the Orchestra's 20th anniversary season playing Mozart's *Violin Concerto in D, K218* conducted by Sir Alexander Gibson.

Her appearance is timely, coming, as it does, just a few weeks after the release of her third Deutsche Grammophon disc.

The record is devoted to Beethoven's *Concerto for Violin and Orchestra*, and Mutter is accompanied, of course, by Karajan and the Berlin Philharmonic (2531/MC 250). Record dealers will be aware that the issue comes hard on the heels of Kyung-Wha Chung's digital version, but DG hopes that the following this very young but very gifted violinist has already established will go some way to counterbalance that.

I suspect, however, that sales will strengthen as time goes by, rather than making an immediate impact.

Karajan also controls a popular compilation of French music recorded with the Berlin Philharmonic for EMI. Karajan in Paris includes Bizet's *L'Arlesienne*, Suite No. 2, Chabrier's *Espana*, Rhapsody, and Berlioz's *Hungarian March from Le Damnation de Faust* (ASD/TC 3761).



ANDREW DALTON, formerly in charge of the marketing and promotion of Argo and L'Oiseau Lyre now takes over the whole marketing and promotion side of Decca UK, while John Kehoe moves to Decca International. Rosalind Leitch, who looked after the reviewers, has been made redundant.

Martin Compton, Saga classical manager, has resigned after eight years following disagreements with MD Marcel Rodd. One of the major areas of disagreement was the importance of German pressings for Saga which Compton felt crucial to the credibility of the label.

He leaves with major projects such as Livia Bev's recording of Debussy's *Piano Music*

completed, but having just started on the recording of Haydn's early symphonies played for the first time on authentic instruments by L'Estro Armonico.

Meanwhile, the sudden departure of Ray Crick from RCA after just over two years as the classical marketing manager has ended with Crick, a former Decca man, being appointed repertoire manager of the classical department of Britannia Music.

Peter Russell, former marketing manager of DG has, as expected, been made responsible for the marketing of both DG and Philips' classical product in the UK. PolyGram is appointing two label managers to look after DG and Philips, but no formal announcement has yet been made.

By this move PolyGram hopes to avoid duplication of record releases, but intends to maintain the separate identity of the two labels.

## Music magazines fold

MUSIC AND Musicians and Records and Recording have ceased publication following the difficulties encountered by their publishers Hansom Books.

Hansom Books has always run the magazines in an idiosyncratic manner — not even the individual editors were aware of the circulation figures — but the two titles were known for having low sales.

However, the demise of the magazines is regrettable partly because it leaves *Classical Music* and *The Gramophone* virtually unchallenged in their fields and partly because M&M and E&R had recently appointed new editors, Keith Clarke and Charles Ross, and the latter only took up his post two months ago.

## ALBUM REVIEWS

XTC  
Black Sea. Virgin V2173. Producer: Steve Lillywhite. This album is going to sell more copies than any other of XTC's previous offerings. It is, simply, their best so far. The songs, nearly all written by Andy Partridge this time, have a consistent quality, and Partridge's voice, which has often sounded over-stylised in the past is now mellowing into a near perfect pop sound. Outstanding tracks are the single, *Generals and Majors* (written by Colin Moulding, who has perhaps a better ear for a hit tune than Partridge) and *Towers of London* which is a superbly written and sung song, comparable only to The Beatles.

CLIFF RICHARD  
I'm No Hero. EMI EMA 796. Producer: Alan Tarney. It is truly remarkable how the ever-young Cliff Richard consistently comes up with the goods. His latest album follows the musical pattern of *Rock 'n' Roll Juvenile*, blending rock and pop material with ballads. Included is the chart single *Dreamin'*, which should assist sales, but nevertheless this would be a chart album anyway.

THE SHADOWS  
Change Of Address. Polydor Deluxe 2442 179. First album from their deal with Polydor, but it is unmistakable Shadows music — a mixture of well known pop hits and a few originals thrown in for good measure. And that is exactly what the fans expect. Should be a chart album as the lads are shortly starting an extensive UK tour.

SANTANA  
The Swing Of Delight. CBS. 22075. Producer: David Rubinson. An impressive double album that steers Santana well onto the jazz border

with help from Herbie Hancock, Wayne Shorter and Tony Williams. Most of the composition credits are shared between Santana and his guru, Shri Chinmoy.

ROBERT PALMER  
Clues. Island ILPS 9595. Producer: artists. Stylish singer though he is, Palmer has always lacked that certain something to give him solid success as a solo artist in the UK. This album has more character about it and apart from a dirge that begins side two, there are enough good cuts here to benefit from airplay accorded the excellent single *Johnny And Mary*.

ATOMIC ROOSTER  
Atomic Rooster. EMI EMC 3341. Producers: John Du Cann and Vincent Crane. The old ones are still the best ones, yet good though this reformation album is, they do not seem to know quite whether to return to their roots or become an out and out Heavy Metal band. No matter as they succeed on both counts and this should find them a whole new audience, while drawing back much of the old one.

THE KINKS  
The Kinks Collection. Hallmark PDA 072.

DAVID ESSEX  
The David Essex Collection. Hallmark PDA 069. Two comprehensive histories of the Kinks and Essex in double album packages. The Kinks LPs are better than some of the recently re-released collections and include all Davis' masterworks such as *Waterloo Sunset*, *Lola*, *Dedicated Follower of Fashion* etc; while the Essex set has *Gonna Make You A Star*, *Rock On* and *Stardust*.

(each album)

THE RUMOUR  
Purity Of Essence. Stiff SEEZ 27. Producer: Alan Winstanley. Although they are fine pop craftsmen, many must see the Rumour's albums as rather slick superficial affairs. Certainly, their latest offerings lack the intensity and bite that Graham Parker gives the group. Brinsley Schwartz's *Tula* stands out as well as a re-working of *My Little Red Book*. A good album, but it will only have limited appeal.

DARYL HALL & JOHN OATES  
Voices. RCA PL 136466. Coinciding with their September tour, Hall and Oates release their follow-up LP to *X-Static* and it will doubtlessly appeal to their fans. It includes their latest single, *You've Lost That Lovin' Feelin'*, and a selection of both rock and ballad material. The duo are in the UK for concerts and promotion.

VARIOUS ARTISTS  
Brute Force. MCA MCF 3074. Heavy metal compilation featuring 12 artists, some (like Colin Towns and Mick Underwood of Gillan) are known on a national level, others are still playing locally. Good value at £3.99 or less. Brief artist biographies and pix on back of sleeve.

VARIOUS ARTISTS  
Rock Against Racism's Greatest Hits. Rock Against Racism Records RAR 11P (through Virgin). Excellent compilation of numbers played by bands at RAR gigs. The artists (all of whom are donating royalties to RAR) include The Members, Gang of Four, Steel Pulse, X-Ray Spex, Elvis Costello, The Clash, Tom Robinson and Stiff Little Fingers. Very good value at £3.99 or less. RAR could have come up with a much more powerful cover

than the nondescript pastel shade effort though. Could chart.

CHRIS HUNTER  
Early Days. Original Records. ORA 104. Producers: Steve Taylor and Chris Hunter. Hunter at present is best known for his work with Mike Westbrook, but with this album it won't be long before he is praised as a solo artist in his own right. Backed by some of the brightest names in young British jazz — Brian Gooding, Phil Cranham, Robin Smith and Dave Early — Hunter's saxophone versatility holds rare promise.

PRINCE FARI AND THE ARABS  
Cry Tuff Dub Encounter Chapter III. Daddy Kool Records DKLP 15. Producer: Prince Far-I. Part three of Far-I's dub adventure features *Ari Up of The Slits* on backing vocals. Although the usual combination of bass, guitar, drums and synths plus melodia doesn't offer the listener anything particularly new, as with all Far-I's records they have the feel of quality about them and will sell well in reggae circles. Worth stocking if your reggae department is strong and if it is, play it in the shop — loud.

VARIOUS  
Immediate Blues. Virgin V2176. Producers: various. Featuring the old masters Jeff Beck, Eric Clapton, Albert Lee, John Mayall and Jimmy Page and a fine piece of Sixties atmosphere, most serious fans of the old British Blues genre will surely want this compilation. Albert Lee's *Crosstown Link* is superb, while Page and Clapton indulge in a good romp with *Choker*.

STARSHIP ORCHESTRA  
Celestial Sky. CBS. 84558. Producer: Norman Connors.

Connors has a name in America as a hot talent spotter and this new discovery will probably do very well there, but this debut album is unlikely to generate any interest with the British public.

LONDON SYMPHONY ORCHESTRA CONDUCTED BY JOSEF KRIPS

Beethoven, *Extracts from nine symphonies*. Pickwick PDA 066. Double LP presentation of popular Beethoven extracts with sleeve notes by the conductor. Nice background music for someone with a passing interest in Beethoven's work, but not for a real enthusiast.

TEDDY PENDERGRASS  
TP. Philadelphia International Records. PIR 8452. Producers: Kenneth Gamble and Leon Huff. Pendergrass, the former lead singer with Harold Melvin's *Blue Notes*, is big news in America and this album is currently riding high in the US charts. With his reputation as a premier soul singer established there, there's little reason why he shouldn't start making waves on this side of the Atlantic.

RAMSEY LEWIS  
Routes. CBS. 84243. Producers: George Butler, Larry Dunn and Allen Toussaint. Pleasant, low-key jazz-funk album that thankfully doesn't cross over the line into disco. Not UK chart material, but worth stocking for the enthusiast.

ANDRES SEGOVIA  
Segovia and the Guitar. MCA MCF 3073. Six pieces played by master guitarist Segovia includes compositions by Scarlatti, Dowland and Manen, whose *Fantasia-Sonata* takes up the whole of side two. Beautiful music exquisitely played.

*The Very Best Of*  
**DON MCLEAN**



*Featuring*

**CRYING ★ AMERICAN PIE ★ VINCENT ★ AND I LOVE YOU SO**

★ MAJOR 3 WEEK PEAK TIME T.V. CAMPAIGN FROM MONDAY  
 15TH SEPTEMBER TILL SATURDAY 4TH OCTOBER IN THE  
 FOLLOWING AREAS: GRANADA, ATV, STV, GRAMPIAN, BORDER,  
 ULSTER, YORKSHIRE, TYNE TEES ★ LONDON TO FOLLOW  
 ★ MASSIVE NATIONWIDE DISPLAY CAMPAIGN ★ U.K. HEADLINE  
**TOUR**

SEPT 7TH GAUMONT THEATRE, IPSWICH - SEPT 9TH NEW THEATRE, OXFORD - SEPT 10TH COLSTON HALL, BRISTOL - SEPT 11TH NEW CORNISH RIVIERA, ST. AUSTELL - SEPT 14TH ASSEMBLY ROOMS, DERBY - SEPT 15TH FREE TRADE HALL, MANCHESTER  
 SEPT 17TH GAUMONT THEATRE, SOUTHAMPTON - SEPT 18TH DOME, BRIGHTON - SEPT 19TH CENTRAL HALL, CHATHAM - SEPT 20TH CONFERENCE CENTRE, WEMBLEY - SEPT 22ND CITY HALL, NEWCASTLE - SEPT 23RD USHER HALL, EDINBURGH  
 SEPT 24TH CAPITOL THEATRE, ABERDEEN - SEPT 25TH APOLLO THEATRE, GLASGOW - SEPT 26TH KING GEORGE'S HALL, BLACKBURN - SEPT 27TH SOUTHPORT THEATRE, SOUTHPORT - SEPT 28TH ROYAL HALL, HARROGATE - SEPT 29TH NEW THEATRE, HULL  
 SEPT 30TH ODEON THEATRE, BIRMINGHAM - OCT 1ST ROYAL FESTIVAL HALL, LONDON

**ALBUM UAG30314 CASSETTE TCUAG30314**



ORDER NOW FROM YOUR EMI SALESMAN OR EMI RECORDS DISTRIBUTION CENTRE.

## PUBLISHING

Edited  
by  
NIGEL HUNTERRafferty  
scoop for  
EMI Music

EMI MUSIC Publishing has captured sub-publishing rights for new Gerry Rafferty compositions for the world excluding North America.

EMI Music Publishing MD Ron White comments: "This is a very important signing, and we believe Gerry's compositions will stand the test of time and make a significant long-term contribution to the international music scene."

McDougall  
resigns

**HOLLYWOOD:** Allan McDougall, general and professional manager of Island/Ackee Music USA for the past three years, has resigned. His future plans involve "creative publishing and PR", and he can be contacted on (213) 501-4693.

**BOSTON:** The Boston University School of Music is holding the second annual Politis Composition Competition next spring, which is open to international composers of any age. Entries can be works of any genre. The Politis prize is worth \$3,000 (£1,245), and entry forms are obtainable from Politis Composition Prize, Boston University School of Music, 855 Commonwealth Avenue, Boston, Massachusetts 02215, USA.

Reminder of price  
rise from Chappell

CHAPPELL MUSIC publications division director and general manager Robin Wood has reminded the trade that September 1 marked the date of the company's autumn price increase.

Orders received before that date will be invoiced at the previous prices, and any dealers requiring further copies of the price code charts despatched to them with the August issue of *Chappell News* should contact Wood.

"Chappell prices are carriage free," he points out, "and the recent severe increases in the cost of freight have placed a heavy burden on us. Nevertheless, we are pleased to reassure you that our prices will continue to be carriage free, but regret that the minimum order level will be increased to £20 retail value from September 1."

• A NEW publication from Chappell bearing Julian Lloyd Webber's name is *The Classical Cello*, containing works by Bach, Boccherini, Beethoven, Handel, Haydn, Mozart, Purcell and Schubert arranged for the cello by Simon Nicholls with comments on the pieces and their interpretation by Lloyd Webber.

## Four star deal for Heath Levy

FRANCIS LAI, Barbra Streisand, Bette Midler and Al Stewart are the four star names involved in recent

deals set by Heath Levy Music for the UK.

Francis Lai Music is being formed to handle the well-known French composer's future output, apart from any specific assignments controlled by film companies, and also a certain amount of his back catalogue material. Lai is due in London later this month for the official launch of his UK company, which will be administered by Heath Levy, and general promotion appearances and interviews.

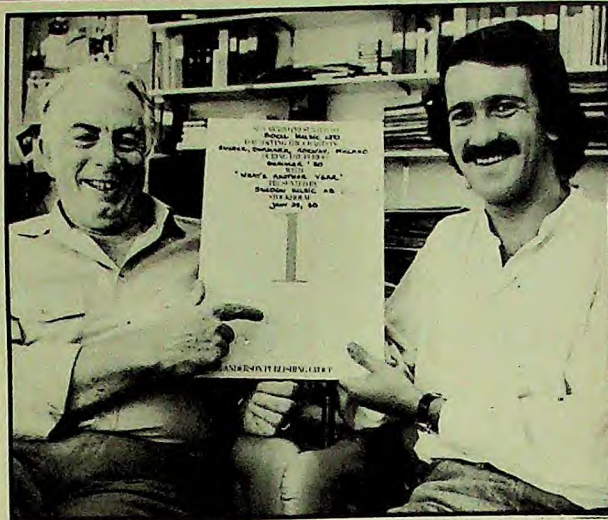
Heath Levy is also assuming sub-publishing and administration responsibilities in the UK for Barbra Streisand's two publishing companies, Diana Music and Emanuelle Music, and for Bette Midler's Divine Music.

The company is also publishing in the UK the material contained in Al Stewart's new album for RCA.

Satril publishes  
Yamaha song

SATRIL MUSIC is publishing the Norwegian finalist in this year's 11th *Yamaha World Popular Song Festival* to be held in Tokyo in November.

Written by Satril Music contract writer Tony Todd, and entitled *I Want Love*, the song will be sung by Scandinavian singing star Inger Lise. Todd also wrote *Everything That's Part Of You*, which will be her debut Satril Records single in the UK on October 3 (HH 151), and a later UK release is planned for her album entitled *Sign Language*, which was produced by Satril managing director Henry Hadaway.



STOCKHOLM: John Spalding, managing director of Bocu Music (right), receives a certificate commemorating a No.1 chart spot in the four Scandinavian countries for *What's Another Year* by Johnny Logan from Sweden Music professional manager Kaj Lunden-Welden.

## BASCA song surgery

THE BRITISH Academy of Songwriters, Composers and Authors (BASCA) held a song surgery recently at its Charing Cross Road headquarters, presided over by Peter Skellern and Peter Callander.

Twelve BASCA members were present, bringing two songs each which were listened to by Skellern and Callander, who dissected and analysed each one for the benefit of the writers.

Both judges declared the general standard of writing as "very high", and thought that one or two of the songs they heard were potential hits.

It is intended to make these song surgeries a regular event, with leading BASCA members acting as critics and advisers, and other members interested in participating should contact BASCA assistant secretary Christine Barman on 01-240 2823.

## BROADCASTING

Edited  
by  
DAVID DALTONSecond Let's  
Rock series  
for US export

IT MAY seem like a case of "coals to Newcastle", but Elstree Studios, the present home of ATV, is making a second series of the Fifties style rock and roll programme *Let's Rock*, devised by Jack Good of Oh Boy! fame, for export to America.

The 12-part series of 24 minute shows is being filmed during September, October and November, but although it has been sold to ITC in the US for TV syndication, there are no immediate plans for a TV screening in the UK.

The regular cast of singers includes Joe Brown, Lulu, Shakin' Stevens, Billy Hartman and Bogden Kominowski, backed by The Bopettes, Kitten and the Cats, The Rockin' Roller Dancers and Geraint Watkins at the piano.

The shows are produced by Richard Leyland and Ken O'Neill, who also directs them.

Old rock and rollers in brightest Fifties gear from the Golden Oldies Club of Great Britain, organised by Lightning Records, are being invited to provide the right atmosphere for the recordings. Perhaps the prospect of a bunch of genuine old English Teds was the deciding factor which persuaded the Americans to import such a programme to the home of rock and roll.

Two Counties—latest  
ILR station on air

THE LATEST independent local radio station — Two Counties Radio — goes on the air next Monday (13) reaching a potential audience of 500,000 people in the Bournemouth and New Forest area.

Two Counties is the 23rd ILR station and the fourth to open this year. Transmissions are on 362 metres (828 kHz) and 97.2 VHF.

Managing director is Norman Bilton, a former sales director with Metro Radio, Newcastle, programme controller is John Piper, a writer and broadcaster formerly with Radio Solent, and local resident Max Bygraves is a consultant.

Cash back  
at Capital

DAVE CASH returns to Capital Radio on Saturday, September 20, following his sabbatical to present a brand new programme, *Countrypolitan*, filling two hours of Kenny Everett's old slot with contemporary country music. . . ILR revenue for July was £3,739,238, compared to £3,113,047 for the same month last year and the yearly total to date is raised to £25,934,337, compared to £20,452,660 for the same period last year. . . Severn Sound, the Gloucestershire-based ILR station due on air later this year, has at managing director Graham Moon's instigation published a 32-page marketing research document aimed specifically at marketing executives.

Radio Forth's programme controller Tom Steele has been made a director of the company after two years overseeing programmes at the station, following Andy Park's return to Clyde. . . Two additions to Capital Radio's sales department are Jane Rutherford, from *Vogue*

News in  
brief...

magazine, and Tom Hunter who was with Fletcher Shelton Delaney and CDP as an account manager. . . The new programme organiser at BBC Radio Blackburn is Michael Hoskin promoted from within the station. He replaces Frank Hughes who was recently appointed manager at Radio Carlisle.

Devonair, the Exeter/Torbay ILR company, has appointed Glyn Evans, formerly working at AIR Services, as sales controller. . .

Dennis Barham, chairman and managing director of ad agency Leo Burnett, has agreed to act as chairman of the judges in the ILR Advertising Awards being organised by AIRC. . . Piccadilly Radio DJ Ray Teret is once again sticking his neck out to predict that DISCO by Spanish band Ottowan will top the chart. It was brought back from a Majorcan holiday by a listener but now Carrere plans to release the single.

JOHN BRADFORD, managing director of Mercia Sound, continues his series of articles on how to set up a local radio station.

Life after you win  
a radio contract

THE MAGICAL moment comes when the phone rings and is answered by our chairman. A senior member of the staff of the Independent Broadcasting Authority says: "Subject to one or two things that I am sure we can resolve in discussion, it is our intention to offer you the contract to establish the local radio station".

There is only one thing wrong with that heady moment and that is the time. It comes about 8.00 am in the morning, leaving the rest of the day to celebrate, having promised to tell no-one or make any public statement before talks with the IBA.

I will now examine the critical path between the award of contract and the first day of broadcasting and look at some of the issues that we would expect to see appearing on the board agenda during that time.

Let us start with a board meeting at which we re-read that application document which has served us well so far. It should not be discarded, for we have committed ourselves and the last thing you should say is: 'that's enough of the flannel, now let's start with the real business', because a lot of that flannel is going to come home to roost.

However, if our application document is typical of many that I have read, then, while it has a number of firm proposals, it is less specific about time-scale. That time-scale is our flexibility and now is the moment to take advice.

Advice is available from innumerable quarters, some of which will come beautifully packaged and then it is called consultancy. There are enough people who hope to make a profit out of us by providing goods and services and undoubtedly they will also offer free advice. There are also existing contractors who have a vested interest in ensuring that new members to the club do not do it too much damage. While existing contractors have, on occasions, been rather reluctant to speak to groups who have not been awarded a contract, I have never met any reluctance on their part to speak to appointed contractors. Finally, and most importantly, there is the IBA. There is an enormous amount of expertise available within the staff of the authority and this period before we start broadcasting is the moment to start tapping it.

TO BE CONTINUED



*WEA Records  
are proud to announce the signing of*

*Donna Summer*

*to the Warner-Geffen label  
with her brand new single "The Wanderer"  
c/w "Stop Me" taken from her forthcoming album.*

Management By:  
Susan Munao Management Company Inc.  
1224 North Vine Street,  
Los Angeles, California 90038.

wea



GEFFEN RECORDS

K79180 The Single

Marketed and distributed by WEA Records Ltd., 59, Alpertone Lane,  
Wembley, Middx. HA0 1FJ. Phone 01-998 5929 or order from your WEA salesman.

# RELEASES

FROM PAGE 24

- 12 ELEKTRA (WEA)**  
GAMMA 2  
Gamma K 52245
- 13 ISLAND (EMI)**  
CLUES  
Robert Palmer ILPS 9595 (ZCI 9595)  
WILD PLANET  
B52's ILPS 9622 (ZCI 9622)
- 14 LOGO**  
NEW ELECTRIC WARRIORS  
Various MOGO 4011
- 15 MCA**  
UNDER THE GUN  
Poco MCF 3076
- 16 OBJECT (SPARTAN/ROUGH TRADE)**  
PIN DROP  
Passage OBJ 011  
ETUDES  
Tirez Tirez OBJ 013
- 17 PLANET (WEA)**  
SPECIAL THINGS  
Pointer Sisters K 52242
- 18 RADAR (WEA)**  
SHOT IN THE DARK  
Inmates RAD 28
- 19 VIRGIN**  
BLACK SEA  
XTC 2173 (TCV 2173)
- 20 WEA**  
GLOW OF LOVE  
Change K 99107  
ALGERIA  
Sergio Mendes K 99096
- 21 WARNER BROTHERS (WEA)**  
ROBBIE DUPREE  
Robbie Dupree K 52235
- 22 WAVERLEY (EMI)**  
HEAD NORTH WITH...  
Addie Harper & His  
Scottish Dance Band  
GLN 1021 (TC-GLN 1021)

# SELECT SINGLES

**CHART CERTS:**  
**DON McLEAN**  
American Pie (United Artists 12UP 628, EMI)  
**GIBSON BROTHERS**  
Metropolis (Island 12 WIP 6640, EMI)  
**SAXON**  
Suzy Hold On (Carrere CAR 165, WEA)  
**MICHAEL SCHENKER GROUP**  
Armed And Ready (Chrysalis CHS 2455, PolyGram)  
**MADNESS**  
Genesis  
Misunderstanding (Charisma CB 369, PolyGram)  
**GARY GLITTER**  
I'm The Leader Of The Gang (GTO T2 282, CBS)  
**SAD CAFE**  
La-Di-Da (RCA SAD 5, RCA)  
**Baggy Trousers (Stiff BUY 84, EMI)**

**OTHERS:**  
**REVILLOS**  
Hungry For Love (Din Disc DIN Z 20, Virgin). Sixties pop given contemporary push. Smooth riding, none of usual Revillos fits, starts, off-beat textures. Colour bag. Should sell.  
**EDDIE FLOYD**  
The Beat Song (I-Spy SEE 9, CBS). Atlantic-Stax hero from 1967 makes come-back again. Last effort on Mercury in 1978 was If You Really Love Me. Early snatch of old riff spruced up but with emergence of corny chorus aided by chirping girls it's popland average cut.  
**DELLS**  
I Touched A Dream (20th Century TC 2463, RCA). Half-spoken, sung romancer from soul giants sadly neglected here but huge in the US. Flip, All About The Papers, hovered around the 30 mark in the disco charts.

**STEVIE WONDER**  
Masterblaster (Jammin') (12/TMG 1204; 7" — TMG 1204, EMI). First 12" off album Hotter Than July. Currently in London for gigs, copious press, no major cash till ringing from Wonder since Sir Duke (2, 1977); last Black Orchid fizzled out at 63 (1980). Marley might wonder at writing of catchy reggae flirtation, tailor-made for 12", grows thanks to insistent rhythmic feel, girl back-ups. Might well revive Wonder's charting fortunes.

**STYLISTICS**  
Hurry Up This Way Again (TSOP PIR 8907, CBS). 16 hit, Seventies group in better form than on some drab singles since H&L release 7000 Dollars (24) gave last chart action. Warm, mellow, relaxing but no hit home lines. Chords from glorious Children Of The Night (found on Stylistics 2, Avco).

**THE HUMAN LEAGUE**  
Being Boiled (Fast FAST 4, EMI). Pic bag, warning that this is a 1978 cut, electronic outing, for collectors of this Sheffield band.

**THE LOOKALIKES**  
Call Me If You Really Want Me (Riva 24, WEA). Bright bouncy fast cut, commercial feel in verse, particularly chorus but of late this kind of pop sound not faring too well. Eye-catching pic bag.

**STEPHEN WRIGHT**  
No Problems/Cheap Romance (SW1, Indie). London musician self-financed this 45, both pleasant songs which are slightly bare sounding without needed full instrumentation.

**BLAST FURNACE**  
Can't Stop The Boy (Nighthawk HOT 4, PolyGram). 1978 goodie returns, solid R&B, dance feel, popular from Mike Read Radio 1 plays. Contact on 01-435 6597.

**BLACK SLATE**  
Amigo (Ensign ENY 42, PolyGram). Rolling up-tempo reggae outing, lots of atmosphere, but while it is a good disc doesn't have carry-over line.

**JOAN JETT**  
Jezebel (Ariola ARO 242, PRT/Pye). Rough edge guitar intro for back-of-throat singing from ex-Runaway who doesn't sound that nasty or sexy though she seems to try to. Not the old Laine hit.

**THE UPSET**  
Hurt (10-9-8) Lift Off (Upset UPSET 1, PolyGram). London band, recent 30-day tour with Dexy's Midnight Runners. Pic label, bag first 5,000. No sax credited, but gives valuable current feel. Bright, rhythmic but slow-down on riff, catchy number line, might have given earthy grounding for things rough with without sticking.

**GALLAGHER & LYLE**  
Living On The Bread Line (Mercury MER 33, PolyGram). Late pick-up with back-up vocals where extra pace generated might have been more beneficial earlier. Otherwise good song, no hit cutting edge. Four hits, 1976-1977.

**THE ASSOCIATES**  
The Affectionate Punch (Fiction FICS 11, PolyGram). Clever, clever whether engaging lyric or tune. But despite commercial finale of girl back-ups, repetitive lines, synthesiser whining away sounds indie chart-bound rather than Pop 75.

**AFRIKAN STAR**  
Livin' In The System (Black Vinyl BV077, Indie). UB40 styled opening; social lyrics with message on experiences of living in system unfavourable to minorities; vocals plus tune pleasing. West Bromwich group, company (021 556 6825).

**THE QUADS**  
UFO/Astronaut's Journey (Big Bear BB 29, Pinnacle). UFO threatens to be heavy rock cut but doesn't emerge as one, needs more gutsy push; Astronaut's Journey virtual instrumental, doesn't grab. Cartoon styled bag. Band had two week chart outing with There Must Be Thousands (66, 1979).

**DIAMOND HEAD**  
Sweet And Innocent (Media Screen 1, Indie). Black Sabbath sounding Stourbridge foursome sound very promising with insistent title line riff given extra sticking power by hypnotic vocal back-ups. Not yet the power-busters of press release claim.

**LINDA AND THE DARK**  
Horror Movies (Crash POW 2, Pye/PRT). In Lene Lovich vocal mould, but instrumentation overdone even bearing in mind theme which in itself not exactly airplay rave subject. Pic bag.  
**JO JO ZEP & THE FALCONS**  
All I Wanna Do (WEA K 79149, WEA). Elvis Costello tune, vocals, assuming EC came first, Lots of life, but sounds so familiar; not that performance is inadequate, far from it.

**SURVIVOR**  
Somewhere In America (Scotti Brothers K 11453, WEA). Hard-edged number, thick demanding vocals but no real appeal even in mandatory guitar flourish, back-ups.

**DELIVERANCE**  
Leaving L.A. (Epic EPC 8904, CBS). Girls and guys with a number Gilbert O'Sullivan might have penned. Sweet and ordinary.

**RAY GOMEZ**  
Love At First Sight (CBS 8965, CBS). Pulsating surging sound with vocals reminiscent of Alan Price after several plays. No throw-away, but equally chart possibilities are very slight.

# MARKET PLACE

## DISCS



### Warrens Records Limited (Wholesalers & Distributors)

16-18 HOLLEN STREET · LONDON · W1V 3AD

#### THE COMPLETE ONE-STOP OFFERING

- 100% fill on top 75 singles, albums, and cassettes
- Tuesday morning chart call out.
- 24 hour delivery service, including Saturday mornings
- Orders taken up until 6 p.m. on Fridays for Saturday morning delivery.
- Special offers every week.

#### THIS WEEKS OFFERS INCLUDE:

Blondie	Parallel lines	£2.00
Blondie	Eat to the beat	£2.00
Selecter	Selecter	£2.00
Leo Sayer	Leo Sayer	0.60 (60 pence)
Elvis Costello	My Aim Is True	£1.25
Ling-A-Long-A-Max	Ling-A-Long-A-Max	0.50 (50 pence)
12"		
Marianne Faithful	Broken English	0.60 (60 pence)

Contact Malcolm Sharp or John Sugar  
on 01-734-6822 Telex No. Lasgo 8953053



### S. GOLD & SONS (Records) LTD., BRITAIN'S NO. 1.

Complete manufacturers' catalogue in stock at all times  
Top 75 albums, singles & tapes,  
plus all T.V. product.

Our prices — strict trade on orders over £100 value, otherwise 3% handling charge. Free carriage on all orders above £100 UK Mainland ex VAT. We also stock a large selection of accessories e.g. 50 designs of T. Shirts; over 80 different sew on patches; 1" Button Badges; 1 1/4" Fun Badges; 1" Crystal Badges; Two Tone & Rock Badges (Circular & Rectangular); 9" Dia Target Patches; 10" x 3" Rock Patches; Reflector Stickers; Plastic Pin-on Badges & many others. Come in and see us or telephone for more information. We offer a 24 hour service to the whole of the UK and fast turnaround worldwide. If you want to increase your sales expand into accessories.

REMEMBER THE NAME — YOU'RE GOING TO HEAR IT A LOT  
S. GOLD & SONS (Records) LTD., 777/779 High Road, Leytonstone, London E.11 4QS Phone 01-558-2121/2. 24 hour answering service 01-556-2429.



### NOW AVAILABLE

A complete range of paraphernalia (patches, badges, posters, etc.)

For more details contact

Michael Katz on  
01-951-3179.

Summer catalogue of records and tapes now ready.

Over 1 million records in stock. Callers welcome;



25 Park Way,  
Burnt Oak,  
Edgware,  
Middlesex.  
Tel: 01-951-3177.  
Telex: 266-393.

### CHEAPI CHEAPI CHEAPI

We Undersell All Importers  
See For Yourself  
Send For Our Lists  
TO-DAY!

**GLOBAL RECORD SALES**  
3 Chepstow St.  
Manchester  
(061 236 5369)

### ALL YOUR SURPLUS

or  
unwanted stock  
(singles, LP's & tapes)

**PURCHASED FOR SPOT CASH**  
Call Jeff Nathan or  
Jack Pearce on  
01-951 3177



### STUDIOS

24 TRACK  
RECORDING  
STUDIO

TEL:

01 381 2001

2 WANSDOWN PLACE  
FULHAM  
BROADWAY  
LONDON SW6 1DN



## RECORD & TAPE EXCHANGE

### LPs, Tapes, Singles, Rarities Wanted

We pay 1p — £2.50 each CASH or EXCHANGE VALUE for your unwanted LPs, cassettes, singles (especially RARITIES). All accepted in ANY condition — absolutely NONE refused!

Bring ANY quantity to one of our shops at

38 NOTTING HILL GATE, LONDON W11.  
28 PEMBRIDGE ROAD, NOTTING HILL GATE, W11.  
90 GOLDHAWK ROAD, SHEPHERDS BUSH W12.

ANY RECORDS, CASSETTES may be sent with S.A.E. for cash to Record & Tape Exchange, 38 Notting Hill Gate, London W11. (Our price must be accepted — nothing returned once sent, estimates on request. Large quantities collected in London area).

RARITIES are bought, sold and exchanged in our deletions dept. UPSTAIRS at 38 Notting Hill Gate, W11.

All shops are open daily 10am-8pm. There are 1,000s of used records & tapes, many below £1.00, singles from 10p.

All enquiries: 01-727 3539

## ONLY 12p EACH

These are some examples from our BARGAIN CLEARANCE SALE NO. 2

- 325 CHIC Everybody Dance/Dance dance dance
- 2244 DARTS Duke of Earl
- 1048 NICK LOWE I Love the Sound of Breaking Glass
- 1072 MANHATTAN TRANSFER On a Little Street in Singapore
- 1470 JONATHAN RICHMAN Egyptian Reggae
- 1547 ROSE ROYCE Love Don't Live Here Anymore
- 1881 RUFUS THOMAS Do the Funky Chicken

Over 150 different titles at 8p, 12p, 16p & 20p.

Minimum order 1,000 records. Minimum quantity of any one title — 25.

Mixed Hits £6 per 100 (only 4 different per 100)

VAT Extra C.O.D. 5% Extra. Send S.A.E. for list

OLDIES UNLIMITED, DEPARTMENT Y, 6/12 STAFFORD STREET, ST. GEORGES, TELFORD, SHROPSHIRE. Tel: TELFORD 612244/617625/618264

### £1,000,000 CASH BUDGET

available for unwanted or deleted stereo LP's, 8-tracks and Cassettes. Highest prices paid. No quantity is too large or too small. Phone, telex, write or visit us for a generous cash offer. SCORPIO MUSIC, 2933 River Road, Croydon, PA 19020, USA. Phone: 215-785-1541 or Telex 843366. Recstapes CRDN.

### BY-PASS RECORDS SELL COUNTRY MUSIC

If you sell Country Music, you need our latest list. Phone Ken. Tel: 0563-36280, 27/29 Portland Street, Kilmarnock, Scotland.



# MARKET PLACE

## MERCHANDISING

**NEW** **ROCK PRINTS** **10P**

COMPLETE DISPLAY MATERIAL SUPPLIED FREE!  
PHOTO SIZE  
UP TO 200% MARK-UP

ALSO  
CRYSTAL BADGES BUTTON BADGES  
LAPEL BADGES PATCHES (ALL SIZES)

For information & Local Agents  
Contact: DYNAMIC MARKETING,  
105 DUNSTABLE ST., AMPHILL, BEDS.  
Phone (0525) 404389, 404529, 402703

AGENTS AND WHOLESALERS WANTED FOR ALL AREAS

*AXON • VAN HALEN • DEF LEPPARD  
LED ZEPHULIN • UFO  
THE JAM • THE ZZTY • THIN LIZZY • GENESIS  
BRIAN FERRY • BLONDIE • BOWIE  
MOTORHEAD • JON MAIDEN • JUDAS PRIEST*

## Ktel International (UK) Ltd.

An opportunity has arisen for two experienced and enthusiastic people, to join K-tel's Field Sales Team.

Vacancies now exist in the North East and South London areas.

Phone 01-992 8000 and contact Carolyn Terry for an application form.



## HEAD OF RECORD DEPARTMENT REQUIRED

The City Booksellers Ltd., the City of London's leading booksellers require a person to manage a new record department opening early October in our Leadenhall Market shop. We do not open Saturdays or Sundays. Previous managerial experience not required.

Phone Mr. Davis on  
01-626 9481

## MAINTENANCE ENGINEER

Leading 24 track recording studio has a vacancy for a fully experienced Maintenance Engineer.

The company is also involved in hire and installation of permanent sound systems and therefore there is the opportunity for a variety of work and good prospects.

For more information telephone 01-540 9881.



R. G. Jones Recording Studios,  
Beulah Road,  
London SW19 3SB.

## EQUIPMENT

### CLEAR P.V.C. RECORD COVERS

Made from 500 gauge seamless tubing, giving maximum strength. Buy direct from the manufacturer at keenest prices, by return delivery. Samples, prices and discounts on application.

### CLEAR POLYTHENE RECORD COVERS IN HEAVY DUTY FILM

LP size: 1000 £38.00 including VAT and carriage.

Samples of all items available.

**PLASTIC SALES (Leicester), LIMITED**  
10/12 DARTFORD ROAD, LEICESTER, LE2 7PQ.  
Tel: 0533 833691

## KEENPAC

Polythene Sleeves and high quality polythene record carriers LP and single size.

Printed to your own design at competitive prices.

Why not let us quote NOW!

**LEICESTER**  
**20084 / 537806**

### POLYTHENE RECORD CARRIERS

Printed to your design from 1,000 upward, at competitive prices (ie. 1,000 bags for less than 3p each).

Roland S. Ward (Louth) Ltd.,  
61 Mount Pleasant, Louth,  
Lincs, LN11 9DW.  
Tel: (0507) 605331

### PVC ALBUM COVERS

Sizes 7", LP & Double-LP. Also 200 gauge Polythene LP Covers.

For SERVICE, QUALITY & VALUE

Contact:  
M & G Packaging Ltd., 53 Pavilion Drive, Leigh-on-Sea, Essex. Tel: 0702 712381.

DISPLAY TITLES  
BROWSER DIVIDERS  
for CLASSIFICATION OF  
ARTISTS, COMPOSERS, etc.  
enquiries for samples  
**HUNT - LEIGH**  
(Showcard & Display) Co.,  
Unit C 1A, Merrin Works,  
Bard Road, Mitcham,  
Surrey CR4 3HG.  
Tel: 01-640 7407/8

## CATALOGUE



The master pop catalogue service for the UK music business.

The 1980 catalogue Out Now, is the largest ever, listing 100,000 entries of pop singles, albums and tapes. Subscription rate is £50 including all supplements to December 1980. Cut out this ad, and mail off with remittance to

**MUSIC MASTER, MUSIC HOUSE 1 DE CHAM AVENUE, HASTINGS, SUSSEX.**

## POSITIONS

## TELE-SALES CANVASSERS

### WEMBLEY AREA

At WEA Records Ltd we are setting up a new telephone sales team to be based at our modern distribution/office centre at Alperton. This will become a vital part of our total sales operation.

Each canvasser will promote and sell WEA new releases and back catalogue singles, albums and tapes over the telephone to record dealers throughout the UK.

Ideally you should have had telephone sales experience — but if you have the potential we'll train you.

It's a challenging and stimulating environment and the rewards are high, with a good basic salary + commission and a wide range of company benefits.

Please telephone Louise Scott, Personnel Department, or write to her at WEA Records Ltd, PO Box 59, Alperton Lane, Wembley, Middlesex.  
Tel: 01-998 8844.



Warner Communications Co

## Contracts Drafter

EMI Records (UK) are looking for a young man, or woman to join their Business Affairs Department as a Contracts Drafter.

The work involves the drafting and preparation of contracts between the Company and their Artists, Record Producers, etc. and the contractual aspects of the licensing of recorded material by, and to, the Company.

The successful applicant will have a law degree, and a good knowledge of Contract Law. Previous experience in either the record or music publishing business would be a definite advantage. In addition, this position calls for a lively and outgoing personality.

An attractive salary, with a wide range of benefits is offered for this position which is based in central London.

Applications in writing giving brief details of background and experience to date should be sent to:

Barbara Rotterova, Personnel Department,  
EMI RECORDS (UK),  
Seymour Mews House, Seymour Mews,  
London W1A 1ES  
Telephone: 01-486 4488.



Top quality \* Lowest prices

## 1" BUTTON BADGES

200 lines in stock \* or your own design  
quick service \* no minimums  
Crystal badges \* s.m.l. patches  
and Rock Prints  
details \* lists \* contact \* Cliff,



\* 7 Fairview Drive Orpington Kent \*  
\* 01-659-6488 \*

## MERCHANDISE MEANS

### MISTER TEE !!!

### MISTER TEE MEANS BUSINESS !!!

Mister Tee Promotions carry a huge range of Button Badges, Crystal Badges, Enamel Badges, Patches, Plastic Cut Out Badges and many more profitable lines.

Dealing with Mister Tee makes sense and Money !!  
Contact Mister Tee Today

Contact Terry Thomas at Mister Tee  
66 Blackwell Street,  
Kidderminster,  
Worcestershire.  
Tel: 0562-515291.

Enquiries from agents & distributors, U.K. and Overseas always welcome.

THE PRICE IS RIGHT



**USA CONCERT MERCHANDISE**  
T. SHIRTS  
&  
BASEBALL JERSEYS

- Imported directly from the USA.
- Officially licensed tour merchandise.
- Quality silk screened up to six colours.
- Over 40 designs available, including Led Zeppelin, Van Halen, Black Sabbath, AC/DC, Greatful Dead, Lynrd Skynyrd, + many more.

Enquiries to:  
Tel: 0442-46514  
JET LAG,  
1 Stornoway,  
Hemel Hempstead,  
Herts HP2 8TB

THE PRIME MANUFACTURERS AND WHOLESALERS OF MERCHANDISE

QUALITY AND DESIGN  
OUR HALLMARK

**BMC**

GOOD SERVICE  
AIR MAIL

UNEQUALLED RANGE  
ESSENCE

B A D G E

C BERKSHIRE MERCHANDISE  
H CENTRE  
Station Approach, Reading  
E 888907/582023

SCREEN-PRINTED T-SHIRTS

### PROMOTIONAL ITEMS

\* BADGES PLUS \*  
ENAMEL LAPEL  
CUT-OUT SHAPED

+  
BUCKLES  
JEWELLERY ETC.

Belt-Up Promotions, Station Approach, Tweedy Road, Bromley, Kent. Tel: 01-464-9995. Telex No. 896218.

## Showshirts

\* Top quality, custom designed \*  
T-shirts and sweatshirts  
\* Full range of promotional items available  
\* Write or phone for full colour leaflet and price list  
659 Fulham Road SW6  
01-731 5056/4986.

SHAPED PIN BADGES  
made to your design — minimum 250  
Quick & competitive service —  
Direct from major UK manufacturer.  
Samples & prices sent on request.  
PIN BADGE CO P.O. Box 22,  
Banbury — Tel: 0295 57321.

## American Commentary



### Consumers cautious despite big name releases.. Talent Forum talk.. CBS Miami meet

NEW YORK: The superstar albums are starting to trickle forth as the industry attempts to gear up for a fourth quarter that, even more than usual, will be expected to carry many a label and dealer to reasonable margins for the year.

This observer's guess is that despite the potential for the new Barbra Streisand/Barry Gibb collaboration, despite double live sets from Supertramp and The Eagles (and possibly Billy Joel), despite the long-awaited Bruce Springsteen, Rod Stewart, Doobie Brothers *et al*, many of the majors are going to revise their initial 1980 forecasts before the year is over — and the revisions will not be for the better.

For all the "enough talk about how bad the business is" people, new releases are not on very solid footing. The dollar continues to be tight, and overall economic indicators show no slowdown in recessionary trends. Consumers are being very cautious about their purchases, waiting to be absolutely sure they want a particular recording before buying it, and then waiting for the best sale price at which to get it.

The success of the \$5.98 (£2.47) lines, as indicated by the entry of Arista and others into the field, and by, for example, Capitol's addition of more than 170 titles to its \$5.98 catalogue, should also be seen as an indication that immediacy is no longer the critical element it once was in record buying patterns. As a result, companies are extending the amount of time over which they will monitor new releases, and spreading advertisement dollars over longer periods.

Also watch in the immediate future for a move towards softer sounds. There is a definite backlash against the intensity of new wave and/or punk outside the dance rock palaces. If you consider the word-of-mouth popularity of films such as *Fame*, together with their soundtracks (upbeat but with strong emphasis on melody and on relatively simplified and sweetened arrangements) and look at the Top 10 of the moment, the demand for less high energy music is apparent.

THE *BILLBOARD* International Talent Forum got off to a slow start on its first day, with a little better than half of the scheduled panellists appearing, and with a new format whereby 10 panels were convened concurrently, each with representatives from various facets of the talent world, including agents, managers, promoters, label executives, and artists.

#### By IRA MAYER

The opening session's keynote address, not listed on the agenda, was delivered by Manhattan borough president Andrew Stein, who had a sparse audience on hand to hear him proclaim New York's supremacy in the arts world.

Battle lines were fairly clearly established between the big guys and the little guys, with the major labels insisting the indies had no impact (and the indies claiming credit for whatever success new wave has had), and arena managers and club operators dividing along similar lines.

One speaker suggested arena business is off as much as 85 per cent from its peak of a year or two ago, and others claimed that clubs are serving the function that opening act status had a few seasons back.

Wayne Forte of William Morris stated that punk had debunked the traditional hierarchy of the industry by bypassing it and creating its own audience. Herbie Herbert, manager of Journey added: "These hard times offer the greatest opportunity to free enterprise."

A CBS meeting of 300 national and international marketing, promotion and A&R personnel in Miami — replacing the company's former convention extravaganzas — saw a restructuring of sales territories from five to six regions, and the introduction of field vice presidents in sales and distribution to facilitate better communication with the New York headquarters.

The company simultaneously announced the expected reactivation of the Portrait label, with Leenie Petze named VP and GM, but still no word on the signing of a second ex-Beatle (the label already has Ringo Starr under contract). Gregg Geller moves up to VP of national A&R, Petze's old job, while Mickey Eichner has been named VP national A&R at Columbia.

ON THE video front, Chappell Music is offering those seeking theatrical synchronisation rights to titles in its catalogue one year in which to negotiate a home video rights fee. After that period, there would be a one-month limit of intensive negotiations before the matter would be submitted to the American Arbitration Association for a binding decision.

The publisher is hoping that a general fee will be established, based on a percentage of list price of the video cassettes and/or discs, with Chappell president Irwin Robinson hoping that the Copyright Royalty Tribunal will adopt such a system for audio recordings, and that that system, in turn, will be used as a model for video programmes.

In the continuing monitoring of VCR sales, the number of units being sold in July was 107 per cent ahead of last year, bringing the year's total to almost 65 per cent more than last year. Industry predictions peg a sales plateau of one million recorders for 1980 with sales of 10-15 million blank and four million pre-recorded video cassettes in the US.

The No. 1 seller on the video cassette charts? 20th Century Fox's *Alien*, of which distributor Magnetic Video expects to sell 40,000 copies before the year's end — a list price dollar total in excess of \$2 million (£826,446).

Meanwhile, Walt Disney Home Video, with 10 feature films and three cartoon features in its initial selling catalogue, will offer dealers the option of selling, renting or selling and renting. Each programme has its own financial terms, packaging, and inventory and merchandising support.

## GERMANY

Edited by MICHAEL HENKELS and NIGEL HUNTER

# Levy clash between disc and blank tape firms

HAMBURG: Ralph Siegel declared that blank tapes are the cancer of the music business (*Music Week* August 16), and the results of a market research commissioned by GVL, the performers' protection society, amply confirm his statement.

A total of 88 million blank tapes were purchased during 1979, and the hardware levy imposed is obviously inadequate to compensate copyright owners for the amount of home-taping entailed by such a figure. The levy on tape recording equipment was introduced in 1965.

"At that time," explains IFPI lawyer Wolfgang Nick, "it was expected that the levy would be DM15 (£3.50) per unit of equipment sold, but due to price reductions and massive imports from abroad, the levy now is about DM4 (93p)."

The technical developments and rapidly expanding blank tape sales which have taken place since 1965 were not anticipated then on such a scale.

GEMA, the copyright

organisation, has been lobbying for two years for a change in the German copyright law to take account of the situation, and the recent Austrian success in obtaining legislation to impose a levy on the sale of blank tape (*Music Week* August 9) has given added impetus to its efforts. However, no decision on the matter is expected this year.

A Ministry of Justice spokesman told *Music Week* that there is no basis for the rumours published elsewhere that a levy on blank tape will be introduced this year.

A proposal for such a measure is to be included in forthcoming Bundestag parliamentary business, but the legislative timetable stretches as far as 1984.

The proposal has renewed the conflict between the German record companies and music publishers on one hand and the manufacturers of blank tape and tape recording hardware on the other. The two sides were at loggerheads first in the Sixties on the question of the hardware levy.

BASF, a prominent member of the blank tape lobby, advanced a new theory during the Dusseldorf Hi-Fi Fair to the effect that declining

sales in pre-recorded music cassettes could be the result of the latter's manufacturers using tape of an inferior quality rather than the public recording music at home.

A PolyGram spokesman swiftly countered this theory by pointing out that all Deutsche Grammophon, Phonogram and Metronome pre-recorded cassettes use BASF material.

Reports from a recent WEA conference in Amsterdam suggest that that company is thinking of alternative measures to combat home-taping rather than the imposition of a levy on blank tape sales. The alternatives considered are a price reduction on music cassettes, a different packaging format presentation and a reduction in royalty fees.

The latter notion would be the hardest to attain because GEMA will not entertain such an idea at the expense of its members to solve the problems of other sectors of the music industry.

Discussions on the matter between GEMA and the Bundesverband der Phonographischen Wirtschaft (the German equivalent of the BPI) are due to take place shortly.

### Metronome faces up to the challenge

HAMBURG: Metronome '80 was the simple tag for the annual sales convention of Metronome Records, which took place here recently at the Intercontinental Hotel. The company, a subsidiary of PolyGram Germany, is setting its sights on a 25 per cent share of the group's turnover.

Managing director Rudi Gassner — due to move to the top chair of Deutsche Grammophon in October — pointed out that nobody in the music business could or should learn to live without increasing their sales figures, recessions notwithstanding. He also refuted rumours of a merging of PolyGram companies and a loss of the present individual identities as "total nonsense".

Distribution manager Heiner Wieland reported increased turnover figures again for Metronome. At last year's convention, he had specified a 20 per cent share of the PolyGram turnover, and in fact the result had been a gratifying 22 per cent. The target for the coming year must be 25 per cent of the group's business.

To underline the possibility of reaching this target, Wieland cited the first album by Peter Maffay for Metronome, *Revanche*, as going gold within one week of its release.

Marketing manager Heino Wirth, due to succeed Gassner as managing director of Metronome next month, declared that "German schlager music is dead", and sees future success founded upon singer-songwriter material of depth and strength epitomised by Peter Maffay and Milva.

Wirth is also optimistic about the prospects of medium-sized labels in the struggle for market share with the majors. He mentioned CNR, Chiswick, Global and MPS as evidence of his theory and rates the chances of even smaller and more specialised labels in the currently volatile market.

After the executive speeches, the Metronome domestic and international departments presented an impressive mixed media show spotlighting forthcoming releases.



HAMBURG: Not an Australian signing, but some celebratory antics from Lollipop Musik's Juergen S. Korduletsch (upside down) after signing the Los Angeles-based group Berlin, which is led by producer and sound engineer Jo Julian. Also in the picture (second from right) is Berlin singer Virginia Macolino. Three albums are planned for release by Teldec here, the first being titled *Information*.

### First signing for Bellaphon UK

FRANKFURT: Considerable emphasis was placed upon the first signing by the Bellaphon London office at the Bellaphon sales conference held here recently.

The artist is Dave Kelly, guitarist with the Blues Band, who is contracted by Bellaphon for various solo projects. Initially a single and an album are planned.

Kelly is appearing with the Blues Band in three major German TV shows this month, which are *Musikladen* and *Beat Club* in Bremen and *Rockpop* in Munich.

## PERFORMANCE

## Look back with Wonder

AN ENTHUSIASTIC audience was treated to what amounted to a retrospective of Stevie Wonders' career — hard to believe he's just turned 30, yet has been a pro since he was just 10 years old — at Wembley last week.

For close on three hours the blind maestro wove his magic, assisted by a funky hard-blowing 10-piece band and four backing singers.

Some songs were given the big production treatment, others simply featured Wonder and his varied keyboards. Together they showed his tremendous vocal range and class musicianship.

High points on the opening night were a new arrangement of Boogie On Reggae Woman, Living For The City and the title track of The Secret Life Of Plants. From his upcoming Motown album, Hotter Than July, he featured a track entitled Lately — a potential hit single — plus a moving piece dedicated to Martin Luther King.

"Part of my heart seems lost in today's life," commented Wonder towards the end of his act. But while his inner torments and campaigns for peace and love continue, Stevie Wonder remains firmly in touch with the modern music world.

JIMEVANS

Croredy Folk/  
Rock Festival

FOLKIES ARE a hardy bunch. Put them in a windswept field on the only foul day in a fine month, give them ale and music, and they'll not flinch from their duty to laugh at every hoary bewhiskered joke, demonstrate that they can render any song in the Cecil Sharp collection in rough harmony, and learn newly-written, usually rude, lyrics to old tunes in seconds flat.

The annual folk rock event at Croredy was a testament to British grit, and to the fact that among the exponents of that music are some of the most skilled and good humoured musicians around today.

An early appearance was made by Johnny Silvo, a folk circuit stalwart who wisely threw instrumental finesse to the wind and whacked out some stuff to get spirits roused. Steve Ashley pulled his weight, choosing to stick to the traditional sounding and fairly predictable side of his repertoire rather than to showcase more striking rock/pop oriented material.

Richard and Linda Thompson were, as always, an energising force. As their last two LPs best demonstrate, they are able to produce seamless welds of old and new styles to fine effect.

Ralph McTell not only gave his expected smooth and clear performance (including a particularly good song dealing with the Craig and Bentley murder case of years back), but made history by getting away without singing Streets of London.

If McTell was the claret, the Fairports were the old Napoleon brandy (laced with bathtub gin of course). With the weather cleared for the night they played a superb and joyful set. Pegg, Nicol Rowlands and Swarbrick, who was on top form, were gradually joined by just about everyone else who had played that day, and at one point former group drummer Dave Matlock duetted with Rowlands.

With well over 3,000 tickets sold up front, and more on the day, this event is secure in the folk calendar, and chief organiser Dave Pegg hopes next year to stage a set from an early Fairport line-up which included Trevor Lucas and Jerry Donaghy.

TERRI ANDERSON

## Reg Livermore

THE FLEET Street press were not particularly kind about Australian Reg Livermore's debut London show, Sacred Cow, which opened at

the Phoenix Theatre — and the correspondence columns of the same newspapers indicate that the public themselves were in a state of confusion about the artist and his alleged vulgarity.

Livermore — presented over here by Robert Stigwood and en route for the US — is not just a drag artist. He intersperses his sketches with music and song, and gives rather plaintive versions of material from the likes of Elton John, Andrew Gold, Carole Bayer Sager, Bette Midler and Billy Joel. His singing style is similar to Leo Sayer, even down to his dress and stage actions, but sensibly, he chooses songs which are not immediately associated with the above-named writers.

So far as his humour is concerned, Livermore is definitely an acquired taste. He does go over the top, but there are moments of genuine hilarity and although we laugh at his characters, there are times when we feel sadness for them too.

On record — Livermore has made several LPs back in Australia — it may be difficult to catch the flavour of his show, and his singing style, while pleasant, is not individual enough to corner that area of the market.

However Livermore is a unique performer — and the critics certainly won't make him go away.

CHRIS WHITE

## The Leopards

THOSE INFECTIOUS hook lines, that people in the business say they are constantly looking for, coupled with originality are hard to find. The Leopards have bridged the gap admirably.

The key lay in the tight bass/drums which churned out compulsive rhythms. Bassist Claire McCauley produced some memorable lines — especially on the catchy Performance On A Plate and Cat Burglar — while angular, jangling guitar chords provided a distinctive tone to the band.

But the Leopards aren't just throwaway pop, raucous Jeannie McCauley, reminiscent of Elkie Brooks in her Vinegar Joe days, writes some quite serious lyrics. With a better than usual Rock Garden sound, the band scored with Strange Rhythmical Music their single on Warped Records.

At times the songs got lost in their middle sections, crying out for a major chord or even a middle eight, but they never sounded contrived. The band deserve a signing, especially with the success of Echo And The Bunnymen and their ilk, to whom their music is probably most akin.

SIMON HILLS

## Pink Military

DAY-FOUR of the ICA's Capital Radio-sponsored Rock Week saw hordes of punks turned away as a Full House sign was posted outside Nash House.

All the excitement was generated by Pink Military, currently enjoying the popularity of the new "Liverpool sound", signed to Eric's label and supported on this occasion by One on One and The Beast.

The doors opened at 7.30, but it wasn't until three hours later that Pink Military came onstage and by then most of the audience seemed bored. Both support groups' sets had started fairly well, but after hour-long sets from each, the bottom of both's repertoire was well and truly scraped.

But the audience rallied round Pink Military when they finally put in an appearance. The group, fronted by singer Jayne who was wearing a red shiny lampshade of an affair hat, played enthusiastically. Jayne's stringent vocals suiting the melodic synthesiser dominated music well.

A happy ending to the evening.

DANNY VAN EMDEN

## SQUASH LADDER

THE NEED for regular exercise to burn off the tensions of working in the music business has attracted many people in the industry to take up squash, and recognising this *Music Week* — in association with Bronze Records — is setting up a Squash Ladder culminating in grand championship finals with a trophy for the winner.

The ladder is being co-ordinated by Robert Lemon of Bronze. Players will be listed in *Music Week* and will challenge each other and report results to Lemon who will maintain a league table.

For full details and complete rules of the tournament telephone Robert Lemon immediately on 01 267 4499. First games will start as soon as sufficient players have applied.

## DOOLEY

WE HAVE refrained from editorialising on the recent hyping accusations, not believing in trial by television and hoping that the industry will have the integrity to police itself, but we must express alarm at the apparent blandness of the committee of enquiry's statement after its first meeting (see page one) . . . surely its first action should have been to instruct professional independent investigators to seek reliable witnesses and secure sworn statements which either prove or disprove the allegations? . . . an immediate announcement that it was taking this course of action would have given us more faith in the committee's ultimate findings and would have helped placate the media which will undoubtedly continue to snipe at the industry until the matter is brought to some sort of conclusion . . . we urge the committee (which includes a representative of *Music Week's* own management) to remember that the industry and the media are looking to it for positive action — and no doubt certain sections of the BPI membership will be lobbying the Council in similar vein before its next meeting next Wednesday.

A DOOLEY line about an RCA press officer being mugged and giving his attackers £5 to go away has elicited the following comment from a PRT mole: "So what! We was mugged by RCA, but at least he can get his fiver back on exes!" . . . Peter Knight Sr. arranged the music and conducted the 50 piece choir at Karen Carpenter's recent wedding — he says he's also available for birthdays and Bar Mitzvahs . . . Laurie Krieger says he was so inundated with replies to his recent *MW* ad for Space Invaders that he begs enquirers' patience while he gets round to answer them all . . . In an extraordinary about-turn, Don Arden last week re-hired sacked Jet sales director Ray Cooper and has also re-hired press lady Ros Grugeon for freelance work . . . another Jet casualty, promotion manager Willie Morgan, can be contacted on 486 9695 . . . Researcher Dafydd Rees retained by *Music Week* as statistical consultant . . . Wonder woman Linda Carter in town promoting Motown single The Last Song.

RCA MANAGING director Jack Craig unable to attend the company's sales conference due to "much needed vacation" after the PRT negotiations, and work commitments in US . . . CBS sales director John Mair celebrated his 21st year in the business while attending his 11th CBS conference . . . Maurice Oberstein's plea for more good news in the press should be heeded by his own marketing execs who could help by being more informative about their campaigns when *MW* reporters call . . . At the RCA conference Derek Everett (jokingly) referred to his A & R manager Bill Kimber as, "the man who is said to have Van Gogh's ear for music" . . . Redundant Rime Enterprises regional pluggers Martin Frederick (Midlands) and Erica Hughes (North and Scotland) contactable on 021 449 3931 and 061 445 3087 respectively . . . At ICA debate on the rock press, *NME* editor Neil Spencer explained why his paper writes so little about heavy metal: "The music and the values it represents are mostly worthless, or downright harmful!"

WINDSONG  
RECORD EXPORTS  
LIMITED

will now be one step nearer perfection  
at our new premises

St Edmund's Church  
Cornwall Road  
Croydon  
Surrey CR0 3RD  
Tel: 01-688 6836  
Telex: 896218 WINDS

From Monday 15 September 1980

For all enquiries and information on disco, new wave, hard rock and general catalogue contact Steve Mason, Mike Chapman or Sean Sullivan.

