

RECORD BUSINESS

WITH
RADIO WEEK

Singles chart, 6-7; Album chart, 21; New Singles 22; New Albums, 20; Airplay guide, 18-19; Video, 9; Indie labels, 8.

May 5, 1980 VOLUME THREE Number Seven

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Merger prospects grow between Pye & RCA

NEGOTIATIONS HAVE been resumed between Pye & RCA and a merger between the two companies is now in prospect.

There were preliminary discussions a few weeks ago (RB April 7) but these broke down when the two sides failed to reach agreement. Last week the two companies began talking again and an RCA spokesman confirmed that meetings had been taking place.

"We have been discussing various amalgamations with other record companies. The board has been meeting

Pye, but nothing has been decided. Our record division president has gone back to the USA to think about it," he said.

At press time, significantly, Pye managing director Derek Honey was stated to be en route for New York for discussions with RCA.

The company's chairman Louis Benjamin commented: "There have been discussions of a general nature about ways and means of the two companies getting together, but these do not involve one company buying the other, more a use of common facilities."



DEFYING THE laws of gravity, members of the all girl band Tour De Force manage to lift manager Harvey Goldsmith at last week's reception to celebrate their signing to Liberty United Records. The band is the first to be signed to the new management company formed by Goldsmith and Pete Brown.

Wage demands fuel rise in record costs

RECORD MANUFACTURING costs are set to rocket over the next few months with almost all major record companies facing hefty wage claims from staff at pressing and distribution plants.

Despite the recent one-day stoppage by members of the TGWU at Record Merchandisers in Hayes, at present there appears to be no immediate danger of full-scale industrial action.

But, coupled with the recent rises in vinyl costs, the anticipated level of settlements must raise the spectre of a further round of record price rises later this year.

Following recent heavy redundancies, EMI unions are asking for a 24 percent wage rise, backdated to the beginning of April. Management is currently offering 12 percent and a meeting was scheduled for the end of last week.

With CBS offering 14 percent, unions at Barby Road are claiming a 30 percent rise and negotiations are continuing. WEA negotiations for annual rises do not begin until the end of May, but unions have already put in a claim for 24 percent.

So far PRT/Pye is the only company to have settled its wage increases. Workers received a 17.5 percent rise at the end of March. RCA and Polygram wages rises are due in July and negotiations have not yet begun with unions.

At present, CBS and EMI executives were not available for comment on the effect the wage rises would have on the cost of disc.

And BPI director general, John Deacon, commented: "In the current trading climate there is just not enough money in the pot to meet these kind of demands."

NBRC launches direct mail TV arm

A BOOST to Britain's sluggish record sales is anticipated by the formation of Teledisc, a direct mail company using TV advertising, funded by NBRC, the UK subsidiary of the giant Bertelsmann company of Germany, the owner of Arista and Ariola Records.

Teledisc will be jointly owned by NBRC and the Hutton Company, the advertising agency which represents the two NBRC labels. Man in charge will be Dennis Knowles, former Arista marketing director.

Using two-minute commercials – the longest ever screened to promote a record – the first package will be a *Very Best Of Barry Manilow* 2LP. Both albums and tapes will sell for £5.99 and the commercials will be screened ten times in peak viewing slots over a two-week period from May 5. First screenings will be through Thames TV, with the campaign set to roll out nationally following negotiations with TV contractors.

Teledisc will not restrict its activities to Arista-Ariola repertoire, but will seek

material from other labels. A June package is already in the pipeline from a non-NBRC label and Knowles is in negotiation for other albums. "There has been a high level of interest in what we are doing from all the companies we have spoken to so far," commented Knowles, whose involvement with Teledisc will only be in the area of direct response marketing.

There have been previous attempts to sell records direct to consumers through TV advertising – the most recent being a Byrds album by CBS and a Nana Mouskouri package from Polygram – but it has not been a notably successful enterprise. However, Thames TV is sufficiently impressed with the potential of the Teledisc scheme to have asked the company to promote one music package each month for the next year. "Thames takes a gamble along with us, by selling airmail at a discounted rate and then taking a percentage of the profits," explained NBRC md Andrew Pryor, pointing out that otherwise the Thames area campaign alone would

have cost £250,000. This is why Teledisc can afford two-minute commercials of which some 30 seconds is given over to explaining to viewers how the scheme works.

Cheques or postal orders are sent freepost to an identified funding house and for credit card users 25 phone lines are available round the clock.

"In the present sales climate, the industry must look to broaden the appeal of records and stimulate sales and growth in hitherto untapped sections of the potential market. We believe there is a vast market for records among people who own playing equipment, but who are not inclined to buy regularly. Viewers can now order music direct without leaving their homes," said Pryor.

He rejects any suggestion that Teledisc is likely to discourage consumers from going into record shops. "It is well known that successful TV direct response LPs in the past have instigated considerably increased sales of catalogue in the shops," he said.

GRAHAM PARKER

his first single for stiff records

STUPEFACTION

taken from his forthcoming album "THE UP ESCALATOR" seez 23

also available in bakers' dozen counterbox - order 12 copies - get one FREE BD72

BUY 72

• ORDER YOUR COPIES NOW FROM CBS. TEL. SALES (01) 960 2155

Len Wood to leave EMI in September

LEN WOOD, doyen of the British record industry, will formally retire from EMI in September – 50 years after he joined the company as a salesman.

His forthcoming departure from the company to which he has dedicated a lifetime's service is the chief reason behind his decision not to seek re-election as chairman of the BPI at next month's annual meeting. Wood has been chairman of the BPI since 1973. The vice-chairman, John Fruin, has been nominated as his successor, with Chrysalis chief Chris Wright appointed as the new vice-chairman.

Wood told *RB*: "Since the job is for a three-year term, it would have been wrong for me to have sought re-election. The BPI needs a new voice and a younger man as its chairman now." Wood however, expressed himself "honoured" to have been invited to continue in a non-voting capacity as president.

Wood has been what he described as "non-operational" at EMI, of which he has remained a director, for the last two and one-half years. He has been fulfilling a mainly consultancy role and expects to continue to do so after his September retirement. He is also hopeful that regulations will allow him to retain his involvement with the IFPI.

Letters

BPI replies on 'Anton Pillar'

MR. MICHAEL Collins of *Aintree Records* suggests that there is no such thing as a "search and seize order". (Record Business issue dated April 21, 1980). He is quite wrong. The basis of an "Anton Pillar" order, as they are colloquially known, is that the persons to whom the order is directed must permit representatives from the solicitors to look for, inspect, photograph and remove infringing material and documents relating to such material. There is no requirement under the order to nominate particular items or documents.

The second point in Mr. Collins' letter is quite without foundation. Any order requiring an act to be done is endorsed with a penal notice which is pointed out to a defendant when served. The effect of the notice is that if the order is not complied with, that defendant risks possible imprisonment or fine for Contempt of Court. Mr. Collins gives the impression that a person who fails to comply with the order is immediately imprisoned. This is far from the case, the matter is brought before a Court for determination.

Finally, on the question of self-incrimination, a defendant served with an order does not have an automatic right to withhold compliance on that ground. The question of whether or not documents or answers will incriminate him depends upon the circumstances. Since the recent decision in the Court of Appeal, Judges making



LOGO RECORDS has signed new head The Books to a long-term worldwide deal. The first single 'Broadcast Broadcast' comes out in May, at which time The Books tour under Human League.

Left to right: Logo md Geoff Hannington, Steve Betts of The Books, and manager Cyril Van Den Hemel.

Dealer tags inconclusive

PHONOGRAM'S EXPERIMENTAL radio campaign for 10cc's *Look Hear?* album which featured commercials of different lengths and content on three stations has proved inconclusive.

The company's marketing manager Tony Powell was hoping to prove that spots booked in prime time with a dealer tag had more direct effect on sales than a conventional 21-spot TAP (total audience package) 30-second campaign.

"I can certainly say that our 45-second commercials on Hallam peak time had a much bigger impact than the TAP package we bought on Liverpool's Radio City," said Powell.

"In the Trent area, where we added a 15-second dealer tag voice-over to the 45-second peak spots, I did not notice any marked sales improvement. However, there was no real momentum behind the effort because the 10cc single did not really take off to coincide."

Anton Pillar orders give very serious consideration to whether or not there is a real likelihood of the order placing a defendant in a position where he may incriminate himself. If the Court is of the view that there is a real risk the order will not be made.

In practice as your readers and Mr. Collins in particular, will be well aware, the criminal provisions of the Copyright Act 1956 and the Performers' Protection Act 1958-1972, are of no practical assistance to the legitimate record companies, and are not used by them or by the police. Any prosecution that may be brought by the police would be in respect of offences under the Theft Act 1968. That Act would appear to apply to the sale of counterfeit records and cassettes. In so far as offences under the Theft Act are concerned, the "defence" that disclosure in a civil action is likely to result in self-incrimination is expressly barred by the Statute.

It should be noted that since the Court of Appeal decision referred to above, the Courts have continued to grant "Anton Pillar" orders on the application of members of BPI, recognising that there is no real risk of criminal proceedings being brought against the pirate or bootleggers.

I trust this letter is of some help to your readers.

JOHN DEACON, DIRECTOR GENERAL, B.P.I.

MM re-launch threatened by journalists' dispute

A £200,000 re-launch campaign for the new-look *Melody Maker*, due to begin on May 24, is in jeopardy because of the decision to dismiss 1,500 journalists employed in IPC's Magazine and Specialist Press divisions. Neither the *MM* nor the *NME* were published last week.

Dismissal notices alleging breach of contract were handed out to NUJ members on April 25 following the threat of selective disruption of production in support of a pay claim. In the High Court last week, the NUJ was refused an application for an injunction against the dismissal notices.

At presstime, *MM* editor Richard Williams stressed that no decision had yet been taken whether or not to proceed with the re-launch. However, since TV advertising forms part of the promotion

Oil brings tape boom in Scotland

THE SALE of pre-recorded cassettes to oil workers in remote parts of Scotland is booming. One camp estimates a weekly sale in excess of 8,000 tapes.

At the Firch oil construction camp in Moss Bank, Shetland, site proprietors Grand Metropolitan Scottish Services have linked with distribution company Wynd UP of Glasgow to supply cassettes to workers.

Sold through the site's centralised multi-purpose store, interest in cassettes has rocketed in recent months forcing Grand Metropolitan to treble the display and range.

Retail supervisor Brian McFeat told *Record Business*: "As this is a permanent camp the turnover is very good considering the location. I have a regular clientele for top 75 material, but country, pop and new wave lines are also good sellers. I'm selling, at a guess, upwards of 8,000 cassettes a week."

The Firch camp caters for over 6,500 workers, and sales campaigns and discount offers are introduced to move particular products. Company employees also enjoy a 10 percent-off scheme.

Through Wynd UP, Firch's orders are flown to Shetland, generally on a monthly basis. Obviously, the shop has also recently begun to rest-stock large amounts of blank cassettes, bought direct from London through Agfa. McFeat says: "C90s are by far our best sellers."

Discs had been a feature in the camp shop but they were not popular with workers, most of whom found it more convenient to own portable cassette machines.

A similar retail and distribution link up is also in operation at Toft construction camp, where the suppliers are Clyde Factors.

plans, a final decision will have to be taken this week. The dilemma facing the *MM* is that if the May 24 date cannot be met, then the likelihood is that the whole exercise will have to be postponed until the quieter summer months are over.

If the relaunch goes ahead as planned, then *MM* readers will see a paper redesigned, as Williams puts it "from top to toe". Apart from minor adjustments this will be the first new look since 1964-65.

The changes, according to Williams, will be "fairly subtle" and designed to make the paper more appealing to a younger readership, where the *MM* has been losing ground to the *NME* and *Sounds*. However, he regards it as important that the paper's broad objective coverage of popular music is retained, but that the specialist sections be made accessible and interesting to the non-committed reader.

It is a measure of the enthusiasm of the staff for the project that they are continuing to report for work, although they know that they will not be paid. "There is a considerable emotional, not to mention physical, involvement on the part of everybody. The present situation is frustrating for us all," said Williams.

Meanwhile the continuing uncertainty surrounding IPC's consumer music press has opened the way for a stop-gap rock weekly to be called *New Music News* planned for a debut issue on May 9, featuring charts compiled by *Record Business* Market.

Melody Maker's Mark Williams is the editor of the magazine which hopes to print a minimum of 100,000 48-page copies to be distributed nationally by Moore-Harries. The backers are publishers Bunch/Sportsense of 14 Rathbone Place, London W1 which has found union-approved printers to handle the job. Editorial enquiries are being dealt with on 01-637 7991 and advertising by Richard Howell on 01-631 3187.

Heaviest promo for Galway/Laine

NEXT MONTH sees RCA Records launch its heaviest promotion to date for the album *Sometimes When We Touch* (RL 25296) by James Galway and Cleo Laine.

The initial push will be spearheaded by TV advertising on ATV during the first three weeks of June and on Granada during the last three weeks of June, featuring peak and off-peak slots. If successful, TV advertising will be extended nationally.

Also lined up is RCA's window displays throughout the UK, radio advertising on selected stations, 2,000 posters on the London underground and special in-store displays.

With both album and cassette retailing at £5.49, the usual margin for TV product of 25 percent will apply. Release date is set for May 9.

MULLINGS

GROWING SPECULATION that **Virgin Retail** is about to break the Net Book Agreement, which prevents price-cutting, as soon as its legal defence is ready, has finally reached W. H. Smith, which it will be recalled was a front-runner in another area of price-cutting. Virgin Books md **Maxim Jakubowski** reported a call from a worried top executive of the multiple requesting further information. Taking his lead from chairman Richard Branson, Jakubowski only admitted that the idea is under consideration . . . the future plans of **Ramon Lopez** will shortly be disclosed to the waiting world, but in the meantime staff at Manchester Square are certain they have heard the strains of 'One Fine Day' coming from his office . . . and as Lopez prepares to bid a final farewell to Manchester Square, EMI also said goodbye last week to the body scanner. It goes to **General Electric** in America for £1.5 million which also covers the settlement of litigation over alleged patent infringements . . . a considerable honour for **Dick James** . . . he's been elected honorary president of the United Jewish Appeal music division, the leading American fund-raising organisation, the first Englishman to be given the job . . .

THE FORTHCOMING retirement after many years of dedicated service to the BPI, of chairman **Len Wood** may well result in a change in the way of conducting business in the future. Wood, a believer in behind-the-scenes diplomacy, felt all BPI decisions should be unanimous. Now there is a move afoot to introduce a larger measure of democracy which would mean decisions being approved by a strong majority vote. The first, it would appear, has already been taken. Wood's successor **John Fruin** was nominated by a majority vote after a fair amount of lobbying among Council members had taken place . . . according to **The Beat**, 'Mirror In The Bathroom/Jackpot' is the first digitally recorded 7-ins to be released in the UK. Band is also offering a chance for local bands to appear in the third spot on their tour - details available from Go Feet Records, PO Box 320, Birmingham B29 7PR. **Spartan** has secured distribution of 'All Shook Up' by the **Columbia Brothers**, first release on **Frank Rodgers'** Hotel label - and with airplay support from Radio-1, Capital, 208, Hallam and Pennine, the ex-Decca label manager has his fingers crossed that a hit may be in prospect . . . decision to engage the **Beach Boys** to headline at **Knebworth** brings back memories of the band's last planned open-air appearance at **Wembley** three years ago, cancelled it was said because there had been insufficient time to put their act together . . . incidentally, because the show is pre-harvest, **Capital** has had to purchase a field of wheat from **Knebworth** owner **David Cobbold**, who fears that it will be trampled by the hoards emerging from the camping site . . . promotion at A&M for marketing director **John Cokell** and A&R chief **Mike Noble** - both elected to the board . . .

RAK PRESS release from **Bill Harry** on **Hot Chocolate's** 'No Doubt About It' single claims record was inspired by a UFO sighting witnessed not only by **Dave Most**, but also co-writers **Steve Glen** and **Mike Burns**. And where did this mystic manifestation take place - at 5.30pm on **January 27** while the three were driving along **Finchley Road** in **North London**. They watched it for 90 minutes and followed it from **Hampstead Heath** to **St. John's Wood**. Where it went then we're not informed - but how about a landing in **Paul McCartney's** back garden? . . . narrow escape for **Ronnie Scott's** club chief **Pete King** - in practice for the **European Touring Car** championship in **Northern Italy**, his **Escort** was wrecked when hit from behind, leaving **King** with four broken ribs. . . **RB Research** boffins claiming that **Jam's** 10 singles in last week's chart was an all-time record . . . bands looking for a bargain recording session should call new company **ReefTime** (248 3222) set up to fill unused bookings in 20 London studios . . .

DESPITE THE label's remarkable record, even 2-Tone doesn't win 'em all - **Dexy's Midnight Runners** actually turned down an approach by the **Coventry** label on the grounds that its musical policy wasn't right for them. . . former **DJM** publishing head **Ron Cole**, now living in **Tel Aviv**, taking over as business affairs manager of the local **CBS** operation.

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Custom-made TV LP from Boxcar leads off in Scotland

WARWICK RECORDS is putting a TV campaign behind country singer Boxcar Willie, a relatively unknown American country artist whose reputation is growing steadily in this country. He has made two acclaimed appearances at the Wembley Country Music Festival and last November his achievements were recognised at the GMA Awards presentation when his Big R album *Daddy Was A Railroad Man* was named LP of The Year.

Boxcar Willie, a charismatic character whose stage outfit shuns the usual country gear in favour of baggy railroad engineer's overalls, has recorded a 20-track album of country favourites entitled *King Of The Road* (WW 5084) in Nashville specially for Warwick. Initially the TV campaign will concentrate on the Stags TV area in Scotland where

the singer has developed his biggest following. At present Warwick plans to delay national TV until later in the year, probably the Autumn.

"We sold 4,700 copies of *King Of The Road* at Wembley at Easter and this suggests that he could develop into a major artist," commented Warwick and Ian Miles. The company has an option for a further album if this one proves successful.

Another May TV promotion for Warwick is *Country Welcome* (WW 5082), featuring tracks by Dolly Parton, Crystal Gayle, Barbara Mandrell, Charlie Rich, Waylon Jennings, Charlie Daniels Band and Johnny Cash. Initial promotion will be in the Anglia area from May 12.

Three new releases on the brass and military band label Parade will be promoted in national and specialist press using the theme 'You've seen them in uniform, now see them on Parade'. There will also be p-o-s display material available.

The albums are *A European Excursion* by the Band Of The Royal Air Force Germany (PRD2005), *The Death Of Glory Boys* by the Band of the 17-21 Lancers (PRD2006) and *World Champions* by the Strathclyde Police Band (PRD2007). Parade retails at £3.50.

May's new post

CLIVE MAY has been appointed to the corporate finance department of Thorn EMI in the newly-created position of controller, music entertainment and leisure.

He joined EMI in 1965 and has held a number of posts within the company including group chief accountant, finance director, Thames Television and director of development planning and director of commercial affairs Europe, when he was based in Switzerland. Since his return to the UK in 1979 as general manager EMI group finance he has been exercising the function of financial controller reporting to EMI's group finance director.



THE FIRST birthday party of the Blues Band developed into something of a MMOBA (Manfred Mann Old Boys Association) reunion. The Blues Band was formed by ex-Manfreds Tom McGuinness and Paul Jones and guests pictured here at the Bridge House, East London's major rock pub, include Manfred Mann and Mike Vickers, together with assorted blues stalwarts like Alexis Korner and Ian Stewart.



EMU'S PROMOTION team demonstrates their wrestling skills as they meet the company's latest signing – wrestling star Big Daddy, real name, believe it or not, Shirley Crabtree. EMI released his single 'We Shall Not Be Moved' (DB 9079) on April 25 – the number that over the years has become Big Daddy's theme tune in the ring.

Deals

THE DRIFTERS have signed a new recording deal with Epic Records. First release under the new deal is the single 'I'm Not That Kind Of Guy', produced by Biddu.

WEA RECORDS has signed four piece band Broken Home. The first single *Death Of Gog* is already available and the group begins a 17 date UK tour this week.

PYE RECORDS has finalised a deal for release of the debut Spiders sing 'Money Money' (REDS 004) on the newly formed Red Shadow label. It is available immediately.

FIRST RELEASE from new Logo Records signing *The Books* will be the single 'Broadcast Broadcast' (BOOK 1), out on May 16.

NEWLY FORMED label Rewind Records, distributed by Pinnacle, released its first single last week – 'Isn't It About Time We Were On TV' (REWIND 1) by three-piece rock band Huang Chung.

PVK RECORDS has signed singer/songwriter Richard Newman to a worldwide deal. Newman is currently working on his debut album.

NEW SIGNING to Fabulous Records is The Push, the band formed by songwriter Carl Groszman. First release will be the single 'Geraldine'. A UK tour is scheduled for the summer.

PROMO COMPANY Rush Release has been retained by Liberty United to handle new singles by *Two Tone Of Fun* and *Sore Throat* and by *Africade* Production to handle the new *Bunny Mack* single. Rush Release has also set up a new side-line – Instant Image – to produce poster and sleeve designs and photographic work.

NEAT RECORDS of Walsend weighs in this week with another of its seemingly never-ending heavy metal signings. This time it is *Fist*, a four-piece from South Shields, originally formed in 1977 as *Axe*. The single is a double 'A' side of 'Name Rank and Serial

More indies for Pinnacle

ACTIVITY ON the Pinnacle distribution front this week includes a national distribution deal with Attrix Records of Brighton for the label's entire catalogue. Pinnacle will be concentrating on the new Piranhas single 'Yap-Yap-Yap' (RB06) and the Dogdags single 'Science Fiction (Baby You're So)' (RB07). The back catalogue will also be available from Orpington including the two albums *Vaultage 78* (RB03) and *Vaultage '79* (RB08), both compilations by Southern rock bands.

Pinnacle has also clinched a sole distribution deal with Unitone and its Schoc Wave Label which gives it 7-inch and 12-inch singles including Sharon Bengamin's 'Mr. Guy' (SRP003) in a picture bag.

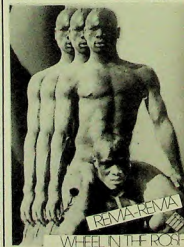
Pinnacle's new Street Beat Label has also been active with the signing of Newcastle metal merchants Mythra whose four-track EP on Guardian Records racked up 14,000 sales in three weeks, via Bullet. Street Beat will issue 'Killer' plus 'Death and Destiny' and 'UFO' (LAMP 2) as a 7-inch 45 and adds an extra cut 'Overlord' on the 12-inch version.

Number 1 c/w 'You'll Never Get Me Up (In One Of Those)' (Cherry 04).

IAIN MCNAY'S *Neat Red* label has picked up the rights to the second British Lions album entitled *Trouble With Women* and releases it on May 2. The line-up is John Fiddler, Morgan-Fisher, Oerend Watts, Buffin and Ray Major.

THE REGENTS have signed a worldwide deal outside of Canada and the USA with Arista Records and release 'See You Later' (ARIST 350) on May 9. The band has signed to Derek Block's agency which is currently setting up a tour to coincide with release of the band's debut album, due out in July.

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etc.



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THE SINGLES CHART 1 - 60

Record Business guide to last week's market strength

SALES RATING
100 = Strong No.1 Sales

AIRPLAY RATING
100% = maximum radio play plus BBC's +5 = Top Of The Pops

The Record Business Top 100 is compiled from sales and airplay on a system adapted from the charts of the successful US trade paper *Record World*. The Top 30 is based on sales alone. Positions 31-100 are determined by the sales rating + 5% of the airplay rating. 300 shops report weekly sales, average reporting time being Thursday noon.

Action Of The Week



JOHNNY LOGAN

| This Week | Last Week | Wks on Chart | TITLE/ARTIST | Label/Cat. No. | D | Deer Use |
|-----------|-----------|--------------|--------------|--|--------------------------|----------|
| ★ 1 | 2 | 8 | 82 79 | GENO DEXY'S MIDNIGHT RUNNERS | PARLOPHONE R6033 | E |
| ★ 2 | 6 | 3 | 67 77 | COMING UP PAUL MCCARTNEY | PARLOPHONE R6035 | E |
| | 3 | 1 | 5 58 76 | CALL ME BLONDIE | ○ CHRYSALIS CHS 2414 | F |
| ★ 4 | 8 | 6 | 41 67 | TOCCATA SKY | ARIOLA ARO 300 | A |
| | 5 | 5 | 6 40 77 | SILVER DREAM MACHINE (PART ONE) DAVID ESSEX | MERCURY BIKE 1 | F |
| ★ 6 | 59 | 2 | 38 56 | WHAT'S ANOTHER YEAR JOHNNY LOGAN | EPIC EPC 8572 | C |
| | 7 | 3 | 12 38 52 | FOOD FOR THOUGHT UB40 | GRADUATE GRAD 6 | M |
| ★ 8 | 18 | 3 | 30 69 | THE GROOVE RODNEY FRANKLIN | CBS 8529/13 8529 | C |
| | 9 | 4 | 12 27 45 | WORKING MY WAY BACK TO YOU - FORGIVE ME, GIRL DETROIT SPINNERS | ○ ATLANTIC K11432 | W |
| ★ 10 | 21 | 7 | 27 65 | CHECK OUT THE GROOVE BOBBY THURSTON | EPIC EPC 13 8348 | C |
| | 11 | 7 | 7 27 75 | SEXY EYES DR.HOOK | CAPITOL CL/12CL 16127 | E |
| ★ 12 | 14 | 6 | 26 66 | MY PERFECT COUSIN UNDERTONES | SIRE SIR 4038 | W |
| ★ 13 | 29 | 3 | 22 75 | I SHOULDLOVED YA NARADA MICHAEL WALDEN | ATLANTIC K11413/K11413T | W |
| ★ 14 | 85 | 2 | 20 14 | THE GOLDEN YEARS (LIVE) (EP) MOTORHEAD | BRONZE BRO/12BR 92 | E |
| | 15 | 12 | 9 20 55 | DON'T PUSH IT DON'T FORCE IT LEON HAYWOOD | 20TH CENTURY TC/TCD 2443 | R |
| ★ 16 | 24 | 2 | 19 52 | BREATHING KATE BUSH | EMI 5058 | E |
| | 17 | 9 | 6 18 75 | TALK OF THE TOWN PRETENDERS | REAL ARE 12 | W |
| ★ 18 | 19 | 5 | 17 75 | DON'T MAKE WAVES NOLANS | EPIC EPC 8349 | C |
| ★ 19 | 70 | 2 | 16 82 | NO DOUBT ABOUT IT HOT CHOCOLATE | RAK 310 | E |
| ★ 20 | 49 | 2 | 16 * | THE GREATEST COCKNEY RIP-OFF COCKNEY REJECTS | ZONOPHONE Z2 | E |
| ★ 21 | 40 | 3 | 15 39 | FOOL FOR YOUR LOVING WHITESNAKE | UNITED ARTISTS BP 352 | E |
| | 22 | 11 | 6 15 36 | WINK REST AND PLAY (EP) MADNESS | STIFF BUY 71 | C |
| ★ 23 | 58 | 4 | 13 84 | THIS WORLD OF WATER NEW MUSIK | GTO GT 268 | C |
| ★ 24 | 10 | 11 | 13 17 | DANCE YOURSELF DIZZY LIQUID GOLD | ○ POLO 1/12-1 | C |
| | 25 | 13 | 11 13 8 | POISON IVY LAMBRETTAS | 2 STROKE XPRES 25 | F |
| | 26 | 46 | 2 13 41 | SHE'S OUT OF MY LIFE MICHAEL JACKSON | EPIC EPC 8384 | C |
| | 27 | 16 | 3 12 24 | STARING AT THE RUDE BOYS RUTS | VIRGIN VS 327 | C |
| ★ 28 | 47 | 4 | 12 3 | A FOREST CURE | FICTION FICS/FICSX 10 | F |
| ★ 29 | 55 | 4 | 12 78 | HOLD ON TO MY LOVE JIMMY RUFFIN | RSO 57 | F |
| | 30 | 22 | 7 12 63 | MISSING WORDS THE SELECTER | 2 TONE CHS TT 10 | F |
| | 31 | 31 | 8 12 62 | MY OH MY SAD CAFE | RCA SAD 3 | R |
| ★ 32 | 60 | 3 | 11 57 | JUST CAN'T GIVE YOU UP MYSTIC MERLIN | CAPITOL CL/12CL 16133 | E |
| ★ 33 | 48 | 5 | 12 39 | TAKE GOOD CARE OF MY BABY SMOKIE | RAK 309 | E |
| | 34 | 15 | 9 11 44 | JANUARY FEBRUARY BARBARA DICKSON | EPIC EPC 8115 | C |
| ★ 35 | 65 | 2 | 10 65 | LET'S GO ROUND AGAIN PART 1 AVERAGE WHITE BAND | RCA AWB 1/12-1 | R |
| ★ 36 | █ | 1 | 9 63 | MIRROR IN THE BATHROOM BEAT | GO FEET FEET 2 | F |
| | 37 | 20 | 10 11 29 | KOOL IN THE KAFTAN B.A.ROBERTSON | ASYLUM K12427 | W |
| | 38 | 43 | 2 12 * | IN THE CITY JAM | POLYDOR 2058 866 | F |
| | 39 | 17 | 8 11 7 | GOING UNDERGROUND - THE DREAMS OF CHILDREN JAM | ○ POLYDOR POSP 113 | F |
| | 40 | 27 | 7 10 16 | WHEELS OF STEEL SAXON | CARRERE CAR 143 | W |
| ★ 41 | 51 | 4 | 9 27 | LOVE ENOUGH FOR TWO PRIMA DONNA | ARIOLA ARO 221 | A |
| ★ 42 | 62 | 2 | 10 * | STRANGE TOWN JAM | POLYDOR POSP 34 | F |
| | 43 | 23 | 9 9 29 | TURN IT ON AGAIN GENESIS | CHARISMA CB 356 | F |
| ★ 44 | 61 | 2 | 9 * | NEWS OF THE WORLD JAM | POLYDOR 2058 995 | F |
| ★ 45 | 63 | 2 | 9 2 | DAVID WATTS JAM | POLYDOR 2059 054 | F |
| | 46 | 44 | 2 9 * | ALL AROUND THE WORLD JAM | POLYDOR 2058 903 | F |
| ★ 47 | 54 | 3 | 7 37 | MY FRIEND JACK BONEY M | ATLANTIC HANSA K11463 | W |
| | 48 | 52 | 2 9 * | THE MODERN WORLD JAM | POLYDOR 2058 945 | F |
| | 49 | 35 | 7 7 39 | DEAR MISS LONELY HEARTS PHILIP LYNOTT | VERTIGO SOLO 1/12 | F |
| | 50 | 56 | 9 9 3 | NE-NE NA-NA NA-NU NU BAD MANNERS | MAGNET MAG 164 | A |
| | 51 | 34 | 7 5 75 | ALL FOR LEYNA BILLY JOEL | CBS 8325 | C |
| | 52 | 36 | 5 6 55 | ROUGH BOYS PETE TOWNSHEND | ATCO K11460 | W |
| | 53 | 53 | 5 6 61 | IN THE THICK OF IT - SO GOOD SO RIGHT BRENDA RUSSELL | A&M AMS/AMSP 7515 | C |
| ★ 54 | 57 | 3 | 8 * | POLICE AND THIEVES JUNIOR MURVIN | ISLAND WIP 6539 | E |
| ★ 55 | 71 | 2 | 7 25 | SOMETHING'S MISSING CHORDS | POLYDOR POSP 146 | F |
| ★ 56 | 39 | 9 | 8 8 | LET'S DO ROCK STEADY - RUDER THAN YOU BODYSNATCHERS | 2 TONE CHS TT9 | F |
| | 57 | 30 | 7 7 9 | LIVING AFTER MIDNIGHT JUDAS PRIEST | CBS 8379/12 8379 | C |
| | 58 | 28 | 10 6 15 | MY WORLD SECRET AFFAIR | I-SPY SEE 005 | F |
| ★ 59 | 73 | 2 | 7 * | HOLIDAY 80 (DOUBLE SINGLE) HUMAN LEAGUE | VIRGIN SV 105 | C |
| ★ 60 | 90 | 2 | 7 9 | YOU GAVE ME LOVE CROWN HEIGHTS AFFAIR | DE-LITE MER/MERX 9 | F |

REGIONAL



WINDMILL LANE Studio Dublin's newest 24-track facility, was the scene of a presentation by EMI Ireland of a silver disc to Dr. Hook for sales of the single 'A Little Bit More'. Pictured here with Denis LeCorriere and the rest of the band are RTE2 DJ Martin Whelan and producer Ron Haskin. With the mood of the occasion upon them, Dr. Hook assembled an impromptu recording session, thus following in the footsteps of their overseas visitors Showaddywaddy and Smokie.

Album prices reach £6.30

ALBUM PRICES in Ireland have broken the critical £6 barrier. In the country's record shops the dearest albums are now selling at £6.30 while most labels are averaging prices at £5.99.

A combination of increased manufacturing costs, plus a 10 percent rise in excise duty on imported product (from 30-40 percent), imposed in the recent Irish Budget, have pushed prices over the £6 mark. Pre-recorded tapes also face a stiff rise in Ireland from May 1 when VAT goes up from 20 to 25

percent. Prices have gone up by about 10 percent overall with the average LP selling at £5.49. CBS, he said, manufacture the bulk of product in Ireland and only imported about 30 per cent.

A&M's man in Ireland, John Buckley, said their albums had gone from £4.99 to £5.49 and insisted the company was determined to keep prices at a competitive level.

INTEREST by the major companies in Irish rock acts continues unabated and bidding to take advantage of what is one of the country's leading groups, the Roach Band.

On the road now for just over 18 months and fronted by singer/song-writer, Billy Roach, the Roach Band already have two singles released - 'Shamrock Shuffle' and 'Italy', both original numbers on independent Irish labels.

In its short life the band has made six television appearances in Ireland (one a half-hour special transmitted recently).

TONY O'BRIEN

● **BRITISH COMPOSER** Ed Welch shared first prize of £2,000 at the Cavan International Song Contest with Ireland's Teresa O'Donnell. Welch, outright winner two years ago, submitted 'Love Is A Strange Thing', sung by Michael Price from Bristol, which scored equal votes with Teresa O'Donnell's country song 'Farewell Party', performed by Harry Ramsbottom and Patricia O'Brien.

More musical variety among the indies

THE LIST of new labels continues to grow apace with some interesting new variants in amongst the band-owned local outfits.

How about Streetsong, not so much a record label, more 'virtually a new media form' according to the press release, comprising as it does a 7-inch disc combined with a folded broadsheet measuring 17" x 24". The first release, though Pinnacle, is 'Blackbirds Of Brittany' c/w 'The Mariner's Farewell' and features Bert Jansch among others. It shows how a theme from the headlines - in this case oil pollution and seabirds - can be dramatised via music, lyrics, graphic photomontage and the written and spoken word. The idea is to devote a percentage of the profits to a relevant voluntary agency as well as drawing attention to its work.

Forthcoming issues will include a girl's lip space adventure, the perils of heavy drugs and a project on the cause of war.

Then there's Instant Records which debuts with 'Goodbye Caroline' (INST 101) - a suitably 60s tribute to the memory of Radio Caroline by The One Shots with a promise to donate a proportion of royalties to the Royal National Lifeboat Institution.

By complete accident, London-based four-piece the Thompson Twins, who combine pop ethics with experimental music, have come up with 12 different colours for the sleeves of their first single 'Squares and Triangles' c/w 'Could Be Her... Could Be You...'. on South London label Drydiscs. Rough Trade, Red Rhino and Revolver all have supplies.

With Urgent Records about to be converted into an exclusive vehicle for the increasingly popular Hitmen, the Chipperfield brothers Adrian and Chips and Pete Hawkins are to launch Prefab Records for new projects, the first being The Cheethas, a new n'r/b band from Manchester.

● **THE DARK STAR** label makes it mark this week with an album from legendary lyricist for the Grateful Dead Robert Hunter entitled *Jack O' Roses* through Stage-1.

SMALL LABELS

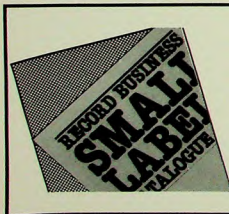
THE INDIE CHART

| SINGLES EPs | |
|-------------|---|
| 1 | FOOD FOR THOUGHT Graduate GRAD 6 (M/T) |
| 2 | YOU ANTICIPATION Rough Trade RT 041 (Q/M) |
| 3 | IN THE BEGINNING/WHERE THERE'S A WILL... Group Y Rough Trade RT 009 (Q/M) |
| 4 | TREASON (IT'S JUST A STORY) The Beatniks Zoo CAGE 008 (Q/M) |
| 5 | YOU LITER BE YOU Crass 52196A1 (Q) |
| 6 | HEALTHIER OF WAR Discharge CRY CLAY 1 (Q) |
| 7 | WHERE'S CAPTAIN K... Rough Trade RTSDO 4 (Q/M) |
| 8 | FEEDING OF THE BLOK... Rough Trade RTSDO 2 (Q/M) |
| 9 | B.Y.S.L.J.F.M. (THE LETTER SONG) Shotgun SHOOT 1 (P) |
| 10 | CARTROUBLE... Do it DUN 10 (Q) |
| 11 | ARAUCCO... Rough Trade RT 037 (Q/M) |
| 12 | BOLDER SOLDIER... Rough Trade RTSDO 3 (Q/M) |
| 13 | WARDANCE... Invariable INEV 001 (Q) |
| 14 | WITCHNOISE... Malicious Damage MD 540 (Q) |
| 15 | TRANSMISSION... Factory FAC 13 (P/O) |
| 16 | DEATH AND DESTINY... Guardian GRMA 16 (Z/P) |
| 17 | MOTHEHEAD... Big Beat NS 13 (Q) |
| 18 | MANIC STREET BLISSHEARD... Redding's DAN 1 (P/Z) |
| 19 | QUAM... Rondel ROUN 1 (M) |
| 20 | NAME RANK AND SERIAL NUMBER... Nani 04 (PZ) |
| 21 | ALTERNATIVE ULSTER... Rough Trade RT 004 (Q/M) |
| 22 | TRICKY'S HAND Fad Gagger MUG 006 (Q/M) |
| 23 | WARM GIRLS... Record REI 1 (Q/M) |
| 24 | IF YOU... Verdie/Castle HMOQUE 2 (P) |
| 25 | SLUDGEHAMMER... Vallant STRONG 1 (P/Z) |
| 26 | YAP YAP YAP... Piranhas ALPH RB 06 (Q) |
| 27 | THREE MANTRAS... Rough Trade RT 038 (Q/M) |
| 28 | SONGS OF THE LORD TAUGHT US... Cranes HEGAL R.P. 005 (I) |
| 29 | HICKS FROM THE STECKS... Revolver ROC 111 (M) |
| 30 | STATIONS OF THE CRASS... Crass 52196A (Q) |
| 31 | INFLAMMABLE MATERIAL... Rough Trade RT 100 (Q/M) |
| 32 | UNKNOWN PLEASURES... Factory FAC 10 (P/Z) |
| 33 | NINE MONTHS TO THE DECO... Heartbeat HB 2 (M) |

| ALBUMS | |
|--------|--|
| 1 | BOOTLEG RESPECTIVE... Y Y3 (Q/M) |
| 2 | FOR HOW MUCH LONGER MUST WE... PROGRESS RECORDS RT ROUGH 9 (Q/M) |
| 3 | COLORS OF YOUTH... RT ROUGH 8 (Q/M) |
| 4 | COURT DRACULA AND OTHER LOVE SONGS... Redding's RECO 001 (P/Z) |
| 5 | SONGS OF THE LORD TAUGHT US... Cranes HEGAL R.P. 005 (I) |
| 6 | HICKS FROM THE STECKS... Revolver ROC 111 (M) |
| 7 | STATIONS OF THE CRASS... Crass 52196A (Q) |
| 8 | INFLAMMABLE MATERIAL... Rough Trade RT 100 (Q/M) |
| 9 | UNKNOWN PLEASURES... Factory FAC 10 (P/Z) |
| 10 | NINE MONTHS TO THE DECO... Heartbeat HB 2 (M) |

Key to Indie Distributors:

H-Fair 031-661 5811 H-Fairly Products 031-727 0744
 LA 0428 0332 M-Gordon 031-763 4520
 N-466 0622 024999 P-Promote 01-724 0543 Q-Quoth
 Trade 01-221 7355 G-Gustave 0344 52046 P-Promote
 01-430 0361 W-Wellbeing 01-522 8834
 X-Recording 01-543 2017 Z-Zebra 015 46249
 The following also carry many indie charts lists:
 South East Fish 01-258 0572 Bonaparte 01-278 34813 Sage
 Day 0428 3302 South West Revolver 012-299105 Midlands
 Iron Blood 0782 820215 North Wyoce 016-788 0232 Red
 Rhino 0954 35469 Scotland Wind Up 041
 429 3335 Seattle 01-557 8003



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- A-Z ARTISTS INDEX

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WITH UNDERSTANDABLE caution, the record retail trade has begun to test the much publicised potential of the growing video software market.

Despite the heavy initial stock investment that is required, the first few months of 1980 have seen a steady stream of enterprising record dealers introduce limited ranges of pre-recorded video cassette titles.

Manchester-based Wynd-Up, the first record wholesaler to move into the video business, is now supplying over 200 record outlets with video software on a regular basis.

"The number of dealers stocking selections of our 350-plus titles is growing at a very healthy rate," commented Wynd-Up's national sales manager John Champion. "Record dealers are certainly making good profits out of video and it's proved successful for almost all who have tried."

Raymond Goldsmith, managing director of Film-A-Disc, the company that has signed the deal with Chrysalis Records for the Blondie *Eat To The Beat* video cassette, sees the record retail trade as a vital element in the video market.

He commented: "At the moment there can only be about 500 record dealers stocking video software - but we now estimate that this figure is likely to rise to the 2,000 mark by the end of the summer."

As well as various independent retailers, such chains as W.H. Smiths, Boots and Virgin have already staked their claim to a slice of the video market. But it is perhaps the HMV chain that is causing the most effective job proving that record shops can be an ideal outlet for video software.

HMV sells blank and pre-recorded video cassettes in London from its Notting Hill Gate and Oxford Street stores and in Brighton. Predictably the Oxford Street flagship store is achieving the really significant turnover.

HMV's move into video software came just over nine months ago, having been under consideration since the beginning of 1979.

Robin Wells, who runs the video and audio cassette department at Oxford Street, explained: "We were first approached by VCL almost two years ago to see if we were interested in carrying its software. But at the time we didn't feel the market was big enough."

He continued: "About a year ago customers started to ask us if we carried video cassettes, so we decided to stock a range of blank cassettes. We're the largest pre-recorded audio cassette outlet in the UK and we felt that the two lines would complement each other."

Blank cassettes were followed by a small range of pre-recorded product supplied by VCL, Magnetic Video and Intervision. Other software distributors were contacted, including IVS which has a range of Arabic product, and the business rapidly took off.

Said Wells: "We went into it head-first with a heavy stock and it was obviously a bit of a gamble. But sales soon reinforced our feeling that it would be successful and we now turn over a much as £6,000 a week on video software."

HMV now carries between 400 and



VIDEO CASSETTES on display, by mode, at HMV, Oxford Street.

500 video dealers could rise to 2,000 this year

500 pre-recorded titles, with about five VHS formats stocked for every Betamax and only a small range of Philips formats. Blank cassettes account for about 23 percent of sales and all three formats are stocked.

Software prices range from £17.50 for children's films and £44 for full-length feature films with margins between 25 and 30 percent depending on quantities. And a major advantage for retailers is that software suppliers currently insist that dealers do not discount.

The margin on blank cassettes is also around the 30 percent mark with HMV selling three-hour tapes between £12.95 and £14.95.

The product range covers all the most popular titles on pre-recorded cassette - films, children's programmes, sports features and music plus the adult movies, although Wells insists that only the softest of the pornography films are stocked.

The Oxford Street store obviously benefits from the West End's massive tourist business, but Wells claims that it is not just wealthy Arabs and other tourists that constitute the bulk of its turnover.

Wells said: "Tourism does account for a good proportion of our business but our other branches that sell video are

doing reasonably well and consumer interest in the UK is growing."

As for music programmes, Wells claims that the amount of material available by no means satisfies demand. "It is the 20-30 age group that buys music on video cassettes," he said. "Sales of music from such acts as Abba and the Bee Gees could be huge."

Video cassettes are on open display and, although there is some pilfering, Wells believes that this is more than offset by the extra sales generated. At present, one monitor unit is utilised for in-store promotion. It is hoped that this will shortly be increased with TV screens placed all over the store and possibly the huge six foot screens.

As for the problems of carrying video software, Wells said that the main restriction for dealers is the large repeat orders that must be placed with certain suppliers if full discounts are to be obtained.

Wells is convinced that the arrival of the videodisc during 1981 could revolutionise the whole market and he concluded: "Over the next year we want to establish the HMV chain in the forefront of the video market. It will be a highly profitable area and for record retailers it is essential that they prove they can sell video software."

May likely for setting up of BPI Video Association

THE BPI Video Association looks unlikely to be officially set up until the end of May. So far no date has been scheduled for the first meeting and a chairman is still to be appointed.

Record and video companies have already been contacted and letters are being sent out to the main video producers. But until the next BPI council meeting, to be held mid-May, takes place no progress is likely.

The decision to create a BPI Video Association was taken following a special report from a working committee chaired by CBS chairman, Maurice Oberstein. Its initial aim will be to solve the current dispute over the level of royalty payments for video music programmes.



GARY NUMAN - Beggars Banquet reckon to sell over 5,000 copies of his *Live In Concert* video cassette by September.

Chrome next on music video?

WITH THE Gary Numan *Live In Concert* video cassette already clocking up healthy sales, independent label Beggars Banquet is considering releasing a second title.

It is likely to be the entire *Red Exposure* album by San Francisco band Chrome, for which Beggars Banquet holds the UK rights. If filming goes ahead as planned, it will be out within the next three months.

Beggars Banquet director Martin Mills said last week: "Sales of the Gary Numan video cassette have been very encouraging - we sold over 100 in the first few days and we look like selling well over 5,000 in the next three months. We've already got some Chrome promotion films so we decided to start work on a video cassette of the whole album."

Mills added that the Chrome video cassette would probably carry the same retail price as Numan's *Live In Concert* (£19.99 for VHS and Betamax and £29.99 for VCR) and likewise will be available on a mail order basis.

VIDEO TOP 10

(Wynd Up, Manchester)

1. ELECTRIC BLUE, VOL 2 World Of Video 2000 EB 002
2. BONEY M IPC 3E2
3. ELVIS IN HAWAII Mountain Video XCM 2222
4. THE BITCH IPC BITCH 1
5. COME PLAY WITH ME Hokushin VM 01
6. ELVIS - 2 HOUR SPECTACULAR World Of Video SP1 Inter-season FE 43 Rank 7309 0010
7. ANIMAL FARM Rank 7309 0010
8. FALL OF THE ROMAN EMPIRE Inter-season FE 45
9. TOMA TURNER VCL 21

(HMV, Oxford Street)

1. THE LONGEST DAY Magnetic Video 4A-041 Inter-season FE 43
2. EL CID VCL 248
3. GIANTS OF BRAZIL VCL 281
4. THE BITCH IPC BITCH 1
5. DISCO DYNAMITE Hokushin VM 01
6. BUTCH CASSIDY & THE SUNDANCE Kid Magnetic Video 3A-037
7. THIELLO Rank 78000000
8. SOCCER - THE GAME OF THE CENTURY Magnetic Video 3A-033 EMI 20031 40031
9. TEXAS CHAIN SAW MASACRE Inter-season FE 25
10. ELECTRIC BLUE, VOL 2 Rank 78000000 World Of Video 2000 EB 002

Now, on video cassette,
 the first title in our special summer selection.
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JUST A GIGOLO

THE CASSETTE

STARRING
 DAVID BOWIE
 MARLENE DIETRICH
 MARIA SCHELL

This period Comedy-Drama brilliantly – and sumptuously – recreates the decadence of Berlin in the 1920's.

The 12 million Deutschemark budget makes it Germany's most lavish post-war production.

This is the film that brought Dietrich back to the screen after 17 years in retirement.

Witty and frequently touching, it is the story of a young Prussian army officer (DAVID BOWIE) bitter and disillusioned by Imperial Germany's defeat in the First World War.

Footloose and fancy-free, he drifts into a left-wing workers group but later falls in with a bunch of decadent Nazis (led by DAVID HEMMINGS).

Soon after though, he discovers that his vulnerability makes him desperately attractive to women.

A Prussian General's widow (KIM NOVAK) takes him in hand and provides a decent wardrobe of fine new clothing.

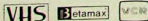
He realises he can make a comfortable living from rich elderly ladies and shortly afterwards is formally recruited into a band of similar young men by MARLENE DIETRICH.

He has become "Just a Gigolo".

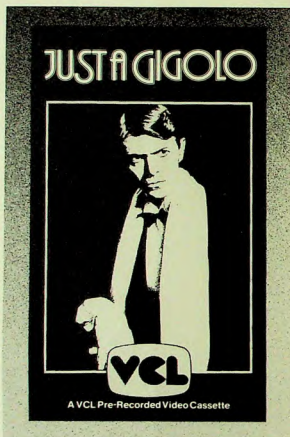
Directed by David Hemmings and shot on location in Berlin, and in Paris.

Music by Manhattan Transfer and the Pasadena Roof Orchestra.

90mins Full Colour



Available from all good dealers



COMING SOON

You'll have plenty to enjoy with VCL's new Summer selection.

Amanda Lear, Europe's Disco queen, stars in her pulsatingly different new show – recorded entirely in concert.

Average White Band and Susan George each appear in their own music shows – both specially produced and recorded by VCL.

Other exciting new music titles to follow include big-name bands like Black Sabbath, Thin Lizzy and Boomtown Rats.

Fans of horror and the macabre will appreciate "Death Trap", a brand-new release gruesomely directed by Tobe Hooper (the director of "Texas Chain Saw Massacre").

All this new material – and there's even more on the way – is available only from VCL.

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THE VID '80 conference sponsored by Nord Media, added up to a seldom dull diet of futurology, packed into two days crowded with rhetoric — and eager listeners.

Spokesman after spokesman affirmed corporate commitment to this or that (usually incompatible) system, and projected dynamic marketing strategies to be followed by ever-upward sales curves. They couldn't, one felt bemusedly, surely all be right? All this well-tailored confidence, these soaring graphs — there had to be a catch somewhere?

Well, no, not if brisk, articulate Mr. X, of the colossal Y conglomerate which had such a success with Z technology all those years ago, was to be trusted. Not a glimmer of doubt! Onward and upward! When, at conference end, Sir Harold Wilson quietly let slip if you had the odd £100 million to spare and launched your own satellite, you could clean up £70 million in one week, this seemed quite earthbound compared with the glowing figures in corporate skies.

Nobody much seemed to be talking today's pounds, pence, dollars, cents, this month's trading figures (i.e. today's bankable cash). The future, though, is portrayed as nothing if not colourful.

Video players, cassette and disc, are going to get smaller. Indeed, reduction in size towards easy portability of today's cumbersome tabletop machines is inevitable. Already, Philips has come up with a 4-inch one-hour stereo disc. This is only a hint of the small-is-beautiful movement.

And video is, in Japan today, the world tomorrow, killing Super 8. Nikon has stopped making Super 8 cameras, and manufacturers are putting massive weight behind swinging video into acceptance as a substitute for the Super 8 package.

Tape and disc are going to co-exist for the foreseeable future, simply

Charles Robinson's Video View

because tape is versatile, can be re-recorded over, and has time-shift capacity, meaning its pre-programmable for home off-air recording up to 16 days ahead.

A looming systems battle — again — between VHS and Betamax is going to be further complicated by the Philips 2000 format, described as second generation, which Philips projects to have the largest European share within two or three years, in three versions from luxury through simplified to portable, with or without tuner. Vast sums are going to be spent coaxing a bewildered public into switching formats. With a hypothetical video owner/rental nudging 61 million in Europe alone foreseen for 1984, stakes are awesome; Philips is said to have spent £70 million on the 2000 family alone.

While demand has sharply increased for ever-longer playing time on videocassettes, strong public disappointment is already being voiced over RCA SelectaVision's lack of stereo capacity. Sound on today's home TV isn't up to much, and stereo is certain to be an important future plus. Future Sony and JVC models are scheduled for stereo, also later Philips 2020's, while all discs except SelectaVision have two-channel capability.

RCA's marketing philosophy, though, for SelectaVision, isn't interested in refinement. RCA has shopped heavily and expensively to acquire a vast list of entertainment titles. US national sales of \$15-\$20 two-hour discs begin in the first quarter of 1981, with a projection of 200,000 players at \$500 each being sold by next year's end — in interest-

ing contact to Magnavox's estimated 5,000 units sold during test-launch year of 1979. RCA's figures unabashedly see SelectaVision achieving a 30-50 percent penetration of all US TV homes within ten years, which conservatively could mean production of 5-6 million players, and sales of 200-250 million pre-recorded discs; so the tenth year market could exceed \$2.5 billion.

Because SelectaVision is RCA's greatest single investment ever on a new consumer-electronics product — greater even than colour TV — which cost about \$130 million of 1954 dollars to develop, this Tesco "pile it high and sell it cheap" approach has its validity compared with Magnavox's more methodical marketing pattern, not helped by severe technical problems including a frustrated 90 percent rejection rate of discs inside MCA's California plant.

Still, people demand entertainment, and cheap discs with an affordable player unit add up to an attractive proposition. What, though, if there's a breakthrough cost/quality wise by some other manufacturer, who can offer stereo as well as freeze frame, random access, reverse, and similar goodies at unrefusable cost? RCA has the titles, but isn't likely then to confine their availability to an outlanded format. Such a disc system could by JVC's VHD. It's capacitance, like SelectaVision (i.e. needle 'n groove), and pencilled in for launch in autumn '81. VHD is much talked about, and will have significant industrial/educational uses, like the optical Philips and Thomson-CSF formats. It's also claimed to have a workable copyguard, to prevent copyrights material being recorded.

Briefs

EMI VIDEOGRAM has just added six more feature films to its range of software titles. They are *Morgan—A Suitable Case For Treatment*, *Tales of Beatrix Potter*, *The Dam Busters*, *The Cruel Sea*, *The Go Between* and *I'm Alright* *Tack* starring Peter Sellers. Another new batch of titles is expected to be announced shortly.

CAPTAIN VIDEO, the Fulham-based in-store video promotion company, has finalised deals to distribute its programmes in three new territories — Germany, Holland and Spain. The new agreements bring the number of countries utilising Captain Video's service up to 11, including the UK.

THE COVENTRY based video retail specialists Studio 45 will be staging a video hardware exhibition — *The Midlands AV And Video Show* — at the Manor Hotel, Meriden, on May 12-14. Aimed at both retailers and consumers, exhibitors will include JVC, Sony, Philips, National Panasonic and Hitachi. The organisers can be contacted on (0203) 461341.

DESPITE LAST week's news that *Topic Displays* has been forced into voluntary liquidation by the general economic and industry recession, the company in-store video promotion operation Videad will be staying in business. Videad at present supplies Boots with all its video promotion films.

TOTP videos set for June

FOLLOWING ITS deal with Chrysler for handling of the *Blondie Eat To Beat* video cassette, promotion company Film-A-Disc has revealed plans for a series of new and high ambitious projects.

Scheduled for June release is the first of what will become a monthly series of *Top Of The Pops* video cassettes featuring up to 15 record company promotion films. Film-A-Disc hopes to keep the retail price down to £13 — no more expensive than a three-hour blank video cassette.

Managing director, Raymond Goldsmith, commented: "The video cassettes will run about 45 minutes and royalty payments to record companies should enable them to completely recoup the cost of the initial promo films." He added that negotiations were still being held with the Musicians Union.

Film-A-Disc is also planning to

release various new albums on video cassette. Talks are currently being held over production rights with UK record companies for both the home market and other territories.

The retail price of these video cassettes should be around the £17.50 mark, and abstract film and animation is likely to be included as well as footage of the acts performing. Detail of the first release is expected within the next two weeks.

Goldsmith said that distribution will probably be through *Pye Records* newly formed video distribution company — Precision Video — and *Brent Walker Video Services*. He hopes to cover record, hi-fi and video outlets.

Film-A-Disc also introduces its in-store video promotion films into various W.H. Smith and Virgin outlets later this month. These will be significantly different from the planned *Top Of The Pops* video cassettes.

NEW VIDEO

| Title | Code No. | VHS | BETA | PHILIPS | GRUNDIG | Running Time |
|--|----------|--------|-------|---------|---------|--------------|
| THE GO BETWEEN (EM) Young boy caught up in Edwardian country house intrigues (Colour) | 007 | 000 | 000 | 61.00 | | |
| LEMON PEPPER (EM) Three boys through 1960s adolescence accompanied by 25 hits of the times (Colour) | 1M 35 | 39.95 | 49.95 | 99.00 | | |
| THE BUDDY HOLLY STORY (EM) Recent film of legendary Texas rock and roll star (Colour) | 1M 24 | 39.95 | 49.95 | 110.00 | | |
| THE DUMBBUSTERS (EM) Eclectic interior jokes blends with RAF humour in classic two film bit to draw German war effort (Black & White) | 029 | 37.50 | 59.00 | | | |
| LASERDISC (EM) Animated alien laser gun wars small-foot haxic (Colour) | | 39.95 | N.A. | 27.00 | | |
| THE DUCHESSE AND THE DUTRWATER WAY (Magnetic Video) The Duke and George Sand in 18th Century France (Colour) | 3A 020 | 29.95 | N.A. | 100.00 | | |
| DIRTY MARY, CRAZY LARRY (Magnetic Video) 1970s Bonnie and Clyde starring Peter Fonda and Susan George (Colour) | 3A 049 | 29.95 | N.A. | 89.00 | | |
| PLANET OF THE APES (Magnetic Video) Roddy McDowall leads chimp domination of post-holocaust Earth (Colour) | 3A 054 | 29.95 | N.A. | 103.00 | | |
| MUSIC | | | | | | |
| BROOMFIGHT RATS (VCL) | | 25.48 | N.A. | 60.00 | | |
| THIN LIZZY (VCL) | | 25.48 | N.A. | 60.00 | | |
| BLACK SABBATH (VCL) | | 25.48 | N.A. | 60.00 | | |
| KENNY BALL & HIS JAZZMEN (VCL) | | 20.53 | N.A. | 30.00 | | |
| AVERY (VCL) | | 20.53 | N.A. | 30.00 | | |
| AMANDA LEAR (VCL) | | 20.53 | N.A. | 30.00 | | |
| CHILDREN'S | | | | | | |
| CHILDREN'S HOUR CARTOONS (World of Video 2000) | | GF 515 | TBA | TBA | 62.00 | |
| CANDY CANYON (InterVideo) Cartoon stars follow adventures of orphan girl into adulthood | | 39.95 | N.A. | 3.00 | | |
| CAPTAIN HARLOCK (InterVideo) Cartoon space pirate strikes Earth from deadly Zentons | | 39.95 | N.A. | 3.00 | | |
| DOCUMENTARY/SPECIAL INTERESTS | | | | | | |
| THE PRIVATE LIFE OF ADOLPH HITLER (World of Video 2000) Two-part feature on public and private life, including Eva Braun's home movies (Black & White) | GF 517 | TBA | TBA | 119.00 | | |
| THE LIFE SLIM, STAY SLIM WITH ANGE BITE (VCL) Two-part film with George Jones | | 37.75 | N.A. | 60.00 | | |
| LEARNING TO LOVE—A FRANK GUIDE FOR THE YOUNG (VCL) Marie Perle teaches sex on teenage sex | | 37.75 | N.A. | 60.00 | | |
| SECRETS OF THE ALL-BLACK (VCL) Rugby training film of New Zealand legend | | 37.75 | N.A. | 60.00 | | |
| PELE—THE STORY OF THE WORLD'S GREATEST FOOTBALLER (VCL) Original Brazilian film with specially recorded English commentary | | 37.75 | N.A. | 60.00 | | |

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ON THE RADIO

Hot on the RB Airplay Guide

- DETROIT SPINNERS/BODY LANGUAGE (Atl K11392)
- ROXY MUSIC/OVER YOU (Polydor POSP 93)
- THREE DEGREES/STARLIGHT (Ariola ARO 228)
- GERRY RAFFERTY/THE ROYAL MILE (UA BP 354)
- KORGIS/EVERYBODY'S GOT TO LEARN SOMETIME (Rialto TREB 115)
- JAGS/PARTY GAMES (Island WIP 6587)
- AIR SUPPLY/LOST IN LOVE (Arista ARIST 329)
- L A BOPPERS/IS THIS THE BEST (Mercury MER 12)
- REGENTS/SEE YOU LATER (Arista ARIST 350)
- PETER GABRIEL/NO SELF CONTROL (Char CB 360)

DISCO/SOUL

Top new sellers on RB's Disco Chart

- FREEEZ/KEEP IN TOUCH (Pink Phythm 12PINKY1)
- KLEER/CLOSE TO YOU (Atlantic LV36)
- BOB & EARL/HARLEM SHUFFLE (Sue WIP 6599)
- 2 TONS OF FUN/JUST US (Fantasy FTC/12FTC 188)

IMPORTS

Fastest moving Disco/Soul imports

- LIPPS INC/FUNKY TOWN (Casablanca)
- ODYSSEY/USE IT UP WEAR IT OUT (RCA)

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Hear Record Business c



Disco Chart



Country Chart



Disco Chart



Country Chart



Disco Chart



Country Chart



Singles Chart



Disco Chart



Country Chart



Singles Chart



Singles Chart

For the full story behind the Chartbusters subscribe to the weekly trade magazine Record Business

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WIZARDS
WIZARDS
WIZARDS
WIZARDS
WIZARDS
 Singles of the week
 Research Computer...

HOUSE PICKS
 Singles of the week

BEAR? (Epic EPC 8572)

NEW RELEASES
 Due in the shops this weekend

- THIN LIZZY/CHINATOWN (Vertigo LIZZY 6)
- GENESIS/DUCHESS (Charisma CB 363)
- ELTON JOHN/LITTLE JEANNIE (Rocket XPRES 32)
- UK SUBS/TEENAGE (Gem GEMS 30)
- LIPPS INC/FUNKY TOWN (Casablanca CAN 194)
- TEENA MARIE/BEHIND THE GROOVE (Motown TMG/12TMG 1185)

ROCK

Top action from the RB Top 100 and Indie Chart

- SCORPIONS/MAKE IT REAL (Harvest HAR 5206)
- FISCHER-Z/SO LONG (UA BP 342)
- ORCHESTRAL MANOEUVRES/MESSAGES (DIN 15)
- HOLLY & ITALIANS/MILES AWAY (Virgin VS 341)

OFF THE WALL

Carrying out of nowhere

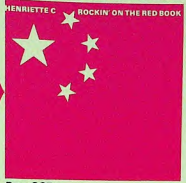
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charts on these radio stations:

beacon radio 103 (Singles Chart)
RADIO TEES (Singles Chart)
Radio Trent (Singles Chart)
V (Disco Chart)
257 (Country Chart)
257 (Country Chart)
206 (Country Chart)
206 (Country Chart)
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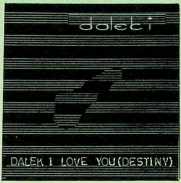


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Needletime in jeopardy if BBC orchestras go

IF THE BBC implements its proposal to disband five house orchestras, saving an estimated £50,000 on musicians' employment, then the amount of airtime given to records will automatically be in jeopardy.

Whether the record industry responds directly to the MU's plea for support or not, the needletime argument is structured in such a way that any reduction in the amount spent on the employment of musicians is required to be matched by a similar cut in the number of hours available for playing recorded music.

Since the 1940s, when the first agreements were drawn up between the BBC and PPL, any needletime negotiations have been pre-empted by discussions between the Corporation and the MU to agree an increase in live music expenditure corresponding to any extra needletime granted. This provision was included in the last increase in needletime from 97 to 127 hours a week

agreed on November 1976.

Should current discussions between the BBC and MU fail to produce an agreement, the Union threatens strike action when all orchestra members and those musicians who work occasionally for the BBC would cease to work. With the record industry in its present sales trough it is unlikely that any record companies would welcome a cutback in the needletime hours simultaneously with the disappearance from TV screens of TOPP. But the MU, having given the industry its support at the Performing Right Tribunal enquiring into ILR's needletime payments, is not likely to pass up the opportunity to secure powerful support for its cause.

PPL has already written to the BBC reminding the Corporation of the basis for its needletime agreement. If the cuts go ahead the PPL board will want to discuss a corresponding reduction in needletime allowed. Although the exact formula is unknown, were the relationship between live music and needletime expenditure equal, calculated on the BBC's current payment of £216 an hour, a £500,000 reduction in live music expenditure would be balanced by a loss of 441 hours of needletime per week, over 6 hours a day.

TV GUIDE

Albums to be advertised this week on television

NATIONAL: All Regions
 THE MAGIC OF Boney M Atlantic Harissa BMTV 1
 BE GREAT! Hits Best 50s DAK EMU 24
 BY REQUEST Lena Marcell Ronco RTL 2046

ANGLIA
 THE VERY BEST OF Val Doonican Warwick WW 5081
 THE INCOMPARABLE Ella Fitzgerald Various RCA TV 15
 COUNTRY GUITAR Various Warwick WW 5070*
 COUNTRY PORTRAIT Various Don Gibson
 20 COUNTRY CLASSICS Various Various WW 5079*
 20 GREATEST HITS Real Thing Various Various WW 5085*
 20 COUNTRY CLASSICS Various Various WW 5040*

ATV
 10 GOLDEN GREATS Don & the Beltones K-Tel NE 1057
 GOLDEN MELODIES Various K-Tel NE 1073

GRANADA
 GOLDEN MELODIES Various K-Tel NE 1075
 HAPPY DAYS Various K-Tel NE 1076
 20 GREATEST HITS Real Thing K-Tel NE 1073

SOUTHERN
 MELLOW MUSIC Accker Bik Warwick WW 5069

TRIDENT
 HAPPY DAYS Various K-Tel NE 1076

* Indicates albums which are all part of one compound set under the name of the Warwick Country Collection.



IT WAS a memorable day for textiles student Jenny Fox when she won Piccadilly's Genesis competition devised by DJ Pete Baker, pictured with her. The prizes were a set of the band's albums, a book about Genesis and a pair of tickets to see the band at Manchester's Apollo - tickets for which Jenny had unsuccessfully queued for seven hours.



THE NEW features on BBC local radio's first stereo 16-channel desk being pointed out by Robert McLeish, head of BBC Local Radio Training.

Airlines

IN A special adjournment debate last Friday, MP Phillip Whitehead advocated that BBC licences fees should be payable with electricity bills and argued a case for a separate licence fee for radio services. Finance generated by broadcasting should help pay for the whole of broadcasting, he said, the present system being neatly divided into two halves, one overburdened with money and the other overburdened with debt. Austin Mitchell supported his view, adding that the BBC's cuts turn interest against interest: "Radio-1 says 'We have the audience, let Radio-3, which appeals to a minority, take the weight of the cuts.' News tries to pass them on to culture. The regions say that London is over-manned, that the Television Centre has too much money spent on it and that they, the regions, need the money. The producers turn against the administrators. Minority programmes say that too much is spent on big sports deals, the Eurovision slush contest or the mammoth spectaculars." Mitchell also argued that it is no use pushing for BBC local radio to be phased out and commercial stations taking over because the two are very different animals. "If one changes the nature of finance, one changes the nature of the beast." Metro Radio has acquired the services of Mickie Most to head the



judging panel of its Music Makers '80 contest for local bands... Hallam presenter Alan West appearing on TV to talk on the "unknown" - Alan is the author of *Class Encounters - the Strange Truth about UFOs*... Jack McLoughlin decided that too much heavy metal was creeping into Victory's strip show programming so he gave DJ Bill Padley a special weekly heavy metal show each Monday - Graham Starr taking over Padley's late night show those nights... Air Services and Mercia Sound holding a special presentation next Tuesday (13) at Capital's Duke of York's Theatre... Metro's John Poulter in receipt of the Local Radio Programming award from the Sandford St Martin Trust for his documentary *Supernatural Healing* chosen from 79 entries... Victory MD Guy Paine Statewide at the moment talking to the leading presidential candidates including Ted Kennedy, plus an interview with Mrs Carter...

Rockshow Report

| MOST AIRPLAY Descending Order | |
|----------------------------------|--------------------------------|
| 1 DUKE | Charlene CBR 101 |
| 2 WOMEN & CHILDREN FIRST | Chrystalis CHR 1287 |
| 3 WHEELS OF STEEL | Warmer Bros K56793 |
| 4 BRITISH STEEL | Saxon Carrere Cal 115 |
| 5 WHAT'S THE WORD | Judas Priest CBS 84160 |
| 6 SONGS THE LORD TAUGHT US | Orange Chrystalis ILP 005 |
| 7 ON THROUGH THE NIGHT | Del Lppard Victory 9102 040 |
| 8 HICKS FROM THE STICKS | Various Rockburgh ROC 111 |
| 9 GET HAPPY | Eiv Gostello F-Beat XLLP 1 |
| 10 LAUD & CLEAR | Sammy Hagar Capitol E-ST 25330 |

| MOST ASCENDING Descending Order | |
|------------------------------------|-----------------------------------|
| 1 17 SECONDS | Fiction FX4 |
| 2 IRON MAIDEN | EMI GEMLP 106 |
| 3 HYPNOTISED | Sire SRK 6088 |
| 4 SNAP, CRACKLE (& POP) | John Cooper Clarke Epic EPC 84083 |
| 5 MIDDLE MAN | Biz Sweeney CBS 86094 |
| 6 BRAND NEW AGE | UK Subs GEM GEMLP 106 |
| 7 SKY | Sky Ariola ADOSKY 2 |
| 8 ON TO VICTORY | Humble Pie Jet/JETLP 231 |
| 9 NO BALLADS | Rockets RSO RRS20 |

GENESIS' Duke has reclaimed its number one position in the most airplay chart. The album is being featured at BRMB (Robin Valk), Forth (Chris John), Metro (Malcolm Herdman), Orwell (Pete Barraclough), Piccadilly (John Evington), Plymouth Sound (Ian Calvert), Victory (Andy Ferriss), Lon-

don (Stuart Colman and Mike Sparrow), and CBC (Tim Lyons).

On the most added scene Sky's 2 makes a debut at 7 and no doubt will crossover into the most airplay as the group begin their nationwide tour this month. The lp is also supported by a promotional scheme which includes being played on every British Airways flight for two months or so.

Norfolk first local station for stereo

THE BBC's new local radio stations will be broadcasting in stereo with a new 16-channel self-up stereo desk built by Neve. The first of an order of seven is now operational at the Local Radio Training Unit's new studios recently completed in the Langham.

First to use the Mark 3 (N) are the production staff being trained for BBC Radio Norfolk, due to begin broadcasting on September 11. Designed to the

same operational principles as the present BBC Mark 3, the new desk is as compact as the old Mark 1 with a number of new features added.

Robert McLeish, head of BBC Local Radio Training, says: "The whole training suite - new desk, studio area and lecture room - underlines the BBC's commitment, not only to local radio development but also to the highest standards in training."

The original U.S. hit version

AIR SUPPLY 'LOST IN LOVE'

Record World Singles

MAY 3, 1980

TITLE, ARTIST, Label Number, (Distributing Label)

| MAY | APR | TITLE | ARTIST | Label Number | (Distributing Label) |
|-----|-----|-------------------------------------|-------------------------|----------------|----------------------|
| 1 | 1 | CALL ME | BLONDIE | Chrysalis 2414 | Chrysalis |
| 2 | 2 | ANOTHER BRICK IN THE WALL (PART II) | PINK FLOYD | | |
| 3 | 3 | RISE LIKE THE WIND | CHRISTOPHER CROSS/WOMEN | | |
| 4 | 4 | LOST IN LOVE | AIR SUPPLY/Arista 0479 | | |
| 5 | 6 | WITH YOU I'M BORN AGAIN | BILLY PRESTON & SYLVIA | | |

Polygram Records Distribution PO Box 36, Clyde Works, Grove Road, Romford, Essex RM6 4QR

FOR WEEK ENDING MAY 3, 1980

Billboard HC

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| WEEK | WEEK ENDING | WEEK | WEEK ENDING | TITLE-ARTIST | WEEK | WEEK ENDING | WEEK | WEEK ENDING |
|------|-------------|------|-------------|--|------|-------------|------|-------------|
| 1 | 1 | 12 | 12 | CALL ME—Blondie | 1 | 1 | 12 | 12 |
| 2 | 2 | 13 | 13 | RISE LIKE THE WIND—Christopher Cross | 2 | 2 | 13 | 13 |
| 3 | 3 | 14 | 14 | LOST IN LOVE—Air Supply | 3 | 3 | 14 | 14 |
| 4 | 4 | 15 | 15 | WITH YOU I'M BORN AGAIN—Billy Preston & Sylvia | 4 | 4 | 15 | 15 |
| 5 | 5 | 16 | 16 | ANOTHER BRICK IN THE WALL—Pink Floyd | 5 | 5 | 16 | 16 |
| 6 | 6 | 17 | 17 | FIRE LAKE—Bob Seger | 6 | 6 | 17 | 17 |
| 7 | 7 | 18 | 18 | YOU MAY BE RIGHT—Billy Joel | 7 | 7 | 18 | 18 |
| 8 | 8 | 19 | 19 | I CAN'T TELL YOU WHY—Eagles | 8 | 8 | 19 | 19 |
| 9 | 9 | 20 | 20 | SEXY EYES—Dr. Hook | 9 | 9 | 20 | 20 |
| 10 | 10 | 21 | 21 | HOLD ON TO MY LOVE—Jimmy Buffet | 10 | 10 | 21 | 21 |

ARIST 329 ARISTA

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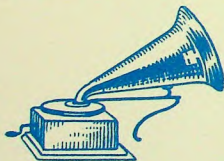
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