

RECORD BUSINESS

WITH
RADIO WEEK

Singles Chart, 10-11; Album Chart, 25; New Singles, 26; Small Labels, 8; Sales Conferences, 20-21; Airplay Guide, 18-19; Radio Week, 22-23.

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Industry's video trade drive gains momentum

WITH THE record retail trade being viewed as a vital sales area, the disc industry's move into the expanding video software market is now rapidly gathering momentum.

Leading the assault on the Christmas market is WEA Records which last week announced that it will be distributing top films from the Warner Brothers catalogue from October 20.

And with PRT's Precision Video and the Thorn-EMI Videogram Division steadily improving their ranges of pre-recorded video cassettes, CBS Records is expected to be the next major record company to launch a video distribution operation.

CBS chairman, Maurice Oberstein, told *Record Business*: "We hope that we will be handling video software in the UK before Christmas - although things are still being finalised. We will be drawing from the titles available to us in the USA."

MCA Records, with its access to the massive Universal Pictures film catalogue, is expected to be the next company into the market - but international president, Roy Featherstone, said last week that it was "too premature" to announce any plans.

WEA's sales force will shortly begin selling in the first 15 video titles, which will be available under the brand name WCI Home Video. All will be offered on a sale or exchange basis.

With retail prices between £34.95 and £39.95, the films include *Blazing Saddles*, *The Exorcist*, *Dirty Harry*, *Woodstock*, *All The President's Men* and *Deliverance*. WEA will also be distributing the Gary Numan video cassette *The Tearing Principle 1979* - previously available on mail order from Beggars Banquet.

Geoff Grimes, newly appointed gen-

eral manager of WCI Home Video, commented: "There's absolutely no doubt that the record retail trade is of major importance. Record shops should become the home entertainment centres of every High Street."

WEA's marketing policy will be aimed mainly at record and video shops, although contacts will also be gradually developed with hi-fi dealers and TV retail chains. Grimes was unwilling to comment on projected sales for this year.

A new range of top film titles are now also available to dealers, although on a rental basis only, following a deal between Intervision and United Artists. Films include *Rocky*, *Last Tango In Paris*, *Annie Hall*, *Rollerball*, *Carrie* and *Yanks*.

Beggars Banquet has also increased its commitment to video with the introduction of video lending libraries at its Earls Court and King's Road outlets. Titles are drawn from the VCL catalogue.

Tape licence is withdrawn

THE MCPS Amateur Recording Licence - the so-called home tape permit which has been running for 10 years - has been suspended indefinitely.

The £1.73 licence became untenable following a BPI decision to withdraw its copyright permission on recorded music. Only around 10,000 of the permits had been issued in the past year and it is thought revenue from the scheme was barely covering costs.

The MRS (Mechanical Rights Society) met on Monday to ratify a prior

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ROBIN BLANCHFLOWER will quit his job as managing director of Ariola UK to launch the new label Kaleidoscope in a joint venture with CBS Records. Pictured with him at the recent CBS sales conference in Torquay are (left to right) his wife Jackie, Peter Robinson, CBS international A&R director, and CBS managing director, David Betheridge.

Kaleidoscope Records has been licensed to CBS for the world, and Blanchflower's responsibilities at Ariola will in future be shared by Andrew Pryor, A&A Record Marketing md, and Charles Levison, Arista md. David Adams, formerly at CBS, has been appointed A&A commercial director.

K-tel links with Japanese motorbike firm for TV disc

K-TEL HAS linked up with Japanese motorcycle manufacturer Kawasaki in the promotion of a pop hits compilation album *Mourning Excitement*, released this week.

Purchase of the album will entitle the consumer to take part in a competition to win one of three Kawasaki trail bikes which are being offered as prizes. With this added sales incentive, K-tel is committing to a national tv campaign, its first since the release of a Charlie Pride album early this year. The smallscreen advertising will begin in London, ATV, Granada, Trident, Stags and Anglia this week and after a three-week run will roll into other areas.

"We have been able to make arrangements with Kawasaki to put trail bikes into about 30 stores to form the centrepiece of a display. We would like to encourage dealers to tie-in with their local Kawasaki agents and let us know if they would like us to arrange a sleeve

display," commented K-tel md Colin Ashby.

K-tel already has three LPs on tv test, Cilla Black's *Especially For You*, Jim Reeves' *Country Gentleman* and *Gold by the Three Degrees*, the latter looking particularly promising on initial sales.

As well as *Mourning Excitement*, the company is also moving ahead with its major releases for the Christmas season. Promotion on ATV, Granada, Harlech and Westward begins on September 22 with an 18-track Gladys Knight and the Pips album, *A Touch Of Love*, followed one week later with *The Very Best Of Elton John*, featuring DJM and Rocket material, to be rolled out from initial screening in the Harlech, Southern and Westward tv regions.

K-tel expects to have about 12 packages on the screen around Christmas and has further releases planned for October and November.

Business in Ulster and Jersey looking healthy

WHILE UK mainland sales continue to show no signs of a recovery, offshore business in Ulster and the Channel Islands is looking healthier than ever.

Gordon Smyth, managing director of distributors Symphola told RB that the company's business was up by 34 percent on 1979. "This is based on our gaining a bigger share of the available cake," he said. "Our estimate is that the market has grown by a minimum of 5 percent." He estimated that the bulk of the increase had come from albums, with singles accounting for about 20 percent of turnover and cassettes for almost 15 percent. "Our singles business was up by 22 percent recently after a quiet time in the summer and tapes are up by 40 percent in units, but you could say they have gone from small to a bit bigger."

Smyth explained that Symphola's sales surge could be directly attributed to the increasing attention the company was giving to promotion and marketing. Symphola has formed a promotion department and has a professional display team servicing retail accounts. Further promotion is geared to concerts, cinemas, school music societies and the booming roller disco scene in Ulster where seven trunks are open.

"We have stopped being just a selling organisation and have turned into a

promotion-conscious organisation. It is paying enormous dividends," he said.

In St. Helier, Cl. Don LeFlem, owner of Lady Jayne Records reported: "Business is looking very good. Our turnover was 30 percent up on last year and we also showed a worthwhile profits increase on the 12 months to the end of June."

LeFlem noted that while singles business was not at its 1979 level, sales of cassettes and albums, particularly the back catalogue of established heavy metal and psychedelic bands, were accounting for extra business. "WEA's £1-off dealer price has worked well for us and we have easily doubled our business with them. Cassettes have done particularly well when they are released simultaneously with the disc in the wake of a hit single."



PURPLE HEARTS don the right gear and climb aboard a bunk of British four wheel drive engineering to cement a deal with Safari Records (solar topics, Land Rovers, Safari, gedditt) with a single 'My Life's A Jigsaw' (SAFE 30) due out on September 26. With the band are (left) Safari chief John Craig and (right) band manager Robert Goss.

CBS chief attacks rivals during 'grow-up' broadside

CBS CHAIRMAN Maurice Oberstein wined up his company's sales convention in Torquay last weekend with a broadside aimed at chart manipulators

and generators of bad press among his major company rivals.

Resisting the temptation to name names, Oberstein snapped: "I find it incredible that a substantial number of our competitors are giving away albums when they are already number one records.

"I am not saying they have reached that position by using methods we would not have used," he continued, "But to see competitors giving away their life blood concerns me greatly.

"This business is a business that is supposed to give us a living. We are not a state-owned operation. It is very hard to compete in an already difficult market against other companies which don't seem to be in the same business as ourselves."

Oberstein also directed his anger towards the bad press currently being experienced by the record industry.

"Part of the problem is caused by the manner in which a lot of leaders of the industry go about getting this kind of press," he said.

It is shocking to hear other managing directors speaking about a volume decline in the industry as a whole of 50 percent as if it were something to be pleased about.

"This is compounded by the music papers taking a negative view of the industry. We need a balanced view. If we keep on saying how bad it is out there, how can we ask people to buy recorded music? It is a disgraceful state of affairs.

"And I don't think it is a very constructive industry where there are people causing this kind of lack of confidence in shopkeepers who are constantly looking at profit per square foot which can be had from selling books, T-shirts and other merchandise.

"There should be a view of the industry that it is a grown up business conducting itself in a mature way."

EMI on tv with Temptations

MOTOWN RELEASES will figure prominently in EMI's autumnal sales assault. A new Steve Wonder album *Hotter Than July*, his second release this year, will lead the way hard on the heels of his critically acclaimed Wembley concerts. Another highlight of the Motown presentation at EMI's September sales meeting, which this year replaced the annual conference, was the news of a Temptations 20 *Golden Greats* compilation for tv promotion in October.

New albums from Kenny Rogers - 'Love Lifted Me' - and Minnie Riperton's last recording before her death, which features Stevie Wonder, George Benson and Michael Jackson, led the American repertoire presentation. UK repertoire featured three new music albums - the Damed's *The Black Zoo* (Chiswick), the second Cockney Rejects LP and a new wave compilation entitled *OO*, featuring the Rejects, Angelic Upstarts and Slaughter. Another compilation will focus on HM with the title *Heavy Duty* and will showcase Iron Maiden, Whitesnake, Scorpions and Wild Horses. Also set for October release are an EMI first from tv actor Dennis Waterman, previously with DJM, and a new Max Boyce recording.

Xanadu Row

WITH THE film due to go on general release this month, CBS Records temporarily ceased distribution of the *Xanadu* soundtrack LP last Thursday following receipt of a letter from Jet Records. The move is believed to be due to a dispute between Jet and Universal in the USA.

Recording licence

From p.1
decision of the MCPS to drop the scheme.

The body had favoured raising the cost of the licence and ploughing the extra money into a promotion campaign as a stop-gap measure before it was phased out when the hoped-for tape levy was passed by Parliament.

However, the BPI felt the end of the licence would clear the way for a levy campaign.

Government plans for a blank tape surcharge have yet to reach 'green paper' discussion document stage and look like being heavily opposed by a new pressure group set up by the British Equipment Trade Association which speaks for business blank tape users who do not record music.

License scheme administrator at the MCPS Caroline Robertson told RB: "Every licence on issue will be valid for its full term. No new permits have been issued since Friday August 22. From now on anyone wishing to record music legally is out in the wilderness."

The Society has now thrown in its lot with the BPI and will be mailing out an explanatory leaflet to all licence holders arguing the case for a blank tape levy.

Polydor Intensive Care plan aims at dealer discounts

POLYDOR's autumn catalogue campaign is bidding to give dealers a much-needed shot in the arm. It is labelled the Polydor Intensive Care Scheme and is already under way offering discounts of up to 18 percent on quantities over 500 units.

An alternate choice under the plan is to take a smaller rate of discount and go for extended credit facilities and an increased returns allowance.

Whichever deal is chosen attracts a cash settlement discount for prompt payment. Albums offered in the scheme include big-selling items like *Setting Sons* by Jam, *Down To Earth* by Rainbow, *Manifesto* by Roxby Music, *Tell Me On A Sunday* by Marti Webb and *Short Stories* by Jon Anderson and Vangelis.

Cherry Red price and rrp change

INDIE LABEL Cherry Red Records is dropping rrp from October 1 and increasing the dealer prices of singles and all new albums. New LP's will carry a dealer price of £2.86 instead of £2.46. Back catalogue product remains at the same price. The first albums to be effected are by The Runaways and The Dead Kennedys. The new dealer price of singles will be 65p. Cherry Red does not intend to publish a 'list' price for its releases.

CBS half-speed

CBS RECORDS is to enter the 'super-hi-fi' market in digital half-speed cut albums by November, sporting top selling catalogue ranging from classical music to Bruce Springsteen.

The company is forming a new label for the series to be called *Master Sound*. CBS's recent sales convention was told by chairman Maurice Oberstein. Similar product sells at prices up to £10 on the Continent, but CBS hopes to bring the price down to around £7.50 in the UK.

MULLINGS

KELLY MARIE'S arrival at the chart summit with 'Feel Like I'm In Love' not only a notable achievement for the folks at **Red Bus**, but also a timely tonic for the troops at **PRT**. Particular credit goes to **PRT's** man in Yorkshire **Gerry Hague** who was instrumental in getting the single re-released in May and to **Glenn 'Never Say Die' Simpson** of Leeds-based Public Eye promo company. Simpson worked the record for months around his 500 DJs until it started to move and even went to the trouble of aiming some ear-bending in the direction of Derek Chinnery himself . . . now its one down and reportedly one to go at A & A where **Robin Blanchflower** will be Monty Leutner's loss and Maurice Oberstein's gain - incidentally with all these remarks at the sales conference about the position of the German troops at Dunkirk, the CBS chairman's annual display of eccentric tiffers was surprisingly confined to a flat cap rather than the more suitable steel helmet. It's also worth remembering that Dunkirk was also the occasion of the Great Escape . . . **BPI** still waiting for a reply from the *World In Action* team in response to three letters requesting documented evidence of chart hypocrisy . . .

THE TIME is now right for the industry to enter any nominations for the *Sunday Times*-Vevee Clicot Business Woman Of The Year contest, in which **Anne Miles** of Warwick Records was a finalist last year. For further info call **Kerry Falcon** on 01 836 1234 . . . one bright young publicist who will wish to remain anonymous, rang up the day after *RB* was published to ask if he could submit an artists' signing picture for "this week's paper." When asked if he knew which day the paper came out, he admitted he didn't. Ho hum . . . Wrestler and recording artiste **Brian Maxine** looking for the person who stole his gold championship belt . . . **Trevor Wishart**, a founder member of the Manchester Musicians' Collective made a rare excursion to London last week for five shows at the ICA. Apart from music, his show featured four birds and a fox (stuffed), a tuba that emits smoke and water, a magician's vanishing cabinet and a flute player locked in a trunk. So what else is new? Well, Wishart has recently completed a film based around musical happening in a scrapyard for a series entitled *Tomorrow's Voices* . . . last week security maitreidman **Don Muffet**, he of Artists Services which projects the famous ads at concerts, opened a club called Cheeks in beautiful downtown Deptford Broadway, where anybody who steps out of line will presumably be attended to by a better quality chuckerouter . . .

ENTER THE 1980 austerity-style reception - (1) in honour of the VTs, **Criminal Records** hosted a party on the roof of the Harrow Road offices - and asked guests to bring a bottle. . . (2) - to mark the release of the quaintly titled 'You Can't Keep A Good Curry Down' by one **Bruce Kato**, **Alien Records** celebrated with a lunchtime throatscorcher at a cosy little spot just of Tottenham Court Road. . . nice touch from **The Cure** who want to hear from bands in the Manchester, Bradford, Leeds, Newcastle, York, Exeter, Leicester, Liverpool, Birmingham, Lancaster and Reading areas who would like to fill the support spot on their November university tour. Cassettes to 165-167 High Road, London NW10 . . . recent additions to client roster for **Howard Harding**, now running a pr department for the Bastable ad agency, include the **Dooleys**, **Dance Band**, and **Chas Jankel**, once of the **Blockheads**. . . **John Reed**, general manager of Louvigny Music, wins the *Change Of Address* album competition for listing all 13 past and present **Shadows** - **Hank Marvin**, **Bruce Welch**, **Brian Bennett**, **Jet Harris**, **Tony Meehan**, **John Rostill**, **John Farrar**, **Brian Locking**, **Dave Lawson**, **Alan Jones**, **George Ford**, **Cliff Hall** and **Alan Hawkshaw**. . . **OUR MAN** at the CBS sales conference reckons to know the identity of the person who stretched clingfilm over the seats in toilet stalls and put a plastic spider in a presagall's bed among a number of japes at the fun-filled gathering. Names will be revealed on receipt of the official fiver directed towards John 'Supergrass' Hayward . . . at same gathering **MCA** md **Roy Featherstone** gagged that label's presentation was a faithful recreation of the original CBS/Oriole conference. He and marketing chief **Stuart Watson** used a very old epidiascope (slide projector), pooped aspistras and an ancient chaiselongue.

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RECORD BUSINESS

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

EDITOR/MANAGING DIRECTOR Brian Mulligan
DEPUTY EDITOR (News) John Hayward
EDITORIAL David Redshaw (Production /Reviews);
Tim Smith (Retailing); Frank Granville Barker (Classical);
Gabielle James (Radio)

RESEARCH Godfrey Rust (Director), Barry Lazell; Patricia Thomas; Alan Jones; Ian Shepherd.

ADVERTISING Nigel Steffens (Manager); Roger Kent (Sales Executive); Jane Redman (Classified); Jacqui Harvey (Production).

COMMERCIAL/CIRCULATION Richard Tan (Manager); Doreen See (Accountant).

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Spotlight On PRT's mid-price 2LP series

A NEW series of mid-price double albums featuring top back catalogue from artists like John Williams, Gilbert O'Sullivan, Lena Martell, Gladys Knight and Chuck Berry was unveiled at PRT's sales meeting held at Great Cumberland Place, London last week.

The 24-track collections came under the headline 'Spotlight On...' and will be advertised in both national and consumer press with a Captain Video in-store video push, point-of-sale window displays and leaflet campaign to back it up as well as a number of competitions for customers. The albums retail at £4.99 with a special 50p-off introductory offer, bringing the price down to £4.49 in the initial stages of the push.

The first eight albums are from John Williams, Gilbert O'Sullivan, Lena Martell, Gladys Knight & The Pips, Chuck Berry, Acker Bilk and Joan Baez with a sampler compilation entitled *Spotlight On Love* carrying a variety of PRT's recent hits.

A children's concept album called *Billy The Snake* with a £3.50 price tag will be backed in the Autumn by a point-of-sale and press push - said marketing director Matt Hayward.

Major full-price albums on the way during the Christmas run-up include *Mystic Energy* from Osibisa, *Twogether*

(Ackalongamax) by Max Bygraves and Acker Bilk, a Lipps Inc LP called *Pucker Up* and new albums from Captain and Tenille and Michael Henderson from America. All are to be supported by trade displays and press advertising.

Other PRT releases involve two new Vogue jazz albums and three in the continuing series of brass band long players.

Rialto Records revealed plans for an LP called *Surveillance* by new band The Walkie Talkies and Planets second album *Spout* - both due in October with a campaign to coincide. Red Shadow Records is planning a PRT To Real LP in the same month. Cassettes have done particularly well when they are released simultaneously with the disc in the wake of a hit single.

CBS chief attacks during 'grow-

BS CHAIRMAN Maurice Oberstein found out his company's sales convention in Torquay last weekend with a roadside aimed at chart manipulators

Stiff Tour 45

at £1.15 list

STIFF RECORDS is heading into the autumn sales season with a mammoth five-act package tour of the UK called 'Stiff Tour' and a flurry of singles activity.

On the tour will be Any Trouble, Dirty Looks, The Equators, Joe 'King' Carrasco and the Crowns and a fifth act yet to be announced. A five-track compilation will be released on October 3 containing one cut from each act selling at the price of a £1.15 single.

Meanwhile September 12 saw release of 'Buena' (BUY 88) by Joe 'King' Carrasco and the Crowns in a picture bag, as well as 'I Don't Want The Night To End' (BUY 92) by The Rumour and a limited edition 12-inch reggae single by The Mexicanos called 'Trial By Television' (Disco Version) (BUYIT 93) written and produced by Eddie Grant.

On September 19 comes 'Monkey Suit' c/w 'Squirms' from The Plasticatics in a 40,000 limited red and yellow vinyl and picture bag and the 7-inch version of the 'Mexicanos' single along with a 12-inch 78rpm limited edition of the Joe 'King' Carrasco single (CROWN 1).

Wonderwoman disc

ACTRESS LINDA Carter, best known as TV's Wonderwoman, has signed a worldwide recording contract with Motown Records. A single 'The Last Song', title song from her recent television movie, is being rush released by Motown.

Orders of more than 500 placed in September qualify for a 16 percent discount on a sliding scale down to orders of 100 plus made in October at six percent. On top of that the cash settlement discount is 21 percent on a monthly basis or 31 weekly. Dealers may so choose to take bonus bonds or larks & Spencer vouchers.

RED SHADOW, the independent label headed by Julian Spear and Terry O'Neill, has set up new licensing deals in the Benelux area (CNR Records) and Australia (7 Records). Red Shadow artists include Real to Real and all-girl trio The Flatbackers.

JOHN BRAND, producer and sound engineer currently engaged with The Rutts, has joined John Collins' Golden Image company at Roseholme, 19 Crescent, East Grinstead, West Sussex RH19 1HR (0342 312261).

THE TOURISTS' nine-month legal battle with Logo has spanned a year at RCA. Immediate fruits of the labour are a new single - their first in seven months - '(Don't Say) I Told You So' - with an album *Luminous Basement* - to follow in October.

The band, who refused to release any product in the UK during their dispute with Logo and opted for trips to Europe, Canada and America, kick-off a 25-date tour at Newcastle City Hall on September 19, featuring films directed by Willie Smacks.



PRT SALES rep Gerry Hague is presented with a silver disc for helping to persuade the company to re-release Kelly Marie's chart-topping single 'Feels Like I'm In Love'. This was first issued in October last year. Pictured with Hague are PRT general manager, Trevor Eyles (left), and Kelly Marie.

Lagos Int label bows with Daily Star contest

NIGERIAN-BASED label Lagos International Records has planned a major media launch this month in conjunction with the *Daily Star* and Pioneer Hi-Fi to back the company's first single 'Nite Of Bliss' by Hamman, released on September 12.

The Spartan-distributed label has organised a competition and coupon collection scheme running in the *Star* from today (15) until Wednesday (17) with a first prize of £1,500-worth of Pioneer hi-fi.

Spartan is mailing 3,000 record dealers with a poster and information sheet on the contest.

A similar promotion, this time aimed at record and hi-fi dealers, is being organised to coincide with Hamman's debut album *Chameleon* at the end of October.

STIFF RECORDS promotion for the second Madness album Absolutely scheduled for release on September 25, includes 300 in-store displays, nationwide fly-posting, extensive music press advertising, adverts on London buses and various football programmes and a joint promotion with Jackie Magazine.

A BONUS 12-inch mini-album carrying eight extra tracks accompanies the first 20,000 copies of the Skids third album for Virgin Records *The Absolute Game*. After the initial pressing has

sold out, the LP reverts to normal format. Release date is September 19.

GILLAN'S NEW single on September 26 will be a double pack topped by the Leiber & Stoller song 'Trouble' and featuring a total of 28 minutes of music including three 'live' tracks, 'Mr. Universe', 'Vengeance', 'Smoke On The Water' and a studio take 'Your Sister's On My List' (VS 377). The double pack will retail at £1.50.

Merchandising

RECENTLY-SIGNED to Phonogram, Weapon of Peace release 'Children of Today' (TF 1082) in 7-inch form on September 26 to be followed in early October by a 12-inch version carrying an additional track retailing at £1.21. The band was previously signed to Graduate Records, and will now appear on a dual logo Fontana/Weapon of Peace label.

Ins & Outs

ORIGINAL RECORDS, Original Music and Daylight Robbery Management have moved from Covent Garden to new headquarters at 2 Bloomsbury Place, London WC1 (01-580 6996/7/8.).

LEN WOOD has resigned after 14 years on the board of IFPI, three as president and five as chairman of the council. He becomes a Vice-President Emeritus. His replacement is Bhaskar Menon, chairman and chief executive of Capitol/EMI America/United Artists.

ASHLEY ABRAM, Record Merchandisers' former singles buyer, fills the product manager position recently vacated by David Buckley.

ST. PIERRE PUBLICITY has moved to London House, 266 Fulham Road, London SW10 9EL (01-352 9530), sharing accommodation with Battle of The Bands for whom it handles all press, radio and TV promotion.

Dealer in Court

HUDDERSFIELD RETAILER Bostock Records has given a High Court undertaking not to import or sell four albums manufactured in Canada - *Dre Straz's*, *10 CC's Look Hear* and *Thin Lizzy's Fighting and Bad Reputation*.

The undertaking will remain in force until a final hearing in October of the action brought by Phonogram, but counsel for Bostock, of Packhorse Centre, Huddersfield, said it was "a matter of convenience" and no admission of liability.

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Record entry for next Castle bar song contest

from Mike Clare

ENGLAND, with 11 songs chosen, heads the list of qualifying countries for this year's Castlebar International Song Contest which takes place from October 6-11. Host country Ireland follows with five songs.

A record entry of 1,800 compositions from writers in 29 countries were submitted this year. They were whittled down to 27 to contest the finals of the Berger Paints - sponsored event which this year has an increased prize fund of £15,000. Special extra effort was put into the selection this year - one of the song's rejected last year was 'What's Another Year' which went on to win the Eurovision.

A promotional tour of the U.S. by co-host director David Flood and a former director Paddy McGuinness earlier this year resulted in a significant increase in entries from the States. "We are also pleased," said Flood, "to reveal that top American singer-songwriters Neil Sedaka and Paul Anka have accepted our invitation to be our patrons for the 1981 contest." One of them is expected to attend the event next year.

Among the British entrants is singer Barbara Dickson with a song called 'Kathleen Goodnight' as well as last year's winner Zack Laurence who has this time co-written two songs which have reached the finals.

The full list of British entries is as

follows: 'Time Will Tell' by Bob Barrett, Coulsdon, Surrey; 'Feeling Sorry For Yourself' by Zack Laurence and Paul Ferguson, Stanmore, Middlesex; Teacher, 'Stach Me To Boogie Tonight' by Lionel Devine, Prestwich, Manchester; 'Funky Minuet' by Ed Welch, Dartmouth, South Devon; 'Kentucky Blue' by Zack Laurence and Paul Ferguson; 'Couldn't Say I Was With A Lady' by Michael D. St. Clair, Victoria, London; 'We All Need Love' by Peter O'Donnell, Blackheath, London; 'Another Rainy Weekend' by Alex Flanagan c/o Marla (Marksmen Music, Kingly St. London; 'Written All Over Your Face' by Colin Fretcher and Bob Barrett, Barnet, Herts; 'Don't Stay For The Sake Of The Children' by Ed Welch and Barry Mason c/o Barry Mason Music, Kingly St. London; and 'Kathleen Goodnight' by Barbara Dickson, Fulham, London.

The Irish entries are: 'My Younger Days' by Brendan Graham, Dublin; 'Adam and Eve' by Liam Hurley and Val Kearney, Dublin; 'My Guy' by Eileen Reid and Jimmy Day, Dublin; 'Jennie Lee' by Colman Pearse and Brendan O'Reilly, Dublin; and 'She's A Sexy Lover' by Liam Hurley and Val Kearney.

The other countries, with one song each, are America, Bulgaria, Czechoslovakia, France, West Germany, Gibraltar, Holland, Iceland, Norway, Poland and Yugoslavia.



TEENAGE FOLK groups took top awards at two of Ulster's most popular folk competitions. At the Killbeg Maritime Folk Competition, GTEOTRI Ghoill (pictured above in company with Giaran MacMathuna of RTE), Noel Harrison of sponsors Donegal Motors, and BBC's David Hammond), comprising three sisters and two brothers, won the £500 first prize. At the Letterkeny International Folk Festival, Co. Antrim group Clann Ludhaigh won the folk music and song competition and a £250 award. Both acts have been signed to PolyGram by md John Woods and are collecting suitable material for debut albums.

RTE producers attack schedule

A MAJOR has erupted within Radio Telefís Éireann over the sacking of a popular disc jockey on the national music station, Radio 2.

A re-shuffling of schedules in the year-old station means that *Night Moves* presenter Declan Meehan will not have his contract renewed.

Angry producers at the station have told Radio 2 bosses that they are seriously concerned about the treatment of Meehan and other proposed changes.

Schedule changes are believed to involve the switching of popular DJs including Dave Fanning, Ronan Collins, Jimmy Grealey, Marty Whelan and

Jim O'Neill.

Meanwhile, Irish Actors' Equity is to fight the case of Meehan.

In addition, producers at the station have sent a letter to the director of programmes Michael Carroll complaining about Wall's lack of courtesy in not informing Meehan personally.

Their letter also mentioned their concern over the new autumn schedule which they claim "conflicts greatly with the views of the majority of producers and is in contrast with those views expressed at meetings to discuss the written submissions for the autumn schedule."

Ulster News from Donal O'Boyle

SUMMERTIME BUSINESS hasn't been too bright as the tourist trade in Ireland has declined by as much as 6 per cent during the months of July and August. But sales are improving and new products are hitting the market. The Good Vibrations label is happy with the response to the debut recording issued by Giaran McGowan. The single 'London Trip' has made the lower regions of the Downtown Radio Charts, compiled by Record Business and is now distributed in the South by Pickwick. Newly opened WEA has signed Ulster vocalist Paul Brady, and his first single under the new deal will be 'Dancer in the Fire'. Homespun Records issues a three-track single 'Biding My Time' featuring local country act Brendan Hughes and the Huskies. Hughes previously recorded for Release and Hawk. Top Spin has two singles out. 'Tra La La Triangle' is the latest from director and leading recording artist Phenomena Begley & Her Ramblin' Men, and the second single 'What Will I Tell The Folks Back Home' features Eileen King and her Country Girls. Local country vocalist Terry Nash has signed a new recording contract with the Scottish-based Country House label, which issues as his debut album Terry Nash Country, which was produced by Bill Garner. Last May Celtic Rock band Horslips recorded their current album

live on stage at Queens University, in Belfast, and is now issued under the title *The Belfast Gigs on the Horslips label*.

FOR THE first time in 16 years Ulster Television has introduced a new weekly light entertainment series *Hot Stuff*. Hosted by Jerry Cummings and a guest presenter, the programme is screened each Tuesday at 7.30pm. It features the best of local entertainers, as well as international names. Artists on the first show included Daddy Cool and the Lollipop, The Dooleys, Johnny Logan and guest presenter was Nicola Kerr the Ulster lass who sings with the New Seekers. Assistant Controller of Programmes Derek Murry, confirms that at least three acts will be featured weekly on the stations top magazine show *Good Evening Ulster*, and for disco fans UTV is to screen the Ulster finals of the EMI Disco Championship. Meanwhile BBC TV, Northern Ireland, has announced major changes in the presentation of the *Make Mine Country* series. When recording of the third series starts in December Paddy O'Flaherty who introduced the previous two runs will be replaced by George Hamilton IV, joined by Phenomena Begley. Sadly few local country acts will be included. BBC TV Northern Ireland hopes to screen the new series nationwide rather than regional as in the case of the previous series.

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Briefs

ONE OF the more bizarre singles recently on an indie scene thrives on oddities is 'There Goes Concorde Again' by And The Native Hipsters. Running in at nearly seven minutes 'Concorde' consists of several verses of enchanting drivel linked by constant repetition of the immortal phrase 'Ooh look! There goes Concorde again' with the vocal inflection different each time. Diligent research led RB to Stoke Newington where this particular bunch of loonies hang-out. Chief culprits appear to be William Wilding and Bob Cubitt who named their partners-in-crime as Tom Fawcett, Toaj M. Sact and Blatt. The band has been together for some time and changes its name with each release. First project was an album enigmatically titled "Why Did I Buy Those Blue Pyjamas?" recorded as The Wildings. Shortly after 'Pyjamas' came 'Part Two' credited to Patterns. Then came 'Concorde' highly rated by John Peel and currently forging its way up RB's indie chart. On a flying visit to RB Blatt and Wilding threatened to continue making their compulsively odd recordings and revealed that 'Concorde' has already sold 3,500 copies. Band member Tom Fawcett is also branching out on his own with the launch of his Boys Own label. First release is the Mystery Guests 'Wurlitzer Junction' (BO-1) to be followed shortly by 'Is There Somebody

There?' from Fawcett's Design For Living.

THE RECENT dramatic resurgence of Adam & The Ants 'Zerox' was due to Do It unleashing a limited-repressing which paired a re-mastered version of 'Zerox' with the band's previously unreleased stage favourite 'You're So Physical'. Catalogue number, as before, is DUN 8. Also repressed is Motorhead's anthemic 'Motorhead' now available on pink vinyl in a limited edition of 2,500. Since its release in July 1977 'Motorhead' has sold over 60,000 copies.

4AD HAS just released a 7-track 6-artist 12-inch EP. Entitled 'Pressage(s)' (BAD 11) the collection includes tracks by Psychotic Tanks, Last Dance, C.V.O., Modern English, Spasmodic Caress and Ree Atkins - the latter being a 42-year-old bricklayer.

THE LATEST label to emerge from Dublin's extremely active rock scene is Foetain. First release is 'Thinking About The Sun/Hippy Hangover' by local quintet the Spies. Already causing quite a stir in the republic the record incorporates pleasing elements of both sixties and eighties music. 'Thinking About The Sun' is a straightforward ballsy rock song enthusiastically performed and vaguely reminiscent of the Kinks. The flip is a more experimental piece musically though its lyrics are somewhat hackneyed. Foetain can be contacted on Dublin (0001) 778034.

THE INDIE CHART

SINGLES EPs

1	CANT CHEAT KARMA WAR/SUBVERT	24	25 GHETTO The Wall	Fresh 12 (H)
2	PARANOID Black Sabbath	25	26 DOG FROM HELLERS Spizz 80	RT RTSO 5 (H)
3	HOLIDAY IN CAMBODIA	26	27 THE YOUNG ONES Mirance	Fresh 14 (H)
4	LOVE WILL TEAR US APART	27	28 RADIO DRILLITME	Postcard 80-3 (H-)
5	THERE GOES CONCORDE AGAIN	28	29 LIAR Damon	Clay 4 (H)
6	CALIFORNIA UVER ALLES	29	30 DRUG TRAIN Cramps	Illegal 105 025 (H)
7	TRANSMISSION	30	31 MOTORHEAD Motorhead	Big Beat NS 13 (P)
8	BLOODY REVOLUTIONS/ PERSONS UNKNOWN	31	32 YOU CAN BE YOU GIRL ON THE RUN	Honey Bane
9	REALLY ASYLUM CRASS	32	33 J2	Crass 521984-1 (H)
10	TERROR COUPLE KILL COLONEL	33	34 WANTED Youth	Bridge House BH5 5 (H)
11	FIGHT BACK (EP) Discharge	34	35 DONT NEED YOUR MONEY	Blaven
12	GET MY MOTHER WAS A FRIEND OF AN ENEMY OF THE PEOPLE	35	36 MAN NEXT DOOR	Blat 06 (No.2 P)
13	EDWARD FOG Smack	36	37 TREASON IT'S JUST A STORY	The Teenboys Explodes
14	ARE YOU GLAD TO BE IN AMERICA	37	38 BORN IN FLAMES Red Crayola	RT 054 (H)
15	ARMY LIFE Exposed	38	39 LIMITED ENTERTAINMENT (EP)	Clave Records
16	FOR MY COUNTRY U.K. Decay	39	40 SOLDIER SOLDIER	RT RTSO 3 (H)
17	I WROTE ELASTIC MAN! CITY HORDBOLDS	40	41 MEANINGLESS SONGS	Original ABC 2 (P)
18	FINAL DAYS Young Marble Giants	41	42 WETBIE (EP) Chets	Active RB 10 (P)
19	BLUE BOY Orange Juice	42	43 DIE MATROSEN Split Lip/Lit	RT 047 (H)
20	ZERBE Adam & The Ants	43	44 BETTER SCREAM	Wah! Fresh
21	ILL REMEMBER YOU	44	45 NO ESCAPE Chelsea	Inevitable INEV 001 (H)
22	REALITIES OF WAR	45	46 SWET AND INNOCENT	Shaw Forward SF 16 (H)
23	WHERE'S CAPTAIN KIRK? Spizz Energy	46	47 SNOW Meacans	Red Rhino RED 1 (H)
			48	48 DIAMOND HEAD
			49	49 ADAM & THE ANTS
			50	50 I THOUGHT YOU WERE DEAD
			51	51 NO SCOTCHIES
			52	52 THE PICTURES ON MY WALL
			53	53 ECHO & THE BUNNYMEN
			54	54 HURRI GORILLA Satchells
			55	55 URBAN FIVE & THE DARK

ALBUMS

1	SIGNING OFF	11	16 WORLD WAR II
2	FRESH FRUIT FOR ROTTING VEGETABLES	12	17 MERRY DEMO
3	THE ART OF WALKING	13	18 INFLAMMABLE MATERIAL
4	JANE FOND FROM OCCUPIED EUROPE	14	19 STIFF LITTLE FINGERS
5	CLOSER	15	20 STARSHIP AFRICA
6	UNKNOWN PLEASURES	16	21 BULLDOGS LIVE AT THE ELECTRIC CIRCUIS
7	THE VOICE OF AMERICA	17	22 RETURN OF THE DURRUTHI COLUMN
8	COLOSSAL YOUTH	18	23 DOME
9	STATIONS OF THE CRASS	19	24 MUSIC FOR PARTIES
10	LIVE AT LAST	20	25 THE KLEINEN AND DIE BOSEN
		21	26 DIVISIONE AMERICANAISCHE FREIBUCH
		22	27 WE ARE TIME
		23	28 WE ARE TIME
		24	29 WE ARE TIME
		25	30 WE ARE TIME

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See New Singles page for Distributor Code details

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ARISTA
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Still more nights at the opera on disc due

THE HATCHETS may be wreaking havoc in the corridors of power, but the major companies are still flooding the market with opera recordings as generously as ever, which is surprising considering that these are usually three-disc sets at top prices. They must believe there are still some people around with plenty of money, and of course it's true that a complete opera set is still cheaper than one good seat in the stalls at Covent Garden.

EMI is at least playing safe with its new Aida (HMV SLS 5205, 3 LP set), which features the cast of last year's Salzburg Festival production, where tickets were fetching more than £100 each on the black market. First of all, it has the attraction of Herbert von Karajan, whose name alone ensures wide sales, then the singers really are all-star.

Karajan's choice of Mirella Freni and José Carreras for the leads caused raised eyebrows at first, as neither has sung Aida and Rudames before. Carreras even admitted to RB at the time that he had not thought his voice was heavy or dark enough, but "Karajan assured me

he wouldn't let the orchestra swamp me, so I agreed, though I wouldn't sing it for any other conductor yet." Agnes Baita, Piero Cappuccini and Ruggero Raimondi are other world-class stars, and Katia Ricciarelli, herself a noted Aida, was persuaded to take on the small but difficult role of the Priestess.

Decca is more adventurous with its premiere recording of Massenet's *Le Roi de Lahore* (D210D, three-LP set), which is digital. John Sutherland, Sherrill Milnes and Luis Lima are the star attractions here, with conductor Richard Bonynge, a champion of French opera, ensuring they all catch the authentic style.

Phonogram offers the most with three new releases, two of them rarities. Haydn's *L'Incontro Improvviso*, the seventh in the Philips series of his long-neglected stage works, has three English singers in the cast, Margaret Marshall, Della Jones and Benjamin Luxon, with Antal Dorati conducting the Lausanne Chamber Orchestra (Philips 6769 040, three-LP set).

Janet Baker stars with Edith Mathis,



MIRELLA FRENI, Karajan's surprise choice for the new EMI Aida.

James Bowman and David Rendall in Handel's *Ariodante*, which has come back into favour in recent years and was certainly due for a recording (Philips 6769 025, three-LP set). Then there is a new version of Mozart's *Die Entführung aus dem Serail*, with Colin Davis conducting a cast of mainly British singers including Stuart Burrows, Robert Tear, Norma Burrows and Robert Lloyd (Philips 6769 026, three-LP set).

Polydor has lured Carlo-Maria Giulini back into the studios to conduct his first opera for some years, Verdi's *Rigoletto* (Deutsche Grammophon 2740 225, three-LP set). Favourite stars here are Plácido Domingo, Ivonne Coltrubas and Piero Cappuccini, with the Vienna Philharmonic.

Ten Gold Seal mid-price LPs

RCA ENTERS the September price war with a batch of ten mid-price Gold Seal releases, plus three new boxed sets at permanent subscription prices and four complete Verdi operas reduced by £1 per disc. Popular repertoire and big-name artists should combine to make these good, steady sellers, with *A Little Night Music* (GLR 25309) the safest bet of all as it features James Galway among the soloists in a selection of Mozart and Vivaldi favourites.

Souful Russian classics turn up with Rachmaninov's *Piano Concertos Nos 1 and 2* played by Earl Wild and the Royal Philharmonic conducted by Jascha Horenstein (GL 24291) and Tchaikovsky's *Pathétique Symphony* swooned over by Stokowski and the London Symphony (GL 42920). Box sets include Jascha Heifetz playing *Ten Great Violin Concertos* including the Brahms, Mendelssohn and Beethoven (RL 00720, six LPs for £17.94) and Arthur Schnitzler in eight *Favourite Piano Concertos* including the Tchaikovsky, Schumann and Grieg (RL 43539, five LPs for £14.95). The Verdi offers, starring Leontyne Price, Plácido Domingo, Sherrill Milnes et al, are *Otello* (RL 02951), *Simon Boccanegra* (SER 5696), *La Forza del Destino* (RL 01864) and the equally operatic *Requiem* (RL 02476).

Decca sets 12 digital LPs - EMI, CBS and Chandos too

THEIR MAY be scepticism in some quarters about the digital revolution, and there is still no sign of any equipment for playing them on so that we can get the full benefit from the new system, but albums are pouring out every month. Even when played on existing equipment, the freedom from tape-hiss and high-frequency distortion, ensure them a warm welcome from classical customers who are hypersensitive listeners.

Decca, pioneer in the field, is going all out for digital this autumn, with 12 prestige releases which include three complete operas. As well as these dramatic works, which always make the heaviest demands on the recording engineers, involving well over a hundred singers and players with battle scenes and other sound effects thrown in, the albums bring purely orchestral show-pieces like Stravinsky's *Firebird*.

CBS has just joined the digital race with Zubin Mehta conducting the New York Philharmonic in Beethoven's *Eroica Symphony* (CBS 35883). Chandos, proving that the indies can branch

out just as easily as the big companies, have brought out the first digital *Planets*, the Holst spectacular which cries out for digital treatment, with Alexander Gibson conducting his Scottish National (ABRD 1010). Later in the month, Chandos will issue *Drake 400*, an orchestral suite by Ron Goodwin to celebrate the 400th anniversary of the famous voyage round the world. Commissioned by the Plymouth City Council, it is played by the Bournemouth Symphony with the composer, a native of Plymouth, conducting (ABRD 1014).

Two other digital releases this month suggest conflicting ideas as to the costs of the system. EMI offers the first mid-price album, Mozart's *Divertimento Nos 1 and 2* (HMV HQS 1432), while the imported Chandos disc of John Williams' *The Four Seasons Back* has the appropriately astronomical *rrp* of £7.97.

Even the small Chandos company, not yet a year old, has launched into the opera market with Puccini's first opera, the one-act *Le Villi* (ABR 1019), licensed from the Australian company Phonart. The first of a series featuring Australian singers, this was produced by the late John Culshaw, which guarantees imaginative handling of recording techniques.

Erato to Conifer

DISTRIBUTION of the Erato label, previously handled here by RCA, has now passed to Conifer Records, where the entire French catalogue is now available. Noted for their high recording quality and lavish packaging, these albums all have the *rrp* of £5.75.

Hyperion's six debut releases

HYPERION RECORDS, a new label, is all set for its launching next month with six releases. The repertoire is not specialised, but is aimed to cover all styles and periods. All albums are being pressed in Germany and will be distributed throughout the UK by Lugton and by Unicorn Records, with £4.99 as *rrp*. With one exception, however - an organ transcription of Mussorgsky's *Pictures At An Exhibition*, a digital recording - the initial release will be available at £3.99 until 31 December.

Judd memorial 3LP out on Chandos

CHANDOS RECORDS has issued a three-LP set called *B2In Memory of Terence Judd* (DBR 3001), a collection of piano works ranging from Scarlatti to Prokofiev. Judd died last December at the age of 22, having begun what looked like becoming a sensational career. These recordings date from 1976 to 1979, and have been made from BBC tapes.

TV GUIDE

Forthcoming TV-advertised albums

- ATV**
SOUNDS SENSATIONAL Bert Kaempfert
(Now, 1 week) (3.23.25) Polydor POLTYMVIC10
- AUTUMN GOLD** Mellow Music Acoustic Bk
BEST OF Gallagher & O'Keefe
BEST OF Bill Doonan
BEST OF Pat Boone
(Now, 1 week) (3.23) 3.58
- THE VERY BEST OF** Don McLean
(22nd, 1 week) (2.95-2.85) UA IAG(TCK) 30314
- YOU MUST REMEMBER** This Hoban Starost
(22nd, 2 weeks) (3.23) 3.45b Warwick WW4(4)5086
- COUNTRY HOUNDUP** Various
(22nd, 2 weeks) (3.23-3.25) Polystar COWTYMVIC1
- ANGLIA**
LITTLE MISS DYNAMITE Eirella Lee
(22nd, 1 week) (3.23) 3.45b Warwick WW4(4) 5083
- BORDER**
THE VERY BEST OF Don McLean
(22nd, 3 weeks) (2.95-2.95) UA IAG(TCK) 30314
- GRAMPIAN**
THE VERY BEST OF Don McLean
(22nd, 2 weeks) (2.95-2.95) UA IAG(TCK) 30314
- GRANADA**
THE VERY BEST OF Don McLean
(22nd, 1 week) (3.23) 3.45b UA IAG(TCK) 30314
- I AM WOMAN** Various
(Now, 2 weeks) (3.23-3.25) Polystar WDMTYMVIC1

- GOLD TRIO** Eirella Lee
(Now, 3 weeks) (4.99-4.99) Kite NE 1089 (CE 2089)
- HTV**
I AM WOMAN Various
(Now, 2 weeks) (3.23-3.25) Polystar WDMTYMVIC1
- LONDON**
THE VERY BEST OF Don McLean
(22nd, 2 weeks) (3.23-3.25) UA IAG(TCK) 30314
- SCOTTISH**
THE VERY BEST OF Don McLean
(22nd, 2 weeks) (2.95-2.95) UA IAG(TCK) 30314
- ANOTHER FEAST OF IRISH FOLK** Various
(22nd, 2 weeks) (3.23-3.25) Polystar ERYTYMVIC1
- 'COUNTRY COLLECTION'**
COUNTRY NUMBER ONE Don Williams
(Now, 2 weeks) (3.23-3.25) Warwick WW4(4) 5079
- COUNTRY WELCOME** Various
(22nd, 2 weeks) (3.23-3.25) Warwick WW4(4) 5084
- KING OF THE ROAD** Simon
(Now, 1 week) (3.23) 3.45
- TYNE TEES**
GREAT! The Hit Showcase
(Now, 3 weeks) (3.23-3.07) RAK (1)(C)RAK 340
- ULSTER**
THE VERY BEST OF Don McLean
(22nd, 2 weeks) (2.95-2.95) UA IAG(TCK) 30314
- ANOTHER FEAST OF IRISH FOLK** Various
(22nd, 2 weeks) (3.23-3.25) Polystar ERYTYMVIC1

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 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



STEVIE WONDER Masterblaster* at 17

This Week	Last Week	Wks on Chart	TITLE/ARTIST	Label/Cat. No.	D	Open
★ 1	3	8	64 66 FEELS LIKE I'M IN LOVE KELLY MARIE	○ CALIBRE PLUS PLUS(L) 1	A	
★ 2	18	5	53 61 ONE DAY I'LL FLY AWAY RANDY CRAWFORD	WARNER BROS K1760(T)	W	
★ 3	2	5	52 71 START JAM	○ POLYDOR 2059 266	F	
	4	1	6 44 54 ASHES TO ASHES DAVID BOWIE	○ RCA BOW 6	R	
	5	4	6 42 70 EIGHTH DAY HAZEL O'CONNOR	○ A&M AMS 7553	C	
★ 6	9	6	34 40 BANKROBBED CLASH	CBS 8323	C	
	7	6	10 32 39 9 TO 5 SHEENA EASTON	○ EMI 5066	E	
	8	5	4 30 56 I DIE YOU DIE GARY NUMAN	BEGGARS BANQUET BEG 46	W	
★ 9	15	4	29 67 IT'S ONLY LOVE ELVIS PRESLEY	RCA 4	R	
	10	7	8 29 63 SUNSHINE OF YOUR SMILE MIKE BERRY	POLYDOR 2059 261	F	
	11	8	8 28 46 TOM HARK PIRANHAS	SIRE/HANSA SIR 4044	W	
	12	12	6 28 67 MODERN GIRL SHEENA EASTON	○ EMI 5042	E	
	13	11	5 26 74 DREAMIN' CLIFF RICHARD	EMI 5095	E	
★ 14	34	2	25 62 ANOTHER ONE BITES THE DUST QUEEN	EMI 5102	E	
★ 15	16	9	24 45 IT'S STILL ROCK AND ROLL TO ME BILLY JOEL	CBS 8753	C	
	16	13	6 23 53 CAN'T STOP THE MUSIC VILLAGE PEOPLE	MERCURY MER 16	F	
★ 17	■	1	20 48 MASTERBLASTER (JAMMIN') STEVIE WONDER	MOTOWN (12)TMG 1204	E	
	18	10	8 18 39 THE WINNER TAKES IT ALL ABBA	EPIC EPC 8835	C	
	19	14	14 18 9 OOPS UPSIDE YOUR HEAD GAP BAND	MERCURY MER(X) 22	F	
★ 20	22	6	18 14 PARANOID BLACK SABBATH	NEMS BSS 101	S	
★ 21	30	7	16 54 A WALK IN THE PARK NICK STRAKER BAND	CBS 8525	C	
★ 22	39	2	15 40 GENERALS AND MAJORS - DON'T LOSE YOUR TEMPER XTC	VIRGIN VS 365	C	
★ 23	■	1	15 27 BAGGY TROUSERS MADNESS	STIFF BUY 84	C	
	24	21	5 15 64 BEST FRIEND - STAND DOWN MARGARET BEAT	GO-FEET FEET 3	F	
	25	20	4 15 62 I WANT TO BE STRAIGHT IAN DURY & THE BLOCKHEADS	STIFF BUY 90	C	
★ 26	31	4	14 43 I OWE YOU ONE SHALAMAR	SOLAR SO (12)11	R	
	27	23	6 14 46 MARIE, MARIE SHAKIN STEVENS	EPIC EPC 8725	C	
	28	29	4 14 20 UNITED JUDAS PRIEST	CBS 8897	W	
	29	17	10 13 13 GIVE ME THE NIGHT GEORGE BENSON	WARNER K17673 (LV 40)	C	
	30	28	7 13 62 I GOT YOU SPLIT ENZ	A&M AMS 7546	C	
	31	24	5 13 37 CIRCUS GAMES SKIDS	VIRGIN VS 359	C	
	32	19	10 13 14 UPSIDE DOWN DIANA ROSS	○ MOTOWN (12)TMG 1195	E	
★ 33	58	2	13 14 D.I.S.C.O. OTTAWAN	CARRERE CAR 161(T)	W	
★ 34	64	2	9 51 MISUNDERSTANDING GENESIS	CHARISMA CB 369	F	
★ 35	57	3	10 30 SEARCHING CHANGE	WEA K79156(T)	W	
★ 36	87	2	10 10 YOU SHOOK ME ALL NIGHT LONG AC DC	ATLANTIC K11600	W	
	37	33	5 8 53 THE WHISPER SELECTA	CHRYSLIS CHS S1	F	
	38	26	11 10 10 FUNKIN' FOR JAMAICA (N.Y.) TOM BROWNE	ARISTA ARIST (12)357	F	
	39	25	8 9 19 OH YEAH (ON THE RADIO) ROXY MUSIC	POLYDOR 2001 972	F	
★ 40	66	3	8 47 JOHNNY AND MARY ROBERT PALMER	ISLAND WIP 6638	E	
	41	27	8 9 27 ALL OVER THE WORLD ELECTRIC LIGHT ORCHESTRA	JET 195	C	
★ 42	62	2	8 20 TWO LITTLE BOYS SPODGENESSABOUNDS	DERAM ROLF 1	F	
	43	44	5 7 57 LATE IN THE EVENING PAUL SIMON	WARNER BROS K17666	W	
★ 44	46	4	7 50 ALL THE WAY FROM AMERICA JOAN ARMATRADING	A&M AMS 7552	C	
★ 45	72	2	9 2 CRAZY TRAIN OZZY OSBOURNE BLIZZARD OF OZZ	JET 197	C	
	46	48	3 9 7 ARMED AND READY MICHAEL SCHENKER GROUP	CHRYSLIS CHS 2455	F	
	47	35	3 8 21 WEST ONE (SHINE ON ME) RUTS	VIRGIN VS 370	C	
	48	32	5 6 65 MAGIC OLIVIA NEWTON-JOHN	JET 196	C	
★ 49	74	2	7 29 BIG TIME RICK JAMES	MOTOWN (12)TMG 1198	E	
	50	38	6 6 49 SOUND OF CONFUSION SECRET AFFAIR	I-SPY SEE 8	F	
	51	54	5 8 39 TASTE OF BITTER LOVE GLADYS KNIGHT & THE PIPS	CBS (13) 8890	C	
★ 52	67	2	7 27 IF YOU'RE LOOKIN' FOR A WAY OUT ODYSSEY	RCA (12)5	R	
★ 53	59	2	7 8 ARE EVERYTHING - WHY SHE'S A GIRL... BUZZCOCKS	UNITED ARTISTS BP 365	E	
	54	40	5 5 57 SARTORIAL ELOQUENCE ELTON JOHN	ROCKET XPRES 41	F	
	55	50	6 7 16 UNLOCK THE FUNK LOCKSMITH	ARISTA ARIST (12)364	F	
★ 56	61	5	6 28 DON'T MAKE ME WAIT TOO LONG ROBERTA FLACK	ATLANTIC K11555(T)	W	
	57	49	6 5 50 YEARS FROM NOW DR.HOOK	CAPITOL CL 16154	E	
	58	53	6 7 6 BACKSTROKIN' FATBAC	SPRING POSPIX 149	F	
★ 59	■	1	6 12 THREE LITTLE BIRDS BOB MARLEY & THE WAILERS	ISLAND (12)WIP 6641	E	
	60	36	8 6 23 PRIVATE LIFE GRACE JONES	ISLAND (12)WIP 6629	E	

ALBUM REVIEWS

Top 10

SHADOWS: Change Of Address (Polydor 2442 179) Prod: Shadows

The continuing renaissance of the Shadows' concert and recording career indicates the very special position they hold in the esteem of UK audiences, and the need they fulfill for classy MOR instrumentals with a contemporary touch. *Change Of Address*, their first Polydor album is as mellow a collection as one would anticipate from this veteran act. Frenzied is not a word in their vocabulary, but the instrumentals spruced up here and there with synthesizer effects, have a relaxed warmth and variety about them, with Hank Marvin's sensuous guitar lines as ever providing the immediately recognisable sound. 'Equinox' sounds like a hit single and Polydor's enthusiasm for the new signings plus the group's October tour should see the album enjoying a prolonged run in the chart.

XTC: Black Sea (Virgin V2173) Prod: Steve Lillywhite

Excellent pop music for the 80s from XTC - the band always likely to make it by dint of hard work and genuinely original ideas, finally making the breakthrough last last year. Here are 11 songs - mainly couched in the classic two guitars bass and drums language of rock but with techno-weaks that smack of the future. The single 'Generals and Majors' has shot straight into the chart and because there are even more commercial cuts by both Colin Moulding and Andy Partridge ('Respectable Street', 'Love At First Sight' and 'Sgt Rock') this is bound to be a stayer.

Top 40

DON WILLIAMS: I Believe In You (MCA MCF3077) Prod: Gary Fundis-Don Williams

Britain's favourite country singer delivers the goods again. The album is well rooted in the established Williams style of ballads which vary from languid to jocular. Simple sentiments of love and friendship are expressed with warm sincerity by that unstrained Texas baritone. The large Williams following knows what it likes and what it knows and this album will be widely appreciated right through the Christmas season.

Top 60

JAMES LAST: Romantic Dreams (Polydor 2372 018) Prod: James Last

Last in a lush, sentimental mood, concentrating on a series of sumptuously arranged traditional melodies, which may mean more to his British/Euro fans than to Germany and Europe at large. The programme includes such well-loved material as 'When Irish Eyes Are Smiling', 'Rose Of Tralee', 'Londonderry Air' and 'Cockles And Mussels'. Music definitely conceived to calm the savage breast.

THE REVILLOS: Rev Up (Din-Disc/Snatoz DIDX 3) Prod: Tony Pjiley & Eugene Reynolds.

The Revillos return with a combination of hard-driving early 60s-style pop and early-80s pose that is likely to win back all the fans who went elsewhere during the band's recording hiatus. Kid Krupa and the production team conspire to manufacture a good, loud and twangy guitar sound which tends to hold together the quirky songs of Fay Fife and Eugene Reynolds and with 'Hungry For Love' (featured here) climbing the chart at a rate of knots the album should score quickly.

STIFF LITTLE FINGERS: Hanx! (Chrysalis CHR 1300) Prod: Doug Bennett

Recorded live at The Rainbow and Friars Aylesbury, Chrysalis is specifying a £9.99 price tag for SLF's worthy bid to capture their doubtless exciting stage set on vinyl. The last two albums have charted on the strength of some savage and intelligent songwriting, most of the best material getting a quick action replay here like 'Suspect Device', 'Johnny Was' and 'Alternative Ulster'. Whether the band's following is strong enough to want it all over again so quickly and put it into the Top 10 remains to be seen.

Best of the rest

CHARLIE DANIELS BAND etc: Volunteer Jam VI (Epic EPC 22107) Prod: John Boylan

Less an album by the Daniels band, more a gathering of like-minded souls at Nashville Municipal Auditorium in January this year, with Daniels nominally hosting the show and contributing three numbers, two of them 'Amazing Grace' and 'Will The Circle Be Unbroken' in company with a gospel singing group. Other contributions come from the likes of Papa John Creech, Ted Nugent, Dobie Gray, Rufus Thomas and Crystal Gayle, all of which have much to recommend them in their own way. A good time was obviously had by all, but this kind of a 2LP shapes as a tough sales proposition.

ALLMAN BROTHERS BAND: Reach For The Sky (Arista SPART 1146) Prod: Band-Lawler and Cobb

The legend of the Allman Brothers Band is such that there's no point in expecting any radical departures from well established patterns. Even with the transfer to a new label, the opportunity has not been taken for any musical experimentation. The base of Southern boogie with bluesy inflections is as ever, and even if Greg Allman's voice lacks some of its old expressiveness these days, it's a satisfying mix, with the high-flying guitar playing of Dickey Betts well to the fore. If the band has any ambitions to develop into new directions it may well be towards jazz instrumentals, with 'From The Madness' with its twin guitar lead, following impressively in the grand tradition of 'Jessica'. Band will be playing concerts here to support the album's release.



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DISC PICKS

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NEW RELEASES

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- | | |
|----------------------------------|------------------------|
| KATE BUSH ARMY DREAMERS | EMI 5106 |
| GEORGE BENSON LOVE TIMES LOVE | Warner Bros K17699(T) |
| ROLLING STONES SHE'S SO COLD | Rolling Stones RSR 106 |
| THIN LIZZY KILLER ON THE LOOSE | Vertigo LIZZY 7 (77) |
| MATCHBOX WHEN YOU ASK ABOUT LOVE | Magnet MAG 191 |
| DONNA SUMMER THE WANDERER | Warner/Geffen K79180 |
| PETE TOWNSHEND KEEP ON WORKING | Atco K11609 |
| TEENA MARIE I NEED YOUR LOVIN' | Motown (12)TMG 1203 |
| PLASMATICS MONKEY SUIT | Stiff BUY 91 |
| ULTRAVOX PASSING STRANGERS | Chrysalis CHS 2457 |

ROCK

Top action from the **RB Top 100** and **Indie Chart**

- | | |
|--------------------------------|---------------------|
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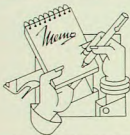
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FRESH

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'Fight Back' (Clay Records)

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WASTED YOUTH

'Jealousy' (Bridgehouse Records)

WASTED YOUTH

'I'll Remember You' (Bridgehouse Records)

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'Robots Dance' (ESP)

BLAST FURNACE

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

NEW ADDITIONS TO PLAYLISTS ARE SHOWN IN BOLD TYPE

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

	LIVERPOOL RADIO	CARDIFF	POCCOCTON	DOWNING ROAD	HALLAM	TRANT	TORONTO	TELE	WOLTON	SWINLEY	PRESTON	BLACKBURN	TV CITY 210	BIRMINGHAM	SCOTLAND			
71	52																RAK 319	E 19
72	33																TREB 118	A 19
73	61																ABO 2	S 19
74	66																ROLF 1	F 18
75	64																CHS TT13	F 18
76	91																POSP 156	F 18
77	72																ARIST 359	F 18
78	60																WIP 6640	E 17
79	86																BSS 101	S 17
80	60																TC 2463	R 17
81	55																CL 16167	E 17
82	98																A POSP 148	F 16
83	68																EMI 5101	E 16
84	57																WIP 6629	E 16
85	49																JET 195	C 16
86	51																ERS 002	P 15
87	58																AMS 7555	C 15
88	78																TMG 1195	E 15
89	90																EPC 8904	C 14
90	90																A POSP 170	F 14
91	90																BP 367	E 14
92	95																K18336	W 14
93	92																K12470	W 14
94	77																2001 980	F 14
95	82																RCA 1	R 13
96	90																EM 5093	E 13
97	90																RSO 64	F 13
98	24																SEE 8	F 12
99	90																ADA 59	W 12
100	93																K11556	W 12

Key To Station Playlists

- MERCIA SOUND**
 Coverage
 B B List
 H Hit Picks
 B Breakers
 A A List
 B B List
 C C List
 H Hit Picks
 P Pre-Release Pick
- 210 Thames Valley**
 A A List
 B B List
 C C List
 H Hit Picks
- PLYMOUTH SOUND**
 A A List
 B B List
 H Hit Picks
 P Pre-Release Pick
- CRU**
 Cardiff
 A A List
 B B List
 H Hit Picks
- BMC SCOTLAND**
 A A List
 B B List
 H Hit Picks
 S Single Of Week
- HEREWARD**
 Penrith
 A A List
 B B List
 H Hit Picks
 S Station Pick

The Radioactive symbol (☢) is awarded for a gain of at least 5% in the airplay rating - equivalent to one major hit lead or three minor hit leads on station playlists.

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

- Key To Distributors**
 A - Ape
 B - One Stop
 C - CBS
 D - Stage One
 E - EMI
 F - Polygram
 G - Rough Trade/
 Spartan
 H - Fast
 I - Faulty Products
 J - Fresh
 K - Creative
 L - Lightbox
 M - Spartan
 N - Nip
 O - President
 P - Piranda
 Q - Rough Trade
 R - RCA
 S - Stage One
 T - Graduate
 U - MCD
 V - Red Rhino
 W - WEA
 X - Redingtons
 Y - Wind Up
 Z - Budget

SALES CONFERENCES

RCA concentrates on its mid-price catalogue

"WE ARE not going to make money – no record company in the UK is this year. We just want the minimum loss achievable". So said RCA deputy managing director John Howes in his closing address to the company's annual sales conference in Birmingham.

"It's going to be tough and 1981 terrifies me. We don't know what the consumer is going to do after Christmas this year. However, our aim as a company is to try and make him buy our product.

"Let there be no doubt, though, that there will be an RCA record company in the UK in 1981," he said, stressing the need to break new UK acts here and worldwide if a profitable position were to be achieved.

Howes was wrapping up the conference in the absence of managing director Jack Craig, who was taking what Howes described as "a well-earned holiday".

Howes added that Craig would eventually return to America and predicted that this would make a difference to the way the parent corporation in the States dealt with the UK company in the future.

While Craig wasn't there in person he sent a taped message in which he referred to the aborted merger between RCA and PRT. "We wanted to do a deal with PRT", he stressed. "Their label and licensed label turnover would have provided us with a fast method of increasing our sales. But a legal obstacle stopped the merger. RCA now stands alone".

However Craig added that RCA was the most talked about chart company in the UK and pointed to the future of the company being built through artist development and through attracting new talent.

"Music is still an important part of the UK's lifestyle. The industry will turn around and it will move forward again".

Much of RCA's effort this autumn will be concentrated on the mid-price International Series and Lee Simmons revealed that 18 albums would be

released on the label in October and November bringing the catalogue up to 60 titles in total.

Star of the range looks like being the re-released Elvis Presley Christmas Album in its original cover. A single, 'Merry Christmas Baby' is being released from the album. In addition also being released are Perry Como's Greatest Hits Volume 1, which Simmons described as "half of the K-Let compilation", Della Reese's *The Classic Della*, Paul Anka's *21 Golden Hits*, the Average White Band's *AWB* – also known as the white album – Duane Eddy's *Twenty Terrific Twanges*, Lena Horne's *At The Waldorf Astoria*, Bobby Bare and Skeeter Davis' *More Tunes For Two* and Michael Bentine's *Square Bashing*.

The International Series albums will be backed up with advertising in magazines such as *Radio Times*, *Family Circle*, *Weekend* and *Ti-Bits* plus window displays and extensive point-of-sale material.

Dave Yeats told the conference that RCA now had ten black labels in its possession and first product from the recently acquired Fantasy label will be a new Sylvestre album, *Sell My Soul*. On the same label albums will also be coming from Idris Muhammad, *Make It Count*, and The Larry band, *Stand Up*.

The Fall label will be coming up with Carrie Lucas's first album in a year plus double album titled *Galaxy Of Stars* featuring the Whispers, Shalamar, Lakeside and Dynasty.

Milestone will have albums by Azytmah, *Outback*, Johnny Griffin and Eddie "Lockjaw" Davis *The Toughest Tenors* and Theloniou Monk's *The Riverside Trios*. Finally the Prestige label will be releasing Duke Ellington's *The Golden Duke* a double album.

Gareth Harris revealed release plans for albums such *The Best Of Dan Hill*,



THE SMILE that says it all. The RCA award for top sales manager of the year is presented to Trevor Charlesworth (centre) by sales manager Daver Harmer (left) and RCA joint deputy managing director John Howes (right) at the Birmingham Holiday Inn Conference.

Waylon Jennings' *Waylon Music* – a 32-track set at £5.99 – and Ellen Shipley's *Breaking Through The Ice Age*.

In addition Sad Cafe have a new album set titled *Sad Cafe* while new acquisition Grand Prix have their debut album *Grand Prix* released this month.

On the classical front Ray Pcock told conference that the company's success with James Galway had been instrumental in attracting attention from other classical performers. He added there would be a heavy campaign for new James Galway product in November.

October classical releases include Volume Five of *The Complete Caruso*, Julian Bream's album of Benjamin Britten's *Nocturnal*, Lydia Morokovich's *Solo* featuring works by Honeger, Prokofiev and Bartok, Andre Previn and the LSO playing *The Complete Vaughan Williams Symphonies* and organist Carlo Curley's *Concert Carous*.

On product from overseas, international act man Shawn Greenfield talked about new albums from Dolly Parton, entitled *Nine To Five*, one from the Chi-Lites, as yet untitled, and singles from Triumph 'Live For The Weekend', Hall & Oates 'You've Lost That Loving Feeling', Odyssey 'If You're Looking For A Way Out', Yipes' Darlin' and the Whispers 'Out Of The Box'.

First 25000 copies of new Wishbone Ash LP at £4.99

"AFTER A strong season last Autumn, the industry lost sight of its objectives," said MCA chief Roy Featherstone. "So we took time out to look at what was happening at street level in the UK and picked up a series of excellent groups like Fist, Tygers Of Pan Tang, White Spirit and Quartz."

And when marketing manager Stuart Watson took the podium during First's presentation albums from these new wave of heavy metal bands featured strongly along with major plans for many of the company's leading artists.

Scotland will bear the brunt of the initial campaign around Bar Noakes' first LP for the company due out on October 12, while the full advertising and merchandising support planned for the Crusaders' autumn tour will prominently feature sax player Wilton Felder's forthcoming album *Inherit The Wind* with Bobby Womack on vocals. Mean-

while Barbara Thompson's Paraphenalia is preparing a *Live In Concert* LP.

The first 25,000 copies of Wishbone Ash's *Live Dates Volume Two* will take the form of a double album, stickered at £4.99 after which it will revert to a single album with sides three and four deleted. Full promotional back-up was promised. A dealer incentive scheme will go into operation in early October when First's debut MCA album *Turn The Hell On* arrives, while Quartz has *Stand Up And Fight* on the schedule and White Spirit a 45 called 'Midnight Chaser'.

Syropygia plans an October LP alongside a tour and there will be an interesting marketing campaign around an album called *The Official Secrets Act*. The presentation ended with a flourish when Watson spoke of a massive campaign and UK tour by Don Williams to coincide with release of *The Very Best Of Don Williams*, due to be unveiled before Christmas.

Nolans, Abba on CBS TV list

CBS'S AUTUMN television campaigns are already under way in Scotland with the company's 30-track tape-only packs currently on test at a suggested retail price of £4.99. They are due to be rolled out later in the season.

But three big albums are scheduled for the October-November period beginning with an ATV and Granada push on the Nolans forthcoming LP which will include the hits 'Don't Make Waves' and 'Gotta Pull Myself Together'.

Major "It would have to surround release of Abba's as-yet-untitled album and a big national tv effort will be put behind *Hits Of The 70s – The Guinness Album* – a 35-track double LP culled from the top-selling book compiled by Tim Rice, Mike Reid, Paul Gambaccini and Jo Rice featuring many of the biggest hits of the last decade.

Gem, Logo, Barn releases

DAVID SIMONE, of Gem Records, made a hard-hitting start to the licensed labels' presentations at the RCA sales conference in Birmingham.

He expressed personal delight that the RCA-PRT merger had failed to go through. "It would have been a disaster for all of us," he claimed.

Simone previewed new product from Jimmy Lindsay including a 12-inch single and a new album, *Children Of Ras Tafari* which come out in November, a new album to coincide with the UK Subs tour in October, the Vips' first album set for release in the New Year and the debut album by Canis Major *Beautiful Queen* out on October 12.

For Logo, Peter Misson spoke about the first album by Vardis which will retail at £3.99 and the first 10,000 copies will include a free poster. New albums are also imminent from the Books, *Expense*, and Straight 8's *Shuffle And Out*.

And finally Barn's Chas Chandler revealed that Slade, the surprise success of Reading Festival this year, would have a live album EP from the event released within the month.

He also spoke about upcoming material from the Dummies, the Telstars, heavy metal outfit Horsepower and Titch Turner.

Creole moves from reggae

THE BIG news from Creole Records at the CBS Torquay sales convention was that the company is moving away from its tried-and-tested reggae image, and will be competing in the Christmas market with a series of new rock signings.

Marketing chief Dave Buckley revealed singles from Kevin 'Crash Course in Survival', Kicks – 'Fear Of Flying' and its sole reggae release 'It's Alright' from Leroy Brown. Latest signing John McNaire will put out an album in the New Year.

In November Creole will be promoting a series of mid-price compilation and catalogue albums including material from Ruby Winters and Desmond Dekker along with a collection called *20 Swinging Hits Of The 6 60s*.

UK acts get autumn push

TAKING THE title of Abba's recent number one hit 'The Winner Takes It All' as its slogan, the CBS Sales Convention at the Grand Hotel Torquay heard of a succession of albums scheduled for the October-November period.

Major campaigns are to be mounted around LPs from the British catalogue including The Step, Bruce Woolley, Adam and the Ants, The Hitmen, The Sinners, The Four Bucketers, Shakin' Stevens, After The Fire, The Nolans and Gilbert O'Sullivan and The Nolans as well as the many established American acts.

Mod-soul band The Step is preparing its single 'Let Me Be The One' to coincide with a tour with Secret Affair with back-up advertising in the consumer papers, while Bruce Woolley has an LP called *Shadowbox* preceded by a single 'House of Wax' in September and a large-scale push.

Adam and the Ants' first album for CBS *Kings Of The Wild Frontier* on the way with a 12-page catalogue included in the first 10,000 copies backed by a campaign and a dealer price of £2.43.

As well as normal consumer press advertising, The Sinners LP *Second Debut* will be backed by London-based media space, fly-posting and point-of-sale merchandising and Shakin' Stevens *Maria Marie* LP will be advertised in *Motorcycle News* and other specialist press. Gilbert O'Sullivan returns with *Off Centre* which gets extra muscle via national press and a barrage of window and in-store displays.

From America Bruce Springsteen is delivering a 22-song double album called *The River*. The set will sell into dealers at £3.64 until the end of the year. The campaign begins with teaser advertising followed by a fortnight's full page space in the rock consumer press and a national window broadside.

The first 10,000 copies of Steve Forbert's limited *Lite Sieve Orbit* LP will contain a limited edition Oxybrite print while Faces, the forthcoming double from Earth Wind and Fire comes in for a massive back-up effort including national press advertising which stresses the cassette availability.

Dooleys lead five GTO acts

JUST FIVE artists made up the compact but powerful GTO presentation at Torquay, spearheaded by snatches from the forthcoming album for The Dooleys entitled *Full House* which will be supported by iv advertising in four regions and long-running promotion running through until Christmas while the group is on tour.

Delegates also heard of New Musik's forthcoming album *Swings* due in November, a fine dance single from Billy Ocean called 'One Of Them Nights', and a possible November release from Heatwave, with Johnny Wilder back on vocals plus 'Offbeat'—a single from new signing Tot Taylor.



SCOTLAND THE brave. CBS sales director John Mair — not a sassanach — looks pleased that a fellow countryman George Logan carried off the area sales manager award at the company's Torquay sales convention last weekend. Chairman Maurice Oberstein looks equally chuffed.

CBS competitors are 'ready for the taking'

AFTER A day of sales presentations that included product from Abba, Earth Wind and Fire, The Nolans, The Jacksons and Bruce Springsteen, CBS chairman Maurice Oberstein was in a confident mood.

Summing up the company's position at the outset of the 1980 Christmas run-up he described CBS as: "Poised as a company much like the Germans sitting around the beaches of Dunkirk with our competitors on the beach and ready for the taking."

"Now we have the opportunity to sweep them off the beach and into the sea. I know we are in a different market, but I have been energised by the problems of the last year and I have enjoyed the fight we are in."

He assured delegates that CBS was trading profitably in the UK and revealed that the company's new Aylesbury factory turned out a total of a million singles, albums and tapes the

DJM push for Darren LP

THE MAJOR development artist from DJM Records this Autumn will be singer Jenny Darren, whose album *Jenny Darren* is released on October 10 amid a heavy advertising campaign.

Marketing manager Martin Payne told the conference that the singer is now managed and published by the Dick James Organisation in addition to her recording career. After a showcase gig at The Venue, the LP will be backed by a consumer rock press push, 300 window displays and a dealer mailing.

The company is holding back its new Grace Kennedy album until January when the singer stars in a series of BBC TV shows, although she crops up in the Autumn on a Granada special.

But certainly the stocks from DJM for the Christmas run-up are LPs from disco artist Frank Hooker and Positive People, a new set called *Roadshow Blues* from John Mayall who undertakes a major European tour in November, new singer-songwriter Steve Jerome, and product from former Osibisa guitarist Jake Sollo.

previous week.

The main problem facing the company, he continued, was the high value of the pound against the European currencies which had brought about the flood of parallel imports. "One of the ways of counteracting this effect is prompt release of international product," he opined and pointed to the importance of breaking UK originated product in the world market. "We are turning to the world to help us make money through a-ah achievement — but if the records don't make it in our own country, it is a very hard sell abroad."

He also praised the efforts of CBS Eire which had become the number one record in Ireland.



JOHN MAIR, sales director, with the cake presented to him to mark 21 years in the record industry.

CBS mid-price LPs

THE FLOW of mid-price catalogue albums from CBS showed not signs of letting up, as the company announced the re-release of *Boz Scaggs Band*, *Sunflower* by The Beach Boys, and a compilation called *Instrumental Country* for October to be followed by long players from the vaults by Barbara Streisand, Laura Nyro and Johnny Mathis among others, all to be supported by in-store display material and press advertising.

Six classical box sets due

CBS HAS lined up six new classical boxed sets between now and Christmas including a re-packaged John Williams collection called *Great Guitar Music*.

The company is making a limited period introductory offer on a three-record Handel's *Messiah* recorded according to the original score on the instruments of the time and with an all-male choir.

The *Complete Piano Music of Ravel*, Seigfried Jerusalem singing Korngold's *Violante*, Daniel Barenboim playing *Brahms Piano Concerti* and Monteverdi's *Return of Ulysses* featuring Frederik Von Stadt make up the rest of the Autumn Masterworks series. In addition CBS is offering special prices on back-catalogue boxed sets for a limited period.



ROY FEATHERSTONE, MD of MCA Records, makes a point during his presentation at the CBS conference.

Darts Greatest LP from Magnet

ALBUM FROM Matchbox, Bad Manners and Darts from the spearhead of Magnet Records autumn plans, sales and marketing chief Graham Mannabutt told the Pye/PRT sales meeting in London last week.

Carrying the title of the last hit single Midnight Dynamite's *Matchbox LP* will come with a free sew-on 'rockability' symbol patch on initial orders only.

To back that up Magnet has organised press advertising in conjunction with the major retail chains, competitions in national and local press and display material for 500 shops. A new single 'When You Ask About Love' is due in a fortnight's time.

After Bad Manners release the third track from the current *Shan't* long player 'Special Brew' (MAG 180) on September 12, the band goes on tour before the November arrival of the second album which is currently being recorded and as yet untitled.

October 17 sees release of *Darts Greatest Hits* — a 12-tracker containing all the group's hits plus the bonus number 'Sh-Boom' from the first album. A comprehensive advertising campaign is planned but details were not revealed.



RADIO HALLAM has appointed **Colin Slade** as presentation controller. Slade (27) will continue to host the weekend breakfast shows and Monday evening rock show as well as handle day-to-day administration of the station's busy presentation area. Slade has been with the station since it began broadcasting in 1974. Prior to this he worked as a station assistant for BBC Radio Blackburn and BBC Radio Medway.

THE FIFTH sales force at AIR Services' London office is now in operation. The company has appointed **Mike Whittington** as senior sales executive. Whittington was recruited from BMS (Broadcast Marketing Services) having previously worked for the Mirror Group. **Alan Abern**, **Paul Angus** and **Ann Precious** have also joined the company. "They each have impressive sales records and defeated over 50 other applicants," comments managing director **Gerry Zierler**.

The new group includes sales assistant **Graham Setterfield** holder of the IMA in Advertising and Marketing at Bristol Polytechnic. AIR has also appointed **Martin Young**, 21, as sales assistant. He is obtaining his commercial experience at AIR whilst studying for a Business Studies degree at Brighton Polytechnic.

Russell takes top position at Victory

RADIO VICTORY has appointed **John Russell** as managing director. Formerly programme director of BRMB, Russell left the company to join a consortium which bid unsuccessfully for the Bristol ILR franchise.

He takes up the post on October 1 and an announcement of the appointment of a head of programmes and news was resigned last week. In July **Guy Paine** resigned as chief executive and programme controller **Jack McLaughlin** left the station.

Russell says he will be looking at all aspects of Victory's operation and says changes will be in emphasis rather than drastic modification.

The company has yet to declare a dividend and still has to wipe out early losses. For the last two years Victory has maintained a 35 percent weekly reach, the lowest on the network (with the exception of LBC), but listening hours have increased over the last three years to an average of 11.8 in 1980.

Capital endures longest strike ever by ACTT

ACTT MEMBERS of Capital Radio withdrew their labour for the second time in the station's seven year history on September 4. Previous industrial action has been limited to just one day, but this strike, observers believe, could last at least a month, while the sides battle out a new pay deal.

According to a member of the packet line staff outside Capital's Euston Tower premises, the action is less concerned with pay than with matters of principle. The union is expressing its anger at the "management's contempt for well established negotiating procedures."

A management decision to calculate each union member individually was described by ACTT as a "ploy" which could "only be regarded as an attempt to by-pass the union negotiators and put unfair pressure on individuals." Capital says the proposals offered were recommended by the shop stewards. However, a claim was repeated, which Capital had already said it could not meet, without any recognition of the improvements management had already offered. "Should not the company in fairness to all its employees give them the opportunity to decide if they wish to accept? Could it not be suggested that the Union, in calling a strike, is putting 'unfair pressure' upon those members who do not wish to strike?"

Informed observers report that Capital's management had been preparing for this strike since the beginning of August, when the latest round of negotiations began, with the training of various non-ACTT personnel in technical operation.

Around 80 staff members are on strike. They include engineers, technical operators, secretaries and administrative personnel. One striker said that the station would be off air were it not for the fact that IBA staff man the

transmitters. The union says it will maintain industrial action until "management has resumed normal relations with the union shop, and entered into realistic discussions of our grievances."

One banner displayed by the pickets outside Capital read: "Top station, top profits, top ratings; bum wages." Union members felt that the station has long capitalised on the glamorous nature of working for Capital by paying wages lower than both LBC and the BBC.

Capital denies the Union has a case for parity with the following figures: Top grade: L1: LBC £7,097; Capital £8,086; 2nd grade: L2: LBC £5,983; Capital £6,924; 3rd grade: L3: LBC

Edited by GABRIELLE JAMES

£5,219; Capital £6,121.

Capital claims the increases represent an average of 18.5 - 21 percent. The union argues that the offer is so complicated that it means a real increase in earnings for some members of only 8 percent. They maintain that LBC's rates are higher, but Capital management points out that LBC has a separate non-consolidated payment to reflect its role in providing an IRL national news service to all other ILR stations.

While the Union maintains that Capital refuses to pay the full cost of living increase on basic wages and the full rate of London Weighting as recommended by the Department of Employment, Capital says that meeting the ACTT claim of 21 percent plus £317 increased London Weighting would mean that from July 1979 to July 1981 employees would receive an increase of not less than 72 percent.



DREAM COME true. A Piccadilly listener wins the chance to meet Cliff Richard in a competition run by the radio station. Sue Jamieson, a devoted Cliff fan, is pictured with her prize meeting Richard and presenter Brian Beech in the Manchester station's studios.

Hallam's new autumn schedule

NEW PROGRAMMES have been scheduled by Radio Hallam coinciding with the station's sixth birthday on October 1. For the first time freelance specialists have been given programmes and the managing director, company secretary and promotions manager, all presenting shows since day one, have been taken off air.

Programme director **Keith Skues** explains that he looked at the listening figures very carefully, analysing this year's results with those of previous years, before restructuring the schedule. "It's so easy to be complacent," he told RB. "We're now established enough, strong enough and rich enough to diversity."

Managing director **Bill MacDonald** hands over the classical programme to **Roger Moffat** who had many years' experience in this field with the BBC. Moffat also presents a programme of instrumental and orchestral music and loses an hour from his daily morning show. **Michael Lindsay** takes over the Saturday 10am-1pm show previously

hosted by promotions manager **Mike Rouse**. The new show includes a look at the American Top 40 charts.

The station's Sunday afternoon chat show has been extended to four-hours featuring top selling records in the Top 50. On Friday nights **Kelly Temple** introduces a four-hour show with two hours of "revised 45s" followed by the new Top 30.

The main new programme is a feature news magazine **Daedine**. It mixes approximately 75 percent speech with 25 percent music and includes news, features, interviews and traffic reports, 4.55-7.05pm. **Martin Kelner**, former morning news man and more recently a late night music presenter, hosts the show Monday

Thursday, with sports editor **Alan Biggs** taking over on Fridays.

Richard Searling joins the station to present a two-hour soul show on Saturdays. He was one of the founders of the Wigan Casino soul scene and has a massive personal record collection spanning three decades. Skues believes

Searling will satisfy the growing demand for more soul music.

Newcomer **Paul Kaye**, of BFBS, pirate radio, Radio London and lately Yorkshire TV, introduces **Hot Stuff**, the weekly jazz programme. Another new weekly for Hallam, **Peter Davies**, takes over the Sunday night 10pm-2am slot from company secretary **Graham Blin-cow**. The new format will include star profiles with well known personalities. Most recently Davlin has been a continuity announcer with ATV Birmingham.

Weekend news bulletins during the day time have been extended, and there is an additional 10-minute **Newsweek** on Saturday evening. An entirely new programme idea has also been launched at 6pm on Sundays. Called **Hallam Forum** it features leading politicians, show business personalities and members of the local community airing their views on a wide range of topics in a live roundtable discussion. The show is hosted by head of talk **Roger Brooks** and new features producer **Paul Rezin**.

AIR SERVICES publishing the **BRMB** Marketing Facts Manual next week, but on the heels of **Severn Sound**, who did it first... **Radio Clyde** reports heavy airplay on the **Ottowan** single 'D.I.S.C.O.' (tipped for the top by **Piccadilly's Ray Teret**) which resulted in a local chart position of 23 upon release. Last week it was also played by **City, BRMB, Downtown, Trent, Forth, Beacon and Mercia**... An announcement expected by **North of Scotland Radio**, the Aberdeen contractor, on the appointment of a managing director... The Bank of Scotland-

Elvis contest attracts 20,000 Radio-1 entries

TWENTY THOUSAND Presley fans entered a special competition set by **Radio-1 DJ Simon Bates** in a **Bank Holiday** programme. Entitled **The Elvis Link**, the programme featured 30 tracks by 'The King' and other material by musicians with whom he had worked.

The first 10 all-correct entries won a limited edition eight-album Presley package and the next 20 drawn out won **Elvis** calendars.

"A staggering percentage of the entries were all-correct," reports reporter **Dave Aikey**. "We expected people to flounder on the question 'When did Elvis visit Britain?', but nearly all the entrants knew that he made a brief stopover at **Prestwick Airport** in 1960 on his way back to America from Germany."

Airlines

backed **Ayr** consortium has officially won the **ILR** franchise, but it is **Radio Ayrshire** and not **Ayrshire Broadcasting Company** as reported last week. The winning group is chaired by **R.D. Hunter**, MBE although broadcaster and writer **Kenneth Roy** is spokesman... Complaints to **CBS** from **Capital d Richard Allison** in last Sunday's chart show. Having played the **Clash's 'Bank Robber'** he said: 'That's the only copy we've got that does "jump" and it's German'... **BBC Radio 2** starting 10th birthday celebrations early (it's December 31) with a brave cross-channel ferry trip to **Cherbourg** with 1,000 **Solent** listeners today (15), broadcasting **Richard Cartridge's** show from **Cherbourg** and **Gethyn John's** show from **Cherbourg** in the afternoon - and all this the day **2CR** begins transmissions...

BRMB scores a first with sponsorship of a full Christmas pantomime - **Jack and the Beanstalk** by the **Second City Theatre Company**. Script writer **Rony Robinson** has managed to incorporate parts for station presenters, such as **Les Ross, Ed Doolan, Tony Butler and Stephen Rhodes** for six Birmingham venues from a total of 40... The station is also presenting the **Midland Youth Orchestra** tour during September... **John Whitney** has initiated a weekend conference on 'Leisure in the 80's' at the **Britannia Hotel** September 26 - 28. Representatives from Britain, America, Canada and Holland will be present. The forum is being organised by **Professor Michael Smith** of **Salford**

University's Centre for Leisure studies - the only one of its kind in the country. **IBA** member **Mary Warnock** will be guest speaker at the dinner on **September 27**. **Capital** will record the whole seminar and broadcast highlights throughout the following week in **London Tonight** culminating in an open forum chaired by **Gillian Reynolds** to be broadcast at 7.45pm on **October 10**... **Russell Harty** is guest speaker at the **Radio Industries Club** sponsored lunch on **Tuesday (30)**... **Radio 2** searching for the **Big Band of Britain** one more through local and regional stations - winning bands and soloists to be invited to the **BBC's Golden Green Hippodrome** studio for the final concert in **February** next year...

Downton launched a job-finding service last week. Called **Jippo's Job Search**, it is a series of twice daily features running for 10 days with back-up in the form of a free 17-page kit. The station launched the project in conjunction with local employment services. After two days 300 kits had been claimed... As reported last week **Gerald Harper's** contract is not being taken up by his **Intest Mike Allen** will take over after show, 11am-2pm



Sundays... Congratulations to **John Watkins**, one of **BRMB's** first trainees who has completed his 12-month course with the station and is now working on a full-time freelance basis. His first project is a series of 10 documentaries **Made In The Midlands** about people from the Midlands who have become famous nationally and internationally - including **Jasper Carrott, Jeff Lynne and Roy Jenkins**... Finally a weekly community appeal has been set up by **Radios Clyde, Forth and Scottish TV**. Called **Action Line**, it is broadcast simultaneously with each station every Thursday at 6.20pm appealing on behalf of various community projects. Presenters are **Marian White (STV), Jay Crawford (Forth)** and **Mike Riddoch (Clyde)**...

Norfolk takes to the air



STATION MANAGER Mike Chaney at **Radio Norfolk's** control panel with his broadcasting team.

Rockshow Report

MOST AIRPLAY

- 1 BACK IN BLACK** AC/DC Atlantic K50735
- 2 GLORY ROAD** Gillan Virgin V2171
- 3 DRAMA** Yes Atlantic K50736
- 4 MAD ABOUT THE WRONG BOY** F-Beat XLPLP8
- 5 WILD CAT** Tigers of Pan Tang MCA MCF 3075
- 6 DISTINGUISHING MARKS** Supertramp Virgin V2170
- 7 DIRTY LOOKS** Cliff Stiff SEEZ 22
- 8 JETHRO TULL** Chrysalis CDL 1301
- 9 CROSS TALK** City Things Warner Bros K56842
- 10 TELEKON** Gary Numan Beggars Banquet BEGA 19

MOST ADDED

- 1 WILD PLANETS** 852's Island ILPS 9622
- 2 CRASH COURSE** UK Subs Gem GEMPL 111
- 3 JANE FROM OCCUPIED EUROPE** Sweet Maps Rough Trade ROUGH 15
- 4 SIGNING OFF** UB40 Graduate GRADLP 2
- 5 BEHIND CLOSED DOORS** Secret Affairs Asylum ISPY 2
- 6 GAMMA** Cliff Stiff SEEZ 245
- 7 PANORAMA** Cliff Elektra K52240
- 8 A CASE OF THE SHAKES** Dr. Feelgood United Artists UAG 30311
- 9 Stiff Little Fingers** Chrysalis CHR 1300
- 10 BLACK SEA** XTC Virgin V2173

WHILE AC/DC stay firmly entrenched in the number one **Most Airplay** spot the rest of the chart seems to be playing its usual game of musical chairs with **Gillan** inching up to number two and **Yes** taking a big leap from 3 with play at **Beacon** (**Mick Wright**). **CBC** (**Tim Lyons**), **Mercia** (**Andy Lloyd**), **Victory** (**Matt Hopper, Bill Padley**), **Nottingham** (**Jaye C Graham Neale**), **Sheffield** (**Winton Cooper**) and **RTE** (**Dave Fanning**).

Further to last week's mention of the **Mercia Rock Show Chart**, **RB** has received a copy of the first one broadcast last week. The top 10s according to **Mercia** listeners are: 1) **AC/DC**; 2) **Gillan**; 3) **Deep Purple**; 4) **Yes**; 5) **Whitesnake**; 6) **Genesis**; 7) **Saxon**; 8) **Hawkins**; 9) **Peter Gabriel**; 10) **Judas Priest**; 11) **Queen**; 12) **Scorpions**; 13)

Black Sabbath; 14) **Rolling Stones**; 15) **Black Sabbath (Live)**; 16) **Girlschool**; 17) **Rainbow**; 18) **Pink Floyd**; 19) **Blue Oyster Cult**; 20) **Ted Nugent**.

Sessions & interviews are few and far between these days with only a handful of presenters reporting any action on that side of the fence. **Peter Young**, whose currently sitting in for a vacationing **Nicky Horne** at **Capital** reports a session with the **Inmates**; **Matt Hopper** at **Victory** and **John O'Neil** of **Fingerprint** in on **Saturday** for an interview and to play some of his 'rave tunes'; **Graham Neale** at **Nottingham** interviewed the **Circles**, **Diamond Head**, and **Kiss** and had a session with **Fatal Charm**; and at **RTE** **Ken Stewart**, sitting in for another vacationing **DJ, Dave Fanning**, talked to **Philip** **Lynott**. **PAT THOMAS**

RADIO NORFOLK, the **BBC's** first local station to open for 10 years, took the air on **Thursday (11)**. The station has cost **£500,000** and yet it will only broadcast 50 hours a week with a staff of 20 people.

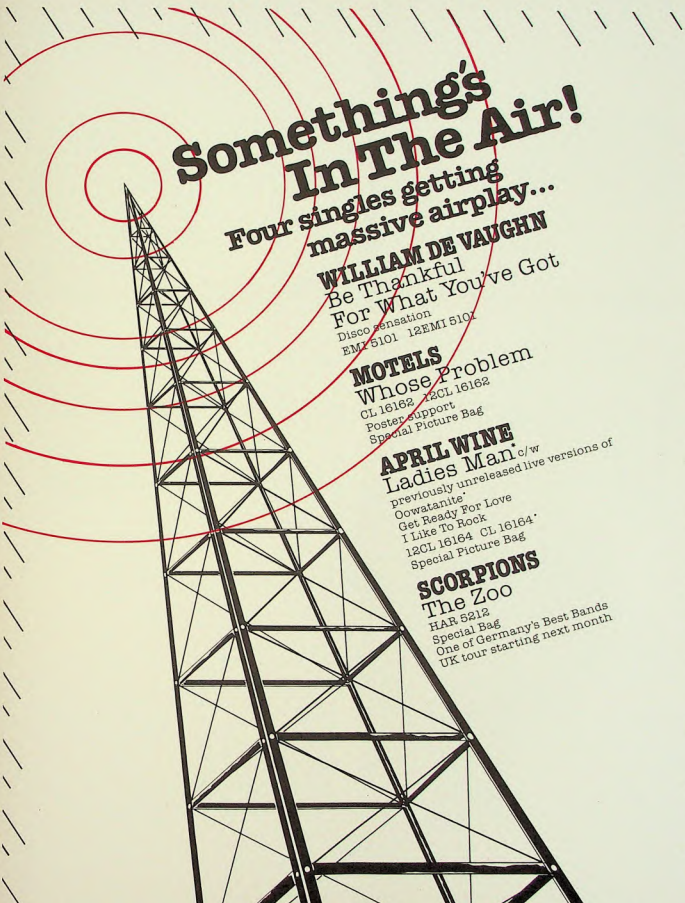
Weekday programming consists of two main sequences: breakfast 6.30am-10am with **John Mountford**, former host of the **VHF opt-out Round-lunchtime** show with **Rob Bonnet**. In his show **Bonnet** will use inserts from the radio car and studios around the country and regular listener participation through phone-ins.

Both shows will reflect a blend of music, news, information, current

affairs, public service information and community broadcasts.

Local news will be aired every hour. Total output is six hours a day weekdays and 10 hours a day at weekends. For the remainder the station will transmit **Radio-2** output. At 5pm and 6pm two 15-minute news programmes are broadcast with weather, what's on and country reports, including farming.

Today (15) **Terry Wogan** will present his **Radio-2** show from the station, which the **BBC** hopes to expand into a fully-fledged radio station as soon as finances allow. Most **BBC** local radio stations broadcast for around 70 hours a week with a staff level of around 30 since the cut-backs.



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MOTELS

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Oowatanite

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Special Picture Bag

SCORPIONS

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CFP 40341 RIMSKY-KORSAKOV
SCHEHERAZADE. Tchaikovsky Capriccio
Italian. Philharmonia Orchestra. Paul Kletzki.



CFP 40342 ELGAR CELLO CONCERTO
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ELEGY FOR STRINGS. Robert Cohen (Cello)
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This brand new recording marks the
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Dieskau, *Sabre Dance*/Chopin, *Chabrier*,
by Ravel, Verdi, Mozart, Chopin, Chabrier,
Leoncavallo and Bach.



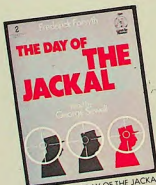
CFP 40338 HIGHLIGHTS FROM GILBERT AND
SULLIVAN VOL. 4. Solists Glyndeboume
Festival Chorus, Pro Arte Orchestra conducted
by Sir Malcolm Sargent.



CFP 40339 ALLEGRI MISERERE. *Polestrino Missa*
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The Tallis Scholars directed by Peter Phillips.
A brand new recording lasting over
66 minutes.

LISTEN FOR PLEASURE

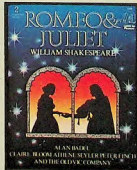
The Talking Books £4.99



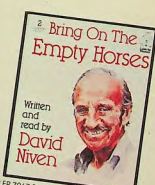
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