chart, 17; New Singles, 18; New Albums, 9; Airplay guide, 14-15; Retailing, 8; Independent Labels, 13,

July 26, 1982 VOLUME FIVE Number 16



PRINCE CHARLES meets two of the stars - Midge Ure and Mick Karn of the BPI-sponsored Prince's Trust tuted a 'significant breakthrough'. Gala which took place at the Dominion Theatre, London on Wednesday night. The star-studded occasion has already raised tens of thousands of pounds and was recorded for TV, video and record release. During the evening the Prince presented prizes to Birmingham reggae band Unity winner of the charity's talent competition — and said that he hoped the relationship between the Prince's Trust and rock music would continue.

# Significant breakthrough for BPI's tape levy hopes

THE INDUSTRY tape levy lobby received its first glimmer of hope from Parliament last week when a Minister announced that he was taking the idea very seriously.

BPI chairman Chris Wright said that the statement by Iain Sproat, Trade Department Under-Secretary, consti-

In response to a question by Conservative MP Michael Shersby - whose constituency includes WEA's West Drayton factory - Sproat announced that he was treating the matter of home-taping very seriously and that the levy was one suggestion being consi-

While this might not appear to be dramatic, it represented the first occasion when a Minister had differed from the line that the idea of a levy seemed too

difficult to implement.

"It is certainly an improvement on the previous position. Our position doesn't hang on any one debate or question but it is a step in the right direction. It shows that our efforts are achieving success,' Wright added.

Commenting on a Daily Telegraph report of the Commons debate which was optimistic about the prospects for a levy, Shersby said that there was a long way to go yet.

"The Government has not been terribly enthusiastic in the past but I wanted to prod them again. In Iain Sproat we have a sympathetic Minister," he told

In early July Shersby succeeded in tion of copyright laws.

amending the Copyright Act 1956 to the effect that possession of pirate or counterfeit videos will become criminal.

"I am concerned by the wider question of copyright infringement and I had a lot of help from Iain Sproat in the passage of that Bill," said Shersby.

In the Commons debate Sproat said he was treating home taping 'as seriously as video piracy'.

The deadline for submissions on the Government's Green Paper, which recommended against a blank tape levy, is the end of August - 180 responses have been made - but there is fear that the Government will take no action pending a report on the 'European harmonisa-

# Artists left unpaid as WOMAD promoters go into liquidation

THE ORGANISERS of last weekend's WOMAD multi-cultural music festival went into liquidation within a day of the end of the event.

Although the festival was declared an artistic success, too few people made their way to the Bath and West Showground near Shepton Mallet, and when the debts are added up, they could exceed £200,000. Many of the artists appearing at the festival, some of whom had travelled thousands of miles of play, found that their cheques had bounced. Echo and the Bunnymen lost £2,500 alone.

A brief statement issued last

Tuesday said: "The board of directors of Music Arts and Dance Expo Ltd, which organised the WOMAD Festival, at a meeting on Monday 19, resolved to liquidate the company due to its inability to meet its debts. A liquidator is to be appointed."

A list of creditors is currently being drawn up, and a creditors meeting has been set for 3pm on Friday August 27 at a venue to be decided.

Among the organisers were the Bristol Recorder and Peter Gabriel, who invested a large amount of his own money in the project.

# '100 Minutes of Music' on tape from PRT catalogue

try's increasing interest in exploring the hits compilations. sales potential of pre-recorded tapes is evident in a new cassette-only series launched this month by PRT.

The company, which once developed a highly successful marketing concept for albums with the Golden Hour series heading '100 Minutes Of'. The playing by using yet again its extensively repackaged back-cataloge PRT has been able to set a dealer price of £1.82 for the series. A special pack of the 20 titles costs £36.40.

Artists featured include Gladys Knight, Status Quo, Chuck Berry, Kinks, Searchers, Max Bygraves, Lena

THE LATEST indication of the indus- Man, plus disco, rock 'n' roll, blues and

The series will be backed with pointof-sale material, a poster and a comprehensive advertising campaign.

"The industry complains about home-taping, but I think it hides behind home taping," commented PRT's direchas released a set of 20 titles under the tor of marketing Matt Hayward. "If you offer a package like this, it will be more time is equivalent to a triple album, but of a problem to sit down and tape it, than it is to buy it."

The company has also released a second package of 20 albums under the title 'Jazz Reactivation', which have a recommended retail price of £2.99. Among the artists featured are Count Basie, Gerry Mulligan, Thad Jones/Mel Lewis, Woody Herman, Benny Good-Martell, Petula Clark, Brotherhood of man, Zoot Sims and Ramsey Lewis.

# HEAVEN

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HMR LP 4 BITCHES SIN "PREDATOR" COLOUR GRAINED SLEEVE BY RODNEY MATTHEWS



HMR LP 3 SPLIT BEAVER "WHEN HELL WON'T HAVE YOU" COLOUR-GRAINED SLEEVE.

# **EMI Music Division** sparkles for Thorn

review of Thorn EMI's performance, "goes to the Music Division"

In the year to March 31, the Music Division contributed an additional 16.3 million to group pre-tax, a total of £36.7 million on a turnover of £486.9 million, an increase of £75.4 million.

The improved EMI results, while reflecting the benefits of what chief executive Bhaskar Menon describes as "a broad-based programme of rationalisation undertaken during the last two years" are particularly impressive because they have been achieved almost entirely on the sales performance of the company's own artists following the decision to cut back drastically on the amount of third-party licensed reper-

The results also provide the perfect answer to those industry observers who predicted the speedy demise of EMÎ Records following the Thorn takeover. In his report, Cave notes that the level

"PRIDE OF place", in the words of of orders in many sectors of the com-chairman Sir Richard Cave in his annual pany's business was lower than in the pany's business was lower than in the previous year. "But balancing this was the enlargement of our Home Entertainment business, particularly music and the demand for video cassettes recorders and pre-recorded video tapes, thus strengthening our conviction that the company is pursuing the right strategy for growth in the years ahead," comments the chairman, possibly aiming the remark at the recent article in the Sunday Express in which City Editor Kenneth Fleet suggested "The entertainment business is really not for them.'

However, while TEVP had 'consolidated its position as a leading UK distributor', Cave notes that "commitments made in earlier years, together with recent trends in the film business have resulted in losses." While turnover from films, video software and leisure was up by £5 million to £97.4 million, last year's profit of £2.8 million turned into a loss of £10.0 million.

# Cygnus One goes to April

WHEN YOU sign Britain's only Buddha-guided music publishing company, you may as well dress the part. Pictured above are (left) April Music manager James Ware clinching an administration deal with Cygnus One Music's Dean Desi for the UK, Europe and South Africa. The publishing company is an offshoot of Keni St. George's Sphinx label which debuts on August 13 with Ozo's double 'A' side single 'Skintight' c/w 'Anambra River (Tranquil Waters from the Floating Crystal City of Budatan, Shire of West Heaven)'. Distribution is via Stage One.



## New BPI-MU session rates set

AS EXPECTED, the Musicians Union what future useage arrangements are has agreed new session rates with the BPI destined to run for a year from July 1. The agreement gives musicians a seven percent rise for pop sessions while the classical rate goes up by just 3.5 percent - a move designed to make British orchestras more competitive with subsidised European orchestras.

The general (pop) recording rate now stands at £45 for a three-hour session and £35.60 for two hours.

For listed symphony, opera and ballet orchestras the rates are as follows:

	3 hour	2 hour
	session	session
Section Principals	£43.00	£34.45
Principals	£39.50	£29.55
Sub Principals	£37.50	£27.25
Rank & File	£35.00	£26.30
Α	- t	1 1 11

Agreement has also been reached with the MU on new promotional films deal. In future £30 will be paid to each musician for the incorporation of a record track into a promo clip to be paid when the film is made, regardless of made

A television transmission fee of £35 per musician becomes payable when the video is broadcast. That fee is to cover six transmission units (a network transmission representing three units and non-network broadcast one unit).

Negotiations are also under way whereby commercial recordings made by BPI members can be incorporated into TV shows like Top Of The Pops without the need to re-record them specially for the programme.

# ILR stations show audience surge in JICRAR survey

BRITAIN'S 35 commercial radio stations have continued their forward surge against the BBC, nearly nine years after the ILR network first began broadcasting.

Figures collated from the twiceyearly JICRAR research conducted by RSGB show that ILR has gained nationally in all aspects. But while individual stations' performance around the UK is generally good, national figures are heavily influenced by the contributions of the two largest stations Capital Radio and London Broadcasting. LBC has shown sizeable increases to continue a steady growth pattern, but Capital's £250,000 promotion campaign immediately prior to JIC-RAR has not produced similar results. Although the station increased its weekly audience by more than 250,000 listeners, the average hours listened decreased from 14 last Autumn to 12.4.

The newest stations, Radio West

(Bristol), Centre (Leicester) and Aire (Leeds) made unspectacular starts, with weekly reach and average hours figures on the low side. However, CBC (Cardiff), which opened last year with poor response, has shown an impressive improvement, with weekly reach growing from 30-42 percent. Of the other stations, Victory (Portsmouth) showed a 9 percent increase, while major stations like BRMB, Piccadilly and City all made minor gains on last Autumn's

Regionally, the Scottish stations proved to have the strongest grip on the listening audience. With Clyde continuing to lead the way, all stations improved their figures, with Tay's gains in the Dundee-Perth area being the most dramatic and West Sound (Ayr) surprising everyone with the strength of its research figures:

# PRT demands better print planning from its labels

PRT DISTRIBUTION is asking its there will always be one or two," various labels for better print planning in the light of stock problems caused by shortage of picture bags, labels and

Dealers who contacted RB specifical= ly mentioned difficulty obtaining 'Post man Pat' and 'BBC World Cup Grandstand Theme' at critical times in the records' progress.

These complaints were put to PRT's distribution general manager, Ian Holloway, who explained that there were no pressing problems but there had been shortages of bags and labels.

On 'Postman Pat' there had been a snag when the record started to be manufactured by PRT, initial stocks had come ready-pressed by Post Music, and then there was a delay while more picture bags were printed.

The World Cup record suffered because it took off too quickly to meet the demand for its special four-colour

Generally we have a reputation for being very good distributors and certainly we are a lot more flexible than a lot of companies.

"Everybody has to play stocks a lot tighter today because a major part of our costs is the stock we have left over after the life of a record is over. We act very quickly to out of stock situations, but interests of both parties involved."

He further pointed out that during the period dealers were complaining about PRT had delivered mass quantities of Imagination and Natasha - both Top 10 records.

Holloway accepted that PRT should impress upon its clients the need to deliver materials in good time.

## Injunction halts Rondelet move

SPARTAN RECORDS has won a temporary High Court injunction to prevent Rondelet Records being distributed or sold in the UK by Pinnacle.

The order is in force until a further injunction or a trial. Meanwhile Rondelet cannot appoint any organisation other than Spartan to sell or distribute its product in Britain. Rondelet has a sales and distribution agreement with Spartan that does not expire until April

Commented Spartan managing direcfor Tom McDonnell: "As we have indicated in the past, we are always willing to talk to labels who may wish for whatever reason to move to another distributor. However, any such move can only be made with due regard to the

### Agfa plans £1m Autumn blank tape campaign

IN READINESS for an increasing demand for compact cassettes, Agfa-Gevaert is readying an autumn launch of a new generation of blank tapes. The company is not yet disclosing details of its marketing plans, but is admitting that the promotion budget will be bigger than any previously allocated. It is understood that in the

region of a £1 million spend is contemplated, with TV advertising thought to be a likely focus of the campaign.

As well as improving the sound quality of the tapes, Agfa has also redesigned the packaging to give an at-a-glance guide to type, bias and playing time, as well as making the cassette itself clearly visible through a wide transparent panel

The tapes are available in Ferroco-HD, Superferro HDX. Stereochrom HD, Superchrom HDX, Carat HDX and Pure Metal HDX.

The company estimates that worldwide sales of blank cassettes last year was 1,170 million, on which on quarter was bought in Europe.

# MULLINGS

COMPETITORS WHO sought the Arista-Ariola distribution contract showing differing tinges of envy that PolyGram finally grabbed the account, but equally are speculating about such apparent generosity . . . and with that deal now locked away, the distribution fraternity grows increasingly curious about whether John Howes and Geoff Hannington have a label ace up their sleeve to provide a turnover base for their new IDS operation . . . defection and departures from the CBS marketing department could be sorted out in a couple of weeks' time with a recently promoted staffer in New Bond Street tipped to take over the senior position vacated earlier this year by Kate Mundel . . . TOTP, doings its best for BBC Records' The Kids From Fame album, screened an interesting 'commercial' which surely gave viewers the impression that Irene Cara's hit single was taken from the LP, which of course is not the case. Anyway the four stars, interviewed in Los Angeles, got the 'Buy our album' message across loud and clear. incidentally that 'Fame' single is the hottest release since the heyday of Antmania, claiming a 1:12 ration of all sales registered on the RB singles chart . . . pity that David Jensen didn't do his homework better and avoid some of those gaffes at the BPI concert . .

MICK CLERKIN, the Dublin refugee who runs Ritz Records, did the lads from Radio-2 proud, by bringing them en masse by bus to Langan's for a splendid first birthday lunch at which he presented executive producer Chris Morgan with a 'thank you' Silver Disc for the station's support on The Furey's 'Sweet Sixteen' hit. The occasion also marked the re-release of Joe Dolan's 'More And More', a near hit a couple of years back through Red Bus. And with seven plays last week on Radio 2, maybe Dolan will score properly this time . . . ageless Alan Freeman still showing his quick-fire style is what listeners like. Fluff's Pick Of The Pops Take Two show for Capital on Saturday mornings has raised the half-hour audience from 552,000 to 707,000, making it the station's most successful new programme . . . after watching Cliff Richard perform 'The Ony Way Out' on TOTP those hand gestures suggested that the song is dedicated to a higher authority than the lovely Sue Barker . . . personal statement awaited from long-serving Phonogram pressguy Norman Divall . . .

OUR CHIEF Foreign Correspondent, who returned to a hero's welcome after battling his way to Shepton Mallet and back to attend the disastrous WOMAD festival, reports that part of the lack of profits could have been due to the profligate number of back-stage passes issued. PR Mick Houghton lost his and discovered the duplicate was numbered 863... parting of the ways for veteran a & r man Jumbo and Virgin after seven years. Jumbo concentrated on black music and projects like Rip Rig and Panic and PIL... as part of BBC Radio's 60th anniversary celebrations, producer Brian Willey will be reviving Music While You Work and is looking for bands still able to play those non-stop toe-tapping sequences... Jet Records continuing to send out copies of Loose Talk's 'Dan Dare' single and Eagle comic, which is giving away 1,000 copies – and threatening to keep the mag coming until we review the record. OK – it's absolutely wunnerful and a hit, hit, hit...

FROM THE Speedwell Store in Port Stanley, Stiff received an urgent order for replacement stocks of tapes. "We haven't a music cassette in stock," wrote owner Freda Alazia. "The Argies stole quite a few and having thousands of troops around demand is high"... meanwhile A & M's man of the moment Captain Sensible is preparing a follow-up to 'Happy Talk', self-penned this time and called 'WOT' as a forerunner to an autumn album. Also watch out later this year for an interesting A&M project teaming Andy Summers and Robert Fripp... Dave Walters, a casualty of the WEA a& r department last year, back on the payroll as a temporary writer of news releases... no surprise if Alan Wade's Promo/Salespeople operation becomes involved with the TV label being launched by Colin Ashby and Nigel Mason while opposition promotion company Bullett is about to go into artist management...



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/Album Reviews*); Paul Campbell (*Retailing/Live Reviews*); Sarah Lewis (*Independent Labels*); Tim Smith (*Video*).

**RESEARCH** Patricia Thomas (*Mañager*), Anthony Riley, (*Albums*), Tessa Rome (*Singles*).

ADVERTISING Jane Redman (Manager); Simon Alexander; Jacquie Jackson (Production).

COMMERCIAL/CIRCULATION Richard Tan (Manager), ACCOUNTS Mohammed Malik.

Subscription Enquiries: Jacquie Jackson.

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# Dee quits Magnet after promotion chief Trish Connolly. Dee was said to be leaving to concentrate on his own activities four months

DAVE DEE has left Magnet Records after just four months as head of press and promotion.

His departure coincides with a rash of redundancies at the label, which has also shed press officer Annie Branson, promotion man Paul Sargent and regional promotion chief Trish Connolly. Dee

Meanwhile Lynne Peacock, who has been with Magnet for some time, has been promoted, and her new areas of responsibility have been extended to cover national promotion, marketing and press, working with a team reporting directly to her from each of these

# Secondary boost for Digance

INDEPENDENT COAST Records has moved into the secondary merchandising field with a Richard Digance cassette designed to be sold through the chain of roadside Happy Eater cafes, called Mr. Happy's Fun Tape.

The tape features titles from Digance's current album Backwater as well as specially-written songs aimed at bringing items of the chain's menu to life. There are also songs about animals in Chessington Zoo which currently has

a joint promotion with the eating house chain running. A 50-off voucher is included with the package entitling the purchaser to a discount on mail-ordering Backwater.

Coast chief Kevin Wyatt-Lown said every aspect of secondary marketing can be carried out within his organisation, from writing original material, through recording in the 24-track Music Works studio, design by the company's own art department and packaging.

### STEVE WINWOOD'S new album Talking Back To The Night (ILPS 9777) is the subject of a major marketing campaign by Island Records.

The promotion includes 150 window displays, including HMV Oxford Street, with full colour posters  $10 \times 30$ logoboards and 30 × 30 sleeve image boards.

Advertising will be taken in the consumer press, including co-operative advertising with WH Smith. Co-op advertisements with Our Price have been taken in London's Standard and on Capital Radio and Woolworth's will be mounting displays in major outlets.

Island has staged regional playbacks for dealers in Glasgow, Manchester, Birmingham and London.

PINK FLOYD have a single 'When The Tigers Broke Free' (HAR 5222) from the film Pink Floyd The Wall. Initial pressings will be available in a triple gatefold sleeve featuring stills from the film. The film includes a number of new songs and these will be released on an album The Final Cut on August 31 on Harvest.

NEW SIGNING Sylvia & The Sapphires have their debut single for Stiff released in a limited edition picture disc on Friday (July 30). It is 'Shopping Around' (BUY 154).

ALVIN STARDUST has a new single TV DIRECT mail merchandiser Tellydisc for Stiff Records, 'I Want You Back In My Life Again' (BUY 152) and it will be available as a limited edition picture disc.

> MUTE RECORDS is releasing a 12inch disc of Yazoo's hit single 'Don't Gó', a remixed version. It also contains a second remixed version of the number (12 YAZ 001). The band will tour in the Autumn in support of their debut album.

THOMAS DOLBY has a new single released on his Venice In Peril label through EMI today (July 26). 'Windpower' (VIP103) is released because of club demand and is on 12-inch for the price of a

ELVIS COSTELLO has a new single 'Man Out Of Time' released by F-

# £40,000 TV spend for Leo Sayer LP

CHRYSALIS RECORDS is mounting a £40,000 test TV campaign in the Granada area next week to promote Leo Sayer's World Radio album - first released in mid-May.

The campaign breaks on July 28 and runs for three weeks. There will be a mix of 60, 20 and ten second spots making a total of 21 spots altogether. If successful, the push will then roll into the Central TV area.

Display packs for the album are available from PolyGram free of charge. Order number is DPLS5.

World Radio contains the recent hit 'Have You Ever Been In Love' and the current single 'Heart (Stopped Beating In Time)'. Sayer's Greatest Hits TV compilation was one of the most successful Chrysalis projects of recent years, racking up sales approaching the million mark.

Beat. The 12-inch version was released on Friday and the 7-inch follows this Friday. The single is from the Imperial Bedroom album but the 'B' sides are 'Town Cryer' — a different version from the album — and on the 12-inch only 'Imperial Bedroom'

THE ASSOCIATES release a double A' single on Friday (July 30) on the Associates/Beggars Banquet label through WEA. '18 Carat Love Affair/Love Hangover' is also available as a 12-inch with an extra track, 'Voluntary Wishes, Swapit Productions'. The 12-inch version of 'Love Hangover', the Diana Ross song, is extended. Both version come in full colour

FREDDIE STARR has a new single released by Towerbell. It is 'Great Pretender' (TOW 24) and Towerbell is backing it with fly posting, point of sale material and consumer press adver-

TWISTED SISTER, from New York, has its debut single in the UK released by Secret Records. 'Ruff Cutts' (SHH 137-12) is a four track 12-inch single. The marketing campaign includes fly-posting, consumer press advertising, T-shirts badges and point of sale material.

LIQUID GOLD have a new single Where Did We Go Wrong' (POLO 23) released this week in a picture bag. It is also available on 12-inch (POLO 12 23) and on picture disc (P POLO 23).

NEW SINGLE from the Rah Band is 'Tears And Rain', a 12-inch (KRT10) coupled with two other tracks. The record has sold well as a pre-release 'red label' and is being commercially released by KR. The 7-inch (KR 10) has just one 'B' side and both are released on Friday (July 30).

NICK STRAKER returns to the indie scene with a single 'Way Of Life' on Tycho Musical Productions' Firebird label, through Pinnacle. The single is available in both seven and 12-inch formats in picture bags.

NEW SINGLE from Charlene is 'It Ain't Easy Coming Down' (TMG 1272) on Motown.

## Deals Polly Brown's belated token



GOOD LUCK token: Polly Brown receives a belated silver disc from the men at PRT for her first hit record on Pye - 'That Same Old Feeling' by Pickettywitch back in 1970 - as a talisman for signing her Witch Records label to the company on a new pressing and distribution agreement. All previous Witch product will be available from PRT immediately. The label was previously with Pinnacle. Pictured left to right are: PRT general manager Ian Holloway, Polly Brown and PRT sales manager Tony Smith.

EMI MUSIC Publishing has finalised two new contracts this week with singersongwriter Alexander John and his company Eye Witness Music which includes writers Nick Battle and Steve Turner who have written two songs for Cliff Richard's forthcoming LP. EMI has also signed Cliff Richard's backing vocalist John Perry who contributed two songs to the LP.

THE WAVES have been signed by Albion Records. A single 'Brown Eyed Son' (ION 1037) is scheduled for July 30 release through Spartan from the band, which is led by former Soft Boy Kimberly Rew.

THE SWINGING Laurels have been signed to a long-term recording deal by WEA Records. A single is currently being recorded with a projected late August

B.K. RECORDS has signed to PRT for distribution and releases two singles this month. They are 'Tropicana' by the Cold Hand Band and 'Rocking With My Radio' by Lesley Jayne chart topper in France recently.

FATAL MUSIC and North London's JAM Studios have agreed a joint production agreement, the first product from which will be by an act called Shazam. Fatal has also concluded a deal with Peter Byfield, owner of London's Baracuda Club to organise bookings of the bands for the Monday night live music night commencing in August. John Mizarolli, formerly of Jody Street has signed to Fatal Music. His debut solo album Message From The 5th Stone is out on Carrere Records in September.

GIFT PROMOTIONS has secured exclusive rights to supply Textlight moving message machines to the record industry and Ad-Lighting, an associate company, will be hiring the units. Both companies are based at 155 Church Street, Paddington Green, London W2 (01-723 9090/6561).

# Merchandising

# Adrian Lee gets pic-disc LP from DJM

DIM RECORDS is to release its first picture disc album since Elton John's Captain Fantastic on August 6 when it puts out former Toyah keyboard player Adrian Lee's debut LP The Magician (DJF 20578).

The disc comes in a limited edition of 5,000 carrying the same catalogue. number and dealer price as the standard pressing, followed by a single 'Do As The English Do' on August 20.

DJM has prepared considerable promotion for the album, including double front posters on London Transport buses beginning on August 2, window and in-store displays in 300 independent record stores, co-operative trade and consumers advertising in conjunction with high street multiples and a major advertising campaign in its own right set to include a double page spread in Record Mirror and display space in the other consumer weeklies.

is emphasising the cassette version of its next 2LP compilation, Dreams, due on the small-screen this week.

Dreams, an MOR pop package, costing £6.99, has been duplicated on chromium dioxide tape and the TV commercial has been devised to focus on the in-car entertainment apeal of the collection. Dreams will also be released on LP

Acorrding to marketing director Denis Knowles, about 40 percent of Tellydisc's sales are on tape.

The first station to feature the commercial will be Thames, with 10 screenings over'a two-week period. After that all other ITV stations will be carrying the commercial, with the exception of Central and TV South during the Summer months.

# 'Pop over 25 years' is theme of TV series

A SERIES of six programmes covering to the 50s and 60s. the history of pop music during the past 25 years is in preparation by Central TV for production later this year.

With the working title of 'Stars On 45', the series will feature the music of every major artist from 1956 to the present day, set against a backdrop of the events and fashions of the time. Each show will feature rare film and TV clips plus specially recorded live performances from artists whose careers go back

The series is being produced for Central by Gordon Lewis and Mark Stokes, who run Kine-TV in Berwick Street, London.

"We need the industry's help in putting the series together and we would like to hear from anybody who can provide film clips, pictures, tapes, scrapbooks – indeed anything which will help us assemble comprehensive coverage," said Lewis.

# Former Mountain chief launches new label

FORMER MOUNTAIN Records chief buted by CBS and promoted by Prom-Derek Nicol has formed a new label opeple. London promotion will be called The Next Record Company handled by Ray Stock. which releases two singles this month.

They are 'Watching The Tears' (NEX 701) by London band The Pencils, out this week, and 'Harry's House' (NEX 702) by Andover outfit Vampires. Both are packaged in picture

The label will be sold into stores by Salespeople, manufactured and distri-

Nicol told RB: "It will be a management-oriented label which I hope to use as a launch platform for bands in their early stages. It will maintain an independent profile in this country but I will be looking for licence deals around the rest of the world whether for the label or on an aritst-by-artist basis. I expect to sign at least one more act."

# **Melkonian's Word Song** Festival set for London

organisation dedicated towards helping deprived children, is planning to stage the World Song Festival in London next February. Part of the occasion will incorporate a song contest, for which the first prize will be \$10,000.

The Melkonian Foundation was formed by Vartan Melkonian, better known under his professional name as TV director and composer Jo Vartan. It has offices at 67-68, New Bond Street. Vartan was brought up at the Bird's Nest Orphanage in Lebanon, one of the two charities to benefit from the event -

THE MELKONIAN Foundation, an the other is Britain's National Children's Home.

According to a press release from the Foundation, Charles Aznavour, Georgie Fame, Lena Zavaroni and the Nolans have "agreed in principle" to appear, along with the Royal Philharmonic Orchestra and "an ultra-modern rock group" which will jointly accompany both the artists and the composers participating in the competition.

The organisers are not asking for any publishing rights, but will be seeking clearances for TV transmission and a recording.

# Ins & Outs

# Price is MCA's new promo head

PETER PRICE has been appointed head of promotion at MCA Records. He joins them from Virgin, where he worked for six years initially in sales and latterly in promotion. Before that he was with Record Merchandisers. Phil Smith, recently appointed promotions manager reports to Price. Price will have special responsibility for MCA's video promotions and would welcome showreels from video

INDEPENDENT DISTRIBUTOR Pinnacle Records has reshuffled its middle management and taken on a number of record specialists to increase sales force penetration in the major urban centres.

Dave Whitehead has been upgraded from the Pinnacle strike force to act as internal sales manager at the Orpington headquarters, working alongside distribution manager Dave Roberts. Promotions have also been given to David Cross, who becomes sales and marketing assistant and to Beverley Harvey, who, in a new sales promotion capacity, will work with labels in the retail and radio areas.

In the sales force, Brian Whitby has moved from Spartan to Pinnacle to look after the Midlands. Stefan Aitkenhead from Spartan and Malcolm Packer from Stage One have both joined Pinnacle recently, while Roger Dimmock, ex Promopeople, has joined the firm to handle the South-West territory in a specialist capacity.

On the export side, ex Vixen employee Kevin Barry has been engaged as export and operations manager, although Pinnacle continues to operate through the established UK exporters too.

RAYMOND P. MINSHULL has been appointed executive vice president of Decca International, London. Reinhard Klaassen has been made president of the company.

# WOMAD may wield influence on pop

Royal Bath and West Show Ground WHETHER OR not the World of Music, Arts and Dance festival held last weekend at Shepton Mallet was a financial disaster, it certainly succeeded in its primary aim of exposing a huge variety of music to a curious section of the British public which braved the train strike and holiday traffic jams to find the Royal Bath and West Show Ground.

Largely inspired (and backed with personal finance) by Peter Gabriel, the festival was a relaxed affair showcasing musical styles from no less than 25 countries performing on five stages over three days. Some of the artists were very well known indeed, like The Beat, Gabriel himself, Echo and the Bunnymen, the Drummers of Burundi, Pigbag and the Chieftains. Most were new to British ears and covered classical sitar players to African percussion outfits via innovative jazz from Don Cherry's Codona and a group of Indonesian court musicians and dancers.

With so much going on - often simultaneously as the timing got out of phase - it was possible to spend up to 13 hours a day seeing novel new artists go through their paces, while in the smaller exhibition rooms there were workshops to instruct musicians in the delicate art of sitar plucking or the more robust forms of African drumming. The Indonesian Gamelan workshop promised to teach novices the technique of this plangent bronze-keyed xylophone within 15 minutes.

The Western bands were carefully booked to reflect the influence that foreign styles have already had on pop culture. The guitar, after all, is a descendant of various African stringed instruments. After watching people like Les Musiciens Du Nil (exponents of the traditional folklore music of the Upper Nile) and some of the more frantic

African stylists, it was plain to see where groups like Rip, Rig and Panic - who played a strong set despite the absence for half the time of pianist Mark Springer - and new Chrysalis signing King Trigger get a lot of their ideas.

On Saturday evening, for instance, The Beat opened the show with elements of West African highlife music now cropping up in their fast blend of ska, rock and reggae. Then came the 15-piece Drummers of Burundi - master musicians to whom Adam and the Ants and BowWowWow owe a certain debt. Beating drums made from hollowed-out tree trunks covered with a taut skin, with drumsticks the size of rounders bats they developed a pattern of powerful syncopation which practically blew the roof off the 4,000 capacity Showerings Pavilion. The drummers took it in turns to dance and strike a giant central drum, raising the excitement by performing prodigious leaps. The drummers use tremendous energy, and work so hard they cannot sustain a performance past 45 minutes. A rare appearance from Echo and the Bunnymen followed, using three of the drummers on a couple of numbers, but while they played with admirable fire and passion, they could only equal the sheer force generated by the drummers.

Sunday saw Nigerian 'High Life' pop singer Prince Nico Mbarga rouse the crowd with the aid of the excellent London-based band Ivory Coasters. Large and attentive audiences saw the very formal Tianjin song and dance troupe of China, and the Indonesian court musicians and dancers perform their mysterious art.

Also on during the weekend was a group fronted by Indian violinist Shankar with disco guitarist Bill Lovelady, Rico, Talisman the vibrant Salsa De Hoy and the mesmeric Virgin recording artists Konte Family from The Gambia who play the traditional 21-string guitar-harp called the kora.

It can only be hoped that someone can turn the WOMAD festival into an annual event. Its good humour and unusual music made for a colourful aurally eclectic weekend which is likely to influence musical thinking for the next 12 months.

JOHN HAYWARD



King Trigger have acquired ideas from Africa

# Top 100 Singles



			2
	Ţ	4.	FAME IŘENE CARA RSO ŘSO(X) 90 PÔLYGRAM
<u>2</u>	T	*	DA DA DA TRIO MOBILE SUIT CORP CORP 5 POLYGRAM
3	2	Ŧ	ABRACADABRA STEVE MILLER BAND, MERCURY STEVE 3 POLYGRAM
$\triangle$	<b>1</b> 1	4	IT STARTED WITH A KISS HOT CHOCOLATE RAK RAK 344 EMI
<u></u>	21	×3·	DON'T GO YAZOO MUTE (12)YAZ 001 SPARTAN/CARTEL
<u>⟨</u>	31	5.	COME ON EILEEN DEXYS MIDNIGHT RUNNERS & ÉMÉRALD EXPRESS MERCUE DEXYS 9(12) POLYGRAM
$\triangle$	1,0	5	SHY BÖY BANANARAMA DERAM NÄNÄ(NANX) 2 POLYGRAM
	28	2	DRIVING IN MY CAR MADNESS STIFF (P)BUY 153 CBS
9	5	7:	A NIGHT TO REMEMBER SHALAMAR SÖLAR K 12162(T) WEA
10	3	8:	INSIDE OUT ODYSSEY RCA RCA(T) 226 RCA
	13	.4	I SECOND THAT EMOTION JAPAN HANSA-ARIOLA HANSA(42)12 PRT
12	8	·g,	IKO-IKO NATASHA TOWERBELL TOW(X) 122 PRT
13	14	5	NIGHT TRAIN VISAGE POLYDOR POSP(X) 441 POLYGRAM
14	9	6	NOW THOSE DAYS ARE GONE BUCKS FIZZ RCA RCA(P) 241 RCA
15	6	5	MUSIC AND LIGHT IMAGINATION R&B RBS(L) 210 PRT
16	4	5	HAPPY TALK CAPTAIN SENSIBLE A&M CAP(P) 1:CBS
17	12	<b>7</b> ×	NO REGRÉTS MIDGE URE CHRYSALIS CHS 2618 PÒLYGRÂM
18	17	5	ME AND MY GIRL (NIGHTCLUBBING) DAVID ESSEX MERCURY MER 107 POLYGRAM
19	34	3.	THE ONLY WAY OUT CLIFF RICHARD EMI EMI 5318 EMI
20	22	8	MURPHY'S LAW CHERI 21/POLYDOR POSP(X) 459 POLYGRAM
21	29	5.	TAKE IT AWAY PAUL MCCARTNEY PARLOPHONE (12)R6056 EMI
22	62	2	ŠTOOL PIGEON KID CREOLE & THE COCONUTS ZE (12) WIP 6793 EMI
23	23	7	HEART STOP BEATING IN TIME LEO SAYER CHRYSALIS CHS 2616 POLYGRAM
24	48	2	STRANGE LITTLE GIRL ŜTRANGLERS LIBERTY BP. 412 EMI
25	18	6	VIDEOTHEQUE DOLLAR WEA BUCK 4 WEA
26	24	6	FREEBIRD LYNYRD SKYNYRD MCA MCA(T)(P) 251 CBS
27	27	5,	FOR THOSE ABOUT TO ROCK (WE SALUTE YOU) ACTOR ATLANTIC K11721(T) WER
28	47	4	LOVE IS IN CONTROL (FINGER ON THE TRIGGER) DONNA SUMMER WARNER BROS K79302(T) WEA
29	16	9	WORK THAT BODY DIANA ROSS CAPITOL (12)CL(P) 241 EMI
30	81	2	THE HANGING GARDEN CURE FICTION FICS(FICG) 15 POLYGRAM
31	46	3	CHALK DUST (THE UMPIRE STRIKES BACK) BRAT HANSA, SMASH 1 PRT
32	<b>3</b> 3	.6	ROCK THE CASBAH CLASH CBS CBS A(13)2497 CBS
1			émon ana ana satisfieras oné

TOO LATE
JUNIOR MERCURY MER(X) 112 POLYGRAM

		and the same of th	
34	15	9	BEATLES MOVIE MEDLEY
			BEATLES INOVIE INELLEY BEATLES PARLOPHONE R6055 EMI I WAS TIRED OF BEING ALONE
35	44	3	PATRICE RUSHEN ELEKTRA K13184(T) WÊA
✓36	60	2	THE CLAPPING SONG BELLE STARS STIFE (P)BUY 155 CBS
/37\	70	2	NIGHTS IN WHITE SATIN ELKIE BROOKS A&M AMS 8235 CBS
38	25	8	LAS PALABRAS DE AMOR QUEEN EMI EMI 5316 EMI
39	26	12	HUNGRÝ LIKE THE WÖLF (ÑÍGHT VERSION) DURAN DURAN EMI (12)EMI 5295 EMI
40	19	<sup>1</sup> 5	JUST WHO IS THE FIVE O'CLOCK HERO JAM POLYDOR 2059504(2141508) POLYGRAM
41	20	12	I'VE NEVER BEEN TO ME CHARLENE MOTOWN TMG 1260 RCA
42	41	3	LOVELY MONEY DAMNED BRONZE BRO(P) 149 POLYGRAM
43	52	3	ARTHUR DALEY 'E'S ALRIGHT FIRM STIFF HID 1 CBS
44	3 <u>0</u>	13	I'M A WONDERFUL THING, BABY KID CREOLE & THE COCONUTS ZE (12)(P)WIP 6756 EMP
45	58	:2:	WAR ČHILD BLONDIE CHRYSALIS ČHS (12)2624 POLYGRAM
46	40	4	THE BIG BEAN PIG BAG Y Y24 SPARTAN/CARTEL
47	51	3	HURRY HOME WAYELENGTH ARIOLA ARO 281 PRT
48	38	;12	THE LOOK OF LOVE ABC NEUTRON NT(X) 103 POLYGRAM
49	50	6	LOVE HAS FOUND ITS WAY DENNIS BROWN ARM AMS(X) 8226 CBS
50	'7 ሾ	.3,	CAN'T TAKE MY EYES OFF YOU BOYS TOWN GANG ERC ERC(L) 101 PRT
51	NEW	Ä	LOVE MY WAY PSYCHADELIC FURS CBS CBS A2549 CBS
52	67	5:	MARGATE CHAS & DAVE ROCKNEY KOR(X) 15 PRT
. <b>5</b> 3°	6.1	.3	POSTMAN PAT (THEME FROM BBC SERIES)
54	56	6	KEN BARRIÉ POST MUSIC PP 001 PRT HEAT OF THE MOMENT
55	₹8,9	7	ASIA GEFFEN GEF A2494 CBS AVALON
56	`32	10	ROXY MUSIC EG(POLYDOR) ROXY 4 POLYGRAM
57	45	8	SOFT CELL SOME BIZZARE BZS 9(12) POLYGRAM  I WANT CANDY
58	54	6	BOW WOW WOW RCA RCA 238 RCA. SOONER OR LATER
59	55	4	PLAYTHING
60	37	17	GOODY TWO SHOES
<b>61</b>	53	8	ADAM ANT CBS CBS A(11)2367 CBS  GOING TO A GO GO
62	59	ã,	ROLLING STONES ROLLING STONES RSR 110 EMI RENDEZVOUS
63	95	Ź	TYGERS OF PAN TANG MCA MCA 777.CBS  CAN'T LIVE WITHOUT YOU
64	57	4	SCORPIONS HARVEST HAR 5221 EMI
65	84	4	MICK KARN VIRGIN VS-508 CBS
66	83	3	TODAY
			TALK TALK EMI EMI 5314 EMI

ALWAYS ON MY MIND WILLIE NELSON CBS CBS A2511 CBS

67 76 4

	-		
68	68	6	CRIMSON ÂND CLOVER JOAN JETT & THE BLACKHEARTS EPIC ERC. A 2485 GBS
69	36	16	ONLY YOU YAZOO MUTE 7MUTE(12MUTE) 020 SPARTAN/CARTEL
70	NÊW	1	RED SKIES FIXX MCA FIXX(T) 3 CBS
71	<u>3</u> 5	9	DO I DO STEVIE WONDER: MOTOWN TMG(T) 1269 RČA
72	<	38	TAINTED LOVE SÕFT CELL SOME BIZZARE BZS 2 POLYGRAM
73	43	6	STREET WALKIN'S SHAKATAK POLYDOR POSP(X) 452 POLYGRAM
74	92	;2	HAPPY HOUR DEODATO WARNER BROS K47960(T) WEA
75	NEW"	٦	RUN LIKE HELL PETER & THE TEST TUBE BABIËS NO FÜTÜRE: 01,15 PINNACLE/CARTEL
76	NËW-	à	EYE OF THE TIGER (THEME FROM ROCKY III) SURVIVOR SCOTTI BROS SCT A2411 CBS
A	97	2	JOHN WAYNE IS BIG LEGGY HAYSI FANTAYZEE REGARD RG(T) 100 RCA
78	78	6	TINY CHILDREN TEAROROP EXPLODES MERCURY TEAR 7(12) POLYGRAM
79	69	8	SPACE AGE LOVE SONG A FLOCK OF SEAGULLS JIVE JIVE (T)(P) 17 CBS
80	73	6	DANCE WIT' ME RICK JAMES MOTOWN TMO(T) 1266 RCA
81	7,9	15	MAMA USED TO SAY JUNIOR MERCURY MER(X) 98 POLYGRAM
82	65	5	LÉT'S FUNK TONIGHT BLUE FEATHERS MERCURY MER(X) 109 POLYGRAM
83	64	6	SPIRIT BAUHAUS BEGGARS BANQUET BEG79(P) WEA
84	NEW	1	MACHINERY SHEENA ĒASTON ĒMI EMI 5326 EMI
85	63	4	MATADOR JEFF WAYNE CBS CBS A2493 CBS
86	:88	3	KEEP ON D.TRAIN EPIC EPC A(13)2543 CBS
. <b>§7</b>	94	2	LET IT WHIP DAZZ BAND MOTOWN TMG 1270 RCA
88	82	:3	I'M AFRAID OF ME CULTURE CLUB VIRGIN VS 509(12) CBS
<u>89</u>	ŇEŴ	j	IF YOU KNEW SOUZA (AND FRIENDS) LOUIS CLARK CONDUCTING THE R.F.O. RCA RCA(T) 256 RCA
<u>\$00</u>	NEW	ğı	LOVE ON A SUMMER NIGHT
91	NĒM	9	LOSING MY GRIP SAMSON POLYBOR POSPOX 471 POLYBRAM
92	85	4.	STAR SECOND IMAĞE POLYDOR POSP 457 POLYGRAM
93	NEW		SOUL DEEP GARY U.S. BONDS EMI AMERICA EA 140 EMI
94	93	<b>Æ</b>	17 YEARS OF HELL (EP) PARTISANS NO FUTURE OF 12 PINNACLE/CARTEL
95	89	13	FANTASY ISLAND TIGHT FIT JUVE JUVE (T) (P) 13 CBS CA
96	96	2	IF YOU WANT MY LOVE
97	74	8	FAMILY MAN MIKE OLDFIELD VIRGIN VS(Y) 489 CBS
98	NEW	P	NIGHT AND DAY EVERYTHING BUT THE GIRL CHERRY, BED CHERRY 37 PINNACLE
99.	80	Ĭ.	WOMAN ANTI-NOWHERE LEAGUE WXYZ ABCD(P) 4 PHNNACLE/ FAULTY/CARTEL
100	86	7	WAIT FOR THE BLACKOUT / JET BOY, JET GIRL DAMNED/CAPTAIN SÉNSIBLE BIG BEAT NS(P) 77 PINNACLE

33 42 3

# Bubbling **Under** Singles 101-150

### Index A-Z guide to producers and publishers

101 THANKS TO YOU SINNAMON (BECKETT BKS(L) 3) 102 HARD TO SAY I'M SORRY CHICAGO (FULL

102 HARD TO SAY I'M SORRY CHICAGO (FULL MOON K79301)

103 CLAP YOUR HANDS ROCKY SHARPE & THE-REPLAYS (RAK RAK 345)

104 SADDLE UP DAVID CHRISTIE (KR KR(T) 9)

105 WHEN THE HANGOVER STRIKES SQUEEZE (A&M AMS(X) 8237)

106 NOBODY MADE ME RANDY EDELMAN (ROCKET YOPES 91)

(ROCKET XPRES 81)

107 WHAM RAPI WHAM (INNERVISION IVLA(13)2442)
108 TOGETHER PHIL LYNOTT (VERTIGO SOLO

4(12))
109 JACQUES DERRIDA SCRITTI POLITTI
(ROUGH TRADE RT 111)
110 HOLD ME FLEETWOOD MAC (WARNER BROS K17965)
111 LOVE'S BEEN A LITTLE BIT HARD ON ME:
JUICE NEWTON (CAPITOL CL 248)
112 WILD SUN 999 (ABION ION 1033)

112 WILD SUN 999 (ALBION TON 1000) 113 MR.BLUNT KISSING THE PINK (MAGNET

113 MR.BLUNT KISSING THE PINK (MAGNET
(12)KTP 1)
114 ENDLESSLY JOHN FOXX (VIRGIN VS 513)
115 THE HOUSE THAT MAN BUILT (EP)
CONFLICT (CRASS 22 1984/1)
116 HOLIDAY IN DISNEYLAND DALEK I LOVE
YOU (KOROVA KOW 25)
117 AFRICAN AND WHITE (REMIX) CHINA
CRISIS (INEVITABLE INEV 001)
118 FEEL ME BLANCMANGE (LONDON
BLANC(BLANX) 2)
119 KEEP THE FIRE BURNING REO
SPEEDWAGON (EPIC EPC A2495)
120 OPEN YOUR EYES LORDS OF THE NEW.
CHURCH (ILLEGAL ILS 0030)
121 REAL MEN JOE JACKSON (A&M AMS 8231)
122 YOU BRING THE SUN OUT JANET KAY

121 HEAL MEN JOE JACKSON (A&M AMS 8231)
122 YOU BRING THE SUN OUT JANET KAY
(ARISTA ARIST (12)481)
123 AFRICA TOTO (CBS CBS A2510)
124 REFUGEE TOM PETTY (MCA MCA 778)
125 BEACH BOY GOLD PART II GIDEA PARK.
FEATURING ADRIAN BAKER (POLO POLO

126 THEME FROM 'MISSING' SHADOWS

(POLYDOR POSP 485)
127 TAKE NO PRISONERS (EP) RED'ALERT (NO FUTURE OI 13)
128 ONLY THE LONELY PRELUDE (AFTER

HOURS AFT 06)

129 I'VE GOT A GUN CHANNEL 3 (NO FUTURE OI 11)

130 WHO AM I KIDDING ANGIE GOLD (KALEIDOSCOPE KRL A2323)
161 ANGEL FACE OUTCASTS (OO OO 200)
132 YOU KEEP ME HANGING ON RODS

(ARISTA ARIST 467)

183 SO MANY SIDES OF YOU BOBBY WOMACK (MOTOWN TMG 1267)

134 LET'S STAY TOGETHER ROY AYRES (POLYDOR POSP(X) 474)

135 I EAT CANNIBALS (PART 1) TOTO COELO (RADIALCHOICE TIC 10) 136 LOOK WHO'S LONELY NOW RANDY CRAWFORD (WARNER BROS K17978)

CHAWFORD (WARNER BROS K 17978)

137 F.M. (NO STATIC AT ALL) STEELY DAN (MCA MCA(T) 286)

138 LOUD, POLITICAL AND UNCOMPROMISING CHAOS U.K. (RIOT CITY RIOT 12)

139 LETTIN' IT LOOSE HEATWAVE (EPIC EPC A(13)2414)

140 FANTASY BRANDI WELLS (WMOT VS EFICE)

141 UNDER THE BOARDWALK TOM TOM CLUB (ISLAND WIP 6762) 142 HURT SO GOOD JOHN COUGAR (RIVA RIVA

36)
143 LOUIS QUATORZE BOW WOW WOW (RCA RCA 263)
144 IMAGES OF HEAVEN PETER GODWIN (POLYDOR POSP(X) 440)
145 SHAKE THE CITY DENNIS WATERMAN (ĒM! EM! 5322)
146 SOMEBODY'S BABY JACKSON BROWNE (ELEKTRA K 13185)
147 CALL ME UP (IF I'M HOME) GANG OF FOUR (EMI EM! 5320)
148 STREET LIFE CRUSADERS (MCA MCA(T) 513)

149 HAVEN'T WE MET SOMEWHERE BEFORE TELEX (INTERDISC IN(IX) 1) 150 SUMMERTIME FUN BOY THREE (CHRYSALIS CHS (12)2629)

## Key

### TITLE

ARTIST Label Catalogue No DISTRIBUTOR

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- Brackets as part of a catalogue number indicates 12-inch availability, eq: VS 435(12) indicates:

VS 435 = 7-inch single VS 43512 = 12-inch single 17 YEARS OF HELL (EP) (NO FUTURE/CHERRY RED) 94
A NIGHT TO REMEMBER LEON F SYLVERS III (CHAPPELL) 9
'ABRACADABRA STEVE MILLER/GARY MALLABER (HEATH LEVY) 3
-ALWAYS ON MY MIND CHIEFS MOMAN (SCREEN GEMS/EMI) 67
ARTHUR DALEY 'E'S ALRIGHT LISTER/O'CONNOR (BARK) 43
AVALON RHET DAVIES /ROXY MUSIC: (BE RECORDS) 66
BEATLES MOVIE MEDLEY GEORGE MARTIN/PHIL SPECTOR (NORTHERN) 34

CAN'T LIVE WITHOUT YOU () 63

CAN'T TAKE MY EYES OFF YOU BILL MOTLEY (SEASONS FOUR)

CAN'T TAKE MY EYES OFF YOU BILL MOTLEY (SEASONS FOUR)
SATURDAY) BO
CHALK OUST (THE UMPIRE STRIKES BACK) KAYE/WILDER
(NORTHPOND/CONSORTWAY/ROCKET) 31
COME ON EILEEN CLIVE LANGER/ALAN WINSTANLEY (EMI) 8
CRIMSON AND CLOVER RITCHIE CORDELL/KENNY LAGUNA
(PLANETARY NOM) 88
DA DA DA KLUS VOORMAN (FRANCIS DAY & HUNTER/JUMP) 2
DANCE WIT' ME RICK JAMES (JOBETE) 80
DOI DO STEVIE WONDER (JOBETE) 71
DON'T GO DANIEL MILLER (SONET) 6
DRIVING IN MY CAR CLANGER WINSTANLEY (NUTTY, SOUNDS/WASHER BROS) 8
EYE OF THE TIGER (THEME FROM ROCKY III) JIM PETERIK/

WASINER BROSS) EYE OF THEME FROM ROCKY III) JIM PETERIK/ FRANKE SULLIVAN (WARNER BROS) 76 FAME MICHAEL GORE (WARNER BROS) 1 FAMILY MAN MIKE OLDFIELD (VIRGIN/TBT/JÖSEPH WEINBERĞER)

FAMILY MAN MIKE OLDFIELD (VIRGIN/TBT/JOSEPH WEINBERGER)
H7
FANTASY ISLAND TIM FRIESE-GREENE (ZOMBA) 95
FOR THOSE ABOUT TO ROCK (WE SALUTE YOU) ROBERT JOHN'
MUTT LANGE (J.ALBERT & SONS) 27
FREEBIRD AL KOOPER (MCA) 26
GOING TO A GO GO GUMMER TWINS (JOBETE) 61
GOODY TWO SHOES ANT/MARCO/HUGHES (EMI) 80
HAPPY HOUR (J'A HAPPY TALK TONY MANSFIELD (WILLIAMSON) 16
HEART STOP BEATING IN TIME ARIF MARDIN (CHAPPELL) 23
HEAT OF THE MOMENT MIKE STONE (WARNER BROS/ISLAND) 64.
HUNGRY LIKE THE WOLE (MIGHT VERSION) PETER DAUNCEY
(TRITEC/PETERMAN/CARLIN) 39
HURRY HOME MARTIN RUSHENT (VIRGIN/COPYRIGHT CONTROL)
47
1 SECOND THAT EMOTION JOHN PUNTER (JOBETE) 11
I WANT CANDY KENNY LAGUNA (DOMINION) 57
I WAS TIRED OF BEING ALONE CHARLES MIMS JR (BABY
FINGERS) 31
IEYA (185)

IEYA () 65
IF YOU KNEW SOUZA (AND FRIENDS) JEFF JARRATT (VARIQUS)

89

IF YOU WANT MY LOVE () 96

IKO-IKO TOM NEWMAN (CARLIN) 12

INSIDE OUT JIMMY DOUGLASS (LUZULI) 10

IT STARTED WITH A KISS MICKIE MOST (CHOCOLATE/RAK) 4

I'M A WONDERFUL THING, BABY AUGUST DARNELL (ISLAND) 44

I'M AFRAID OF ME STEVE LEVINE (VIRGIN) 88

I'WA NEVER BEEN TO ME MILLER/GORDY/COSTA (JOBETE) 41

JOHN WAYNE IS BIG LEGGY TONY VISCONTI (CHRYSALIS/
CARLIN) 77

JUST WHO IS THE FIVE O'CLOCK HERD PETER WILSON/JAM
(MORRISON LEAHY) 40

KEEP ON HUBERT EAVES III (IPETERMAN & CC) 88

LAS PALABRAS DE AMOR QUEEN/MACK (QUEEN/EMI) 38

LET IS FUNK TONIGHT ROY DELTMAN (BIG LIFT) 82

LOSING MY GRIP TONY PLATT (STAB)/ZOMBA) 91

LOVE HAS FOUND ITS WAY JOE GIBBS/WILLIE LINDO/DENNIS

BROWN (RONDOR) 49

LOVE ISIN CONTROL (FINGER ON THE TRIGGER) QUINCY JONES
(CARLIN/RONDOR) 28

LOVE MY WAY TODD RUNDGREN (APRIL) 61

LOVE ON A SUMMER NIGHT () 90

LOVELY MONEY DANNED/TONY MANSFIELD (ROĆK) 42

MACHINERY CHRISTOPHEN RIEL (DICK, JAMES) 84

MAMA USED TO SAY BOB CARTER (JUNIOR/SAM/EMI) 81

MARGATE CHAS HOGGES/DAVE PEACOCK (CHASDAVE) 62

MATADOR JEFF WAYNE (STANDARD) 85

MÉ AND MY GIRL (RIGHT CLUBBING) DAVID ESSEX (APRIL/
IMPERAL WIZARD) 18

MURPHY'S LAW GERALDINE HUNT/FREDDIE JAMES (COPYRIGHT)

IMPERAL WIZARD) 18

MURPHY'S LAW GERALDINE HUNT/FREDDIE JAMES (COPYRIGHT) IF YOU WANT MY LOVE () 96

MURPHY'S LAW GERALDINE HUNT/FREDDIE JAMES (COPYRIGHT

MUSIC AND LIGHT TONY SWAIN/STEVE JOLLEY (RED BUSINTERNATIONAL)) 15

BUSINTERNATIONALI) 15
NIGHT AND DAY (1) 98
NIGHT TRAIN MIDGE URE/VISAGE-(METROPOLIS/WARNER BROS/MOOD/HOT FOOD/VIRGIN) 13
NIGHTS IN WHITE SATIM GUS DUDGEON (TYLER) 37
NO REGRETS URE/HUDSON (WESTMINSTER) 17
NOW THOSE DAYS ARE GODE ANDY HILL (PAPER/BIG NOTE) 14
ONLY YOU VINCE CLARKE/ÉRIC RADCLIFF/DANIEL MILLER (SONET) 14

PLAYTHING DAVID GRANT/PETE WALSH (SOLID/DJA/SAMUSIC)

POSTMAN PAT (THEME FROM BBC SERIES) () 63

POSTMAN PAT (THEME FROM BBC SERIES) (1.53
RED SKIES (1) 70
RENDEZVOUS PETER COLLINS (ATV/MCPS/BIEM) 62
ROCK THE CASBAH MICK JONES (ININEDEN) 32
RUN LIKE HELL (NO FUTURE/CHERNY RED) 75
SENSITIVE RICKY WILDE/MICK KARN (APRIL) 64
SHY BOY STEVE JOLLY/TONY SWAIN (RED BUS) 7
SOONER OR LATER LARRY GRAHAM (BELSIZE) 68
SOUL DEEP (1) 93
SPACE AGE LOVE SONG MIKE HOWLETT (ZOMBAL) 79
SPIRIT HUGH JONES (BEGGARS BANGUET) 83
STAR ROY CARTER (SECOND MAGE) 92
STOOL PIGEON AUGUST DARNELL (ISLAND) 22
STRANGE LITTLE GIRL STRANGLERS/STEVE CHURCHYARD (ÉMII)
24

24

STREET WALKIN NIGEL WRIGHT (SKRATČH) 73

TAINTED LOVE () 72

TAKEIT AWAY GEORGE MARTIN (MPL) 21

THE BIG BEAN SIMON UNDERWOOD (MISTRAL) 48

THE CLAPPING SONG PETER COLLINS (EMI) 38

THE HANGING GARDEN PHIL THORNALLEY (APB) 30

THE LOOK OF LOVE TREVOR HORN (COPYRIGHT CONTROL) 48

THE ONLY WAY OUT CLIFF RICHARD / CRAIG PRUESS (ROCKFIELD / WARNER BROS) 19

TINY CHILDREN CLIVE LANGER / ALAN WINSTANLEY (ZOO / WARNER BROS) 78

TODAY MICK ROBINSON (ISLAND) 88

TOO LATE BOB CARTER (JUNIDR / SAMUSIC / COPYRIGHT CONTROL) 33

CONTROL) 33
TORCH MIKE THORNE (METROPOLIS/WARNER BROS) 56
VIDEOTHEQUE TREVOR HORN (ISLAND/PERFECT) 25
WAIT FOR THE BLACKOUT/JET BOY, JET GIRL, DAMNED (RÔCK,

WAR CHILD () 45
WOMAN AURABLE PRODS (HEAD) 99
WORK THAT BODY DIANA ROSS (CARLIN) 29





# Davison slams record dealer apathy but promises a plan of action from RAVRO

WITH ANOTHER poor attendance at Poor strendance at Alan RAVRO's Birmingham meeting (five or six dealers turned up) chairman Alan Davison slammed the apathy of record

He is angered and disappointed by the failure of even one percent of the 6,000 dealers invited to attend two meetings designed to give him a mandate to take to record manufacturers.

'We will have to press on regardless and prove to those who don't believe that RAVRO is capable of taking action that we can get things done," said

# Potteries shops hire local DJ's music magazine



Two enterprising record shops in the Potteries are employing local DJ Phil Blizzard (above, in his own studio) to provide them with an 'in store radio' magazine programme which they repeatedly play on Saturdays for customers. Lotus Records and the Mike Lloyd Music Shop in Hanley, Stokeon-Trent, have been employing Blizzard's programmes for a year this July and the anniversary of the project has given them the opportunity to vote the scheme a resounding success. Blizzard's shows are a mixture of new records, local music news and details of special offers in the shops.

### **TV** Guide

**GRANADA** 

WORLD RADIO 28 July 3 weeks Leo Sayer Chrysalis (Z)CDL 1345 3.04

LOVE SONGS 2 August 3 weeks
Commodores K-tel NE 1171(CE 2171) 5,99
CAN'T STOP THE CLASSICS 16 August 3 weeks
Louis Clark & The Royal Philharmonic Orchestra
K-tel ONE 1173 (OCE 2173) 5,99

SONGS OF LOVE/SONGS OF LIFE Now 2 weeks: Lena Martell Ronco (4C)RTL 2078A/B 5.99

LOVE SONGS Now 1 week Shirley Bassey K-tel/Applause APKL 7163(APKC 2163) 5.49

Davison's first RAVRO but a promise to formulate strong

Those dealers who did attend the two meetings agreed that the main problem faced by the industry was the squeezing of margins begun by multi-product chain stores and discount record stores.

Suggestions to combat the problem ranged from setting up buying consortia of RAVRO members, split margins with record shops working on 40 percent and multi-product stores on 25 percent, and overall performance discounts as incentives for independent dealers to increase furnover.

The first would be a loose unification of stores in one area to order centrally from the companies. With this bulk

representation to the major companies on behalf of dealers.

ordering the groups would expect to qualify for preferential discounts.

Split margins would involve record companies making a distinction be-tween 'record shops' and other outlets which sell records and would face the enormous problem of challenging the discounts to the likes of Woolworths and W.H. Smith.

Overall performance discounts would favour growth among independent record stores. At the beginning of the year the dealer would be set a growth target and if successful would earn a discount on all product ordered during that year.

Other problems identified by the

dealers were the unfair singling out of chart shops for special offers, the poor quality of pressings, automatic small Report by PAUL CAMPBELL order surcharges on otherwise good customers and too much mail from companies containing too little informa-

> RAVRO general secretary Arthur Spencer-Bolland suggested that the organisation could be regionalised into more accessible bodies if the interest was apparent in the provinces.

> At the meeting Spencer-Bolland uns veiled an offer to retailers to join RAVRO for the reduced fee of £17.50 plus VAT of £2.62. This gives membership up to September 30, 1983.

> One advantage of membership is reduced Access commission but for full details dealers should ring 01-994 7592.

In his first interview since becoming WEA marketing director Mike Heap tells PAUL CAMPBELL about the strategies which he believes will maintain record sales and help the independent dealer.

WITH WEA currently doing its best to enliven the market via three top ten albums, it might be expected that marketing director Mike Heap would be positive about the industry.

"Obviously we are not achieving the same unit sales as say, 18 months ago, it would be unrealistic to expect it, but you won't hear gloomy predictions from this company," said Heap.

He feels that record companies, and particularly WEA, have emerged stronger from the recent austerity and are better for having to re-examine all aspects of their business.

"I can remember a time when there were parties every night and companies didn't even know how much they were spending on promotion; now they have to consider every penny.'

With recent successes WEA has overturned the traditional belief in the large ship-out. All three big albums at present enjoyed relatively modest first runs but all are attracting good re-orders.

Heap believes that there is no point in dealers holding more than one week's stock of current items in this economic climate. He does however feel that dealers could make better use of catalogue campaigns and stock in more depth during them.

After a period of uncertainty he feels that WEA is beginning to achieve its dual aim of developing UK talent for success in the UK and world markets, under UK head of a&r Tarquin Gotch, and break the acts provided by American labels Warner Bros Elektra-Asylum Atlantic.

Eugally WEA wants to increase the sales of what Heap believes is the finest catalogue in the world.

"Under Charles Levison's overall direction we are also intent on firmly establishing Warner Home Video as the major video software company in the UK and developing computer games. Obviously the aim is to make Warner

# Companies strongeron account of the austerity

Communications Inc the UK leader in the leisure industry and there are opportunities for dealers to get involved in all areas," said Heap.

He feels that predictions that video and home computer games will sound the death knell of records are wildly pessimistic.

"Sales of records may have dropped but I do not believe that interest in



Fleetwood Mac: Top 10 success.

recorded music has fallen. I think the industry is worth more than the £260 million of last year. Home taping alone took £350 million out of the market and if we could control that we would have a very healthy business;" suggested

HE SEES records fighting not only for the disposable income of the consumers but their time as well. Once the novelty of video and games has died down he thinks that records will enjoy an equal popularity.

Heap is anxious to help record dealers help themselves. WEA has offered dealers space in national newspaper advertisements in return for retail support and will continue this practice.

"I think that it is vital that advertising reflects the availability of the product in named shops and for this reason most of our advertising is of a co-operative nature," said Heap.

"I am happy to be meeting Alan Davison, chairman of RAVRO, to discuss how WEA can help the independent dealers. I hope that we can cooperate in selling more records," he added.

He cannot, however, simply stop supplying major chain stores or 'notorious' discounters. "We trade on mutually beneficial terms which include, from time to time, discounts, co-operative advertisements etc.

Heap would rather discuss ways in which smaller dealers can compete with these major accounts and is known to favour aggressive retailing.

HE IS frequently asked by small accounts why it is not possible to provide a rep. His answer is that it costs £20,000 to put a rep on the road for a year and it is the major accounts, those who spend more than £1,000 per month, who must take priority.

Heap suggests that dealers should target their business and if they decide that records alone will not give the net profit they require they should look to associated items to make up the difference - such as Warner Home Video and

Under Heap is a well established management team. Head of press Moira Bellas, head of promotion Bill Fowler, and general sales manager Geoff Beard have all been with the company 10 years; Stewart Till, marketing manager, has been with WEA for three years and Phil Straight, newly promoted to director of international a&r has an association with the company which stretches back 10

"Press and promotion are not always viewed by retailers as being directly involved in their business but the only way to sell records is to have a complete team. I believe I have the best.

"But the last and most vital link in the chain is undoubtedly the retailer," he

# WAID

TOTAL RELEASES: 89

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

BEN WEBSTER SEE YOU AT THE FAIR Jasmine JAS 33 D JASC 33 2.40 LUGTONS H. R. TAYLOR BINGY BUNNY ME AND JANE Cha Music CHALP 015 2.80 JETSTAR/ROUGH TRADE
BOXCAR WILLIE THE BEST OF BOXCAR WILLIE Pickwick SHM 3117 HSC 3117 2.25 PICKWICK

BRYN YEMM & THE TREORCHY MALE CHOIR HOW GREAT THOU ART Bay [] (Out Now) BAYK 102 2.32

B.B. & Q. BAND ALL NIGHT LONG Capitol | E-ST 12212 | TC-E-ST 12213.25 EMI

CHAIN REACTION X-RATED DREAM Attic □ LAT 1135 2.89 PINNACLE CHARLIE MINGUS MINGUS MINGUS MINGUS MINGUS Jasmine □ JAS 36 JASC 36 2240 LUGTONS/H.R.

CHARLIE MCCLAIN WOMEN GET LONELY Epic □ EPC 85778 ◯ EPC 4085778 CBS
CHUCK MANGIONE LOVE NOTES CBS □ CBS 85879 ◯ CBS 4085879 CBS
COLEMAN HAWKINS TODAY AND NOW Jasmine □ JAS 38 ◯ JASC 382.40 LUGTONS/H, R\_TAYLOR
COMMODORES LOVE SONGS K-Tel □ NE 1171 ◯ CE 2171 5 99 K-TEL
CROSSFIRE HYSTERICAL ROCHORDS WEA □ K90032 3.20 WEA

DANCE SOUL FORCE Statik || STATLP 2 2.89 STAGE ONE DETROIT HOUSE PARTY PIANO BLUES JSP || JSP 1041 4.99 LUGTONS DIE HAUT SCHNELLES LEDEN Monogram/Best || MR 008 2.20 ROUGH TRADE/CARTEL DON HENLEY I CAN'T STAND STILL Elektra || K52365 || K452365 3.20 WEA

EARL HINES ONCE UPON A TIME Jasmine □ JAS 42 JASC 42 2,40 LUGTONS/H, R. TAYLOR EARL SCRUGGS/TOM T. HALL THE STORYTELLER AND THE BANJO MAN CBS □ CBS 45616 CBS 4085616

EDDIE CLEANHEAD VINSON MR CLEANHEAD S BACK IN TOWN JSP I JSP 1046 4 99 LUGTONS

FRANK MARINO JUGGERNAUT CBS 🗆 CBS 85793 CBS FRANK ZAPPA SHUT UP AND PLAY YER GUITAR CBS 🗆 CBS 66368 CBS

GERRY MCAVOY BASSICS Bridgehouse □ BHLP 005 2.75 MENACE BREAKERS (01-221-5936)
GLEN GLENN THE GLEN GLENN STORY Ace □ CH 57 2.75 PINNACLE
GO GO'S VACATION IRS □ SP 70031 [□ CS 70031 3.04 CBS
GREG COPELAND REVENGE WILL COME Geffen □ GEF 88579 CBS
GREGORY ISAACS NIGHT NURSE Island □ ILPS 9721 □ ICT 9721 3.25/2.75 EMI

HEAVY LOAD METAL CONQUEST Thunderload □ TM,P 811 2.50 NEON (0785-41311) HOWARD BEAUMONT EMINENT ARTISTRY: HOWARD BEAUMONT PLAYS THE EMINENT F225 ORGAN Grosvenor GRS 1123 4.99 LUGTONS

IAN CARMICHAEL HIGHI AND HERITAGE Bluebell (1 BBR 1443,99 H.R. TAYLOR

JAY WILBUR AND HIS BAND HI GANG! Decca Recollections RSL 21 @ KRSLC 21 1.80 POLYGRAM
JIMI HENDRIX THE JIMI HENDRIX CONCERTS CBS CBS 8592 CBS
JIMMY WEBB ANGEL HEART CBS CBS 85737 CBS
JIMMY CLIFF SPECIAL CBS CBS 8578 CBS 4085878 CBS
JOHN HUSBAND AND THE TAYSIDE SOUND JOHN HUSBAND AND THE TAYSIDE SOUND Ross WGR 029
@ CWGR 029 2.73 H.R. TAYLOR JOHNNY HODGES EVERYBODY KNOWS Jasmine JAS 34 @ JASC 34 2.40 LUGTONS/H.R. TAYLOR

☐ ONE 1173 CO OCE 2173 5.99 K-TEL

MCCOY TYNER LOOKING OUT CBS □ CBS 85895 CBS 4085895 CBS
MICHAEL JACKSON AIN'T NO SUNSHINE Pickwick □ TMS 3511 TMC 3511 2.25 PICKWICK/LUGTONS
MIDNIGHT STAR VICTORY Elektra □ K52394 3.20 WEA
MILT JACKSON JAZZ 'N' SAMBA Jasmine □ JAS 32 JASC 32 2.40 LUGTONS/H.R. TAYLOR

OINGO BOINGO NOTHING TO FEAR A & M □ AMLH 64903 3.04 CBS
OLYMPICS DOIN' THE HULLY GULLY Ace □ CH 56 2.75 PINNACLE
ORIGINAL SOUNDTRACK STARTREK 2 Atlantic □ K50905 K450905 3.20 WÉA

PAYOLAS NO STRANGER TO DANGER A&M - AMLH 64908 3.04 CBS

RANKING PETER & GENERAL LUCKY JAH STANDING OVER ME SIIVer Camei SCLP 011 2.89 STAGE ONE REVOLUTIONARIES REVIVAL Cha Cha Music CHALP 014 2.80 JETSTAR: ROUGH TRADE RON GONNELLA PLAYS THE FIDDLES OF GOW, MARSHALL & SKINNER Ross WGR 028 © CWGR 028 2.73 H.R. TAYLOR RONNIE ROGERS DON'T PLAY WITH MY EMOTIONS Island IRSP 30 2.15 EMJ ROSCO GORDON THE MEMPHIS MASTERS ACE CH51 2.75 PINNACLE ROVERS NO MORE BREAD AND BUTTER Attic LAT 1118 2.89 PINNACLE BUTTER OF ROYERS NO MORE BREAD AND BUTTER ATTIC TO SPARTAN

RUTS D.C. RHYTHM COLLISION Bohemian D BOLP 43.05 SPARTAN

RUTS D.C. RHYTHM COLLISION Bohemian 
BOLP 43.05 SPARTAN

SMOKEY ROBINSON HOT SMOKEY Pickwick 
TMS 3510 
TMC 3510 2.25 PICKWICK/LUGTONS

SNIFF 'N' THE TEARS FICKLE HEART Chiswick 
SNIP 1 1.82 PRT

SNIFF 'N' THE TEARS RIDE BLUE DIVIDE Chiswick 
TSNIP 3 1.82 PRT

SNIFF 'N' THE TEARS RIDE BLUE DIVIDE Chiswick 
TSNIP 2 1.82 PRT

STAPLEY CLARKELET ME KNOW YOU Epic 
PC 85846 
FPC 4085846 
STEPHANIE MILLS TANTALISINGLY HOT Casabilanca 
CAMS 2 CO CAMS 2 3.05/3.15 POLYGRAM STEVE WINWOOD TALKING BACK TO THE NIGHT Island 
TLIPS 9777 
ICT 9777 3.25 2.75 EMI STUSTEVENS EMMA AND I ASh 
FGL 012 2.79 PINNACLE

STUSTEVENS THE LONER ASH 
FGL 012 2.79 PINNACLE

STYLISTICS 1982 Philadelphia Int. 
PIR 85791 CBS

SURVIVOR EYE OF THE TIGER Scotti Bros 
SCT 4085845 
SCT 4085845 CBS

SWEET PEA ATKINSON DON'T WALK AWAY ISland 
ILPS 7018 
ICT 7018 3.25/2.75 EMI

TEDDY PENDERGRASS THIS ONE IS FOR YOU Philadelphia Int. 

PIR 85937 

PIR 4085937 

PI

U. BROWN RAVERS PARTY Trojan TRLS 211 2.60 PINNACLE/TROJAN

VARIOUS DYNAROCK Pickwick ☐ SHM 3115 HSC 3115 2.25 PICKWICK:LUGTONS VARIOUS MIDNIGHT LOVE AFFAIR Pickwick ☐ SHM 3114 HSC 3114 2.25 PICKWICK/LUGTONS VARIOUS MOTOWN LOVE SONGS Pickwick ☐ TMS 3509 TMC 3509 2.25 PICKWICK/LUGTONS VARIOUS POPULAR SONGS OF SCOTLAND SUNG IN GAELIC Lismor Recordings ☐ LILP 5117 LICS 5,117 2.43 CADILLAC ROSS

VARIOUS ROYAL TOURNAMENT MUSICAL HIGHLIGHTS Polydor © POLS 1069 © POLSC 1069 3.05 POLYGRAM

POLYGHAM

VARIOUS STREET BEAT Pickwick □ SHM 3116 HSC 3116 2.25 PICKWICK/LUGTONS

VARIOUS SUMMER MEANS FUN Epic □ EPC 22139 CBS

VARIOUS THE BEST OF ACCORDIAN AND FIDDLE MUSIC Lismor Recordings □ LILP 5115 LICS 5115 2.43

CADILLAC/ROSS

VARIOUS THE BEST OF THE DATE BANDS AND DANCES OF SCOTLAND Lismor Recordings □ LILP 5116

LICS 5116 2.43 CADILLAC/ROSS

VARIOUS THE BEST OF THE PIPES AND DRUMS OF SCOTLAND Lismor Recordings 
LILP 5114 
2.43 CADILLAC/ROSS

WARREN ZEVON THE ENVOY Flaktra C K52354 @ K452354 3 20 WEA

YUKIHIRO TAKAHASHI WHAT ... ME WORRY? Alfa ALS 85954 TO ALS 4085954 CBS

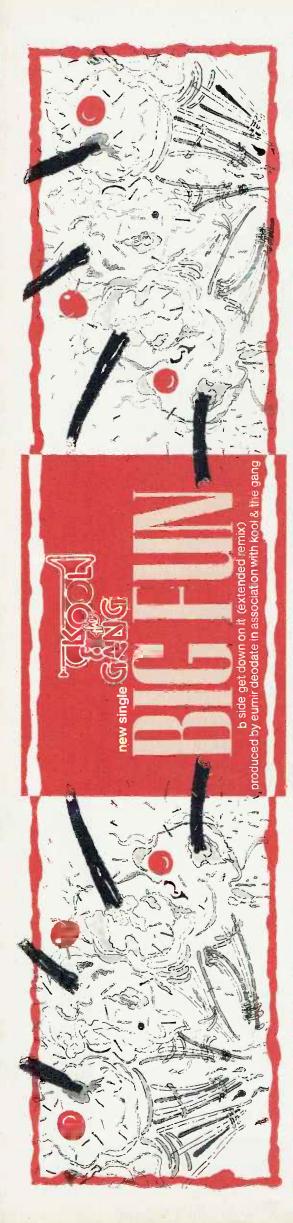
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# Disco Top 50

	· ·	A. 100	
1			
$\bigwedge$	3	3	FAME IRENE CARA-RSO(RSO(X) 90 PÓLYGRAM
2.	2	Ĩ	A NIGHT TO REMEMBER SHALAMAR SOLAR K12162(T) WEA
3	4	16	ÎNSIDE OUT ODYSSEY RCĂ RCĂ(T) 226 RCĂ
4	néw	j	STOOL PIGEON KID CREOLE & THE COCONUTS ZE (12)WIP 6793 EMI
5.	A	5	MÚSIC AND LIGHT IMAGINATION R&B RBS(L) 210 PRT
6	Ġ	3	I WAS TIRED OF BEING ALONE PATRICE RUSHEN ELEKTRA K13184(T) WEA.
$\triangle$	1.7	3	WALKING ON SUNSHINE ROCKERS REVENGE (STREET WISE SWRL 2203) IMPORT
8	7	7	LOVE HAS FOUND ITS WAY DENNIS BROWN A&M AMS(X) 8226 CBS
9	8	8	MURPHY'S LAW CHERI 21/POLYDOR POSP(X) 459 POLYGRAM
10	13	4	KEEP ON D. TRAIN EPIC EPC A(13)2543 CBS.
11	5	6	SOONER OR LATER LARRY GRAHAM WARNER BROS K17925(T) WEA
12	17	.5	SO FINE HOWARD JOHNSON (A&MSP-1-2048) IMPORT
1:3	14	3.	TOO LATE JUNIOR MERCURY MER(X) 112 POLYGRÂM
14	-21	ã	LOŬE ŎŃ A ŚÚMMER ŃIĞHŢ MCCRARYS CAPITOL (12)CL 251 EMI
15	15.	- 8	WORK THAT BODY DIANAROSS CAPITÓL (12)CL(P),241 EM!
16	-28	2	LOVE IS IN CONTROL (FINGER ON THE TRIGGER) DONNA SUMMER WARNER BROS K79302 (T) WEA
1.7	.10	6	LET'S FUNK TONIGHT BLUE FEATHERS MERCURY MER(X) 109 POLYGRAM
18	<u>3</u> 3	2	RIŠIŇ' TO THE TOP (GÍVÉ IT ALL YOU GOT) KENI BURKE RCA RCA(T) 252 RCA-
<u>fg</u>	31	2	PLANET ROCK AFRIK BAMBAATAA & THE SOUL SONIC FORCE (TOMMY BAY 823) IMPORT

CAN'T TAKE MY EYES OFF YOU BOYS TOWN GANG ERC ERC(L) 101 PRT

LOVE YOU MADLY CANDELA ARISTA ARIST (12)473 POLYGRAM

PLÄYTHING LINX CHRYSALIS CHS (12)2621 POLYGRAM

FAME IRENE CARA RSO(RSO(X) 90 PÔLYGŘAM	26	16	.9.	DO I DO Stevie wonder motown TMG(T) 1269 RCA
A NIGHT TO REMEMBER SHALAMAR SOLAR K12162(T) WEA	27	,55	15	DON'T MAKE ME WAIT PEECHBOYS (WEST END WES 22140) IMPORT
ÎNSIDE OUT ODYSSEY RCĂ RCĂ(T) 226 RCĂ	28	1,9	12.	I'M A WONDERFUL THING, BABY KID CREOLE & THE COCONUTS ZE (12)(P)WIP 6756 EMI
STOOL PIGEON KIDCREOLE & THE COCONUTS ZE (12)WIP 67.93 EMI	29	49	2	I REALLY DON'T NEED NO LIGHT JEFFREY OSBORNE A&M AMS(X) 8234 CBS
MÚSIC AND LIGHT IMAGINATION R&B RBS(L) 210 PRT	30	,26	6	STREET WALKIN' SHAKATAK POLYDOR POSP(X) 452
I WAS TIRED OF BEING ALONE PATRICE RUSHEN ELEKTRA K13184(T) WEA.	31	38	8	POLYGRAM  MONEY'S TOO TIGHT (TO MENTION)  VALENTINE BROTHERS (BRIDGE BR 1982-2)
WALKING ON SUNSHINE ROCKERS REVENGE (STREET WISE SWAL 2203) IMPORT	32	34	2	TEARS AND RAIN
LOVE HAS FOUND ITS WAY DENNIS BROWN A&M AMS(X) 8226 CBS	33	45	2	RAH BAND KR KR(T) 10 RCA
MURPHY'S LAW CHERI 21/POLYDOR POSP(X) 459 POLYGRAM				CAROLJIANI (MATRA) IMPORT
KEEP ON D. TRAIN EPIC EPC A (13) 2543 ČBS.	34	44	7	ONE TO ONE FREEZ BEGGARS BANQUET BEG78(I) WEA
SOONER OR LATER LARRY GRAHAM WARNER BROS K17925(T)	35	29		DANCE WIT' ME RICKJAMËS MOTOWN TMG(T) 1266 RČA
SO FINE HOWARD JOHNSON (A&MSP-12048) IMPORT	36	24	6	CHANGELONDON LONG
TOO LATE JUNIOR MERCURY MER(X) 112 POLYGRÂM	37	47	2	PASSIONS (US PRELUDE) IMPORT
LOVE ON A SUMMER NIGHT MCCRARYS CAPITOL (12)CL 251 EMI	38	41		ATLANTIC STARR A&M AMS(X) 8248 CBS
WORK THAT BODY DIANAROSS CAPITOL (12)CL(P) 241 EMI	39	50	5	GIVE ME JUST A LITTLE MORETIME ANGELA CLEMMONS PORTRAIT PRT A(13)2272 CBS
LOVE IS IN CONTROL (FINGER ON THE TRIGGER)	40	<b>4</b> 0	5	YOU OUĞHT TO LOVE ME NARADA MICHAEL WALDEN ALTANTIC K11739 WEA
DONNASUMMER WARNER BROS K79302 (T) WEA	41	32	<b>1</b> 1	HARD TIMES AL MCCALL (WEST END WES 22142) IMPORT
LET'S FUNK TONIGHT BLUE FEATHERS MERCURY MER(X) 109 POLYGRAM	42	42	2	LET ME FEEL YOUR HEARTBEAT GLASS (WEST END WES 22145) IMPORT
RIŠIN' TO THE TOP (GIVĖ IT ALL YOU GOT) KENI BURKE RCA RCA(T) 252 RCA.	43	48	8	TÁKE YOUR TIME ROYHAMILTÖNEXCALIBER EXC(L) 529 PRT
PLANET ROCK AFRIK BAMBAATAA & THE SOUL SONIC FORCE	44	NEW	4	DÔ YÔU WANNA FÜNK PATRICK COWLEY FEATURING SYLVESTER (MEGATONE MT 102) IMPORT
(TOMMYBAY 823) IMPORT THANKS TO YOU	45	36	16	EASE YOUR MIND (REMIX) TOUCHDOWN EXCALIBER EXC(L) 519 PRT
SINNAMON BECKETT BKS(L) 3 PRT	46	NEW	1	LOOK WHO'S LONELY NOW RANDY CRAWFORD WARNER BROS K17978: WEA
DAZZ BAND MOTOWN TMG 1270 RCA  HAPPY HOUR PEODATO WARNER PROS \$17000 TWO TO THE PROSE \$17000 TWO TWO THE PROSE \$17000 TWO	47	NEW	1	OVÉR LIKE A FAT RAT FONDARÃE VANGUARD VS(L) 50°23 PRT
DEODATO WARNER BROS K17960(T) WEA				

NEW 3 FREEDOM THUNDER THUMBS POLYDOR POSP(X) 480 POLYGRAM

YOU BRING THE SUN OUT JANETKAY ARISTA ARIST (12)481 PRO

FANTASY BRANDI WELLS WMOT VS 515(12) CBS

# Indie Top 50

	_	-	
$\triangle$ 1	1	3	DON'T GO YAZOO MUTE (12)YAZ 001 SPARTAN/CARTEL
2	NEW	1	RUN LIKE HELL PETER & THE TEST TUBE BABIES NO FUTURE OI 15 PINNACLE/CARTEL
3	3	4	THE BIG BEAN PIGBAGY Y24 SPARTAN/CARTEL
4	4	5	17 YEARS OF HELL (EP) PARTISANS NO FUTURE OI 12 PINNACÇE/ CARTEL
5	2	5	WOMAN ANTI-NOWHERE LEAGUE WXYZ ABCD(P) 4 PINNACLE/FAULTY/CARTEL
6	5	ē	THE HOUSE THAT MAN BUILT (EP) CONFLICT CRASS 221984/1 ROUGHTRADE/ CARTEL
$\triangle$	ng.	3.	TAKE NO PRISONERS (EP) RED ALERT NO FUTURE OI 13 PINNACLE/ CARTEL
8	13	17	ONLY YOU YAZOO MUTE 7MUTE(12MUTE) 020, SPARTAN/CARTEL
9	10	5	FARCE (EP) RUDIMENTARY PENI CRASS 22:1984/2 ROUGH TRADE/CARTEL
10	16	Ž	PAST MEETS PRESENT WEEKEND ROUGH TRADE RT 107 ROUGH TRADE
11	6)	8	WAIT FOR THE BLACKOUT/ JET BOY, JET GIRL DAMNED/CAPTAIN SENSIBLE BIG BEAT NS(P) 77 PINNACLE
12	9	7	LOUD PROUD AND PUNK (EP) BUSINESS/BLITZ/GONADS/DEAD GENERATION TOTAL NOISE TOT 1 PINNACLE/FAULTY/ CARTEL
13	22	2	MORE SHORT SONGS (EP) SIXMINUTE WAR SIX MINUTE WAR SMW T CARTEL
14	12	49	BELA LUGOSI'S DEAD BAUHAUS SMALL WONDER WEEN Y 2. CARTEL
15	7	111	TEMPTATION NEW ORDER FACTORY FAC 63(12) PIÑNACLE CARTEL
16	8	3	WILD SUN 999 ALBION ION 1033 SPARTAN
17	19	5	IEYA TOYAH SAFARI SAFE(P) 28 SPARTAN
18	18	12	XOYO PASSAGE CHERRY RED (12) CHERRY 35 PINNACLE
19	17	7	NIGHT AND DAY EVERYTHING BUTTHE GIRL CHERRY RED CHERRY 37 PINNACLE
20	50	2	RUB ME OUT CRAVATS CRASS 221984/4 ROUGH TRADE/ CARTEL
21	20	12	FAITHLESS SCRITTIPOLITTIROUGHTRADERT 101(T) ROUGHTRADE
22	14	6	SICK BOY G.B.H. CLAY CLAY 11 PINNACLE

23 21 10 EL SALVADOR (EP) INSANE NO FUTURE OL 10 PINNACLE/CARTEL

24

25

27. 2 GUESS WHO
A CERTAIN RATIO FACTORY BENELUX FBN 17

13 63 PAPA'S GOT A BRAND NEW PIG BAG PIG BAG Y (12)Y10 SPARTAN/CARTEL

9	MO-N			
	26	:29	,2.	F*** THE WORLD (EP) CHAOTIC DISCHORD RIOT CITY RIOT 10. CARTEL
	27	30	5	DON'T WANNA BE À VICTIM VARUKERS INFERNO HELL 4 CARTEL
	28	NEW	1	LOUD, POLITICAL AND UNCOMPROMISING CHAOSU, K. RIOT CITY RIOT 12 CARTEL.
ī	29	46	2	WHO'S GONNA WIN THE WAR HAWKLORDS FLICKNIFE FLS 209 PINNACLE
	30	NEW	1:	CAGED 1919 RED RHINO RED 14 CARTEL
	<u>31</u>	37	3.	VIVA LA REVOLUTION ADICTS FALL OUT FALL 002 CARTEL
	32	26;	8	TEARING UP THE PLANS 23 SKIDOO FETISH FP 20 PINNACLE
	33	28	20	I THINK WE NEED HELP FARMERS BOYS WAAP WAAP 3 CARTEL
	34	15	19	I HATE PEOPLE/ LET'S BREAK THE LAW ANTI-NOWHERE LEAGUE WXYZ ABCO 2 PINNACLE/FAULTY/CARTEL
	35	39	4	THIS DIRTY TOWN LURKERS CLAY CLAY 12 PINNACLE
	36	25	9	WARFARE (EP) SYSTEM SPIDERLEG SQL 4 ÇARTEL
	37	24.	5.	RUNNING AWAY PAUL HAIG OPERATION TWILIGHT OPT'S ROUGH TRADE
	38	41	10	LOVE WILL TEAR US APART JOY DIVISION FACTORY FAC 23 PINNACLE/ CARTEL
	39	NEW.	ā	THINK OF ENGLAND (EP) INSTANT AGONY HALF MAN, HALF BISCUIT DUNK 1 CARTEL
	4,0	43	2	NO SOLUTION (EP) COURT MARTIAL RIOT CITY RIOT 11 CARTEL
	4.1	36	12	SMASH IT ÜP DAMNED BIG BEAT NS 76 PINNACLE
	42	NEW	A STATE OF THE STA	THE SIX MINUTE WAR (EP) SIXMINUTE WAR S.G. SGS 113 CARTEL
	43	35	17	A VIEW FROM HER ROOM WEEKEND ROUGH TRADERT 097 ROUGH TRADE
	44	33	6	I'VE GOT A GUN CHANNEL 3 NO FUTURE OI 1.1 PINNAÇLE/ CARTEL
	45	NEW	٣	DEAD HERO SAMPLES NO FUTURE OF 14 PINNACLE/CARTEL
	46	NEW	1	BRIXTON STRAPS DONUT DONUT 3'STAGE ONE
	47	NEW	4	11,000 MARCHING FEET XPOZEZ RED RHINO RED 15 CARTEL
	48	NEW	1	THE BAD BRAINS (EP) BAD BRAINS ALTERNATIVE TENTACLES VIRUS 13 STAGE ONE
	49	NEW	ĝţ	OPEN YOUR EYES LORDS OF THE NEW CHURCHILLEGAL ILS 0030 PINNACLE/FAULTY/CARTEL

50 32 11 BRAVE NEW WORLD TOYAH SAFARI SAFE (P) 45 SPARTAN



MANAGEMENT HORROR stories are common, especially when a band is far from home and capable of being held to ransom by unsuspected items of inefficiency.

What could be simpler, asked Orchestral Manoeuvres In The Dark manager Gordian Troeller, than the rent of three metal-frame risers from a New York firm for use on the band's American tour this March?

"We told our American agent we needed three eight-foot risers but what we eventually managed to find - two days before the tour began — were maximising his outfit's chances ancient, heavy wooden ones which took up half the space in our truck and cost us an arm and a leg into the bargain. The companies, publishers and company wanted a \$3,500 deposit, which soaked up a fair amount of our tour support float.

duration of the tour and might have relevant firms are situated in caused disasters. The rental company also reserved the right to withhold our deposit if the risers were damaged in the slightest way. The whole deal was the time comes to approceed comical and taught us a lot," said cuts or sleeve artwork. Troeller.

Renting a synth in the USA is an expensive business, so when one of OMD's Prophets went on the blink and could not be given running repairs the ten-day hire of a fill-in machine knocked a further large hole in the touring budget.

"When an act is on the road, the tour manager is given a contingency fund. Maybe the group is working on an agreed shortfall of 20,000 dollars and after a couple of minor disasters like the



OMD manager Gordian Troeller: 'pitfalls can be evaded."

ones detailed above the band suddenly finds itself with nothing to work on. "Ultimately, this will not reflect well on the band with its American record company," said Troeller.

He believes the answer lies in having a management representation service permanently based in New York which given a couple of weeks notice — can smooth the rocky path for an act making its first stateside appearances.

In Troeller's case he has taken matters into his own hands by setting up a New York arm of his management company World Chief, headed by the experienced Kathy Gallagher who has worked as a promoter, run a p.a. hire firm and has plenty of record company know-how too.

# How to minimise those horror stories about acts abroad

ATHOME in England a rock band's manager has the job both of guiding artist direction and of success by prodding record agents in the right places.

It's never a straightforward "That money was tied up for the job, but at least most of the and around the West End of London and are available when the time comes to approve master

> The whole job begins to become expensive and complicated when dealing with

American tours and record deals, while Japan - a mere 10,000 miles away - might as well be on another planet, so different is the market, the social structure and the way of talking a deal — quite apart from the language barrier.

Most managers have run up against these problems, which can cost a fortune in air fares to sort out. Now a couple of representation consultancies have sprung up to help cope and are beginning to prove their worth.

70HN HAYWARD reports.

"I see the management representation side of the operation as a big strength," he said. "It is particularly relevant where bands on independent labels are concerned when they may not have a direct counterpart in the USA.

"I believe the international departments of the big record companies have limited potential, due to the fact that they are quite frequently overloaded with product and mistakes can quite easily slip through the net."

Troeller and partner Susan Pippet are not discouraing managers from making an initial trip to New York. "That's vital if you are to overcome the indifference and resistance that normally surrounds a new British signing," he said. "The service we provide is to constantly monitor the band's interests and make sure the record company's promises on campaigns, budgets and such are fulfilled. This kind of service can also save money for the American record company which might be spending a lot of cash in the wrong places.'

The pair are keen to point out that Kathy Gallagher is an English music enthusiast who can provide the inspiration for local promotion people to get more involved with a new release. They call it 'plugging the plugger.'

Troeller has worked out a rough scale of charges for the World Chief service which amounts to 300 dollars per week for representation for short-term involvements, moving to 1,000 dollars per month or 10,000 dollars per year. The logistics service is costed out at 500 dollars per year. The logistics service is costed out at 500 dollars per year. The logistics service is costed out at 500 dollars per week of the tour, with a minimum period of two weeks. Tours can be 'advanced' - accommodation and hall details researched and booked for a service fee plus expenses.

JAPAN IS the second largest record

market in the world, right? British bands are really making a fortune there, right? No, wrong.

Like the German disc market, Japan is turning inwards and looking to homegrown talent to provide the big sales. The major American and English artists are finding it increasingly difficult to top the 60,000 mark on their albums and new artists are having a tough time finding any kind of deal at all in the unusual market conditions that prevail in the Land of the Rising Sun.

One-time boss of pioneer British indie company The Label, Caruzo Fuller, knows all about those difficulties, having worked in the country off and on for the past ten years. He is now working full time as a music publisher and record deal consultant for English companies seeking Japanese release.

"Because I now live there, I am aware of the problems the Japanese record industry is facing," said Fuller.. "Cheap American imports are cutting into the market for international product mannufactured by local licensees, while a rash of rental shops — 1,200 of them at the last count — has also had a drastic effect on the number of discs actually sold across the counter. The majority of records rented are from the international sector, and although there are moves afoot to try to protect copyright on the rental business, the Japanese government is not about to outlaw the prac-

Fuller reckons the market for international product is now a mere 10-15 percent of the whole, and that includes discs from Italy, America, Canada, Scandinavia and most other territories, giving British material stiff competition.

He also mentioned the rise of the Krokay machine, a peculiarly Nipponese invention which enables amateur singers to run through their vocal paces to the backing tracks of popular repertoire - often American or British hits.

The backing tracks are not re-recorded but merely the original recording with the vocals wiped.

"With all these difficulties put in the way of foreign product, it is not a good idea to race into a Japanese record company and demand a huge advance, because all that happens is that the strictly-controlled marketing budget gets reduced to a bare minimum, no records are sold, and the artist gets dropped as soon as possible unless thereis a giant hit," summed up Fuller.

"It's a case of knowing the people involved, speaking their language and knowing the way they negotiate and deal. If they get hit for silly money they won't do a thing for you, but after all this time the Japanese record executives know me and know I won't waste their time

"For UK artists or labels I try to fix an agreement with the kind of company that suits their music in the context of the local market. It might not be the biggest amount of money on offer in the form of advances, but it will leave enough in the kitty to make sure the records are marketed properly. It is most important to have a label that is sympathetic to the music you record."

Fuller estimates that the more obscure English records still stand a good chance of selling between 2,000-5,000 and Pig Bag look to be on to a good thing with a commercial sponsorship deal to push the record. Madness have been scoring well too because of the band's strong visual image. Competition is strong for the two televised pop music shows in Tokyo, so visuals are allimportant.

As a consultant director of Jade Music. Publishing in Tokyo, Fuller is keen to pick up Japanese sub-publishing rights on any deals he handles for the territory while there is a standard charge of two percent across the board on masters he places with Japanese record companies.

The services Fuller offers include audits, supplying record labels with information and marketing help in problem areas and putting UK acts in touch with leading local promoters and pluggers.

Among projects Fuller has already handled are a Nolans Sisters album, some back catalogue Beatles product and work on behalf of Beggars Banquet, Cherry Red, Jet, MAM and new label Heavy Metal Records. All contracts are between the two labels once Fuller has completed negotiations to the satisfaction of both sides.

"A lot of people are disillusioned about Japan because they have been told they are doing extremely well, but when the bottom line comes in, they haven't made as much money as they thought they should. By handling the Japanese market on its own terms, those expectations are not built up to high, and everybody sees something back at the end of the day.

Secondary licences can also be negotiated for problem territories like Singapore, Thailand, Taiwan and Korea where the counterfeiter reigns supreme. Fuller points out that Japanese companies have representatives on the ground who can keep a tighter control over the criminal trade than major firms based far away

# INDEPENDENT LABELS

# Re-release of Gregory Isaacs LPs by Trojan

THERE ARE more reggae releases from Trojan Records this week. Reissues include two early Gregory Isaacs albums, In Person (TRLS 102) and All I Have Is Love (TRLS 121), a compilation. album titled Club Reggae (TRLS 97) and a three album boxed-set, The Trojan Story (TALL 100) in a limited edition. Among songs featured on this collection is Dandy Livingstone's original classic 'A Message To Rudy



Originals by U. Brown.

Trojan's latest new album is 'Raver's-Party (TRLS 211), all original composi-

### News in Brief

# Ace sets up Kent for soul

ACE RECORDS is launching a new label, Kent Records, which will specialise in re-issuing 60s soul material. The initial release will be a compilation album of rare Northern Soul compiled by Harboro Horace, For Dancers Only (KENT 001). Distribution for the album, out on August 13, will be through Pinnacle Records.

SOMEONE ELSE'S Music is a new label set up with the intention of allowing different acts and musicians to release their own product without publishing or recording contractual

SEM will act as a collection facility for royalties, taking a 10 percent fee while the artist is using the SEM label. Directed by Dave Lyon and Dave

### Indie Albums



1 24 JUNKYARD Birthday Party 4AD CAD 207
2 4 WE ARE ... THE LEAGUE
Anti-Nowhere League WXYZ LMNOP 1
3 3 THE CHANGELING Toyah Safari VOOR 9
4 1 2 X 45 Cabaret Voltaire Rough Trade ROUGH 42
5 2 THERMO - NUCLEAR SWEAT
Defunkt Hannibal HNBL 1311
6 27 THE LORDS OF THE NEW CHURCH
Lords Of The New Church Illegal ILP 009
7 7 CAUTION TO THE WIND
Anti-Pasti Rondelet ABOUT 7
8 5 DEGENERATES Passage Cherry Red B RED 29
9 11 WARGASM Various Pax PAX 4
10 16 IN THE FLAT FIELD Bauhaus 4AD CAD 13
11 9 SPEAK AND SPELL
Depeche Mode Mute STUMM 8
2 6 DR. HECKLE AND MR. JIVE Pigbag Y Y17:
13 15 FOURTH DRAWER DOWN
ASSOCIATES SITUATED SITUA

Discharge Clay CLAYLP 3
15 12 PUNK AND DISORDERLY
Various Abstract AABT 100:
16 13 RIOTOUS ASSEMBLY
Various Riot City ASSEMBLY 1
17 10 MOVEMENT New Order Factory FACT 50
18 18 SEVEN SONGS 23 Skidoo Fetish FM 2006
19 23 GREATEST HIT
Blue Orchids Rough Trade ROUGH 36
20 20 UNKNOWN PLEASURES
Joy Division Factory FACT 10
21 21 BEST OF THE DAMNED
Damned Big Beat DAM 1
22 20 STILL Joy Division Factory FACT 40
23 29 STILL Joy Division Factory FACT 40
24 17 SIGNING OFF UB40 Graduate GRADLP 2
25 19 TWO BAD DJ
General Saint & Clint Eastwood
Greensleeves GREL 24
26 28 HEX ENDUCTION HOUR Fall Kamera KAM 1
27 — FLIPPER Flipper Subterranean
28 — EVACUATE Chelsea Step Forward STEPLP 7
29 — SHOOT OUT THE LIGHTS
Richard & Linda Thompson Hannibal HMDC 1303
30 — AFTER THE SNOW
Modern English 4AD CAD 206

tions by Jamaican DJ U Brown.

Miles, the company has access to recording studios, producers, designers and a variety of ancilliary services.

RIOT SQUAD from Mansfield has become the latest punk band to sign to Rondelet. Under the deal, Rondelet will release two singles and one album over the next 12 months.

The band has now recorded its New Releases first single, 'We Are Riot Squad' (ROUND 23) which is out on July 23. Riot Squad also have a track on a new punk compilation to be released in September.

A NEW independent label from Leeds, Trans-Records, releases the debut single from Northern duo Sun Yama on July 16. It is a reworking of Bob Dylan's 'Subterranean Homesick Blues' (TRANS-1), available through Statik Records, distributed by Stage

OVAL RECORDS has re-released Holly And The Italians first single 'Tell That Girl To Shut Up' (OVAL HOLLY 16), although Holly is now recording under her full name of Holly Beth Vincent.

### Album Reviews

LORDS OF THE NEW CHURCH: The Lords Of The New Church (Illegal Records ILP 009) Prod: The

A 'supergroup' of sorts. The Lords Of The New Church were formed in the last few months of last year, combining the talents of Brian James (ex-Damned), Stiv Bators (ex-Dead Boys), Dave 'Kermit' Treganna (ex-Sham 69) and Nicky Turner (ex-Barracudas). This is their first album, which is already making headway in the Indie charts and which could well go a lot further.

The songs are mainly written by Bators and James and the resultant sound shows a number of influences, most notably the New York Dolls and the Stooges with a touch of the Seeds thrown in.

The album that has resulted is surely one of the best to be released so far this year, and outstanding tracks include the debut single, 'New Church' and the new single 'Open Your Eyes' as well as the 'Ouestion ultra-Psychedelic

# Cherry Reds (the boots) invade Cherry Red (the label)

This strangely-assorted bunch pic- The Dark. Gathered around the pen tured concluding a deal for the release are Martin Craven and John Bentham, of a single called 'Just Another Hero' is managers, Phil Langham, of Anagram, punk band One Way System. It comes Gaz Buckley, Gav White, Tom Couch, out next month on Cherry Red's new Craig Halliday and David Ross, all label, Anagram Records, to be run by from One Way System, and on the Phil Langham who used to sing with right stands Iain McNay of Cherry Red/Anagram.



RED FLAME Records releases a threetrack single, 'Strange One' in a remixed 12-inch dance edition this week . . . Y Records has a third Maximum Joy single out now. It is 'In The Air', and will be followed by the band's debut album in the Autumn . . . ERC Records releases a new version of 'Can't Take My Eyes Off You' (ERC 101) by The Boystown . Arrival Records has signed singer Little Egypt (real name Terri Julians McElhoney) and releases her debut single 'I Do Voodoo' (PIK 8) this week . . . Pinnacle Records has three singles out now. They are 'Chasing The Wind/The Girl's In Love' (PF 3004) by Little Ginny, 'Jumped The Gun/Picking Up The Pieces' (PF 3005) by Paul PK and 'Arriba Taco Grande' (PF 3006)

by Arthur Mitcham . . . TW Records releases two singles, both by new signings to label, on July 23. The first is 'Prices (Will Be Quoted)' (HIT 108/ HIT 12-108) by Boys White Teeth, available in 12-inch with an additional track, 'Fame'. Second is 'Running Away (Never Looking Back)' (HIT 109) by Slow Fade (ex-Stiff All Stars). Both are in picture bags . . . Magnum Force Records has an album, Five Cats Down (MFLP 009) by The Strollers out now and plan to follow it with a single, 'We Sav Yeah' in August .

> Brand new 7" on the SS Music Label Double A Side "Tonight Is The Night" by Althea Rosemary c/w "You Are Unique" by Althea & Margo (LSM 017) Distribution through Lightning 01-969 5255 Jetstar 01-961 4422

Temperature' and 'Russian Roulette'. With in-store play this album should clock up healthy sales and the single could well be a surprise hit.

# **RECORDS** DISTRIBUTION NEW RELIACES

"Tropicana" by THE COLD HAND BAND **CAPITAL CLIMBER** (PPC 109)

"Rocking With My Radio" by LESLEY JAYNE NATIONAL AIRPLAY (PPC 108)

ORDER FROM PRT — 01-640 3344

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24 28 NIGHT TRAIN VISAGE	A		A	Δ	1-1	A		A	Α	_	B	-			1	A A	-	В	A	_	-	OSP 441	F	_	54	A B List B C List C D List
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41 1 67 HIT THE ROAD JACK BUZZZ	В		В	_		С	*	1			A		Α	В			В				R	CA 248	R	1	37	A A List
42 CAN'T TAKE MY EYES OFF YOU BOYS TOWN GANG 43 7 55 BE MINE TONIGHT NEIL DIAMOND	В	-		C A	В		AA	1	A	A	A		_	A	+	В	*	A		В	+	RC 101 BS A2580	) C		35 35	A A List
44 1 WANT YOU BACK IN MY LIFE ALVIN STARDUST		-	В		Α	С	*		*	_	A	*		1	*	В			*		В	JY 152	С		35	B C List  ★ Forth Flyers  ☆ Station Hit.
45 1 66 LOVE ON A SUMMER NIGHT MCCRARYS  46 1 MY GIRL LOLLIPOP BAD MANNERS	C		₽ .	_	C	C /	A		A	¥	A			B C	-	3 B	В	В	*		_	251 AG 232	C		34	TEES A A List
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64 ↑ ■ WHERE DID WE GO WRONG LIQUID GOLD 65 ↑ ■ FROM SMALL THINGS BIG THINGS COME DAVE EDM	-	В	_		A	*	4					В	A	-	A	В				-	1	DLO 23	C		23	* Hit Picks-
66 18 BEATLES MOVIE MEDLEY BEATLES		С			В	A	1	Α				Α		-	Δ	A		Α		В	1	1055	E	-	23 22	A A List B B List
67 32 JUST WHO IS THE FIVE O'CLOCK HERO JAM 68 1 83 PLAYTHING LINX	В	-			В	A	1	A		-		В					В	A	С	В	1	59 504 S 2621	F		22 21	C C List  ★ Hit Picks  ☆ Pennine Pick
69 1 EAT CANNIBALS TOTO COELO	С	-	В			Ť	A		В			D		С	Е	В	В			-	TÍ	C 10	C	-1	21	1
70 57 WHEN YOU WALK INTO THE ROOM STEVE FORBERT	c	C	E	3	Щ	С					Ļ					6 -7 -	Α	A			EP	C A2464	С		20	

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

WILLIAM THE THE STATE OF THE ST

Basic Key
A - Main Playlist/Chart
B - Breakers/Climbers

C - Extra	RS S	LOKERADIO	1	1	1	1	1	1	1	/	1	//	11	1	1	/,	1	1	1	80	3					
☀ – Hit F		D D	The state of the s	3	Pologo	3/	1/	2	工	1			8		0/2	2	10	1/2	4/5	酒	SCO					
⇒ - Stati		BE	100	TO TO	5		10/	3/6	2/2	1		3		7	A PR	SN	BO		رقار	8	2	P	.\			
A 63	ONLY THE LONELY PRELUPE	12	2	S	40		2/2	10	Z	3			100	2	776	2	7	17	0	立		P		157.00		00
	ONLY THE LONELY PRELUDE NOBODY MADE ME RANDY EDELMAN	С	-	В		В	A	-	A	В	-	A	* 0	В		_	A E	-	D	A	B	В		AFT 06 XPRES 81	C F	20 19
7-75	LOVE'S BEEN A LITTLE BIT HARD JUICE NEWTON		A	_		В					^	A		A			A		В	^	_	В		CL 248	E	19
	THE BIG BEAN PIGBAG	С	-			A			В	A	В	-	Δ			_	С		В		_	_	_	Y24	N	19
75☆ ■	TODAY TALK TALK	С					BE	3	A		В		E	3			1	A			В			EMI 5314	Е	19
	SOMETHING'S GOING ON JOHNNY MATHIS		В					Δ	_	В	A	_	В		Α	Α	A E	В				-		CBS A2605	С	18
	YOU BRING THE SUN OUT JANET KAY	С	-			В		A	+-		В				Α							В	_	ARIST 481	Α	18
	WILL YOU OR WON'T YOU DOOLEYS		В				B (	_	A	-		_	В			4	AE	-	В		В	+	_	EPC A2522	С	17 17
<b>79</b>	MISBEHAVING U.K.PLAYERS I DON'T CARE DIONNE WARWICK		C	В	* C			A		-	A	A	P	B	Α	+	E	5	B		В		_	AMS 8238 ARIST 475	C F	17
	WHY CARLY SIMON	-		В	*		В	, ,	+	4	*	Δ	+	-		В	٠,	R	В			_		K79300	W	16
	FIRST IMPRESSIONS HIGH INERGY	С	С		C				A	-				В	Α		_		-	A				TMG 1268	R	16
	ALWAYS ON MY MIND WILLIE NELSON		В			В		A		В			T			_	A	В	-	В		1		CBS A2511	С	16
84	MAN OUT OF TIME ELVIS COSTELLO	C		В		В				В				*					В				_	XX 28	W	16
85①	IF YOU WANT MY LOVE CHEAP TRICK	С	-										В			C		Α			C	В		EPC A2046	С	16
-	TREAT WILLIE GOOD DAVID LASLEY	С			*		В	+		-			-	-				В		4		4	-	EA 139	E	15
	THE DREAMING KATE BUSH SOMEBODY'S BABY JACKSON BROWNE	С	В	×	С	-	(		-	+		+	+	A		+	7	B	¥	A		D	_	EMI 5296 K13185	E W	15 15
	YOUR IMAGINATION DARYL HALL & JOHN OATES	С	-		В	Α	-	-	+	В		+	+	A	Α	-	- '		В	A		B B		RCA 239	R	15
	SADDLE UP DAVID CHRISTIE	С	_		-			+		-			+	+	A	+			В	+				KR 9	R	14
91 75	WHEN THE HANGOVER STRIKES SQUEEZE	C	-		С			Δ	A	*	r			T	A	В	A E	3	*			В	_	AMS 8237	С	14
920	MR.BLUNT KISSING THE PINK	C																						KTP 1	Α	14
	ENDLESSLY JOHN FOXX	С	_			В			В								E	-					_	VS 513	С	13
	FREEDOM THUNDER THUMBS	С	3	В					-	_			4	В			E	3		4		4	_	POSP 480	F	13
95 80	FOR THOSE ABOUT TO ROCK AC DC	С	-				-	-	-	Α	<b>\</b>	-	-	1		0	-	-		-	С	+	-	K11721	W	13
97	LIGHTNING FLASH BROTHERHOOD OF MAN CYNICAL GIRL MARSHALL CRENSHAW		В		R	В	۸	Α		-	В	+		В		В	-	В		Α		+	_	EMI 5309 K17971	E W	13
100	SUMMER IS COMING STRAWBERRY PARK		В		D	D	^		+	t	D			A		D	+	D	В	_		+		SON 2245	A	12
-2	AT THE CLUB AFRAID OF MICE	C	-				0	-	A	В			В	_	A				В	-	С			CB 398		12
1	GIVE ME MORE TIME NICOLE		С				A		*		A	Α	C	*			A	7	В	A	*			CBS A2647	С	12
~ -	YOU BETTER MOVE ON DRIFTERS				Α	_	В												В	В		4		K11743	W	
BREAKER BREAKER	LOVE HANGOVER ASSOCIATES	С	_		-	В	В	+		-		-	+				-	В	В	-	C			ASC 3	W	11
	MINUTE OF YOUR TIME GILBERT O'SULLIVAN LITTLE SUZIE'S ON THE UP PHD	С	В		-			+	+	В	В		+	+			+			+		В	-	CBS A2452 K79223	C	11
BREAKER	LAS PALABRAS DE AMOR QUEEN		С				-	t		-	В		+			+				A		A		EMI 5316		11
BREAKER	DETROIT OR BUFFALO MELANIE			В			B	k	A	_			В	В				В			1	-		RCA 253		11
BREAKER	GIVE ME JUST A LITTLE MORE ANGELA CLEMMONS		С			В			A		Α			1	Α	Α		Ī						PRT A2272	С	11
BREAKER	TINY CHILDREN TEARDROP EXPLODES	С		A																	C			TEAR 7	F	11
BREAKER	SUSPICIONS KEYS	С															E				4	4		AMS 8236	С	10
BREAKER	HEAT OF THE MOMENT ASIA			В	0		С	١.			В	-	*	+	Α		A A	A		В	С	1		GEF A2494	C	10
	JACQUES DERRIDA SCRITTI POLITTI CHARMED LIVES BOOMTOWN RATS	C	_		С			P	*				+					-		В	-	+	_	RT 111 MER 106	Q F	10
BREAKER	LITTLE PRINCE CAROLE KING	C	С				Α	+		H			t	H		A	Δ	В		H		+		K11738		10
BREAKER	NO MORE EXCUSES GRAHAM PARKER		С				A		Α		Α			A		*		В				1		RCA 243	R	10
BREAKER	LOUIS QUATORZE BOW WOW WOW			Α		В	-	3		В	В		E				E	A	В					RCA 263	R	10
BREAKER	KEEP THE FIRE BURNING REO SPEEDWAGON			В			Α		Α	В		1	3	В		В		В		В	С			EPC A2495	С	10
BREAKER	HOLD ME FLEETWOOD MAC		С				C			*			1				A	_	Α					K17965	W	
	AFRICA TOTO	С	-	В		_	Α									В			В	_				CBS A2510	С	10
BREAKER	SHAKE THE CITY DENNIS WATERMAN TALKING OUT OF LINE BARDO		C		С	В		+		В		Α					E	5		Α		В		EMI 5322 EPC A2497	E	9
BREAKER	BEACH BOY GOLD PT II GIDEA PARK		В		C					В			+				Α			-	+	ı		POLO 22P	С	9
	MORE AND MORE JOE DOLAN		С					A		*													-	RITZ 19	M	9
BREAKER	WORK THAT BODY DIANA ROSS	С	С							-	В			В								İ	7.1	CL 241	Ε	9
	RAIN GOOMBAY DANCE BAND		В															L						EPC A2564	С	_9
	LOVE WILL TURN YOU AROUND KENNY ROGERS					В		A		-	*	_ 1	BC		Α	C	A		*	В	*	-		UP 654	E	8
	SAVE US PHILIP JAP	C	_		-			+	В				+	В						-		+		AMS 8217	С	8
	FREEBIRD LYNYRD SKYNYRD HEY MARIE STARGAZERS	C	1							A										-	С	+	_	MCA 251 EPC A2442	C	8
	AVALON ROXY MUSIC	C	C							Δ	В		-			1			Α					ROXY 4	F	8
	LET IT WHIP DAZZ BAND	С						1					A							В			_	TMG 1270	R	8
BREAKER	NO.1 GIRL LIGHT OF THE WORLD	C												В				В	В					EMI 5319	Ε	8
BREAKER	LOVE MY WAY PSYCHADELIC FURS	С							В															CBS A2549	С	8
	LOVELY MONEY DAMNED	C							_	A		-	4				E	3				1	_	BROP 149	F	7
	CRAZY SOUNDTRACK	С	_		-				A	В	В		1	В								-	_	RIA 9	P	7
	SO SAD SANDY LOEWENTHAL POSTMAN PAT (THEME FROM BBC SERIES) KEN BARRI	F	ВВ											-								+	_	XPRES 80 PP 001	F	7
	IEYA TOYAH	C	-				E	3					*					A			C	1	_	SAFE(P)28	M	
	WHY DON'T THEY UNDERSTAND TOMMY J.			В							A			В						В		1	-	RG 101	R	7
BREAKER	THE HANGING GARDEN CURE	C								Г				T										FICS 15	F	7

### Key To Station **Playlists**

210 -Thames Valley

A A List B B List C C List \* Hit Picks

**PLYMOUTH** SOUND

A Top 30 → Extras B B List ★ Hit Picks

CBC

A A List B B List C C List \* Hit Picks

BBC SCOTLAND A A List B B List \* Hit Picks

HEREWARD A A List

The Radioactive symbol  $\bigcirc$  is awarded for a gain of at least 3% in the airplay rating – equivalent to one major or two or three minor ILR station playlists.

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

### Distributor Codes

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

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

FICS 15

F

BREAKER THE HANGING GARDEN CURE

# Top 20

# New depths to Summer

DONNA SUMMER: Donna Summer (Warner Bros K99163) Prod: Quincy Jones

Once again the production skills of the remarkable Quincy Jones have been employed to bring out previously unsuspected depths of vocal talent. From this all-star collaboration, Donna Summer is already romping upwards with her 'Love Is In Control' single, and



there are a bunch of tracks here, including a new Bruce Springsteen song, 'Protection', which have similar singles potential to keep interest in the album bubbling. But the two best moments will probably never be heard outside the album, a torchy version of Billy Strayhorn's worldweary 'Lush Life', capturing a new slant on her talent, and the lengthy Anderson-Vangelis song 'State Of Independence', which takes some beating for sustained rhythmic power, and has a choir composed of Messrs Wonder, Ritchie, Cross and Jackson (M) among others:

THE KIDS FROM FAME (BBC REP 447) Prod: Barry Fasman

While Irene Cara's hit single is sadly missing, this album should win solid sales action on the strength of the series' runaway popularity. It is a notably well produced effort which catches the high energy and youthful exuberance of the show. From the hugely talented cast, the performances of Erica Gimpel and Gene Anthony Ray are obviously outstanding in a worthy all-round effort. Thereought to be a hit single ('We Got The Power'?) on here somewhere which could give the album a blast-off into the upper regions of the chart.

# Best of the rest

RUTS DC: Rhythm Collision Vol 1 (Bohemian Records BOLP 4) Prod: Paul Fox/David Ruffy/John Segs Now on their own label Rufs DC

Now on their own label, Ruts DC switch into a dub reggae mode with an authentic feel. Using engineer Mad

Professor, who has worked on many British dub sessions, the band is attempting to make a rhythm and dance album with across-the-board appeal and has largely succeeded. The instruments are all given plenty of space in which to work, and the package includes an instrumental dub version of the current single 'Whatever We Do

LARRY GRAHAM: Sooner Or Later (Warner Bros K56992) Prod: Larry Graham/George Duke

The distinctive sound of Larry Graham appears to be finding favour in the UK at present with the disco-inspired hit Sooner Or Later', the title-track from this album. It also appears as an instrumental and there are eight other tracks which give full reign to the talents of a man who was an intergral part of Sly & The Family Stone before forming his own Graham Central Station. Here he blends the funky bass playing talent he has always possessed with a smooth ballad style of singing. The George Duke produced tracks give yet another facet, with a greater sophistication of arrangement, and the album pieces together very

### VARIOUS: Sound D'Afrique 11 'Soukous' (Island ISSP 4008) Prod: Various

The second of Island's African music compilations, this time concentrating on the music of the Congo and its surrounding teritories -'Soukous' being the local dance variant with a general meaning of 'going out and having a good time'. Electric guitars and modern horns combine with native drums and string instruments to yield an infectious beat. It is African pop music again, and there is a feeling in the air that Africa will influence rock-'n'roll increasingly in the not too far distant future with its chanted vocals and highly percussive feel, so this is a good album to buy and get a taste of the music.

### VARIOUS: Fear & Fantasy (Armageddon MOON 2)/THE ROOM: Indoor Fireworks (Red Flame RF3) Prod: Dave Kitson/The Room

Reviewed jointly because they share a common track and the same spirit of musical adventure. The Room, from Liverpool, deserve the opportunity to make this debut album because the music is strong and challenging, the lyrics powerful and Dave Jackson's voice is an emotive force to be reckoned with in the new pop market. One track from this album also appears on

Fear & Fantasy the compilation of material from bands who appeared regularly at London's Moonlight Club. Highlight track is The Chef's 'I'll Go Too'—a quirky folk-rock anthem. Other bands featured are Flying Club, Out On Blue Six, Icarus, Patrik Fitzergerald Group, The Pinkies, Dr Mix & The Remix and Artery. A wide range of styles are presented and the album is a fitting tribute to the innovation of the British club scene.

### THE STATLER BROS: The Legend Goes On (Mercury MERS 8) Prod: Jerry Kennedy

Country music as a minority market is sadly underplayed in the UK and artists such as The Statler Bros are the first to suffer. They have a strong following in the US and a string of awards under their belts. They are not going to change their style to cater for a UK market so it is up the fans to find them. The music is lushly arranged harmony country with no rough edges and certainly some live appearance by the group would put more mileage into the material. This album boasts sleeve notes by the current darling of UK country fans Barbara Mandrell.

# JAMES BROWN: The Best Of (Polydor 2391 529)

Brown's intensely abrasive style of soul has only rarely spread out to win mass popular acceptance, notably with 'Papa's Got A Brand New Bag'. But for 20-plus years now he's been one of the music's prime innovators and this distillation showcases some of his best performances during a lengthy association with Polydor. Slow-burning ballads like 'Please Please Please' and 'Lost Someone' mingle with classic hunks of funk, among them 'There Was A Time' and 'Sex Machine'. The committed will snap up the album, but it's a bit too tough for most British ears.

### JAMES GRIFFIN-TERRY SYLVES-TER: Griffin & Sylvester (Polydor POLD 5063) Prod: Griffin/Sylvester

The collaboration between James Griffin of Bread fame and the 'Hollies' Terry Sylvester is as slick as might be expected from two such seasoned performers. But the slickness can't disguise a certain lack of inspiration. Among this routine production-line stuff, even when the melody line catches the ear as on 'Please Come Into My Life' and 'Never Alone', the lyrics are a let-down. Neither artist has enough of a reputation for the release to cause more than a flicker of consumer interest.

# Warwick country-rock preview

VARIOUS ARTISTS: Country Rock (Warwick WW 5120)

This album is actually scheduled for release at the end of August with TV advertising in the Anglia region booked just prior. The country rock tag takes in the widest possible range of Southern states music with tracks like 'Long Train Running' (Doobie Brothers), 'Dixie Chicken' (Little Feat), 'Sweet Home Alabama' (Lynard Skynard), 'Let Your

Love Flow' (Bellamy Brothers), 'Bad Moon Rising' (Creedence Clearwater Reviva) and 'The Cover Of Rolling Stone' (Dr Hook) giving an idea of the depth of old hit material on show. The 18 tracks also include excellent stuff from Don Williams, Poco, Linda Ronstadt, The Byrds and Emmylou Harris. An impressive collection for fans in the 20s and 30s age group who like American soft rock with a token country feel to it.

# KANSAS: Vinyl Confessions (Kirshner KIR 85714) Prod: Kansas/Ken Scott

Kansas is yet another of those America heavy rock bands that has never quite caught on in Britain. It's formula US stuff—the very essence of FM radio play over there, with those familiar soaraway vocals, the pounding percussion and the yearning, screaming guitar breaks. Kansas flesh the sound out with keyboards too but it's not music that is going to set the British album charts alight.

# BOXCAR WILLIE: Best of Boxcar Willie (Pickwick SHM 3117)

A useful sampler this for all those people who have seen Boxcar on TV and, while not being heavy country fans, would like an LP. This pursues the Texan country singer's fascination with the railroad, including titles like 'Waitin' For A Train', 'Lonesome Whistle', 'Dady Was A Railroad Man' and closing with a medley of popular old railroad standards like 'Wabash Cannonball' and 'Wreck Of The Old 97'.

### SMOKEY ROBINSON: Hot Smokey (Motown TMS 3510) VARIOUS ARTISTS: Motown Dance Machine (Motown TMS 3512)

This is the second batch of Motown catalogue product licensed to Pickwick and it's considerably stronger than the first. Pick of this bunch must be the Smokey Robinson compilation which spearheads with tracks like 'Get Ready' and 'Just My Soul Responding', and backs up with good tracks such as 'Let Me Be The Clock', 'Vitamin U' and 'Theme From Big Time (Part 1)'. The Motown dance compilation contains some tried and trusted numbers like Eddie Kendricks' 'Boogie Down' and Jermaine Jackson's 'Let's Get Serious' plus good danceable material like The Commodores' 'Brick House' and 'Too Hot Ta Trot' and others by Rick James, Hi Inergy, Teena Marie, The Temptations and David Ruffin.

### ASWAD: Not Satisfied (CBS 85666) Prod: Aswad/Michael Campbell

Aswad has always had a steady following in Britain while not exactly aspiring to the big time of other home grown reggae groups. This album confirms both the strengths and weaknesses of the band. There's an overall soundness and competence to the music but it lacks the sharpness and spark necessary to make a big dent in the charts. Nonetheless, it's pleasant listening and includes a free 10-inch single with two dub tracks on it.

### THE MAINES BROTHERS: Hub City Moan (Country Roads DWLP 1008) Prod: Maines Brothers

Texas has produced some notable contributors to popular music and the Maines Brothers are evident going to further enhance the state's reputation. Country is at the root of their music, but in the modern tradition they have have woven pop, rock, Cajun and other influences into the final invigorating mix. 'Louisiana Saturday Night', 'Sweet Dream Baby' and the gutsy title track provide evidence of the broad range of their goodtime music. An earlier album created the first buzz of interest. Available through Stage One and Making Waves.

# Abums/Tapes Top 60 RESTSELLE RECORD BUSINESS \* RECORD BUSINESS \* RECORD BUSINESS \* RECORD BUSINESS \*\*

			TITLE	Brices	cho		e dealer prices except on certain TV	4.0		disc	(300,000 sales)
20	1.9	4	FABRIQUE FASHION ARISTA SPART(TCART) 11853:05 POLYGRAM	40	NEW	1	THE ANVIL VISAGE POLYDOR POLD(C) 5050 POLYGRAM	60	NEW	7	DONNA SUMMER DONNA SUMMER WEA K(4)991633.20WEA
1.9	15:	:8	THREE SIDES LIVE GENESIS CHARISMA GE(MC) 2002 4 25/4.35 PÖLYGRAM ●	39	41	28	EMI ●  LOVE SONGS BARBRA STREISAND CBS (40) 10031 CBS	59	46	37	PEARLS ELKIEBROOKS A&M ELK(CLK) 198143,25 CBS ***
18	21		HAPPY TOGETHER ODYSSEY RCARCALP(RCAK) 60363,04 RCA	38	34	13	TUG OF WAR PAULMCCARTNEY PARLOPHONE (TC)PCTC 259 3.55	58	NEW	ě,	SONG AND DANCE MARTIWEBB POLYDOR PODV(C) 44.35 POLYGRAM
			STEVE MILLER <b>MERCURY 6302(7144) 204</b> 3.05/3.15 POLYGRAM	37	29	.4	ALL THE BEST COWBOYS HAVE CHINESE EYES PETE TOWNSHEND K(4) 50889 3.20 WEA	57	43	14	1982 STATUS QUO VERTIGO 6302(7144) 1893.05/3,15, POLYGRAM ●
17	.11	-5	KID CREOLE AND THE COCONUTS ZE (P)ILPS(ÎCT) 7016 3.25 EMI ABRACADABRA	36			TURBO TRAX VARIOUS K-TELNE 1176(CE 2176) 5.99 K-TEL				HAIRCUT ONE HUNDRED ARISTA-CLIPHCC(TCHC)1 3.05 POLYGRAM ●
16	9	.9	VARIOUS RONCO (4C) RTL 2079 5.49 RONÇO TROPICAL GANGSTERS	35	34	12	HOT SPACE QUEENEMI (TC)EMA7973.50EMI ●	56	42	18	PELICAN WEST
15	13	4	VARIOUS BBC REB: (ZCH) 447-3.20 PRT  OVERLOAD	34	38	<u>5</u>	SWITCHED ON SWING KINGS OF SWING K-TEL ONE 1166 (OCE 2166) 5.00 K-TEL	55	56	3	ON THE LINE GARYU.S. BONDS EMI AMERICA (TC) AML 3022 3:25
14	NEW	P <sub>1</sub>	ASIA GEFFEN GEF (40) 85.577 C3S Q THE KIDS FROM FAME	33	27	29	CHARIOTS OF FIRE VANGELIS.POLYDOR POLS(C) 10263,05 POLYGRAM *	54	51	8	NIGHT AND DAY JOEJACKSON A&M AMLH(CAM) 649063.04 CBS
13	No.		DURAN DURAN EMITTC) EMC 3411 325 EMI D	32	32	20	NON-STOP ÉROTIC CÁBÁRET SOFTCELL SOME BIZZARE BZLP(BZMC)23.053.15 POLYGRAM ●	53	40	4	GOLD STEELY DAN MICA MCF(C) 3145 3.20 CBS
11		14	MADNESS STIFF (Z)HIT TV 1 3.58 CBS &	w'a			BILL NELSON MERCURY WHIRL (CURL) 33.45/3:55 POLYGRAM	52	_	7	. JI JUNIOR MERCURY MERS(C) 33.05/3.15 POLYGRAM
10		- PES	CONCERT IN CENTRAL PARK SIMONAND GARFUNKEL GEFFEN GEF (40)96008 CBS  COMPLETE MADNESS	31	-22	4	LOVE THAT WHIRLS (DIARY OF A THINKING HEART)	-51	59	35	TIN DRUM JAPAN VIRGIN (TČ) VŽ2209 3.20 CBS ●.
9			IMPERIAL BEDROOM ELVIS COSTELLO F.BEAT XXLP(XXC)17 3.20 WEA	30	26	40	STEVIE WONDER'S ORIGINA'L MUSIQUARIUM I STEVIE WONDER MOTOWN (C) TMSP 60124.87 RCA O	50	39	.6	TROOPS OF TOMORROW EXPLOITED SECRET (T) SEC 8 2.43 CBS
8	8,	8	STILL LIFE (AMERICAN CONCERT 1981) ROLLING STONES ROLLING STONES (TC)CUN(P)39115 3.04 EMI	29	7-7	8	WINDSONG RANDY CRAWFORD WARNER BROS K(4)5700 13.20 WEA O	49	NEV	/ শূ	LOVE SONGS SHIRLEY BASSEY K-TEL/APPLAUSE APKL 1163(APKC)1163 5,49 K-TEL
<b>/</b> }	-14		SCREAMING FOR VENGEANCE JUDAS PRIEST CBS (40)85941 CBS	28		7	THE CHANGELING TOYAH SAFARI VOOR(C) 92 89 SPARTAN	48	47	17	THE NUMBER OF THE BEAST IRONMAIDEN EMI (TC)EMI 3400 3 25 EMI •
6	6	4	PICTURES AT ELEVEN ROBERT PLANT SWANSONG SSK(4)594183:20 WEA	27	<b>3</b> 5	2	GOOD TROUBLE REOSPEEDWAGON EPIC EPIC (40)85789 ČBS	47	43	1,3	A FLOCK OF SEAGULLS AFLOCKOF SEAGULLS JIVEHOP(C) 2012.43 CBS
5			MIRAGE FLEETWOOD MAC WARNER BROS K(4)56952 3 20 WEA	26	<b>3</b> 3	~20	BODY TALK IMAGINATION R&BRBLP(ZCRB) 1001 PRT	46	45	499	SIMONAND GARFUNKEL CBS CBS (40)10029 CBS ☆  BAT OUT OF HELL  MEATLOAF EPIC EPIC(40) 824192.74 CBS ☆
	±4x	J	ROXYMUSIC EG (POLYDOR) EGHP(C) 50 3.50 POLYGRAM	25	24	13	ARE YOU READY BUCKS FIZZ RCA RCALP(RCAK) 80003.25 RCA	45		18	ASSOCIATES ASSOCIATES ASCL(ASCC) 13.20 WE SIMON AND GARFUNKEL COLLECTION SIMON SI
4	4.	in.	LEAGUE UNLIMITED ORCHESTRA VIRGIN OYED(C) 6 1 82 CBS	24	36	40	SHAKATAK POLYDOR PQLS(C) 10593,05 POLYGRAM (L)  DÅRE HUMAN LEAĞUE VIRGIN (TC)V21923.40/3.20 CBS 27	44.	37	14	POLYGRAM SULK
3	2	3	ABC NEUTRON NTRS (C) 1 3.05 3.15 POLYGRAM.	23	28:	12	NIGHT BIRDS	43	58	. 4	STAGE STRUCK DAVID ESSEX MERCURY MERS(C) 43.05/3.15
2	ţ	8	LEXICON OF LOVE	22	18	<u>6</u>	NON-STOP ECSTATIC DANCING SOFT CELL SOME BIZZARE BZX(BZM) 102.15 225 POLYGRAM O	42	48	10	COMBAT ROCK CLASH CBS FMLN (40) 2 C3S
1	3	2	FAME ORIGINAL SOUNDTRACK RSO 2479 253 (3216 265) 3.25/3.38 POLYGRAM O	21	<b>3</b> 0	3	FRIENDS SHALAMAR SOLAR K(4) 52345 WEA	41	į60.	2	L'VE NEVER BEEN TO ME CHARLENE MOTOWN (C)STML 12171 3.25 RCA

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(Pic sleeve)

1919 CAGED/TBA Red Rhino O RED 14 CARTEL

ANNABEL LAMB I KNOW HOW LOVE GOES/Electronic Toys A&M ○ AMS 8240 CBS ■ ANTONY ANTONIA LIFELINE-Vibeline Elite ● DAZZ 15 PINNACLE
ASSOCIATES 18 CARAT LOVE AFFAIR/Love Hangover (Double A) Voluntary Wishes. Swapit Productionis® (\* 12\* Only) Associate O ASC 3 ● ASC 3T WEA ■ AVERAGE WHITE BAND YOU'RE MY NO. 1/Theatre Of Excess RCA ○ RCA 250 RCA.

BAD BRAINS THE BAND YOU'RE MY NO. IT hearte OF Excess RCA O RCA 250 RCA

BAD BRAINS THE BAD BRAINS (EP) Alternative Tentacles O VURIS 13 STAGE ONE
BANKROBBERS ON MY MIND/All Night Good Vibrations O GOT 18 GOOD VIBRATIONS

BILL NELSON FLAMING DESIRE. The Passion/The Burning Question\* (\*12" Only) Mercury O WILL 5 • WILL 512

POLYGRAM 
BLACK UHURU MONDAYS/Right Stuff/Killer Tuesdays Island O (Out Now) • 10WIP 6815 (10") EMI
BLACK ROSE NO POINT RUNNING. Sucker For Your Love Teesbeat O TB 5 (NEON 0785 41311) 
BLITZ WARRIORS/YOUTH NO FUTURE O I 16 PINNACLE/CARTEL

BOBBY CULTURE HEALTH AND STRENGTH/Büenos Dias Leggo • LG 003 JETSTAR.

BOOKER T. & THE MG'S SOUL LIMBO/Soul Clap '69 Stax O STAX 1011 RCA

BOW WOW WOW LOUIS QUATORZE/Mile High Club RCA O RCA 263 RCA

B.A. ROBERTSON DOT, DOT, DOT/Keep Off The Grass Asylum O K13190 WEA

B.LT.B. NOCTURNAL/Radio Wreckage Blue Rhythm O CBR 2 (Cassingle) GOOD VIBRATIONS

CATSIFIED STEAMERS HOME BOYS HOME/19th Highlanders Farewell To Gireller Pandaling O D001 PINNACLE

CATSPIELD STEAMERS HOME BOYS HOME/79th Highlanders Farewell To Gibraltar Dandelion OD 001 PINNACLE CHARLENS IT AIN'T EASY COMING DOWN/II Could See Myself Motown O TMG 1272 RCA CHAS SANDFORD TEMPTATION/Julie Elektra O K13188 WEA CHURCH ALMOST WITHOUT YOU'LIFE Speeds Up Carrere O CAR 247 RCA CLYDESIDERS SALLING HOME/The Land I Have Left Lochshore O LOCH 604 PRT COOLAH JAH IS FOR EVERYONE/Partial Rhythm Pops PRB 001 JETSTAR CRAZY ENGLISH CRAZY ENGLI

FABULOUS FIVE OOH AAH/LEE PERRY DREADLOCKS IN MOONLIGHT Island • 12IPR 2056 EMI • FLO STEVENS ROCK AND ROLL WALTZ/The Answer BGS O BGC 309 (Cassingle) WYND UP/CLYDE FACTORS FREDDIE STARR GREAT PRETENDER/Spacerama Towerbell O TOW 24 PRT

GEISTERFAHRER MADISH AHB'EL/Leiser Tod Upright Ó UPYOURS 3 CARTEL 
GENE LATTER ROCK BABY ROCK/Sweet Sugar Ray Magnet O MAG 230 PRT
GEORGIE FAME THE HURRICANE/The Hurricane (Part II) (Instrumental) My O MY '001 C3S
GIGI GARNER CITY BOY/Surrender Runaway O RUN 504 PRT
GO GO'S VACATION/Beatnick Beach IRS O GON 103 CBS 
GREGORY ISAACS NIGHT NURSE/Night Nurse (Version)/Material Man Island Ó (Out Now) 10WIP 6800 (10")
EMI

HOLLY & THE ITALIANS TELL THAT GIRL TO SHUT UP/Chapel Of Love Oval O HOLLY 16 PINNACLE ■ HOT QUISINE KEEP THE SAME OLD FEELING/You And Me Kaleidoscope O KRL A2560 ● KRL A132560 CBS

INDEX THE LOVE YOU'VE BEEN FAKIN'The Love You've Been Fakin' (Instrumental) Excaliber © EXC 521

© EXCL 521 PRT
INSTANT AGONY THINK OF ENGLAND (EP) Half Man, Half Biscuit O DUNK 1 CARTEL
IRENE CARA FAME (FULL LENGTH VERSION)/Never Alone/Hot Lunch Jam RSO © (Out Now) © RSOX 90
POLYGRAM

JANICE YORKE DISTANT SHORES/The Wind Talking To The Pines Jodie SRT O SRTS 82 PRT III JENNIFER WARNES I KNOW A HEARTACHE WHEN I SEE ONE/Shot Through The Heart Arista O ARIST 480

JENNIFER WARNES I KNOW A HEARTACHE WHEN I SEE UNESHIC THROUGH THE HEART AISTS O POLYGRAM

JIMMY CLIFF MIDNIGHT ROCKERS/True Lover Oneness O ONE 002 JETSTAR

JIMMY CLIFF ROOTS RADICAL/Rub A Dub Partner CBS O CBS A2604 CBS 
JOE COCKER MANY RIVERS TO CROSS/Talking Back To The Night Island O WIP 6802 EMIT

JOHN DUMMER & HELEN APRIL BLUE SKIES/A Nice Cup Of Tea Speed O SPEED 8 PRT

JUDBAS PRIEST YOU'VE GOT ANOTHER THING COMING/Exciter (Live) CBS O CBS A2611 CBS 
JUDIE TZUKE LATE ACAIN/MARE IN MOTION Chrysalis O CHS 2627 POLYGRAM 
J. GEILS BAND LOVE STINKS/Till The Walls Come Tumblin' Down EMI America O EA 141 EMI

J.J. & THE ROCKETS NO PARTICULAR PLACE TO GO/Truck Stop Creepy O CREEP 101 PRT

J.J. & THE ROCKETS NO PARTICULAR PLACE TO GO/Truck Stop Creepy O CREEP 101 PHI

KADETTES FIREBALL XL 5/TBA Blank O GET 1 PINNACLE

KENNY BALL & HIS JAZZMEN CLAP TRAP (PART I)/Clap Trap (Part II) Mont O MM 101 SPÁRTAN

KIDS FROM FAME HI-FIDELITY/I Still Believe In You RCA O RCA 254 RCA

KOOL & THE GANG BIG FUN/Get Down On It (Extended Remix)/Big Fun (Long Version)\* (\*12" Only) DeLite O DE7.

DEX 7 POLYGRAM

LABI SIFREE NIGHTMARE/The Love Thing Polydor O POSP 486 POLYGRAM

LINDA CLIFFORD RED LIGHT/Ralph And Monty (Instrumental)/Hot Lunch Jam\* (\*12" Only) RSO O RSO 64

PRSOX 64 POLYGRAM

LLOYD PARKS NO WAR IN THE DANCE/Rock Rock Rock Plantation PL 011 JETSTAR

LULU TAKE ME TO YOUR HEART/How Can I Believe You Alfa O ALF A2664 CBS

LYNN ALICE YOU KEEP ME HANGING ON/Pretty Girl RSR ® RSR 01 PINNACLE

MARC BOLAN SING ME A SONG/Encless Sleep/The Lilac Hand Of Menthol Dan Rarn ® MBFS 001 [Pic Disc.)

PINNACLE

MARC BOLAN SING ME A SONG/Encless Sleep/The Lilac Hand Of Menthol Dan Rarn ● MBFS 001 (PIc Disc), PINNACLE

MARIETTA DO YOU WANNA DANCE/Only In Your Eyes I See Polydor O POSP 483 POLYGRAM ■

MIRO MIROE NIGHTS OF ARABIA/DO Androids Dream CBS O CBS A2429 CBS ■

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MOON MARTIN ACES WITH YOU/Dangerous Game Capitol O CL 255 EMI ■

NENAD (MARIE'S THE NAME) OF HIS LATEST FLAME/TBA Camab Flame O AMA 1 PRT

NICO PROCESSION/AI Tomorrow's Parties/Femme Fatal (Live)\*/Secret Side (Live)\*/ (\*12" Only) IKF O 1-2REC

●1-2REC 1 PINNACLE/IKF CARTEL ■

ORANGE JUICE TWO HEARTS TOGETHER/Hokoyo-Two Hearts Together (Extended Version)\*/Hokoyo (Extended Version)\* (\*10" Only) Polydor O POSP 470 O POSP 470 (10") POLYGRAM ■

PATRICK ALLEY JUST ANOTHER NIGHT/You're All I Need Tads ● TRD 14382 JETSTAR

PERE UBU DATA PANIC IN THE YEAR ZERO Radar ● RDR 1 CARTEL ■

PETE TOWNSHEND UNIFORM/SUpace It Away Ateo O K11751 O K11751P (Pic Disc) WEA

■ PURPLE HEARTS SCOOBY DOO/Gun For Life Roadrunner O RR 1 PINNACLE ■

QUEEN BACK CHAT/Staying Power EMI O EMI 5325 ● 12EMI 5325 EMI ■

RAH BAND TEARS AND RAIN/Hungry For Your Jungle Love/Party Games KR ○ (Out Now) ● KRT 10 RCA

QUEEN BACK CHAT/Staying Power EMI ○ EMI 5325 ● 12EMI 5325 EMI ■
RAH BAND TEARS AND RAIN/Hungry For Your Jungle Love/Party Games KR ○ (Out Now) ● KRT 10 RCA
ROBIN & THE MAD PROFESSOR MYSTIC LOVING/Special Loving Ariwa ● ARI 1006 JETSTAR
SAMMY DREAD BE MINE/Be Mine (Version) Love Light ● LJ 001 JETSTAR
SCRITTI POLITTI JACQUES DERRIDA/Simon's In Jerusalem/A Slow Soul Rough Trade ○ (Out Now) ● RT 111
(First 5,000 with Free Signed Prints) ROUGH TRADE ■
SLY CABELL FEELIN' FINE Feelin' Fine (Club Mix) Virgin ○ VS 525 ● VS 52512 CBS ■
STEVE WINWOOD STILL IN THE GAME:Dust Island ○ WIP 6786 EMI ■
SUE FISHER WITH THE ROGER WADE ORCHESTRA THE CHRISTENING/Bubbling All Over Wembley ○ CC 22
PINNACLE

SUE FISHER WITH THE ROGER WADE ORCHESTRA THE CHRISTENING/Bubbling All Over Wembley O CC 22 PINNACLE
SUGAR MINOTT LOOKING FOR A HOME NICKEY MORRIS HOME TOWN ROCK/PRODUCER YOU LEAVE ME BOOTS WANTING YOU Future Times O FT 001 JETSTAR
SUGARHILL GANG THE LOVER IN YOU/The Lover In You (Instrumental) Sugarhill O SH 116 • SHL 116 PRT SUN YAMA SUBTERRANEAN HOMESICK BLUES/More Cane Than Abel Trans O TRANS 1 STAGE ONE SWEET PEA ATKINSON GIRLS FALL FOR ME/Should I Wait Island O WIP 6808 • 12WIP 6808 EMI SYLVAN & SAKAMOTO BAMBOO MUSIC Virgin O VS 510 • VS 51012 CBS
TAURUS DISPOSABLE LOVE Flashback Alfa O ALF A2636 CBS
TERRY SPICER GOING TO BRIGHTON/Persistently Raining After Hours O AFT 05 CBS
THREE COURGETTES SUBSTITUTE/GET OF MY Back Island O WIP 6814 EMI TOM ROBINSON NOW MARTIN'S GONE/Atmospherics Panic O NIC 1 STAGE ONE TOMMY ROBERTS THERE'S A DRINK IN IT/I Don't Want To Go To The Disco Runaway O RUN 505 PRT TRISTON PALMA JOKER SMOKE/VLoafer Smoker Greensleeves O GRED 93 • GRED 93 SPARTAN/JETSTAR TWISTED SISTER RUFF CUTTS (EP) Secret • SHH 137-12 CBS

VAMPIRES HARRY'S HOUSE/Mystery And Madness Next Record Co O NEXT 102 CBS

VAMPIRES HARRY'S HOUSE/Mystery And Madness Next Record Co O NEXT 02 CBS VIC YOUNG BLIND DATE/TBA Eagle O BSB 012 PRT
WINSTON REEDY PARADISE IN YOUR EYES/Eden View Dasala DAS 001 JETSTAR
YUKIHIRO TAKAHASHI DISPOSABLE LOVE/Flashback Alfa O ALF A2636 CBS

ZANTI MISFITZ LOVE ENDS AT 8 Invasion Of The Electric Deathmen Clay ○ CLAY 13 PINNACLE ■ ZEN ALLIGATORS THE INVISIBLE MAN/Scorpio Function Zodiac ○ ZZA 82001 GOOD VIBRATIONS ■

### Index

	His Latest Flame
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### Distributor Guide

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\*Denotes members of "Cartel"

# Best Bets

The pick of the week's new releases

SINGLES SINGLES SINGLES SINGLES

- ASSOCIATES 18 Carat Love Affair Associates
- BOW WOW WOW Louis Quatorze RCA
- CHARLENE It Ain't Easy Coming Down Motown
- ELVIS COSTELLO Man Out Of Time F Beat
- GO GO's Vacation IRS
- KOOL & THE GANG Big Fun DeLite QUEEN Back Chat EMI
- RAH BAND Tears And Rain KR

ALBUMS ALBUMS ALBUMS ALBUMS ALBUMS

- **COMMODORES** Love Songs K-tel
- GO-GO'S Vacation IRS
- LOUIS CLARK Can't Stop The Classics K-tel

Dealers are advised to consult the new releases for full details of records listed above



# **Bubbling Under**

51 27 KEEP ON DUBBIN' Force West End 52 — LOVE'S GOT A HOLD ON YOU Kelly Marie Calibre Plus! 53 43 EVERY WAY BUT LOOSE Oneness Of Juju Buddah 54 52 KEEP ON MOVIN' AND GROOVIN'

Atlantis Chaz Ro NEVER KNEW LOVE LIKE THIS BEFORE

55 — NEVER KNEW LOVE LIKE THIS BEFORE
Patrick Boothe Streetwave
56 68 SADDLE UP David Crissie KR
57 72 LOVING AS ONE Trevor Waters Magnet
58 46 STANDING ON THE TOP Termotations Motown
59 39 FEELING FINE SV Capel Salsoul
60 35 MOODY Chris Hunter Polydor
61 — YOU GOTTA GET IT Congress Tooti Frooti
62 — JUMP TO IT Aretha Frankin Arista
63 60 LOVE NEVER LOOKED BETTER
Try Lark Handshake
63 61 LOVE SOME THE COUNTY CONTROL

TIV Lark Handshake
64 61 TAKE SOME TIME OUT (FOR LOVE)
Salsoul Orchestra Salsoul
65 54 DON'T BE MISTAKEN First Light Ovel
65 58 FORGET ME NOTS Patfice Rushen Elektra
67 59 NIGHT BIRDS Shakatak Polydor
68 62 A LITTLE LOVE (REMIX) Auria Battersea
69 — MISBEHAVING UK Players A&M
70 — LET'S STAY TOGETHER Roy Ayers Polydor

### Twelve Inchers

1 — FAME Irene Cara RSO
2 2 A NIGHT TO REMEMBER Shalamar Solar
3 4 WALKING ON SUNSHINE
Rockers Revenge Street: Wise (import)
4 1 INSIDE OUT Odyssey RCA
5 — STOOL PIGEON
KID CAROLINE
PAUTICE RUSHEN DE BEING ALONE
PAUTICE RUSHEN DEFING ALONE
PAUTICE RUSHEN DEFING ALONE
PAUTICE RUSHEN DEFING ALONE
PAUTICE RUSHEN DEFING
7 6 LOVE HAS FOUND ITS WAY
Dennis Brown A&M
8 15 KEEP ON D Train Epic
9 7 SO FINE Howard Johnson A&M (import)
10 3 SOONER OR LATER Larry Graham Elektra
11 13 PLANET ROCK
Afrika Bambaataa & The Soul Sonic Force
Tommy Boy (import)
12 5 MUSIC AND LIGHT Imagination R&B
18 10 RISIN' TO THE TOP (GIVE IT ALL YOU GOT)
Keni Burke RCA
14 1 LOVE ON A SUMMER NIGHT
McCrays Capitol
15 12 MURPHY'S LAW Cheri 21/Polydor
16 16 DON'T MAKE ME WAIT
Peech Boys West End (import)
17 — HAPPY HOUR Deodato Warner Bros
18 — MONEY'S TOO TIGHT (TO MENTION)
Valentine Brothers Bridge (import)
19 9 LET'S FUNK TONIGHT Blue Feathers Mercury
20 11 THANKS TO YOU Sinnamon Beckett

### Disco Albums

1 3 FÁME Soundtrack RSO
2 1 TROPICAL GANGSTERS

KIG Creole & The Coconuts Ze
3 — 98.7 KISS FM PRESENTS
SHEP PETTIBONE'S MASTERMIXES
Various Epic
4 7 STRAIGHT FROM THE HEART
Patnce Rushen Elektra
5 LOVE HAS FOUND ITS WAY
Dennis Brown A&M
6 5 FRIENDS Shalamar Solar
7 13 CHANGES Keni Burke RCA
8 2 HANDS DOWN Bob James Tappan Zee
9 6 HAPPY HOUR Deodato Warner Bros
10 10 NIGHT BIRDS Shakatak Polydor
11 11 THE POET Bobby Womack Motown
12 18 WINDSONG Randy Crawford Warner Bros
13 9 THROWIN DOWN Rick James Motown
14 8 HAPPY TOGETHER Odyssey RCA
15 — D TRAIN D Train Epic
16 — DREAMGIRLS Soundtrack Geffen
17 12 WE ARE ONE Pieces Of A Dream Elektra
18 15 JEFFREY OSBORNE Jeffrey Osborne A&M
19 — JI Junior Mercury
20 20 LADIES OF THE 80s
A Taste Of Honey Capitól

## Import Albums

1 — RED HOT Sharon Redd Prêfude,
2 4 KEEPIN' LOVE NEW
Howard Johnson A&M
3 2 IN LOVE'S TIME Dave Valentin GRP/Árista
4 — ZAPP 2 Zapp Warner Bros
5 3 OUT OF THE SHADOWS
Dave Grusin GRP/Arista
5 — LET ME TICKLE YOUR FANCY
Jermaine Jackson Motown
7 5 CAMERON ALL THE WAY
Rafael Cameron AFI

Rafael Cameron AFI 8 AS WE SPEAK

Halael Cameron AFI

8 8 AS WE SPEAK
David Sanborn Warner Bros
9 7 WE GO A LONG WAY BACK
Bloodstone T-Neck
10 10 FACE TO FACE Gino Soccio Warner Bros
11 15 L.J. REYNOLDS L.J. Reynolds Capitol
12 — LITTLE SUZIE Ozone Motown
13 18 0N THE FLOOR Fatback Spring
14 6 WAKA JUJU Manu Dibango Polydor
15 9 WAVES Shock Fantasy
16 19 TRUST ME Jean Carn Motown
17 20 MEGATRON MAN Patrick Cowley Megato
18 14 I'LL DO MY BEST Ritchie Family RCA
19 11 FEELING LUCKY High Fashion Capitol
20 12 INSTANT LOVE Cheryl Lynn Columbia

Compiled for Record Business by MRIB.

## Dancefloor

REANET ROCK
 Afrika Bembaataa & The Soul Sonic Force
 Tommy Boy 12 (import)
 1 I'M AFRAID OF ME

2 1 I'M AFRAID OF ME
Culture Club Virgin 12\*
3 PRIME CUTS E Canadian 12 (import)
4 8 JOHN WAYNE IS BIG LEGGY
Haysi Fantaysee Regard 12\*
5 2 DUMMYHAYEN'T WE MET BEFORE?
THOMOGRAPHY TO BE THE STATE OF T

5 2 DUMMY/HAVEN'T WE MET BEFOREY
Telex Virgin 12"
6 — AEROPLANE Psychodelic Furs CBS 12"
7 5 IMAGES OF HEAVEN
Peter Godwin Polydor 12"
8 6. TODAY Talk Talk EMI 12"
9 — CRACKED MIRROR EP
Mauve Canadian 12" (Import)
10 10 STARLIGHT/BOYS ARE BACK IN TOWN
Risque Importe 12 12" (Import)
Dancefloor chart from Flashback Records, Swindon
and Newport

## Reggae Twelves

3 BETCHA BY GÖLLY'WOW Erroll Dunkley Black Roots
4 FALLEN IN LOVE Debbie Gee TNT
5 LOVE HAS FOUND ITS WAY Dennis Brown A&M
4 1 OPERATION RADICATION Yellow Man Pama
5 8 OOH BOY Sandra Reid Sir George.
6 10 SWEETIE COME BRUSH ME John Holt Creole
7 FOOL FOR YOUR LOVE Legato Ital
8 YOU BRING THE SUN OUT Janet Key Arista

Janet Kay Arista LET'S GET MARRIED Pat Kelly Lola THE MORE WE ARE TOGETHER Sugar Minoul Black Roots

Reggae 12-inch chart from Sunshine Records North.

# isco Dealer

NOT ALL dealers may have noticed, since the record still carries the same catalogue number as the original pressing, but 'One To One' by Freeez has now been totally and very effectively remixed by the band, making it a stronger and tighter cut than hitherto. Additionally, the flipside has now been changed (on the 12-inch, at least) to the previously promo-only cut 'Alone', which a lot of people have been seeking ever since it was around in limited quantities as a white label. All of this makes the record worth selling all over again to many customers, so check stock carefully to see which copies you have. The catalogue number remains as Beggars Banquet BEG 78T.

The mysterious Thunderthumbs And The Toetsenman, who seem to have appeared from nowhere with 'Freedom', are not in fact as obscure as you might think. The duo are, respectively, Mark King and Mike Lindup, the bassist and keyboard player with Level 42 - THAT'S how they come to be on Polydor without having gone the small label or promo route first. The Level 42 sound is, in fact, clearly audible with hindsight, and this disc is apparently just a one-off combination which doesn't indicate any group split.

More on the Rah Band single mentioned a couple of weeks ago. Contrary to first announcements (as reported here), additional copies of the TMT pressing were made available for dealers who wanted to order them, hence the disc's appearance in last week's disco top 50. Full release on KR, now that the appeal of the various titles on the promo has been assessed, will be on July 30th, on KR(T) 10 (through RCA). 'Tears And Rain', now freshly remixed, is confirmed as the A-side.

BARRY LAZELL

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# PROMOTION

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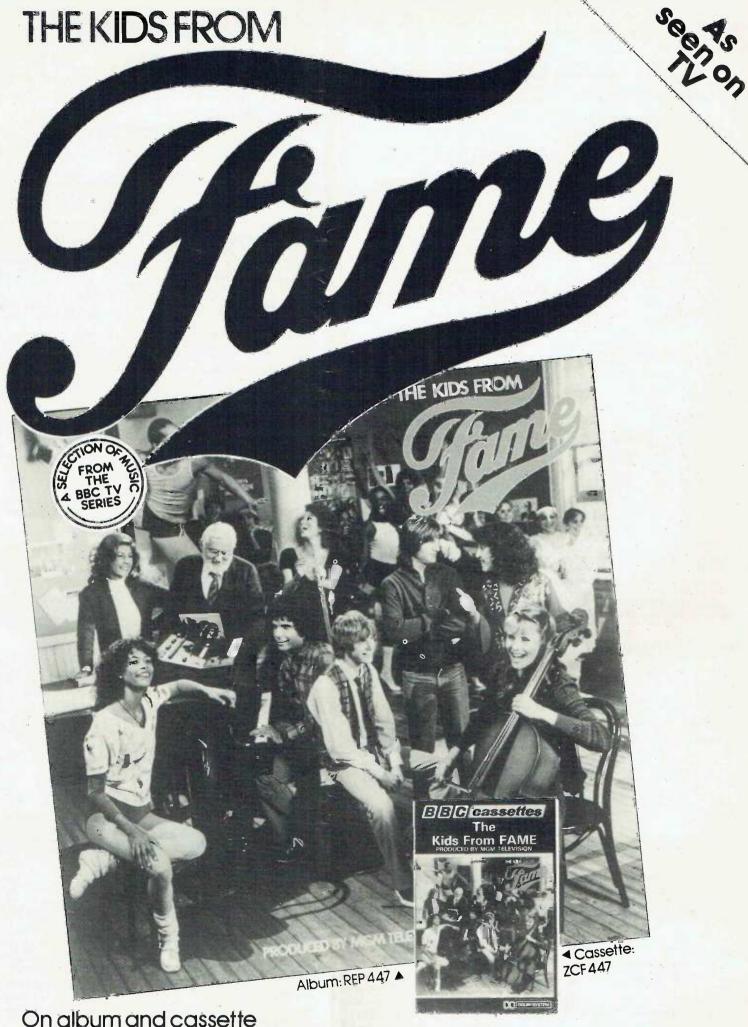
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